

Confirmed Startup Advisors Council Meeting Minutes

Date and location	8 August 2022 15 Stout Street, MBIE Offices Wellington
Attendees:	Phil McCaw (Chair), Suse Reynolds (Deputy Chair) Imche Fourie (member), Grant Straker (member), Marian Johnson (member), Mike Carden (member), Carl Jones (member). Dean Ford (Secretariat), George Whitworth (Secretariat), Guled Mire (Secretariat), Jess Robertson (Secretariat), Israelanna Natanielu (Secretariat) Nathan Hobrough (Secretariat) Ben Taylor (Secretariat), Robyn Henderson (Secretariat), Samuel Murphy (Secretariat),
Guests:	Peter Chrisp (NZTE), Rob Everett (NZGCP), Stefan Korn (Callaghan Innovation), Gina Williamson (MBIE Industry Policy), Kirsty Hutchison (MBIE Immigration Policy), Clare Morrell (MBIE Immigration Policy)
Apologies:	Landon McMillan (Secretariat)
Conflicts of Interest:	Compiled on a conflicts register

Time	Item	Papers	Discussion	Action agreed by the Council	Follow-on actions
09.55 55 Mins	1. Opening and introduction		The Chair provided opening remarks and invited guest speakers from NZTE, NZGCP and Callaghan to present on key activities they are undertaking to build the startup ecosystem. NZGCP Chief Executive highlighted the work they are doing to support startups has three main objectives. This includes building the base, growing capability and fostering collaboration and connectivity. He discussed		

			<p>recent changes to NZGCP’s parameters and their strategic approach to funding in current economic conditions.</p> <p>NZTE Chief Executive shared reflections on New Zealand’s early-stage ecosystem. He noted that NZTE currently focuses on innovation and growing value-added companies across the three significant export sectors of manufacturing, FBCG (Food and Beverage Consumer Goods) and tech and innovation. 80% of NZTE’s resources go into the 1400 Focus companies. He also noted some of the challenges and opportunities, including the need for a consistent approach to framing strategic objectives, and gave his perspective on the weaknesses of the ecosystem in areas like strategic intent, followership, and collaboration.</p> <p>Callaghan Innovation Chief Executive spoke about their role in supporting the startup ecosystem. He highlighted that their role encompasses four main components: Provision of research, development and innovation funding/grants, upskilling, commercialization (access to deep-tech problem solving and scientists) and connectivity in the ecosystem. He also highlighted the opportunities in place, including new grants available to support startups with activities such as market research and validation.</p>		
10.50 70 Mins	2. Council vision	<i>Council strategy presentation slides</i>	The Deputy Chair led a session on the Council’s strategy for the New Zealand startup ecosystem, including defining startups, desired outputs, outcomes, and as well as a vision, purpose and promise statements.	The Council: Agreed to nominate the deputy chair to	

			<p>The proposed strategy seeks to lift productivity, support a carbon-neutral economy, enhance equity and diversity in the sector, reduce income inequality, and create capital pathways for startups and higher-paying jobs.</p> <p>Council members reflected on the proposed strategy and associated vision and purpose statements. Feedback from Council members on the session included:</p> <ul style="list-style-type: none"> • The need to recognise some startups are more impact driven than business driven • The objectives should be high-level • Ensuring scalability is part of the outcome • The need to engage with Māori • Incorporating hi-tech perspectives in the definition • Updating the promise statement to encompass aspects around enabling every entrepreneur the opportunity to succeed and thrive • Recognising there are both national and global components to connectivity and that it looks different across different areas • Treating the New Zealand ecosystem as being adjacent to other ecosystems <p>The Council generally endorsed the vision and noted that a benchmark would be to ensure New Zealand places within the top 5-10 global rankings for startup ecosystems.</p> <p>The Council agreed to nominate the Deputy Chair to incorporate feedback from Council members on the</p>	<p>incorporate feedback from Council members and use the document as a basis to inform community engagement plans.</p>	
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			<p>strategy and for members to use it as a basis to inform engagements with the New Zealand startup community.</p> <p>The Secretariat urged the Council not to narrow their focus too early but emphasised the need to ultimately distil down to actionable key, priority outcomes and to be pragmatic about the extent and ambition of their recommendations.</p>														
12.00 – 12.30 Lunch break																	
12.30 45 Mins	3. Council workplan and update on engagement plan	<i>Paper: Council Workplan</i>	<p>The Council reviewed and discussed its forward work plan and programme of engagements with the startup community across the country for the month of September and appointed leads to finalise planning work.</p> <p>The proposed locations, thematic groups and individual leads is provided below based on Council discussions:</p> <table border="1" data-bbox="763 927 1413 1364"> <thead> <tr> <th>Location/Thematic groups</th> <th>Lead(s)</th> </tr> </thead> <tbody> <tr> <td>Auckland (town hall and virtual conference)</td> <td>Phil McCaw, Mike Carden, Carl Jones and Imche Fourie</td> </tr> <tr> <td>Hamilton</td> <td>Carl Jones and Imche Fourie</td> </tr> <tr> <td>Tauranga</td> <td>Carl Jones and Grant Straker</td> </tr> <tr> <td>Wellington</td> <td>Suse Reynolds and Phil McCaw</td> </tr> <tr> <td>Christchurch</td> <td>Marian Johnson and Suse Reynolds</td> </tr> </tbody> </table>	Location/Thematic groups	Lead(s)	Auckland (town hall and virtual conference)	Phil McCaw, Mike Carden, Carl Jones and Imche Fourie	Hamilton	Carl Jones and Imche Fourie	Tauranga	Carl Jones and Grant Straker	Wellington	Suse Reynolds and Phil McCaw	Christchurch	Marian Johnson and Suse Reynolds	<p>The Council:</p> <p>Agreed to undertake consultations with the sector in September and to report findings at the next Startup Council meeting.</p>	<p>Council members will:</p> <p>Develop a shortlist of stakeholders to engage</p> <p>Develop a list of key questions</p> <p>The Secretariat will:</p> <p>Support the council in finalise the engagement plan and develop a communications plan.</p> <p>Confirm tentative dates.</p>
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13.15 60 Mins	4. Presentation on key government programmes		<p>Council members received presentations on wider Government programmes and initiatives of relevance to startups.</p> <p>Gina Williamson, Industry Policy Manager at MBIE spoke first and provided an overview of the work completed and currently underway to finalise industry transformation</p>	The Council: Requested additional information on ITPs and immigration policies	The Secretariat will: Provide further information to the Council on current ITPs and a summary of findings from existing consultations on ITPs in the pipeline														

			<p>plans (ITPs). Gina outlined what ITPs are and its relevance for startups.</p> <p>Council members requested additional information about current ITPs, including a collated summary on what it is and what they encompass what it is, what it includes etc (this a follow-up action)</p> <p>Jess Robertson, Innovation Policy Manager at MBIE spoke next about recent and current work underway to support startups, including the RDTI and funding grants. Jess also provided an overview of the multi-year future pathways work programme aimed at enhancing New Zealand's science and innovation system.</p> <p>Kirsty Hutchison, Immigration (Border and Funding) Policy Manager at MBIE then spoke about the immigration rebalance and various immigration pathways to assist the Startup ecosystem, covering both investors and potential employees. The Council requested MBIE secretariat to provide additional in-depth information on the various immigration pathways for the startup ecosystem, including details on visa categories, processing times, overview of INZ responsibilities vs aspects the workflow that sit outside of INZ.</p>		<p>Provide follow-up in-depth information on immigration pathways, visa processing times and overview of agency responsibilities in regards to processing of visa applications.</p>
14:15 25 Mins	5. Startup Genome Proposal	<i>Startup Genome Proposal</i>	<p>The Council discussed the proposal to procure services from Startup Genome to support the work of the Council.</p> <p>The council Chair provided information on the background to the proposal and how it came up. The Chair recommended that the Council commission Phase 1 of Startup Genome's proposal, which includes an</p>	<p>The Council: Nominated Suse Reynolds to lead work on finalising scoping a proposal with Startup</p>	<p>The Secretariat will: Finalise a plan to procure services from Startup Genome as per the request of the Council.</p>

			<p>international benchmarking exercise, plus reserve up to US\$25,000 for additional consulting support post Phase 1.</p> <p>Council members noted that Phase 1 would complement findings gathered from the Council’s engagement with stakeholders across the country.</p> <p>Council members also noted that there is a need to clarify that phase 1 would identify gaps in New Zealand’s startup ecosystem and the available policy levers to help advance positive outcomes.</p> <p>Council members support the commissioning of work under phase 1 of Startup Genome’s proposal, subject to confirmation that this will include initial perspectives on policy development.</p> <p>The Council agreed to appoint the Chair and Deputy Chair to undertake contract negotiations alongside the Secretariat to finalise the procurement of services from Startup Genome, including clarifying queries raised by the Council.</p>	<p>Genome on behalf of the Council.</p> <p>Agreed to commission work under phase 1 of the Startup Genome proposal plus the additional consulting budget, subject to confirmation this will include initial perspectives on policy development.</p>	
14.40 5 Mins	7. Concluding comments		<p>The Chair provided closing remarks.</p> <p>The Council agreed to schedule their next meeting in early October. The next Council meeting will focus on feedback from engagements with the startup community across the country.</p> <p>The Council also agreed to make a pitch about the Ministers they would like to attend future Council</p>	<p>The Council:</p> <p>Agreed to meet in October to discuss findings from engagements with the Startup community.</p>	<p>The Secretariat will:</p> <p>Make arrangements for the next Council meeting.</p>

			ministerial meetings. In this regard, the Council will seek the Minister for Economic Development's views.		
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