

Simon Heggarty
fyi-request-19535-b13206c3@requests.fyi.org.nz



8 August 2022

Dear Simon Heggarty

OIA 21-22-21: Kiwi Expat Association Funding

Thank you for your email of 31 May 2022 to New Zealand Trade and Enterprise (NZTE), making a request under the Official Information Act 1982 (the Act). You requested the following information:

1. Sponsorship or funding paid to the Kiwi Expat Association (KEA) over the past 24 months.
2. KPIs, goals, or targets that KEA has met in the past 24 months and those that have been set for the future.
3. Correspondence between KEA and NZTE over the past 24 months in relation to ongoing funding of the organisation.

Answers to your questions are as follows.

1. Sponsorship or funding paid to the Kiwi Expat Association (KEA) over the past 24 months as at 31 May 2022.

Total Approved Funding FY20/21	\$1,020,000	Total Approved Funding FY21/22	\$1,020,000
Total funding paid in FY20/21	\$1,020,000	Total paid funding FY21/22	\$1,000,000

2. KPIs, goals, or targets that KEA has met in the past 24 months and those that have been set for the future.

Please find the KPIs, goals and targets that Kea has met in the last 24 months set out in the tables below. The KPIs are agreed upon annually.

KPIs, Goals and Targets FY 20/21	Result
1. Connections: 700 connections per annum to Kea's network members. These connections can come from the parties or the wider community.	879 connections made.
2. World Class New Zealand Awards: Two tables (which are able to seat a minimum of 10 people) at the World Class New Zealand Awards.	Due to COVID-19, WCNZ was deferred to March 2021.
3. Network Contacts: Working alongside the NZ Inc. Parties to provide access to relevant network contacts for events and other government initiatives.	Achieved – connected a range of NZTE customers to contacts across Kea's network.
4. Access to High Impact Members: The Sponsor and the NZ Inc. Parties having easy access to information on Kea's network of high impact members (nominally, 1000 members).	Access maintained.
5. NZ Story Integration: Integration of the NZ Story in all aspects of Kea's marketing, promotion and events as relevant and appropriate. Specifically, Kea agrees to deliver a consistent narrative through its	Achieved – Promotes NZ Story's brand and values through its

T: +64 4 816 8100

F: +64 4 816 8101

W: nzte.govt.nz

W: newzealand.com/business

channels and represent the NZ Story values throughout communications (subject to prior written approval by NZTE).	communication channels.
<p>6. Agreement on Specific Actions and Measures: After reviewing Kea's Strategic Plan 2020-2022, in order to prepare this Agreement, the NZ Inc. Parties have requested a meeting with Kea in March 2020 (the Meeting) to agree on specific actions and measures needed to best achieve the purpose of the Sponsorship funding. The Parties acknowledge and agree that:</p> <ul style="list-style-type: none"> a. The outcome of the Meeting may mean that the Sponsor Benefits are refined. Where any such refinements result in a substantive change to the Sponsor Benefits (as agreed by the Parties), the Parties will enter into a variation of this agreement. b. For the avoidance of doubt, the Parties will not amend the purpose of the Initiative. c. In the event that the Parties are not able to reach an agreement as to any proposed refinements to the Sponsor Benefits, this Agreement will continue in force unless otherwise determined by the Parties. 	Meeting held.
<p>KPI's, Goals and Targets FY 21/22*</p> <p>*Please note at the time of the request these KPIs are still ongoing</p>	Met/Not Met/Ongoing
1. Connections: 700 connections per annum to Kea's network members. These connections can come from the parties or the wider community.	Year-end report not yet finalised.
2. World Class New Zealand Awards: Two tables (which are able to seat a minimum of 10 people) at the World Class New Zealand Awards	Year-end report not yet finalised.
3. Network Contacts: Working alongside the NZ Inc. Parties to provide access to relevant network contacts for events and other government initiatives.	Year-end report not yet finalised.
4. Access to High Impact Members: The Sponsor and the NZ Inc. Parties having easy access to information on Kea's network of high impact members (nominally, 1000 members).	Year-end report not yet finalised.
5. NZ Story Integration: Integration of the NZ story in all aspects of Kea's marketing, promotion, and events as relevant and appropriate. Specifically, Kea agrees to deliver a consistent narrative through its channels and represent the NZ Story values throughout communications (subject to prior written approval by NZTE).	Year-end report not yet finalised.
<p>6. Agreement on Specific Actions and Measures: Parties have requested a meeting with Kea in October 2021 (the Meeting) to agree on specific actions and measures needed to best achieve the purpose of the Sponsorship funding. The Parties acknowledge and agree that:</p> <ul style="list-style-type: none"> a. The outcome of the Meeting may mean that the Sponsor Benefits are refined. Where any such refinements result in a substantive change to the Sponsor Benefits (as agreed by the Parties), the Parties will enter into a variation of this agreement. b. For the avoidance of doubt, the Parties will not amend the purpose of the Initiative. 	Year-end report not yet finalised.

<p>c. In the event that the Parties are not able to reach an agreement as to any proposed refinements to the Sponsor Benefits, this Agreement will continue in force unless otherwise determined by the Parties.</p>	
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3. Any correspondence between KEA and NZTE over the past 12 months in relation to funding of the organisation.

Please see **Appendix One** for all relevant correspondence between NZTE and KEA relating to the funding of KEA from 31 May 2020 to 31 May 2022. NZTE has compiled these into one document for ease of reading and have organised chronologically from date of first email. NZTE has also removed duplicates. Some duplicates have been maintained in instances wherein their exclusion would have made an email responding or forwarding unclear.

We have chosen to redact some information on the following grounds:

- Section 9(2)(a): the withholding of the information is necessary to protect the privacy of natural persons; and
- Section 9(2)(b)(ii): protect information where the making available of the information would be likely unreasonably to prejudice a commercial position of the person who supplied or who is the subject of the information.

Encl List documents enclosed

- **Appendix One:** All correspondence between NZTE and KEA months in relation to ongoing funding from May 31, 2020 – May 31, 2022.

You have the right under section 28(3) of the Act to seek an investigation and review by the Ombudsman. Information about how to make a complaint is available at: www.ombudsman.parliament.govt.nz or freephone: 0800 802 602.

Yours sincerely



Melissa Trochon
Director – Board & Ministerial