



## BRIEFING

### Tourism Recovery Package Update – 19 February 2021

<b>Date:</b>	19 February 2021	<b>Priority:</b>	Medium
<b>Security classification:</b>	In Confidence	<b>Tracking number:</b>	2021-2265

Action sought		
	Action sought	Deadline
Hon Stuart Nash <b>Minister of Tourism</b>	Note the update on the Tourism Recovery Package	1 March 2021
Hon Grant Robertson <b>Minister of Finance</b>	Agree to a range of matters relating to the Strategic Tourism Assets Protection Programme	1 March 2021

Contact for telephone discussion (if required)				
Name	Position	Telephone		1st contact
Danielle McKenzie	Manager, Tourism Policy	04 896 5113	Privacy of natural persons	✓
Privacy of natural persons	Advisor, Tourism Policy	Privacy of natural persons	N/A	

**The following departments/agencies have been consulted**

The Department of Conservation, MBIE Provincial Development Unit, the Treasury, Tourism New Zealand, New Zealand Trade and Enterprise, and New Zealand Māori Tourism.

**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 Withdrawn           |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**



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### Purpose

To update Ministers on the implementation of the Tourism Recovery Package and seek decisions relating to a range of matters within the Strategic Tourism Assets Protection Programme (STAPP).

This briefing should be considered alongside other reports which the Minister of Tourism has received in the past week to give a full picture of the different levers and activity in the system. These reports include:

- 2021-2301: Inbound Tour Operators and tourism recovery
- 2021-2297: Recommendations for further support for the tourism system through the longer term effects of COVID-19
- Confidential advice to Government

### Executive summary

This briefing provides an update on STAPP grant and loan uptake. MBIE is undertaking a third party reconciliation of all STAPP grant recipients to check for any potential overlap in funding sources. MBIE intends to release loan amounts on its website in tranches.

There is a \$6 million shortfall in the Tourism Recovery Package required for the Provincial Development Unit to deliver the STAPP loan facility, which the Tourism Recovery Ministers Group has previously agreed [briefing 2021-0460 refers]. Given that MBIE has a clearer understanding of loan uptake, we recommend transferring \$6 million of the unallocated loan funds to cover the \$6 million shortfall.

A range of challenges have arisen with implementing the STAPP and loan funding, which we seek your guidance on:

- Commercial Infor a business that has previously declined a STAPP loan offer, has contacted MBIE seeking reconsideration of this decision. We recommend Commercial In is allowed to re-enter into discussions about accessing the loan offer due to the overarching purpose of STAPP and the availability of unallocated loan funds.
- Commercial Information
- Three businesses, Commercial Information have requested that their scheduled grant payments be brought forward due to a time-sensitive need for financial support.
  - We recommend declining Commercial Information request to advance their grant payments, and encouraging them to access their STAPP loan offer instead.

- We provide two options for <sup>Commercial Information</sup> request – allow the advanced grant payment request given that <sup>Commercial Information</sup> does not have access to STAPP loan funding, or, decline <sup>Commercial Information</sup> request. Your decision will set a precedent with how we deal with future requests of a similar nature.
- Some businesses are exploring the possibility of hibernation. However, STAPP funding conditions require them to continue operating at the agreed minimum viable level. MBIE recommends that if a business considers they are better to hibernate, MBIE is able to alter the terms of the funding agreement to support a lower level of operation, including no operation.
- MBIE's Provincial Development Unit (PDU) has set up a framework to assess requests from STAPP loan recipients for repayment of commercial debt. The PDU is also undertaking an assurance exercise in regards to its internal processes from a financial and legal perspective.

This briefing provides an implementation update of the remaining aspects of the Tourism Recovery Package, including the STAPP Regional Tourism Organisation funding, digital capability funding, the Tourism Transitions Programme, the Regional Events Fund, funding for New Zealand Māori Tourism, the Department of Conservation Concession Fee Waiver, and the New Zealand Tourism Futures Taskforce.

## Recommended action

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

- a **Note** that MBIE is undertaking a third party reconciliation of all STAPP recipients to check for any potential overlap in funding sources

*Noted*

- b **Note** that the business names of contracted STAPP loan recipients will be published on the MBIE website in tranches

*Noted*

- c **Approve** the following changes to appropriations to cover the \$6 million shortfall of the Provincial Development Unit administrative costs:

	\$m – increase/(decrease)				
	2019/20	2020/21	2021/22	2022/23	2023/24
<b>Vote Business, Science and Innovation</b> <b>Minister for Economic and Regional Development</b>					
Non Departmental Capital Expenditure Regional Economic Development: Tourism Investment Provincial Growth Fund Limited	-	(6.000)	-	-	-
Departmental Output Expenses Regional Economic Development: Tourism Investment (funded by Crown revenue)	-	6.000	-	-	-

*Approve / Do not approve*

- d **Agree** that the proposed changes to appropriations in recommendation c for 2020/21 be included in the 2020/21 Supplementary Estimates and that in the interim, the increases be met from Imprest Supply  
*Agree / Disagree*
- e **Note** that MBIE will provide further advice on unallocated loan funding when the exact allocation and underspend is known  
*Noted*
- f **Note** that MBIE has received a proposal from Commercial Information  
Commercial Information  
*Noted*
- g **Note** that MBIE will report back to Tourism and Finance Ministers on its assessment of the Commercial Information proposal  
*Noted*
- h **Agree** that MBIE should allow Commercial Info. to re-enter the loan agreement after previously declining, due to the overarching purpose of the STAPP and the current underspend on loan funding  
*Agree / Disagree*
- i **Note** that Commercial Information  
Commercial Information have requested their grant payments to be advanced  
*Noted*
- j **Agree** that Commercial Information  
Commercial Information should not have their grant payments advanced, and encourage them to access the loan facility  
*Agree / Disagree*
- k **Agree** to either option one or two below regarding Commercial Information grant payment advancement request:  
**Option one:** Allow Commercial Information to have its grant payment advanced due to having no access to STAPP loan funding  
*Agree / Disagree*  
**OR**  
**Option two:** Decline Commercial Information request, encouraging it to make commercial decisions in relation to its sustainability in the current operating environment  
*Agree / Disagree*
- l **Agree** that MBIE is able to alter funding agreements if a business considers it should reduce its level of operation or enter hibernation  
*Agree / Disagree*
- m **Note** that the Provincial Development Unit is undertaking an assurance exercise in regards to its internal processes from a financial and legal perspective  
*Noted*
- n **Agree** to the proposed framework for MBIE to assess requests from STAPP loan recipients for repayment of commercial debt  
*Agree/Disagree*

- o **Note** that while the Regional Business Partners Network (funded through the Tourism Transitions Programme) has \$3,950,079.00 in funding left to be distributed, a portion of this is earmarked for specific businesses that are yet to pick a service provider, and those businesses that seek support after the 2020/21 summer season.

*Noted*

- p **Note** the remaining implementation update on the Tourism Recovery Package.

*Noted*



Danielle McKenzie  
**Manager, Tourism Policy**  
Labour, Science and Enterprise, MBIE

19.12.21

Hon Stuart Nash  
**Minister of Tourism**

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

Hon Grant Robertson  
**Minister of Finance**

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## Strategic Tourism Assets Protection Programme

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1. The Strategic Tourism Assets Protection Programme (STAPP) was established to protect the assets that form the core of New Zealand's essential tourism offerings to ensure their survival through the disruption caused by COVID-19. STAPP is intended to assist with ensuring strategic assets are supported and maintained until international visitors can return to New Zealand.
2. MBIE acknowledges that the tourism landscape has changed since the STAPP funding was designed. This is a direct result of the economic context, both in New Zealand and internationally, becoming clearer.

### *The Auditor-General is undertaking an inquiry into STAPP*

3. The Auditor-General has advised us that he will undertake an inquiry into aspects of STAPP under section 18 of the Public Audit Act 2001 [briefing 2021-2218 refers]. The inquiry will focus on the STAPP's eligibility assessment process and will examine how applications from tourism businesses were assessed.

### **STAPP grant uptake**

4. As at 17 February 2021, \$33,948,688.00 of grant funding has been paid to 126 of 130 STAPP recipients. Total grant funding awarded to STAPP recipients is \$66,852,902.00. See **Annex Three** for a breakdown of grant uptake.
5. Offers of STAPP grant funding have been declined by the following three recipients: NZSki, Ultimate Hikes, and The Hermitage Hotel and Glacier Explorers (**Annex Four**). All three recipients have also withdrawn from STAPP loan offers.
6. In September 2020, **Commercial Information** informed MBIE that it was unexpectedly in a comfortable trading position and did not wish to accept grant funding at that point in time. **Commercial Information** held concerns that it might not be trading as strongly in the New Year, and requested more time to consider the grant offer. The payment schedule was amended to delay its first payment, and it is scheduled to receive its first instalment of grant funding by the end of February 2021.
7. The next instalment of STAPP grant funding for other recipients of \$14,205,515.00 is due on or after 20 February 2021. Recipients must meet STAPP reporting requirements in order to receive the second grant payment.

### *Monitoring and assurance checks for STAPP is underway*

8. As a part of the usual STAPP monitoring process, MBIE is commissioning **Commercial Information** to perform a reconciliation of all STAPP grant recipients to check for any possible overlap in funding with other sources of government COVID-19 relief such as the wage subsidy or other business support. The final instalment of STAPP grant funding to recipients will be adjusted to reflect any funding overlaps.
9. **Commercial Information** will also be conducting a verification process on a sample of approximately 25 companies that have received STAPP grant funding. This process is not intended to be a full financial audit, but will provide assurance that information provided at the time of application was accurate, and that those firms remain eligible for continued STAPP funding.

## STAPP loan uptake

10. The PDU is continuing to progress with the loan facilities. Loan offers were approved for 132 businesses including 26 Inbound Tour Operators (ITOs) and 106 STAPP recipients.
11. **Annex One** provides a list of 105 businesses that are still intending to take up the loan offer, the value of the loan offer, and the loan offer status.
12. Loan agreements have been contracted with 19 ITOs and 4 STAPP recipients with total funding committed across the 23 entities of \$16,706,545.00. First drawdown payments have been made to contracted entities, totalling \$4,847,600.00. Two ITOs have been contracted, but not yet provided STAPP loan funding, with the delay due to a PDU assurance exercise taking place. This is expected to be resolved soon, and these businesses will receive their STAPP loan funding.
13. Given ITOs did not receive any STAPP grant funding and rely heavily on an open border, their loans have been prioritised. A summary of loan uptake can be seen below:

	Amount contracted		Amount paid out		Amount not yet contracted		Withdrawn	
	# of entities	\$	# of entities	\$	# of entities	\$	# of entities	\$
<b>ITOs</b>	19	\$12,500,000.00	17	\$2,797,600.00	7	\$6,000,000.00	0	-
<b>STAPP</b>	4	\$4,206,545.82	4	\$2,050,000.00	75	\$114,747,968.00	27	\$63,300,074.00
<b>Total</b>	<b>23</b>	<b>\$16,706,545.82</b>	<b>21</b>	<b>\$4,847,600.00</b>	<b>82</b>	<b>\$120,747,968.00</b>	<b>27</b>	<b>\$63,300,074.00</b>

14. The PDU aims to contract loans with another 10-20 entities by the end of February 2021. However, this target is subject to the willingness and urgency of successful STAPP loan recipients electing to take up the loan. Many successful STAPP loan recipients continue to delay making a decision to take up the loan agreement. We have given businesses until the end of March 2021 to decide if the loan is necessary for their business. This gives them sufficient time to consider if a loan is required following the peak summer trading period.

### *Withdrawn loans*

15. Attached in **Annex Two** is a list of the 27 businesses that have declined their loan offers. This represents \$63,300,074.00 of STAPP loan support. Reasons for declining include businesses:
  - a. being unwilling to take on any further debt
  - b. trading better than anticipated
  - c. accessing funding more cheaply via other means (for example, being a part of a wider group and having access to private equity)
  - d. believing the compliance cost for the loan facility is too high

### *Public communication of loan offer outcome*

16. We are receiving a range of public and media inquiries regarding the uptake of STAPP loan funding. To manage this, we would like your approval to publish contracted loan amounts on the MBIE website in tranches.
17. We will also be publishing the total sum of declined loans. However, businesses which have declined the loan offer will not be identified. This is due to requests regarding unallocated loan funding focusing on the total value, rather than what business have declined.

*Covering the \$6 million shortfall to administer STAPP loans*

18. In order to deliver and administer STAPP loans, PDU estimated that \$8 million over four years (\$2 million in 2020/21, \$6 million over the following three years) is required. The figure was based on the PDU having the capability to manage loan investments right through the end of its term: from receipt of applications, to assessment and possibly negotiations, to contract management and monitoring.
19. The PDU considers \$8 million is still appropriate as it needs to closely monitor the investments and details of the balance sheets of borrowers (at the point of execution and at each drawdown) closely. This is necessary to avoid undue risk to the Crown and to the Provincial Growth Fund Limited Board (which will be holding STAPP loans) of funding being directed to insolvent entities.
20. \$2 million was appropriated from the Tourism Recovery Package to provide the PDU with the immediate resourcing until the end of the 2020/21 financial year. To cover the shortfall in the Tourism Recovery Package for PDU's administration of the loan scheme, the Tourism Recovery Ministers Group (TRMG) agreed that \$6 million will be transferred from STAPP and ITO loans to the PDU to cover the costs of administering the loans once loan uptake is known [briefing 2021-0460 refers].
21. Three options could cover this shortfall [briefing 2021-0460 refers], including:
  - a. **Option one:** Using funding which is allocated but not utilised by firms to contribute towards the \$6 million shortfall once grant and loan uptake is known
  - b. **Option two:** Seek to address it through Budget or any subsequent COVID-19 Response and Recovery Fund round
  - c. **Option three:** Explore if the funding can be found by delaying a previously announced Tourism Recovery Package project.
22. Given that MBIE now has a clearer understanding of loan uptake, we recommend transferring \$6 million of the unallocated loan funds to cover the \$6 million shortfall.
23. Below are the current appropriations and committed loan funds as of 17 February 2021.

Details	Appropriations			Total Appropriation
	RED: Tourism Investment	RED: Tourism Investment Provincial Growth Fund Limited	RED: Tourism Capital Investment	
Appropriation	\$2,000,000.00	\$152,823,000.00	\$20,000,000.00	\$174,823,000.00
Allocated (as of 17/02/21)	\$2,000,000.00	\$118,954,513.82	\$18,500,000.00	\$139,454,513.82
Unallocated	-	\$33,868,487.82	\$1,500,000.00	\$35,368,487.82



24. We recommend approving the following changes to appropriations to cover the \$6 million shortfall for PDU's operation of STAPP loans:

	\$m – increase/(decrease)				
	2019/20	2020/21	2021/22	2022/23	2023/24
<b>Vote Business, Science and Innovation</b> <b>Minister for Economic and Regional Development</b>					
Non Departmental Capital Expenditure					
Regional Economic Development: Tourism Investment Provincial Growth Fund Limited	-	(6.000)	-	-	-
Departmental Output Expenses					
Regional Economic Development: Tourism Investment (funded by Crown revenue)	-	6.000	-	-	-

25. MBIE will provide further advice on the exact allocation and underspend at the end of March 2021.

**Matters relating to successful STAPP recipients**


26. Since mid-January, MBIE has experienced some challenges with implementing STAPP grant and loan funding. Now that businesses have a better indication of domestic demand over the summer period, and with the Trans-Tasman Safe Travel Zone yet to open, some successful STAPP-funded businesses have written to MBIE on a range of STAPP funding matters.
27. We are seeking your guidance on some of these matters, as we expect to have similar matters raised in the future, as such decisions will set a precedent.

*Re-entering a loan agreement after declining*

28. Commercial Information was offered a STAPP loan of Commercial Information but declined this offer on 10 November 2020. MBIE sent a letter confirming its withdrawal from participating in the STAPP loan programme on 24 November 2020.
29. In December 2020, Commercial Inf contacted MBIE. Commercial Inf was aware that loan recipients had been advised that loan uptake decisions were now requested by the end of March 2021, and first drawdown by March 2022.
30. In January 2021, Commercial Inf asked for the opportunity to reverse its decision and have the option to access the funding, because its summer season has not gone as well as anticipated.
31. Declining Commercial Inform request to re-enter the scheme has risks. Commercial Inf could reasonably argue that if it had known more detail about the longer decision time and the drawdown availability period, it would not have withdrawn.
32. Alternatively, there are some risks involved with allowing Commercial Inf to re-enter the loan agreement, including setting a precedent for businesses that have also declined loan offers.

33. MBIE recommends taking a flexible approach and allowing <sup>Commercial Inf</sup> to re-enter into discussions about access to the loan offer. This is due to the overarching purpose of STAPP to protect tourism businesses, the current underspend of the loan allocation, and the consistency with other successful STAPP loan recipients.
34. To ensure the risk to the Crown is minimised, the STAPP loan agreement will still impose an obligation of the Borrower to:
- a. inform PDU of any material change in circumstances to the business of the Borrower
  - b. provide all relevant up to date information PDU on the state of the Borrower
  - c. keep PDU informed of any and all material issues, or matters, including Borrower solvency, which may affect the Borrower's business and ability to service a loan.

Commercial Information



*Grant payments requested to be brought forward ahead of schedule*

38. The TRMG agreed that STAPP grant payments would be phased to minimise risk to the Crown. This was intended to provide certainty to STAPP recipients around the timing of the Crown contribution, enabling them to work with commercial banks to ensure appropriate access to funds.
39. Three businesses - <sup>Commercial Information</sup> <sup>Commercial Information</sup> have requested that their scheduled grant payments be advanced. We have expanded on each business's situation below.
- a. <sup>Commercial Information</sup> has requested an advance due to its pivot to the domestic market, and needing finances upfront to build a customer base. <sup>Commercial Information</sup> is a small business, and is currently generating a small profit. However, this is partially due to <sup>Commercial Information</sup> of STAPP

grant funding paid to date. Commercial Information  
Commercial Information Commercial Information has not been offered a STAPP loan.

b. Commercial Information requested its grant payment to be brought forward to help with managing cash flow, as current finances show it is operating at a loss. Commercial Information  
Commercial Information

c. Commercial Information has requested its third and fourth instalments to be added to its February 2021 instalment, due to it experiencing volumes at less than 50 per cent of the 2019/20 season. It considers this advanced payment would assist in retaining and employing key skilled staff Commercial Information  
Commercial Information

40. Businesses have been informed that STAPP loans should be accessed before grant funding has been exhausted. MBIE has also recommended to these businesses that they should approach their commercial bank to see whether banks can provide additional access to funding. It is worth noting that when applying for STAPP, businesses had to demonstrate they had exhausted all other kinds of funding (such as loans from commercial banks).

41. Bringing forward payments for these small businesses would help with the immediate viability, but there is a risk that the businesses could still fail despite the funding. We anticipate further requests of this nature from other STAPP grant recipients. As such, any decision to pay grants in advance sets a precedent for the scheme as a whole.

42. MBIE contacted Commercial Information to discuss the requests from Commercial Information  
Commercial Information said that the fiscal and operating environment for Commercial Information providers has changed since grants were approved, and timeframes for the return of international visitors continue to be uncertain. The situation of Commercial Information is consistent with that of other businesses known to Commercial Information  
Commercial Information

43. Commercial Information is actively encouraging businesses to hibernate to protect their business until the return of international visitors, acknowledging that in some cases there is a significant cost to hibernation, including (but not limited to) ground leases, human resource obligations, levies and taxes. Commercial Information also continues to hold the view that the STAPP loan terms should be extended, and more concessionary terms should be offered.

44. We recommend declining the requests from Commercial Information  
Commercial Information to advance their grant payments. Instead, we will remind both businesses that the STAPP loans are available to them before grants are exhausted.

45. As Commercial Information has not been offered a STAPP loan, MBIE provides two options for your consideration in relation to Commercial Information request for grant advancement:

**Option one:** allow Commercial Information to have its grant payment advanced due to having no access to STAPP loan funding.

i. If you agree to option one, decisions around further requests of this nature will be based on whether the business has been offered a STAPP loan. Any business who does not have a STAPP loan available to them will have the opportunity to advance their grant payment. Only 24 STAPP grant recipients do not have access to STAPP loan funding.

**Option two:** decline Commercial Information request, encouraging it to make commercial decisions in relation to its sustainability in the current operating environment (such as hibernation).

- ii. If you agree to option two, any further requests of this nature will be declined, unless exceptional circumstances apply, in which case we will seek Ministerial decision.

*Grant funding currently cannot be used to transition a business into hibernation*

46. In order to receive STAPP funding, businesses must continue operating at the minimum viable level agreed in the STAPP funding agreement. However, some businesses may be better to hibernate now and restart when the operating conditions become more favourable. In many cases this would be in conflict with the current minimum requirements of the funding agreement.
47. MBIE recommends that if a business considers it is better to hibernate, MBIE is able to alter the terms of the funding agreement to support a lower level of operation, including no operation. This would result in a reduction of grant funding given to the business. MBIE seeks your agreement to permit contract variations of this nature.

*The PDU has created a framework to assess requests from STAPP borrowers for repayment of commercial debt*

48. On 5 October 2020, the TRMG agreed that STAPP and ITO loan funds may be used to pay down commercial debt, subject to borrowers demonstrating that [briefing 2021-1005 refers]:
  - a. the business has exhausted alternative options to repay or refinance their debt.
  - b. debt repayment fits in to its wider solvency plan.
49. Commercial debt in this context refers to debt owed by borrowers to arms-length third party lenders such as banks and finance companies etc. Commercial debt does not include shareholder or intercompany debt which the PDU does not consider appropriate to repay with STAPP loan funds.
50. As the PDU continues to contract STAPP borrowers, it is receiving an increasing number of requests during the contract negotiation phase to use the STAPP loan to repay commercial debt.
51. These requests are often not clear-cut. For example, some borrowers have legitimate reasons for repaying commercial debt, which align with the purposes of STAPP, but at the same time are not critical to the immediate solvency of the business. As a result, there is a need to develop additional criteria that set clear parameters for decisions to allow STAPP borrowers to repay commercial debt that we wish for Tourism and Finance Ministers to approve.
52. The PDU considers there are two ways in which STAPP loan funds could be used by borrowers to repay commercial debt. For both types of debt relief, the PDU will allow borrowers to use their STAPP loan funds where they can show evidence that they have exhausted alternative options to repay or refinance their debt obligations. No interpretation is needed here as this requirement is objective and will either be met or not (for example, a borrower will be able to show correspondence with their current financier and potential financiers).
53. **Type one debt relief:** Borrowers may request that STAPP loan funds be used to repay current outstanding commercial debt facilities completely or partially at one point in time. The PDU will allow borrowers to use their STAPP loan funds to repay debt where they can show that type one debt relief fits into their solvency plan. To satisfy this, the borrower will need to show that it does not have the cash reserves to repay outstanding facility, its current facility provider has recalled its loan, and no other provider will step in to lend to the company.
54. **Type two debt relief:** Borrowers may request to repay their current facilities in accordance with amortisation schedules agreed prior to the COVID-19 event. That is, borrowers are

required (by their lender) to make periodic repayments of principal and interest to reduce the loan outstanding over time. The PDU will allow borrowers to use their STAPP loan funds for this type of relief where they can show that they do not have the cash reserves to pay their next instalment of principal and interest when it falls due.

55. The PDU has explored the benefits and risks for both types of debt relief, and has also considered whether repayment of commercial debt could be allowed under any circumstances by placing additional contractual restrictions in the loan agreement.
56. We consider the types of debt relief above are better than additional contractual measures as they most effectively mitigate the risks to the Crown without adding significant complexity to the loan agreement.

*The PDU is evaluating internal process to ensure it can robustly access the solvency of individual businesses*

57. The PDU is currently undertaking an assurance exercise in regard to its internal processes (from a finance and legal perspective) to ensure it can assess the solvency of individual businesses. This work is to provide assurance to the Provincial Growth Fund Limited Board (soon to be renamed to Crown Regional Holdings Limited) that such risks are being adequately managed.
58. To minimise any risk associated with lending to insolvent entities, the proposed loan agreements include protection clauses that require STAPP borrowers to provide a warrant of their solvency at the point of entering into the loan agreement. Once assurances have been provided and the loan has been entered into, STAPP borrowers are also required to provide financial statements, management accounts and another warrant of their solvency to the PDU before any drawdown of payment is made. STAPP loan terms impose an obligation to:
  - a. inform the PDU of any material change in circumstances to the business of the borrower
  - b. provide all relevant up to date information to the PDU on the state of the borrower,
  - c. keep the PDU informed of any and all material issues, or matters, including borrower solvency, which may affect the borrower's business and ability to service a loan.
59. This allows the PDU to monitor the financial position of borrowers at each drawdown and withhold payments where appropriate. This evaluation is well underway and is expected to be resolved soon (however, you will be notified if the issue escalates).
60. Please signal if you need any further information on this matter.

## **Strategic Tourism Assets Protection Programme: Regional Tourism Organisations (RTOs)**

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61. All 31 RTOs have received their full STAPP grant payment. See **Annex Five** for an overview of funding provided to each RTO.
62. MBIE officials presented at the 11 February 2021 Regional Tourism New Zealand forum on the six-monthly reporting requirements ahead of the first reports due at the end of February. We also facilitated discussions around RTOs' destination management progress and presented the results of a RTO survey that closed on 5 February 2021.
63. Feedback from RTOs has been overwhelmingly positive, with this funding being described as a "lifesaver", "game changer", "massive impact", "godsend" and "truly amazing". RTOs have been very appreciative of the financial support received through the STAPP and also of the advice and support that has been provided by MBIE. Despite this support, RTOs have

indicated a decreasing level of confidence that tourism in their regions will recover from the impacts from COVID-19 within the next two years, and how well-equipped they are to deal with region-specific challenges.

64. RTOs have suggested that should international travel be delayed a further 12 months, continued financial assistance to maintain momentum with destination management and support the industry. If this request arises again, we will provide you further advice.

## **Digital Capability Fund**

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65. The \$10 million digital capability fund is helping tourism businesses to develop digital strategies (supported through Qualmark), access digital tools, and benefit from a digital enablement initiative that is being rolled out in the Small Business portfolio.

### **Small Business Digital Boost**

66. Led out of the Small Business portfolio, this initiative is part-funded by \$5 million from the Tourism Recovery Package and tourism operators are one of the target sectors. A consortium of Mind Lab and Indigo has been contracted to deliver training and support to help small businesses realise the benefit of using digital tools and technologies in their business.
67. As of 10 February 2021, The Digital Boost Skills Training and Support initiative currently has 2,499 users and 2,440 businesses signed up. 12.4 per cent of users are within the tourism industry.
68. To gain greater momentum in the regions, the delivery of face-to-face workshops and the Ambassador programme will commence in Otago, specifically:
  - a. Alexandra on 22 February
  - b. Cromwell on 23 February
  - c. Wanaka on 24 February
  - d. Queenstown on 25 February
69. MBIE Tourism is assisting this by connecting the Digital Boost team with RTOs.
70. These sessions will be recorded and used to support Digital Boost Ambassadors in other regions. The Mind Lab consortium has connected with 17 local business groups across Otago and Southland to coordinate these in-person sessions. The tourism sector and the Regional Business Partners Network (RBPN) will be involved in this roll-out.

### **Qualmark digitalisation support**

71. Qualmark is providing digitalisation support to tourism businesses through its Tourism Advisory Support Service. As at 20 February 2021, 623 operators have registered for this digitalisation support - 38 per cent are not Qualmark members.

72. A regional spread of operators accessing this support is below:

Region	% of operators registered
Northland	6.9
Auckland	14.2
Waikato	11.3
Bay of Plenty	7.7
Gisborne	0.6
Hawke's Bay	4.0
Taranaki	1.0
Manawatu-Whanganui	6.0
Wellington	5.6
Tasman/Nelson	3.2
Marlborough	5.4
West Coast	2.3
Canterbury	11.2
Otago	16.8
Southland	3.8

## Tourism Transitions Programme (TTP)

### Support provided through the Qualmark network

73. Qualmark has received \$5 million from the Tourism Recovery Package to establish a free advisory service, the Tourism Advisory Support Service (TASS), to support tourism businesses as they navigate the impacts of COVID-19. As at 20 February 2021, 1,026 tourism operators have accessed the TASS through Qualmark. A regional spread of operators accessing this support is below:

Region	% of operators registered
Northland	7.4
Auckland	19.8
Waikato	9.4
Bay of Plenty	7.6
Gisborne	0.5
Hawke's Bay	2.4
Taranaki	0.8
Manawatu-Whanganui	2.9
Wellington	4.8
Tasman/Nelson	4.6
Marlborough	2.2
West Coast	2.2
Canterbury	13.4
Otago	17.7
Southland	3.8

74. Qualmark has received significant interest from operators wanting to pre-register for phase two of TASS, and many phase one advisory businesses have recommended the programme as the next step for operators. Confidential advice to Government

Confidential advice to Government

### Support provided through the Regional Business Partners Network (RBPN)

75. The RBPN has received \$10 million from the Tourism Recovery Package to support small and medium tourism businesses impacted by COVID-19 to get expert advice, providing eligible businesses with full-funded vouchers to purchase business advisory support.
76. As at 16 February 2021, the RBPN has provided 1,652 tourism businesses with vouchers to purchase business advisory support. Vouchers to the value of \$6,049,920 have been issued.

77. Regional Business Partners across New Zealand have either used the funding available or are confident it will be used prior to the end of the fiscal year. The RBPN have redistributed some funding to increase the support available in Northland and the West Coast where demand was greater.
78. A breakdown of funding across the regional business partners is below:

Regional Business Partner	Total booked on services	Budget	Balance to book on services	Total businesses supported
Auckland	Commercial Information			340
Bay of Plenty				69
Canterbury				224
East Coast				16
Hawke's Bay				34
Manawatu Wanganui				27
Marlborough, Nelson, Tasman				72
Northland				53
Otago				370
Southland				49
Taranaki				22
Waikato				153
Wellington				137
West Coast				86
RPBN Otago Growth Advisors Tourism				-
Unallocated	-	\$3,719.06	\$3,719.06	-
<b>TOTAL</b>	<b>\$6,049,920.23</b>	<b>\$10,000,000.00</b>	<b>\$3,950,079.77</b>	<b>1,652</b>

79. The Otago RBP has started an outreach programme to support tourism and hospitality businesses in Queenstown-Lakes. The RBP already has in place two additional growth advisors to support tourism businesses in the Otago region. This initiative helps connect businesses to other support services and provides an opportunity to discuss the business advisory needs offered through the TTP. Businesses also appreciate having another person to talk to that is not connected with running the business.
80. As at 16 February 2021, there is \$3,950,079.77 in funding left to be distributed to businesses from the \$10 million TTP which is delivered by the RBPN. RBPN has confirmed that a portion of this is earmarked for specific businesses that are deciding the service they will use their funding with and the remaining portion will be used for businesses seeking support now that the domestic peak tourism season is finishing.
81. There continues to be ongoing take-up of the programme. The number of recipients of support has steadily risen since it was initiated. For example, NZTE's recent reports show the number of tourism operators accessing RBPN support has risen from 1423 on 14 December 2020 to 1617 on 9 February 2021, despite the Christmas shut-down period.
82. RBPs have advised that they expected demand for tourism funding support to be low over the domestic summer season, and they expect demand will begin to increase significantly from this month when the impact of no international visitor arrivals becomes more apparent. NZTE will monitor this over the coming month.
83. With some difficult months ahead, RBPN is expecting that there will continue to be demand by businesses for RBPN support. Businesses are likely to want to seek advice in the coming months about how to hibernate or close their business and manage their staff.



## Regional Events Fund (REF)

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84. The \$50 million REF is designed to stimulate domestic tourism and travel between regions through holding events. It intends to support the tourism and events sector, and replace some spend from international visitors as a result of COVID-19.
85. All nine Regional Investment Plans have been approved and funding agreements are in place with the lead entity from each of the nine regional groupings. The first phase of funding has been paid out to eight of the lead entities, and we are awaiting an invoice from the final lead entity so that payment can be made.
86. Each grouping has the autonomy to determine the mix of events that best meets their regions' needs over the next two to four years. The lead entity from each grouping has published a high level summary of its Investment Plan, and the process for event organisers to apply for funding on its website. The MBIE website contains a link to each of these websites<sup>1</sup>.
87. A memorandum of understanding has been signed between MBIE and Tourism New Zealand (TNZ) for \$2 million of REF funding to support TRENZ, New Zealand's biggest annual international travel and trade event. TNZ and Tourism Industry Aotearoa have established a collaborative project team which is tasked with determining the most fit-for-purpose TRENZ for 2021, and to evolve how it is delivered for the future.
88. With borders closed, Tourism New Zealand and Tourism Industry Aotearoa are planning a 'TRENZ Get Ready' 1-2 day event in Christchurch in May, solely focused on sellers. A key theme will be around resilience and recovery. At a later point, 'TRENZ Connect' will be launched as an online platform that provides a hub for buyers and sellers.

## Funding for New Zealand Māori Tourism (NZMT)

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89. NZMT has received a total of \$12 million from the Tourism Recovery Package, including \$2 million from the TTP.
90. The TTP funding is being utilised as an extension of the COVID-19 Māori Business Response. The Tāpoi service has been providing ongoing support to Māori tourism businesses through marketing, specialist tourism advice, health and safety audits, mentoring, back office support, regional and cluster marketing initiatives, bespoke support for regional COVID-19 Alert Level changes and digital solutions.
91. NZMT is on track to fully spend the funding it received. By the end of 2020, \$6.8 million of funding had been committed to a range of projects, including:
  - a. supporting iwi and small and medium enterprises to complete regional strategies. Four have been completed and two are underway.
  - b. phase one of a national food tourism package has been completed. Phase two is underway.
  - c. the development of a cultural wealth framework with the pilot project to commence next quarter.
  - d. phase one of exploring data/Māori tourism benchmarks is completed, with a deeper dive of the system through a third party provider to be undertaken.

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<sup>1</sup> <https://www.mbie.govt.nz/immigration-and-tourism/tourism/tourism-recovery/regional-events-fund/>

## Department of Conservation (DOC) Concession Fee Waiver

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92. The concession fee waiver is a \$25 million allocation from the Tourism Recovery Package to DOC to offset the loss of payment of tourism concession fees. Activity fees have been waived to operators from March 2020 to June 2021. This reduces costs for tourism businesses, but also maintains the level of conservation investment to which these fees normally contribute.
93. The waiver of fees was made at a time of great uncertainty for the tourism industry, with limited time and information upon which to make decisions. The priority was to provide some certainty to tourism operators that fees for the following season would be waived, in order to allow the industry to adapt. It was not intended as a permanent solution.
94. For the next financial year, DOC identified two options:
- a. Reinstatement of tourism-related fees from 1 July 2021. Confidential advice to Government  
Confidential advice to Government
  - b. Continue to waive tourism-related fees from 1 July 2021 with the support of additional funding streams. This would need to be part of a sector support package agreed by the Ministers of Finance and Tourism.

95. Confidential advice to Government

96.

## New Zealand Tourism Futures Taskforce (the Taskforce)

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97. The Taskforce has provided an interim report to the Minister of Tourism on the future of tourism in New Zealand (the Report) in December 2020. The Report sets out 21 recommendations that the Taskforce considers are necessary to achieve the vision articulated in the Report. We have previously provided the Minister of Tourism with detailed advice on these recommendations and their potential implementation [briefing 2021-1806 refers].
98. Following the Minister of Tourism's meeting with the co-Chairs of the Taskforce, the Minister agreed to the planned public release of the Taskforce's report. This included a caveat that the Taskforce would be allowed to preface the report with a cover note detailing their understanding of the worsening impact of the COVID-19 pandemic on the industry since the report was submitted to you in December, and a need to focus on next steps in that context.
99. Officials have submitted a briefing regarding the release of the report in early March 2021 [briefing 2021-2311 refers] which requires agreement of the Cabinet Economic Development Committee. Officials will work with the Taskforce co-Chairs to support them with communications around the release.

## **Release of documents relating to the Tourism Recovery Package**

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100. There have been a high number of media queries, correspondence and Official Information Act 1982 requests relating to the Tourism Recovery Package. To help manage these requests, 12 briefings related to the Tourism Recovery Package between the dates of 12 August 2020 to 25 November 2020 have been proactively released on the MBIE website.
101. Officials consulted with relevant Ministries and Departments on this release. Your office also consulted the relevant portfolio offices of ex-TRMG members. The Minister of Tourism also viewed and signed these briefings off through an Official Information Act 1982 request.

## **Annexes**

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Annex One: STAPP loan uptake – 17 February 2021

Annex Two: STAPP loan withdrawn businesses – 17 February 2021

Annex Three: STAPP grant uptake – 17 February 2021

Annex Four: STAPP grant withdrawn businesses – 17 February 2021

Annex Five: STAPP Regional Tourism Organisations Funding

## Annex One: STAPP loan uptake – 17 February 2021

	Business Name	Loan Status	Loan Offer Value	
Inbound Tourism Operators	Ahipara Luxury Travel	Contracted	\$500,000	
	ANZ Nature Tours	Contracted	\$1,000,000	
	Beyond The Blue	Contracted	\$500,000	
	DNZ Travel Ltd	Contracted	\$250,000	
	Exclusive Travel Group	Contracted	\$500,000	
	General Travel	Contracted	\$1,000,000	
	GSN Pacific Ltd	Contracted	\$500,000	
	KAD International Travel Services Ltd	Contracted	\$500,000	
	New Zealand Journeys	Contracted	\$1,000,000	
	Pacific Destination	Contracted	\$1,000,000	
	Pacific Travel Planners	Contracted	\$250,000	
	Pan Pacific	Contracted	\$1,000,000	
	Southern Crossings Ltd	Contracted	\$750,000	
	Southern Travelnet Ltd	Contracted	\$500,000	
	Tāpoi Travel	Contracted	\$250,000	
	Touch of Spice	Contracted	\$750,000	
	Travelmore International	Contracted	\$1,000,000	
	Unparalleled Journeys Ltd	Contracted	\$500,000	
	Volkai (Leisure Time Tours) Ltd	Contracted	\$750,000	
	China Travel Services (NZ) Ltd	Commercial Information		
Terra Nova Coach Tours				
The Green Spot				
Active Adventures				
ID New Zealand				
Seasonz Travel Ltd				
Southern World NZ				
General STAPP Businesses	Backcountry Helicopters	Contracted	\$450,000	
	Explore	Contracted	\$1,500,545	
	True South Flights	Contracted	\$2,056,000	
	Waitomo Adventures	Contracted	\$200,000	
	Kohutapu Lodge and Tribal Tours Limited	Commercial Information		
	Over the Top			
	Rover Tours Group Limited			
	Salt Air			
	Skydive Queenstown Ltd			
	The Duke of Marlborough Hotel			
	Waiotapu Thermal Wonderland			
	West Coast Wildlife Centre			
	Zealandia			
	AJ Hackett Bungy NZ (Trojan Holdings)			
	Abel Tasman Soul Ltd (Abel Tasman Kayaks)			
	Air Milford			
	Air Safaris			
	Art Deco Trust			
	Alpine Helicopters/Minaret Station/Southern Lakes Heliski			
	Black Cat Cruises			
	Buried Village of Te Wairoa			
	Christchurch Tram and Punting on the Avon			
	Dive! Tutukaka			
Doubtful Sound				
Dolphin and Albatross Encounter				
Fiordland Expeditions Limited				
Fox Glacier Guiding				
Fullers Great Sights				

Glenorchy Air	Commercial Information
Heliservices NZ	
Driving Creek	
Highlands Motorsport Park	
Cardrona and Treble Cone	
Huka Prawn Park	
JUCY Cruise	
International Antarctic Centre	
INFLITE	
Kaikoura Kayaks	
Kapiti Island Nature Tours	
MDA Experiences	
Milford Sound	
Milford Sound Tourism	
Mitai Māori Village	
National Aquarium of New Zealand	
Monarch Wildlife Cruises and Tours	
National Kiwi Hatchery	
Natures Wonders	
Ngati Awa Tourism Limited & Te Manuka Tutahi Marae	
Oamaru Penguin Colony	
Orana Wildlife Park	
Omaka Aviation Heritage Centre	
Orakei Korako Cave & Thermal Park	
Otago Museum	
Outback New Zealand	
Otorohanga Kiwi House	
Penguin Place Limited	
Polynesian Spa	
Puzzling World	
Rakiura Stewart Island	
Rotorua Canopy Tours	
Royal Albatross Centre	
Sand Safaris & Dune Riders	
Shantytown Heritage Park	
Southern Discoveries	
Southern Alps Air Limited	
Taupo DeBretts Spa Resort	
South Pacific Helicopters/Wings over Whales	
Tamaki Māori Village	
Te Anau Helicopter Services	
Te Puia	
Te Anau Glowworm Caves	
Tekapo Springs Limited	
Totally Tourism	
The Kauri Museum	
TSS Earnslaw and Walter Peak	
Waimangu Volcanic Valley	
Whakarewarewa - The Living Māori Village	
Wilkin River Jets	
Ziptrek Ecotours	
<b>Total:</b>	<b>\$137,454,513</b>

## Annex Two: STAPP loan withdrawn businesses – 17 February 2021

Business Name	Loan Status	Loan Offer Value
Commercial Information		
Total:		\$63,300,074

## Annex Three: STAPP grant uptake – 17 February 2021

Business Trading Name	Grant Year 1	Grant Year 2	Grant Total (Y1 + Y2)	Funding Received to Date
Abel Tasman Sea Shuttles	\$500,000	-	\$500,000	\$250,000
Abel Tasman Soul Ltd (Abel Tasman Kayaks)	\$500,000	-	\$500,000	\$250,000
Air Milford	\$500,000	-	\$500,000	\$250,000
Air Safaris	\$500,000	-	\$500,000	\$250,000
AJ Hackett Bungy NZ (Trojan Holdings)	\$5,100,000	-	\$5,100,000	\$3,850,000
Alpine Guides Aoraki	\$74,000	\$74,000	\$148,000	\$60,000
Alpine Helicopters & Southern Lakes Heliski	\$416,000	\$84,000	\$500,000	\$208,000
Art Deco Trust	\$317,000	\$183,000	\$500,000	\$158,500
Auckland Art Gallery Toi o Tamaki	\$500,000	-	\$500,000	\$250,000
Auckland Seaplanes	\$240,000	\$240,000	\$480,000	\$180,000
Auckland Zoo Te Whare Kararehe o Tamaki Makaurau	\$500,000	-	\$500,000	\$250,000
Backcountry Helicopters	\$475,000	\$25,000	\$500,000	\$237,500
Black Cat Cruises	\$500,000	-	\$500,000	\$250,000
Buried Village of Te Wairoa	\$492,000	\$8,000	\$500,000	\$246,000
Caveworld	\$145,000	\$145,000	\$290,000	\$100,000
Christchurch Adventure Park	\$387,000	\$113,000	\$500,000	\$193,500
Christchurch Tram and Punting on the Avon	\$500,000	-	\$500,000	\$250,000
Dark Sky Project	\$500,000	-	\$500,000	\$250,000
Dart River Safaris	\$450,000	-	\$450,000	\$225,000
Discover Waitomo (Tourism Holdings Limited)	\$2,000,000	-	\$2,000,000	\$1,335,976
Dive! Tutukaka	\$500,000	-	\$500,000	\$250,000
Dolphin and Albatross Encounter	\$450,000	\$50,000	\$500,000	\$225,000
Driving Creek	\$262,600	\$237,400	\$500,000	\$132,600
Explore	\$500,000	-	\$500,000	\$250,000
Fiordland Expeditions Limited	\$404,667	\$95,333	\$500,000	\$204,000
Footprints Waipoua	\$390,595	-	\$390,595	\$195,300
Forgotten World Adventures	\$110,000	\$110,000	\$220,000	\$55,000
Fox Glacier Guiding	\$500,000	-	\$500,000	\$250,000
Franz Josef Glacier Guides and Glacier Hot Pools	\$500,000	-	\$500,000	\$250,000
Fullers Great Sights	\$500,000	-	\$500,000	\$250,000
Glenbrook Vintage Railway	\$250,000	\$250,000	\$500,000	\$125,000
Glenorchy Air	\$396,000	\$104,000	\$500,000	\$198,000
Heliservices NZ	\$500,000	-	\$500,000	\$250,000
Highlands Motorsport Park	\$500,000	-	\$500,000	\$250,000
Howick Historical Village	\$500,000	-	\$500,000	\$250,000
Huka Prawn Park	\$386,000	\$114,000	\$500,000	\$193,000
INFLITE	\$500,000	-	\$500,000	\$250,000
JUCY Cruise	\$500,000	-	\$500,000	\$250,000
Kaikoura Kayaks	\$283,703	\$216,297	\$500,000	\$160,000
Kaiteriteri Kayaks	\$366,000	\$134,000	\$500,000	\$200,000
Kapiti Island Nature Tours	\$500,000	-	\$500,000	\$250,000
Kiwi Cave Rafting	\$350,000	\$150,000	\$500,000	\$175,000
Kiwi Journeys	\$280,000	\$220,000	\$500,000	\$140,000
Kiwi North	\$200,000	\$200,000	\$400,000	\$250,000
KJet	\$500,000	-	\$500,000	\$250,000
Ko Tāne	\$302,000	-	\$302,000	\$152,000
Kohutapu Lodge and Tribal Tours Limited	\$500,000	-	\$500,000	\$244,142
Lake Taupo Cruises	\$125,000	\$125,000	\$250,000	\$62,500
Lakeland Queen	\$250,000	\$250,000	\$500,000	\$125,000
Larnach Castle Limited	\$500,000	-	\$500,000	\$250,000
Maniototo Curling International Inc.	\$99,883	\$99,883	\$199,766	\$49,941

Marahau Sea Kayaks Ltd	\$183,000	\$183,000	\$366,000	\$100,000
Marahau Water Taxis Ltd	\$500,000	-	\$500,000	\$250,000
MDA Experiences	\$500,000	-	\$500,000	\$250,000
Milford Sound Tourism	\$500,000	-	\$500,000	\$500,000
Mitai Māori Village	\$500,000	-	\$500,000	\$250,000
Monarch Wildlife Cruises and Tours	\$315,000	\$185,000	\$500,000	\$157,000
National Aquarium of New Zealand	\$400,000	\$100,000	\$500,000	\$200,000
National Kiwi Hatchery	\$450,000	\$50,000	\$500,000	\$200,000
Natures Wonders	\$500,000	-	\$500,000	\$500,000
New Zealand Maritime Museum Hui Te Ananui A Tangaroa	\$500,000	-	\$500,000	\$500,000
Ngati Awa Tourism Limited & Te Manuka Tutahi Marae	\$500,000	-	\$500,000	\$250,000
Oamaru Penguin Colony	\$474,065	\$25,935	\$500,000	\$500,000
Omaka Aviation Heritage Centre	\$243,000	\$257,000	\$500,000	\$500,000
Orakei Korako Cave & Thermal Park	\$446,000	\$54,000	\$500,000	\$223,000
Orana Wildlife Park	\$500,000	-	\$500,000	\$250,000
Otago Museum	\$500,000	-	\$500,000	\$250,000
Otorohanga Kiwi House	\$500,000	-	\$500,000	\$250,000
Outback New Zealand	\$500,000	-	\$500,000	\$250,000
Over the Top	\$500,000	-	\$500,000	\$250,000
Penguin Place Limited	\$500,000	-	\$500,000	\$250,000
Polynesian Spa	\$500,000	-	\$500,000	\$250,000
Pukaha National Wildlife Centre	\$300,000	\$150,000	\$450,000	\$150,000
Puzzling World	\$500,000	-	\$500,000	\$250,000
Rainbows End Theme Park	\$500,000	-	\$500,000	\$250,000
River Valley	\$100,000	\$100,000	\$200,000	\$50,000
Rotorua Canopy Tours	\$450,000	\$50,000	\$500,000	\$225,000
Rover Tours Group Limited	\$500,000	-	\$500,000	\$250,000
Royal Albatross Centre	\$500,000	-	\$500,000	\$250,000
Salt Air	\$500,000	-	\$500,000	\$250,000
Sand Safaris & Dune Riders	\$500,000	-	\$500,000	\$250,000
SEA LIFE Kelly Tarlton's	\$500,000	-	\$500,000	\$250,000
Shantytown Heritage Park	\$300,000	\$200,000	\$500,000	\$150,000
Skydive Queenstown Ltd	\$500,000	-	\$500,000	\$250,000
Skyline Queenstown	\$500,000	-	\$500,000	\$250,000
Skyline Rotorua	\$500,000	-	\$500,000	\$250,000
South Pacific Helicopters & Wings over Whales	\$500,000	-	\$500,000	\$250,000
Southern Alps Air Limited	\$487,500	\$12,500	\$500,000	\$250,000
Southern Discoveries	\$500,000	-	\$500,000	\$250,000
Spellbound Glowworm and Cave Tour	\$200,720	\$200,720	\$401,440	\$100,360
Tamaki Māori Village	\$500,000	-	\$500,000	\$500,000
Taupo DeBretts Spa Resort	\$500,000	-	\$500,000	\$250,000
Te Anau Helicopter Services	\$500,000	-	\$500,000	\$250,000
Te Hana Te Ao Marama	\$210,000	-	\$210,000	\$105,000
Te Puia	\$500,000	-	\$500,000	\$250,000
Tekapo Springs Limited	\$500,000	-	\$500,000	-
The Arts Centre Te Matatiki Toi Ora	\$500,000	-	\$500,000	\$250,000
The Duke of Marlborough Hotel	\$500,000	-	\$500,000	\$250,000
The Kauri Museum	\$345,000	\$155,000	\$500,000	\$175,000
Totally Tourism	\$500,000	-	\$500,000	\$250,000
Transport World	\$500,000	-	\$500,000	\$250,000
True South Flights	\$500,000	-	\$500,000	\$250,000
Velocity Valley	\$200,000	\$200,000	\$400,000	\$100,000
Volcanic Air	\$500,000	-	\$500,000	\$250,000
Waewae Pounamu	\$320,000	-	\$320,000	\$160,000
Waimangu Volcanic Valley	\$500,000	-	\$500,000	\$250,000
Waimarama Māori Tours	\$260,000	-	\$260,000	\$130,000
Waiotapu Thermal Wonderland	\$500,000	-	\$500,000	\$250,000



Waitomo Adventures	\$350,000	\$150,000	\$500,000	\$175,000
Wanaka River Journeys	\$215,101	-	\$215,101	\$165,101
Wellington Zoo	\$500,000	-	\$500,000	\$250,000
West Coast Wildlife Centre	\$500,000	-	\$500,000	\$250,000
Westcoast Treetop Walk and Café	\$250,000	\$250,000	\$500,000	\$250,000
Whakarewarewa - The Living Māori Village	\$500,000	-	\$500,000	\$250,000
Whale Watch Kaikoura	\$1,500,000	-	\$1,500,000	\$1,125,000
Wilkin River Jets	\$286,471	\$213,529	\$500,000	\$143,236
Wilson's Abel Tasman National Park Ltd / Abel Tasman Services Ltd (a Wilson's company)	\$500,000	-	\$500,000	\$250,000
Zealandia	\$500,000	-	\$500,000	\$250,000
Ziptrek Ecotours	\$478,000	\$22,000	\$500,000	\$250,000
Zorb Rotorua	\$150,000	\$150,000	\$300,000	\$75,000
Te Anau Glowworm Caves (Wayfare)	\$500,000	-	\$500,000	\$250,000
Cardrona and Treble Cone (Wayfare)	\$500,000	-	\$500,000	\$250,000
International Antarctic Centre (Wayfare)	\$500,000	-	\$500,000	\$250,000
TSS Earnslaw and Walter Peak (Wayfare)	\$500,000	-	\$500,000	\$500,000
Doubtful Sound Cruises (Wayfare)	\$500,000	-	\$500,000	\$500,000
Real Journeys Milford Sound (Wayfare)	\$500,000	-	\$500,000	\$500,000
Stewart Island Ferry Service (Wayfare)	\$500,000	-	\$500,000	\$250,000
<b>Total:</b>	<b>\$60,916,305</b>	<b>\$5,936,597</b>	<b>\$66,852,902</b>	<b>\$33,948,688</b>

## Annex Four: STAPP grant withdrawn businesses – 17 February 2021

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Business Name	Grant Status	Grant Offer Value
NZ Ski	Declined	\$500,000
Ultimate Hikes – Milford Track, Routeburn Track, Greenstone Track Guided Walks	Declined	\$500,000
The Hermitage Hotel and Glacier Explorers	Declined	\$500,000
	<b>Total:</b>	<b>\$1,500,000</b>

## Annex Five: STAPP Regional Tourism Organisations Funding

Regional Tourism Organisation	Contract Status	Funding Paid
Northland Inc. Limited	Signed and paid in full	\$700,000 + GST
Auckland Tourism Events and Economic Development	Signed and paid in full	\$1,000,000 + GST
Destination Coromandel Trust	Signed and paid in full	\$700,000 + GST
Hamilton & Waikato Tourism	Signed and paid in full	\$700,000 + GST
Trust Tairāwhiti Ltd	Signed and paid in full	\$400,000 + GST
Western Bay of Plenty Tourism and Visitors Trust (Operating as: Tāpoi Te Moananui ā Toi   Tourism Bay of Plenty)	Signed and paid in full	\$700,000 + GST
Hawke's Bay Tourism	Signed and paid in full	\$700,000 + GST
Visit Ruapehu	Signed and paid in full	\$700,000 + GST
Destination Lake Taupō Trust (Destination Great Lake Taupō - DGLT)	Signed and paid in full	\$700,000 + GST
Rotorua Economic Development Limited	Signed and paid in full	\$1,000,000 + GST
Venture Taranaki Trust	Signed and paid in full	\$700,000 + GST
Whanganui and Partners Ltd	Signed and paid in full	\$700,000 + GST
Central Economic Development Agency Ltd	Signed and paid in full	\$700,000 + GST
Destination Wairarapa	Signed and paid in full	\$400,000 + GST
Wellington Regional Economic Development Agency Ltd	Signed and paid in full	\$1,000,000 + GST
Nelson Regional Development Agency	Signed and paid in full	\$700,000 + GST
Destination Marlborough	Signed and paid in full	\$700,000 + GST
Development West Coast	Signed and paid in full	\$400,000 + GST
Destination Kaikōura	Signed and paid in full	\$400,000 + GST
Hurunui Tourism	Signed and paid in full	\$400,000 + GST
ChristchurchNZ Ltd	Signed and paid in full	\$1,000,000 + GST
ChristchurchNZ Ltd (on behalf of Mackenzie District Council)	Signed and paid in full	\$400,000 + GST
Venture Timaru Ltd	Signed and paid in full	\$400,000 + GST
Tourism Waitaki Limited	Signed and paid in full	\$400,000 + GST
Dunedin City Council	Signed and paid in full	\$700,000 + GST
Lake Wanaka Tourism Inc	Signed and paid in full	\$700,000 + GST
Central Otago District Council	Signed and paid in full	\$700,000 + GST
Destination Queenstown Incorporated	Signed and paid in full	\$1,000,000 + GST
Destination Fiordland Incorporated	Signed and paid in full	\$400,000 + GST
Clutha Development Incorporated	Signed and paid in full	\$400,000 + GST
Great South	Signed and paid in full	\$700,000 + GST
	<b>Total:</b>	<b>\$20,200,000</b>