

Quarterly Report to Timaru District Council to 31 March 2025

OUR VISION:

To enable a vibrant and thriving community by cultivating the economic potential of our district.

WHAT WE DO:



Facilitate

- Communication
- Connectivity

Enable

- Collaboration
- Cooperation

Grow

- Capacity
- Community Wellbeing
- · Creativity & Sustainability

YTD PERFORMANCE DASHBOARD:

ATTRACTING NEW BUSINESS

We have significantly ramped up our efforts to attract new business to the district – spearheaded by the "Make Timaru your Business" campaign. A key to this is promoting the availability of "project ready" land across industrial, commercial and port adjacent locations. Development of TDHL's Washdyke Industrial Park commenced January and is scheduled for completion in May. Promotion of this land and other known holdings out in Washdyke are central to MTYB whilst the essential utilities servicing this area remain a key attraction both in terms of quality and cost. These utilities are recognised as some of the best in Canterbury and coupled with cost competitive land prices are pivotal pieces in our business attraction promotions – especially in Washdyke for wet industries such as our food processing and manufacturing – an inherent strength of ours. Our central South Island location and readily available developable land adjacent to our Port are also prominent in MTYB promotions.

Current New Business Opportunities in various stage of negotiation – sector breakdown:

To reiterate:

- The variety of current new business opportunities aligns to the inherent strength of our district which is the existing diversity of our industry sectors.
- We have obvious strengths and capability in our "sweet spot" sectors such as food processing (wet and dry), manufacturing, transport and logistics, however that hasn't precluded us exploring opportunities in other aligned or new sectors.
- There is a prominence of a "future focus" within existing opportunities being progressed notably biotech, protein extraction, connectivity, aquaculture, waste & energy, and the technology associated with one of the aviation opportunities.
- There is an identified opportunity for our district to lead the way with how we are processing our waste/byproducts especially from our Food processing sector. The close proximity and well established trusted level
 of collaboration is the ideal foundation off which a variety of opportunities have been identified: anaerobic
 digestion, biofuels, biogas, vermicast, black soldier fly etc..

New Business Opportunities by Sector (1 opportunity per sector unless stated)

Current more advanced new business opportunities

- **Protein Extraction** two very live opportunities being progressed. One introduced via NZTE/InvestNZ network Taiwanese entity looking to expand their operations into NZ visit rescheduled to end June. Another NZ based entity looking to establish a scaled up commercial operation. Previously engaged with and whilst delayed for 12-18 months discussion now reignited. Estimated FTE for both approx. 120+
- *Energy* a further intro ex NZTE/InvestNZ, Government aligned entity recently completed an assessment of future state energy opportunities for Central South Island. Summary report to be received in May outlining opportunities associated with renewable generation (solar etc..), electrification, data centres etc..
- Recreation progressing this globally popular and rapidly growing competitive/recreational sport opportunity with TDC Parks & rec, and local engineers. Est FTE's 5
- Residential & Aged Care transformational new opportunity within the District. Introduction made of local potential enabling investors. Assisting with assessment of demographic and needs analysis to help inform scope and staging.
- Logistics previous interest from a global player delayed o/a developments underway/planned in Australia (2) and Auckland (1) both will be suitably advanced within the next 2-3 months that the party has signalled a keenness to reignite the local opportunity at that stage.
- Aviation Hosted Ocean Flyer as we positioned Timaru as an ideal South Island site to replicate their proposed Northland initial test site. Good interest being followed up
- Aquaculture in talks with new GM Commercial at Arowhenua on identified aquaculture opportunities.
- Aerospace and Screen using our strong relationship with CHCHNZ we have met with Aerospace NZ and Screen Canterbury and are progressing the identification of opportunities for local existing and potentially new to district business to align to these growing industries.

Make Timaru your Business Campaign (MTYB).

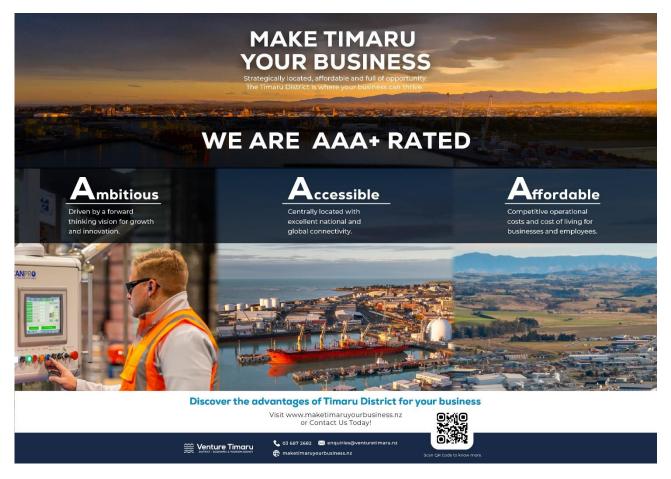
As reported above MTYB well underway. Planned communications and promotions centre in our initial "teaser ad's" examples of which follow. Initial placements across coming months include:

- Social Media
 - VT Facebook and LinkedIn fortnightly initially boosted into North Island, Nelson Marlborough and Christchurch.
- Publications including ad placements and electronic direct mail campaigns to each subscriber database (SD):
 - o NZ Engineering SD 5,707
 - o NZ Food Technology SD 4,246
 - FTD Logistics & Supply Chain Management SD 1.755
 - Business South two feature articles

Initially the primary focus of MTYB however is farming/fostering existing contacts:

- Engaging with and utilising local business and association networks as advocates for the District and encouraging them to utilise their own networks to identify new business opportunities. The MTYB resources have been distributed to 75+ local entities for this very purpose
- VT's own regional and national networks Economic
 Development agencies, CHCHNZ, Canterbury, Lincoln and
 Otago Universities, Energy Estate, Lincoln Agritech, NZTE,
 InvestNZ, Gas NZ, AgResearch, Plant & Food have all been
 engaged with to date.

To date the campaign and associated resources have generated the aforementioned Energy and one of the Protein Etraction opportunities.



In addition to the teasers ad's, we have developed and widely distributed a pdf resource (see below) which at an initial high level outlines why Timaru is the place to establish or grow a business.

Supported by our Timaru by the Numbers infographic and a dedicated MTYB website – www.maketimaruyourbusiness.nz, these resources are designed to gain attention/interest which will then be followed up on by the VT team. Opportunities will be progressed with a "team Timaru" approach involving as appropriate TDHL, TDC, Alpine Energy, Arowhenua, Primeport, local supporting services and various entities – all coordinated by VT.





Discover the advantages of Timaru District for your business

Visit www.maketimaruyourbusiness.nz or Contact Us Today!









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March 2025 quarter – additional notes

Support EXISITING BUSINESS to innovate and grow.	 Facilitated a group pf local agri-sector leaders who will meet with Barkers CE and leadership team end May to explore opportunities to supply a variety of raw product (fruit and vegetables) locally to support their significant processing expansion now underway. Includes two enabling investor parties keen to explore new infrastructure that may be needed to support enhanced/new product supply. Assisted 5 x new SME's businesses with advice and support to enable their establishment – taxi, electrical, hospitality, transport and trades Engaged with Colliers as they progressed potential sale of Smithfield site – provided economic data and various information to interested parties as facilitated by Colliers. Aware there are offers being worked through currently. Freight and Distribution costs have been highlighted as a concern/risk by a number of our processors and in some cases an inhibitor to growth of their operation locally. Investigating further as to what options we have to mitigate or at least alleviate as best we can - a key to being what is the longer term strategy for Primeport. A recent incident of "not insignificant" waste water charge increases being inadvertently advised to Washdyke industries has highlighted the need for better transparency around essential utilities costs/R&D etc as they are important economic enablers and key factors in retaining and attracting new business. We are working with TDC on this.
PROMOTE the district as a "destination of choice"	 Engaged by TDC via Active Transport Strategy to update and improve Timaru Walking and Biking Trail resources. Refreshed print, app and web base resources all completed on time and under budget. via Govt's Regional Tourism Boost Fund, VT are part of a Central South Island group - targeting Australia and a national group targeting North America VT's tourism data dashboard shows Americans are now the biggest international spenders here, followed by Australians, then UK. View the dashboard here https://www.videvelopment.co.nz/business/tourism-data 2025 Official Visitor Guide updated and distributed widely to tourism and hospitality operators. CityTown Events Project - VT is administering a \$50k budget for TDC for CityTown Events. Range of activities has taken place including: Creative Cove arts initiative Street Beats for rangatahi buskers Coming up are: Street Theatre Pop up interactive arts events for school holidays CBD History walking tours Cultural performances Get Active encouraging physical activities Literacy focussed interactive activities Events: March 2025 was a busy quarter for some significant events both new and existing e.g. Rock'n'Hop, National Road Cycling Champs, Caroline Bay Carnival, Multicultural Festival. Of particular note was the World Tennis Tour held for the very first time in February. The feedback from players, officials, spectators and Tennis NZ was overwhelmingly positive especially the Intl Tennis Federation Tournament director who stated in his "30 years + of tournaments across the Southern Hemisphere this was one of if not the best tournament he been involved in". It would not have been possible without Major Events Funding and the outstanding support of Tennis Sth Cant and their volunteers.

Appendices

- 1. Financial Reports (actuals to budget) to 31 March 2025
 - a. Financial Commentary
 - b. Profit & Loss
 - c. Balance Sheet
 - d. Cash Flow statements
- 2. Towards 2050 Update
- 3. Feedback
- 4. Make Timaru your Business pdf resource.

Timaru 'wows' players, officials

Sport Chris Tobin

Players and officials served up a string of compliments for the first-class facilities and smooth running of an ITF World Tennis tournament that ended in Timaru on Sunday.

The ITF international tournament supervisor Scott Ray, of Australia, a veteran of 31 years running tournaments around the world, told the centre court crowd on Sunday when he first walked into the Trust Aoraki Tennis Centre at the beginning of the week, he thought "wow".

Near Caroline Bay, the tennis centre overlooked the Pacific Ocean. Ray's initial impression was maintained throughout the week, he said.

"Of all the years I've been doing this, this is one of the best, if not the best I've ever been part of," he told the crowd.



Christian Langmo, of the United States, follows through on his serve against Chinese Taipei's Yu Hsiou Hsu in the final on Sunday.

AIMAN AMERUL MUNER/THE TIMARU HERALD

In his opinion, he said, Timaru could have the tournament as long as the town wanted it.

Tennis New Zealand commercial and marketing manager, Gareth Archer, was



Leoni Küng, right, won the women's singles title, beating Naiktha Bains, left, of Great Britain, in straight sets in the final.

equally impressed, saying Tennis South Canterbury had done an "incredible job".

"We can't thank the city enough. For year one it really exceeded expectations. Timaru has the best all-round tennis centre in the country," he said.

Overcast weather broke late on Friday afternoon, ensuring the semifinals and finals were played under sunny skies over the weekend before big crowds.

Chasing ATP and WTA world ranking points, and a share of \$100,000 prize money, Leoni Küng, 24, of Switzerland, had a comfortable women's singles final victory over Naiktha Bains, of Great Britain, 6-I, 6-2. On the way to the final, Küng had beaten Norway's Malene Helgø 6-2, 6-3, and Bains defeated Han Shi, of Chinese Taipei, 6-3, 6-4.

In the men's final, Christian Langmo, 28, of the United States, had a tougher contest against China Taipei's Yu Hsiou Hsu before prevailing 7-6, 6-3.

In the semifinals, Langmo beat Japan's Naoki Nakagawa 4-6, 6-3, 6-4, while Hsu

TURN TO PAGE 3

Appendix 1: Financial Reports

Profit & Loss Statement

1 July 2024 - 31 Mar 2025

Financial Commentary

- YTD Income in line with budget whilst we are below budgeted expense levels o/a:
 - HR below budget by \$10K largely due to new BDM role not appointed until Sept v budgeted July
 - Cruise funding \$60K still has share of Cruise Strategy to be paid but still likely to be underspent due to less ship visits. We have however committed to reducing 2025/26 requirement by the amount of any underspend.
 - T2050 \$50K allocated ex VT reserves but likely spend this year \$25K max, whilst Hort project for which \$35K ex VT reserves had been allocated won't proceed by June 2025.
 - Additional cost savings across travel & accommodation, subscriptions, office admin. Conference, staff & board development and premises have been identified and implemented.
 - Year end result, originally forecast as a deficit \$128K will still be a deficit but estimated to be no more than \$59K – fully funded ex VT Reserves.

Actual v Budget Balance Sheet and Cashflow Statements follow.

	YTI	D ACTUAL	YT	D BUDGET	TDC	SOIBUDGET
INCOME	3	1/03/2025	31	/03/2025		2024/25
Economic Development Grant - TDC	\$	558,750	\$	558,751	\$	745,000
Tourism Grant - TDC	\$	306,000	\$	306,000	\$	468,000
MyNextMove Contract - ex MSD	\$	109,029	\$	109,026	\$	176,700
Reg Apprenticeship Initiative - ex Kanoa (Provincial Development Unit)	\$	285,619	\$	285,619	\$	300,000
Major Events Funding - Tourism ex TDC	\$	245,000	\$	245,000	\$	245,000
Private Sector Partnership - TDC	\$	1,687	\$	1,688	\$	13,000
Regional Events Funding - Tourism ex Central Government	\$	71,995	\$	71,995	\$	71,995
Active Transport Strategy Trails - TDC					\$	-
Other Income - ED	\$	15,375	\$	15,375	\$	20,500
Other Income - Tourism	\$	18,383	\$	24,200	\$	24,200
Interest Income	\$	35,639	\$	35,200	\$	40,000
TOTAL INCOME	\$	1,647,477	\$	1,652,854	\$	2,104,395
EXPENDITURE						
Development HR	\$	344,316	\$	356,538	\$	461,010
Development expenses	\$	218,972	\$	230,006	\$	339,490
Tourism HR & Expenses	\$	312,379	\$	381,179	\$	517,200
MyNextMove Contract - ex MSD	\$	94,946	\$	106,300	\$	190,000
Reg Apprenticeship Initiative - ex Kanoa (Provincial Development Unit)	\$	285,619	\$	285,619	\$	300,000
Major Events Funding - Tourism ex TDC	\$	245,000	\$	245,000	\$	245,000
Private Sector Partnership - TDC	\$	1,687	\$	1,688	\$	13,000
Regional Events Funding - Tourism ex Central Government	\$	71,995	\$	71,995	\$	71,995
Active Transport Strategy Trails - TDC					\$	-
						95,000
Special Projects - ex VT Reserves	\$	10,881	\$	9,765	\$	95,000
Special Projects - ex VT Reserves TOTAL EXPENSES		10,881 1,585,795		1,688,090	\$	2,232,695

Statement of Financial Position as at 31 March 2	025		
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Assets	Actual 31/03/25	Annual Budget 30/6/25	
Current Assets			
Bank accounts and cash	265,600	297,000	
Debtors and prepayments	26,700	39,500	
Short term investments	716,300	369,000	
Other current assets	24,740	10,100	
Total Current Assets	1,033,340	715,600	
Non-Current Assets			
Property, Plant and Equipment	31,660	35,000	
Total Non-Current Assets	31,660	35,000	
Total Assets	1,065,000	750,600	
Liabilities			
Current Liabilities			
Creditors and accrued expenses	82,000	98,000	
Employee costs payable	54,400	56,000	
Funding Prepaid	327,000	185,000	
Total Current Liabilities	463,400	339,000	
Total Assets less Total Liabilities (Net Assets)	\$ 601,600	411,600	
A			
Accumulated Funds	1.000	4 000	
Issued Capital	1,000	1,000	
Equity	600,600	410,600	
Total Accumulated Funds	\$ 601,600	\$ 411,600	

VENTURE TIMARU LIMITED		
Statement of Cash Flows for the 9 months to 31 March 2025		
Cash Flows from Operating Activities	Actual 9 mths to 31/03/2024	Annual Budget
Interest and dividends	27,610	40,000.00
Cash receipts from operating activities	1,712,536	2.040,000.00
GST	(98,600)	(41,000
Payments to suppliers and employees	(1,790,001)	(2,464,000
Income Tax (incl RWT)	(19,914)	
Total Cash Flows from Operating Activities	(168,369)	(425,000
Cash Flows from Investing Activities		
Receipts from sale of property, plant and equipment	250	
Receipts from maturity of investments	425,276	410,000
Investments made	(200,000)	
Total Cash Flows from Investing Activities	225,526	410,000
Net Increase/(Decrease) in Cash	57,157	(15,000
Bank Accounts and Cash		
Opening cash	201,536	312,000
Net change in cash for period	57,157	(15,000
Closing cash	\$ 258,693	\$ 297,000



Background

Operationalising a "Timaru District Toward 2050" (T2050) long term focus will occur over the 2024-26 period and be completed in time to inform the Council's Long Term Plan cycle in 2026. We will champion this aspirational vision for our district that, whilst challenging, will aim to ensure we maximise our potential across social, economic, and cultural areas. Engagement with key stakeholders and our wider communities will be a key feature of this work.

Key Points

- The initial aspirational report prepared for us was not the plan but purely a report that set out 3 different scenarios whose primary purpose was to act as a <u>catalyst for us to start the conversation about our longer term future.</u>
- Whilst the report was completed some months back it took us time to pre-positioned its findings with the Mayor
 and others in our community, to first seek their feedback and then agreement that such a plan was both needed,
 and the work was worthy of progressing.
- This will not be VT or a TDC plan but our <u>Districts plan</u>. It will align to existing plans and strategies across various sectors and organisations.

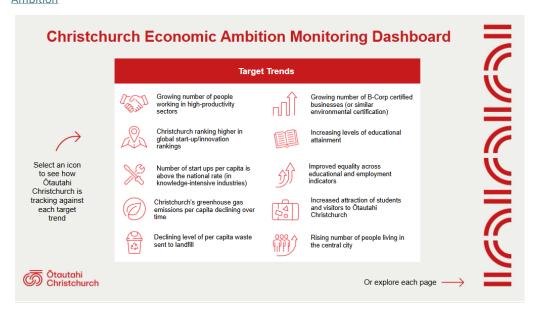
Latest update

Engagement

- Community sector consultations scheduled for completion early May.
- A summary of findings (consultations & survey responses) is being collated and will inform he format of the plan April/May.
- Elected members consultations and input have been added to the summary of findings. Two outstanding
 members will be given a final opportunity. Members to date have valued the opportunity for input and are to a one
 fully supportive.
- No response has been received from community boards. The input from Scotty Shannon and Michelle Pye will inform their input unless they come back to us.
- Decision made to re-engage with the leader's forum participants/invitees, on completion of the first draft to review and agree key recommendations that will inform the final plan.
- Further engagement with mana whenua is required before draft plan can be distributed for review. CE to meet their new Commercial GM Jon Gurr with a view to align with the aspirations and long-term goals of mana whenua
- Key theme articles continue in the courier April Green Future Strategies and May Future Proofing Timaru's Workforce.
- Engagement support on digital channels from the board and elected members (likes, shares, comments etc) will help drive engagement within the community. The plan is only as good as those advocating for it.
- Phase two engagement will commence on socialising of the plan from June 2025.

Draft Plan

- Plan formation has commenced includes Long Term Aspirational Goals, Monitoring Trends, Priority Recommendations, Recommended Actions and 5- and 25-year milestones.
- First draft by mid/late May a community facing action plan (infographics/high level findings/recommendations) is being drafted alongside the robust and detailed enabling plan for easy consumption/communication.
- Infometrics have assisted us in developing an initial set of KPI measures for the plan that we will collate into a
 Monitoring Dashboard similar in many respects to that developed by ChristchurchNZ with their CHCH Economic Ambition



Green future strategies

Can proactive environmental actions today pave the way for a higher quality of life and stronger economic outcomes for future generations?

Environmental sustainability is essential for the well-being of future generations, by embracing sustainable practices, local communities can faster a deares, more prosperous future, bundliffing both the environment and the accrosmy. Businesses codopting green practices not only educate white environmental footprint but also environmental footprint but as to environmental competitiveness and create economic growth.

The Powering Up Initiative, developed through the RETA (Regional Energy Transitio Accelerator) report, plays a key role in Timour's efforts to decorborize its industrie RETA focuses on transitioning Timour's industries from fossil fluet is pre-newable en sources. Blomass, sourced from local wood residues, has been identified as a rem energy solution copoble of meeting up to 40% of the region's energy needs. This a towards renewable energy is a crucial component of the region's goal to reduce emissions by over 90% by 20%.







Let's shape Timaru's future together.

Your voice is key to ensuring our district remains sustainable, innovative, and prosperous for generations to come. Take part in the survey and help us build a brighter future for all—now and for those who will call Timaru home in the years ahead.

An Aspirational Vision for 2050.

Help Develop:



Scan QR code or visit, vtdevelopment.co.nz towards-2050



TOWARDS

The Towards 2050 (and beyond) plan is not about me or you...its about US. Together lets be







Future Proofing Timaru's Workforce

Can a balanced approach to workforce and education planning ensure we're ready to meet the needs of both todays economy and the decades ahead?

Timanu's future success will be shaped by how well we nurture a workforce that drows on the stengths of all generations. A bolanced approach, one that values the experience and knowledge of older workers while empowering the next generation with new skills and apportunities will ensure we're ready to meet the needs of both today's economy and the decades chead.

Equally Important is our focus on younger people. Although Timoru has a lower rate of NETS (young people not in employment, education, or training) than the national overage, this highlights an opportunity to unlock untepoped potential. Reducing this rate further could help ensure meaningful pathways and roles for all youth. Providing access to education-to-employment programs, apprendiceships, internating, and mentoring builds not only stills but doss conflicted and belonging Leadership development proportunities are prepare young people to tate on future radials in both our economy on

Supporting our future workforce also means preparing them for success in both traditional and emerging industries. Timaru's established and diverse sectors across the lites of agriculture, processing and manufacturing trades, education and logistics remain central to our identity and economy. But these industries are changing, and with the right investment in innovation, sustainability, and eligist lates, they have the potential to lead growth and create new markets. At the same time, sectors such as agritach, healthcare, and eight lates, they are acreased and screen are emerging — all offering promising opportunities for new jobs and careers.



TOWARDS

Innovating workforce & education solutions

Empowering the next generation with relevant skills and opportunities is central to creating a workforce ready for both today's demands and temorrow's challenges. A ray, we ensure our programmer reflect industry needs by continuously verlewing a updating our offerings. For example, our mechanical engineering programme now features computerised input equipment that enhances precision in cutting and folding sheet metal. By teaching these digital and software-based skills, we help students succeed in an industry shifting from traditional manual methods to more technologically advanced systems.

Help Develop: An Aspirational Vision for 2050.



Scan QR code or visit, vtdevelopment.co.nz





Appendix 3: Feedback - MyNextMove success story

Good Morning Liam - Hope this New year is treating you well. Ive got a bit of feedback for you from the Females in Trades expo.

Back in 2023 we attended the Females in Trades expo held at Aorangi stadium and meet Azaria Phillips from Mountainview high school who seemed very shy at the time but was interested in Engineering. From that meeting Azaria went back to Mountainview and during 2024 completed work experience with us, initially for 6 weeks and after that period she extended it for the rest of the year. Come 2025 Azaria was enrolled at Ara 3 days a week to complete her pre engineering course but due to a heavy work load we decided to take her on as an apprentice completing her year 1 as night courses instead of the 3 days a week at Ara. Azaria has been great and is fitting in well becoming a contributing member of staff. This turned out to be a great result from the Females in Trades expo and to be honest I haven't seen many males that could match Azaria at this stage in their career. I thought this was worth mentioning to you as a positive result from this expo which you were heavily involved in.

Cheers and thanks James

James Forrest
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