



Te Puni Kōkiri
REALISING MĀORI POTENTIAL

Ratonga Pakihi mō te Ahumoana *Business Services for Aquaculture*



The following are some of the public and private sector business support services, funding sources and training opportunities available to assist Māori in the development of business opportunities in the aquaculture industry.

■ GOVERNMENT SUPPORT SERVICES

Business Facilitation Service – Te Puni Kōkiri

The Business Facilitation Service (BFS) is a free business development service for Māori interested in starting up a commercial business or wanting to improve an existing one. BFS provides mentoring, facilitation, guidance, information and advice. For more information, please visit www.tpk.govt.nz or see the information sheet *Roles and Responsibilities in Aquaculture*.

Foundation for Research and Technology (FRST)

FRST offers the Global Technology Partnership Service, which helps a business find qualified technology partners with the specific knowledge and skills to provide market intelligence on technologies. There is a fee for this service, although FRST may be able to help with funding through their suite of funding schemes (see Funding Opportunities below).

For more information, please visit www.frst.govt.nz

Ministry of Foreign Affairs and Trade (MFAT)

MFAT is the Government's principal advisor and negotiator on external trade and economic relations. For aquaculture, the foreign market is critical for business and MFAT provides the connections and necessary information for export/import trade.

For more information, please visit www.mfat.govt.nz

New Zealand Trade and Enterprise (NZTE)

NZTE is the Government's national economic development agency. Through its global network of offices, NZTE aims to grow New Zealand's economy by building the capability of businesses and regions and facilitating their sustained and profitable participation in overseas markets. Investment New Zealand, a specialist unit within NZTE, works to attract investment into New Zealand, which will provide wider benefits to the New Zealand economy.

NZTE's focus is on industries and sectors in which New Zealand has a long-term sustainable advantage and on businesses with high-growth potential.

NZTE aims to achieve this by:

1. Engaging in activities that build business capability
2. Improving New Zealand's business environment for enterprise and growth
3. Increasing the international connectedness of New Zealand business.

NZTE offers a wide range of services and programmes applicable throughout the life-cycle of firms from start-ups to established groups of exporters. These include providing advice, training, mentoring, co-funding, and business and market development assistance.

NZTE also helps firms build alliances and develop strategic commercial relationships internationally that can provide investment in New Zealand businesses and access to international distribution networks, new markets, skills and technology.

NZTE also has a regional network within New Zealand and works closely with local government, economic development agencies and other regional allies to grow their regional economic base.

For more information, please visit www.nzte.govt.nz



Te Kāwanatanga o Aotearoa



■ SUPPORT SERVICES – NON-GOVERNMENT

Cawthron Institute

The Cawthron Institute's Sustainable Business Group focuses on helping businesses to maximise value whilst minimising impacts on the environment. Cawthron works closely with a number of New Zealand's largest businesses to help them develop and stay on sustainable pathways.

For more information, please visit www.cawthron.org.nz

Crop and Food Research

Crop and Food Research is a New Zealand-based biological science company researching new knowledge in five main areas:

- Sustainable land and water use
- High performance plants
- Personalised foods
- High value marine products
- Bio-molecules and biomaterials

For more information, please visit www.crop.cri.nz

Economic Development Association of New Zealand (EDANZ)

EDANZ is a national body that promotes economic development in New Zealand. It's 'V Capital' programme links registered investors to private equity/venture capital opportunities from a range of industries.

For more information, please visit www.edanz.org.nz or www.vcapital.co.nz

Federation of Māori Authorities (FoMA)

The vision of FoMA is to advance various roles played by all Māori organisations, including that of kaitiaki: "The Federation aims to promote the wise and sustainable use of land resources".

For more information, please visit www.foma.co.nz

HortResearch

The Māori Business Development Team at HortResearch leads the development of research and business partnerships with Māori. Alignment of HortResearch with hapu, iwi and commercial entities provides opportunity to improve outcomes for Māori.

For more information, please visit www.hortresearch.cri.nz

Landcare Research – Manaaki Whenua

Landcare Research is an environmental research service. Landcare has a broad research base, including areas such as working with Māori organisations on environmental issues, sustainable business and government, and biodiversity conservation.

For more information, please visit www.landcareresearch.co.nz

National Institute for Water and Atmospheric Research (NIWA)

NIWA offers a wide range of services for aquaculture ranging from education courses, to online sources of information. Information is provided on the innovative and leading edge equipment being used and tested, and research being undertaken. NIWA provides numerous training opportunities, which are discussed in following sections.

For more information on what NIWA can offer, please visit www.niwa.co.nz

New Zealand Marine Farming Association Inc (NZMFA)

The NZMFA is a subscription based organisation, representing marine farmers in the top of the South Island, set up with the objective to promote, foster, advance, encourage, aid and develop the rights and interests of its members and the marine farming industry in general.

For more information, please visit www.nzmfa.co.nz

■ GOVERNMENT FUNDING OPPORTUNITIES

Department of Internal Affairs – Lotteries

Grants Board

A number of grants are available from the Department of Internal Affairs, including grants for community organisations, for projects that encourage community self-reliance, and for projects that promote, protect and conserve New Zealand's natural, physical or cultural heritage. A discretionary fund also exists for community projects that are not the responsibility of the Lottery distribution committees.

For more information, please visit <http://www.dia.govt.nz/lotterygrantsboard>

Department of Labour (DOL)

The Future of Work Contestable Fund (considered once annually) aims to build knowledge about the key economic and social trends that could change the nature of work in New Zealand over the next 10-20 years. Innovative research from both academic and non-academic researchers is invited.

For more information, please visit www.dol.govt.nz

Foundation for Research and Technology (FRST)

FRST offers the following funding opportunities:

- Technology for Business Growth
- Grants for Private Sector Research and Development
- Technology for Industry Fellowships – supports business funded research and development projects
- Enterprise Scholarships
- TechLink – A group of schemes focused on building awareness associated with technical innovation
- Technological Appraisal Services

- Technological Consultancy Projects
- TechNet Expert Access – For businesses that need advice on technical issues
- International Technology Acquisition
- Water Studies Grant
- Māori Collectives – To provide for the needs of Māori collectives
- Pre-Seed Accelerator Fund (PSAF)

For more information, please visit www.frst.govt.nz

Industry New Zealand (INZ)

The Investment Ready Scheme is aimed at innovative businesses and entrepreneurs seeking funds to expand diversify or commercialise a new concept. Assistance is given to projects with strong potential to attract investment.

For more information, please visit www.industry.govt.nz

Ministry of Economic Development (MED)

The Ministry for Economic Development provides support to the delivery of the following funding opportunities:

- Through New Zealand Venture Investment Fund Limited:
 - Seed Co-Investment Fund (SCIF) (aimed at small –medium sized businesses with potential for high growth)
 - The Venture Investment Fund
- Technology Partnership Programme

For more information, please visit www.med.govt.nz

Ministry for the Environment (MfE)

The purpose of the Ministry for the Environment's Sustainable Management Fund (SMF) is to support the community, industry and local government in a wide range of environmental management initiatives. Proposals considered for funding, as Major Regional Initiatives (MRI) will have an emphasis on promoting higher economic growth within a region. Funding is made on a one-off basis with no expectation or requirement of any return on investment.

For more information, please visit www.mfe.govt.nz

New Zealand Trade and Enterprise (NZTE)

Examples of NZTE funding assistance:

- Market development fund
- Event support
- Growth Services Fund

For more information, please visit www.nzte.govt.nz

Work and Income New Zealand (WINZ)

The following funding opportunities are available from WINZ:

- Enterprise Allowance Subsidy (A temporary subsidy available for clients entering self-employment, while their business is being established)
- Enterprise Allowance Grant (A lump sum payment available for clients entering self-employment for capitalisation of essential start up costs)
- Business Training Advice Grant (helps clients consider or investigate self-employment through training and advice)

For more information, please visit www.winz.govt.nz

NON-GOVERNMENT FUNDING OPPORTUNITIES

Crop and Food Research

Crop and Food provide both scholarships and fellowships. The annual Māori Scholarship provides up to four months paid vacation employment at one of Crop and Food Research's New Zealand sites. Student Fellowships are also available.

For more information, please visit www.crop.cri.nz

Institute of Environmental Science and Research Ltd (ESR)

ESR provides specialist science solutions related to public health, environmental health and forensic science. ESR has developed a Māori Development Fund of \$30,000 per year to attract and support Māori into science. ESR also has a scholarship available worth \$2000 for vacation employment for Māori students. Fellowships also provide funding for Māori students studying towards Masters and PhD qualifications.

For more information, please visit www.esr.cri.nz

The Poutama Trust

The Poutama Trust's *Te Putea Whanake* Business Development Grant is available to help new and prospective businesses investigate new ideas or strengthen existing activities. Other funding opportunities from the Poutama Trust include:

- *Putea Whakaako* (to help business people gain relevant skills or management support)
- *Putea Tipuranga* (for existing businesses to purchase products/ services that will help business growth)

For more information, please visit www.poutama.co.nz

Seafood Innovations Ltd

Seafood Innovations Limited provides funding and support for research and development plans. The most recent funding round closed on Thursday 10th May 2007.

For more information, please visit www.seafoodinnovations.co.nz





Te Puni Kōkiri, Te Puni Kōkiri House
143 Lambton Quay, PO Box 3943, Wellington, New Zealand
PHN Waea 04 819 6000 FAX Waea Whakaahua 04 819 6299
WEB Paetukutuku www.tpk.govt.nz

■ GOVERNMENT TRAINING OPPORTUNITIES

Skill New Zealand

Industry Training Organisations (ITO's) provide industry-wide training solutions in around 50 industry groupings. The fund subsidises the cost of training where a registered training agreement is linked to an employment contract.

For more information, please visit www.skillnz.govt.nz

■ NON-GOVERNMENT TRAINING OPPORTUNITIES

BIZ

The Biz programme provides several business information and training services, including:

- Biz Info, which is a free business information service for practical, targeted advice and assistance for small and medium sized businesses. Training includes mentoring and free management and up-skilling training. People who are not yet commercially trading are eligible to enter Start-Up Workshops
- The BIZ Training Programme, which covers many business related subjects, is free for existing small and medium business owners
- Māori Trustee Training is available for Trustees and Managers of Māori trusts established under the Te Ture Whenua Māori Act 1993

For more information, please visit www.bizinfo.co.nz

Business in the Community (BITC)

BITC provides a free Business Mentoring Service.

For more information, please visit www.businessmentor.org.nz

Crop and Food Research

Crop and Food is a New Zealand Qualifications Authority (NZQA) accredited provider. Customised courses, as well as conferences, seminars and workshops, are available on a wide variety of topics.

For more information, please visit www.crop.cri.nz



Federation of Māori Authorities (FoMA)

FoMA has a series of four workshops in Business Leadership, Strategic Planning, Investment, and Industry. An Investment Ready Scheme is also available, aimed at innovative businesses and entrepreneurs seeking funds to expand diversify or commercialise a new concept. Direct funding is not received, but selected businesses or entrepreneurs are given the skills (including seminars and workshops) and contacts they need to raise up to \$5million.

For more information, please visit www.foma.co.nz

National Institute for Water and Atmospheric Research (NIWA)

NIWA offers a wide range of courses each year according to need and level of interest, and will also run courses on request, which are tailored to individual requirements. Some course examples include the following:

- Introduction to Marine Aquaculture
- Paua Farming and Water Quality Management
- New Opportunities in Aquaculture
- Introduction to Freshwater Pests.

For further information, please visit www.niwa.co.nz

New Zealand Marine Farming Association Inc. (NZMFA)

Industry training is provided at Queen Charlotte College Aquaculture Academy (QCCAA). QCCAA was initiated as a partnership between Queen Charlotte College and the New Zealand Marine Farming Association. The mandate of the Academy is to "advance the skill levels and understanding of students and when possible, carry out meaningful research on issues relating to the aquaculture industry".

For more information, please visit www.nzmfa.co.nz

NZ Seafood Industry Training Organisation (SITO)

SITO is the Industry Training Organisation (ITO) for New Zealand's seafood industry. SITO is allocated annual funding by the Tertiary Education Commission (TEC) to encourage businesses in the seafood sector to provide training for their employees. SITO's Aquaculture sector focuses on any training needs of companies involved in farming of aquatic animals and plants (until the processing stage of the product): hatchery, spat collection, farming, harvesting.

For more information, please visit www.sito.co.nz

DISCLAIMER The information contained in this publication is for general information only. While every effort has been made to ensure the accuracy of the information, because the information is generalised, its accuracy cannot be guaranteed. Readers are advised to seek independent advice on particular matters and not rely on this publication. No liability is assumed by Te Puni Kōkiri for any losses suffered directly or indirectly by any person relying on the information contained in this publication.

© Te Puni Kōkiri 2007
REF: 0106-003
MAY 2007