

SPRING 2021

# TIROHANGA OUTLOOK

THE MARRAM COMMUNITY TRUST MAGAZINE



## **IN THE SPRING ISSUE:**

**Kaikōura leads the way with sustainable tourism**  
**The story behind the most famous Crayfish caravan in the world**  
**Llama trekking 'ka pai' according to Forbes magazine**  
**Talking holidays in a time of Covid with Karen Nimmo**  
**And this year's Financial Report shows Marram as relevant as ever**

## Editor's Letter

It's hard not to get excited about the arrival of spring with its promise of warmer weather, longer days and new beginnings.

Traditionally September 1st is accepted as the first day of Spring but increasingly we seem to be running late. Our rapidly changing climate has been on my mind a lot since last year's lockdown.

Who can forget the sight of a duck and its ducklings waddling down Courtenay Place in Wellington, Tui and Kereru venturing into the city centre, or wild animals pictured all over the globe enjoying the freedom of a quieter world.

In our absence, Papatuanuku was able to breath again and we were rewarded with a brief vision of how things could be.

With this in mind, our Spring issue of Tirohanga Outlook leads with Green Tourism and the wonderful tourism operators in Kaikōura working hard to reduce their carbon footprint and encouraging others to do the same.

We're loving holidaying at home according to a recent survey showing 63% of us rate our backyard holiday experiences with a 9 or 10 out of 10.

So let's acknowledge the operators working for a greener, more secure future as we holiday around the country.

When Kiwis tread lightly exercising kaitiakitanga and manaakitanga we all win.

Ngā mihi

Sue Burgin  
Content Editor - Etita Kōrero

## In this issue:



3 Kaikōura leads the way in sustainable green tourism



10 On the couch talking holidays in a time of Covid with Karen Nimmo



6 The story behind the most famous Crayfish Caravan in the world



14 At one with nature - the holiday that spins Jane's wheels



8 Kaikōura's Llama trekking experience is ka pai according to Forbes Magazine



20 Steve Andrews looks at what's worth watching on Netflix



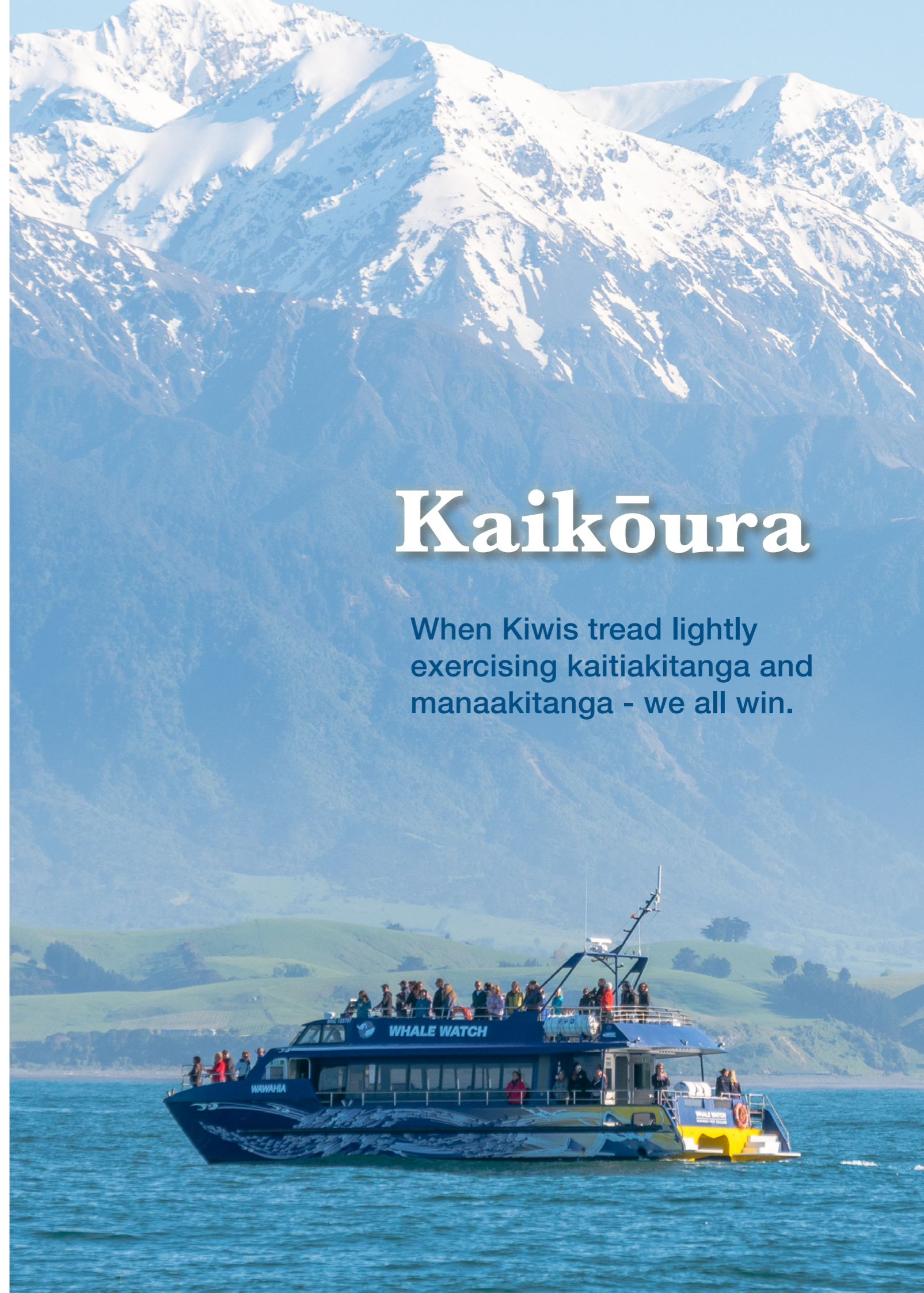
22 Financial report - Marram as 'relevant as ever' in Covid times.

Marram Community Trust  
PO Box 24006  
Wellington 6142  
New Zealand  
Ph: 04 801 2920  
Fax: 04 385 3558

**Etita Kōrero - Content Editor:**  
Sue Burgin  
email: sue.burgin@marram.co.nz

**Etita Hoahoa - Design Editor:**  
Destina Munro  
email: destina.munro@marram.co.nz

Front page: Whale Tail, Kaikōura, credit: Whale Watch Kaikōura



# Kaikōura

When Kiwis tread lightly exercising kaitiakitanga and manaakitanga - we all win.

## Leading the way in sustainable green tourism.

Kaitiakitanga and manaakitanga are at the heart of one of Aotearoa New Zealand's most highly awarded tourism operations.

Whalewatch Kaikōura is a homegrown business operated by Ngāti Kuri, a sub-tribe of Ngāi Tahu, with a great backstory and a vision for the future centred on sustainability and green tourism.

Legend has it that an ancestor journeyed to Aotearoa on the back of a whale (Tohorā), and it was this story that members of the four founding families turned to when facing hard times after losing their jobs in the railways back in the 80s.

Bill Solomon lead the charge when discussions began on how they could make a living and not have to leave the area they called home.

They quickly realised the means to secure their future was in their own backyard.

The Tohorā who brought their ancestors to the area would secure their future for generations to come.

### From small beginnings

Whalewatch Kaikōura started with one boat, eight people and a lease on the Kaikōura Railway Station.

Today they operate two 18 metre catamarans capable of taking 48 people and one 24 metre catamaran which can accommodate 116 people. The trips take around three hours and are weather dependent.



Whalewatch Kaikōura operates three catamarans with trips taking around three hours. Photo credit: Barekiwi  
Previous page: Sperm Whale, photo credit: Destination Kaikōura

Pre-Covid the operation was attracting 150,000 bookings a year, 80% international tourists and 20% domestic. Marketing Manager Lisa Bond says the domestic numbers have probably doubled since lockdown.

"The domestic market has been very kind to us. We're so grateful to everyone," she says.

### So what does sustainable green tourism look like?

Whalewatch Kaikōura places great importance on the relationship between the natural and spiritual through kaitiakitanga and manaakitanga.

"It's up to us to take care of our gift," Lisa says, "If we're not looking after what we have in our backyard, how will the generations to come be able to enjoy it?"

It starts with welcoming guests.

"They arrive as strangers and leave as family. We encourage them to be kaitiaki," she says.

"Our new boats are low emission, cleaning products locally resourced, it's about cutting our carbon footprint, walking the talk not just talking it."

Whalewatch staff are actively involved in conservation projects planting trees, cleaning up local beaches and rivers. At the moment four staff are working with the Department of Conservation spending every day counting migrating Humpback whales. They're also involved in a project to protect the Hutton Shearwater, birds only found in Kaikōura.



Semi-resident Sperm Whale - Tutu  
Photo credit: Whalewatch Kaikōura  
Right: Whale Watch catamaran, photo credit: Barekiwi

### A blueprint for the future

"Back to normal is not a good way to look at it," Lisa says. "It'll never be how it was. We've had an opportunity to rethink how we were doing things."

Lisa says 'green tourism' has been building momentum for some time. "We have to be mindful of the environment and our role in protecting it. The industry needs to pull its britches up. When we talk green tourism we have to mean what we say," she says.

### So what does a Whalewatch experience look like?

After checking in at the Kaikōura Railway Station, you're driven to the marina and then it's onto the boat and out to sea for the next three hours.

"We can't dictate what you'll see. What you'll see is a gift," she says.

But there is a 95% success rate when it comes to seeing a Sperm whale.

The migrating Humpbacks are an extra bonus during May to late August.

### What's the magic of the Kaikōura giants?

According to Lisa there's an element of awe.

"They're so incredibly huge and majestic. There's something special about them and the air of mystery they exude as they rise and then disappear below the water."

## A COMMUNITY UNITED IN CONSERVATION

Kaikōura's commitment to the environment began being recognised back in 2014 with an Earthcheck Platinum Certificate for environmental performance.

In 2002, it became the first local authority in the world to achieve Green Globe accreditation.

Whalewatch Kaikōura works closely with The Department of Conservation to set a global standard in eco-tourism.

- Recognised by Lonely Planet's Code Green – 100 responsible travel experiences
- NZ Qualmark Enviro-Gold status
- Tourism for Tomorrow Award for best practice in sustainable tourism
- Virgin Holidays Responsible Tourism Awards



# The most famous Crayfish Caravan in the world

**W**hat do a porn site in China and a crayfish caravan in Kaikōura have in common?

Well – nothing actually, but naming his business Nin’s Bin has caused Johnny Clark more than a few headaches. Johnny’s just had a new website set up to get around the problems caused by the name similarities - [www.ninsbin.co.nz](http://www.ninsbin.co.nz).

Nin was actually the woman who ran the crayfish caravan when business started back in 1977.

## Famous on Instagram and beyond

Anyone who’s travelled through Kaikōura will know the iconic old caravan which sits on the stony beach about 20 minutes north of the town. It’s famous on Instagram and beyond, for serving the mouthwatering kaimoana straight out of the pot, ready to be eaten right there beside the Pacific Ocean.

## “I’ve been in the business since pre-school”

Johnny’s been at the caravan window for 12 years but the business was started by his Grandad 46 years ago. “I’ve been in the business since pre-school,” Johnny says.

“I used to lie to go fishing. Dad would then take me out of pre-school and I’d bait bags for 50 cents each.”

These days Johnny catches the crays, weather permitting, works the caravan and makes sure customers have the best Nin’s Bin experience they can have.

## How do you like your Crayfish?

At Nins they’re warm from the pot and served with a side of garlic butter, split down the middle and broken open ready to devour. There’s even a quick lesson on how to break it open yourself if you want to.

It’ll cost you \$65 to \$70 for a Kaikōura crayfish that according to Johnny tastes like no other.

“Yeah, \$65 to \$70 – even I find it a bit rude,” he laughs.



# From the High Andes to the beaches of Kaikōura



## Llama trekking – According to Forbes it's ka pai.

Whales, Crayfish and Llama. Is there no end to the fun stuff you can do in Kaikōura?

And if you're going to have a Llama experience then why not make it one rated by Forbes Magazine as one of the 10 best Llama experiences in the world.

After falling in love with Llamas (pronounced yama) while working with them overseas, Englishman Kevin Cole brought the concept to Kaikōura where he's been for the past 13 years.

Needless to say he's a great supporter of the American camelids and keen to debunk any fake news about their penchant for spitting.

"People worry about it but it's just not true. They don't spit at humans, just other Llamas. It's a fighting response," Kevin says.

## Meet the whānau

They all have names but the most well-known would have to be Legend and Max who were chosen to meet none other than the future King himself.

While visiting after the Kaikōura earthquake, Prince Charles opted for a trip to the Llama farm and according to Kevin was very interested in the operation as he was thinking of adding Llama to his farm stock back in the UK.

## No – you don't ride a Llama

You walk a Llama, like a dog.

Kevin admits it's a challenge because they're super intelligent and they're animals after all. "They're cautious at the start and you have to work at gaining their trust. You have to earn your stripes."

If they don't like you, Kevin helps you through the process and he reckons by the end of the trek most people fall in love with them.

## Choose your trek

Kevin offers a couple of different treks.

There's a 'Taster trek' which is a one hour trek from his farm Wackystays, to a nearby river, and then a longer half-day coastal trek.

The longer trek involves a horse float ride to the coast, a walk along the beach to a seal colony, a visit to the Fyffe House Whaling Museum along the way and a picnic.

And of course there's Kevin's stories about the recent earthquake and the old whaling days along the way.

You can book your date with a Llama at [www.kaikourallamatrekking.co.nz](http://www.kaikourallamatrekking.co.nz); or Ph 03 319 5033

**"They're cautious at the start and you have to work at gaining their trust. You have to earn your stripes."**

*Previous page: Llama on beach left to right: Snow, Max, Pete, Smokey. Photos from top: Pegasus; Legend (left) and Bluey. Photos credit: Kaikōura Llama Trekking.*



## **On the couch with Karen Nimmo**

“The best thing about having holidays is planning them and then having something to look forward to.”

# Holiday disappointment and the “quiet impact of the pandemic on Kiwi psyches”



**M**ost of us would agree the best thing about holidays is planning them and then having something to look forward to.

Clinical Psychologist Karen Nimmo says a lot of people had their plans wiped out during the pandemic and that's been hard on mental health.

“People don't like to complain when others around the world have had it far tougher.”

She worries it has had a quiet impact on Kiwi's psyches.

The Wellington-based clinical psychologist says holidays have very real mental and physical health benefits. She says they reduce stress and improve mood by giving us a break from the activities and environments we associate with stress, anxiety and fatigue.

Post Covid, Kiwi holidays look a lot different with borders closed and ongoing lockdowns adding holiday anxiety into the mix.

*Left: Clinical Psychologist Karen Nimmo*

## Is a 'staycation' the answer?

According to Karen even a 'staycation' can be beneficial.

“But only if it gives us a break from routine and the familiar,” she says.

“With a lot of people working from home and technology keeping us connected to work, that can be hard to achieve – and it's always harder to relax when you can't avoid seeing all that needs to be done.”

## On the call to explore our own backyard

Karen wasn't surprised at the enthusiastic uptake of the government's call for Kiwis to explore our own backyard.

“People had cabin fever, they needed a break from routine. New experiences can give us a psychological boost.”

However she thinks people were surprised by the great holiday options they found in New Zealand.

“But it won't stop the craving for overseas holidays and fresh experiences,” she says.

## Had to ask – What does a really good holiday look like to you Karen?

“A change. Experiencing new things. I live in Wellington so sun and NO wind. Good books and definitely good company. It's not a holiday if you're with someone who winds you up.”

## And finally – why are childhood holidays the ones we remember most fondly?

Even if they weren't the fondest, childhood holidays are often remembered as the longest according to Karen.

“Perhaps because time seems to go faster as we get older. But memories distort and are selective,” she says.

## MARRAM TAKES THE STRESS OUT OF YOUR HOLIDAY

- With the 100% refund guarantee on any Marram holiday booking impacted by a change in Covid levels to 2, 3 or 4.
- An increasing choice of serviced apartments and the ability to bring your pet to the pet-friendly holiday homes.
- Warm, fully equipped homes.
- The use of a ballot making it fair for everyone in high demand school holiday and Christmas periods.
- A user friendly online booking portal.
- The ability to book 12 months ahead to avoid disappointment.
- Sorry we can't supply a cook and dishwasher – that would rob you of important family bonding time.


Happy holidays whanau.

“It may be we remember what we want to remember. Fond memories are helpful though. Because they sustain us later in life when times get tough.”

Karen cautions parents not to get hung up on giving their kids great holidays and happy memories.

“The best holidays are often very simple and the greatest gift is time.”

Karen Nimmo [www.onthecouch.co.nz](http://www.onthecouch.co.nz)  
[www.facebook.com/KarenNimmoPsychology](https://www.facebook.com/KarenNimmoPsychology)

A man and a woman are standing in the foreground on a rocky shore. The woman is wearing a bright orange puffy jacket, a grey hat, and red sunglasses. The man is wearing a dark blue t-shirt, a grey beanie, and sunglasses. Behind them is a calm lake reflecting the surrounding mountains. In the background, a large, rugged mountain peak is covered in snow and patches of ice under a clear blue sky.

**The holiday that spins  
Jane's wheels**

## Out in the bush, at one with nature and not a digital device in sight.

But a comfortable bed, hot shower and good food - well they're not negotiable according to this long-time Marram beneficiary.

Jane Miers became part of the community back in the early 80s while working for the Post Office. These days she's a Commercial Manager for Hewlett Packard Enterprise, based in Wellington.

Over the years Jane's been a regular user of Marram holiday homes and recalls great family holidays in Riversdale, Kaiteriteri, Turangi, Cromwell and Queenstown. Latterly the Auckland City apartment proved a wonderful home away from home while on a business trip.

The delights of holidaying in her own backyard are not new to Jane.

"I've had many fabulous holidays in New Zealand, but mixed with some big trips overseas," she says, "however in a post-Covid future I think holidays here at home will have more appeal."

## "No new shoes or handbags until I hit Paris.

Months before Covid started making an appearance Jane took her last overseas holiday, spending six weeks in Argentina, Spain, Portugal, and Paris. Her love of

nature was indulged by walking in Spain's Donana National Park, cycling in the Sierra Nevada mountains and taking in the natural beauty of Sintra Cascais National Park in Portugal.

"No new shoes, or handbags until I hit Paris," she laughs.

## Post lockdown holiday at home gets top rating

Fast forward to the days after lockdown and a holiday at home Jane rates as one of the best.

Like thousands of Kiwis she set off on a South Island roadie with son Seb, taking in Molesworth, the West Coast, Punakaiki, Lake Matheson and Queenstown before walking the Hollyford Track.

Ngai Tahu's Wilderness Experience can't be faulted according to Jane who gives it a 10 out of 10.

"Great walk, comfy beds, hot showers and great, unpretentious guides."

Jane says the Queenstown Frankton home is the perfect place to stay before heading off to walk the Hollyford. She says like all

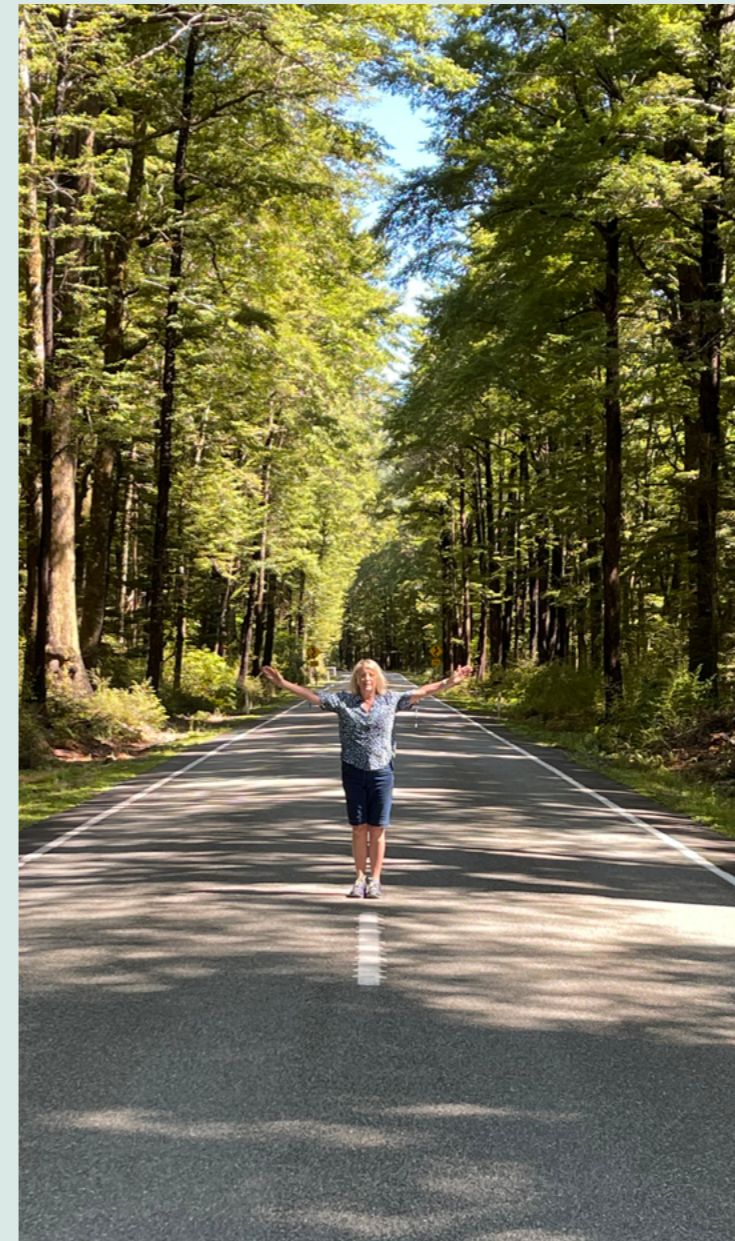
Marram homes it's well equipped and says its proximity to the airport is a huge advantage for those flying in to do the walk.

Finally, looking ahead to what holidays might look like in the future, Jane's not sure.

"I think they'll be mostly here in New Zealand. And I think ultimately climate change will impact where and when we go," she says.



Jane taking in the sights of Paris, while sipping vin blanc at a sidewalk cafe.



Previous page: Jane and partner Bill Brander at Hooker Lake below Mt Cook; Left: crossing Lewis Pass; Below: Wanaka from Rocky Mountain lookout. Photos supplied.

## HOLIDAYING AT HOME IS PROVING VERY POPULAR

It seems the COVID-19 pandemic has changed our travel habits and we're loving holidaying at home.

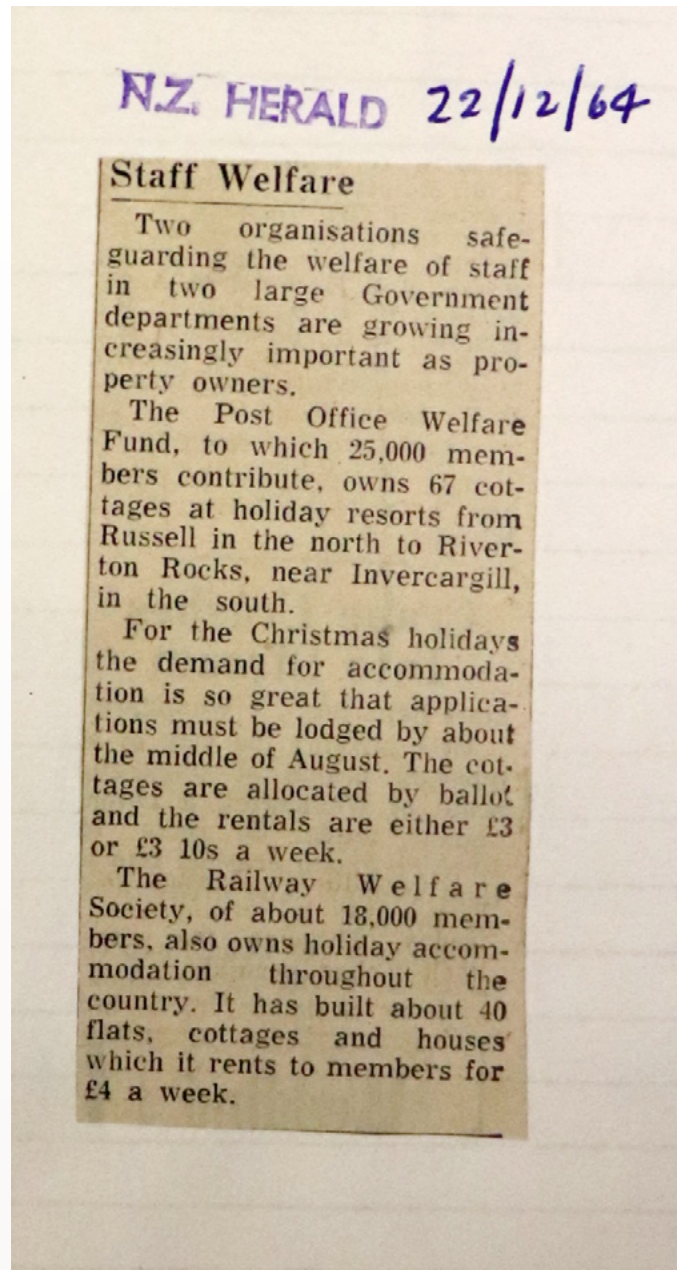
Post last year's lockdown, in the second half of last year, three in four New Zealanders took at least one overnight domestic trip.

A TIA (Tourism Industry Aotearoa) survey showed almost half saying the holiday exceeded their expectations.

In fact 63% rated their trip as a 9 or 10 out of 10 - up from 58% the previous year.



# LOOKING BACK



**T**his cutting from the NZ Herald, published December 22nd 1964, shows while some things have changed in the last 50 odd years, many have definitely stayed the same for your Community Trust.

It's still great value and as relevant as ever with a growing network of affordable holiday homes, and Health Benefits now thrown into the mix.

But the name's changed. The original Post Office Welfare Fund started back in 1944 is now the Marram Community Trust - reflecting the split of the Post Office into three separate entities and various successor organisations.

**"A substantial multi-million dollar portfolio."**

The 25 thousand beneficiaries in 1964 has grown to over 31 thousand today, and the property portfolio has grown from 67 cottages in 1964 to 152 holiday homes today.

Marram no longer has homes in the deep south at Riverton Rocks, but has moved further north with homes now at Coopers Beach in the Far North.

The NZ Herald reporter noted the Trust was becoming increasingly important as a property owner and that's still true today with multi-unit developments underway in Wanaka and Queenstown.

CEO Glenn Clark says the Trust has the financial resources to undertake these without the use of debt.

"Marram now has a substantial multi-million dollar portfolio," he says.

**Better than a motel**

Ninety percent of the holiday homes are still balloted today, but only for the busy school holiday and Christmas period.

Fifty seven years ago though, holiday bookings had to be for a week, Saturday to Saturday, but bookings now operate on a flexi-stay basis.

Pet-friendly and serviced homes have been introduced and we no longer call them cottages. Marram's Product Manager Debbie Shute reckons they're on a par with, and often better than motels.

"They're modern, clean and have everything you require," she says.

But at the end of the day, the principles that the Trust was built on remain the same; a legacy of care providing affordable holidays and healthcare benefits for the Marram community.



*Looking back* ↗



*Auckland Renovations* ↗



*Artist impression, Queenstown*

# Spring watching on NETFLIX

Stephen Andrews, IT & Comms Specialist - Mātanga Whakawhitiwhiti Ao Rorohiko, recommends:

## Formula 1 - Drive to survive (Doco Series - 3 seasons)



Ever since my precious little ears heard the scream of Ferrari's beautiful V12 F1 engine way back in 1989, I've been a committed fan for life.

Fast forward 30 years and Netflix and Formula 1 have come up with the perfect introduction to F1 racing with the best soap opera in sport.

Drive to Survive is an ingenious way to get the sights, sounds and glamour of the sport back into more living rooms than just those of diehard fans.

Each season follows the F1 calendar, giving you a backstage pass to the conflict between drivers, teams and sponsors. There's more drama per minute than an episode of Shortland Street.

High fliers, Ferrari and Mercedes don't always play ball in season 1 which is a little disappointing. However in my opinion the star of the show across all three seasons is the Haas Team principal Gunther Steiner, a fiery Italian

with limited English who sure knows how to blast his mistake-ridden team of engineers and drivers.

It's not all fun and games of course, and the episode titled 'Man on Fire' towards the end of season 3 actually brought a tear to my eye.

It highlighted the dangers of motorsport with Roman Grosjean's infamous crash in the Bahrain GP. The crash and spectacular fireball was a frightening scene – but he walked away, showing just how far we've come in motorsport safety improvement.

Drive to Survive is entertaining, exciting and insightful. Apart from a few inconsistencies which only a hardcore F1 fan would notice, the series gives fans insights they wouldn't normally get.

True, it's hyperbolic and heavily misconstrued to entertain in parts but it certainly ticks a lot of boxes.

I'm giving it four and a half stars. (Parental guidance recommended due to colourful language at times.)

## Sweet Tooth - Season 1



Filmed almost entirely in Aotearoa New Zealand, Netflix's new offering Sweet Tooth is definitely a series for the times.

The story, based on a DC Vertigo comic series is compelling viewing as we continue to do battle with the Covid pandemic.

Sweet tooth is set 10 years after the "Great Crumble", as a mysterious virus is sweeping the globe.

Humanity's descended into chaos, there are no rules, no laws and no internet. Those who are pregnant and sick with the virus, "The Sick", are giving birth, to "hybrids" - half man half animal.

That's right, the maternity ward is full of furry, feathery, prickly humans and some of them are very cute.

The season starts by following Young Gus, a Deer hybrid who grows up in the forest with his father. When his father dies its up to Gus to learn the ropes and fend for himself. He learns that his mother is potentially in Colorado, so he sets out on his great adventure across America.

His travels aren't without danger.

A militant group called "The Last Men" see Hybrids as the cause of the virus and are hunting them down. If it wasn't for Aimee who offers safe haven to Hybrids, the story would likely have a more sinister ending.

This is a great family series I thoroughly enjoyed watching with my family.

The cinematography is spectacular and the Hybrids are really cute. Let's hope the next session brings even more cuteness.

# ANNUAL REPORT 2021

## ANNUAL REPORT

### Financial Performance 2021

#### REVENUE

The level of financial contribution requested by the Board of Trustees remained unchanged throughout the financial year but the number of beneficiaries contributing declined slightly with the result that contribution income declined by \$128k compared with the previous year. The COVID Alert Levels meant almost no holiday home income for the first couple of months of the financial year but with rent discounting and increased occupancy, holiday home income rebounded sharply over the balance of the financial year to end \$193k more than the previous year. Some of the increased rental income offsets the increased cleaning expenses for the year as all homes are cleaned between every stay due to COVID. The Trust's managed funds performance on dividends and interest was lower than the previous year. However, with very strong stock market performances during the year, the fair value adjustments (unrealised gains and losses) saw a huge gain of \$2.5m.

#### DISTRIBUTIONS AND EXPENSES

The amount distributed in financial benefits for healthcare was \$420k less than in the previous year due to the lower number of requests from beneficiaries. A new Community Benefit was launched during the financial year end aimed at helping Marram beneficiaries who lost their employment due to the virus. At the end of the financial year, there were 142 beneficiaries on the Community Benefit with their contributions waived for up to twelve months after losing their employment.

Holiday home maintenance was kept at the very minimum and there were no renovations on any of the 30 homes planned. This kept the property costs lower than the previous year by \$203k. There was further investigation into re-development opportunities for the Trust's Wanaka and Queenstown CBD sites. The Wanaka re-development started and Queenstown came close to a sign-off but without a commitment as at financial year end. Marram continues to save on material damage insurance costs as many years ago the Trust set up its own prudential fund to pay for any damage. Operating expenses increased by \$119k on the previous year, much related to loss on disposal of the Wanaka buildings in favour of the new build. The net result of the Trust's income and expenditure was a surplus after tax of \$2.7m.

#### FINANCIAL POSITION AS AT 31 MARCH 2021

As a result of the reported surplus, the Trust's equity increased by 5.53% to \$63.5m. The Trust remains in a sound financial position.

**Glenn Clark**  
CEO

#### Marram Community Trust Consolidated Statement of Comprehensive Revenue and Expenses For the Year Ended 31st March 2021

	2021 \$	2020 \$
<b>Income</b>		
Contributions/ Donations	3,909,337	4,037,278
Holiday Home Rentals	2,903,349	2,710,582
Commercial Rental Income	47,833	49,126
Investment Income	197,492	327,859
Fair Value Adjustment on Investments	2,492,399	(48,920)
Realised Gain/(Loss) on sale of Assets	282,642	-
Covid-19 Wage Subsidy	77,326	-
<b>Total Revenue</b>	<b>9,910,378</b>	<b>7,075,925</b>
<b>Less Benefits</b>		
Financial Benefits	2,678,073	3,098,501
	2,678,073	3,098,501
<b>Less Holiday Home Expenses</b>		
Power & Water	196,132	221,397
Maintenance-Furnishings	150,713	204,347
Maintenance-Land & Buildings	761,419	887,724
Property Software Service Contract	5,047	4,872
Rates & Land Lease	362,930	348,428
Property Consultants	50,536	39,674
Property Inspection & Travel	8,701	16,781
House Person Expenses	77,727	87,635
Depreciation on Holiday Homes	693,725	698,648
	2,306,930	2,509,506
<b>Gross Surplus from Trading</b>	<b>4,925,376</b>	<b>1,467,918</b>
<b>Less Expenses</b>		
Accident Compensation Levy	5,386	6,174
Amortisation	107,257	100,906
Bank Charges	80,482	61,452
Board Expenses	6,675	3,669
Computer Expenses	336,212	324,884
Depreciation - Other	31,767	22,510
Depreciation - Other Buildings	18,360	18,360
Depreciation - Building Investments	11,639	11,639
Insurance	25,202	23,624
Investment Fee	73,068	66,670
Loss on Disposal of Assets	101,948	13,614
Marketing Expenses	2,851	14,283
Office Administration Expenses	10,840	11,929
Other Commercial Expenses	44,057	42,428
Postage	9,445	11,657
Premise Maintenance	19,353	18,971
Printing & Stationery	32,324	12,929
Professional Fee	69,360	94,271
Publicity & Promotion	16,636	39,679
Staff Expenses	66,507	73,393
Staff Training	4,721	2,523
Telephone, Tolls & Internet	20,223	20,787
Travel and Accommodation	592	2,682
Wages & Salaries	994,013	970,562
<b>Total Expenses</b>	<b>2,088,916</b>	<b>1,969,595</b>
<b>Operating Surplus Before Tax</b>	<b>2,836,459</b>	<b>(501,677)</b>
Taxation	219,530	110,261
<b>Net Surplus After tax</b>	<b>2,616,930</b>	<b>(611,938)</b>
Total Comprehensive Revenue and Expenses	2,616,930	(611,938)
<b>Total Surplus attributable to the Group</b>	<b>2,616,930</b>	<b>(611,938)</b>

#### Marram Community Trust Consolidated Statement of Changes in Net Assets For the Year Ended 31st March 2021

	2021 \$	2020 \$
<b>Accumulated comprehensive revenue and expenses</b>		
<b>Opening Balance</b>	59,221,934	59,833,872
<b>Comprehensive Revenue and Expenses</b>		
Surplus for the Year	2,616,930	(611,938)
<b>Total Comprehensive revenue and expense</b>	<b>2,616,930</b>	<b>(611,938)</b>
<b>Total Accumulated comprehensive revenue and expense</b>	<b>61,838,863</b>	<b>59,221,934</b>

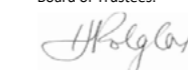
#### Marram Community Trust Consolidated Statement of Financial Position As at 31st March 2021

	2021 \$	2020 \$
<b>Current Assets</b>	7,703,640	5,962,222
<b>Non-Current Assets</b>	55,762,347	54,178,054
<b>Total Assets</b>	<b>63,465,987</b>	<b>60,140,277</b>
<b>Current Liabilities</b>	1,627,124	918,343
<b>Equity</b>	61,838,863	59,221,934
<b>Total Liabilities &amp; Equity</b>	<b>63,465,987</b>	<b>60,140,277</b>

#### Marram Community Trust Consolidated Statement of Cash Flows For the Year Ended 31st March 2021

	2021 \$	2020 \$
Net Operating Cash flow	1,796,181	196,666
Net Investing Cash flow	444,978	(786,301)
<b>Net Cash flow</b>	<b>2,241,159</b>	<b>(589,635)</b>

These financial statements were approved for issue and on behalf of the Board of Trustees.



Heather Polglase - Chairperson

10/08/2021

#### Notes to the Summary Financial Report

The Summary Financial Report for Marram Community Trust (The Trust) and its controlled entity Sevenaway Trustaide are presented together (the "Group") are presented for 2021. These have been extracted from the full financial reports. These are in NZD and are rounded to the nearest dollar. The full financial reports were authorised on 10 August 2021 and given an unmodified opinion. The summary financial report cannot be expected to provide as complete an understanding as provided by the full financial report. A copy of the full financial report can be obtained from the e-mail address below. The auditor has examined the summary financial report for consistency with the audited financial report and has issued an unmodified opinion. For further information please e-mail: support@marram.co.nz

The summary financial statements have been prepared in accordance with FRS-43: Summary Financial Statements.

#### 1. Statement of Compliance

For the current reporting year, the Group has elected to prepare Special Purpose Financial Statements with accounting policies that are consistent with the requirement of Tier 2 Not For Profit PBE financial reporting requirements with the exception of PBE IAS 12. This is on the basis that the Group is not required to prepare General Purpose Financial Reports.

The financial statements have been prepared for the Group's financiers, the Board of Trustees' and the Group's beneficiaries.



BDO Wellington Audit Limited

## INDEPENDENT AUDITOR'S REPORT ON THE SUMMARY FINANCIAL REPORT TO THE TRUSTEES OF MARRAM COMMUNITY TRUST

### Opinion

The summary financial statements, which comprise the summary balance sheet as at 31 March 2021, the summary statement of comprehensive revenue and expenses, summary statement of changes in net assets, summary statement of cash flows for the year then ended, and related notes, are derived from the audited financial statements of Marram Community Trust (the 'Trust') for the year ended 31 March 2021.

In our opinion, the accompanying summary financial statements are consistent, in all material respects, with the audited financial statements, in accordance with FRS-43: *Summary Financial Statements* issued by the New Zealand Accounting Standards Board

### Summary Financial Statements

The summary financial statements do not contain all the disclosures provided in the full financial statements and cannot be expected to provide as complete an understanding as provided by the full financial statements. Reading the summary financial statements and the auditor's report thereon, therefore, is not a substitute for reading the audited financial statements and the auditor's report thereon. The summary financial statements and the audited financial statements do not reflect the effects of events that occurred subsequent to the date of our report on the audited financial statements.

### The Audited Financial Statements and Our Report Thereon

We expressed an unmodified audit opinion on the audited financial statements in our report dated August 10 2021.

### Directors' Responsibility for the Summary Financial Statements

Directors are responsible on behalf of the entity for the preparation of the summary financial statements in accordance with FRS-43: *Summary Financial Statements*.

### Auditor's Responsibility

Our responsibility is to express an opinion on whether the summary financial statements are consistent, in all material respects, with the audited financial statements based on our procedures, which were conducted in accordance with International Standard on Auditing (New Zealand) (ISA (NZ)) 810 (Revised), Engagements to Report on Summary Financial Statements.

Other than in our capacity as auditor we have no relationship with, or interests in the Trust.

*BDO Wellington Audit Limited*

BDO WELLINGTON AUDIT LIMITED  
10 August 2021  
Wellington  
New Zealand

# PHOTO COMPETITION

Ngā mihi for all the Aroha Whānau

If our recent Review your Holiday competition is anything to go by, you're making some wonderful memories and having some fun times in Marram's holiday homes.

Congratulations to the five winners of the \$100 vouchers (clockwise left to right):

Caroline Banks  
Jolanda Duxfield  
Ma'ata Tu'ineau  
Josephine Crucido  
Adrienne Alford

Your photos showed us what enjoying a Marram holiday home looks like and your words told us what those Marram holiday memories meant to you. Thank you to everyone who entered. Stand by for the summer photo competition to come.

From the winning reviews:

*"One of the highlights of our trip was our 'Pamper Day' when we spent the whole day in the house. The girls planned it all out the day before, so we got supplies for the menu and filled up the sign-up sheets they created for all the services we wanted."* – Caroline

*"The Ohakune homes are much bigger than the typical Marram homes, providing a true home away from home feel. It was the perfect home to hang around in on a cold day, get trained up on a good game of Skipbo and snuggle together as a family."* – Yolanda

*"Before I made the booking I saw and read about Marram and then asked around my peers at work and got nothing but good feedback, and as I have always wanted to go on a roadtrip, this was our chance and we took it. I was nervous at first because I did not know what to expect – but we loved it, especially our kids. The home was just right. We didn't go out much, we just wanted to stay home and chill and spend time with each other because we hardly do when we are back to reality. Having a big comfortable home to spend time in was a big YES for us."* – Ma'ata

*"We had a fabulous week in the Alexandra home with my family and nephew – No internet means playing and talking more which is good. They were all crying when we dropped my nephew off at his Dunedin home. Thanks Marram holiday homes because I knew they will cherish and not forget this holiday for the rest of their lives."* – Josephine

*"We love the outdoor area of the Kaiteriteri unit, and it's great on a balmy summers evening. It's also nice to be able to interact with the other Marram occupants if you feel like it. The kids have made many a "holiday friend" with neighbouring Marram occupants. The unit itself is instantly relaxing as it feels like a family Bach, easy, comfortable and homely but without any of the clutter lol."* - Adrienne



# REFERRAL

## LOOKING AFTER YOUR MATES!



### GOOD MATES SHARE GOOD NEWS!

You already know how amazing it is to be part of the Marram Community Trust, but if you spread the word to a workmate, and they sign up mentioning your name, you'll both receive a gift voucher of your choice! How about \$40 to spend on the next family shop or fuelling up; or \$50 towards your next fantastic holiday.

**Starts 1st September and closes 5pm 30th September**



\*Terms and Conditions  
Please make sure to tell your workmate that they will need to choose "Referred by Marram Contributor" when asked how they heard about Marram during sign-up.  
Standard Marram T's & C's apply.

#### DON'T FORGET TO TELL THEM:

- Partner and children are automatically included
- \$50 birthday gift towards a Marram holiday – every year
- Healthcare benefits of over \$6400 per year
- Works with your health insurance
- Includes pre-existing health issues
- And more...

**Go to [marram.co.nz](http://marram.co.nz) and sign up today!**

# HOT OFF THE PRESS

## BREAKING NEWS FLASH

The use-by date for your 75th Anniversary voucher has been extended to December 17th. Phone now 048012920 and redeem your voucher – \$50 towards your next Marram holiday. Yippee!!!

## REFURBISHMENT UPDATE

The big holiday home refurbishment programme underway this year is moving along at a clip. You're loving the newly redecorated and fitted out homes finished so far in Picton, Kaiteriteri, Napier, Hastings and Auckland City, thanks for the great feedback.

Greytown's next on the list. Twenty eight homes all up will be visited by the refurb crew before the end of the year.

## WANAKA ON A ROLL

After some early setbacks, the Wanaka rebuild is back in business.

Building work is underway on the foundations, with huge piles being screwed down to a depth of seven and a half metres.

The new build in Wanaka will see five units built on the Upton Street site.

We'll keep you updated.

## A NEW PADDLER IN THE WAKA

Marram Community Trust farewellled Trustee Peter Taylor in July and in August welcomed Jon Later onto the Board as the new employer trustee for New Zealand Post.

Jon has been with NZ Post since 2004 and now heads the Talent Acquisition and Management team, and has been involved with the Marram community throughout his time there.

He's a proud Wellingtonian who enjoys living in the seaside suburb of Petone, making the most of the area's food, fitness and social activities, as well as the diverse cultural events always happening in the area.

Nau mai haere mai. It's good to have you in the waka Jon.



## STAND-BY FOR QUEENSTOWN RE-DEVELOPMENT TO GET THE GREEN LIGHT

It's been a long time coming but the Board is very close to a decision on the re-development of the Man Street units in Queenstown.

The existing two units will be replaced with a 4-level apartment complex with 20 bookable units.

Check out the artist's drawings and standby for some good news on this front.



## FOLLOW US ON SOCIAL MEDIA

[facebook.com/MarramCommunityTrust](https://facebook.com/MarramCommunityTrust)  
[instagram.com/marram\\_community\\_trust\\_nz](https://instagram.com/marram_community_trust_nz)

# 10% OFF! Marram Interislander deal



Not only can Marram help reduce the costs of your next family holiday but we can help you to get there cheaper too!

The fantastic **10% discount** offer with Interislander and Scenic Journeys runs until **15 December 2021**. And they've also extended their offer for next year. Bookings apply from 1 February to 15 December 2022, meaning you have even more opportunity to get a deal on your next trip.

- Reservations must be made via [www.greatjourneysfnz.co.nz](http://www.greatjourneysfnz.co.nz)
- You must be over 18 to claim this discount
- Marram ID must be shown at check-in
- Use code **XMAR1** when asked to apply your discount
- Normal booking conditions apply - eg, Easy Change is 100% refundable if cancelled
- Regular rates apply to bookings made through call centre/ groups desk





# MARRAM COMMUNITY TRUST



Marram Community Trust  
PO Box 24006, Wellington 6142, New Zealand

ph: 04 801 2920 | fax: 04 385 3558 | [support@marram.co.nz](mailto:support@marram.co.nz) | [www.marram.co.nz](http://www.marram.co.nz)



[instagram.com/marram\\_community\\_trust\\_nz](https://www.instagram.com/marram_community_trust_nz)



[facebook.com/MarramCommunityTrust](https://www.facebook.com/MarramCommunityTrust)