

YOUR OTHER WORLD

The Gateway to the gulf

For thirty five years now 'Gateway to the Gulf' and other romantic labels have been used to describe our outstanding location on the Tamaki river estuary.

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TRUSTEES ANNUAL REPORT

FINANCIAL YEAR ENDING 30TH SEPTEMBER 2015

On behalf of the Trustees of the Auckland Maritime Foundation, it is my pleasure, to report that our marina remains in a very satisfactory position. At the end of the 2014-15 financial year both the operational performance of the Marina and the financial status of the Foundation are in an exceptional state. Now being some months into the next financial period we remain confident of this trend continuing going forward.

After thirty-five years of operation we are very proud of the record of service Half Moon Bay Marina has achieved for its many users across these years and the standard that has been maintained at our riverside setting on the edge of the Gulf. Thanks for being on the team!

Financial results

The financial result for the year is notable in two main respects. Positive economic conditions reflected a general increase in recreational boating activity, resulting in an appreciably increased return in both our boatyard operations and commercial property rentals. This allowed us to continue on our course of accelerated debt reduction. This action not only reduces our finance costs but improves our readiness for changes in market conditions, as well as putting us in a better position to take advantage of future opportunities. Our constant and on-going aim is to maintain Half Moon Bay Marina in the fore-front of recreational boating facilities, always looking to find ways of improving the experience at the Marina of all our customers and stakeholders. A healthy slice of the year's surplus has again been allocated to the 'sinking fund' – a policy which has proved itself many times over in easing the spreading of berth-holders costs for essential, major, non-regular maintenance work, such as dredging, which would otherwise require the burden of additional levies. Net assets are now a little over \$20.2 million, a nine percent gain over last year.

Operations

The very successful drive to have all berths in best condition to minimise deterioration was the main project of the operational year with the final stages of the pile sheathing programme being completed. We thank berth-holders for their co-operation in this work to keep our berth costs to a minimum. The car parking areas serving the western shore piers were resealed and gardens replanted. We are pleased that after a full year of operation our new fuel facilities are continuing to be being well patronised thanks to consistently competitive prices at the pumps!

The on-shore 'shopping centre' and 'other tenancies' part of our operations has performed satisfactorily this year with rising tenancy income and continuing demand for space. Looking back, the redevelopment in providing both marine and community services adjunct to the Marina itself, has been decidedly successful.

On-Site marine services

Our on-site marine services for boat owners are of the range and quality to satisfy most of the needs of the Marina users. We are very happy that the present team of professional tradesmen located on our premises provide those facilities. This year a long-standing 'name' among those at the Marina boatyard has departed. Boat builder Peter Millen, who was here at the very beginning, sold his business and retired. Peter was part of the fabric of Half Moon Bay Marina and will be missed - but the business has passed into very good hands. Marina Projects (NZ) Ltd our wholly owned subsidiary with Australasian representation for Travelift marine equipment, has had a steady year meeting all targets.

Charitable grants 2014-2015

The Auckland Maritime Foundation is a registered Charitable Trust whose objectives include making grants to qualifying organisations – in our case especially to organisations with marine interests and youth development as outlined in the Trust deed.

Grants went to...

Bucklands Beach Yacht Club
Optimist yachts

Murrays Bay Sailing Club
Safety boat upgrade

Hawke Sea Scouts
Kayaks and safety gear

Motutapu Outdoor Education Camp
Replacement equipment & building repairs

Macleans College Rowing
New coach boat

Spirit Of Adventure
Youth training voyages

Auckland Coastguard
Flir infra-red camera

Marine Now Casting

"The Marina Trust structure continues to provide a close connection with the wider marine community and provides excellent public relations for Half Moon Bay Marina. We can all be proud of the good that this programme produces."

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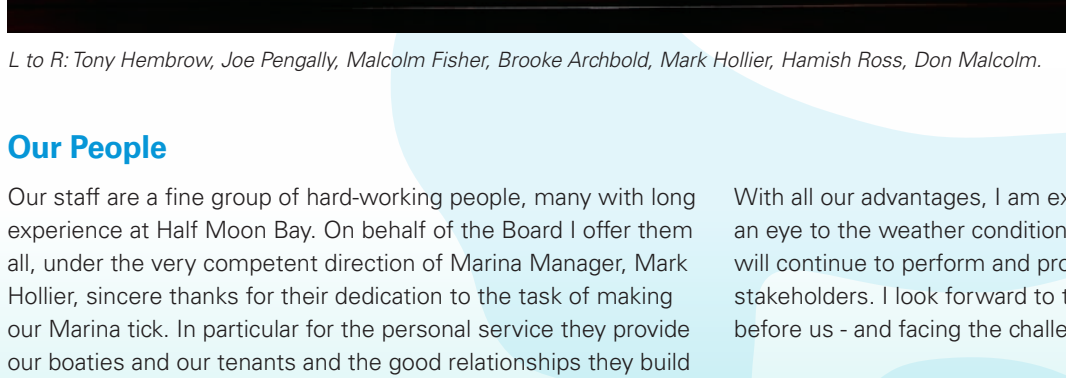
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Behind it all...

Our Trustees

The changes in the Board composition over recent years have ensured continued vigour and enthusiasm to the vigilance required in our ever fluctuating business environment. I take this opportunity to thank all Trustees for their willing help and guidance over the past year and look forward to their continuing drive to keep Half Moon Bay as a leader in the marina world. Be assured that the Trustees, all with first-hand boating experience,

clearly understand our goals and objectives. While the waters at present are calm, history shows that political, regulatory and market conditions can change quickly. We will maintain our efforts toward achieving operational excellence in the present whilst best positioning ourselves through ongoing strategic review of the future, and continually search out opportunities to give our customers the very best experience at Half Moon Bay.



L to R: Tony Hembrow, Joe Pengally, Malcolm Fisher, Brooke Archbold, Mark Hollier, Hamish Ross, Don Malcolm.

Our People

Our staff are a fine group of hard-working people, many with long experience at Half Moon Bay. On behalf of the Board I offer them all, under the very competent direction of Marina Manager, Mark Hollier, sincere thanks for their dedication to the task of making our Marina tick. In particular for the personal service they provide our boaters and our tenants and the good relationships they build with all the community around us. We are just a small group where everyone plays an important role in the smooth-running of our organisation.

The executive group is:

General Manager - Mark Hollier
Finance Manager - Malcolm Fisher
Operations Manager - Brett Colby
Customer Services Manager - Dean Brickell

With all our advantages, I am excited and confident that, keeping an eye to the weather conditions, Half Moon Bay Marina will continue to perform and prosper for the benefit of all its stakeholders. I look forward to taking up the opportunities that lay before us - and facing the challenges too!

Welcome aboard!

Brooke Archbold
Chairman of Trustees



This Annual Report is dated 30 November 2015 and is signed on behalf of the Board by The Chairman of Trustees Mr Brooke Archbold.

Experience hard to replace

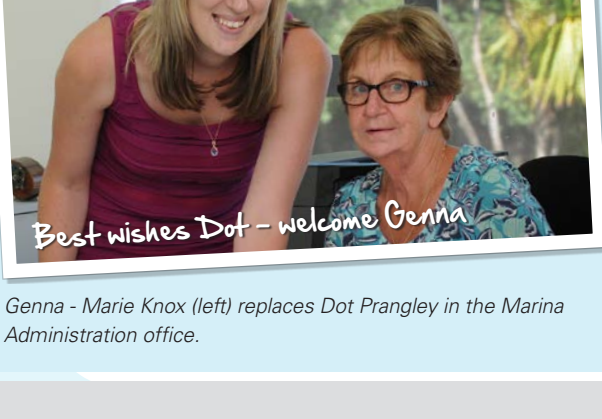
Staff numbers at the Marina are small. So when two of our longest-standing employees depart it makes a mark. With both Dot Prangley and Jill Bayliss retiring very soon we are losing 63 years of knowledge and experience and it will be a challenge to replace them.

By the time 'Docklines' reaches you, Jill, from our Customer Services Team will have departed. Her 28 years dealing with our berth-holders, tenants and others on the boatyard has made her very well known to many at the Marina.

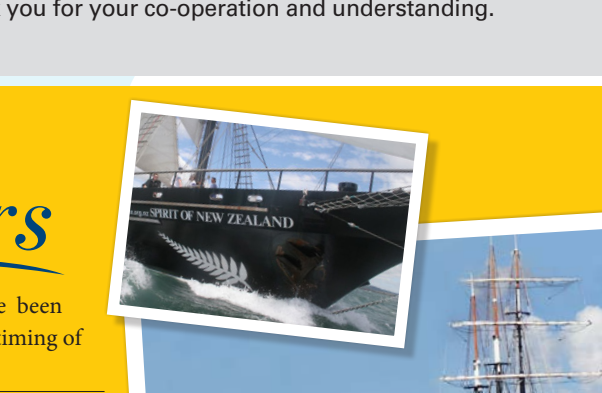
Dot, our administration and accounts lady is with us until the end of March. She is close to being the longest-serving of staff with 35 years to her credit. She started with us just months after Auckland Maritime Foundation bought the business from Broadlands Finance in 1981.

Each has served us very well and we express our appreciation of the fine contribution they have made through their loyal service. We are very sorry to see them leave and wish them many happy days ahead spending more time with their families and grandchildren.

Genna-Marie Knox who replaces Dot has already spent some time finding out how things are done at the Marina. Genna is originally from Taupo and had a spell with the Harbourmaster there. We welcome her and wish her well. Say hello when you next come to the office.



The Customer Services Team (L to R) Jill Bayliss, Leila McIntyre and Dean Brickell.



Genna - Marie Knox (left) replaces Dot Prangley in the Marina Administration office.

Car parks sealing complete soon...

We got most of the resealing in the Eastern Marina car park areas finished before the Christmas holidays - but not all. Now the boating season is slowing we get underway again the week after Easter with the project timed for final completion around four weeks from then.

A few areas including the Admin building one, might be a little squeezed for visits so please watch for signage redirecting traffic over this period. We apologise for any inconvenience and again thank you for your co-operation and understanding.

Spirit of New Zealand 2016 Voyage Winners

Not all winners of the 'Spirit of New Zealand' voyages offered in our last issue have been decided. Delays are caused by needing to match the students availability with the timing of voyages. But lucky winners so far announced are:

Albert Holt Howick College **Billie Jennings** - Macleans College
Bradley Hartley Macleans College **Matthew Ryan** - Tamaki College

Many of our student voyagers send us enthusiastic 'thank you' notes. Rhiannon Hudson from Howick said of her October 2015 voyage: "Thank you for my trip on the Spirit of New Zealand.... It was an amazing experience which I will never forget.... I would do it again in a heartbeat if I could.... made lots of new friends...this trip pushed my horizons".

The Marina sponsors young people on these trips every year. Could you make an application for a young person you know?

