

From: [Toni Truslove](#)
To: [Katherine Fippard - AKL](#)
Cc: [s9\(2\)\(a\)](#)
Subject: Re: Kea x NZInc Variation to Contract
Date: Monday, 13 June 2022 12:49:22 pm

On Mon, 13 Jun 2022 at 12:39 PM, Katherine Fippard - AKL <[xxxxxxxx.xxxxxx@xxxx.xx](#)> wrote:

Thanks Toni – we will just accrue the \$20k and pay upon receipt of the report.

Cheers

From: Toni Truslove <[xxxx@xxxxxxxxxxxxxx](#)>
Sent: Monday, 13 June 2022 11:47 am
To: Katherine Fippard - AKL <[xxxxxxxx.xxxxxx@xxxx.xx](#)>
Cc: [s9\(2\)\(a\)](#)
Subject: Re: Kea x NZInc Variation to Contract

Hi Kath,

The report will come through on July 6th as we will need to fully close out June in order to report the numbers. Usually we would supply the invoice alongside the report, but if it's easier to pay the invoice before June 30th then this is attached for you.

Toni

On Mon, Jun 13, 2022 at 10:59 AM Katherine Fippard - AKL <[xxxxxxxx.xxxxxx@xxxx.xx](#)> wrote:

Thanks so much from the prompt Toni – I was not aware of this opportunity (Tony would have led the charge last year) so great to be across this. Yes [s9\(2\)\(a\)](#) and I can discuss (noting I am out of the office this Thurs and Fri) so will make a time with [s9\(2\)\(a\)](#) next week. Just while we are discussing funding ... I note we still owe you \$20,000 for the third and final report which is due 6th July 2022. Will this report and invoice be sent through pre 30 June 2022? No problem if not, I will just accrue the \$20k to ensure it is included in FY22 Kea costs.

Many thanks

Katherine

From: Toni Truslove <[xxxx@xxxxxxxxxxxxxx](#)>
Sent: Monday, 13 June 2022 10:49 am
To: Katherine Fippard - AKL <[xxxxxxxx.xxxxxx@xxxx.xx](#)> [s9\(2\)\(a\)](#)
Subject: Kea x NZInc Variation to Contract

Dear Kath,

I hope you're well and had a nice weekend.

With [s9\(2\)\(a\)](#) away on leave the last few weeks + now having a few days sick leave, I just wanted to check in on whether discussions had begun on our annual variation to agreement?

Every year we have the contracted opportunity to update terms of agreement for the 12months ahead [there haven't been any variations requested over the last two years that I have been in the role], historically we have used it as a mechanism to set out the payment dates for the year ahead, but if there is anything NZTE would like to update then now is the time to discuss & agree it.

Usually the NZTE team would draft the variation agreement and Pete & I would sign it, in terms of timing this should be done ahead of the first payment due for FY23 which is in August.

Last year's agreement is attached for your reference.

Good to get this on your radar, if it isn't already, and [REDACTED] can pick this up with you later in the week when she is hopefully back on board!

Toni

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Toni Truslove

Chief Executive Officer | Kea New Zealand

s9(2)(a)



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Toni Truslove

Chief Executive Officer | Kea New Zealand

s9(2)(a)



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From: Toni Truslove
To: s9(2)(a)
Cc: Katherine Fippard - AKL
Subject: Re: Draft - Kea x NZInc Variation to Contract
Date: Tuesday, 5 July 2022 4:46:06 pm
Attachments: scan (42).pdf

Hi Katherine,

Please find attached the signed agreement, ready for countersign by Pete.

Cheers,
Toni

On Fri, Jul 1, 2022 at 12:20 PM s9(2)(a) wrote:

Hi Katherine,
thanks so much for pulling this together. Toni is the signatory on Kea's side and I'll discuss the business connections variation with her later today if there's capacity after the board meeting actions or Monday.
Thanks again and have a great weekend.

s9(2)(a)

On Thu, Jun 30, 2022 at 2:00 PM Katherine Fippard - AKL <xxxxxxxxxxxx@xxxx.xx> wrote:

Hello s9(2)(a)

I hope your week is going well.

I attach a draft variation of contract document for your review. We have included all suggested amendments outlined in your email below and included one further amendment (per our discussion on the phone) for your review. The variation is highlighted in red below:

- **Connections:** 700 connections per annum to Kea's network members. These connections can come from the parties or the wider community. Kea will provide a breakdown of the connections made such that there is a separate line item for "business connections".

If you are happy with this variation, please sign and date the attached variation of contract and I will then arrange for Pete to countersign and send you the final copy for your records.

Many thanks

Katherine

From: s9(2)(a)
Sent: Tuesday, 21 June 2022 1:06 pm
To: Toni Keanewzealand <xxxx@xxxxxxxxxxxxxx>
Cc: Katherine Fippard - AKL <xxxxxxxxxxxx@xxxx.xx>
Subject: Re: Kea x NZInc Variation to Contract

Hi Katherine,

Our Financial controller has confirmed to me today that even if following your conversation with Sanchia last night NZTE don't want to amend the deliverables, the NZTE legal team will need to issue the Variation to Agreement contract for FY2023, which is then signed by Pete and Kea.

I propose the following variations:

- To the Payment of Schedule section: acknowledge that the T reports are delivered in the first week of the new business month, to ensure accuracy of data, full month reporting periods and relevant comparisons between Ts. T1 report due 4 November 2022; T2 report due 6 March 2023 and T3 report due 6 July 2023. This is in place of delivering reports on the dates from the 21/22 year.
- To the Payment of Schedule section: e) first payment be 20 August 2022 [replace 2021]; g) meeting date to be no later than 20 December 2022 [replacing 20 December 2021];
- Correct the table of email addresses to include Landon McMillan [x@xx] and Stuart Horne [x@xx] in place of James Messent and Jon Cable
- Correct the table of email addresses to include the new report due dates noted above
- In the Signatures paragraph, note that this is the Third Variation to Contract [replacing Second Variation to Contract].

Thanks very much Katherine!

cheers

s9(2)(a)

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s9(2)(a)

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From: [Toni Truslove](#)
To: [Katherine Fippard - AKL](#)
Cc: [S\(2\)\(a\)](#)
Subject: Re: Signed Kea x NZInc Variation to Contract
Date: Thursday, 14 July 2022 4:08:19 pm
Attachments: [image001.png](#)
[image002.png](#)

Thanks Katherine, I'm sorry to miss the drinks but hope [S\(2\)\(a\)](#) and others in the Kea team can join you, so nice to be able to meet in person, thanks for including us.
Toni

On Thu, Jul 14, 2022 at 12:44 PM Katherine Fippard - AKL <xxxxxxxxx.xxxxxxx@xxxx.xxx> wrote:

Hi [S\(2\)\(a\)](#) and Toni

Please find attached the Kea x NZInc variation to contract which has now been countersigned by Pete.

I mentioned that we are planning to have drinks with NZ Beachhead Advisors and NZTE Regional Director's and would like Kea to attend too. I don't have an official invitation for you yet ... but please hold 16th August from 5-6pm in your calendar and I will send through more details when they come to hand. Unfortunately I think you will still be overseas on this date Toni

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From: [Toni Truslove](#)
To: [Sanchia Yonge - AKL](#)
Cc: [s9\(2\)\(a\) Katherine Fippard - AKL](#)
Subject: Re: APPROVAL - extension to extend funding to Kea
Date: Tuesday, 18 October 2022 11:07:28 am
Attachments: [image002.png](#)

Thanks Sanchia, I really appreciate you & Pete actioning this so quickly.
Toni

On Tue, Oct 18, 2022 at 8:38 AM Sanchia Yonge - AKL <[xx@xx](#)>
wrote:

Commitment as discussed

Sanchia

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Out of Scope

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From: [Toni Truslove](#)
To: [Katherine Fppard - AKL](#)
Cc: [Sanchia Yonge - AKL](#); **s9(2)(a)**
Subject: Re: Kea Strategy Meeting - Prior to December 20th
Date: Thursday, 24 November 2022 10:50:07 am

Mōrena Katherine,

Thanks for confirming, much appreciated.

Toni

On Wed, Nov 23, 2022 at 4:30 PM Katherine Fppard - AKL <[xxxxxxxxxxxx@xxxx.xxx.xx](#)> wrote:

Hi Toni

Apologies for the delay in coming back to you. Yes we are happy to make the payment of \$200,000 by 20th December 2022 on the basis that the Kea Board will meet in Feb and then provide a briefing post this meeting

Many thanks

Katherine

From: Toni Truslove <[xxxx@xxxxxxxxxxxxxxxx.xx](#)>
Sent: Tuesday, 15 November 2022 1:04 pm
To: Katherine Fppard - AKL <[xxxxxxxxxxxx@xxxx.xxx.xx](#)>
Cc: Sanchia Yonge - AKL <[xxxxxxxxxxxx@xxxx.xxx.xx](#)>; **s9(2)(a)**
Subject: Re: Kea Strategy Meeting - Prior to December 20th

Hi Katherine,

Thanks for getting back to me, yes if that is a possibility then it would certainly be appreciated. I believe this is what we did last year also.

Toni

On Tue, Nov 15, 2022 at 12:06 PM Katherine Fppard - AKL <[xxxxxxxxxxxx@xxxx.xxx.xx](#)> wrote:

Hi Toni

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Thanks for your email below. Yes we are happy to accommodate a change in meeting date ... would you still be expecting payment of \$200,000 (plus) on or before 20th December?

Many thanks

Katherine

From: Toni Truslove <xxxx@xxxxxxxxxxxxxxxx.xx>
Sent: Thursday, 10 November 2022 1:56 pm
To: Sanchia Yonge - AKL <xxxxxxx.xxxxx@xxxx.xxxx.xx>
Cc: Katherine Fippard - AKL <xxxxxxx.xxxxx@xxxx.xxxx>; [REDACTED]
Subject: Kea Strategy Meeting - Prior to December 20th

Hi Sanchia,

I'm just touching base on the annual strategy session we have written into our variation agreement.

Item 1:g - One payment of \$200,000 (plus GST) following an agreed meeting being held between the Organiser and the NZInc Parties, which is to be paid no later than 20th of December 2022

Would your/NZTE's preference be to run this over the coming weeks, prior to December 20th, or would you be comfortable for us to schedule this for the new year?

Mitchell & Linda are looking to host a full day Board strategy session in lieu of the February Board meeting, so it may be good for us to be able to provide an update/briefing following this session. However if you would prefer to go ahead sooner then we are happy to accommodate also.

Thanks very much,

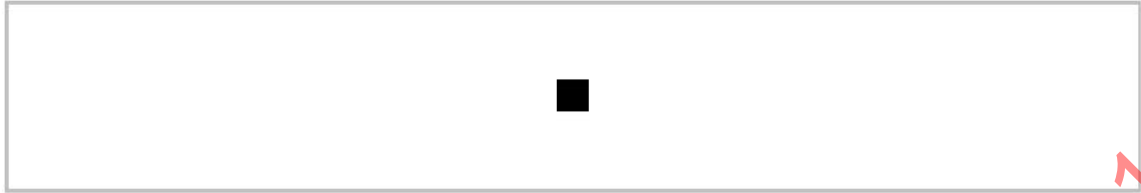
Toni

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Toni Truslove

Chief Executive Officer | Kea New Zealand

s9(2)(a)



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From: s9(2)(a)
To: Katherine Fippard - AKL
Subject: Re: Kea funding agreement
Date: Tuesday, 21 March 2023 12:33:44 pm
Attachments: [image001.png](#)
[image002.png](#)

Hi Katherine,

Great, thank you. I have moved your call to 2:30 pm on Thursday.

Thanks,
s9(2)(a)

On Tue, Mar 21, 2023 at 12:15 PM Katherine Fippard - AKL <[x@xxx](#)> wrote:

Sorry for the delay – yes Thursday is good for me – can we do between 1pm and 3pm?

Many thanks

From: s9(2)(a)
Sent: Tuesday, 21 March 2023 8:56 am
To: Katherine Fippard - AKL <[x@xxx](#)>
Subject: Re: Kea funding agreement

Hi Katherine,

Toni is still feeling quite unwell today, I wanted to see if you have availability on Thursday afternoon before 3:30 pm, or after 4 pm to potentially shift the call.

Thanks,

s9(2)(a)

On Mon, Mar 20, 2023 at 11:56 AM s9(2)(a) wrote:

Hi Katherine - yes sure thing, I have added a zoom link now.

On Mon, Mar 20, 2023 at 10:19 AM Katherine Fippard - AKL <[x@xxx](#)> wrote:

Hi again s9(2)(a) – can you please add zoom as I am keen to talk through the kea funding agreement on screen

Thank you

From: s9(2)(a)

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Sent: Monday, 20 March 2023 9:58 am
To: Katherine Fppard - AKL <katherine.fppard@nzte.govt.nz>
Subject: Re: Kea funding agreement

Hi Katherine,

Great - I have sent through an invite for 1:30 pm tomorrow. I have set it as a phone call for now, but I can add a zoom tomorrow if needed.

Thanks,

s9(2)(a)

On Mon, Mar 20, 2023 at 9:33 AM Katherine Fppard - AKL <katherine.fppard@nzte.govt.nz> wrote:

Hi s9(2)(a)

Hope you had a good weekend too. s9(2)(a). Yes I can do 1.30 if that works for Toni? s9(2)(a)

Are you happy to send us an invite?

From: s9(2)(a)
Sent: Monday, 20 March 2023 9:24 am
To: Katherine Fppard - AKL <katherine.fppard@nzte.govt.nz>
Subject: Re: Kea funding agreement

Hi Katherine,

I hope you had a good weekend.

s9(2)(a)

Thanks,

s9(2)(a)

On Fri, Mar 17, 2023 at 2:01 PM s9(2)(a) wrote:

Hi Katherine,

I have sent through an invite for 2:30 to 3:15 pm on Monday to meet at Mojo Cafe on Quay St.

Thanks,

s9(2)(a)

On Fri, Mar 17, 2023 at 1:11 PM Toni Truslove <@x> wrote:

Hi Katherine,

Sure Monday would work well, thank you.

Shall we say 2.30?

s9(2)(a) are you okay to please shuffle my other meetings to fit this in, and send an invite?

Thanks,

Toni

On Fri, 17 Mar 2023 at 11:15 AM, Katherine Fippa - AKL

<x@x> wrote:

Hi Toni

Great news – the draft funding agreement is ready to send to you for your review / comments. Sanchia suggested it would be a great to talk through the minor changes in the agreement prior to sending to you. How are you placed today / Monday to discuss? I hear you are meeting with David Downs in the Viaduct Monday lunchtime. I am happy to come to you pre or post this meeting if you have time for a quick meet up?

Many thanks

Katherine

Katherine Fippard

T s9(2)(a)

M s9(2)(a)

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Director

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Advisory and Networks

Level 6, [139 Quay Street, Auckland 1010](#)

PO Box 2364, Shortland Street, Auckland 1140



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Toni Truslove

Chief Executive Officer | Kea New Zealand

+s9(2)(a)

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s9(2)(a)

s9(2)(a)



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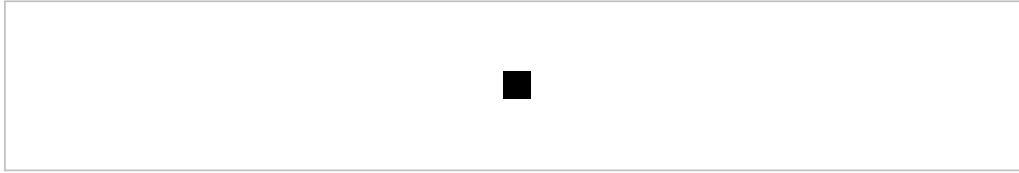
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From: [Toni Truslove](#)
To: [Katherine Fippard - AKL](#)
Cc: [s9\(2\)\(a\)](#)
Subject: Re: Kea Contract for Sponsorship - 2023-2024
Date: Monday, 22 May 2023 11:52:11 am
Attachments: [image001.png](#)
[image002.png](#)

Mōrena Katherine,

Thanks for all your efforts on this. I will share with Carolyn & Chris, including Pete in the email, this week - Sanchia specified to me that this was his preference on how to take this forward.

Toni

On Fri, May 19, 2023 at 5:35 PM Katherine Fippard - AKL <xxxxxxxxx.xxxxxxx@xxxx.xxx.xx> wrote:

Happy Friday [s9\(2\)\(a\)](#)

I attach the Kea Contract for Sponsorship for the period 1 July 2023 to 30 June 2024 which has been drafted by NZTE in consultation with Kea. The funding levels are the same as we committed to over the last 3 years (NZTE funding \$620,000) and payment of sponsorship, sponsor benefits and sponsor reporting requirements are all similar to the previous agreement except we now have inserted some additional provisions to ensure that NZTE has access to Kea's World Class New Zealand list and High Impact Members lists to the extent the relevant individuals have consented to having their details shared with NZTE and MFAT.

NZTE understands that Kea would like to send a copy of this agreement to Carolyn Tremaine and Chris Seed asking MBIE and MFAT to review the agreement and agree to the suggested funding set out in the Amount of Sponsorship (same funding levels as last 3 years). Upon the agencies confirming they are happy with this commitment, please send confirmation in writing and we will request that Pete signs the final agreement for Kea to countersign.

Many thanks and have a great weekend

Katherine

Katherine Fippard

T [s9\(2\)\(a\)](#)

M [s9\(2\)\(a\)](#)

Director

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Level 6, 139 Quay Street, Auckland 1010

Advisory and Networks

PO Box 2364, Shortland Street, Auckland 1140



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From: [Toni Truslove](#)
To: [Katherine Fippard - AKL](#); [s9\(2\)\(a\)](#)
Subject: Re: Kea Contract for Sponsorship 2023 - 2024
Date: Friday, 9 June 2023 9:55:25 am

Thanks Katherine, good news. It's just Pete & I that need to sign the agreement, Pete is signing on behalf of NZ Inc hence the email confirmations over recent weeks.

Toni

On Fri, Jun 9, 2023 at 9:03 AM Katherine Fippard - AKL <[xxxxxxxxxxxx@xxxx.xx](#)> wrote:

Hi Toni

Apologies for the delay – it's been a meeting intense week! Yes I've talked to finance and we can issue the invoice before end of June noting that this will be a pre-payment for MBIE and income received in advance for NZTE.

I will arrange for the agreement to be signed by Pete – do you want us to send to the agencies for their signature or will you arrange for them to sign?

From: Toni Truslove <[xxxx@xxxxxxxxxxxxxxxx.xx](#)>
Sent: Monday, June 5, 2023 4:07 PM
To: Katherine Fippard - AKL <[xxxxxxxxxxxx@xxxx.xx](#)>.xx
Subject: Re: Kea Contract for Sponsorship 2023 - 2024

Thanks Katherine, I hope you've had a lovely weekend.

Carolyn asked if she could be invoiced before the end of June, I'm not sure if that is possible?

Toni

On Fri, 2 Jun 2023 at 5:36 PM, Katherine Fippard - AKL <[xxxxxxxxxxxx@xxxx.xx](#)>.xx wrote:

Perfect – thanks Toni.

Have a great weekend

From: Toni Truslove <[xxxx@xxxxxxxxxxxxxxxx.xx](#)>
Sent: Friday, June 2, 2023 3:51 PM

To: Peter Chrisp - WLG <xxxxx.xxxxxx@xxxx.xxxx>; xxxxxxxx.xxxxxxx@xxxx.xxxx; xx
xxxxx.xxxx@xxxx.xxxx.xx
Cc: Katherine Fppard - AKL <xxxxxxxxx.xxxxxxx@xxxx.xxx>; Tonya Stewart - WLG
<xxxxx.xxxxxxx@xxxx.xxxx>; Jain Mccombe - AKL <xxxx.xxxxxxx@xxxx.xxxx.x>; [REDACTED]
[REDACTED]; ACKERLEY, Katja (ECO) <xxxxx.xxxxxxx@xxxx.xxxx>; xx
Subject: Re: Kea Contract for Sponsorship 2023 - 2024

Kia ora everyone,

To advise that Carolyn has this afternoon confirmed MBIE's commitment to Kea funding at the same level for a further 12 months.

Katherine - If you are able to please organise for Pete to execute the sponsorship agreement!

Thanks again to all agencies for their ongoing support and belief in Kea.

Toni

On Sun, May 28, 2023 at 11:11 AM Peter Chrisp - WLG <xxxxx.xxxxxx@xxxx.xxxx> wrote:

Yes we are good to sign this on behalf of us all, with email confirmations.

Chris has given an Ok, and I think Toni is meeting Carolyn to discuss.

Toni, please keep Kath Fppard in the loop so she can advise me when to execute.

Pete

From: Toni Truslove <xxxx@xxxxxxxxxxxxxxxxxx>

Sent: Tuesday, May 23, 2023 11:25 AM

To: xxxxxxxx.xxxxxxx@xxxx.xxxx; xxxxxxx.xxxx@xxxx.xxxx; Peter Chrisp - WLG
<xxxxx.xxxxxx@xxxx.xxxx>; xx

Subject: Kea Contract for Sponsorship 2023 - 2024

Kia ora Carolyn, Chris and Pete

I attach the proposed Kea Contract for Sponsorship for 1 July 2023 to 30 June 2024 which has been drafted by NZTE in consultation with Kea.

The funding levels for the next 12 months are the same as committed to over the last 3 years. The payment of sponsorship, sponsor benefits and sponsor reporting requirements are all

similar to the previous agreement, we have included additional provisions to ensure alignment with current data privacy legislation surrounding the sharing of community profile information with NZTE & MFAT.

Chris, it was great to discuss this with you in person a few weeks ago.

Carolyn, I look forward to seeing you in early June and would be happy to discuss any points surrounding this next years sponsorship then, or prior, as necessary.

Pete has signalled that he is happy to sign this on behalf of NZTE, MFAT and MBIE with your email confirmation.

Thank you all for your support of Kea to date, and I hope we can continue this important work together over the coming 12 months and beyond.

Ngā mihi nui,

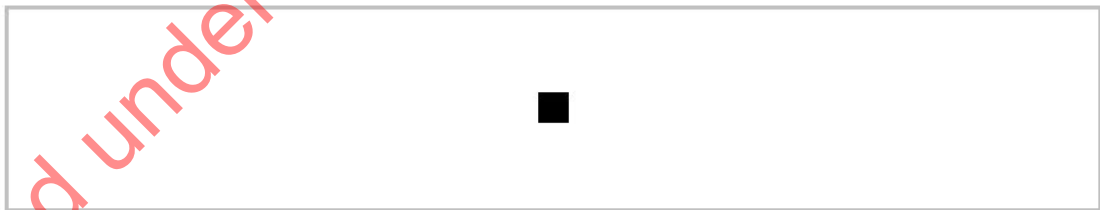
Toni

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Toni Truslove

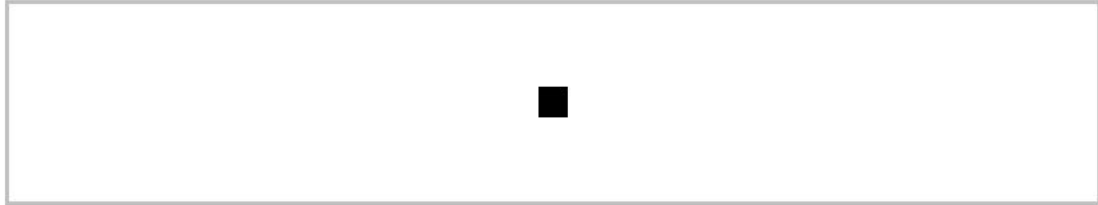
Chief Executive Officer | Kea New Zealand

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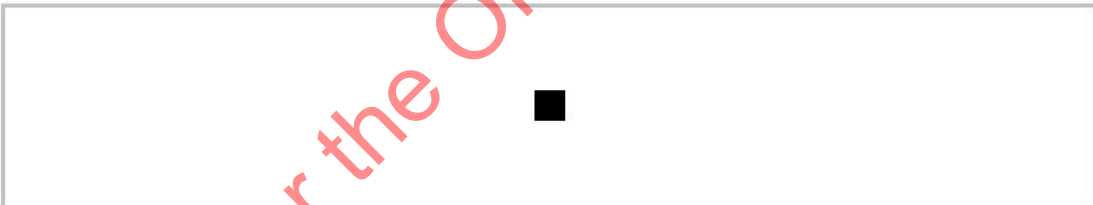


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From: [Toni Truslove](#)
To: [Katherine Fippard - AKL](#); [Jane McCulloch](#)
Cc: [s9\(2\)\(a\)](#)
Subject: Re: Kea Contract for Sponsorship - 2023-2024
Date: Wednesday, 28 June 2023 12:55:32 pm
Attachments: [image001.png](#)
[image002.png](#)
[scan \(81\).pdf](#)

Hi Katherine,

Thanks for sending this through. A countersigned copy is attached, however it's invalid given Pete's signature has faded out. It's faint on your version and non-existent by the time I've printed and scanned it. Is there a version on your end where Pete's signature is stronger/more legible?

Toni

On Tue, Jun 27, 2023 at 3:55 PM Katherine Fippard - AKL <xxxxxxxxx.xxxxxxx@xxxx.xx> wrote:

Hi Toni

I attach the Kea Contract for Sponsorship for 2023-24 which has been signed by Pete. Once you have reviewed and happy with the contract, please sign and return to me.

Many thanks

Katherine

Katherine Fippard

Director

Advisory and Networks



**NEW ZEALAND
TRADE & ENTERPRISE**
Te Taurapa Tūhono

T [s9\(2\)\(a\)](#)

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W nzte.govt.nz

W newzealand.com/business



Level 6, 139 Quay Street, Auckland 1010

PO Box 2364, Shortland Street, Auckland 1140

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From: [Toni Truslove](#)
To: [Katherine Fippard - AKL](#)
Cc: [s9\(2\)\(a\)](#)
Subject: Re: Signed Kea Contract for Sponsorship - 2023-2024
Date: Friday, 7 July 2023 1:34:33 pm
Attachments: [image001.png](#)
[image002.png](#)

Nice work thanks Katherine. I hope you have a great break next week.
Toni

On Fri, 7 Jul 2023 at 10:16 AM, Katherine Fippard - AKL <[xxxxxxxxx.xxxxxxx@xxxx.xxx](#)> wrote:

Hi Toni

Agreement has now been resigned by Pete and attached for your records. I am on annual leave next week but will be checking my emails by phone if you need anything.

Many thanks

Katherine

Katherine Fippard	T s9(2)(a) M s9(2)(a)
Director	W nzte.govt.nz W newzealand.com/business
Advisory and Networks	Level 6, 139 Quay Street, Auckland 1010
	PO Box 2364, Shortland Street, Auckland 1140
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Toni Truslove
Chief Executive Officer | Kea New Zealand
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