

# Application for Funding Projects

**About this form**

This form enables you to make an application for funding over \$100,000 from the Provincial Growth Fund for applications relating to the delivery of projects.

You will need to use the Express Form if your application is for an activity under \$100,000 or the Development Phase Form if your application is within the Development phase of a Project (i.e. feasibility / business case).

These forms are available on the [Provincial Growth Fund website](#)

**Purpose of the Provincial Growth Fund**

The Provincial Growth Fund aims to lift productivity potential in the provinces. Its priorities are to enhance economic development opportunities, create sustainable jobs, enable Māori to reach their full potential, boost social inclusion and participation, build resilient communities, and help meet New Zealand's climate change targets.

**Completing this form**

Please complete all sections fully and accurately. Square brackets and italics indicate guides.

Please see the PGF website, or contact your regional relationship manager, for further support. If you are applying on behalf of a number of parties, you need their consent to submit this application. You can add other applicants during the application process. You will be the point of contact for this application, but you must give us all information about all applicants.

**Submitting your application**

All completed forms must be emailed to [PGF@mbie.govt.nz](mailto:PGF@mbie.govt.nz) with a clear subject included.

If you are a Trust (or applying on behalf of a Trust), then you must provide a copy of your Trust Deed.

**Next Steps**

Applications will be assessed for eligibility, as well as how well they will deliver on the aims of the Provincial Growth Fund. One of our team will be in contact regarding your application.

**Funding Agreement**

The template funding agreements can be found on the [Provincial Growth Fund website](#)

**Public disclosure**

The Provincial Development Unit is responsible for leading the Provincial Growth Fund's design, administration and monitoring its operation in consultation with other government agencies. In the interests of public transparency, successful applications may be published by the Provincial Development Unit. Commercially sensitive and personal information will be redacted by reference to the provisions of the Official Information Act 1982. Please identify by highlighting any information in your application that you regard as commercially sensitive or as personal information for the purposes of the Privacy Act 1993.



6. This project will be based in the region of:

7. What type of funding is this application for:

[Note: the most appropriate funding type will be determined by the PDU in consultation with the applicant]

8. What is the activity / funding start and end date?

<b>Start Date:</b>	Commercial Information	<b>Completion Date:</b>	Commercial Information
--------------------	------------------------	-------------------------	------------------------

9. Has this project / activity been previously discussed with any part of Government? Yes:  No:

- If Yes, please describe which part of government, and what the outcome of the discussions were.

Provincial Development Unit Te Uru Rakau Te Ara Mahi - Department of Conservation Ministry of Education Far North District Council Northland Regional Council  The outcome is the submission of this application for funding.
---

10. Have you previously received Government funding for this Project? Yes:  No:

- If Yes, please list which part of the Government, when the funding was received, and how much under Q11.

11. Are you an overseas investor for the purposes of the Overseas Investment Act? Yes:  No:

12. Please set out the proposed sources of funding for the Project:

<b>Source of Funding:</b> <i>[please indicate where all other funding is sourced from, noting who the funder is]</i>	<b>\$ (excluding GST)</b>	<b>Status / Commentary</b> <i>[i.e. received / confirmed / in principle]</i>
Provincial Growth Fund Funding (through this application)	\$999,000.00	
Commercial Information	\$Commercial Information	In Principle
TRONR Contributions		
Carving - Waharoa	\$Commercial Information	Confirmed
Timber for Carvings	\$Commercial Information	Confirmed
<b>Total:</b>	\$Commercial Information	

**Part B: Project Description**

13. This application is: “a stand-alone activity”  or “in support of a wider project/programme”

14. Will additional funding be required in the future? Yes:  No:

If Yes, please describe at a high level, what this may include, and when this is likely to be applied for.

N/A

15. Has a feasibility study, or equivalent, been conducted prior to this application? Yes:  No:

- If Yes, please provide a copy, including an overview of the feasibility study and any outcomes.
- If No, please explain why not; and how feasibility/viability of the project has been assured.

A formal feasibility study has not been completed for this project. However, relevant data has been collected and analysed regarding the current operation and the opportunity to capture a larger number of tourists that would result in the generation of revenue that the redevelopment would provide.

16. Please provide a detailed description of this project for which funding is being applied, including the benefits arising from the project:

**Background**

Rewa’s Village is located on Department of Conservation Land at 1 Landing Road, Kerikeri. It is located within the Kororipo Heritage Park, as can be seen in Figure 1 and is one of two Maori tourism experiences within the park. The area is culturally and historically one of the most important places in New Zealand. It is one of the very first sites where Maori and

Pakeha came together to live and trade. Over the last few centuries, the Kororipo Basin area has developed in five key time periods; as an enclave for Ngāti Miru, an enclosure of Ngāpuhi, a port for missionary endeavor, a staging port for musket war expeditions and nowadays a Europeanised settlement.

Rewa’s Village is a replica of an 18<sup>th</sup> Century Māori Fishing Village and with its current offering provides an overview as to what life was like during some of these first interactions. It is aptly named after Rewa, an eminent Ngapuhi chief who grew to prominence in the early 1800’s and, along with Hongi Hika, provided patronage for the establishment of the Kerikeri Mission Station in 1819. The Mission (or Kemp) house is one of the first places in New Zealand where Māori invited Europeans to live among them, and is the oldest building in New Zealand<sup>1</sup>.



**Figure 2: Location of Rewa's Village**

The village has been built with mostly native materials and features a range of outdoor exhibitions, e.g. a marae, a chief’s house, weapons store, and a native plant garden that notes Maori usage for food, medicine, clothing and housing. It is a typical representation of the kainga that would have existed alongside the Pā and also has an indoor museum display and gift shop. Visitors are self-guided around the village by informative displays in each of the buildings.

The village was originally opened in January 1970 by the Society for the Preservation of the Kerikeri Stone Store (SPOKSSA) and has remained open since then. Ngāti Rēhia took over the lease and administration of Rewa’s Village from the SPOKSSA in December 2012 and initially invested in upgrading some of the buildings and displays with the

<sup>1</sup> <https://www.heritage.org.nz/places/places-to-visit/northland-region/kerikeri-mission-station>

vision of making the village a ‘place of learning’.

It was planned that the village would be self-funded by entry charges and sponsorship; however; the village fails to attract (many) visitors due to a perception that the visitor experience is relatively low quality compared to other attractions in the area. Hence, this application. The Trust has recently worked with concept and design company “Locales,” to develop preliminary concept plans for the Redevelopment of Rewa’s Village. The expectation is that, once implemented, the redeveloped village will allow Ngati Rehia to capture a greater proportion of the tourism market.

Conversations have been had with the Far North District Council in order to get the consenting processes underway.

**What the Funding is Required for**

The funding is to enable TRONR to refresh the visitor experience, attract more visitors and generate more revenue. In addition to performance style programmes, the village will be alive with interactive zones that tell the wider Ngati Rehia and Kororipo Heritage Park story.

The redevelopment of Rewa’s Village has several key components, that include:

**The Whare Waka**

A new Whare Waka situated on the shore near the car park entrance to the village will be a first point of call for visitors arriving by water or land. Waka played an important role in the history of the Kororipo Basin.



Whare Waka are used to shelter waka. From a visitor perspective, a Whare Waka positioned near the entrance to Rewa’s Village will not only be the first impression that visitors have of this location, it will also establish the mana of the place. The waka itself will enable waka tours around the Kororipo Basin area.

**Waharoa**

Two updated Waharoa will be created to welcome visitors to Rewa’s Village. The look and feel of the entranceway will align with other new elements, ensuring a high-quality experience from arrival to farewell. The new Waharoa would be used as a gathering place to welcome groups as part of formal pōwhiri process to the Village.



New welcoming and direction signage will be added around the Village.

**Whare Approach/Screen**

We aim to use screens and/or cladding to “soften” the look of the whare.

**Pourewa- Viewshaft Kororipo Pā**

This station will focus on tohunga wānanga, Maori spirituality and the cleansing rituals involved in Māori life.

Kororipo Pa is a significant Pa for Ngati Rehia and Ngapuhi Iwi. It is strategically located in the basin area to command the junction of the Wairoa and Kerikeri Rivers and enable control of the major route to the sea from further inland. It was renowned as a meeting place for Ngapuhi where weighty matters were discussed and the place where warriors assembled before going to battle.



The viewshaft will focus on Maori spirituality, tohunga wananga and cleansing rituals involved in Maori life. The tensions experienced between Maori spirituality and Christian beliefs will be explored.

**Mangrove Boardwalk**

The mangrove boardwalk is the lowest point on the Rewa's Village site and could also be an alternate landing point for visitors who arrive by water and a way to see Kororipo Pā from the inlet.

This development will create an alternate route for visitors and enables them to get a unique Māori perspective in the Basin, not just a traditional village-life outdoor exhibition. The inlet starts to take on a palisaded, fortified feeling when approached from the water, providing a small glimpse of how imposing it must have looked for new arrivals.

**Village Redevelopment**

Building redevelopment and refreshed interpretation and wayfinding will enhance the experience of the village for a cross-section of visitors. We will develop an interpretation strategy identifying new storytelling themes and improvements to existing interpretation, encompassing the:

- small Whare
- meeting house
- kauta
- pātaka
- whata
- chief's Whare.



In particular, the development of the chief's Whare is a key component of the reimagined village experience. This area aims to show the difference between the lower village huts in the kāinga and the house of the chief atop a Pā. This setup reflects, in a real way, the layout of Kororipo: with its Pā and kāinga. It allows Rewa's Village to show comparisons and differences between two styles of dwelling. The space could also be used for any visitor programmes appropriate to the space.

As part of this work, all trails and loops leading inside and outside the village will be reviewed, improved, made more accessible, and marked with striking, carved wayfinding Pou.

**What will the Project Do?**

Overall the project will increase the profile of the Ngāti Rēhia people and Rewa's village, to those who visit the Kororipo Heritage Park and the Kemp Stone Store located directly opposite Rewa's village. It will provide insight into the rich history of the area, and complement the work already being undertaken nearby at the Kemp Stone Store.

The key objectives of improving the visitor experience offered at Rewa's village are:

- Lift the experience to a consistent level with other areas in the Kororipo Basin. It proposes storytelling in the village to complement the stories in the rest of the Kororipo Heritage Park and the Kemp Stone Store. The context of the village will shift from a traditional fishing village to a palisaded fighting Pā.
- Increase the profile and visibility of Rewa's Village to those who visit Kororipo Heritage Park and the Kemp Stone Store. It aims to build and add to the experience of the Basin, providing visitors with another exciting option to add to their Kerikeri/Kemp Store/Kororipo Park itinerary.
- Build consistency, tying together the different elements of Rewa's Village into a cohesive visitor experience. This will be done through stories, use of materials and graphical elements.
- Enable and support visitor programmes such as waka tours, school of weaponry and a showcase of the arts (carving, weaving, rituals and customs).
- Provide an insight into Maori Traditions and heritage within the Kororipo Basin and wider Ngati Rehia rohe (area).
- Allow TRONR to be the caretakers of Rewa's Village.

**17. How does this project demonstrate additionality within the region?**

The land that the village is located on is owned by the Department of Conservation and forms part of the Kerikeri Basin Recreation Reserve, where there are a number of successful tourism experiences, e.g. The Kerikeri Stone Store, Kororipo Pa, that tell some of the early stories of the first interactions between Māori and early European settlers, pre Treaty of Waitangi. The Department of Conservation recognises that Rewa's Village development

provides an opportunity to enhance the current offerings within the basin;

*"Rewa's Village presents numerous opportunities to share and enhance our cultural heritage to visitors to the Kororipo Heritage Park. It is appropriate that the Village is run by tangata whenua, allowing them to tell their own stories at their place. There is a potential for further development of a cultural visitor experience including a collective work space for weavers and other cultural crafts. We look forward to working with Te Runanga o Ngāti Rēhia as they pursue these opportunities."*<sup>2</sup>

The area has also been promoted through the central government initiative of Tohu Whenua (Landmarks) which encourages tourists (both domestic and international) to visit sites of national significance across New Zealand.

The development project is not already underway as it requires a relatively significant amount of investment. Currently the revenue generated from visitors' numbers and sales through the shop is \$<sup>Commercial Info</sup> annually. The investment would enhance the visitor experience by developing a range of new offerings. These offerings will enable Rewa's Village to capture a larger share of the visitor market both in the Far North and locally in Kerikeri. It would also allow a greater degree of self-reliance when it comes to maintaining and improving the village and generate employment opportunities, given the current roles are only voluntary.

Funding is required from the PGF as TRONR is not in a position to fund the project themselves.

18. How is the project connected to regional (and sector) stakeholders and frameworks?



**Local Initiatives/ Frameworks****Sustainable Development Plan for the Kororipo-Kerikeri Basin**

The plan, which was adopted in 2007 describes the heritage values within the Kororipo-Kerikeri Basin and a long-term vision for its sustainable development. The plan for sustainable development of public lands within the Kororipo-Kerikeri Basin was prepared by a working group of staff from the land administering government agencies operating within the Kororipo-Kerikeri Basin in consultation with tangata whenua and representatives of local interest groups. Their work has been guided by a steering committee and regular meetings of community focus groups.

The working group & steering committee included representation from:

- Department of Conservation
- Far North District Council
- New Zealand Historic Places Trust
- Te Rūnanga o Ngāti Rēhia
- Northland Regional Council
- Tourism/Community Representatives

The vision for the basin area is that “it will be recognised locally, regionally, nationally and internationally as a place and landscape of early Maori and Pakeha interaction, where historic, cultural, physical and social well-being of Kororipo Pā reflects tangata whenua aspirations according to tikanga.”<sup>3</sup> Rewa’s village is included within this plan.

**Tūhono Kerikeri**

Tūhono Kerikeri is a bicentennial programme of events that will run from the 27<sup>th</sup> October 2019 to the 26<sup>th</sup> April 2020. It looks to celebrate the two hundred years since the historical signing of the Deed of Sale that enabled the establishment of the Kerikeri Mission Station and further settlement which has led to the Kerikeri we know today. The signing of the deed took place at Kororipo Pa and was the first legal document recoding a transfer of land in New Zealand. The deed was signed by Thomas Kendall and John Butler of the Church Missionary Society and with the moko of Ngāpuhi chiefs Hongi Hika and Rewa<sup>4</sup> (namesake of Rewa’s Village). The bicentennial events will give locals and visitors a chance to better understand New Zealand’s shared heritage by celebrating the history of Kerikeri from pre-european times, to early encounters between Māori and Pākēha

**Takou Kauri Sanctuary**

Since 2017 Ngāti Rēhia has worked in partnership with several bodies in the establishment of a Kauri Sanctuary in Takou. These bodies include senior ministerial support as well as FNDC, NRC, FNH, MPI, DOC, SCION, TPK and many other hapu. Stage one with science testing of the soil has been completed where it confirmed the 34-hectare site was suitable for a Sanctuary. The successful project completed to date has created 10 FTE positions. Additionally, there is strong support from local landowners in adjoining blocks within a 35,000-acre catchment area. Our hapu rangers have gained skills in biosecurity, pest management, fauna flora, and gained confidence and pride in working on their own whenua. Once fully established there is an opportunity for this site to be shared with the wider community with an environmental interest (Kauri Dieback) whilst also promoting Te Ao Maori. We expect to also be able to create walkways to share our stories for manuhiri to enjoy including tourists. Takou is the final resting place of the Mataatua waka so has historical, cultural and national significance.

**Regional Initiatives/ Frameworks****Tai Tokerau Northland Economic Action Plan**

A priority outcome for the Tai Tokerau Northland Economic Action Plan is to become a “top regional visitor destination,” and it is identified that central to achieving this is the creation of high quality uniquely-Northland products and services that help to extend seasonal visitation and widen visitor dispersal<sup>5</sup>. Rewa’s Village is a tourism product that is uniquely-Northland as it capitalises on both the cultural and natural advantages that Northland has and can be easily linked to other experiences in Northland to create a round trip/more cohesive visitor experience<sup>6</sup>.

**National Initiatives/ Frameworks****Tohu Whenua<sup>7</sup>**

Tohu Whenua is a partnership between Manatū Taonga - Ministry for Culture and Heritage, the Department of Conservation Te Papa Atawhai, Heritage New Zealand Pouhere Taonga, and the Ministry of Business, Innovation and Employment. The programme was originally established with Northland as the pilot region and looked to identify and promote key places and people that have shaped the nation and created/ tell key stories. Rewa’s Village was indirectly included in this through being a part of the Kororipo Heritage Park, “walk the paths of Rewa’s Village, a replica Māori fishing village named after Ngāpuhi Chief Rewa.”<sup>8</sup>

In more recent years the pilot has evolved into a programme that now promotes landmarks in a number of regions including Otago and the West Coast that has been designed to capture and showcase defining moments in New Zealand's story. It is acknowledged that the places included in this programme are rich in historical and cultural significance and that they and the stories associated with them resonate with meaning. Both individually and collectively they provide visitors with memorable experiences, a sense of wonder and engagement, and authentic insights into New Zealand and its people. In order to be considered for inclusion in Tohu Whenua, Kororipo Heritage Park (including Rewa's Village) needed to meet a number of different criteria, including:

- Special significance to New Zealand
- Storytelling Potential
- Potential to Grow
- Iwi Benefit
- Community Benefit
- Stories that matter to people
- Accessibility
- Family Friendly
- Presentation
- Willing Owner

---

<sup>3</sup> Sustainable Development Plan for the Kororipo-Kerikeri Basin, *The Kororipo-Kerikeri Basin Plan Working Group*

<sup>4</sup> <https://teara.govt.nz/en/zoomify/27994/grant-of-land-at-kerikeri>

<sup>5</sup> <https://www.northlandnz.com/assets/Resource-Hub/Economic-Action-Plan/2019-Tai-Tokerau-Northland-Economic-Action-Plan.pdf>

<sup>6</sup> <https://www.northlandnz.com/assets/Resource-Hub/Economic-Action-Plan/2015-Tai-Tokerau-Northland-Regional-Growth-Study.pdf>

<sup>7</sup> <https://tohuwhenua.nz/about>

<sup>8</sup> <https://mch.govt.nz/sites/default/files/projects/Landmarks%20Northland%20v2%202016.pdf>

19. How will your project lift productivity potential in the regions?

[We want to understand how your project will meet the primary objective of the fund: “to lift productivity potential in the regions”. Please provide a description of this and where relevant, please cover how your project contributes to the following outcomes:

PGF Outcome	✓	How will the project positively or negatively impact this outcome in the region(s) identified?
1. Increase economic output	✓	<i>Being able to attract a greater number of tourists to the attraction and hold them in the region longer will have positive flow on effects in terms of job creation and the generation of GDP (both directly and indirectly).</i>
2. Enhance utilisation of and/or returns for Māori assets	✓	<i>It is Ngāti Rēhia’s view that investment in this development will provide their Hapū with opportunities that will enable them to become economically sustainable while providing future opportunities for growth, education and employment.</i>
3. Increase productivity and growth	✓	<i>The investment in Rewa’s Village also builds on another of Ngāti Rēhia’s key projects, the creation of a kauri sanctuary at Takou Bay, and the campus at Northtec. By working in synergy, the activities will enable Ngāti Rēhia to implement has a comprehensive labour and workforce development and employment pathway into the foreseeable future.</i>
4. Increase local employment and wages (in general and for Māori)	✓	<i>Currently Rewa’s Village is run by a group of volunteers. The further development of the tourism experience will provide opportunities for full time employment (growing from <small>Commercial Information</small> fulltime positions over time) for the Hapū both directly and indirectly through the tourism experience (will require guides and administration staff).</i>
5. Increase local employment, education and/or training opportunities for youth (in general and for Māori)	✓	<i>In the past wananga events have been delivered at Rewa’s Village, e.g. weaving, talks, taiaha, te reo, etc. and it is intended that these will continue in an enhanced manner and tie in with the offerings of the Hapu at the North Tec campus.</i>
6. Improve digital communications, within and/or between regions	<input type="checkbox"/>	N/A
7. Improve resilience and sustainability of transport infrastructure, within and/or between regions	<input type="checkbox"/>	N/A
8. Contribute to mitigating or adapting to climate change	<input type="checkbox"/>	N/A
9. Increase the sustainable use of and benefit from natural assets	✓	<i>This investment relates to an important and significant area of DoC administered land within our rohe. The aspiration of Ngāti Rēhia is to give effect to tikanga and mātauranga in the protection of our natural resources, including this site. We believe that it is through the achievement of these higher-level aspirations that our other cultural, social and economic aspirations will also become realised. We also believe that all the people of Aotearoa and international visitors that visit the site will also benefit from that</i>
10. Enhance wellbeing, within and/or between regions	✓	<i>These projects support the tikanga and mātauranga of Ngāti Rēhia; this enhances the leadership of Ngāti Rēhia and provides a significant increase to the spiritual and emotional wellbeing of Ngāti Rēhia, particularly those of our Hapū within the rohe. In addition, the creation of a training and employment pathway will ensure an increase in the economic outlook of Ngāti Rēhia at the whanau and Rūnanga levels.</i>
Total number of outcomes project contributes to	7/10	

20. Has public consultation been conducted?

Yes:

No:

- If yes, what were the results?
- If no, is there a plan to do so?

Formal public consultation has not been conducted, but the project does form part of a wider series of high profile projects lead by Ngāti Rēhia that have significant support from the local land owners and businesses, the Far North District Council, Northland Regional Council, Te Uru Rākau, Department of Conservation, Ngā Whenua Rāhui and many others.

Consistent with our approach across our broad range of projects, we will continue to work hard with all of our stakeholders and partners to ensure our good relationships and common goals for our community and environment are achieved.

The TRONR are currently co-organising with Heritage NZ the upcoming Tūhono 200 Bi Centenary celebrations. This has required the establishment of a working group made up of community groups and stakeholders. Throughout this project TRONR have introduced the Rewa's Village Reconstruction Project and have received total support.


The Project is also supported by all members of the Kororipo Heritage Park Management Group whose membership consists of:

- Te Runanga o Ngāti Rēhia
- Heritage NZ
- Far North District Council
- Far North Holdings Ltd
- Bay of Islands Whangaroa Community Board
- Northland Regional Council
- Department of Conservation

Please provide your customer demand / market analysis for this project, covering the following where possible:  
**What is the current market for this project's outcome, and what is your current involvement in the market?**  
 Currently Rewa's Village attracts just over Commercial visitors on an annual basis, generating about \$Commercial Info in revenue.

These visitors are made up of children (6%) family groups (15%) and adults (79%), with adult visitors generating over 85% of revenue generated through entry tickets. They are a mix of domestic and international visitors and they are typically free independent travellers as the visitor experience is not of high enough quality to be included in group tours.

Visitation to Rewa's Village is currently somewhat limited due to the perceived poor quality of the existing structures within the village.



meanderingmaori  
Stockholm, Sweden

24 likes





Reviewed 8 May 2019 via mobile

### Serene, beautiful replica Maori village

A quiet, serene location next to the Kemp Mission House and Stone Store House at Kerikeri Basin. A beautiful place to stroll, admire an example of a traditional Maori kainga (village), fantastic for photos and great place to unwind as you walk through the grounds. There is also a small museum onsite with local Maori artefacts and history.

[Show less](#)

**Date of experience:** April 2019

[Ask meanderingmaori about Rewa's Village](#)

[Thank meanderingmaori](#)

This review is the subjective opinion of a TripAdvisor member and not of TripAdvisor LLC



suetawa  
Wellington, New Zealand

63 likes

Reviewed 6 May 2019

### Needs some maintenance

We were excited at the possibility of seeing a replica Maori village as part of our time in Kororipo Heritage Park. We felt entry to Rewa's Village was overpriced compared with other things we had paid a similar amount for. There could be so much more done with this place - fantastic location with great views of the inlet. Those who are into gardening and horticulture may find the garden with named plants and information about the traditional plant use by the Maori interesting. With so many other sites to visit in the area - and most very professionally run and maintained, this was disappointing. I hope it will improve for future generations to benefit from.

[Show less](#)


**Date of experience:** April 2019

[See all 7 reviews by suetawa for Kerikeri](#)

[Ask suetawa about Rewa's Village](#)

[Thank suetawa](#)

This review is the subjective opinion of a TripAdvisor member and not of TripAdvisor LLC



Martinpratchett  
Lower Hutt, New Zealand

8 likes

Reviewed 11 January 2019 via mobile

### Average at best

It has the opportunity to be good but fails. Doesn't seem to have been maintained since it was opened.

There is an interesting little history section in the entrance building before going outside.

The rest of the place is disappointing. The wood is rotting, the thatching on the buildings needs replacing. It might have been good when it opened but that was in the distant past.

[Show less](#)

**Date of experience:** January 2019

[Ask Martinpratchett about Rewa's Village](#)

[Thank Martinpratchett](#)

This review is the subjective opinion of a TripAdvisor member and not of TripAdvisor LLC

**What opportunities are there to *expand* market activity (i.e. what is the customer demand)?**

In 2018, the Far North District generated \$522 million dollars in tourism expenditure which was an 8% increase on the previous year and of which growth in this figure has been positive since 2013<sup>9</sup>, demonstrating that there is growth within the industry.

<sup>9</sup> <https://ecoprofile.infometrics.co.nz/Far%20North%20District/Tourism/TourismSpend>

Over the past few years there has also been some investment in the development of tourism products, but there is still a need for tourism products whose value proposition links cultural and natural advantages and creates a 'round trip' of authentic visitor experiences on both coasts and up to Cape Rēinga.<sup>10</sup>

The redevelopment of Rewa's Village strongly aligns with this opportunity and much like other PGF funded projects in Northland, e.g. Hihiaua Cultural Centre, Manea Footprints of Kupe, Waitangi Battallion Muesum, etc. will provide another platform whereby local stories can be shared and experienced by visitors.

Currently, visitors to Rewa's Village simply pay an entry fee and then spend their time exploring the village. The redevelopment of the village will result in a range of interactive and learning zones, where visitors have the potential to involve themselves in a range of activities including:

- Waka tours: visitors paddle waka up/down the river, while learning commands, tikanga, waiata and chants and learning about 'before' rituals and customs
- Art: carving, weaving, rituals and customs
- Weaponry: taiaha and patu lessons

The development of these visitor activities are key in growing visitation to Rewa's Village. Recent studies have shown that there is ongoing growth amongst specific Maori Cultural Visitor Experiences that either tell a story or showcase a Maori Tradition (Comm% growth) or the ability to see Maori Artefacts, Art or Crafts in an exhibition (Comm% growth). Whereas there is little or negative growth in activities where visitors are unable to be immersed in the experience, e.g. visiting a pa (Com% growth), visiting a marae (Comm% growth), etc.

The project is aimed at targeting a range of different markets to drive visitation to the Village as an enhanced visitor experience will enable TRONR to be effective in targeting a wider range of visitors and there is opportunity within both the domestic and international markets with guest nights in the Far North District is growing steadily at around 2% a year.

There is also significant growth in the Cruise Sector with it now being relatively common for more than one cruise ship to be in port in the Bay of Islands on the same day. In the 2019/20 season there is about 120,000 cruise passengers expected to come into port in the Bay of Islands which is an increase of over 15% on the previous year and this growth is forecasted to continue, especially with the continued investment in Cruise Ship infrastructure in the Bay of Islands, through the PGF. Each Cruise Line usually offers their own organised tours at the ports in which they stop and as they are beginning to visit more regularly that are beginning to look for a wider range of experiences that they can offer to their customers, Commercial Information

Rewa's Village, once enhanced, would fit this brief perfectly, given its proximity to the Bay of Islands and the fact that some onshore tours already visit the Kororipo Basin.

If Rewa's Village can begin to capture a proportion (even a small proportion), they have the potential to significantly grow visitation and revenues and become self-sustaining.

**What customer market relationships do you have to leverage success of the outcomes of this project?**

TRONR works closely with the Department of conservation and Heritage NZ who manage complimentary visitor products around the Kerikeri area. TRONR are also connected with Northland Inc who is the Regional Tourism Office for the region and who is tasked with promoting the region to visitors and increasing the contribution from visitors through supporting product development and regional dispersal.

21. Where the project utilises land, does the land have any other interests associated with it? (i.e. Treaty claims, or iwi/hapū ownership) Yes:  No:

The land that Rewa's Village is located on is owned by the crown and has been leased by TRONR since 2012.

<sup>10</sup> Tai Tokerau Northland Growth Study, 2015

22. Is the land owned by others, i.e. not solely by the applicant?

- If yes, then please describe the other interests and how will this be managed?

TRONR leases the land from the Department of Conservation (DoC) and through the Kororipo Basin Management Group, TRONR has a strong working relationship with some government agencies, e.g. Department of Conservation, Ministry for Culture & Heritage, etc.

TRONR currently has Commercial Information with the DoC, Commercial Information

23. Does the land have appropriate Resource Management Act consents?

Yes:

No:

- If no, how and when will this be addressed?

Resource consent will not be required for majority of the components within the development. For the components that do require either resource or building consent, e.g. Construction of the Whare Waka, the consenting process is already underway.



## Part C: Project Delivery

[Please note – this section refers to the actual activity associated with this application.]

24. Please provide an overview of the project management approach / plan for this activity.

### Who are the key personnel within the organisation relating to this project?

The board of Ngāti Rēhia are key personnel providing the strategic insight and direction for this project, including evaluating and guiding the management of high-level risk. As part of managing our growth and the realisation of our cultural, social and economic aspirations, the board is currently working through a process to redefine and restructure its executive and administrative functions.

The funding for the project will enable a project manager and business manager to be bought on board to assist in the delivery of the project and provide oversight for the ongoing operations of Rewa's Village. Note that the project manager will receive project management support from Far North Holdings Limited who will assist with the overall delivery of the various components of the project. The business manager will ensure that Rewa's Village operates sustainably, and this position may eventually transition into a broader role within a shared services model that will also provide oversight to the Takou Bay Kauri Sanctuary. Commercial Information

### How the activity will be managed from your organisation?

Regular reporting to the board will occur from the project manager and the new business management function; this reporting will be supported by stringent financial controls and information management systems.

### What project management practices will be in place?

Ngāti Rēhia will utilise professional project management and procurement practices based on contemporary best practice methodologies and frameworks for portfolio, programme and project management to ensure the timely and cost-effective delivery of these projects. They will be assisted by Far North Holdings Limited who have proven they are competent with delivering large scale infrastructure projects.

### What involvement is required by the Provincial Development Unit?

Funding support to enable the realisation of the Rewa's Village Redevelopment Project.

### What other partners are required for successful delivery? (demonstrating this with diagrams where possible)

Far North Holdings will provide project management support with a view to helping Ngati Rehia further develop their in-house capability during the project.

25. Have you had independent verification of the project approach / plan? Yes:  No:

If yes, who verified the project and when?

To complete this final version of the project approach and objectives, Ngāti Rēhia has received input from experts within the partner agencies and stakeholders noted in this application. This has included multi-agency hui and targeted meetings and one-on-one discussions.

26. Please provide us with a project plan, where possible please attach a schedule (i.e. Gantt chart):

Please see attached Gant Chart for detailed project schedule. Withheld - Commercial Information

27. Please provide a complete breakdown of the costs of the project to assist us in understanding where the funds will

be utilised:

Cost Description:	\$ (excluding GST)
Waharoa x 2- Top and Bottom of Entrance (design, fabrication/carving, install)	\$ Commercial Info
Whare Waka (materials, fabrication, install)	\$ Commercial Info
Whare Screen (design, fabrication, install)	\$ Commercial Info
Viewshaft Platform- Kororipo Pa Facing (design, fabrication, install)	\$ Commercial Inform
Mangrove Boardwalk (solution definition, content, design, fabrication, install)	\$ Commercial Inform
Village Redevelopment (new structures, interpretation, pou markers)	\$ Commercial Inform
Business Manager (Commercial In or funding)	\$ Commercial Inform
Project Manager Commercial Information (supported by FNHL)	\$ Commercial Info

28. What are the proposed deliverables if funding is approved?

*[Please use the following table, consider what deliverables there will be, when, and whether there are any payments associated with them and against what criteria payment should be made. If it is a single deliverable with single payment, please just use one line]*

#	Description	Payment criteria:	Invoice Value \$ (Exc. GST)	%	Invoice Date:
1	Initiation Payment	On signature of the funding agreement	\$ Commercial Inform	[Comm-%]	Commercial Informatio
2	Consultant Engagement	<i>Upon engagement of engineer</i>	\$ Commercial Inform	[Comm-%]	Commercial Informatio
3	Lodgement of resource consent	<i>Upon lodgement of resource consent application</i>	\$ Commercial Inform	[Comm-%]	Commercial Informatio
4	Engagement of Contractors	Evidence of signed contract for Whare Waka construction	\$ Commercial Inform	[Comm-%]	Commercial Informatio
5	Boardwalk	<i>Evidence of signed contract for Mangrove Boardwalk construction</i>	\$ Commercial Inform	[Comm-%]	Commercial Informatio
5	Construction Complete	- <i>completion of the building work</i> - <i>engineer sign off (e.g. producer statement)</i>	\$ Commercial Inform	[Comm-%]	Commercial Informatio

29. Please provide a description of why Government funding is required to deliver this project?

Ngāti Rēhia has created significant value to Hapū members over many years through housing projects, education projects and more recently through our work in the environment resources and bio-security areas. However, we have had to achieve these things without access to commercial investment opportunities Commercial Information

This in turn has impacted our ability to generate cash flow at a level that would enable us to make these investments ourselves. We anticipate that with the funding sought through this grant, together with our existing activities and other projects, Ngāti Rēhia will achieve the level of cash flow and capital required to become economically self-sustaining in the medium term.

30. Please provide an overview of the applicant’s relevant skills and experience for delivering a project of this nature:

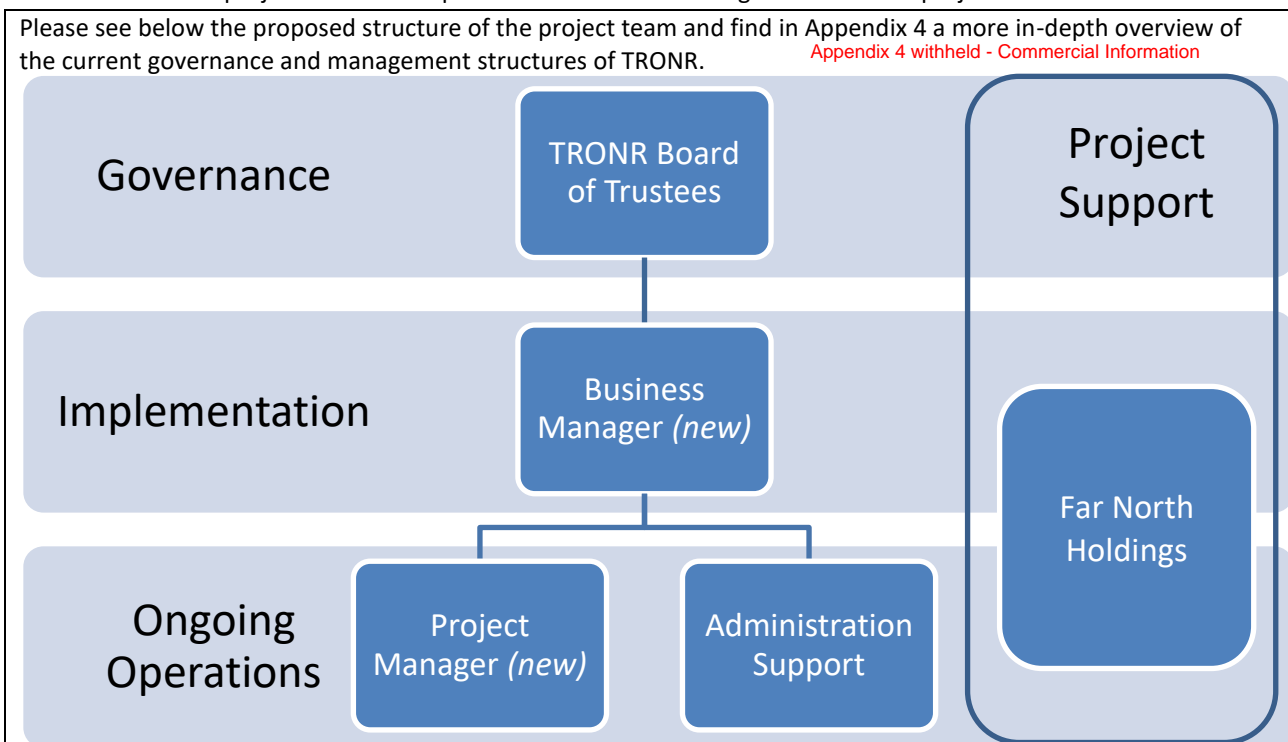
As noted above the board of Ngāti Rēhia are the key personnel providing the strategic insight and direction for this project, including evaluating and guiding the management of high-level risk. Far North Holdings are providing project management support and the funding application has made allowances for the employment of both a project manager and business manager who collectively will be responsible for delivering the project and ensuring ongoing sustainability of Rewa’s Village. The business manager will also be required to partake at a strategic level in the asset management of TRONR assets and provide insights into the development of a shared services model, which will include the Takou Kauri Sanctuary

Regular reporting to the board will occur from the new executive and business management function, and this will be supported by stringent financial controls and information management systems.

Ngāti Rēhia will utilise professional project management and procurement practices to ensure the timely and cost-effective delivery of these projects. Ngāti Rēhia have also sought project management assistance from Far North Holdings to help ensure sound delivery of the project.

31. Please outline the project team and explain the Governance arrangements for this project

Please see below the proposed structure of the project team and find in Appendix 4 a more in-depth overview of the current governance and management structures of TRONR. Appendix 4 withheld - Commercial Information



32. What procurement process has been undertaken (i.e. selection of a provider), or will be undertaken, and how will that be managed? In addition, please provide a description of how greater public value will be achieved through the procurement process, for example by considering one or more of the following:

- How regional businesses (inc. Māori / Pacifica enterprises) will be provided with opportunities
- How skills will be developed in the market (i.e. via construction apprenticeships)
- How worker conditions in the supply chain will be improved / managed
- How waste / emissions are being reduced in this procurement.

For more information, please visit: <https://www.procurement.govt.nz/broader-outcomes/>

To date Ngāti Rēhia has not commenced any procurement processes in relation to this application. If the application is successful oversight of the project will be by our Business Manager/CE with regular reporting to the TRONR Board. Alignment of the project to the Hapu Environmental Management Plan (HEMP) and the creation of the training and employment pathway will be led by the Business Manager.

The initial capital build and procurement will be led by our Project Manager, with project management support provided by Far North Holdings Limited and will be overseen by the CE. Ngāti Rēhia will utilise professional project management and procurement practices to ensure the timely and cost-effective delivery of these projects.

33. What risks are associated with the delivery of this activity?

#	Risk	Mitigation approach	Rating
1	The service/experience provided at Rewa’s Village does not attract the expected visitor numbers	<ul style="list-style-type: none"> <li>- Analysis has shown that Visitors are already coming to adjacent attractions and a review of customer feedback provides clear guidance on the measures required to mitigate this risk. The financial modelling demonstrates a pessimistic situation.</li> </ul>	Low/Medium This was a critical issue (Risk High), but this will change to a residual risk of Low/Medium once measures are in place
2	Ngāti Rēhia stakeholders are not supportive or engaged with the plans and activities	<ul style="list-style-type: none"> <li>- Continued direct work and efforts within the Hapū to ensure information is shared</li> <li>- Ensure alignment of new activities with the HEMP and delivery of the goals of the Hapū as set out in the HEMP</li> </ul>	Low The undertaking of new activity leads to change, and change can be unsettling. But by continuing to engage with our people and ensuring that their voices are heard we will be successful in bringing our hāpu forward together

34. Will the applicant own the asset on delivery?

Yes:

No:

- If no, please describe who will own the asset.

Given that the TRONR holds a concessionary lease over the land, the asset will be owned instead by the leaser. However, TRONR as a concessionary will be able to derive a high level of value from the asset and be responsible for its upkeep and maintenance. As the land is owned by the DoC, benefit will also be accrued to the community.

Commercial Information

35. When the project is delivered, what is the plan to operationalise the asset (if an asset), and maintain it through life?

If the application is successful, then development work at Rewa’s village will commence as soon as practicable once funding is available. The build and prioritising process is well understood and will be completed within the <sup>Commercial</sup> calendar year. Once work is complete visitors will be able to enjoy an enhanced visitor experience, and the asset will continue to be utilised by visitors thereafter.

Capital procured for the social enterprise will be utilised immediately upon purchase for maintenance type contracts. Capital will be depreciated and replaced as required, and this will be funded from revenues derived from maintenance contracts.

36. What will the impact be on the applicant’s financial accounts?

The funding will enable capital investment into infrastructure at Rewa’s Village which will help to lift the quality of the visitor offering and improve the relevance of the product to the market, allowing a greater share to be captured. Thus, it will have a positive impact on the financial accounts of TRONR overall as they will be able to grow visitation and introduce new visitor products that will capture a larger amount of revenue/spend from customers. This impact can be seen by comparing the current profit and loss figures with those in the growth forecasts.

**Financial Accounts**

See below the profit/loss statements for Rewa’s Village. The financial accounts for the Trust which demonstrates the overall financial position and assets/liabilities of the trust can be provided if required. The insurance provider for TRONR is Commercial Information.

# Profit and Loss

## Te Runanga O Ngati Rehia Trust For the year ended 31 March 2019

Funding is Rewas Village & General Expenses.

	Commercial Information
<b>Trading Income</b>	
Department of Conservation Funding	
Income Rewas Village - Self Funding	
Other Grants	
Waitangi Claims Income	
<b>Total Trading Income</b>	
<b>Gross Profit</b>	
<b>Operating Expenses</b>	
Accountancy Fees	
Advertising	
Bank Charges	
Computer Expenses	
EFTPOS Fees	
General Expenses	
Interest - Bank Overdraft	
Koha	
Light Power & Heating	
Merchant Fees	
Minor Assets	
Office expense	
Printing, Stamps & Stationery	
Purchases For Resale	
Rates	
Reimbursement	
Rent - Office	
Repairs and Maintenance	
Staff Expenses	
Telephone, Tolls & Internet	
Transfers	
Volunteer - Travel	
Website Maintenance	
<b>Total Operating Expenses</b>	
<b>Net Profit</b>	

**Growth Forecasts**

The forecasts for Rewa’s Village, as shown below demonstrate three scenarios that are influenced by total visitor numbers. It is assumed that Commercial Information financial year and will begin after the village has been redeveloped.

Rewa' Village Profit & Loss (excl Depreciation and GST)	Commerc	Commerc	Commercial Informatio	Commercial Informa	Commerc
---	---------	---------	-----------------------	--------------------	---------

**Realistic Estimates**

Total Visitor Numbers	Commercia	Commercial I	Commercial In	Commercial In	Commercial I
-----------------------	-----------	--------------	---------------	---------------	--------------

Total Estimated Revenue	Commercial Info	Commercial Info	Commercial Inform	Commercial Inform	Commercial Inform
-------------------------	-----------------	-----------------	-------------------	-------------------	-------------------

Total Estimated Operating Expenditure	Commercial Info	Commercial Info	Commercial Info	Commercial Info	Commercial Info
---------------------------------------	-----------------	-----------------	-----------------	-----------------	-----------------

Estimated Net Profit/ Loss Before Depreciation	Commercia	Commercial Info	Commercial Info	Commercial Inform	Commercial Inform
--	-----------	-----------------	-----------------	-------------------	-------------------

**Pessimistic Estimates**

Total Visitor Numbers	Commercia	Commercia	Commercial In	Commercial In	Commercial I
-----------------------	-----------	-----------	---------------	---------------	--------------

Total Estimated Revenue	Commercial I	Commercial Info	Commercial Info	Commercial Info	Commercial Info
-------------------------	--------------	-----------------	-----------------	-----------------	-----------------

Total Estimated Operating Expenditure	Commercial Info	Commercial Info	Commercial Info	Commercial Info	Commercial Info
---------------------------------------	-----------------	-----------------	-----------------	-----------------	-----------------

Estimated Net Profit/ Loss Before Depreciation	Commercial Inform	Commercial Info	Commercial Info	Commercial Inform	Commercial Inform
--	-------------------	-----------------	-----------------	-------------------	-------------------

**Optimistic Estimates**

Total Visitor Numbers	Commercial I	Commercial I	Commercial In	Commercial In	Commercia
-----------------------	--------------	--------------	---------------	---------------	-----------

Total Estimated Revenue	Commercial Info	Commercial Info	Commercial Inform	Commercial Inform	Commercial Inform
-------------------------	-----------------	-----------------	-------------------	-------------------	-------------------

Total Estimated Operating Expenditure	Commercial Info	Commercial Info	Commercial Info	Commercial Info	Commercial Info
---------------------------------------	-----------------	-----------------	-----------------	-----------------	-----------------

Estimated Net Profit/ Loss Before Depreciation	Commercial Info	Commercial Info	Commercial Inform	Commercial Inform	Commercial Inform
--	-----------------	-----------------	-------------------	-------------------	-------------------

Under the realistic estimate situation, as shown below, it assumes that Commercial Information of operation, visitor numbers Commercial Info from the current level, with Comm% of visitors choosing to pay entry only into the village and the other Comm% choosing instead to undertake a tour or additional experience within the village. The proposed Commercial visitors accounts for roughly % of the current visitors to the Far North on an annual basis. The Commercial Informa figures excludes any cruise ship visitors as it will take Commercial Information to build inroads into this market. There will be Comm full time positions available within the village and over time this number will grow as demand for the experience grows, e.g. by Commercial In there will be Comm fulltime positions.

	Realistic				
Rewa' Village Profit & Loss (excl Depreciation and GST)	Commercial Informa	Commercial Informa	Commercial Informatio	Commercial Informa	Commercial Inform
<b>Tour/Visitor Revenue</b>					
<b>Entry Only</b>					
Children	Comme	Commer	Comme	Commercia	Commercia
Family	Commercial I	Commercial I	Commercial I	Commercial In	Commercial In
School Kids	Comme	Commercia	Commercia	Commercia	Commercia
Adult	Commercial I	Commercial I	Commercial Info	Commercial Info	Commercial Info
<b>Tour Packages</b>					
Guided Village Tour (2 hours)	Commercial I	Commercial I	Commercial I	Commercial In	Commercial In
Weaponry Experience (1.5 hours)	Commercial I	Commercial I	Commercial I	Commercial In	Commercial Info
Art Experience (1.5 hours)	Commercial I	Commercial I	Commercial I	Commercial In	Commercial In
Waka Experience (1.5 hours)	Commercial I	Commercial I	Commercial I	Commercial In	Commercial In

Tours of Rewa's Village as an inclusion to cruise ship tour		Commercial	Commercial	Commercial Inform	Commercial Inform
<b>Retail Sales</b>	Commercial	Commercial	Commercial	Commercial In	Commercial In
<b>Total Estimated Revenue</b>	Commercial	Commercial	Commercial Inform	Commercial Inform	Commercial Inform
<b>Estimated Costs</b>					
<b>Staffing</b>					
Business Manager	Commercial	Commercial	Commercial	Commercial In	Commercial In
Tour Guides & Front of House	Commercial	Commercial	Commercial	Commercial In	Commercial In
Administration/Accounts	Commercial	Commercial	Commercial	Commercial In	Commercial In
Staff Training e.g. first aid, customer service, etc	Commercial	Commercial	Commercial	Commercial In	Commercial In
<b>Operations &amp; Utilities Costs</b>					
EFTPOS Fees	Commercial	Commercial	Commercial	Commercial In	Commercial In
Light, Power & Heating	Commercial	Commercial	Commercial	Commercial In	Commercial In
Office Expenses (incl. stationary)	Commercial	Commercial	Commercial	Commercial In	Commercial In
Internet	Commercial	Commercial	Commercial	Commercial In	Commercial In
Purchases for Resale	Commercial	Commercial	Commercial	Commercial In	Commercial In
<b>Building and Property Costs</b>					
Rent- Office	Commercial	Commercial	Commercial	Commercial In	Commercial In
Repairs & Maintenance	Commercial	Commercial	Commercial	Commercial In	Commercial In
<b>Venue &amp; Visitor Marketing</b>					
Merchant Fees	Commercial	Commercial	Commercial	Commercial In	Commercial In
Website Maintenance	Commercial	Commercial	Commercial	Commercial In	Commercial In
Brochures & advertising	Commercial	Commercial	Commercial	Commercial In	Commercial In
<b>Total Expenditure</b>	Commercial	Commercial	Commercial	Commercial In	Commercial In
Contingency (Commercial %)	Commercial	Commercial	Commercial	Commercial In	Commercial In
<b>Total Estimated Operating Expenditure</b>	Commercial	Commercial	Commercial	Commercial In	Commercial In
<b>Estimated Net Profit/Loss Before Depreciation</b>	Commercial	Commercial	Commercial	Commercial In	Commercial In
<b>Rewa's Village Visitor Numbers</b>	Commercial	Commercial	Commercial	Commercial In	Commercial In
<b>Cruise Visitors</b>	Commercial	Commercial	Commercial	Commercial In	Commercial In
<b>Standard Visitors</b>	Commercial	Commercial	Commercial	Commercial In	Commercial In
Potential Size of the Tourism Market	Commercial	Commercial	Commercial	Commercial In	Commercial In
Potential Size of the Target Market- Maori Cultural Experiences	Commercial	Commercial	Commercial	Commercial In	Commercial In
Potential Target Market- Cruise (Commercial %)	Commercial	Commercial	Commercial	Commercial In	Commercial In
Potential Target Market- Overnight visitors to the Region (Commercial %)	Commercial	Commercial	Commercial	Commercial In	Commercial In
<b>Total People Employed</b>	Commercial	Commercial	Commercial	Commercial In	Commercial In

**Part D: Declarations**

Commercial Information

- 37. The contracting entity is compliant and will continue to comply with all applicable laws, regulations, rules and professional codes of conduct or practice including but not limited to health and safety and employment practices
  
- 38. Has this activity ever been declined Crown Funding in the past?
  
- 39. Has the applicant or the contracting entity ever been insolvent or subject to an insolvency action, administration or other legal proceedings?
  
- 40. Has any individual in the Project Team (including the Applicant’s Leadership Team, directors, partners, or trustees, or any key members of the project) ever been insolvent or subject to an insolvency action, administration or other legal proceedings, or actively involved in any organisation which has?
  
- 41. Has any individual in the Project Team (including the Applicant’s Leadership Team, directors, partners, or trustees, or any key members of the project) ever been adjudged bankrupt or is an undischarged bankrupt?
  
- 42. Has any individual in the Project Team (including the Applicant’s Leadership Team, directors, partners, or trustees, or any key members of the project) ever been under investigation for, or been convicted of, any criminal offence?
  
- 43. Are there any actual, potential or perceived conflicts of interest that the applicant or any of the key personnel have in relation to this project.

“In a small country like ours, conflicts of interest in our working lives are natural and unavoidable. The existence of a conflict of interest does not necessarily mean that someone has done something wrong, and it need not cause problems. It just needs to be identified and managed carefully...”  
<https://www.oag.govt.nz/2007/conflicts-public-entities>

If you answered “Yes” to any question from 38 to 43, please provide a description below:

As a hapu based organisation there are close ties within the executive team and board. These are managed with the support of external professionals, Commercial Information Accountants and Commercial our auditor.



By completing the details below, the applicant makes the following declarations about its application for Provincial Growth Fund funding for the project (“application”):

- I have read, understand and agree to the Terms and Conditions of applying for Provincial Growth Fund funding which are attached as Appendix 1;
- The statements in the application are true and the information provided is complete and correct, and there have been no misleading statements or omissions of any relevant facts nor any misrepresentations made;
- I have secured all appropriate authorisations to submit the application, to make the statements and to provide the information in the application;
- I have obtained the permission of each member of the Project Team to provide the information contained in this application and those individuals are aware of, and agree to, the Terms and Conditions of applying for Provincial Growth Fund funding which are attached as Appendix 1;
- I consent to this application being publicly released if funding is approved. I have identified the commercially sensitive and personal information.
- The applicant warrants that it has no actual, potential or perceived conflict of interest (except any already declared in the application) in submitting the application, or entering into a contract to carry out the project. Where a conflict of interest arises during the application or assessment process, the applicant will report it immediately to the Provincial Development Unit by emailing [PGF@mbie.govt.nz](mailto:PGF@mbie.govt.nz); and
- I understand that the falsification of information, supplying misleading information, or the suppression of material information in this application, may result in the application being eliminated from the assessment process and may be grounds for termination of any contract awarded as a result of this application process.
- The applicant consents to the Provincial Growth Fund undertaking due diligence including any third party checks as may be required to fully assess the application.

---

**Full name:**

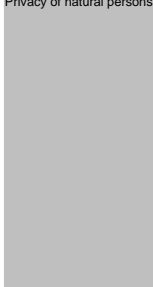
**Whati Rameka**

---

**Title / position:**

**Trustee Te Runanga O Ngati Rehia**

---

<b>Signature / eSignature:</b> <small>Privacy of natural persons</small> 	<b>Date:</b>  <b>21 October2019</b>
--	---

---

.....

## **Appendix 1 – Terms and Conditions of this Application**

### **General**

The terms and conditions are non-negotiable and do not require a response. Each applicant that submits a request for Provincial Growth Fund (“PGF”) funding (each an “application”) has confirmed by their signature (or e-signature) on the application that these terms and conditions are accepted without reservation or variation.

The Provincial Growth Fund is a government initiative which is administered by the Provincial Development Unit, a unit within the Ministry of Business, Innovation and Employment. Any reference to the Provincial Development Unit in these terms and conditions, is a reference to MBIE on behalf of the Crown.

### **Reliance by Provincial Development Unit**

The Provincial Development Unit may rely upon all statements made by any applicant in an application and in correspondence or negotiations with the Provincial Development Unit or its representatives. If an application is approved for funding, any such statements may be included in the contract.

Each applicant must ensure all information provided to the Provincial Development Unit is complete and accurate. The Provincial Development Unit is under no obligation to check any application for errors, omissions, or inaccuracies. Each applicant will notify the Provincial Development Unit promptly upon becoming aware of any errors, omissions, or inaccuracies in its application or in any additional information provided by the applicant.

### **Ownership and intellectual property**

Ownership of the intellectual property rights in an application does not pass to the Provincial Development Unit. However, in submitting an application, each applicant grants the Provincial Development Unit a non-exclusive, transferable, perpetual licence to use and disclose its application for the purpose of assessing and decision making related to the PGF application process. Any hard copy application or documentation supplied by you to the Provincial Development Unit may not be returned to you.

By submitting an application, each applicant warrants that the provision of that information to the Provincial Development Unit, and the use of it by the Provincial Development Unit for the evaluation of the application and for any resulting negotiation, will not breach any third-party intellectual property rights.

### **Confidentiality**

The Provincial Development Unit is bound by the Official Information Act 1982 (“OIA”), the Privacy Act 1993, parliamentary and constitutional convention and any other obligations imposed by law. While the Provincial Development Unit intends to treat information in applications as confidential to ensure fairness for applicants during the assessment and decision making process, the information can be requested by third parties and the Provincial Development Unit must provide that information if required by law. If the Provincial Development Unit receives an OIA request that relates to information in this application, where possible, the Provincial Development Unit will consult with you and may ask you to confirm whether the information is considered by you to be confidential or still commercially sensitive, and if so, to explain why.

### **Use and disclosure of information**

The Provincial Development Unit will require you to provide certain information, including personal information, on application forms if you wish to apply for funding. If you do not provide all of the information that is required on an application form, the Provincial Development Unit may be unable to process or otherwise progress your application.

MBIE will generally only use personal information provided in the application process for the purpose of administering the PGF which includes assessing an application you have submitted, contracting, monitoring compliance and reporting.

We may use personal information provided to us through the application for other reasons permitted under the Privacy Act (e.g. with your consent, for a directly related purpose, or where the law permits or requires it).

The Provincial Development Unit may disclose any application and any related documents or information provided by the applicant, to any person who is directly involved in the PGF application and assessment process on its behalf including the Independent Advisory Panel (“IAP”), officers, employees, consultants, contractors and professional advisors of the Provincial Development Unit or of any government agency. The disclosed information will only be used for the purpose of participating in the PGF application and assessment process, including assessment and ongoing monitoring, which will include carrying out due diligence. Due diligence may involve MBIE disclosing information to another MBIE business unit or relevant agency in order to assess the application and verify the information contained in the application and accompanying documents.

MBIE will generally not otherwise disclose personal information provided or collected through this application unless required or otherwise permitted by law. For example, we may seek your consent to undertake additional due diligence checks and request information from other relevant third parties. If an application is approved for funding, information provided in the application and any related documents may be used for the purpose of contracting.

In the interests of public transparency, if an application is approved for funding, the application (and any related documents) may be published by the Provincial Development Unit. Commercially sensitive and personal information will be redacted by reference to the provisions of the Official Information Act 1982.

#### **Limitation of Advice**

Any advice given by the Provincial Development Unit, any other government agency, their officers, employees, advisers, other representatives, or the IAP about the content of your application does not commit the decision maker (it may be Senior Regional Officials, Ministers or Cabinet depending on the level of funding requested and the nature of the project) to make a decision about your application.

This limitation includes individual members of the IAP. The IAP's recommendations and advice are made by the IAP in its formal sessions and any views expressed by individual members of the IAP outside of these do not commit the IAP to make any recommendation.

#### **No contractual obligations created**

No contract or other legal obligations arise between the Provincial Development Unit and any applicant out of, or in relation to, the application and assessment process, until a formal written contract (if any) is signed by both the Provincial Development Unit and a successful applicant.

#### **No process contract**

The PGF application and assessment process does not legally oblige or otherwise commit the Provincial Development Unit to proceed with that process or to assess any particular applicant's application or enter into any negotiations or contractual arrangements with any applicant. For the avoidance of doubt, this application and assessment process does not give rise to a process contract.

#### **Costs and expenses**

The Provincial Development Unit is not responsible for any costs or expenses incurred by you in the preparation of an application.

#### **Exclusion of liability**

Neither the Provincial Development Unit or any other government agency, nor their officers, employees, advisers or other representatives, nor the IAP or its members will be liable (in contract or tort, including negligence, or otherwise) for any direct or indirect damage, expense, loss or cost (including legal costs) incurred or suffered by any applicant, its affiliates or other person in connection with this application and assessment process, including without limitation:

- a) the assessment process
- b) the preparation of any application
- c) any investigations of or by any applicant
- d) concluding any contract
- e) the acceptance or rejection of any application, or
- f) any information given or not given to any applicant(s).

By participating in this application and assessment process, each applicant waives any rights that it may have to make any claim against the Provincial Development Unit. To the extent that legal relations between the Provincial Development Unit and any applicant cannot be excluded as a matter of law, the liability of the Provincial Development Unit is limited to \$1.

Nothing contained or implied in or arising out of the PGF documentation or any other communications to any applicant shall be construed as legal, financial, or other advice of any kind.

#### **Inducements**

You must not directly or indirectly provide any form of inducement or reward to any IAP member, officer, employee, advisor, or other representative of the Provincial Development Unit or any other government agency in connection with this application and assessment process.

### **Governing law and jurisdiction**

The PGF application and assessment process will be construed according to, and governed by, New Zealand law and you agree to submit to the exclusive jurisdiction of New Zealand courts in any dispute concerning your application.

### **Public statements**

The Provincial Development Unit and any other government agency, or any relevant Minister, may make public in whole or in part this application form including the following information:

- the name of the applicant(s)
- the application title
- a high-level description of the proposed project/activity
- the total amount of funding and the period of time for which funding has been approved
- the region and/or sector to which the project relates

The Provincial Development Unit asks applicants not to release any media statement or other information relating to the submission or approval of any application to any public medium without prior agreement of the Provincial Development Unit.

### **Electronic signature**

You can only file documents and information with us using an electronic signature if you're the signatory, or have authority to act on behalf of the signatory, and are using software that complies with our standards, in particular keeping records of transactions where an electronic signature has been used. Once a document with your electronic signature has been filed with us, we consider the information:

- has been provided with your full knowledge and agreement
- is authentic and accurate
- wasn't amended after your electronic signature was added to the document, unless a change has been clearly marked on the document.

You're responsible for:

- safeguarding how and when your electronic signature and credentials are used on documents and information
- managing who has authority to use your electronic signature on your behalf, for example, a chartered accountant.

If your electronic signature on a document or information is filed with us, you won't be able to dispute having signed and approved the document or information. If we question the authenticity of an electronic signature or online transaction, you must be able to demonstrate on request the validity of the software used to apply your electronic signature to the document.

You must use electronic signature software that captures authentication, time and source details for any online transaction where a document with your electronic signature has been filed. These details must be held within the software itself, in the form of a file that:

- is maintained in its original form with no amendments, and
- can be provided to us, if requested, within a specified time.

The file must be treated as a record, as defined by the Companies Act 1993, and a business record as defined by the Evidence Act 2006.

## Appendix 2 - Operational criteria for all tiers of the Fund

### Link to Fund and government outcomes

- Demonstrate the ways in which the project will contribute to lifting the productivity potential of the region
- Demonstrate how the project contributes to the Fund's objectives of:
  - more permanent jobs
  - benefits to the community and different groups in the community
  - increased utilisation and returns for Māori from their asset base (where applicable)
  - sustainability of natural assets (e.g. water, soil integrity, the health and ecological functioning of natural habitats)
  - mitigating or adapting to climate change effects, including transitioning to a low emissions economy
- Clear evidence of public benefits (i.e. benefits other than increased profitability for the applicant)
- Are in a Government priority region or sector

### Additionality

- Project is not already underway, does not involve maintenance of core infrastructure or assets (except for rail and transport resilience initiatives), and does not cover activities the applicant is already funded for (funding could be considered to increase the scale of existing projects or re-start stalled projects)
- Demonstrated benefit of central Government investment or support
- Detail of any supporting third-party funding (and any funding sought unsuccessfully)
- Acts as a catalyst to unlock a region's productivity potential
- Demonstrated links to other tiers of the Fund and related projects, to maximise value of Government investment

### Connected to regional stakeholders and frameworks

- Evidence of relevant regional and local support, either through existing regional development mechanisms, or through another relevant body such as a council, iwi or other representative group (or reasons for any lack of local support)
- Has been raised and discussed with the region's economic development governance group
- Alignment with, or support for the outcomes of, any relevant regional development plan, Māori development strategy or similar document (whether regional or national)
- Demonstrated improvement in regional connectedness (within and between regions)
- Leverage credible local and community input, funding, commercial and non-commercial partners
- Utilise existing local, regional or iwi/Māori governance mechanisms

### Governance, risk management and project execution

- Evidence of robust project governance, risk identification/management and decision-making systems and an implementation plan appropriate to the size, scale and nature of the project
- Future ownership options for capital projects, including responsibility for maintenance, further development, and other relevant matters
- Benefits and risks clearly identified and quantified, depending on the scale of the initiative
- Evidence of potential exit gates and stop/go points, and a clear exit strategy
- Clearly identifies whole of life costs (capital and operating)
- Dependencies with other related projects are identified
- Evidence of sustainability after conclusion of PGF funding
- Adequacy of asset management capability (for capital projects)
- Compliance with international obligations (where relevant)

### Appendix 3: What is Kaitiakitanga?

<http://www.environmentguide.org.nz/issues/marine/kaitiakitanga/what-is-kaitiakitanga/>

The connection between land management and impacts on the marine environment are critical to coastal Māori. Gathering kaimoana, both for sustenance and to provide for visitors, is an integral component of Māori life. When these resources are compromised by inappropriate development, a way of life is also compromised. “Kaitiakitanga” is now part of the vocabulary of environmental managers in New Zealand but understanding of its full significance is usually limited. There are statutory definitions of Kaitiakitanga. However, unlike other terminology in environmental law, there is little case law or published best practice to guide practitioners in its application. The following description acknowledges the statutory definitions but provides an understanding within a broader cultural context.

Kaitiakitanga is already acknowledged in legislation and is defined as follows:

*... the exercise of guardianship by the Tangata Whenua of an area in accordance with tikanga Māori in relation to natural and physical resources, and include the ethic of stewardship (section 2 RMA)*

*... the exercise of guardianships; and, in relation to any fisheries resources, includes the ethic of stewardship based on the nature of the resources, as exercised by the appropriate Tangata Whenua in accordance with tikanga Māori (section 2, Fisheries Act 1992).*

Concern has often been expressed however that present legal definitions do not fully express what Kaitiakitanga is about, and that any attempt to define it in anything other than te reo Māori will always be insufficient.

The Aquaculture Steering Group offers the following ideas in order to generate discussion on the concept of Kaitiakitanga and what it means for the aquaculture reform. Kaitiakitanga contains many elements that can be described as:

- Mahi tapu – god given and handed down through our tūpuna
- Founded in whakapapa – the relationship between everything and everybody in the natural world – there is no distinction between people and their environment
- Exercised on behalf of, and for the benefit of, all who are related through whakapapa
- A set of inalienable responsibilities, duties and obligations that are not able to be delegated or abrogated
- A web of obligations: to the taonga, to the Atua and to ourselves and our uri. Kaitiaki have a responsibility to provide for everyone and ensure everyone benefits
- Independent of ‘ownership’ in a European sense. As on land, Kaitiaki responsibilities are independent of other who hold ‘ownership’ or use rights under the law. For example, although as Kaitiaki, Iwi/hapū may ‘own’ only a percentage of the total marine farming space in a region under existing law, they still hold kaitiaki responsibilities over the whole area in accordance with tikanga
- Seamless and all encompassing – making no distinction between Moana and Whenua
- Given effect at whānau and hapū level
- Expressed in ways that are appropriate to the place and to the circumstances, according to tikanga
- Wider and more complex than existing legal definitions
- Given practical effect by exercising control over access to resources and sharing the benefits of the use of those resources
- Enabled through Rangatiratanga, which includes the authority that is needed to control access to and use of resources, and to determine how the benefits will be shared. This means that it can be expressed in part through the concepts of ‘ownership’, ‘property’, ‘title’ or ‘stewardship’ – however it is much wider than any of these.
- Kaitiakitanga has been exercised since before the Treaty. Article II of the Treaty guaranteed that Iwi/hapū would retain the authority they needed – that is Rangatiratanga – to continue to exercise Kaitiakitanga. While the Crown gained the right to govern and to make laws (including for the purpose of resource conservation) under Article I of the Treaty, the Crown must heed the guarantees it made under Article II when designing and implementing its policies and laws.

There are a number of key messages in this description. Kaitiakitanga is integrated with the spiritual, cultural and social life of Tangata Whenua; is holistic across land and sea; includes people within the concept of environment; is locally defined and exercised; does not focus on ownership, but on authority and responsibility; and is concerned with both sustainability of the environment and the utilisation of its benefits. This concept of Kaitiakitanga contains the purpose of the RMA (sustainable management of resources); and that of the Fisheries Act (sustainability and utilisation) but is broader than each of these concepts.

Traditionally, Kaitiaki had a guardian and stewardship role for natural resources. Whilst individuals may have had specific roles, these were all exercised in terms of a collective responsibility determined through whakapapa and tikanga. The allocation and distribution of the benefits from those resources were further Kaitiaki responsibilities.

Tribal mana has, in most aspects of natural resources, been supplanted by legal ownership and statutory regulation. Adapting traditional Kaitiakitanga to today's changed circumstances is a major challenge for Tangata Whenua. In practice, natural resources are managed either directly by those having formal legal ownership, or indirectly through the exercise of statutory authority. Māori ownership of resources is more significant in the marine area than on land.