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THE NEWSLETTER OF HALF MOON BAY MARINA

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Auckland Maritime Foundation – Annual Report

'Half-ahead' approach brings stability

Is there any doubt that in boating circles Half Moon Bay Marina is highly regarded? We don't think so. For a variety of reasons the marina has a reputation to be proud of. The location helps. As the years go by and the city spreads, the Marina creeps closer and closer to being 'central' to Auckland. A range of quality marine service operators offer just about everything that's needed - always have. Then the growing community facilities, in particular the wider acceptance of ferry transport, adds another appeal. But above all the marina just keeps on

operating year after year. No scandals, no operational disasters, the water is cleaner than most, everything works, boats go out, come in. Safe.

Put it down to good management. What else?

The 2009 annual report shows another year of prudent fiscal management. Something given away to kids and others for good works, as Trusts must do. Something put away for special needs, but progressive development too.

Full report page 2



Voila!

Stage 2 appears!

Suddenly it's here. The Stage 2 building in the redevelopment of the shopping precinct has appeared. A long way to go yet but with the superstructure in place, the size, the shape and position is very clear.

'Moving-in' date remains around mid-year.



Inside

• Annual Report • Compass Business Report • Spirit of New Zealand winners

Welcome to the 29th Annual Report of the Trustees of the Auckland Maritime Foundation

The Trustees are proud of the results for this 29th year of operations of Half Moon Bay Marina – a year which has involved a number of major issues and challenges in the improvement and development of our facilities and services.

As a Charitable Trust, our legal obligation to act for the beneficiaries has been fulfilled. The list of community organizations we have assisted is listed below.

As a marina operator, we are very satisfied that our continuous aim - to provide a safe and secure harbour and maintain it in a state-of-the-art condition for all its users - has been further extended.

Despite the growing mood of 'recession' posing potential downturns, financial performance for 2009 was sound, meeting the conservative and long-view policy of the Trustees. A positive balance has again been transferred to reserves to allow for the costs of future capital works, major non-regular maintenance, and possible requirements to meet new environmental regulations. This long-standing policy of provision for future expense, addresses the

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potential burden otherwise faced by berth-owners of large one-off levies common with other marinas.

During the year a full review of depreciation rates was conducted

and to meet our conservative direction, increased rates were adopted. The resulting additional write-off was in part off-set by the sale of some berth licences owned by the Foundation.

There were many highlights in a very busy operational year:

2009 Operations - some highlights

- Withdrawal of ARC seabed fees.
- Completion of Stage 1 in Shopping Precinct redevelopment.
- Completion of A-Pier redevelopment.
- Completion of installation of new pier bridges.
- Application of 'Clean Marina' programme.

The decision by the ARC to withdraw seabed fees progressively over four years will ultimately result in an annual cost-saving of \$195,000. These somewhat unexpected savings will be passed on to berth-holders as they become available. Our total and enthusiastic support for the campaign of Mr Geoff Burgess has been very rewarding for all berth-holders many of whom also gave their support.

The Auckland Maritime Foundation was incorporated and registered as a Charitable Trust in 1980

The new Compass building was completed on budget, on time and fully occupied, with the growing population of ferry users an attraction to new tenants. Further work on the total redevelopment of the Marina's retail area is continuing – part of the policy of best utilizing available land.

The reconfiguration of A Pier has provided additional and valuable berthage space while improving the access to the Marina and weather protection for berths in the entrance vicinity. Completion of the installation of new pier bridges and gates typifies our policy of on-going maintenance and renewal.

Work also progressed towards a cleaner marina environment with further application of working rules on the hardstand and water quality protection – a matter of evergrowing accent by authorities and with our full support.

The financial results for Marina Projects (NZ) Ltd, the Foundation's wholly owned subsidiary, were in line with expectations. In addition, there was good enquiry for the current income year although realistically this will be tempered with the effects of movements in exchange rates.

Marina Corporate Structure

For both new berth owners and as a reminder for our longer-standing users, we again make note of the nature of the Marina's business structure. For reasons concerned

It is not an incorporated society as some may believe

with setting a stable and secure long-term future, The Auckland Maritime Foundation was incorporated and registered as a Charitable Trust in 1980 when it bought the business of the Marina. It is not an incorporated society as some may believe. It is administered

by the Trustees in accordance with the rules set out in the Trust Deed. These specifically require the management of the assets be conducted in 'a proper and business-like manner'.

Community Grants

In accordance with our Trust obligations \$147,000 was distributed during the year to the following organizations;

Coastguard Northern Region	Continued sponsorship of the NowCasting & Marine Safety Service.
Coastguard Northern Region	Assistance towards the upgrade of VHF Repeaters around the Gulf.
Farm Cove Sea Scouts	Purchase of sea kayaks and safety equipment.
Howick Coastguard	Assistance towards the replacement of a new motor.
Hawke Sea Scouts	Assistance towards a new patrol boat.
Howick Sailing Club	Assistance towards a new patrol boat.
Howick Sea Scout Group	Purchase of sea kayaks and safety equipment.
Motutapu Outdoor Education Camp	Assistance with the purchase of a replacement truck
Ohui-a-Rangi Young Mariners	Purchase of a cutter and safety equipment
Spirit Of Adventure Trust	Youth training voyages.
Tamaki Yacht Club	Assistance towards a replacement outboard motor.
Torbay Sailing Club	Purchase of Optimist dinghies.

Our People

We are grateful to our managers and staff for their efforts again this year – for their enthusiasm and personal commitment to our objectives. Many of our people have been with us for considerable years and continue to perform above expectations. Their loyalty and contribution is acknowledged and appreciated.

The Marina Community

The nature of our business and our unique location at Half Moon Bay makes the marina a special community of interest. To all those working with us and around us, berth-holders, renters, tenants, and other customers and friends, we offer our thanks for your support and commitment during the year.

2010 poses more challenges but also offers opportunities

2010 poses more challenges but also offers opportunities to provide an even better Marina with better boating services and enhanced values in facilities and assets for us all. We look forward to the new decade with total confidence.

Harvey Sheppard
Chairman of Trustees

A full copy of the Annual Report may be obtained from the Marina Administration Office.



'Wow, what a beautiful place to work'

When we asked Pam Crouch of 'SMART-support for business' a tenant in the new Compass building, how they were managing at Half Moon Bay Marina her first comment was. "Well, the first thing that our customers say when they arrive here is 'wow, what a beautiful place to work'. They think we are pretty lucky."



Pam Crouch of Smart – support for business

And in talking to other new tenants it seems it's a similar story. Staff and customers are all impressed with the marina environment.

Pam went on to report that in starting her new business, she was busy getting the 'word out' about the **SMART** name and what it represented. SMART is a franchised operation offering businesses a means of out-sourcing the routine but also more complex office tasks. She is happy with progress in this early settling in period, financial numbers are being met and new customers had been acquired. Just this week one wanted Smart to handle their phone orders and appointments.

Serviced office space within the SMART premises is fully rented and there's a waiting list. Early growth means Pam already needs help and is looking for suitable staff. If you think you can help give Pam a call on 532 7000.

Other Compass building businesses seem to be thriving. Neil Baker of **Ray White Real Estate** says

the Half Moon Bay office is already making an impression within the company. January results showed them being No 2 office in Auckland and No 3 for New Zealand. He says their experienced staff have given the office a great springboard for the future. He is impressed with the walk-by traffic with the adjacent gym, the kids care and the Post Office boxes all contributing. And the whole atmosphere at Compass is great. He describes his fellow-tenants as 'fresh, friendly and classy'!

Things are going well too at **Marina Fitness**. Aimee McCullum Marketing & Communications Manager, Manukau Leisure, says "We certainly have some success to brag about! We've had a great response from the local community and have built a healthy membership base in our friendly club"



Marina Fitness has a range of programmes running, or about to start, for both existing and new members. Kick Start 8-week Challenge keeps participants motivated with regular small sessions. Group fitness classes have been popular and will be run again. They include 'Power', 'Oxigeno' and 'Fight do' classes with special accents while top trainer, Jon Jaksic has recently joined the team offering personal training.

Mary Cox of **Beauty Spa and Wellbeing** thought Compass opened at just the right time. with the lead up period to Christmas providing good business. She was happy with the levels of business so far.



And to leave where we started, Mary said "It's a lovely environment"!



Is there a Doctor in the Marina?

Which one would you like? Medical services are a feature of the tenants in the new Compass building at the Marina. There are GP's, a physio, a chiropractor and a plastic surgeon heading up a team of specialists including obstetrics and gynaecology. A well-equipped day-stay theatre is managed by a specialist theatre nurse.



Anneke Bester's 'Mermaid' in the Marina Specialist's logo

The plastics man is Mr Martin Rees, plastic, reconstructive and cosmetic surgeon. He is building a team of specialists who are visiting consultants to the new centre and expects to have other specialist services on the roll in the future.

Martin himself does hand, skin cancer and cosmetic surgery such as blepharoplasty (eyelids) in the Southern Cross-recognised theatre. He consults and operates once per week and says the demand for his services is steadily building up with many new patients and successful operations being done in the past few months. He says botox and dermal fillers are proving popular too.

Mr Kevin Karpick, orthopaedic surgeon, Dr Denys Court, gynaecologist and Dr Anil Sharma, obstetrician all attend monthly.

Dr Bruce Page GP, reports there has been a 20% increase in patient numbers since moving from the old building to Compass. He says these figures may be partly the result of extended hours in both morning and evenings plus ferry passengers.

The marina location of the medical rooms is appreciated by all patients as a very pleasant and relaxing place to be when 'The Doctor' is the destination! Adding even more marine adornment are paintings of Rangitoto in different moods by Anneke Bester.

Off to sea!

The winners of the Auckland Maritime Foundation, Spirit of New Zealand voyages for 2010 have been announced.

The six youngsters will all have a week-long voyage on the highly acclaimed training ship between March and June. They are all associated with Half Moon Bay Marina as family members of berth-holders and other connections.

The girls are :

Hayley Aikman, 15,
Whitianga, St Peters College

Alanah McIntyre, 16,
Half Moon Bay, Pakuranga College

Alex Truscott, 17,
Bucklands Beach, Kings College

And the boys are :

Christopher Brinsden, 18,
North Shore, Northcote College

Alan Rathbun, 16,
Howick, Mc Leans College
(3rd boys availability to be confirmed)

We wish them ... what else but ...

bon voyage!

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MARTIN REES MBChB FRACs
Specialist Plastic, Reconstructive
& Cosmetic Surgeon.

Has the sun been unkind to you this summer?

As kiwi boaties, we are all aware that enjoying our summer sun on the sea can lead to increased risk of skin cancers.

If the sun has done its worst over this or years gone by, you may have something growing that should not be there. You needn't go far to get the specialist treatment you may need. We now have a "Surgery by the Sea" right here at Half Moon Bay Marina.

You can come to me direct or by your GP's referral for specialist mole and skin cancer checks, medical treatment or surgical removal. I can also help you with hand surgery, facial plastic surgery, cosmetic surgery and liposculpture.

I'm pleased to offer a 10% discount on consultations to fellow BBYC members, HMB berth holders and their families.

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specialists

Marina Specialists Phone 09 534 4040
First floor, Marina Medical Centre, Compass Building
Ara Tai Drive, Half Moon Bay Marina, Manukau



MARINA SNIPPETS



Getting to know you

At your next haul-out we'd like to talk. Our customer service people would like to catch up with all haul-out users and say hello. We have to get a signature anyway but there are other matters we want to explain – like the rules for wet-sanding on the hardstand. It's a chance for you to ask questions too.

Come in and chat



Pieces of old rope

That's what some of you seem to like as mooring lines. Yes, we know it's sunny these days but soon the autumn winds will blow and we shudder thinking of the careless way the 'some' of you tie up.

Give our security boys a break. They get tired of ringing owners. Make an insurance check. Make sure your boat is held in place **IN A PROPER SEAMANLIKE MANNER!**

Here's some rubbish ways we've seen of mooring. Not picking on anybody – just whatever came to hand!



MARINA DIRECTORY

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AT THE BOATYARD

Allvo Marine Engineers	535 9189
Boatspray HMB	535 4802
Bryant Marine	537 0114
Doyle Rigging (formally OYS)	537 0487
HMB Boat Builders	535 4746
HMB Electrical	537 0502
Howick Upholstery	534 4859
Stelliots	027 605 4340

AT THE SHOPPING CENTRE

Armco Vehicle & Diamond Leasing	534 8913
Burnsco Marine	535 9271
Top Catch HMB	534 9083
Marina Superette & Café	534 6655
Mariner Takeaways	534 2106
Maritime Management Services	535 7702
Oceans Café	533 3045
The Marina Brokerage	534 7196

AT COMPASS

Beauty Spa & Wellbeing	534 3390
Gouemon Restaurant	534 2959
Lollipops Educare	537 6074
Marina Care Chemist	534 5638
Marina Fitness	534 3590
Marina Medical	534 5414
Marina Physio	534 4045
Marina Salon	534 5395
Ray White Mountfort Estate Agents	0274 810 199
Tetley Technology	021 316 311

Want your connection dis-connected?

We have to say this regularly, and right now is another good time. **POWER CONNECTIONS TO BOATS NOT MEETING OUR REGULATIONS WILL BE DISCONNECTED.**

The regulations are very precise, are strictly applied and closely monitored. We do this to protect the marina, your boat and all others from what could be major consequences.

Fire is the main danger and we DON'T want one! Nor do we want any insurance claims denied! Ignorance is no defence!

If you don't know the regulations or are unsure, all it takes is a call to Ross Rodgers at Customer Services to get all the details.



spend less time in the office and more time doing what you enjoy...

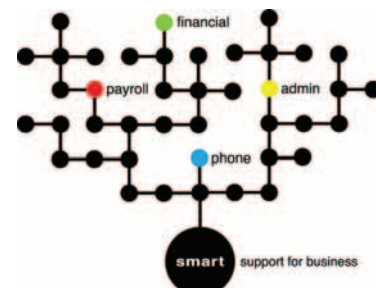
"i'm wasting my precious time and money doing this stuff. there must be a better way"



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