

JUNE 2019

BUSINESS DEVELOPMENT GRANTS

Round 1 - Closes 28 June 2019

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Applications Open for Business Development Grants

The Niue Chamber of Commerce is pleased to announce that applications are now open for the 2019 Business Development Grants. Guidelines and Application forms are available from the Niue Chamber of Commerce website www.niuechamber.com or from the Niue Chamber of Commerce office at the Swansons Complex at Fonuakula. Business Development Grant Guidelines and Application forms have also been emailed out to all current members of the Niue Chamber of Commerce.

Applications for the first round of Business Development Grants close on 28 June 2019. There will be two further rounds closing on 30 August 2019 and 31 October 2019.

The Business Development Funding comes from the New Zealand Government through the Ministry of Foreign Affairs and Trade as part of the annual funding for the Niue Chamber of Commerce via the Government of Niue. The primary objective of the Business Development Fund is to support the private sector in increasing its contribution to the Niuean economy through:

- Increasing private sector employment and skills development
- Meeting the needs and expectations of tourists and locals
- Improving the viability and profitability of private sector businesses
- Increasing business investment and innovation
- Providing pathways to export
- Increasing resilience to climate change
- Developing initiatives to conduct business more sustainably and introduce eco-friendly practices



There are four grant categories for businesses from market stall holders to companies gearing up for export or major expansion or diversification. The Business Development Grants range from \$1,000 to \$10,000. It is anticipated that the majority of grant applications will be for the Business Assistance Grants up to \$4,000. For grants over \$1,000 applicants will need to supply a business plan along with their application and quotes for items they may be applying for.

Rae Finlay, Business Development Manager/CEO of the Niue Chamber of Commerce commented, "this is a great opportunity for businesses to seek assistance to support their business sustainability, innovation and growth. We have endeavored to make the application process as clear and streamlined as possible for the applicants and ensure fairness and transparency in the grants review process."

Businesses can contact the Niue Chamber of Commerce office if they would like to attend a Business Development Grants Information Session, or if they have specific questions while completing their Applications, they can set up a meeting with the Business Development Manager (Rae Finlay) or Business Support Manager (Catherine Papani).

Chamber Welcomes New Staff

The Chamber has welcomed three new staff members this year Katrina Tauefasi, Fatimah Talagi and Lini Scott.

On 28 February Katrina Vilitama Tauefasi started as the new Membership & Marketing Coordinator. Katrina replaces Namara Mautama who left our rocky shores to reside and work in Auckland. This role covers the development of the Chamber website, communications and newsletter, membership database, as well as the Go! Niue App.

In March Fatimah Talagi was welcomed as the first Intern to the Chamber. The internship includes hands-on relevant work experience designed to meet her academic and career goals. The one-year paid internship offers opportunities for training and development in administration, accounts, research, writing, database management, marketing and event management.

The internship covers part-time study through the University of the South Pacific in accounting, business management, tourism or marketing. Fatimah will commence her studies in July.

Our third new team member, Lini Scott started in April on a fixed-term role as Project Coordinator. Lini's projects include the 2019 Niue Business Awards, Vanilla Cluster Development Project and Sustainable Niue.



L to R: Catherine E. Papani, Rae Finlay, Fatimah Talagi, Katrina Vilitama Tauefasi (inset Lini Scott)

Entries Open for 2019 Niue Business Awards

The Niue Chamber of Commerce is pleased to announce that entries are now open for the 2019 Niue Business Awards. Entry Forms are available from the Niue Chamber of Commerce website www.niuechamber.com or from the Niue Chamber of Commerce office at the Swansons Complex at Fonuakula. 2019 Niue Business Award Entry Forms have been emailed to all current members of the Niue Chamber of Commerce.

Entries for the 2019 Niue Business Awards close at 3pm on **Friday 21 June 2019**.

This bi-annual event recognises the outstanding work and huge commitment our local private sector businesses have shown to our country's development and economy. Not only will each category winner receive recognition from their fellow business owners and the community but an original Award Artwork by John Pule as their trophy, a \$1000 cash prize and a framed recognition certificate to display in their business premises. Runners up in each category also receive a recognition certificate and a \$200 cash prize.

There are six categories:

- Best New Business Award (must have stated business since 1 July 2017)
- Producer Award (growers, manufacturers, technology, creatives, artists and designers)
- Hospitality Award (food & beverage)
- Tourism Award (tourism services e.g. accommodation, tours, charters, rental cars)
- Retail, Trades and Services Award (e.g. dairy, builder, beauty, consultant)
- Customer Service Award (businesses that interact directly with local or visitor customers)

From the Category Award winners, The Champion of Champions Award is selected by the judging panel and will receive a further \$1000 cash prize, a recognition certificate and an original artwork by John Pule as their trophy.

If you are an established or new business, tell your story with supporting photographs, brochures, menus – anything that makes your business look great.

Winners will be announced at the 2019 Niue Business Awards Black and White Gala Dinner on Saturday 27 July 2019 at Matavai Scenic Resort.

To reserve your tickets for the 2019 Niue Business Awards Black and White Gala Dinner contact Lini Scott on 4399 or email lini@niuechamber.com



Over \$8000 in prize money
Category winners receive a John Pule Artwork Trophy

Entries Now Open

Closing on Friday 21 June 2019 at 3pm

The 2019 Niue Business Awards Black & White Gala Dinner will be held on Saturday 27 July 2019 at the iconic Matavai Scenic Resort



Total prize money: \$10,000 (including \$2000 for the Champion of Champions Award)

New Business Profile:



Wok on the Rock is the new takeaway, restaurant and bar that opened its doors to the public at the end of March.

Wok on the Rock is located in Alofi in a purpose-built addition to the ShopExports building in front of Taloa Heights.

Wok on the Rock specialises in “Asian flavours” and fresh ingredients and is a partnership between Neesha and Canon Tukiuha and BJ Rex.

Chef Ray McVinnie was contracted by Wok on the Rock to assist them with the menu development and opening.

Wok on the Rock is open for lunch from Tuesday to Friday 11am to 2pm and for dinner on Thursday and Saturdays from 6.30pm to 9pm.

Call Wok on Rock 4150
Email wokontherock@gmail.com
or Facebook Wok on the Rock for daily specials.



L-R: BJ Rex, Ray McVinnie, Neesha and Canon Tukiuha



Vaimoui Pork Belly and Greens

New Offices for Niue Chamber of Commerce

The Niue Chamber of Commerce new offices and training room at the Swanson’s Complex at Fonuakula opened our doors to the public on the 17 April with a blessing by Rev. Vili Kamupala and a small gathering of Chamber Board members and staff.

The new offices will provide a more accessible and visible space for the nationally mandated organisation representing the private sector in Niue. The Niue Chamber of Commerce was established more than 40 years ago and has gone from strength to strength over the years. The Niue Chamber of Commerce now has over 200 members and has four full time staff providing a variety of services to its members including:

- Business support, business mentoring and advice
- A comprehensive programme of training courses and workshops
- Providing businesses with funding support and assistance with funding applications to external organisations
- Facilitating tourist orientated promotion and activities to support the tourism businesses
- Assistance to businesses with marketing activities
- Development of sector plans and targeted sector assistance
- The delivery of entrepreneurship education and careers programmes for NHS
- Government & stakeholder engagement and advocacy.



L-R: Rae Finlay and NCOC Board Members Mark Blumsky, Ida Hekesi, Fiafia Rex and Esther Pavihi officially opening the new offices at the Swanson Complex

Rae Finlay, Business Development Manager/CEO, for the Niue Chamber of Commerce commented, “this is the first time in forty years that the Niue Chamber of Commerce has had fit for purpose offices that will enhance its ability to deliver services and support to the private sector in Niue. The new offices are simple, functional and most importantly accessible and with the increased demand for training courses and workshops for our members we now have an on-site training room that can cater for 15 to 20 people.”

In the past few months the Niue Chamber of Commerce has run workshops and training courses covering; Accounting for Beginners, Business Planning, First Aid and Social Media Marketing for Business, Event Planning, From Kitchen to Customer – Success in Hospitality, Web Development, E-commerce, Cyber Security and IT Development. All the training courses and workshops are free for members and every workshop this year has been well attended with a number having to be duplicated to accommodate everyone.

The Niue Chamber of Commerce is open from 8.00am to 4.00pm Monday to Friday. In the new location the Chamber is also able to provide members with services such as photocopying, colour copying, laminating and binding at nominal charges. The training room is also available to members and other organisations to hire for either a half day or full day and can be used for meetings, workshops or as a pop-up store.

New Business Profile: The Taxi

The Taxi, proudly owned by Brian and Ira Merrifield is Niue's only Taxi service. Niue has been without any form of public transport for a long time and The Taxi has now filled that gap.

Brian is The Taxi's driver and started operating in April 2019. He's also the manager for the Niue Yacht Club.

The Taxi's first and currently only vehicle is an 8-seater equipped with air conditioning, mobile eftpos and internet, so passengers can check emails and social media and stay in contact with friends and family while on the road.

The feedback from his customers has been positive and motivating. He is still fine tuning the pricing structure so it covers his car maintenance, fuel and time and is fair to his clients as well as his business.

The Taxi is available seven days a week, 5am to 10pm. The Taxi provides a whole island service and is also available for takeaway food delivery service for his customers.

If you're interested in **The Taxi** contact Brian on mobile 5065, home 4074 or by email: ira.merrifield@gmail.com



New Zealand Delegation Visit

A delegation from the New Zealand Government visited Niue at the end of April and met with the Niue Chamber of Commerce Board, management team and representatives of the private sector. This was an informal meeting and an opportunity to update the delegation on the growth and developments in the private sector and some of the issues the private sector is facing.

The New Zealand delegation comprised;

- Fletcher Tabuteau, Deputy Minister Foreign Affairs
- Jonathan Kings, Deputy Secretary MFAT
- Peter Kemp, Private Secretary MFAT/USEC
- Rachel Bennett, Unit Manager MFAT

Also attending the informal meeting with the Chamber and private sector was His Excellency Kirk Yates, New Zealand High Commissioner to Niue, Hone Patrick, Senior Policy Officer MFAT and Andre Van der Walt, Deputy High Commissioner. The primary purpose of their visit to Niue was to officially open the recently completed New Zealand High Commission Chancery, Bilateral Meetings with the Government of Niue and the ANZAC Commemorations.

This visit was an opportunity for the Niue Chamber of Commerce to acknowledge the financial support it receives from New Zealand via the Government of Niue that enables Chamber to deliver their programme of training courses and workshops, business support and advice, funding support, tourism support, sector assistance, entrepreneurship education and careers programmes, and Government advocacy and stakeholder engagement.



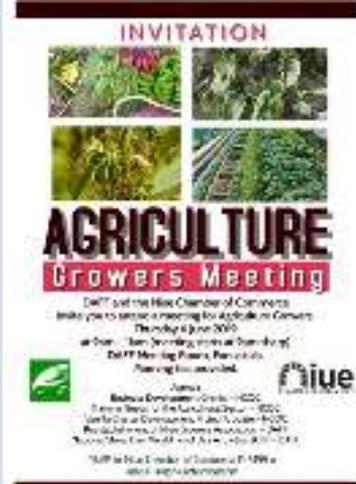
L-R: Mark Blumsky, Fletcher Tabuteau, Ida Hekesi, Jonathan Kings, Rachel Bennett, Esther Pavihi, Hone Patrick, Andre Van der Walt, Rae Finlay

Rae Finlay, Business Development Manager/CEO for the Niue Chamber of Commerce commented; "the Niue Chamber of Commerce looks forward to continued financial support and positive engagement with the Governments of New Zealand and Niue as we continue to grow the private sector and address the major challenges facing our private sector businesses."

The major issues currently facing the private sector are finding staff – both skilled and unskilled, simplifying the labour mobility regulations for the private sector, the increasing costs of materials and of doing business in Niue, poor infrastructure particularly roads and power which has a high cost impact on our private sector businesses, lack of insurance, and outdated Government Policy.

Fletcher Tabuteau, Deputy Minister Foreign Affairs commented at the event "it's great to see the level of engagement the Niue Chamber of Commerce has with the private sector and the level of support and capability building they are providing to ensure positive economic development for Niue".

Agricultural Growers Meeting – 6 June



The co-hosted NCOC and DAFF - Agriculture Growers Meeting was well attended by approximately 40 people. Robust discussions were had regarding Business Development Grants, the re-establishment of the Growers Association and the Vanilla Cluster Project. Ideas were shared regarding Training Needs for the Agriculture Sector and World Food Day Activities for the National Show Day were tabled.

Pic of the Week!!



Kendras Kollection are expanding their services and are now buying and selling Pre-Loved good quality children's clothing and toys. If you have boxes and cupboards full of items your children have outgrown take them along to Kendras Kollection.

We're not sure what response they have had to their storefront ad for buying pre loved kids but at least they'll have clothes and toys for them!!

International Women's Day

The Niue Chamber of Commerce hosted a Women's Networking Breakfast at the Scenic Matavai Resort on 7 March to celebrate International Women's Day.

Balance for Better was the global theme for International Women's Day 2019. Niue was the smallest country to partake in these global celebrations.

The 100 plus women attending illuminated the room with their purple attire and presenters delivered enlightening, motivating, serious and spiritual messages. The event created a happy ambience leaving attendees and also the lone male photographer BV uplifted to take on the day's tasks.

There were seven guest speakers; Ida Hekesi, Gaylene Tasmania, Alana Tukuniu, Rupina Morrisey, Coral Pasisi, Members of Parliament Maureen Melekitama and Va'ainga Tukuitonga and MC Rae Finlay.

Ida Hekesi and Alana Tukuniu stressed the importance of personal wellbeing. Wellbeing to Ida meant spiritual, emotional and physical balance. While a woman does leave the home, what is on her mind throughout the day is the many tasks – family, work and community.

Alana stressed that spending one hour to yourself daily helps relieve stress and encourages productivity.

Rupina highlighted the need to share cultural, spiritual and educational knowledge with current and future generations and to ensure they stay relevant with families, communities and nationally. Maureen Melekitama and Coral Pasisi highlighted the influence of the men in their lives that have supported them to become the strong and independent women they are today, to ignore the mantra of men being more superior to women and to believe that women and men are all equal. Va'ainga Tukuitonga spoke about the beautiful history of women in Parliament and how the influence of a few strong women has encouraged more women to step up and become Members of Parliament. Women hold 25 percent of seats in Niue's current Government.

International Men's Day is celebrated on 19 November.



Who's been around the longest? Is your business 20 years old or more?

We are establishing a database of the years that businesses were established.

Initially we want to focus on any businesses that have been operating for over 20 years.

If this is you please phone or email lini@niuechamber.com with your company name, ownership and what year you were established.



FREE Mobile App



Send your updates for Go! Niue App to: marketing@niuechamber.com

We apologise for the delay in updating the App and are working hard on the solution. We should be able to have the App updated by the end of June.

Block and Roller Printing Workshops a Success

The Niue Chamber of Commerce was pleased to provide a Short-Term Training Assistance (STTA) grant to the Niue National Council of Women to assist them in bringing an expert tutor from New Zealand to teach their members the art of Block and Roller Printing.

The workshops were held at the Makini Hall in Alofi, which is home to the Niue National Council of Women, and it was a hive of activity throughout the week and culminated on Friday 1 March with a colorful display of the works printed by the participants, a shared lunch, speeches from representatives of the Niue National Council of Women, workshop tutor Tepori Teariki, and Rae Finlay from the Niue Chamber of Commerce.

Rae Finlay, Business Development Manager/CEO for the Niue Chamber of Commerce commented; "this workshop fitted perfectly with the Niue Chamber of Commerce objective of capacity building and developing opportunities in the Arts and Crafts Sector for micro and small businesses to generate income for our island artisans and craftspeople".

We look forward to seeing the skills obtained in the Block and Roller Printing Workshop develop and spread into products for the tourism market, at the local markets, at Village Show Days and in local retail stores.



STTA Funding

The next round of Short-Term Training Assistance (STTA) funding will open in July. If you are a member of the Niue Chamber of Commerce and have specialist or technical training that you would like to undertake, we encourage you to get all your information together ready for the July funding round. STTA Grants are up to \$3000 to assist private sector businesses to upskill in areas that will benefit their business.



Membership Subscriptions 2019/2020

The 2019/2020 Membership Year starts on 1 July 2019. We will be sending out invoices early July to all our members. The Membership Subscriptions for the Chamber have not been increased for many years. As part of the membership strategy developed last year and the review of the benefits the membership subscriptions were also reviewed. We outlined this review in the 2018/2019 Annual Report and outlined the proposed membership subscriptions for the next two years. The rationale for this increase is the need for the Chamber to ensure it is future proofing for any potential reduction in funding, increasing our income to reinvest into programmes for our members and keeping in line with inflation and increasing programme delivery costs.

The increase in membership subscriptions was supported unanimously by the members at the 2018/19 Annual General Meeting and comes into effect as from 1 July 2019.

Comparisons:

Samoa Chamber of Commerce	– Full Member \$350 pa
Cook Islands Chamber of Commerce	–\$100 to \$400 depending on number of employees
Auckland Chamber of Commerce	- \$250 to \$350

The membership fees for the Niue Chamber of Commerce for 2019/2020 will be:

Ordinary Membership

Full Member	- \$50 per annum
Additional Business	- \$20 per annum (must have the same ownership)

Ordinary Members receive one vote per business

Full members, Additional Businesses, SOE's, NGO's.

Affiliate Membership

Government Departments	- \$50 per annum
Overseas members	- \$50 per annum

Affiliate Members are Non-Voting

Full/Ordinary Membership Benefits 2019/2020:

- One vote per Full Membership at the NCOC AGM
- Complimentary access to NCOC training courses and workshops for Full Members (number restrictions may apply) – valued at minimum of \$40 per attendee per workshop
- Access to 'Members only' NCOC funding & support schemes for private sector businesses
- Complimentary access to Private Sector Networking Events – value \$60
- Complimentary business profile in the Go! Niue App – value \$120
- Invitation to enter Niue Business Awards
- Profile of your private sector business on the NCOC website – value \$75
- Invitations to attend private sector and industry forums including the NCOC AGM
- The opportunity to participate in NCOC Business Expos (some may be by invitation) – value \$150
- Discounted ticketing to NCOC ticketed events
- Regular NCOC Newsletters
- Business planning and financial planning assistance
- Marketing services; including Facebook set up, simple brochures and in house promotional material production
- Promotional opportunities through NCOC press releases and editorial, eg; Niue Star, tourism publications
- One on one business advice and business mentoring
- Business Start Up Tool Kit and access to Business Templates
- Complimentary NCOC Opening Hours Signage – value \$10
- Access to business resources in the NCOC office – business publications, legislation etc
- Member rates for photocopying, colour printing, laminating and binding services
- Member rate for hireage of NCOC training/meeting room, can also be booked for Pop-Up Store
- Regular updates on opportunities and issues facing the Private Sector
- Private Sector advocacy with Government of Niue
- Access to and assistance with grant applications to external agencies
- Recruitment assistance and access to Employment Assistance Schemes when available
- Promotional opportunities through the NCOC email database and social media
- Distribution of important Notices/Bulletins via email and social media

Affiliate Membership Benefits 2019/2020:

- Discounted ticketing to NCOC ticketed events
- Regular NCOC Newsletters
- Regular updates on opportunities and issues facing the Private Sector
- Distribution of important Notices/Bulletins via email and social media
- Access to selected NCOC training courses (fees may apply)

Training & Workshop Programme

Accounting for Beginners
Tuesday 18 June 2019
9.30am to 12.30pm

Effective Customer Service
Tuesday 2 July 2019
9.30am to 12.30pm

Effective Customer Service
Wednesday 10 July 2019
1pm to 4pm

Accounting for Beginners
Tuesday 16 July 2019
1pm to 4pm

If you want to attend any of the Niue Chamber of Commerce Workshops or Training Courses or want more information please register by telephone 4399 or email fatimah@niuechamber.com.

Places on workshops are limited so registration is essential. Please be on time for the workshops as late arrivals are disruptive for those that have made the effort to arrive on time.

DATES TO BE CONFIRMED FOR:

- **First Aid Training** 2 half days
- **Outboard Motor Workshop**

Follow us on Facebook for updates – Niue Chamber of Commerce



Events Calendar 2019

JUNE

Yoga Wellness Retreat – Friday 31 May – Monday 3 June
Queen's Birthday – Monday 3 June
Mutalau Marine Day – Monday 3 June
Niue Island Organic Night Market - Friday 7 June
Hakupu Village Showday – Saturday 8 June
Laga Pasikala Viko he Motu – Bike Race – Saturday 8 June

JULY

Niue Star Gazing & Eclipse Experience Monday 1 July - Friday 5 July
Niue Island Organic Night Market – Friday 5 July
Alofi South Marine Day – Saturday 13 July
Alofi South Village Showday – Saturday 20 July
2019 Niue Business Awards Gala Dinner – Saturday 27 July
Term 2 School Holidays – Education Department Monday 15 July – Friday 26 July

AUGUST

Niue Island Organic Night Market – Friday 2 August
Tamakautoga Village Showday – Saturday 10 August
Lakepa Village Showday – Saturday 24 August
Niue Chamber of Commerce Annual General Meeting – Tuesday 27 August
Tuapa Marine Day – Saturday 31 August

SEPTEMBER

Niue Island Organic Night Market – Friday 6 September
Tuapa Village Showday – Saturday 7 September
Alofi North Marine Day – Saturday 14 September
Travel Sketch Holiday Niue – Friday 17 September – Friday 24 September
Alofi North Village Showday – Saturday 21 September
Pacifika Medical Association Conference – Monday 23 September – Friday 27 September

OCTOBER

SPTO Ministers Meeting – Monday 30 September - Friday 4 October
Avatele Marine Day – Saturday 5 October
Avatele Village Showday – Saturday 12 October
Constitution Day – Saturday 19 October
Peniamina Gospel Day – Monday 21 October
Mutalau Village Showday – Saturday 26 October
Yoga, Fitness & Adventure retreat for men and women – Sat 26 October to Sat 2 November
Term 3 School Holidays – Monday 14 October – Friday 25 October

NOVEMBER

Yoga, Fitness & Adventure retreat for men and women – Sat 26 October to Sat 2 November
Niue Island Organic Night Market – Friday 1 November
Namukulu Village Showday – Saturday 23 November

DECEMBER

Niue Island Organic Night Market – Friday 6 December
School Finished for 2019 – Education Department Friday 13 December
Christmas Day – Wednesday 25 December
Boxing Day – Thursday 26 December
Liku Village Showday – Saturday 28 December
New Year's Eve – Tuesday 31 December

If you have events you would like included in the Events Calendar please contact Fatimah Talagi, Niue Chamber of Commerce – fatimah@niuechamber.com