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*“Humility is the true key to success. Successful people lose their way at times. They often embrace and overindulge from the fruits of success. Humility halts this arrogance and self-indulging trap. Humble people share the credit and wealth, remaining focused and hungry to continue the journey of success” - Rick Pitino*

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## Welcome to 2019!

**Rae Finlay, Business Development Manager/CEO, Niue Chamber of Commerce**

On behalf of the Niue Chamber of Commerce Board and Management Team I want to thank our members for their continued support of the Chamber. 2018 was another successful year and there’s much to look forward to in 2019 as we deliver on the many projects and initiatives in the pipeline.

The Go! Niue App developed by Chamber in 2018 will be refreshed and updated. Also, the Niue Chamber of Commerce website will be updated in 2019 after it was hacked at the end of 2018. A reminder to all our businesses to update your virus and security systems for online platforms. Also a reminder for members to send through any updated information on your businesses to be included on the Go! Niue App and the business listings on the NCOC website.

The Biennial Niue Business Awards will be held in 2019 and we will be sending out information for entry in April. Tentative date for the Niue Business Awards is Saturday 25 May.

Late last year we sent out a Training Needs Survey to our members to get feedback on your training requirements for 2019 so we can best deliver a programme of training and workshops that meet the private sector needs. A big thank you to the members that completed this Survey, some very valuable feedback. We will be contacting more members by phone and email over the next two weeks to get some further feedback and to ensure all sectors are adequately represented before we lock in the 2019 Training and Workshop Programme. Two of the most requested Workshops were Basic Accounting and First Aid and we are pleased to confirm the dates for these in this newsletter.

With the school year beginning we have started the Young Entrepreneurs Programme at the Niue High School. This year we have 32 Year 10 Students and the Young Entrepreneurs Programme will be delivered by Catherine Papani and Glen Jackson. Following the successful pilot programme in Term 3 for the Junior Entrepreneurs Programme with Year 6 students at Niue Primary School we are hoping to run this programme out over two terms in 2019.

As many of you are doing, we are actively trying to find more ways to attract good workers to Niue. We will be developing central job portal on our Chamber website. Are you hiring? Are you looking for a new job? Send us your info whether you are looking for employees or you are looking for a career change and we can promote this via the website, email and social media.

The Chamber has been working with several businesses to develop their business plans for either new or existing business. A well-developed business plan is a roadmap for your business success. If you are looking at bank loans for your business, applying for a Business Development Grant or want to ensure your business is planning for success and providing a shared vision for management and staff for the development of your business then a current business plan is a must. The Chamber will be offering the first of its Business Planning Workshops for 2019 on Tuesday 26 February 8.30am to 12.30pm. When you’re deep in the day-to-day running of your business it can be hard to see things with fresh eyes – by booking business advice sessions or attending the business planning workshop you will be provided with experienced, unbiased perspectives to help you understand and plan to get to where you want your business to go.

We will be opening the Business Development Grant applications in late February and will be advertising the grant criteria and application process to all our members.

The Short-Term Training Assistance grants opened in November 2018 and five businesses have taken advantage of this opportunity to attend specialised short-term training overseas. Applications are still open for STTA Grants; just contact the NCOC office for more information.

Finally, I wish you all a happy, healthy and prosperous 2019.

**“We are committed to helping you make 2019 your best year in business ever”**



Tuapa Youth Choir



Fijian Community Choir



J'Love's Kids Guitar Group

Like the Niue Chamber of Commerce Facebook page to view more Christmas on the Rock photos.

# Christmas on the Rock

The inaugural 'Christmas on the Rock' event was on 16 December and delivered a wonderful celebration of Community and Christmas. After initially being rained out of the Halamahaga site on Saturday, the event was moved to the Hall at the Niue High School for Sunday 16 December with over 400 people attending.

The four hour Christmas entertainment extravaganza featured over 100 local performers, plus Frankie Stevens, Jackie Clarke, Stephen Small from New Zealand, the cast of Meet the Fakas, the arrival of our Niuean Santa, 100's of glow sticks and Santa hats for the children, 400 programmes, the transformation of the school hall into a Christmas wonderland, a 5m tall inflatable Santa, and a whole lot of Christmas cheer.

The community choirs and entertainers performing included: J' Love's Guitar Students, J'Love Hekesi, Asialy Hekesi, Glen Jackson, Alitaptap representing the Filipino Community, Fijian Community Choir, Seventh Day Adventist Church Choir, and the Tuapa Ekalesia Youth Choir. It was wonderful to see that all of the choirs and church groups were so enthusiastic and showed up with plenty of additional members and supporters and that many performed their songs in Vagahau Niue. Most of the food vendors were completely sold out by 8pm. Many visitors to Niue also attended and commented on what a special opportunity it was to be invited to such a celebration of community, culture and Christmas.

Christmas on the Rock was made possible by the support from our sponsors: Niue Chamber of Commerce, DTB Construction, Namukulu Cottages, Niue Development Bank, Telecom Niue, Kevin & Rick Leslie, Scenic Matavai Resort, ROCKsteady Enterprise, Tropicana, Falala Fa Café & Bar, Rockbak Bakery, Stone Solutions, Stone Villas, Vaiolama Café & Bar, Niue Rentals, Kololi's Motel, G's Minimart, Rock On Events and a number of private sector anonymous donors.

The Christmas on the Rock event was coordinated by the team at the Niue Chamber of Commerce to engage the private sector in a Christmas event to thank the community for their support throughout the year.

## Business Visits – We're here to help!

If you would like a business visit from one of the Niue Chamber of Commerce Team just ring the Niue Chamber of Commerce office on 4399 to book an appointment. We are able to assist with business advice and mentoring, business planning, business strategy, marketing, HR, development planning, succession planning, staff development programmes and more. It's free and it's confidential.

Contact:

Rae Finlay, Business Development Manager/CEO – [bdm@niuechamber.com](mailto:bdm@niuechamber.com)

Catherine Papani, Business Support & Education Manager – [catherine@niuechamber.com](mailto:catherine@niuechamber.com)

## School Term Dates:

Term 1: 28th January - 12th April 2019

Term 3: 29th July - 11th October 2019

Term 2: 29th April - 12th July 2019

Term 4: 28th Oct - 13th December 2019

Niue High School has a significant event for the end of school term 1 – Niue High School Culture Day on Wednesday 10 April. School teams will be preparing cultural performances for the day. Teams have already organised fundraising events. The first fundraising event for the Lagakali team was mufti day. The rest of the teams will follow suit and Niue High School will update once they get closer to the date on what each team will need to do for the Culture Day.

## Like us on

Facebook  
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  
[marketing@niuechamber.com](mailto:marketing@niuechamber.com)  
For assistance?

## Fonuakula Industrial Park Update

The Niue Chamber of Commerce will be undertaking a repairs and maintenance programme for the Fonuakula Industrial Park during 2019. This will involve urgent repairs to the buildings, development of container storage, and relocation of some tenants using the Industrial Park Units for storage to the new FIP Container Storage area. This will enable private sector businesses to utilise the industrial park units as we have long waiting lists of businesses wanting to sign up for Industrial Park Units and also for the FIP Container Storage area.

## Business Planning for the New Year

The beginning of the year is a great time to evaluate your business plan for what you want to get accomplished in the upcoming 12 months. We've compiled a New Year Business Planning Guide to help you start your new year with a bang.

If you want a dynamic business plan for the New Year, you need to think differently. Review the past year results and try to learn from them. For example, if you realise that an effective training period for new staff is four weeks and not the one week you previously allocated, this should be reflected in your business plan. If you realise which marketing initiatives generated the best return this should be reflected in your new plan.

Get your team together to brainstorm how to set exciting (but realistic) targets that will energize your entire workforce, including yourself. Then prepare and lay out ways to achieve the targets that you have set. You must create a well-rounded business plan that provides a platform for continuous growth of your business. It should be designed to impact the following critical factors:

- Quality
- Product Development
- Customer Satisfaction
- Revenue and Profit
- Productivity
- Intellectual Capital
- Strategic Relationships
- New Customer Growth
- Employee Retention

Follow a Three-Step Analysis for Each Factor:

1. What worked (i.e. what did you do that proved to be right and what is it that needs to be done in addition to that). What was wrong and did not work? What needs to be stopped immediately?
2. What bold and dynamic results are you committed to producing in identified areas? All targets should be bold and quantifiable and must be able to inspire everyone responsible to make things happen and achieve targets.
3. Who stands accountable in relation to each factor (i.e. owner/manager/staff member)? Some factors can be aligned directly to a department or role, such as marketing or sales, while others like customer satisfaction may not fall under one clear domain. However, there needs to be one department/person that is accountable.

Many small business owners are so busy that they failed to create a business plan and business goals in this past year. If this describes you, then resolve to plan, commit to continuously monitoring your goals for this new year – starting today.

And remember the Niue Chamber of Commerce has resources to assist you. Book a one on one business advice session, attend a business planning workshop hosted by the Chamber, book a business planning session with your business management or team, come and get some feedback on your business plan at the Chamber if you are stuck in any area. We are currently developing some new templates for members to access to help you in the business planning process but in the mean time we have the existing Business Toolkit.

## Blue Road Signs

Thirty two businesses have responded to get blue road signs. We are just confirming pricing now that we have quantities and will be confirming orders in February.

## YES – Youth Employment Scheme

With financial support from Community Affairs Department the Niue Chamber of Commerce has just completed the coordination of the 2018/2019 Youth Employment Scheme.

The YES scheme provides an opportunity for senior high school students to gain work experience, skills and basic understanding of the expectations of the workforce during the school holidays.

The YES Scheme covers their basic wages for up to 150 hours. A total of 15 students were registered in the scheme of which 10 were placed in private sector with local businesses, 3 in government departments and 2 in a SOE.

The YES programme continued to be perceived by students as an opportunity to secure a holiday job, learn new skills particularly in their field of interest and to provide them with a sense of the possibilities of their future career path.

YES programme objectives are to:

- Provide to students an opportunity to join a work scheme and be paid to work in their area of interest in the private sector and/or selective areas of the public sector;
- Give students an insight of the business environment that will assist in creating an enterprising spirit in the students;
- Provide options to students to consider as their future career;
- Identify school leavers choosing to work rather than pursuing further studies; and
- Provide students opportunity to gain employability skills needed to survive in the world of work

From our interaction with students, we believe the student's perception and understanding of the purpose of the scheme in relation to the national economic development goals has improved from previous years. Students this year were more motivated and demonstrated greater enthusiasm to work.

This year it was noted that there were many other students outside of the YES programme who were employed during the school holidays directly by businesses and various government departments. This was indeed pleasing to see that workplaces were happy to employ students on their own initiatives and a sign of trust and confidence in the students to carry out work required.

The Niue Chamber of Commerce believes that it is important that we continue to engage with students at high school in providing such schemes to strengthen their understanding of how and why they are important to the future of Niue.

## Job Marketplace - Vacancies

### **Namukulu Cottages Niue**

#### **Cleaning/Gardening**

Namukulu, Niue

Contact Ross & Michelle on email [relax@namukulu-cottages.nu](mailto:relax@namukulu-cottages.nu)

### **BJ Hardware**

#### **Hardware Worker**

Alofi, Niue

Contact BJ Hardware on phone 4636 or email [birtjessop@gmail.com](mailto:birtjessop@gmail.com).

### **NZ High Commission**

#### **Housekeeping/Cleaning Position**

Alofi, Niue

Contact Anette Mokoia on email [Anette.mokoia@mfat.govt.nz](mailto:Anette.mokoia@mfat.govt.nz) or ring 4129.

### **Niue Chamber of Commerce**

#### **Events Coordinator - Fixed Term Contract – Maternity Leave Cover**

Contact Rae, 4399 or [bdm@niuechamber.com](mailto:bdm@niuechamber.com)

Progress is impossible without change, and those who cannot change their minds cannot change anything.

*George Bernard Shaw*

## Training and Workshops for Members

**Beginners Guide to Accounting** – Thursday 21 February - 8.30am to 12.30pm

A half day workshop for all small and micro businesses packed with useful tips and templates to assist you in streamlining and simplifying your accounting processes. You don't need to be using MYOB to benefit from this workshop.

Presented by – Lynley Averis, MYOB New Zealand.

**Business Planning Workshop** – Tuesday 26 February 2019 - 8.30am to 12noon

A half day hands on workshop with templates and tips to help create a dynamic business plan for your business.

Presented by – Rae Finlay, BDM, Niue Chamber of Commerce

**First Aid Training** – 20 & 21 March 2019 – register early as limited spaces.

Must attend both half days to qualify.

Presented by – Oscylina Kulatea, Paramedic & First Responder Officer, Niue Fook Hospital

**Event Planning Workshop** – Wednesday 03 April 2019 1pm to 4pm

Are you involved in organising events for your workplace or community? This workshop will provide plenty of useful information for organising events of all types and sizes.

Templates that you can take away and use for your next event will be provided.

**IT & E-Commerce Workshop/Seminars** – Between 09 & 18 April 2019

The programme is being finalised and we are looking at Cyber Security, Ecommerce, Web Development, and IT for startups.

## Global Farewell to Niue's Trevor the Duck



What a sad way for the journey of Trevor the Duck – Niue to end. He flew/blew to Niue in a storm about a year ago and chose to live in The Puddle by the side of the road, won the hearts of many locals and tourists and become a global celebrity and promoter of Niue. Sadly Trevor was taken too soon by a dog. Rest in Peace Trevor – you were a very cool duck.

After posting the demise of Trevor the Duck on his official Facebook Page – Trevor the Duck – Niue, the Niue Chamber of Commerce has been inundated with international media enquiries. The story of the lone duck living, and sadly dying on Niue has been covered by: NZ Herald, stuff.co.nz, ABC Australia, USA Today, BBC, TVNZ, Sky News, The Washington Post, Russian Telegraph, Fox News, The GuardianLV – Las Vegas, SouthlandsSun – South Africa, Newshub NZ, The Telegraph UK, The Guardian UK, India Today, Sunday Star Times NZ, Channel Ten Australia, The New York Post, The Straits Times Australia, Daily Mail Australia, Arab News, as well as coverage in France, Netherlands, South Africa, Wales, Malaysia, Germany, Spain, Scotland, Ireland, Hungary, Austria, China, Finland, Latvia and Denmark and it's still going.

The story of Niue and Trevor the Duck has touched hearts around the world.

## Chamber on the Move!

The Niue Chamber of Commerce will be relocating to the new Swanson's Development at Fonuakula in March. The finishing touches are currently being done to the offices. The new Chamber office will be more accessible to our private sector members and enable us to offer an extended number of services. The Chamber will also have an onsite meeting and training room available for NCOC workshops and training services and also available for Private Sector Members to book for meetings and pop-up activities.

A PLASTIC STRAW TAKES  
200 YEARS TO DEGRADE  
AND IS THE 8<sup>TH</sup> MOST  
FOUND TYPE OF OCEAN  
TRASH.

GO PAPER  
GO METAL  
GO WITHOUT!

Well done Hio Café –  
good to see your  
sustainability initiatives.

## Go! Niue App



For Android

<https://play.google.com/store/apps/details?id=com.app.p7240DJ>

For IOS/Apple

<https://itunes.apple.com/app/id1351966897>

Have you included Go! Niue in your marketing materials, email sign offs & website? Remember the more people that download and use the Go! Niue App the more people that can find your business.

Check your business details and provide any updates to [marketing@niuechamber.com](mailto:marketing@niuechamber.com). We apologise for the delay with updates over the last month as we have a glitch in the uploading programme. We have all the updates we have received ready to upload and hope to have this sorted very soon and then the updates will be updated the same day.



Go! Niue in Lima, Peru.

Ross & Michelle of Namukulu Cottages Niue recently visited Lima, Peru. Pictured is Ross at the Lima markets with his Go! Niue Shirt.

Do you have your Go! Niue experiences that you would like to share with us?

## Short Term Training Attachment Scheme

Funding is still available through the Niue Chamber of Commerce for Short Term Training Assistance grants (STTA) to assist businesses either to attend short term training courses overseas or to bring a trainer to Niue to provide specialised training for a number of their staff. Grants are available up to a maximum of \$3000 per company/organisation. The grants are available for member businesses and NGO's to access training that may be specific to the development of their business or not available in Niue.

Grant Recipients to date 2018/19

Vilina's

Maihiland Ventures

Niue Council of Women

Maulu Spa

Vaiolama Café

To date just over \$12,000 has been provided in STTA Grants for the 2018/19 funding round. There is still funding available and grants applications are reviewed monthly. Application forms are available from the NCOC office or contact [bdm@niuechamber.com](mailto:bdm@niuechamber.com) if you would like to discuss the STTA grants scheme.

## Road Repair Programme – Great News!

Thanks to funding from the Governments of Niue and New Zealand work has commenced on the road repairs. Below is the schedule of work circulated by the GoN. The schedule is subject to weather and external factors.

Avatele – 4.8km – 5 Weeks

Tuapa/Makefu – 4.8km – 5 Weeks

Mutalau/Toi/Vaipapahi – 7.5km – 8 Weeks

Avatele/Vaiea – 2.8km – 3 Weeks

Mutalau/Lakepa – 5km – 6 Weeks

Any other villages – 2km – 2 Weeks

(Due to travelling distance)

Stage 1 – Priorities 1-6

Stage 2 – To submit after completion of Stage 1



## Chamber Staff News



### Congratulations Denise

Denise Pihigia our Events & Administration Coordinator is currently on maternity leave in New Zealand.

The Niue Chamber of Commerce congratulates Denise and Anthony on the safe arrival of their baby boy, Antonio, on 25 January 2019.

We look forward to welcoming Denise back to the Chamber after her maternity leave.

### Farewell Namara

The Chamber will farewell Namara Mautama as our Membership & Marketing Coordinator in February as she moves to New Zealand. Namara has worked for the Niue Chamber of Commerce for five years in a variety of positions, the last two years as the Membership & Marketing Coordinator where she has done a great job of developing the Chamber website, membership database, the Chamber communications and newsletters and also the Go! Niue App.

We wish Namara every success with her future career endeavours and would like to thank her for her services to the Niue Chamber of Commerce. It has been a pleasure to have Namara as part of our Chamber team.



L to R  
Catherine, Denise, Namara (standing)

## New Business on the Block!



### FUSION FLAVA

Will be open this  
Friday 8 February  
In front of Alofi Rentals  
6pm - 10pm  
Take Away Menu!

Come down and see us!!

← We will be in this  
awesome looking food  
truck!!

#Niue #PrivateSector #Niue #Ncoc #Member #FusionFlava

## Contact Us

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bdm@niuechamber.com

Catherine Etuata Papani  
Business Support & Education  
Manager  
catherine@niuechamber.com

# Niue Events Calendar

## February 2019

### Waitangi Day – Free Event

New Zealand High Commission will be hosting a free event to celebrate Waitangi Day on Friday 8 February 2019 at the Commercial Centre from 10am until 12noon. Come along and enjoy food, drinks & fun activities.

Beginner's Guide to Accounting, NCOC – Thursday 21 February  
Business Planning Workshop, NCOC – Tuesday 26 February

## March 2019

Niue Island Organic Night Market – Friday 01 March  
Niue High Court of Appeals – 08-15 March  
First Aid Training, NCOC – Wednesday 20 & Thursday 21 March

## April 2019

Event Planning & Workshop, NCOC – Wednesday 03 April  
Niue Island Organic Night Market – Friday 05 April  
Niue High School Culture Day Performance – Wednesday 10 April  
IT & E-Commerce Workshops, NCOC – TBC between 9-18 April  
Easter – Good Friday – Friday 19 April  
Hikutavake Village Show day – Saturday 20 April  
Niue Arts & Cultural Festival – 19 – 25 April  
Easter – Easter Monday – Monday 22 April  
ANZAC Day – Thursday 25 April  
Niue School Holiday Ends – Friday 26 April

## May

Niue Island Organic Night Market – Friday 03 April  
Makefu Village Showday – Saturday 18 May (Tentative date)  
Niue Business Awards – Saturday 25 May – Scenic Matavai Resort

## June

Niue Island Organic Night Market – Friday 7 June  
Mutalau Marine Day – 03 June (Queens Birthday)  
Hakupu Village Show Day – 08 June

## July

Niue Island Organic Night Market – Friday 05 July

## August

Niue Island Organic Night Market – Friday 02 August

## September

Niue Island Organic Night Market – Friday 06 September

## October

Niue Island Organic Night Market – Friday 04 October  
Avatele Village Marine Day – 05 October  
Avatele Village Show Day – 12 October  
Constitution Day – Saturday 19 October  
Peniamina Gospel Day – Monday 21 October  
Mutalau Village Show Day – 26 October

## November

Niue Island Organic Night Market – Friday 01 November

## December

Niue Island Organic Night Market – Friday 06 December  
Liku Village Show Day – 28 December

If you have events you would like to include in the Niue Events Calendar please forward them to [info@niuechamber.com](mailto:info@niuechamber.com).



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