



## BRIEFING

### Strategic Tourism Assets Protection Programme – Full Assessments for Tourism Recovery Ministers' Decisions

<b>Date:</b>	7 July 2020	<b>Priority:</b>	High
<b>Security classification:</b>	In Confidence	<b>Tracking number:</b>	0029 20-21

Action sought		
	Action sought	Deadline
Hon Kelvin Davis <b>Minister of Tourism</b>	<b>Agree</b> individual STAPP applications for funding	9 July 2020
Hon Grant Robertson <b>Minister of Finance</b>	<b>Agree</b> funding through a conditional grant for the first year of support and provision for a loan in the second year of support	
Hon Nanaia Mahuta <b>Minister for Māori Development</b>	<b>Note</b> considerations around individual STAPP decisions and next steps	
Hon Eugenie Sage <b>Minister of Conservation</b>		
Fletcher Tabuteau <b>Under Secretary Regional Economic Development</b>		

Contact for telephone discussion (if required)				
Name	Position	Telephone		1st contact
Danielle McKenzie	Programme Director, Tourism Policy	04 896 5113	s 9(2)(a)	✓
s 9(2)(a)	Policy Advisor, Tourism System and Insights	s 9(2)(a)		

<b>The following departments/agencies have been consulted</b>

Minister's office to complete:

- |   |  |
|---|--|
| <input type="checkbox"/> Approved             | <input type="checkbox"/> Declined            |
| <input type="checkbox"/> Noted                | <input type="checkbox"/> Needs change        |
| <input type="checkbox"/> Seen                 | <input type="checkbox"/> Overtaken by Events |
| <input type="checkbox"/> See Minister's Notes | <input type="checkbox"/> Withdrawn           |

Comments



## BRIEFING

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#### Purpose

To provide Tourism Recovery Ministers the full assessments of eligible applications to the Strategic Tourism Assets Protection Programme (STAPP) to consider and agree funding.

#### Recommended Action

The Ministry of Business, Innovation and Employment (MBIE) recommends that you:

- a. **Note** STAPP applicants need to be individually approved or declined through the list in **Annex Three** *Noted*
- b. **Agree** individual STAPP applicants for funding in **Annex Three.** *Agree / Disagree*
- c. **Note** MBIE recommends the top 53 applicants s 9(2)(f)(iv) be approved for support through the STAPP *Noted*
- d. **Note** Tourism Recovery Ministers will need to weigh up the trade offs and risks for funding further STAPP applications *Noted*
- e. **Agree** funding for successful STAPP applications will be through conditional grants in the first year of support and provision for loans in the second year of support *Agree / Disagree*
- f. **Note** some applicants applied for one year of funding and to ensure consistency of funding all applicants will be calculated for up to two years (as noted in paragraphs 40 and 41), MBIE officials will follow up with successful applicants and negotiate final funding allocations *Noted*
- g. **Note** the impacts of the extension to the wage subsidy and DOC concessions waiver on the STAPP and the additional requirement to now re-negotiate funding amounts *Noted*
- h. **Note** the STAPP is designed to maintain minimum viable operations and that the provision of STAPP support may still result in redundancies and businesses being unprofitable *Noted*
- i. **Note** the risks associated with making any announcements about the outcomes of the STAPP prior to funding agreements being finalised *Noted*

j. **Note** officials will notify unsuccessful applicants for STAPP support at the same time as successful applicants are notified

*Noted*

k. **Note** that the industry event TRENZ has not been assessed for STAPP support at the request of Tourism Recovery Ministers

*Noted*

l. **Agree** to MBIE officials' assessment that the applicants noted in paragraph 19 should not receive STAPP funding

*Agree / Disagree*

m. s 9(2)(f)(iv)



*Agree / Disagree*

n. **Note** the ownership of tourism assets detailed in paragraphs 24 to 27

*Noted*

o. **Note** conflicts of interest have been registered and officials have been excluded from individual assessments where a conflict of interest has been noted

*Noted*

p. **Note** that a random audit process will be administered for successful STAPP applicants that receive funding

*Noted*

Danielle McKenzie  
**Programme Director, Tourism**  
Labour, Science and Enterprise, MBIE

Hon Kelvin Davis  
**Minister of Tourism**

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Hon Eugenie Sage  
**Minister of Conservation**

..... / ..... / .....

Hon Grant Robertson  
**Minister of Finance**

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Fletcher Tabuteau  
**Under Secretary, Regional Economic  
Development**

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Hon Nanaia Mahuta  
**Minister for Māori Development**

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## STAPP Background

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1. In Budget 2020, Cabinet agreed to a tourism recovery package which included the Strategic Tourism Assets Protection Programme (STAPP) [DEV-20-MIN-0080].
2. The STAPP has been established to protect assets in the tourism sector that are nationally or regionally vital to New Zealand's tourism offerings, have significant spill-over benefits to the region where it is located or culturally, historically, and environmentally important.
3. Applications were invited between 1 June 2020 and 18 June 2020. On 2 July, Tourism Recovery Ministers (TRM) agreed eligible STAPP applications that would progress and receive a full assessment. This paper provides recommendations to TRM for STAPP applications and decisions.
4. Officials have undertaken a truncated process to respond quickly to the pressures faced by the tourism industry as a result of COVID-19.

## Full assessments of eligible applications

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5. In total, 145 applications were agreed by TRM as eligible and have now received a full assessment (See **Annex 1: STAPP Full Assessment** – provided as a separate pack).
6. All inbound tour operator applications and an application for the tourism trade event 'TRENZ' have been removed from this STAPP process with TRMs having decided a separate process for these applications..
7. Full assessments include scoring each application against six key criteria (see **Annex 2** for assessment criteria). These criteria are:
  - a. national and/or international recognition,
  - b. key attraction for New Zealand or a region of New Zealand (based of visitation numbers),
  - c. responsible for significant visitation to the region where it is located and, in its absence, visitation to the region would be significantly diminished,
  - d. generate significant spill over benefits to the region where it is located or be critical to the tourism network in the region,
  - e. not be repurposed and/or not a generic feature of the tourism system, and
  - f. insurmountable costs/challenges to pausing and resuming operations.
8. Full assessments also include, consideration for;
  - cultural, historical and environmental significance, and
  - whether the applicant was eligible for other sector-specific COVID-19 recovery support, such as the transport and aviation support package or the Department of Conservation (DOC) Wildlife relief package.

## Financial Assessments

9. For all eligible applications, Deloitte undertook financial assessments of each application. Deloitte undertook a credit check, media check and financial analysis of profit and loss statements. This was not a full financial review of applicants and review of regulatory compliance has not been done. Financial analysis of the applicants are reflected in the full

assessment sheets for each applicant and where something of significance were found, this has also been noted.

10. All applicants have declared that they have exhausted all other avenues of support (government broad-based and private). The process has run on a high trust model.
11. If TRM want further scrutiny of company finances beyond what has been undertaken to date then it is likely to impact the timing of any decisions.

### Agency Consultation

12. Comments were sought on the full assessment of eligible applications from The Treasury, Department of Conservation, Te Puni Kōkiri, the Ministry of Culture and Heritage, the Ministry for the Environment, Tourism New Zealand and at the Minister of Tourism's request, from New Zealand Māori Tourism.
13. MBIE invited all agencies into MBIE's office to view full applications and offered to send MBIE assessments out to agencies - given timing and risks around commercial information and privacy, applications were not distributed electronically.
14. Agencies provided comment based on their view of applications and TNZ provided comment for operators that it has worked with or has experience with. TPK made efforts to identify Iwi and Māori operators and provided comment where operators were of particular significance to Māori. MBIE has taken this comment into account in its scoring, indication of cultural, historical and environmental significance, and have incorporated comments into the full assessment of each application.

### Conflicts of interest

15. MBIE has created a conflict of interest register (see **Annex 5**). MBIE officials involved in the assessment process, lead contacts for other agencies and Ministers have all declared their conflict of interest. Officials have not been involved in assessing any application that they have noted a potential conflict of interest.

### Recommendations for STAPP funding

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16. **Annex 3** provides a summary of the ranking of applications against the full assessment criteria and seeks individual decisions from TRM against each fully assessed application.
17. While TRM will need to approve each application individually, consideration should be given to the total number of applications approved, how this reflects the objective of the programme and overall allocation of the Tourism Recovery Fund.
18. In **Annex 4**, overviews of the top ranked 53, 79, 103 and all 145 assets funded are shown. Represented in each overview is quantum of funding and regional distribution.
19. During the full assessment process, some applications that were deemed eligible have not been recommended for funding. We are seeking TRM agreement to remove the following assets from consideration;
  - s 9(2)(b)(ii) [redacted] – funding requested out of scope
  - s 9(2)(b)(ii) [redacted] – insufficient financial information had not been provided
  - s 9(2)(b)(ii) [redacted] – venues were not considered eligible for STAPP funding
  - s 9(2)(b)(ii) [redacted] – Events were not considered eligible for STAPP funding

- s 9(2)(b)(ii) – operate generic features of the tourism system that were considered not eligible

## **MBIE recommends the top 53 applications for support**

20. MBIE recommends the top 53 applications s 9(2)(f)(iv) be approved for support through the STAPP. These include all assets which scored 22 and above. MBIE believes that the top 53 applications are strongly aligned to the design of the STAPP.
21. However, it is noted that there are applicants ranked 54 and below who may still have significant contribution to their region and could be deemed strategically important. There will be greater risk and scrutiny against the assessment criteria the further consideration is made to applications assessed lower down the rankings.

## **Funding mechanism**

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22. As was agreed to for AJ Hackett Bungy NZ Limited and Tourism Holdings Limited (Discover Waitomo), MBIE officials recommend TRM approve funding using the same mechanisms of a conditional grant for the first year of support, and a provision for a loan (on beneficial terms) in the second year for successful STAPP applications.
23. As the global situation and New Zealand border control evolves, there is opportunity to reconsider the loan provisions when appropriate.

## **Financial assessments**

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### **Ownership of multiple tourism assets**

24. A number of tourism assets in New Zealand are owned by the same parent holding company. Many represent over thirty years of investment and success in New Zealand's tourism industry.
25. This means that some parent companies may benefit from multiple successful STAPP applications and therefore the scale of support to some of the parent companies is large. This section highlights the ownership of assets only and should not influence the decision on whether individual assets should receive STAPP funding.
26. The purpose of the STAPP is to preserve the asset itself and in some cases the rationale for government intervention highlights the spillover benefits into the region in which the asset is located and will ensure the asset is not hibernated over the next 12 months. Without government funding a number of these parent companies will make a commercial decision to hibernate the assets. In the case for AJ Hackett Bungy, the business was ready to make large scale redundancies across the business and hibernate the asset for twelve months. Government support at the minimum funding level has ensured that the business will remain operational and 83 jobs will be retained.
27. The table below is intended to summarise STAPP applications from the same parent holding company – many listed also rank as top Strategic Tourism Assets following full assessments. The table below is not exhaustive given the tight timeframe. Individual businesses also have multiple shareholders and directors across the breadth of these businesses. The STAPP funding recommended reflects two years of support, including wage subsidy and DOC concession fees, the actual STAPP funding is likely to be significantly less than the totals outlined in the table below.

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### **Registration of Interest from General Aviation Group**

29. Prior to the STAPP application process, MBIE ran a registration of interest (ROI) process. A ROI from General Aviation Tourism Group was received, purporting to represent 40 aviation businesses – the businesses have not been listed.
30. The lead contact for this ROI was informed when the ROI process closed and notified of the STAPP registration process. MBIE has noted that seven of the eight signatories in the ROI have applied for STAPP support.
31. The ROI has been forwarded to Ministry of Transport for their consideration.

### **STAPP will fund 'Minimum Viable Operation'**

34. The STAPP is to secure assets strategic to the tourism system in New Zealand, ensuring a subsequent recovery, when conditions improve, is not severely impacted by the loss of these strategic assets.
35. With this in mind, government support is to secure the strategic tourism asset to a minimum viability only and adjust to a new commercial reality, not to help these businesses, who own the assets return to profitability.

### **Adjustment of funding requests to cover Wage Subsidy Extension and DOC concessions waiver**

36. As noted to TRM in previous briefings, the STAPP application process started before the wage subsidy scheme extension and DOC concessions waivers scheme were announced.
37. As applicants must exhaust all other funding options before becoming eligible for STAPP, this has implications for businesses who have applied for STAPP but now are able to access more funding.
38. We anticipate that the wage subsidy extension will impact all STAPP applicants and the DOC concession waivers will impact about 40 per cent of STAPP applicants.
39. Officials will prepare individual letters to notify successful applicants and obtain further detail to re-calculate funding amounts to ensure only minimum viable product is funded and equity across applications.

### **Period of funding will be up to two years**

40. STAPP funding is available for up to two years. Most STAPP applicants have applied for two years. However, a small number of applicants have requested funding for only one year's support or have requested funding "until the borders reopen".
41. Where applicants have requested funding for one year, or "until the borders reopen", MBIE recommends that funding for up to two years to be consistent with terms across all applications given the conditions are broadly comparable. This is likely to be in the form of an optional loan for year two.

### **Conditionality will be included in STAPP support**

42. Officials have provided a separate paper that outlines proposed funding agreement conditions (see 3895 19-20 STAPP Funding Agreement Conditions). The paper outlines an approach to funding agreement conditions structured in relation to the four capitals. The three funding agreements in place also include the importance of moving to the living wage for all applicants.

### **Timeline and Communications**

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43. Once decisions are made, successful applicants will be notified by email. MBIE will seek further detail needed for individual funding agreements, including clarity around relevant aspects to their funding requests, such as the wage subsidy extension and DOC concession waiver, timeframe for support and conditions of support.
44. Once funding is agreed in principal, MBIE will begin preparing funding agreements. Ideally, announcements of funding will be made once funding agreements are in place or at least the negotiated funding reconfirmed with the individual applicants. There are risks associated with announcements prior to funding arrangements being agreed include businesses declining funding or funding requirements having not been verified.
45. If Ministers would like to announce prior to contracts being signed, MBIE recommends an announcement of successful applicants and total quantum of STAPP funding only.
46. All unsuccessful applicants will be notified when announcements to successful applicants are made.

## Tourism Recovery Fund update

47. As of 7 July 2020, TRM has agreed in principle the following Tourism Recovery Fund commitments:

Project	Committed Amount:
STAPP urgent applications	\$15.8m
STAPP RTO support	\$20.2m
STAPP Inbound Tourism Operator Preservation Fund (agreed in principle)	\$20m
Transitions Programme	\$17m
NZMT (through TPK)	\$10m
DOC concession waiver fees	\$25m
MBIE tourism support costs	\$0.75m
<b>Total committed funds:</b>	<b>\$108.75m</b>
<b>Tourism Recovery Funding Remaining</b>	<b>\$291.25m</b>

## **Annexes**

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**Annex 1: STAPP Full Assessments for TRM Decisions (hard copies provided separately) s 9(2)(b)(ii)**

**Annex 1: STAPP Full Assessments for TRM Decisions (user guide)**

**Annex 2: STAPP Assessment Criteria**

**Annex 3: STAPP Summary list of Applications for TRM decision s 9(2)(b)(ii)**

**Annex 4: STAPP Dashboard with regional analysis and split of funding breakdown**

**Annex 5: STAPP Conflicts of Interest**

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**Annex One – STAPP Full Assessments for TRM Decision**

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(Hard copy pack provided separately)

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**Annex One (a) – STAPP Full Assessments for TRM Decisions (user guide)**

APPLICATION DETAILS	ASSET DESCRIPTION AND COMMENT	ASSESSMENT AGAINST CRITERIA (OUT OF 5)	
ASSET NAME:	DESCRIPTION	Nationally and/or internationally recognised	5
APPLICANT:	(description of the asset seeking support)	Key attraction for New Zealand or a region of New Zealand:	5
APPLICATION NUMBER:	ADDITIONAL COMMENTS	Responsible for significant visitation and, in its absence, visitation diminished	5
REGION:	(for consideration + red flags)	Generate significant spill over located or be critical to the tourism network in the region.	5
TYPE:	Agency Feedback	Insurmountable costs/challenges to pausing and resuming operations	5
STAPP FUNDING SOUGHT:	XXX Feedback – (agency view of asset)	Not be repurposed or a generic feature of the tourism system	5
FUNDING TO OPERATE AT MINIMUM VIABILITY:	XXX Feedback – (agency view of asset)	Out of scope of other sector-s such as the transport and aviation packages,	Yes
VISITATION:	*Scoring changed post agency feedback (only if applicable)	Culturally significant	
JOBS:		Historically significant	
EFFORTS TO ADAPT POST-COVID:		Environmentally significant	
FINANCIALS:	Financial health - The template developed an estimate of financial health based on six metrics: <ul style="list-style-type: none"> <li>Change in revenue [-30% to 0%]</li> <li>Change in gross margin [-30% to 0%]</li> <li>Change in earnings before interest and tax (EBIT) [-35% to 0%]</li> <li>Change in net profit before tax (NPBT) [-40% to 0%]</li> <li>Change in net profit after tax (NPAT) [-50% to 0%]</li> <li>Average NPAT margin for last two years [0% to 10%]</li> </ul> The metrics therefore test whether the applicant was growing prior to the impacts of COVID-19, with additional recognition of whether the business was profitable during those two years. Upper and lower bounds were put in place for each of these metrics, with a score of 1 if performance was above the upper bound, 2 if it was between the upper and lower bounds, or 3 if it was below the lower bound. The result was a score between 6 and 18, with a low score considered to be 'good', while a high score is 'poor'.	30	
Wages		rent. May be able to negotiate interest relief with bank?	
Fixed Costs		cl. consulting of \$130k per year.	
Repairs & Maintenance			
Other			
Total	2,500,000.00	2,500,000.00	Prior evidence of financial viability and revenue growth. Reasonably big business in strategic tourism region. Significant NPAT margin, but has declined from FY18.

Evaluation analysis				RECOMMENDATION	Year One	Year Two
Funding sought score	Actual	Best	Worst			
Financial health score	9	6	18	If funding is approved, MBIE Tourism recommends that you approve up to: \$XXX	\$XXX	\$XXX
Sought funding score	9	3	9			
Overall score	18	9	27			
Funding sought was assessed on the basis of the funding sought/proposed based on three metrics: <ul style="list-style-type: none"> <li>Funding sought as a percentage of average revenue [10% to 30%]</li> <li>Funding sought as a percentage of average opex [30% to 50%]</li> <li>Funding sought times average NPAT [0.5 to 1.0 times]</li> </ul> The result of the above analysis was a financial health score (from 6 ('best') to 18 ('worst')) plus a sought funding score (from 2 ('best') to 6 ('worst')). These scores were added (i.e. a final score of 8 to 24) and used to rank applicants from a financial stand point. Note that this measure ignores indirect or second-order financial contributions and externalities such as contribution to the community such as employment, education, or environmental outcomes.				Up to recommended across two years	Improve / Decline	Approve / Decline

## Annex Two – STAPP Assessment Criteria

Assessment Criteria Score	Nationally and/or internationally recognised	Key attraction for New Zealand or a region of New Zealand	Culturally Significant	Historically Significant	Environmentally Significant	Responsible for significant visitation to the region where it is located and, in its absence, visitation to the region would be significantly diminished	Generate significant spill over benefits to the region where it is located or be critical to the tourism network in the region	Not be repurposed and/or not a generic feature of the tourism system	Insurmountable costs/challenges to pausing and resuming operations	Not be within scope of other sector-specific COVID-19 recovery packages, such as the transport and aviation support package.
1	Does not market offshore with Tourism New Zealand, no national profile with domestic visitors Not a Qualmark awarded business No TRENZ presence	Less than 5,000 visitors a year.	NO	NO	NO	Small player in the local tourism industry. There will be no impact on visitor numbers if the asset is lost	No spillover benefits to other businesses in the region Expenditure at this business is not critical to the make up of the local economy	The business could easily repurpose its activity to another industry/sector The business provides a generic activity that other tourism businesses in the region or destination also offer Easily replicated and weak value offering	It is possible to pause the operation and easily 'turn back on' when demand comes back. With demand, other operators could establish similar operations. There are low barriers to entry to this activity. Skills required of staff are generic for the industry and readily available in the labour market	Eligible for other COVID-19 Recovery funding
	Does not market offshore with Tourism New Zealand, no national profile with domestic visitors Not a Qualmark awarded business TRENZ presence through RTO	5,000+ visitors a year.				Not a major visitor attraction for the region/destination. Other businesses attract higher visitor numbers. There will be minimal impact to visitor numbers if this asset is lost.	Visitors using this asset will also spend money at other businesses in the region (e.g. cafes, accommodation, transport). Without this asset, there will unlikely be a change to economic activity in the region.	Business can be replicated with minimal cost and easily substituted value offering	It is possible to pause the operation and 'turn back on' when demand comes back, but there will be significant costs/challenges involved in doing so. With demand, other operators could establish similar operations. There are low-medium barriers to entry and staff readily available in the labour market.	
3	A well-known tourism business by international and domestic visitors but not a major drawcard to the region Qualmark awarded business Has attended TRENZ in the past - but not a regular attendee in last two years Has a TRENZ presence with RTO. Notable on OTA sites e.g. TripAdvisor	50,000+ visitors a year.	YES	YES	YES	A notable tourism business that attracts visitors to the region. Without this business, there will likely be less visitors to the region, but not noticeably, however multiple losses of businesses this size will notably impact the region. One of several businesses at the region/destination that attract similar numbers of visitors	Visitors using this asset will also spend money at other businesses in the region (e.g. cafes, accommodation, transport). Without this asset, you will likely see less economic activity for other businesses.	Some aspects of the business can easily be repurposed, others cannot (cruise vessel v kayak; helicopter v campervan) Regionally unique product offering but similar experiences are available at other key destinations. The value offering is not unique but is strong	If operations stop now, there is a chance they will shut permanently. There is a small chance that an alternative operator will establish when visitors return. There are relatively high barriers to entry and likely to be few businesses that look to establish this activity. Skilled staff are not easily replaced.	Support packages that are yet to be announced or with eligibility criteria yet to be released.
	One of the top ten tourism businesses that attract international visitors to the destination, well known and recognised by the domestic market Qualmark awarded business Regular TRENZ attendee for past 5 years. Notable on OTA sites e.g. TripAdvisor	100,000+ visitors a year.				In the top ten tourism business that attract significant numbers to the region. One of the most popular tourism businesses in the region/destination. Without this business there will be a notably less visitors to the region.	Visitors using this asset will also spend money at other businesses in the region (e.g. cafes, accommodation, transport). Without this asset there will be notably less economic activity for other businesses.	Regionally unique operation and strong value offering	If operations stop now, they will likely shut permanently. It is unlikely an alternative operator will establish when visitors return. Specialised skills are required of key staff, and there is a limited supply in the labour market.	
5	One of the top two tourism businesses that attract international visitors to the destination - high profile partner with Tourism New Zealand in off-shore markets, instantly recognised by the domestic market as a must-do tourism activity in the region Qualmark awarded business Regular TRENZ attendee for over 5 years. Notable on OTA sites e.g. TripAdvisor	300,000+ visitors a year. Asset identified as significant on a cultural, historic site or conservation list/register e.g historic places, DOC Icon sites	<i>Not being culturally, historically or environmentally significant does not impact negatively on assessment on assets being considered. It is a positive consideration only.</i>			Top 2-3 tourism business that attracts significant numbers to the region, . Key drawcard for the region/destination Solid evidence that the business is the major visitor drawcard in the region/destination. Without this business, visitation to the region will be significantly diminished.	Visitors using this asset will also spend money at other businesses in the region (e.g. cafes, accommodation, transport). Without this asset in the region, this economic spillover will not occur.	A nationally and/or internationally unique operation that cannot be easily replicated or substituted value proposition The activity cannot be repurposed for an activity other than tourism Asset cannot easily be repurposed, or not all assets can be repurposed eg helicopter fleets The business cannot be relocated to a more popular destination	If operations stop now, they will shut permanently. It is highly unlikely an alternative operator will establish when visitors return. There are high barriers to entry to establishing this opportunity Key staff are highly skilled in their field and difficult to replace	Is not eligible for any other COVID-19 Recovery funding assistance



**Annex 3: STAPP Summary list of Applications for TRM decision**

(Provided as a separate annex)

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# Annex 4: STAPP Dashboard with regional analysis and split of funding breakdown



## Strategic Tourism Assets Protection Programme as at 6 July 2020

### Eligible Applications - Total score ≥ 22

Region	Count	Recommended Funding Year 1	Recommended Funding Year 2	Total Funding Recommended
Northland	3	\$1,907,706	\$1,891,037	\$3,798,743
Auckland	3	\$6,751,073	\$4,241,073	\$10,992,146
Waikato	2			
Bay of Plenty	6	\$12,280,000	\$12,168,000	\$24,448,000
Hawke's Bay	1			
Manawatu-Whanganui	1			
Wellington	3	\$3,207,173	\$2,583,839	\$5,791,012
Tasman	3	\$3,599,000	\$3,599,000	\$7,198,000
West Coast	3	\$1,912,000	\$1,912,000	\$3,824,000
Canterbury, NZ	14	\$13,832,164	\$12,332,164	\$26,164,328
Otago	8	\$11,005,065	\$10,921,065	\$21,926,130
Southland	6	\$13,576,000	\$13,576,000	\$27,152,000
National	3	\$12,715,000	\$11,515,000	\$24,230,000
<b>Total</b>	<b>56</b>	<b>\$99,672,181</b>	<b>\$78,626,178</b>	<b>\$178,298,359</b>



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# Strategic Tourism Assets Protection Programme

as at 6 July 2020

## Eligible Applications - Total score ≥ 20

Region	Count	Recommended Funding Year 1	Recommended Funding Year 2	Total Funding Recommended
Northland	4	\$2,457,706	\$2,441,037	\$4,898,743
Auckland	5	\$8,552,573	\$5,852,573	\$14,405,146
Waikato	6	\$5,423,100	\$5,423,100	\$10,846,200
Bay of Plenty	9	\$13,522,000	\$13,410,000	\$26,932,000
Hawke's Bay	2			
Manawatu-Whanganui	2			
Wellington	4	\$3,812,523	\$2,833,839	\$6,646,362
Tasman	6	\$5,002,000	\$5,002,000	\$10,004,000
West Coast	5	\$4,171,203	\$4,171,203	\$8,342,406
Canterbury, NZ	15	\$14,115,867	\$12,615,867	\$26,731,734
Otago	12	\$16,076,512	\$14,875,148	\$30,951,660
Southland	7	\$15,320,000	\$15,320,000	\$30,640,000
National	5	\$17,272,858	\$16,072,858	\$33,345,716
<b>Total</b>	<b>82</b>	<b>\$121,743,342</b>	<b>\$98,884,625</b>	<b>\$220,627,967</b>



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# Strategic Tourism Assets Protection Programme

as at 6 July 2020

## Eligible Applications - Total score ≥18

Region	Count	Recommended Funding Year 1	Recommended Funding Year 2	Total Funding Recommended
Northland	6	\$3,002,706	\$2,986,037	\$5,988,743
Auckland	6	\$9,252,573	\$6,552,573	\$15,805,146
Waikato	6	\$5,423,100	\$5,423,100	\$10,846,200
Bay of Plenty	14	\$16,239,883	\$16,127,883	\$32,367,766
Hawke's Bay	2			
Manawatu-Whanganui	3	\$15,410,000	\$260,000	\$15,670,000
Wellington	5	\$4,319,003	\$3,340,319	\$7,659,322
Tasman	6	\$5,002,000	\$5,002,000	\$10,004,000
Marlborough	1			
West Coast	7	\$4,721,203	\$4,721,203	\$9,442,406
Canterbury, NZ	15	\$14,115,867	\$12,615,867	\$26,731,734
Otago	20	\$21,246,548	\$19,545,184	\$40,791,732
Southland	8	\$16,220,000	\$16,220,000	\$32,440,000
National	7	\$18,602,258	\$16,760,014	\$35,362,272
<b>Total</b>	<b>106</b>	<b>\$134,515,141</b>	<b>\$110,571,180</b>	<b>\$245,086,321</b>



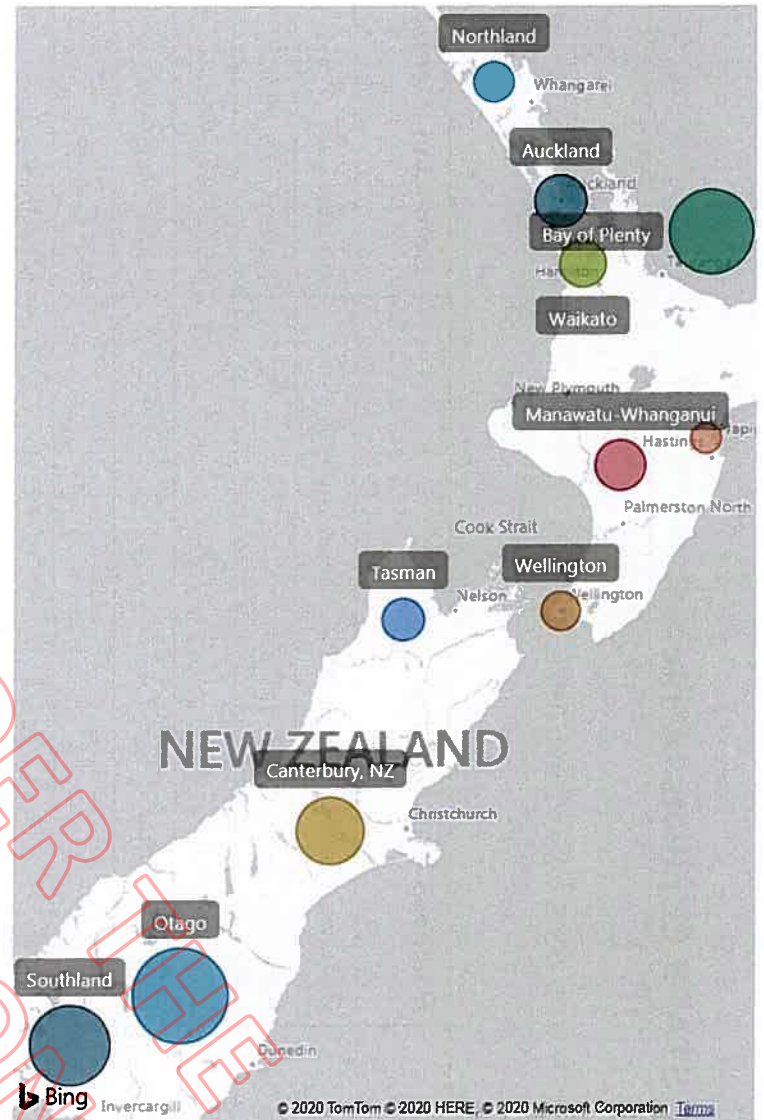
Commercial In-Confidence

# Strategic Tourism Assets Protection Programme

as at 6 July 2020

## Eligible Applications - Total score = All

Region	Count	Recommended Funding Year 1	Recommended Funding Year 2	Total Funding Recommended
Northland	9	\$4,297,718	\$4,281,049	\$8,578,767
Auckland	10	\$9,667,573	\$6,967,573	\$16,635,146
Waikato	11	\$6,506,420	\$6,506,420	\$13,012,840
Bay of Plenty	18	\$19,802,618	\$19,690,618	\$39,493,236
Hawke's Bay	3	\$850,350	\$850,350	\$1,700,700
Manawatu-Whanganui	4	\$15,510,000	\$360,000	\$15,870,000
Wellington	5	\$4,319,003	\$3,340,319	\$7,659,322
Tasman	9	\$5,037,000	\$5,037,000	\$10,074,000
Marlborough				
West Coast	7	\$4,721,203	\$4,721,203	\$9,442,406
Canterbury, NZ	17	\$14,680,867	\$13,180,867	\$27,861,734
Otago	29	\$24,738,125	\$23,036,761	\$47,774,886
Southland	11	\$18,512,033	\$18,309,699	\$36,821,732
National	14	\$21,598,319	\$19,569,777	\$41,168,096
<b>Total</b>	<b>148</b>	<b>\$150,484,229</b>	<b>\$126,151,636</b>	<b>\$276,635,865</b>



Commercial In-Confidence

## Annex 5: STAPP Conflicts of Interest

Conflicts of interest for MBIE officials and TRMs:

Application Number	Business Trading Name	Conflict of Interest
STAPP-JUN-003	Discover Waitomo (Tourism Holdings Limited)	s 9(2)(a)
STAPP-JUN-016	s 9(2)(b)(ii)	s 9(2)(a)
STAPP-JUN-043	Dive! Tutukaka	Minister Davis
STAPP-JUN-063	Polynesian Spa	s 9(2)(a)
STAPP-JUN-117	s 18(d)	Iain Cossar
STAPP-JUN-238	Salt Air	Minister Davis
STAPP-JUN-263	Te Hana Te Ao Marama	Minister Davis
STAPP-JUN-265	s 9(2)(b)(ii)	s 9(2)(a)
STAPP-JUN-273	The Duke of Marlborough Hotel	Minister Davis
STAPP-JUN-299	s 18(d)	s 9(2)(a)