

SPRING 2020

OUTLOOK

THE MARRAM COMMUNITY TRUST MAGAZINE



BACK YOUR *Backyard!*



INSIDE...

- Celebrations continue - Marram's latest gift!
- Check out the brand new Dunedin home!
- Latest news on Marram re-developments!
- The Marram Annual Report

MARRAM'S 75th ANNIVERSARY



MARRAM
COMMUNITY TRUST

**\$50
OFF!**

A LEGACY

75

OF CARE

SINCE
1945

MARRAM
COMMUNITY
TRUST

Thank
you

A BIG THANK YOU FROM MARRAM!

Thank you to everyone who've used their anniversary gift from us. It's great to see the uptake of vouchers and our community enjoying the homes and exploring your own backyard. This campaign has been so successful that there were many requests to run this again. And Marram agrees!

Marram is delighted to offer another \$50 credit towards your next holiday booking. There's a perfect #backyourbackyard holiday waiting for you with Marram.

To redeem your \$50 credit:

Phone the Marram office on 04 801 2920 to make your booking

- Minimum 2 night stay
- Promotion doesn't apply to existing bookings
- Bookings must be taken from 1 October 2020 to 18 December 2020
- Can't be used in conjunction with any other promotions

Let the celebrations begin!



MARRAM CARE

HOLIDAY CARE		You've over 150 homes available up to 12 months in advance, except balloted school holiday periods.	Nightly bookings from just \$80 per night plus cleaning or service fee.	Weekly bookings from just \$320 per week plus cleaning or service fee
SPECIALIST CARE		Cardiologist Neurologist Mole Mapping Pregnancy Testing Endocrinologist	CT Scan Psychiatrist Ultrasound MRI Scan And more...	Reimbursements of up to 60% \$2500 per family each year.
DAILY CARE		Doctor Visits Prescriptions Physiotherapy X-Ray	60% 60% 60% 60%	\$400 \$400 \$300 \$250
MENTAL CARE		Psychiatrist - Specialist Benefit Psychologist Accupuncture Therapeutic Massage and more...	60% \$20 per visit \$20 per visit \$20 per visit	\$2500 per family each year \$200 per year \$200 per year \$200 per year
SELF CARE		Medical equipment Disability support Alternative therapy Osteopath, Chiropractor, Podiatrist, Dietician, Homeopath, Audiologist and more...	60% 60% \$20 per visit \$20 per visit	\$250 \$600 \$200 \$200
DENTAL CARE		Oral surgery (Only wisdom tooth extraction & root canals) Orthodontic	60% 60%	\$250 per tooth - per 2 years from first receipt \$600 (overall treatment)
EXTRA CARE		Hearing Aid Ambulance Convalescent Holiday Distant Treatment Grant Terminal Illness Grant Funeral Grant	100%	\$400 \$50 - \$250 \$320 (One off) \$500 (One off) \$1000 (One off) \$1000
OPTICAL CARE		Glasses Contact lenses Eye Tests	100%	\$250 (per 2 years from first receipt)
TOP UP CARE		Excess from Health Insurance - Southern Cross, nib etc		If you're not 100% covered, we'll top up the rest.

Marram can consider reimbursing a range of expenses, look at the Healthcare Chart. You'll see from the **Mental Care** that Marram has a passion to take care of issues that aren't always visual. If you need it, Marram's here to help you and your family's Mental care, and can consider reimbursement for:

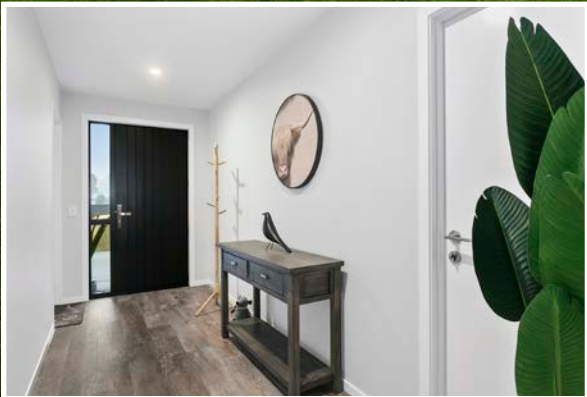
Psychiatrist – 60% of the cost to a maximum of \$2500 per family per calendar year
Psychologist, Acupuncture and Therapeutic Massage - \$20.00 per visit to a maximum of \$200 per family per calendar year.

If unsure just ask – we're here to help.

HOLIDAY HOMES

MARRAM'S LATEST ADDITION

Dunedin's 3br holiday home plus
is the ultimate luxury breakaway



ON! us studio

y



Book separately or book as one to accommodate extended family and/or friends! Shared entrance and garage only.

The home offers 3 bedrooms with master ensuite and walk in wardrobe. Sleeps up to 8
The Funky Studio unit sleeps 2

Both offer open plan living with own private outdoor living, double garage, internal access, fully fenced. Holiday in style!

- Walking distance to golf course
- Unlimited Wi-Fi
- 5 mins to popular St Clair & 10 minutes to CBD
- Fully serviced

Vacancies still available – but these wont last long.

Note: If you wish to book the home plus studio, you'll need to phone 04 801 2920 or email the team at support@marram.co.nz



STUDIO

WANAKA

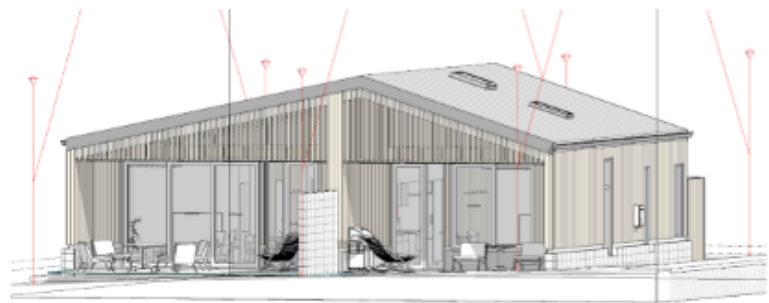
Exciting Redevelopment Plans for Marram in Wanaka

Marram plans to demolish the existing two units and develop the site for three units. Each unit will contain two bedrooms and a separate one bedroom flat. Giving our holiday makers a total of 6 modern units. Carparks and amenity space will also be included.

Once again Marram has a team of experts working on this exciting project. The concept plans are currently being worked through and an application for Resource Consent will be completed, over the next few months.

Unfortunately, like the Queenstown Man Street site there has been a need to block out the units from time to time but the Marram team will try to have them open as much as possible for you to book until they're demolished.

PROPOSED CONCEPT & FLOOR PLAN



Concept drawing, two bedroom unit to left, and one bedroom to the right. External materials etc not yet determined.



Proposed floor plan

QUEENSTOWN RE-DEVELOPMENTS



For several years, Marram's been working on the re-development of its site in Man St, currently operating with two units but zoned for many more. Investment in land and geo-technical surveys, traffic management and structural engineering advice and two architectural concepts has provided a great understanding of the potential of this amazing location.

The original concept was for a 22 unit development of which Marram would keep half, the latter concept for a much bigger development requiring a substantial development partner. The bad news is that the Queenstown region has been extremely hard hit by the loss of overseas tourists and development partners will be scarce, the good news is Marram isn't committed to a large development so isn't at any risk and is free to rework the concept.

Given it could be five years or more before the Queenstown economy recovers, the Board's taken the view Marram should push on with a redevelopment of the site just for Marram's use, so the Trust isn't reliant on partners. Expect to see a new concept emerge to make the most of this fantastic site in one of Marram's most popular holiday destinations.

NOTICEBOARD

Alert Levels and what they mean for your Marram bookings

As New Zealand changes COVID Alert Levels, here's what's happening with the holiday homes. For peace of mind, Marram's offering a 100% refund on your holiday for COVID-19 related cancellations.

Alert Levels 1 and 2

The Marram homes will be open for bookings as per usual.

A full clean will be done between each booking.

You can apply for a refund if your event is cancelled under Alert Level 2 e.g. a concert is cancelled.

Alert Levels 3 and 4

The Marram homes in any region under Alert Levels 3 or 4 will be closed except for emergency accommodation and use by essential service workers.

However, homes can still be booked 12 months in advance.

If you were planning to use a Marram home in, transit through or depart from a region in Alert Level 4 or 3 to get to a Marram home, you can secure a full refund for your booking by contacting the Marram support team on 04 801 2920.

If you require a Marram home under emergency circumstances or you're an essential service worker, please email support@marram.co.nz



Support Team

The Support Team are here to help you with anything to do with the Healthcare and Holiday Benefit. If you have an enquiry about anything, no matter how small you think it is, let Marram help you.

Unlike many organisations these days, Marram still has a team of people to answer your phone call. If it goes to voicemail, we're likely to be helping others in the Marram community, so we'll get right back to you.

Holiday Homes

When you've finished your holiday, can you please leave the homes tidy when you leave by 10am. This includes removing rubbish, doing your dishes and putting items away that you may've got out during your stay. Even though they're cleaned or serviced, they need to be 'clean ready' for when the cleaner arrives.

It's an additional cost to Marram if they're not and the costs will be passed on if needed.

Healthcare Reimbursements

You'll be pleased to hear, almost two thirds of the healthcare requests Marram receives, are emailed. This is a massive saving for paper, postage and time expenses.

Keep it up, healthcare requests are welcomed either way but electronically is much kinder to the environment.

ANNUAL REPORT

FINANCIAL PERFORMANCE 2020

REVENUE

The level of contributions requested by the Board of Trustees remained unchanged throughout the financial year but the number of employees contributing declined a bit further with the result that contribution income declined by \$165k compared with the previous year. It was already a tougher rental market for short stay accommodation when the COVID-19 lock down saw no income for the last week of March. The overall result was holiday home income decreased by \$44.5k from the previous year. The Trust's managed funds performance on dividends and interest was also lower than the previous year. With the sharp stock market downturn in March, the fair value adjustments (unrealised gains and losses) saw a loss of over \$1m for the month. However, for the financial year the loss was only \$48.9k.

DISTRIBUTIONS AND EXPENSES

The amount distributed in financial benefits for healthcare was \$74k less than in the previous year due to the lower number of eligible beneficiaries. The Trust ran pilots of the Opportunity Grant in the previous financial year but no grants during this financial year. A new Community Benefit was launched after the financial year end aimed at helping Marram beneficiaries who lose their employment as a result of the virus driven economic downturn. Maintenance

of selected homes was completed to schedule. Property costs were higher than the previous year by \$202k with most of this being maintenance costs to keep the homes at a high standard. There was further investigation into re-development opportunities for the Trust's Wanaka and Queenstown CBD sites. With the current uncertain economic conditions, plans for Queenstown are on hold while the Trust presses on with redevelopment of the Wanaka site. Marram continues to save on material damage insurance costs as years ago the Trust set up its own prudential fund to pay for any damage. Operating expenses decreased by \$172k on the previous year, much was marketing related due to restructuring the marketing role at the end of the previous financial year and in-sourcing design work coupled with a move to mainly digital marketing. The net result of the Trust's income and expenditure was a deficit after tax of \$612k.

FINANCIAL POSITION AS AT 31 MARCH 2020

As a result of the reported deficit, the Trust's equity decreased by approximately 1.36%, to \$60.1m. The Trust remains in a sound financial position despite the slightly decreased asset base compared to the previous year.

Glenn Clark
CEO

ANNUAL REPORT

Marram Community Trust Consolidated

Statement of Comprehensive Revenue and Expenses

For the Year Ended 31st March 2020

	2020	2019
	\$	\$
Income		
Contributions	4,037,278	4,202,644
Holiday Home Rentals	2,710,582	2,755,098
Commercial Rental Income	49,126	44,996
Investment Income	327,859	375,217
Unrealised Gain On Investments	(48,920)	615,296
Total Revenue	7,075,925	7,993,251
Less Benefits		
Financial Benefits	3,098,501	3,172,466
Opportunity Grant	-	75,857
	3,098,501	3,248,323
Less Holiday Home Expenses		
Power & Water	221,397	196,110
Maintenance – Furnishings	204,347	199,857
Maintenance – Land & Buildings	887,724	742,710
Property Software Service Contract	4,872	4,800
Rates & Land Lease	348,428	310,823
Property Consultants	39,674	103,550
Property Inspection & Travel	16,781	19,201
House Person Expenses	87,635	78,405
Depreciation	698,548	652,403
	2,307,860	2,437,068
Gross Surplus from Trading	1,467,918	2,437,068
Less Expenses		
Accident Compensation Levy	6,174	6,143
Amortisation	100,906	96,711
Bank Charges	61,452	63,695
Board Expenses	3,669	2,117
Computer Expenses	324,884	349,184
Depreciation - Other	22,510	23,876
Depreciation - Other Buildings	18,360	18,360
Depreciation - Building Investments	11,639	11,704
Entertainment	-	86
Insurance	23,624	23,621
Investment Fee	66,670	67,291
Loss on Disposal of Assets	13,614	10,221
Marketing Expenses	14,283	24,787
Office Administration Expenses	11,929	11,037
Other Commercial Expenses	42,428	34,880
Postage	11,657	18,888
Premise Maintenance	18,971	17,371
Printing, Stamps & Stationery	12,929	46,303
Professional Fee	94,271	96,699
Publicity & Promotion	39,679	61,456
Staff Expenses	73,393	86,350
Staff Training	2,523	3,724
Telephone, Tolls & Internet	20,787	21,409
Travel and Accommodation	2,682	3,608
Wages & Salaries	970,562	1,041,851
Total Expenses	1,969,595	2,141,371
Operating Surplus Before Tax	(501,677)	295,695
Taxation	110,261	121,752
Net Surplus After tax	(611,938)	173,943
Total Comprehensive Revenue & Expenses	(611,938)	173,943
Total Surplus attributable to the Group	(611,938)	173,943

Marram Community Trust Consolidated

Statement of Changes In Net Assets

For the Year Ended 31st March 2020

	2020	2019
	\$	\$
Accumulated comprehensive revenue and expenses		
Opening Balance	59,833,872	59,659,929
Comprehensive Revenue and Expenses		
Surplus for the Year	(611,938)	173,943
Total Comprehensive revenue and expense	(611,938)	173,943
Total Accumulated comprehensive revenue and expense	59,221,934	59,833,872

Marram Community Trust Consolidated

Statement of Financial Position

As at 31st March 2020

	2020	2019
	\$	\$
Current Assets	5,962,222	6,591,109
Non-Current Assets	54,178,054	54,369,167
Total Assets	60,140,277	60,960,276
Current Liabilities	918,343	1,126,404
Equity	56,028,862	54,369,167
Total Liabilities & Equity	60,140,277	60,960,276

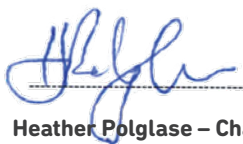
Marram Community Trust Consolidated

Statement of Cash Flows

For the Year Ended 31st March 2020

	2020	2019
	\$	\$
Net Operating Cash flow	196,666	715,570
Net Investing Cash flow	(786,301)	1,115,492
Net Cash flow	(589,635)	1,831,062

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



Heather Polglase – Chairperson

05/08/20

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 2020. 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 05 August 2020 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

The Group financial statements have been prepared in accordance with Generally Accepted Accounting Practice in New Zealand. ("NZ GAAP"). They comply with Public Benefit Entity International Public Sector Accounting Standards ("PBE IPSAS") and other applicable financial reporting standards as appropriate that have been authorised for use by the External Reporting Board for Not For Profit entities. For the purposes of complying with NZ GAAP, the Group is a public benefit not-for-profit entity and is eligible to apply Tier 2 Not-For-Profit PBE IPSAS on the basis that it does not have public accountability and it is not defined as large.

The board has elected to report in accordance with Tier 2 Not For Profit PBE Accounting Standards and in doing so has taken advantage of all applicable Reduced Disclosure Regime ("RDR") disclosure concessions.

Closing accumulated comprehensive revenue and expenses (as at 31 March 2018)	55,709,252
Removing historic effect of the deferred tax liability balance - 31 March 2018	3,950,677
Closing accumulated comprehensive revenue and expenses (as at 31 March 2018) restated under Special Purpose	59,659,929
Closing accumulated comprehensive revenue and expenses (as at 31 March 2018) under IPSAS	56,028,861
Remove historic effect of the deferred tax liability balance - 1 April 2019	3,950,677
Remove effect of the deferred tax liability balance movement for the 31 March 2019 year	(145,666)
Closing accumulated comprehensive revenue and expenses (as at 31 March 2019) restated under Special Purpose	59,833,872
Total Surplus/(Deficit) attributable to the Group (for the year ended 31 March 2019) under IPSAS	319,609
Movement in deferred tax balance	(145,666)
Total Surplus/(Deficit) attributable to the Group (for the year ended 31 March 2019) under Special Purpose	173,943

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 2020, 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 2019.

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 required by Public Benefit Entity International Public Sector Accounting Standards ("PBE IPSAS") Tier 2 reduced disclosure regime. 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 5 2020.

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
5 August Wellington
New Zealand

REWARDS

HOW WOULD YOU SPEND \$50? Who says no good deed goes unrewarded!



This promotion only runs **28 - August to 14 September** so get recruiting now.

*** T's & C's -**
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.

You already know how amazing it is to be part of the Marram Community Trust, but if you spread the word with a workmate, both of you can enjoy a gift voucher of your choice! From **\$40 to spend on your next family shop, or fuel up, to a fantastic \$50 to put towards your next Marram holiday**, once your colleagues sign up (and they mention your name, of course!)

Marram Interislander deal now extended!

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

Our fantastic **10% discount** offer with Interislander has been extended from **1 February - 15 December 2021**, meaning you have even more opportunity to get a deal on your next trip.

- Reservations must be made via www.greatjourneysofnz.co.nz
- Applies to over 18's only
- Marram Contributor ID must be shown at check-in
- Use code **XMAR1** when asked to apply your discount
- Normal booking conditions apply - e.g. Easy Change is 100% refundable if cancelled
- Bookings made through call centre/groups desk at regular rates

