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"Don't be afraid to give up the good for the great!"
- John D. Rockefeller

Prime Minister's Visit!



Niue welcomed the Right Honourable Jacinda Ardern, Prime Minister of New Zealand and her 65 member delegation on Monday 5 March. Niue Chamber of Commerce presented a Business Expo to showcase the Private Sector businesses in Niue.

The Businesses who participated in the Private Sector Business Expo included; Niue Fresh, Savage House Boxing, Maulu Day Spa, Niue Island Organic Farmers Association, Oma Tafua, Lupe Niue, Niue Orientation Tour, Niue Yacht Club and Lau's Getaway.

The Business Expo took place in the Dolphin Restaurant at the Scenic Matavai Resort and was visited by the delegation of media, business leaders, parliamentary support personnel and NGO's prior to the Government of Niue luncheon with the Prime Minister and her delegation. The Prime Minister and Deputy Prime Minister visited the Private Sector Business Expo after the luncheon before heading off for their afternoon activities. The Niue Chamber of Commerce hosted a small business round table session with the Deputy Leader of New Zealand First, Air New Zealand and MFAT representatives after the luncheon and discussed a wide range of topics including infrastructure, export facilitation, insurance, Pacer Plus and trade opportunities for Niue.

Go! Niue App



Niue Chamber of Commerce is proud to confirm that the Go!Niue App is completed and is just having corrections and the finishing touches done to it. We will be soft launching it to our members for their feedback over

the next week and the promotional launch of Go!Niue App will take place in mid-April with press releases and promotions in New Zealand and Niue. There will be radio and TV promotions, a series of "Appy Hour" events around Niue, prizes and giveaways, social media, and email promotions. You can download the Go! Niue App for free at the App store for Apple and the Play Store for Android. Let us know what you think.

Upcoming Workshop/Training:

- Customer Service Training
- Outboard Motor Service Training
- Mechanics Workshop
- Health & Safety Planning
- Host Responsibility Training
- First Aid Training
- Business Planning Workshop
- Business Networking Event
- Pacer Plus Workshop
- E-Trading Workshop
- Marketing & Communications Workshop

For more information contact Denise on email info@niuechamber.com to book for any of the above workshops, training and events.

Pacer Plus Update— Ida Hekesi, Chamber President



The Pacer Plus Agreement signed in June 2017 by the Niue Government is a trade agreement covering goods, services, investment, labour, sanitary and phytosanitary measures amongst other issues.

Trade Lawyers, Tracey Epps and Millie Singh under contract to MFAT NZ recently visited Niue and the Chamber of Commerce was asked to meet with them as part of the process of ratification in order for the Pacer Plus agreement to come into force. The talks focused mainly around Niue's obligations under the Pacer Plus agreement. The Chamber of Commerce strongly emphasised the importance of consultation to the wider public but especially to private sector businesses who would be directly affected by the Pacer Plus agreement.

The Pacer Plus agreement is 900 plus pages long and is full of legal jargon that makes it difficult to understand what the agreement means in practical terms and how it will work on the ground for Niue businesses in the private sector.

On balance, based on import and export statistical evidence whilst Niue may stand to benefit from the Pacer Plus agreement in some areas, Australia and New Zealand, stand to gain more purely due to Niue's small size, resulting in little or no economies of scale. Niue's distance and remoteness from major markets also contributes to the challenges that will be faced by businesses on Niue trying to lower costs or even be competitive under Pacer Plus.

Of particular concern is how only a few key product areas are exported to Australia and New Zealand and the red tape involved in the export process. The Chamber of Commerce understands that some countries in the Pacific including Niue have been waiting years for products to be allowed for export into the New Zealand and Australian markets. The importance of exports shows that the challenge for Niue is not only in increasing exports, but also increasing production for the domestic market to replace imported goods, such as food, that could be competitively produced on Niue and in the Pacific. Will Pacer Plus improve Niue's needs?

Chamber understands that a Readiness Package of AUD7.7 million is available for countries who are signatories of Pacer Plus to assist in the work that needs to be undertaken to help the ratification of the agreement. A further AUD25.5 million allocation has also been committed to help Forum Island Countries implement Pacer Plus. Benefits highlighted were how the agreement would provide assistance to streamline Niue's customs procedures to reduce trade costs and enhance competitiveness and assist to upgrade trade-related infrastructure, including ports.

Tracey and Millie will be back in April and Chamber of Commerce has requested a meeting to be set up with the Chamber board and members for a better understanding of Pacer Plus and how it can better work for Private Sector businesses in Niue.

Niue Chamber to keep up to date with Private Sector News!



**Do you need help with
setting up or updating
your business
Facebook page?
Did you know you
can contact
namara@niuechamber.com
for assistance?**

**“You do not learn to walk by
following rules. You learn by
doing, and by falling over”
- Sir Richard Branson**

HE ROSS ARDERN— NZ HIGH COMMISSIONER

The Niue Chamber of Commerce would like to publicly thank HE Ross Ardern, New Zealand High Commissioner in Niue for his support of the Niue Chamber of Commerce and our Private Sector.



The Niue Chamber of Commerce operational funding is provided as part of the New Zealand Aid Programme to support Niue. The Chamber produces a three yearly Activity Design Document outlining our proposed activities, outputs and budget requirements. This is approved by the Ministry of Foreign Affairs and Trade in Wellington prior to a Grant Funding Agreement for the Niue Chamber of Commerce Funding being entered into. The Business Development Manager is funded from the Administrative and Technical Assistance Funding provided by New Zealand to the Government of Niue. We owe a huge amount to Ross and his team for not only the funding support but the general support, facilitation and information sharing they provide.

Ross Ardern has always been a strong advocate of our private sector. He has done a tremendous amount for Niue in terms of political, social and economic development. Ross and Laurell are finishing their term in Niue at the end of April and the Niue Chamber of Commerce would like to wish them both every happiness and success as they move back to New Zealand, and life with grandchildren, a Prime Minister in the family, and a new position for Ross supporting New Zealand's activities in Tokelau. You have left big boots to fill Ross Ardern!

The new New Zealand High Commissioner to Niue is Kirk Yates. Mr Yates is an agriculture specialist within the Ministry of Foreign Affairs and Trade and has held diplomatic and development positions in Indonesia, Fiji and Papua New Guinea.

Water Update:

The Business Development Manager attended the Water Steering Committee meeting on 12 March. The Public Health team will be retesting all of the bores in the week commencing 19 March following the completion of the cleaning programme by the Utilities Department. Following the programme of cleaning, renewing piping and water blasting the water supply now has the all clear and is safe to drink in Toi, Hakupu and Hikutavake.

A boil water notice remains for all other villages and the schools until the results are available from the new tests.

Environment Department Notice—Septic Waste Charges

The current rate is \$56.00 per truck load but as of the 1 May 2018, new charges will be:

- | | |
|--|----------|
| - Private Households & GoN Flats | \$75.00 |
| - Private Sector Businesses, GoN Agencies & SOE's | \$100.00 |
| - After Hours Emergencies - After hours & Weekends | \$150.00 |

Please note that the charges are for each truckload of waste. The more loads you have the higher the cost.

The reason for the increase in prices is to cater for the new septic truck which has started operation. The new truck has a larger capacity with longer hoses to reach hard to access septic tanks-behind homes.

The Department of Environment aims to have a more effective and efficient service utilizing the new truck with a more improved service to customers.

Niue Yacht Club—World Arc Visit!

The Niue Yacht Club will again host the World Arc Yachts between 21 May and 29 May this year. 2018 will see the largest fleet to visit Niue with at least 32 yachts expected spread over two groups. Niue can look forward to welcoming over 95 crew as part of the World Arc visit.

Government of Niue Bank Changes—Reminder

Please ensure you update the bank details for your tax and customs payments to enable your payments to be processed correctly.

The Treasury Department would like to remind all businesses, importers, taxpayers and the general public of the new internet bank accounts open specifically allocated for all Customs and Tax related payments.

All related Duties, Levies, Surtaxes, Port Charges and Niue Consumption Tax (NCT) incurred at the Border shall be paid into the following Customs Account.

Account Name: **Customs Treasury**
Account number: **38-9014-0749021-02**
Bank: **KIWI BANK**

Payments related Income Tax, Pay As You Earn (PAYE), NCT from Returns, Tax Debts and Business License Fees shall be paid into the following Tax Account.

Account Name: **Tax Treasury**
Account Number: **38-9014-0749021-01**
BANK: **KIWI BANK**

If you required further clarification please contact the Customs & Tax Office, Ph: 4111.

Fire Extinguisher Training

Niue Chamber of Commerce would like to extend our sincere appreciation to EJ Strickland for his hard work in coordinating the delivery of the Niue Chamber of Commerce subsidized Fire Extinguishers for the Private Sector Businesses.

On Thursday 15 March EJ conducted a training demonstration for our Private Sector on how each equipment worked and maintenance.

If you have missed out on the training, contact Namara for training videos taken of the day on how to operate the equipment.



Green Climate Fund Workshop

The Business Development Manager, Rae Finlay, attended a Green Climate Fund Workshop last month to progress the Chambers research into a Green Climate Fund Application for the Private Sector focused on Food Security – particularly building resilience to the effects of climate change on food production, import substitution, reducing reliance on fossil fuels, leveraging the development of local food crops and fisheries value chains for improved nutrition and sustainable food systems, water and energy use etc.

The first step is for the Niue Chamber of Commerce to conduct consultation with businesses and organizations in Niue and then to develop a concept document and our initial application for Readiness Funding. The Green Climate Fund has introduced a Simplified Application Process (SAP), which our project will fit into. The Chamber will be working with the PMCU as the National Designated Authority (NDA) for the Green Climate Fund.

The Business Development Manager will be conducting meetings during April and the plan is to have our Concept Document completed by the early May.

Niue Tourism Industry Forum

On Thursday 22 February Niue Chamber of Commerce was a part of the Niue Tourism Industry Forum held at the Scenic Matavai Conference Centre in conjunction with Niue Tourism and Scenic Matavai Group.

Presentations were done by Rae Finlay, Niue Chamber of Commerce Business Development Manager, Felicity Bollen, Niue Tourism CEO and Matt Brettell, General Manager for Scenic Matavai Resort Niue. There were over 60 participants from the Tourism Sector in attendance.

The forum provided an opportunity for the speakers to update on results for the past year, current plans, opportunities and issues. The presentations were followed by a lively question and answer session and some robust discussion about opportunities in the future. We thank Hon Dalton Tagelagi who attended and undertook to answer a large number of questions regarding infrastructure, environment, customs and other Government related topics. Government Department Directors and Director Generals, and Ministers were also invited to participate but did not attend.

Thank you to Scenic Hotel Group for hosting the Tourism Industry Forum and for providing great prizes for the business card draw.

The Rock Vets Niue Confirmed!

The Rock Vets Niue Team have now booked and confirmed to be in Niue from 26 October until 6 November for their 2018 Clinic. This will be Rock Vets sixth trip to Niue to care for the cats, dogs, pigs and other animals as there is no vet clinic on the island. Desexing of cats and dogs to keep the population of these animals to a manageable level is a big part of their Clinic in Niue.



The Rock Vets usually do around 100 desexing surgeries and between 60-100 consultations and multiple piggery visits during their week long clinic. Over the years there has been a steady increase in the number of animals being seen in the Rock Vets Clinic. Every year the team of vets, veterinary nurses and coordinators look forward to their trip to Niue as they have literally *"fallen in love"* with the little island of Niue. The Rock Vets come from the Pakuranga Veterinary Clinic and donate their time and expertise to come to Niue to provide animal health services. They have to raise money for airfares, food, and accommodation. The accommodation is generously partly sponsored by Matavai Scenic Resort and rental vehicles are generously provided by Niue Rentals. If you are an animal lover or would like further updates from the Rock Vets Team – Like them on Facebook **"The Rock Vets Niue"** and keep up to date with their news. Also The Rock Vets team have a **"Give a Little"** page that you can donate to support their activities. The team travels to Niue on donations or sponsored funds so if you want to see them back on island you can help make it happen. Go to <https://www.givealittle.co.nz/org/helptheanimals> or go onto the Rock Vets Niue Facebook page and click on the DONATE button and it will redirect you to the Give a Little page.

Welcome to our new members:

1. MMI Poultry
2. Explore Niue Tours
3. Social Solutions Consultancy
4. Friendly Motor Services
5. Breeze Accommodation
6. Niue Adventures Mechanic
7. Niue Adventures Shop

The Niue Chamber of Commerce has a record 189 members.

To all members who have not received your Business Opening Hours signage — contact Namara on 4399 or email namara@niuechamber.com

Business Tips:

Attend industry events or conferences. Get to know your colleagues and stay up to date on the latest developments.

Watch your competitors. If they launch a new product, you're the first one who should know about it.

Invest inwardly. Spend time improving and upskilling yourself and your staff.

Focus on customer perspectives. Your customers are what keep your business going. Prioritize their needs.

Education Programme— Catherine E Papani

NCOC continues its delivery of the Young Entrepreneurs Programme for this year with two Year 10 classes at Niue High School, a total of 35 students. Mrs BIRTHA Tongahai, Director of Education has always been a big supporter of the programme which has run for over 8 years at Niue High School and with this support and the Principal of Niue High School, Charles Ioane, NCOC is now delivering this class once a week for 2018.

Young Entrepreneurs teaches entrepreneurial skills and students are guided through setting up a micro-business for launch at the Constitution National Show Day as part of the NCOC Business Expo.

Tutors for the programme Catherine Papani and Glen Jackson deliver a programme to assist students to take an entrepreneurial approach in their life. It is not only understanding topic areas such as; Business Practice and People, Marketing, Operations, Finances and Innovation but it also teaches them appreciation of hard work, independence, confidence, teamwork and problem solving. Both Catherine and Glen are entrepreneurs and returning Niueans themselves and therefore are able to provide realistic views and practical approaches that can be applied in Niue's context.

We have had 5 x Weekly 50 minute classes with Year 10 and lessons are going as planned for the year. We were privileged and appreciated the eagerness of several local entrepreneurs who accepted our invitation to come and be guest speakers to our NYE. This was a follow on from Lesson 3 where we had asked each group to name who they considered as local entrepreneurs. Those that were named were invited to do a 5minute presentation on the realities of being a "Local Entrepreneur".

Thanks to :

Ida & Albert Hekesi
Lofa Rex
Willie Saniteli

Stone Solutions/Stone Villas
Falala Fa
Crazy Uga/ Washaway/
Driveway/ Fish Away/
Limestone Motors
Tastok Enterprises
Niue Fresh
Bourne Services

Sir Toke Talagi
Mark Blumsky
Pele Bourne



The success of Young Entrepreneurs in the Niue High School has now paved the way for a similar programme to run at the Niue Primary School.

The **Junior Entrepreneurs** programme will be delivered by both Catherine and Glen in Term 3 to Year 6 students. NCOC is grateful for the Principal of Niue Primary School - Mrs Moka Vaha and the Director of Education, Mrs BIRTHA Tongahai, for seeing value in starting entrepreneurial classes even earlier than Year 10.