



New Zealand 2013 Conference

The 2013 New Zealand conference is being held on **Sunday 12 and Monday 13 May** and by popular demand will again be held in **Taupo** at the Millennium Manuels Resort.



The conference format will follow that of recent years and commence on Sunday at 1 pm with a welcome lunch, followed by an afternoon conference session from 2.00pm – 5.00pm, the NZHOC annual meeting at 5.00pm, a social function in the evening and a full day conference program on the Monday followed by the Gala and Awards Dinner.

In addition RCI will be holding an RCI session for affiliated resorts on the morning of Tuesday 14 May.

The conference sessions will primarily focus on current New Zealand industry related matters and further details regarding the conference and the conference program will be circulated to NZHOC members early in the New Year.

Timeshare accommodation will be available in Taupo or Turangi for delegates that would like to stay at a timeshare resort.

Make plans to attend the 2013 Conference - a key annual NZ industry event.

2013 Annual Meeting

The **2013 Annual Meeting** of the NZHOC will be held in conjunction with the 2013 conference and will be held on **Sunday 12 May at 5.00pm** at the Millennium Manuels Hotel in **Taupo**. The annual report will be forwarded to members in April.

New Timeshare Industry Issues in New Zealand

Two important industry matters have arisen over the last few months and these are:

- **Taupo Council Rates and Timeshare Resorts**– this has become a major issue for most Taupo region timeshare resorts – more details over page.
- **Amendments to the Unit Titles Act 2010** – it has been announced that a Unit Titles Act Amendment Bill will be before parliament early in 2013 – more details over page.

Australian & US Conference Dates for 2013

- **American Conference (ARDA World) – 7-11 April – Orlando, Florida**

Now more of a worldwide timesharing conference than solely a US focused conference.

- **Australian Conference (ATHOC) – 2-4 September – Gold Coast, Australia.**

This event is being held mid-week in 2013.

Further details on these conferences are available from the websites www.athoc.com.au and www.arda.org

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Amendments to the Unit Titles Act 2010



It has recently been announced by the Ministry of Business Innovation and Employment (MBIE), previously the Department of Building and Housing that some amendments to the Unit Titles Act 2010 and the Unit Titles Regulations 2011 are being proposed by way of a Unit Titles Amendment Bill (UTAB) and that submissions on the proposed amendments are now being sought.

The MBIE has released a Consultation Document on the Unit Titles Amendment Bill which includes a Submission Form and this can be found at www.dbh.govt.nz/consultingon-unit-titles-amendment-bill.

The Amendment Bill however only addresses a number of technical issues with regard to the Act and Regulations and makes no provision for major matters to be submitted on.

The Amendments proposed for the Regulations that can benefit timeshare resorts are proposed changes to the duties of Chairperson (Page 20 of the discussion document which will allow the contracting out of some of the responsibilities of the Body Corporate and the Method of Contracting (also page 20) which will allow Body Corporates to authorize other individuals to sign documentation.

The NZHOC intends to make a submission on the proposed amendments and members are also encouraged to lodge a submission. To assist members to make a submission the NZHOC proposed submission will be made available to members in mid-January. Submissions close 1 February 2013.

Council Rates and Timeshare Resorts



For the rating year commencing 1 July 2012, the Taupo District Council (TDC) has changed the basis of rating of timeshare resorts in the Taupo District from **residential to commercial** which has resulted in a significant increase in rates for most Taupo District timeshare resorts.

A number of resorts subsequently approached the Council on the matter and as a result some concessions were able to be obtained from Council but the overall result is still seen to be unsatisfactory and further discussions are planned with Council. The approach of the Taupo District Council with regard to rating timeshare resorts has potential ramifications for timeshare resorts in other districts.

Capital Value Rating - On a related matter the Government is encouraging District Councils to move to a Capital Value basis for rating property rather than a Land Value and this also has the potential to significantly effect the Council Rates of timeshare resorts. Whilst the move to Capital Value can not be challenged there is some concern that the current methodology of valuing timeshare units in the same manner as residential units is not the correct approach. The NZHOC committee is currently actively addressing this issue and will keep members informed.

Another Successful New Zealand Conference

The 2012 conference in May was well attended. A number of highly relevant topics were discussed and delegates and their partners enjoyed the opportunity to socialise together in the evenings. Pictured below are a few snapshots from the conference.



New Faces on the NZHOC Committee



At this years annual meeting in May two new committee members, **Tony Hased** (pictured left), Chairman of **Lakeside Villas** and **Chris Cochrane** (pictured right), Chairman of **Fairway Lodge**, joined existing committee members **Martyn Rix, Charisse Cox, Graeme Smith, Rick Martin and Geoff Read** on the NZHOC committee. Already Tony and Chris have made a valuable contribution to the committee



Your committee has been very active over the last six months following up on matters raised as this years conference and annual meeting and has held two half day committee meetings in Auckland as well as a number of meetings by telephone.

Key matters that the committee is currently addressing include:

- How to raise the profile and promote timeshare in New Zealand
- Council Rates and timeshare resorts
- The Economic Impact of timeshare resorts in key areas of New Zealand – see further details below

A sub- committee headed by Rick Martin and Tony Hased is actively addressing the Taupo rating issues and another sub-committee headed by Geoff Read is investigating whether the methodology for valuing timeshare units can be varied.

A detailed report on these matters will be provided to members at next years conference and annual meeting.

Economic Impact of Timeshare Resorts



As part of the plan to try to raise the profile of the timeshare industry within local communities the economic impact of the timeshare resorts within various regions has been calculated. Here's a summary:

Taupo District – 9 timeshare resorts – 168 units which contributed approximately **\$10.5 million** to the Taupo District economy in 2011.

Based upon the population of the Taupo District (34,000 residents) there are **5 timeshare units per 1000 residents.**

Queenstown Lakes District – 9 timeshare resorts – 170 units which contributed approximately **\$13.5 million** to the Queenstown District economy in 2011.

Based upon the population of the Queenstown Lakes District (29,000 residents) there are approximately **6 timeshare units per 1000 residents.**

Far North District – 3 timeshare resorts – 89 units which contributed approximately **\$6.5 million** to the Far North District economy in 2011.



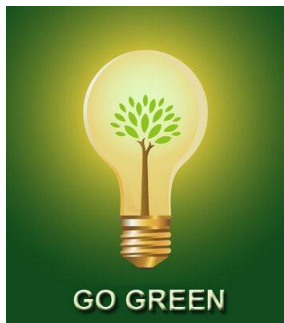
Based upon the population of the Far North District (56,000 residents) there are approximately **1.5 timeshare units per 1000 residents.**

By way of comparison the Gold Coast in Australia which is the timeshare capital of Australia and has 10 timeshare resorts containing approximately 450 units and a population of 515,000 has only **1 timeshare unit per 1000 residents** which indicates that there is a greater density of timeshare units in regional areas of NZ than in Australia.

The Australian timeshare industry association (ATHOC) has to date commissioned two Economic Impact Reports (in 2005 and 2009) with the 2009 report indicating that the overall economic contribution of the Australian timeshare industry was over \$1 billion.

The economic impact of timeshare resorts will be addressed in detail during the 2013 NZ conference. Our thanks to Steve Goy of Monad Pacific Management for preparing the data.

New Zealand Resorts stand out again in RCI Go Green Awards



In the 2012 RCI Go Green Program New Zealand resorts again achieved **First** and **Third** place out of all participating Australasian resorts – an outstanding result.

First place again went to Club Paihia - Congratulations to Club Paihia and Resort Manager - Yvette Davies.

Third place went to the Pines Resort – Congratulations to the Pines resort and Resort Manager – Lynley Chave.

The aim of the RCI Go Green Program is to encourage resorts to operate more sustainably and in a more eco friendly manner.

The Program was judged by Dr Weaver from the Griffith University on the Gold Coast and Dr Weaver visited all 3 finalist resorts and in his report made the following comments – “once again Club Paihia won the grand prize....the property presents like a botanical garden, and guests and owners are encouraged to participate in the annual Earth Hour’ and with regard to the Pines resort – ‘The Pines Resort (pictured right) demonstrates the possibilities for an in-town resort on a relatively small property”.



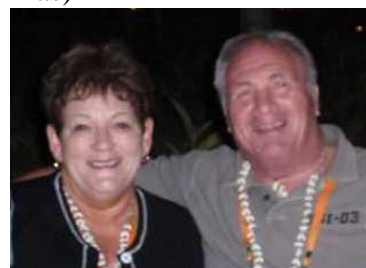
Council Awards for 2012

At the 2012 conference the following awards were presented:

- **10 Year Service Awards** - Phil Gray (Chairman, Club Lavaud), Ray & Jim Magan (Managers, Kaimanawa Lodge)
- **15 Year Service Awards** - Geoff Read (Chairman, Kaimanawa Lodge), Tony Hassed (Chairman, Lakeside Villas), Rob Waugh (Chairman, Sun Pacific Villas)
- **20 Year Service Award** - Jenny & Callum McLeod (Managers, Lakeside Villas)



25 Year Service Awards - Ray & Jeanette Gover (Managers, The Village Resort – pictured right) and Diana Bonham (Manager, Queenstown Resorts – pictured left). For Diana this was her last industry event prior to her retirement in June 2012.



That is a lot of service to our industry from a lot of dedicated people.

Congratulations to you all for the great service you have provided to your resort and to this industry over the years.

EXECUTIVE MEMBERS OF THE COUNCIL

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