

Business New Zealand 2010

PRESIDENT'S FOREWORD

Trevor
Goodwin _____

New Zealand's success is the motivation behind Business NZ's advocacy.

Achieving an environment that fosters business growth is a key part of that success, as a growing business sector provides the jobs, services and infrastructure needed by all New Zealanders.

Business NZ's advocacy is supported by members of EMA Northern, EMA Central, Canterbury Employers' Chamber of Commerce and the Otago Southland Employers' Association.

These regional member organisations are the foundation of the Business NZ family, a grouping that also includes Export NZ, the Major Companies Group, Affiliated Industries Group and the Buy NZ Made Campaign.

Business NZ will actively represent the aspirations of a productive, growing business sector in 2010 and beyond.



Trevor Goodwin
President, Business NZ

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CHIEF EXECUTIVE'S FOREWORD

Phil
O'Reilly _____

There's no endeavour more positive than speaking up for business.

Thousands of enterprises represented by Business NZ help to make New Zealanders better off.

It's a pleasure to advocate for Kiwi businesses that produce, employ, innovate, export and earn – and benefit us all.

This book sets out the issues promoted by Business NZ over the last year and the results gained. It also features the people and organisations that helped achieve those results.

In 2010 Business NZ will continue its mission of representing business issues and seeking change, so that New Zealand overall can become more successful.

We like to keep in close contact with all our stakeholders and all those who share our vision of a prosperous New Zealand, and we welcome your feedback and dialogue during 2010.



Phil O'Reilly
Chief Executive Business NZ

PARTNERSHIP IN ADVOCACY

Business NZ works with individual members, groups of members and many others on a wide range of issues.

Diverse groups include major companies, exporters, manufacturers, service providers, sustainable technology companies, small firms and others – partners with Business NZ under the governance of the Business NZ Council, with an overall aim of growth and prosperity for all New Zealanders.

Business NZ's work includes advocacy via consultation and feedback, planning, surveys and other research, analysis, policy and legislation development, publications, events, media work and representation.

CONTRIBUTING TO NEW ZEALAND'S SUCCESS

Major Companies Group members include:

Air New Zealand
 ANZ National Financial Group
 ASB Bank
 Auckland International Airport
 AXA
 Ballance
 Bank of New Zealand
 Beca
 Chevron
 Contact Energy
 Carter Holt Harvey
 Downer EDI Works
 Fonterra
 Foodstuff's
 Fletcher Building
 Genesis Energy
 Harcourts
 HSBC
 IAG New Zealand
 Industrial Research Limited
 KiwiRail
 Landcare Research
 Lion Nathan
 Meridian Energy
 Methanex
 Microsoft
 Mighty River Power
 New Zealand Post
 New Zealand Refining Company
 Opus International Consultants
 Pan Pac
 Port of Tauranga
 QBE Insurance
 Rio Tinto
 Solid Energy
 Spotless NZ
 Telecom
 Toyota
 The Warehouse
 Transfield Services
 Transpower
 Shell
 Silver Fern Farms
 Sky City
 Southern Cross Healthcare
 Spotless
 Vodafone
 Westpac
 Vector
 Zespri

Major companies in partnership

The Major Companies Group is one of several groups working in partnership with Business NZ, contributing to business issues of significance to the New Zealand economy.

Members of the Major Companies Group – many of New Zealand's largest companies – together account for a dominant share of New Zealand's GDP.

The Major Companies Group brings a weight of influence that helps ensure New Zealand's largest companies are heard in policy, business and economic debate and enables strong counsel to government and other key decision makers.

Members take part in specialised policy forums, receive specialist independent policy advice, contribute to research and policy development and are able to engage in influencing the political and regulatory business framework.

Forums provide an opportunity to find consensus and present options to decision makers on regulatory issues, international trade, energy, environment, sustainability, skills and training, corporate affairs, employment relations and other matters.

Recent research and reports commissioned or contributed to by the Major Companies Group include *Response to the global financial crisis* and *Regulation and governance of the electricity sector*.



The Major Companies Group Chief Executives' Forum is chaired by Fonterra Chief Executive Andrew Ferrier.

Andrew Ferrier, CEO Fonterra

Contact for the Major Companies Group is Phil Love
04 496 6569 or 027 244 8496 plove@businessnz.org.nz



“The forum blends a diverse range of businesses and provides a unique opportunity for them to contribute to ‘New Zealand Inc.’”

Alistair Davis, CEO Toyota NZ



“The ability for companies in different sectors to share current thinking is a great benefit.”

Jonathan Ling, CEO Fletcher Building



“It's useful to engage with others and hear the views and experiences of other leading companies.”

Don Elder, CEO Solid Energy



SETTING THE AGENDA

In 2009 Business NZ researched and published recommendations around the 50 most pressing issues facing New Zealand enterprise – in *Setting New Zealand Apart; Getting More Productive and Competitive*¹.

In early 2010, as this publication goes to print, action has begun on more than half of the recommendations, including:

1. Establish a **productivity** commission – *Under consideration.*
2. Make **regulatory** bodies more accountable – *Govt Departments have been asked to review and reduce regulation.*
3. Reduce **red tape** for business – *Regulatory Responsibility Bill under preparation.*
4. Develop an **infrastructure** plan – *National Infrastructure Plan released.*
5. In **transport** develop public/private partnerships, tolling, self-funding of different transport sectors – *Included in review of Land Transport Management Act.*
6. Remove barriers to new **electricity** generation; encourage insurance against lack of supply; encourage more active demand-side participation – *RMA reforms, work on scarcity pricing and recommendations for demand-side participation are underway.*
8. For Phase 2 of reform of the **Resource Management Act**, improve the balance between environmental and economic concerns, strengthen compensation rights – *Work streams underway.*
9. Include **property rights** in the Bill of Rights Act – *Now likely to be in a revised Regulatory Responsibility Bill.*
11. Achieve economies of scale in accessing **natural resources** – *Petroleum Plan of Action and review of access to the Crown's mineral estate underway.*
12. Amend the RMA to get better allocation of **water rights** – *Phase 2 of RMA reforms to address.*
13. Develop a replacement for the scrapped **research and development** tax credits – *Government working on ways to ensure more business investment in R&D.*
14. – 20. Develop a national **innovation** strategy; get better business-science links; get better commercialisation of research – *New Research, Science and Technology priorities developed; CRI Taskforce work on improving commercialisation underway.*
26. In **local government**, reduce rates by sticking to core activities; encourage the phase-out of business differentials; encourage reduction in ownership of non-core assets – *Local Government Amendment Bill due for introduction in 2010.*
28. In **holidays legislation**, fix the problems with 'relevant daily pay' and transfer of public holidays – *Holidays Act Review has recommended improvements to both.*
29. Review **health and safety** legislation re strict liability, work absence and responsibilities for safety – *Review of legislation underway.*
30. Allow private sector involvement in **ACC** – *ACC Stocktake investigating competition in the Work Account.*
40. – 41. Encourage more immigration by entrepreneurs and streamline the process of selecting and managing immigrant labour – *Business Migrant scheme being improved.*
42. More work by Government on productivity – *Government's 'six-pack' for productivity covers regulation, infrastructure, public services, skills, innovation, tax.*
43. Involve exporters more in developing **Free Trade Agreements** – *Exporters involved in FTAs with Malaysia, ASEAN countries, Hong Kong and Gulf States.*
44. – 47. Ensure Government business assistance does not duplicate private sector training, gives priority to innovation and exporting, and uses improved criteria for Globally Competitive Firms assistance – *Review of business assistance is underway.*
48. Fast track the NZ-Australia **Single Economic Market** – *Work progressing on aligning accounting standards, competition and IP law, company registrations, securities, financial disclosure, mergers, single business numbers, insolvencies, recognition of registered professionals and passenger clearance.*
49. Support green innovation and technology – *Global Research Alliance established by NZ at Copenhagen conference.*
50. Improve the **emissions trading scheme** – *Improvements introduced re sector entry, economic impact, intensity basis.*

SPECIFIC ACTIONS NOT YET TAKEN ON:

7. More light-handed regulation, investment and respect for property rights in **telecommunications**.
10. Ensure that decisions that could lead to **access to natural resources** being closed off have the value of their future use recorded.
21. – 25. Restrain Government spending to allow for **tax** cuts; cut the top personal rate to 30%; get better coordination with Australian tax system; cut tax compliance costs.
27. In **employment legislation**, remove the preference for collective over individual bargaining; remove the ability to obtain multi-employer collective agreements through strike action.
31. – 39. Develop a comprehensive **skills** policy including for literacy and numeracy; investment in business skills; education responsiveness to business needs; improved careers advice, performance measures and recognition of prior learning.

¹ Downloadable from www.businessnz.org.nz under 'commentaries'

RESULTS FOR NEW ZEALAND

GETTING RESULTS FOR BUSINESS

Business NZ is in daily contact with decision makers in Government, politics and enterprise, ensuring business has a say on proposed legislation and presenting ideas on behalf of enterprise.

Business NZ policy staff use their wide contacts and technical skills to consult with business, prepare submissions on upcoming legislation and contribute to official working groups.

This is essential work as the political process can often produce laws that restrict or impose unnecessary costs on business and therefore on New Zealand's economic performance.

Business NZ's large regional organisations EMA Northern, EMA Central, Canterbury Employers' Chamber of Commerce, and the Otago Southland Employers' Association are also an integral part of this work, representing the concerns of regional businesses and supporting national business issues.

During the last year Business NZ tendered a substantial range of advice to Ministers and others by way of meetings, conferences, correspondence, media and other communications.

Around 40 formal submissions were made on issues including climate change regulations, emissions trading, infrastructure, electricity market performance, land transport rules, electricity distribution pricing methodology, broadband investment, Easter trading, waste minimisation, resource management, air quality standards, ACC levies, copyright, review of business assistance programmes and student loans (available on www.businessnz.org.nz under 'submissions' or under subject categories or by using the search function).



INNOVATION, SCIENCE AND SUSTAINABILITY

Business NZ promotes the development of innovative products, services and technologies in the interests of New Zealand's success.

Innovation is vital for New Zealand's international competitiveness.

At the company level innovation is the route to finding new markets and new income streams.

Innovation in export products and services is essential to counteract pressures from the often high and volatile New Zealand dollar.

Business NZ Chief Executive Phil O'Reilly is closely involved in moves to transform New Zealand's innovation system.

Phil is Chairman of the Commercialising Research and Development Action Group, a taskforce with private and public sector membership investigating ways to increase the economic returns from research.

He is also Council Member of the Royal Society of New Zealand and Board Member of the Foundation for Research, Science and Technology.

"There is hardly a more important task than improving outcomes from New Zealand's investment in science and innovation," Phil says.

"New Zealanders are legendary for their creativity and ability to come up with ground-breaking new ideas.

"Commercialising those ideas and getting them to market is today's imperative.

"In 2010 I'd like to see businesses consumed with the goal of translating innovation into economic outcomes."

Phil is also working with the Tertiary Education Commission and New Zealand Vice Chancellors' Committee on a programme to achieve improved business-university partnerships and private-public sector links in research.

Science and innovation are key concerns of Business NZ's Major Companies Group (see pages 2-3) whose membership also includes Crown Research Institutes IRL and Landcare Research.

Promoting closer working relations between science-based organisations and relevant business is a key mission for Business NZ.

SUSTAINABLE BUSINESS

Science and sustainability are a key focus of Business NZ's Sustainable Business Forum that includes representatives of leading companies and organisations including Fonterra, Genesis Energy, Landcare Research, NZ Post, Rio Tinto, Solid Energy, Toyota, Westpac and others.

Their mission includes building the capability of New Zealand business to respond to sustainable business challenges, participating in policy development, seeking to integrate environmental, social and economic factors into a sustainable business approach, and sharing best practice.

Current work includes projects on sustainability performance benchmarking, sustainable supply chain management and water management.

The work involves partnership with organisations including the Ministry of Research, Science and Technology, Ministry of Economic Development, Ministry for the Environment, New Zealand Trade and Enterprise and Carbon Trust in the UK.

Drawing together private sector and public sector leaders – a core Business NZ competency – brings cross sectoral benefits in innovation, science and sustainability.



"New Zealand's economic interests depend on the ability of companies to innovate and bring successful innovations to market. IRL's partnership with Business NZ is a key part in this quest."

Shaun Coffey, Chief Executive
Industrial Research Ltd

BUSINESS AND SCIENCE

Drawing closer links between business and science brings the potential for innovative technological developments. Gatherings of selected business leaders and scientists organised by Business NZ and the Ministry of Research, Science and Technology have brainstormed business innovation opportunities using existing infrastructure.

Sharing insights on consumers, markets and new technologies, the participants have created relationships furthering opportunities in bio-materials from waste, smart grid networks, value chain integrity and science commercialisation.

“The beauty of New Zealand’s size is that we’re small enough to try things out, to simply get the right people together in the same room and put our heads together to create tangible, business opportunities,” says Sustainable Business Forum Manager Jacinta Syme.

Immediate outcomes have included new work in smart grid technology for communications and information technology with other new business opportunities also in the pipeline.

Contact Jacinta Syme, Sustainable Business Forum Manager, 04 496 6281 or 021 241 1086
jsyme@businessnz.org.nz

ENVIRONMENT AND ENERGY

Much focus on innovation and science relates to energy use, an area of intense interest to business.

Concerns over climate change are leading many businesses to review their energy profile and seek new low-carbon approaches to production.

Businesses are also vitally interested in the emerging shape of New Zealand’s emissions trading scheme (ETS).

Business NZ Energy, Environment and Infrastructure Manager John Carnegie, says it will be crucial that other countries take on emission reduction targets and price carbon into their economies so that the ETS does not constrain New Zealand companies’ ability to grow and compete internationally.

“It’s also important we avoid winners and losers among our companies. Getting the incentives right to cut carbon emissions while not hampering business growth is a balancing act.

“The best route to lower carbon emissions will likely be through developing new technology. In this area as in others, science and innovation are key.”

Contact John Carnegie, Manager Energy, Environment and Infrastructure
04 496 6562 or 021 375 061
jcarnegie@businessnz.org.nz



MANUFACTURING AND EXPORTING

Manufacturing and exporting are vital issues for Business NZ.

Manufacturing in New Zealand is a huge contributor to economic growth.

The manufacturing sector makes up nearly 50% of New Zealand's exports and is consistently moving away from unprocessed primary commodities and towards more elaborately transformed goods that earn higher export revenues.

A significant part of the manufacturing sector is concerned with food and beverage products, with significant sectors also in metal products, machinery, equipment and instruments and petroleum, coal and chemical products and others.

Innovative New Zealand businesses sell specialised manufactured products into many niche markets here and overseas.

Manufacturers comprise a significant part of the membership of Business NZ's regional organisations EMA Northern and Central, Canterbury Employers' Chamber of Commerce and the Otago Southland Employers' Association.

Manufacturing forums and policy, research and advocacy are a key part of Business NZ's representation of the manufacturing sector.

The most accurate and timely data about manufacturing comes from the monthly Performance of Manufacturing Index – the **BNZ-BusinessNZ PMI**.

Business NZ economist Steve Summers undertakes the PMI survey of hundreds of New Zealand manufacturers every month, providing information on national and regional trends and analysis of sub-sectors such as foods and beverages, metal products, petroleum and chemical products etc.

This survey is aligned with PMI surveys in the US, EU, Asia and Australia, allowing for valid comparisons between manufacturing activity in New Zealand and other economies.

PMI readings over recent months gave early indications of pressures on the sector from the economic downturn, a trend now reversing with signs of recovery in 2010.

EXPORTERS IN FOCUS



Export NZ, a division of Business NZ, operates in the main centres and exporting regions of New Zealand.

Sir Ken Stevens, *Export Champion*

Chaired by New Zealand export champion Sir Ken Stevens, Export NZ provides guidance and practical help for companies selling into overseas markets and those seeking to become exporters.

Regionally, networking events, training and services are provided by the Export NZ divisions of Business NZ's regional business associations: EMA Northern and Central, Canterbury Employers' Chamber of Commerce and the Otago Southland Employers' Association.

WHAT EXPORTERS SAY



"We started going to Export NZ events last year and they've been very useful for building contacts and have assisted us in refining our approach to our export business."

Fergus Thomson,
Heat Treatments Ltd, Auckland



"The Export NZ Bay of Plenty community possess an immense amount of experience and knowledge which they are more than happy to share."

Steve Bird,
Bird Wines, Bay of Plenty



"Export NZ is like an adrenalin shot for exporters. You come away from each event with a new rush of energy for your business and a lot of ideas."

Moira Moroney,
Base3USA, Tauranga



"Export NZ provides a fantastic opportunity to network with other exporters and share the wealth of knowledge within the exporting community."

Greg Thompson,
Jade Software, Christchurch

Go Global tells the story

At the national level Export NZ provides advocacy, analysis and promotion of exporter issues, with its annual **Go Global** conference now a 'must attend' on the exporter's calendar.

Last year's **Go Global** event attracted hundreds to the Auckland Hyatt to hear leading New Zealand exporters tell their story of finding and breaking into new export markets.

Sir Ken Stevens of Glidepath, Jonathan Ling of Fletcher Building, Ian Taylor of Animation Research and others relayed candid stories of success and failure in their export endeavours.

Sir Ken, Export NZ Chairman, says there is high motivation among New Zealand companies to become successful exporters and there is much expertise to be passed on.

"Exporting opens up huge markets, far beyond our domestic market of 4 million or so. The first steps may not be easy but perseverance can unlock potentially great markets."

Business NZ's new manufacturing and export champion is Catherine Beard, Executive Director Manufacturing and Executive Director Export NZ. Catherine works with manufacturing and exporting member businesses on operational, profitability, trade and other issues and represents their interests to Government and other decision makers.

Contact Catherine Beard on 04 496 6560 or 0274 633 212 or cbeard@businessnz.org.nz for any issues concerning manufacturing and exports.



Catherine Beard,
*Executive Director Manufacturing
and Executive Director Export NZ*



SMALL BUSINESS – ENGINE ROOM OF GROWTH

New Zealand is overwhelmingly a nation of small businesses with over 97% of all firms employing no more than 20 workers.

Close to half a million small businesses including sole traders dominate the commercial landscape.

Smaller firms make up a large share of the membership of Business NZ and its regional organisations and much attention is paid to their issues and concerns.

The performance of small firms is crucial to growth in the economy.

The creativity and innovation that drive economic growth spring from this sector, one reason why small and medium businesses are often called the engine room of growth.

For New Zealand to flourish this creativity and innovation must be harnessed.

A business environment is needed that helps small firms turn into large ones.

Achieving a business environment that helps small firms grow is a prime goal of Business NZ's advocacy.

Tax, employment relations, OSH, resource management and other compliance issues can constrain small firms' ability to get to the next level in profitability and growth.

The compliance burden from legislative requirements can be a heavy burden for smaller companies.

Business NZ tracks trends in compliance costs with the regular BusinessNZ-KPMG Compliance Cost Survey.

Through such research, relationships and communication with members, Business NZ is able to get to the heart of the issues that matter to Kiwi businesses, and speak effectively on their behalf.

Contact for the Business NZ-KPMG Compliance Cost Survey and other Business NZ surveys is Steve Summers
04 496 6564 or 021 714 564
ssummers@businessnz.org.nz



“It’s vital that we keep the Government informed of the issues we face as our businesses develop.”

Barry Knopp,
Precision-Group Ltd



“We’ve found Business NZ is the voice ‘of and for’ small-to-medium NZ businesses.”

Camilla Welch,
Label and Litho Ltd

Business NZ small company contacts are
Steve Summers 04 496 6564 or 021 714 564
ssummers@businessnz.org.nz and
Stephanie Moakes 04 496 6554 or 021 959 831
smoakes@businessnz.org.nz

What we stand for:

New Zealand's

success

The Business NZ vision of success for New Zealand includes:

- high value, high growth exports
- internationally competitive businesses
- superior innovation and skill development
- compliance and tax levels that encourage growth and investment
- balance in economic, employment and environmental law
- celebration of business success

ACHIEVING SUCCESS FOR NEW ZEALAND BUSINESS

Business NZ's key strength is the ability to represent all enterprise from the smallest to the largest, across every sector and region of New Zealand.

This weight in advocacy brings many benefits, including:

- A mandate to make submissions representing the entire business sector.
- Long standing connections with a large network of organisations including domestic and international, profit and non-profit, government and non-government, with representation spanning local schools and polytechs through to the International Labour Organisation and the OECD.
- Our ability to tap into and champion real, timely issues affecting all sectors of business and society.
- We are well resourced and although led by business, we're not exclusively about business – our advocacy is for the betterment of New Zealand as a whole.
- We are principles based – the lobby agenda of Business NZ has always reflected the needs of all businesses and our policy agenda is organically driven and subject to the governance of members, therefore we can't be 'bought' by any individual, sector or political party.
- Expert staff covering subject areas including economics, employment law, technology, energy, resource management, training, trade and foreign affairs.
- Cooperation with our members for ongoing research informs and adds weight to our advocacy.

BUILDING LINKAGES

Business NZ is well served by an outstanding network of partnerships and links with organisations and individuals concerned with business.

At the international level Business NZ representatives serve on a number of overseas business bodies and Business NZ staff are often called on for contribution to the training and development of business groups in other countries.

At home, Business NZ maintains a wide network of contacts and working relationships with individuals and groups in and associated with the business sector.

INTERNATIONAL

Business NZ contributes to a range of international organisations that uphold business, employer and employee interests.

Chief Executive Phil O'Reilly is New Zealand's Employer Delegate to the International Labour Organisation and an alternate member of the ILO's Governing Body. Phil serves as New Zealand Delegate to the Business and Advisory Council to the OECD and is a Vice Chair of its Employment, Labour and Social Affairs Committee. He is also a member of the NZ International Business Forum.

Recent engagement has included work with the Business and Industry Advisory Council to the OECD, the Japan New Zealand Partnership Forum in Tokyo and as employer spokesman for the main drafting group for the International Labour Organisation's response to the global economic crisis.

Business NZ Immediate Past President Stephen Collins contributed to the US New Zealand Partnership Forum as Vice President of the US New Zealand Business Council.

Recent contributions by Business NZ staff to other international forums and working groups include:

- Energy, Environment and Infrastructure Manager John Carnegie was a New Zealand business representative at the UN climate change conference in Copenhagen.
- Economist John Pask contributed to ILO work on social security coverage and trained Asian employer organisation members in minimum wage negotiations.
- Economist Stephen Summers trained Pacific employer organisation members in survey methods.
- Employment Relations Policy Manager Paul Mackay, representing the International Employers Organisation, drafted International Labour Organisation positions on work in fishing, climate change and gender equality.
- Education, Skills and Trade Manager Carrie Murdoch contributed to International Labour Organisation projects on vocational education and training.
- Legal adviser Barbara Burton contributed analysis towards International Labour Standards on part-time and night work.
- Communications Manager Kathryn Asare trained Indonesian employer organisation stakeholders in membership representation.
- Jacinta Syme, Sustainable Business Forum Manager contributed to the work of the New Zealand Liaison Group on the OECD Guidelines for Multinational Enterprises.

Business NZ has a particular involvement with employer organisations in the Pacific, assisting with training, skills and business-education links. This year Business NZ hosted Pacific employer delegates, pictured below with Labour Minister Kate Wilkinson, in an ILO conference on strategies for youth employment in Pacific Island countries.



AT HOME

Ongoing contact with thousands of businesses and deeper and broader links with key groups and institutions are bringing positive progress in our advocacy in New Zealand.

Chief Executive Phil O'Reilly serves on a number of groups involved with trade, business tax, productivity, research and development, employment relations, regulation, retirement income, small business and trade certification.

Phil is Chair of the Capitalising on Research and Development Action Group, Chair of the Redundancy and Employment Transition Advisory Group, and Joint Chair of the Health and Safety Council. He is a member of the Council of the Royal Society of New Zealand, the Board of the Foundation for Science, Research and Technology, and the Advisory Board to the Industry Capability Network.

SECTORAL LINKS

Business NZ contributes to a wide range of sectoral working groups including:

Economics, Statistics, Accounting, Tax, Compliance

ACC Working Group on Compliance Issues, IRD Large Enterprise Compliance Cost Research Group, IRD Small and Medium Business Tax Compliance Survey, Statistics NZ Environmental Scanning Working Group, MED Small and Medium Enterprise Research Steering Group, Retirement Commission 2010 Review Finance Sector Reference Group, Tax Working Group, Victoria University Building Productivity Project Advisory Committee.

Industries and Manufacturing

Baking Industry Research Trust, Buy NZ Made Campaign, GS1, Microsoft Small Business Council, National Association of Retail Grocers, NZ Association of Bakers.

Energy and Environment

Business NZ has representation on: Market Development Advisory Group, Greenhouse Policy Coalition, Major Electricity Users Group, Waste Advisory Board, Standards NZ standard on the Carbon Footprint of Products.

Local Government

Local Government Forum.

Employment Relations, Benefits, Health and Safety

ACC Levy Steering Committee, New Zealand Centre Workplace and Labour Market Studies Institute, Decent Work Advisory Group, Employment Disputes Working Group, Health and Safety Advisory Group, National Advisory Council on the Employment of Women, Public Advisory Group on Restructuring and Redundancy, Retirement Commission Working Groups on Older Workers, Review of ACC Accredited Employer Scheme, Workbridge, Work-Life Advisory Group.

Education and Skills

Education Forum, Literacy Language and Numeracy Working Group, National Qualifications Framework Standards Development Groups, Personal Financial Management Project Advisory Group, The Skills Forum, Student Enterprise Learning Link, Tertiary Education Commission Advisory Groups, Tertiary Workforce Review Sector Reference Group.

Trade

International Business Forum, Asia New Zealand Foundation, Sustainable Food Exports Group.

Business NZ Nominees

Business NZ has nominees on: Department of Labour Workplace Health and Safety Stakeholder Group, GS1, Employment Relations Education Advisory Committee, National Advisory Committee for Business Studies, NZ Building Industry Authority, Todd Foundation and a number of tertiary education institutions and standards setting bodies.

FAMILY AND AFFILIATES

The Business NZ 'family' has its roots in four large regional organisations of member businesses that together cover the entire country.

EMA Northern, EMA Central, Canterbury Employers' Chamber of Commerce and Otago Southland Employers' Association have been serving their member businesses for over a hundred years, with legal advice, human resources and other services.

This regional presence is the strength behind Business NZ's advocacy on behalf of all New Zealand business.

EMA NORTHERN (EMPLOYERS AND MANUFACTURERS ASSOCIATION NORTHERN)

EMA Northern is based in Auckland, with offices also in Whangarei, Hamilton and Tauranga. The largest of the regional associations, EMA Northern serves many thousands of member businesses in the upper North Island. The EMA Northern AdviceLine answers around 40,000 advice calls a year on issues including employment relations, leave, health and safety and remuneration. EMA Northern runs more than 700 training courses and events annually, holds regular member briefings in 30 locations, and lobbies for better business policy with local and central government, especially on regional business issues.

Phone 09 367 0900
ema@ema.co.nz
www.ema.co.nz



EMA CENTRAL (EMPLOYERS AND MANUFACTURERS ASSOCIATION CENTRAL)

EMA Central is based in Wellington, with offices also in New Plymouth, Palmerston North, Gisborne, Napier and Nelson. EMA Central serves a vibrant community of businesses in the central region along with a number of Wellington-based state agencies and not for profit organisations. Each year, EMA Central answers about 8,000 free advice calls from members and meets a growing demand for consultancy and legal services with a team of employment lawyers and consultants specialising in employment relations, human resources, health and safety and training. EMA Central runs more than 200 courses and events annually.

Phone 04 473 7224
ema@emacentral.org.nz
www.emacentral.org.nz



CANTERBURY EMPLOYERS' CHAMBER OF COMMERCE

The Canterbury Employers' Chamber of Commerce has a large and diverse membership with a strong manufacturing and exporting focus. The Employers' Chamber team answers about 12,000 advice calls a year on issues such as exporting, manufacturing, business finance and strategy, restructuring, HR and employment law, as well as running more than 200 training courses and events each year.

Phone 03 366 5096
info@cecc.org.nz
www.cecc.org.nz



OTAGO SOUTHLAND EMPLOYERS' ASSOCIATION

Serving member companies in the large southern area of New Zealand, the Otago Southland Employers' Association provides legal, trade and employment relations services, answering around 6,000 advice calls and running more than 120 training courses and events annually.

Phone 03 455 5165
info@osea.org.nz
www.osea.org.nz



BUSINESS NZ COUNCIL

The Business NZ Council, Business NZ's governance body, guides and contributes to policy development formulated through consultation with thousands of member businesses.

The Business NZ Council is made up of representatives of the four regional organisations' governance councils.

Contact for the Business NZ Council is Geraldine Smith
04 496 6552 gsmith@businessnz.org.nz



1 Business NZ President Trevor Goodwin, 2 Business NZ CEO Phil O'Reilly, 3 EMA Central President Peter McKee, 4 EMA Central CEO Paul Winter, 5 EMA Central Councillor Norrie Simmons, 6 EMA Northern Councillor John King, 7 EMA Northern Councillor Andrew Hunt, 8 EMA Northern President Graham Mountford, 9 EMA Northern CEO Alasdair Thompson, 10 EMA Northern Councillor Andrew Corbett,

11 EMA Northern Councillor Derek Rankin, 12 Otago Southland Employers' Association President Phil Broughton, 13 Otago Southland Employers' Association CEO John Scandrett, 14 Canterbury Employers' Chamber of Commerce CEO Peter Townsend, 15 Canterbury Employers' Chamber of Commerce Councillor Peter Davie, 16 Canterbury Employers' Chamber of Commerce Councillor Stephen Collins.

BUY NEW ZEALAND MADE



The Buy NZ Made Campaign celebrates New Zealand produced goods and services and promotes local jobs and economic growth. Buy NZ Made has approximately

1200 members, including manufacturers, service providers and retailers.

Buy NZ Made's online store www.getnzmade.net also provides web based marketing opportunities free of charge for members on the campaign website www.buynz.org.nz.

The success of the Buy New Zealand Made Campaign is underpinned by the 'Kiwi in a triangle' logo shown by independent research to be recognised by 85% of adult New Zealanders. Members of the Campaign receive a certificate of licence that entitles them to use this well recognised logo on all their New Zealand-made products, packaging and company promotional material.

The Buy NZ Made Campaign also assists members in exhibiting at trade and major public shows nationwide including the Ellerslie International Flower Show, The Fine Food Show and Mystery Creek field days.



Contact for the Buy NZ Made Campaign is Trina Snow, Buy New Zealand Made Sales and Marketing Manager, 04 496 6557 or 021 730 185 tsnow@buynz.org.nz



Want World Class? Buy NZ Made!
www.getnzmade.net



AFFILIATED INDUSTRIES GROUP

In addition to the businesses that are direct members of Business NZ and regional organisations, many thousands more are affiliated to the Business NZ family through the Affiliated Industries Group (AIG).

Business NZ's Affiliated Industries Group (AIG) is made up of 75 national industry associations

together representing more than 76,000 enterprises.

The AIG meets regularly in Wellington and Auckland, sharing information and strategy directions on issues common to business in New Zealand and gaining the benefit of Business NZ's advocacy work on behalf of all business.

MEMBERS OF THE AIG INCLUDE:

Agcarm
 Association of NZ Advertisers
 Association of Market Research Organisations
 Aviation Industry Association
 Booksellers NZ
 Building Service Contractors
 Bus and Coach Association
 Casting Technology of NZ
 Cement and Concrete Association
 Coal Association
 Early Childhood Council
 Economic Development Association
 Electrical Contractors' Association
 Electricity Networks Association
 Federated Farmers
 Fire Protection Association
 Footwear Industry Association
 Forest Industry Contractors Association
 Furniture Association
 Health Funds Association
 Healthcare Providers NZ
 Horticulture NZ
 Hospitality Association
 Independent Tertiary Institutions
 Industry Training Federation
 Insurance Council
 Lighting Council NZ
 Magazine Publishers' Association
 Major Electricity Users' Group
 Marine Industries Association
 Marketing Association
 Master Painters NZ
 Master Plumbers
 Gasfitters and Drainlayers NZ
 Meat Industry Association
 Medical Technology Association
 Motor Trade Association
 National Association of Retail Grocers and Supermarkets
 Newspaper Publishers Association
 Nursery and Garden Industry Association
 NZICT Group
 NZ Association of Accredited Employers
 NZ Association of Bakers
 NZ Association of Private Education Providers
 NZBIO
 NZ Contractors' Federation
 NZ Council for Infrastructure Development
 NZ Fire Equipment Association
 NZ Food and Grocery Council
 NZ Forest Owners' Association
 NZ Institute of Management
 NZ Paint Manufacturers' Association
 NZ Private Equity and Venture Capital Association
 NZ Retailers' Association
 NZ Seafood Industry Council
 NZ Shipping Federation
 NZ Specialist Trade Contractors' Federation
 NZ Taxi Federation
 Outdoor Fabric Products of NZ
 Petroleum Exploration Association
 Plastics NZ
 Port Companies of NZ
 Poultry Industry Association
 PrintNZ
 Radio Broadcasters' Association
 Registered Master Builders Federation
 Researched Medicines Industry
 Restaurant Association
 Retail Meat NZ
 Retirement Villages Association
 Road Transport Forum
 Stevedoring and Ports NZ
 Straterra
 Textile Care Federation
 Tourism Industry Association
 Wood Processors' Association

Our People

YOUR ORGANISATION, YOUR ISSUES – SERVED BY OUR PEOPLE

Having expertise on hand across a wide range of business issues is a key benefit for Business NZ members.

As the range of issues affecting business continues to widen, issues specific to individual

businesses can rapidly become sector-wide, impacting the business environment overall.

Member businesses with particular concerns are welcome to contact the relevant member of the Business NZ team.

THE BUSINESS NZ TEAM



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 sustainability, innovation
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PRINCIPLES GUIDING BUSINESS NZ'S WORK INCLUDE

1. Competition in markets
2. International free trade
3. Innovative, competitive exports
4. Product and service integrity
5. Sustainability
6. High productivity
7. High priority on education and skills
8. High priority on science and innovation
9. Adequate investment in infrastructure
10. Respect for property rights
11. Focused monetary policy
12. A stable investment environment
13. Restraint in new laws and regulations
14. Light-handed regulation and responsible industry self-regulation
15. Restraint in government spending and taxing
16. Company tax rates less than major trading partners
17. Lower, flatter personal tax rates
18. Restraint in local government spending and rating
19. No business-specific taxes or rates without business-specific benefits
20. Resource policies balancing the environment and the economy
21. Environmental stewardship using education and voluntary action
22. Secure energy supply using all forms of natural energy resources
23. Workplace fairness and all protections under human rights legislation
24. Diversity and equal opportunity
25. Freedom of choice in bargaining agents and employment agreements
26. Safety the responsibility of all in the workplace
27. A sound, competitive ACC system that incentivises safety
28. Social welfare policies that incentivise self reliance and enterprise
29. Immigration policies that bring needed new skills and capital
30. Focus on 'New Zealand Inc.'

