

ANNUAL REPORT 2013



PRESIDENT'S REPORT

2012/13 has been another good year for our region, and I am pleased to present this report.

In line with the growth of our sport at a national level, waka ama in our region is growing on a number of fronts, including club membership, number of races, participation in races, and race resources. Notably, over the last five years, our region's club membership has more than doubled, and a record 67 W6 teams attended our Regional Sprint Champs in December 2012 (see p8-9).

I would like to thank all clubs, paddlers and volunteers who made this possible. Our people are the biggest asset for our sport, in various roles, be they coaches, team managers, club officers, support boat drivers, race officials, and paddlers.

During this last year Hoe Tonga employed Gaylene Sciascia as part-time administrator. While our financial constraints only enabled us to have her for up to 4 hours per week, this assistance proved to be beneficial.

Unfortunately our application to the Lion Foundation to fund our part-time administrator for up to 20 hours per week was declined. While we continue to look at alternative funding sources this means that our executive cannot focus much on 'steering' the regional canoe. Instead we will continue to be under pressure with the many administrative tasks to keep up with the growing demands from clubs and paddlers.

With regard to our finances, Hoe Tonga is continuing to diversify its income sources, in order to reduce reliance on club affiliation fees. Affiliation fees currently make up about a fifth of total income. While the region incurred a slight loss this year (following a slight profit in 2011/12), this is due to unbudgeted expenses to expand race resources and to cover the costs for our part-time administrator role. Overall they are in good order, and the region

has built up a sufficient buffer from previous years to cover this unexpected shortfall.

We have made further progress on implementing our strategic plan 2009-14. For example, we looked in detail at how to develop a more permanent solution for a high-quality race course. While there won't be any fast progress due to the lack of a suitable water body, we now have a better understanding of the options and there is the prospect of a purpose-built facility in Upper Hutt in the longer term.

As our current strategic plan is coming to the end of its life and all key initiatives have been implemented or are being addressed, we are looking to replace the plan over the coming year. I invite all paddlers and clubs to take part in this process, as it will help us develop our sport in our region and set priorities over the next few years.

Finally, some of you will be aware of Waka Ama New Zealand's new sanctioning policy. From November 2013 all races on the national calendar will have to be sanctioned. This will affect most of the races in our region and will create some challenges for race organisers, but we expect that this will further increase the safety and quality of events, and offer increased legal protection for event organisers.

Jörn Scherzer
President, Hoe Tonga
5 September 2013

HOE TONGA PACIFICA WAKA AMA ASSOCIATION LIMITED

**ACCOUNTANTS REPORT
FOR THE YEAR ENDED 30 JUNE 2013**

The Balance Sheet and Statement of Accounts as set out on the following pages have been prepared by us for:

Hoe Tonga Pacifica Waka Ama Association Limited

from records, information and instructions furnished to us by our clients.
We have reviewed the financial statements of Hoe Tonga Pacifica Waka Ama Association Limited for the year ended 30 June 2013.

A review is limited primarily to enquiries of personnel and analytical review procedures applied to financial data and this provides less assurance than an audit accordingly we do not express an audit opinion.

Based on our review, nothing has come to our attention that would cause us to believe that the accompanying financial statements do not give a true and fair view.



FINMAN SERVICES (PARAPARAUMU) LIMITED

Paraparaumu, NZ

4th September 2013

FINANCIAL POSITION

Hoe Tonga Pacifica Waka Ama Association Inc As at 30 June 2013

| | 30 Jun 2013 | 30 Jun 2012 |
|--------------------------------------------|---------------|---------------|
| Assets | | |
| Bank | | |
| Hoe Tonga Eftpos Cash | 500 | 207 |
| Hoe Tonga Main | 2,828 | 7,133 |
| Savings (Short-Term) | 3,007 | - |
| Total Bank | 6,335 | 7,340 |
| Current Assets | | |
| Accounts Receivable | 493 | 810 |
| Term Deposit | 5,229 | 5,101 |
| Total Current Assets | 5,722 | 5,911 |
| Fixed Assets | | |
| Less Accumulated Depreciation on Equipment | (868) | (448) |
| Race Resources | 1,200 | 1,200 |
| Total Fixed Assets | 332 | 752 |
| Total Assets | 12,388 | 14,002 |
| Liabilities | | |
| Current Liabilities | | |
| Unpaid Expense Claims | (59) | - |
| Total Current Liabilities | (59) | - |
| Total Liabilities | (59) | - |
| Net Assets | 12,447 | 14,002 |
| Equity | | |
| Current Year Earnings | (1,555) | 3,846 |
| Retained Earnings | 14,002 | 10,156 |
| Total Equity | 12,447 | 14,002 |

COMPREHENSIVE INCOME

Hoe Tonga Pacifica Waka Ama Association Inc For the 12 months ended 30 June 2013

| | Jun-13 | Jun-12 |
|------------------------------------------------------------|----------------|---------------|
| Income | | |
| Affiliation fees | 3,050 | 3,325 |
| Corporate Races Income | 6,000 | 5,500 |
| Interest Income | 163 | 128 |
| LDN 2012 Income | - | 21,895 |
| Matariki Race Income | - | 2,000 |
| Other Income | 85 | 10,000 |
| Secondary Schools Income | 2,200 | 1,800 |
| W1 Regional Sprints Income | 880 | 1,035 |
| W6 Regional Sprints Income | 2,587 | 2,100 |
| Total Income | 14,965 | 47,782 |
| Less Cost of Sales | | |
| Corporate Races Costs | 5,800 | 5,510 |
| LDN 2012 Costs | - | 21,552 |
| Matariki Race Costs | - | 1,400 |
| Other expenses | - | 10,000 |
| Secondary Schools Costs | 1,793 | 1,352 |
| W1 Regional Sprints Costs | 713 | 1,055 |
| W6 Regional Sprints Costs | 2,298 | 1,244 |
| Total Cost of Sales | 10,604 | 42,113 |
| Gross Profit | 4,361 | 5,669 |
| Less Operating Expenses | | |
| Admin expenses | 2,992 | 623 |
| Bad Debts | - | 285 |
| Bank Fees | 3 | 5 |
| Depreciation | 420 | 372 |
| Meeting Expenses | 60 | - |
| Professional fees | 403 | 100 |
| Race resource expenses (minor additions and replenishment) | 2,009 | 438 |
| Subscriptions | 30 | - |
| Total Operating Expenses | 5,916 | 1,823 |
| Net Profit | (1,555) | 3,846 |

CHANGES IN EQUITY

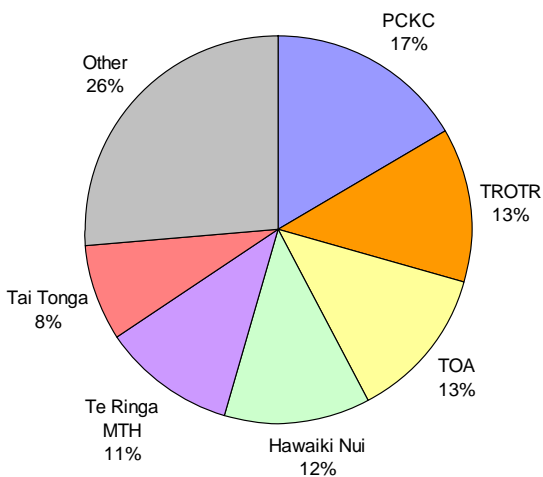
Hoe Tonga Pacifica Waka Ama Association Inc As at 30 June 2013

| | 30 Jun 2013 | 30 Jun 2012 |
|-----------------------|---------------|---------------|
| Equity | | |
| Opening Balance | 14,002 | 10,156 |
| Current Year Earnings | (1,555) | 3,846 |
| Total Equity | 12,447 | 14,002 |

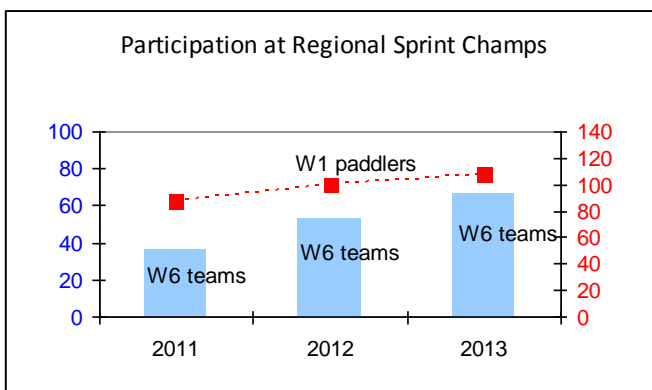
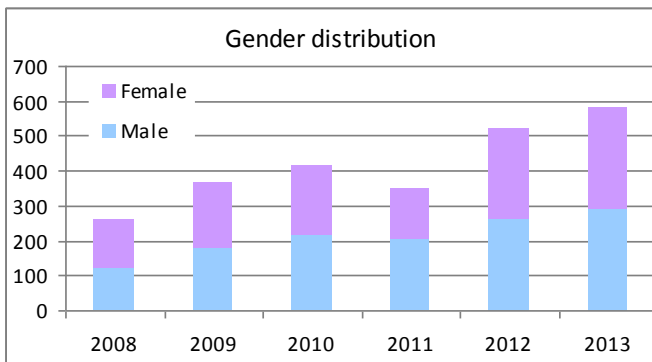
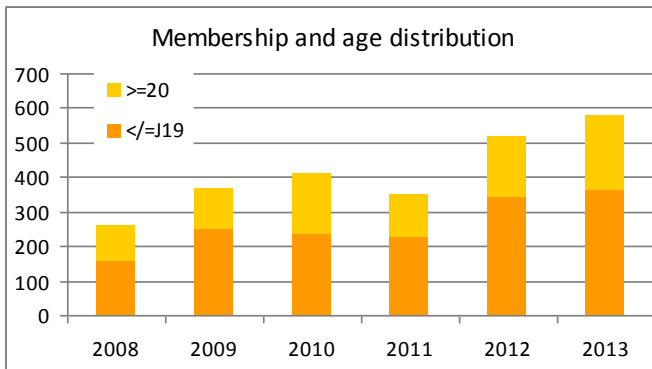
STATISTICS

Club membership for the season ending 30 June 2013

| Club | Members | Percentage |
|--------------------------------------|---------|------------|
| Porirua Canoe Kayak Club | 97 | 16.7% |
| Te Rau o Te Rangi ki Otaki | 74 | 12.8% |
| TOA Waka Ama Club | 74 | 12.8% |
| Hawaiki Nui Tuarua Waka Ama Club | 71 | 12.2% |
| Te Ringa Miti Tai Heke Waka Ama Club | 65 | 11.2% |
| Tai Tonga 41 Outrigger Canoe Club | 46 | 7.9% |
| Kokiri Tai Patu Waka Ama Club | 42 | 7.2% |
| Hikoikoi Waka Club | 41 | 7.1% |
| Aniuwaru ki Porirua Waka Ama Ropu | 24 | 4.1% |
| Wairarapa Waka Ama Canoe Club | 24 | 4.1% |
| Mana Pasifika Outrigger Canoe Club | 15 | 2.6% |
| Tu Nui a Te Ika Outrigger Canoe Club | 7 | 1.2% |



Regional growth



Website

Our website at www.hoetonga.co.nz is a key tool to promote events and distribute information of interest to our region. It complements the national website at www.wakaama.co.nz.



Over the 12 months to 30 June 2013 we recorded the following web statistics:

| | |
|--------------------------|--------------|
| Visits: | 13,980 |
| Unique visitors: | 7,772 |
| Page views: | 29,860 |
| Pages per visit : | 2.14 |
| Average visit duration : | 1 min 46 sec |
| Bounce rate : | 58.11% |
| Percentage new visits : | 51.33% |

