



Annual Plan Submission – 2022

Background

Trustees

Chair: Sue Avery

Deputy Chair: Beth Barnes

Secretary / Treasurer / Manager: Brian Dawson

Other Trustees: Graham Gosling, Mark Lucas & Aaron Marshall

Contractors

Manager: Brian Dawson

Assistant Manager: Liz Webb

Project Manager Marlborough Start-Up Weekend: Tracey Green

History

Business Trust Marlborough was incorporated in August 2014 with the purpose of providing free, confidential, one to one, business advisory services to support local businesses and foster economic growth in the wider Marlborough region. The Trust also manages a pool of very experienced and talented Business Mentors, both local and from outside the region, through Business Mentors NZ. The Trust provides training and seminars around business start-ups and links businesses with local and central government resources.

Key Relationship – Angel Investors Marlborough

Business Trust Marlborough continues to provide administration, promotion and management services to Angel Investors Marlborough.

Business Engagements

Client engagements peaked in 2020/2021 due to COVID-19. Summarised as follows:

Year	Number of Engagements
2022	200 (Projection)
2021	254
2020	188

2019	167
2018	147
2017	120
2016	109
2015	90

We have 56 businesses that are currently being mentored.

Events Program

Our general events program remains strong. They are a key opportunity to educate and connect business owners. Events also help keep our service top of mind with our current and potential audience.

Our events include a breakfast meeting with a guest speaker on the first Friday of each month and morning tea again with a guest speaker on the third Thursday of every month.

Refreshed Strategy

We have refreshed our strategy this year, with our goals being:

- 1) Sustainable Finance
- 2) Create Awareness / Visibility
- 3) Develop Partnerships / Relationships
- 4) Be Proactive & Innovative
- 5) Successful Engagement

We have developed a strong strategic plan with clear objectives, targets and actions. We have been implementing these over recent months.

Resourcing

We have currently recruited a senior part-time staff member – Liz Webb. This is enabling us to further execute on our strategy and build some resilience in to our office team.

Connections

We connect with potential clients via Facebook, Instagram and our website. We have a database of over 733 businesses.

We link in with Callaghan Innovation and NZTE via the Nelson Regional Development Agency and the Chambers of Commerce.

Referrals are also exchanged back and forward between Smart Business Marlborough.

Support and Sponsors

We couldn't go what we do without the generous support of our supporters and sponsors. These include:

- Marlborough District Council - Smart Business Marlborough
- Rata Foundation
- Employment Support Marlborough
- The Lion Foundation

- Decision Time Help Ltd
- TvA Chartered Accountants
- Wallace Diack Chartered Accountants
- pcMedia

Request from Council

We have been very generously supported by the Marlborough District Council since the trust's inception. The Council has provided us with an annual operating grant which started out at \$25,000 and was increased to \$47,500 in 2017.

As you see from the attached Financial Accounts, we have successfully leveraged this funding and in the last year reported on received almost \$74,000 from other sources.

The Council's annual grant is of course our anchor and is vital to the running of the trust. Given the trust's careful budgeting, ability to generate revenue from other sources and the reserves we have built up over recent years we do not need an increase in the grant. What we would like however is for the grant to keep up with inflation. In previous years with inflation being so low the purchasing power of our grant has not been materially affected. With the CPI now running so high and the purchasing power of the grant being eroded we now ask that our grant be indexed to CPI going forward. We have addressed this with Council previously and received the following answer:

Whether or not our annual payment will be CPI indexed

- *The revised contract includes an increased fee of \$47,500 + 1.5% for Year 1 (the CPI increase from the March 2020 quarter to the March 2021 quarter was 1.5% referring to [StatsNZ](#))*
- *For Year 2 & Year 3, additional fees over the base-level \$47,500 will need to be agreed via participation in the Council's Annual Plan process.*

We are therefore making a submission to this year's Annual Plan seeking the CPI increase.

Sue Avery
Trust Chair

Brian Dawson
Trust Manager