



BRIEFING

Tourism Recovery Package Update – 17 September 2020

Date:	17 September 2020	Priority:	Urgent
Security classification:	In Confidence	Tracking number:	2021-0873

Action sought		
	Action sought	Deadline
Tourism Recovery Ministers Group Hon Kelvin Davis Minister of Tourism Hon Grant Robertson Minister of Finance Hon Nanaia Mahuta Minister for Māori Development Hon Eugenie Sage Minister of Conservation Fletcher Tabuteau Under Secretary Regional Economic Development	Note the update on the implementation of the Tourism Recovery Package Agree that loans administered through the STAPP can be accessed before grants are fully allocated	21 September 2020

Contact for telephone discussion (if required)				
Name	Position	Telephone		1st contact
Danielle McKenzie	Acting Manager, Tourism Policy	04 896 5113	s 9(2)(a)	✓
s 9(2)(a)	Policy Advisor, Tourism Policy	s 9(2)(a)		-

The following departments/agencies have been consulted
Tourism New Zealand, Department of Conservation, New Zealand Māori Tourism, the Treasury, and the Provincial Development Unit.

Minister's office to complete:

- | | |
|---|--|
| <input type="checkbox"/> Approved | <input type="checkbox"/> Declined |
| <input type="checkbox"/> Noted | <input type="checkbox"/> Needs change |
| <input type="checkbox"/> Seen | <input type="checkbox"/> Overtaken by Events |
| <input type="checkbox"/> See Minister's Notes | <input type="checkbox"/> Withdrawn |

Comments



BRIEFING

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Purpose

To provide an update on the implementation of the Tourism Recovery Package.

Recommended Action

The Ministry of Business, Innovation and Employment recommends that you:

- a. **Note** the update provided on the Tourism Recovery Package implementation *Noted*
- b. **Note** that Tourism Recovery Ministers previously agreed that grants must be exhausted before loans can be accessed [*briefing 2021-0526 refers*] *Noted*
- c. **Note** the grants are spread across three payments over the first year, and a number of larger businesses require access to the loan funding earlier to maintain their minimum viability *Noted*
- d. **Agree** that loans administered through the Strategic Tourism Assets Protection Programme (STAPP) will be available before grants are fully allocated *Agree/Disagree*

Danielle McKenzie
Acting Manager, Tourism
Labour, Science and Enterprise, MBIE

17 / 09 / 2020

Hon Kelvin Davis
Minister of Tourism

..... / /

Hon Eugenie Sage
Minister of Conservation

..... / /

Hon Grant Robertson
Minister of Finance

..... / /

Fletcher Tabuteau
**Under Secretary Regional Economic
Development**

..... / /

Hon Nanaia Mahuta
Minister for Māori Development

..... / /

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Budget summary

1. See below for a budget summary of the Tourism Recovery Package.

Project	TOTAL
Strategic Assets Protection Programme	\$298.398
Businesses	\$229.200
Māori Tourism Businesses	\$20.998
Regional Tourism Organisations	\$20.200
Inbound Tour Operators	\$20.000
STAPP Administration	\$8.000
New Zealand Māori Tourism (through TPK)	\$10.000
Tourism Futures Taskforce	\$0.755
Tourism Transitions Programme	\$17.000
Support through Qualmark	\$5.000
Support through New Zealand Māori tourism	\$2.000
Support through Regional Business Partners Network	\$10.000
Building Digital Capability	\$10.000
Qualmark Digital Capability	\$5.000
Digital Enablement Package	\$5.000
Regional Events Fund	\$50.000
DOC Concessions Waiver	\$25.000
Funding administration	\$1.750
TOTAL	\$412.903

2. This table includes the administration costs associated with implementing the package, including \$8 million required by the PDU to manage Strategic Assets Protection Programme (STAPP) and Inbound Tour Operators (ITO) loans and the s 9(2)(b)(ii) This brings the total funding \$12.903 over the amount set aside in the tagged contingency.
3. We have previously advised Tourism Recovery Ministers that we expect STAPP funding required will be revised down once other government initiatives are accounted for and loan uptake is better understood [briefing 2021-0420 refers].
4. Although this is MBIE's best estimate, if it eventuates that the contingency is over-subscribed after information of loan-take up comes through, we will update TRM on the options to respond to this.

Strategic Tourism Assets Protection Programme (STAPP): Businesses update

5. All 130 successful STAPP business applicants have received their grant funding offers. A breakdown of Māori tourism business applicants and other business applicants is provided below.

STAPP funding update: 18 Māori tourism businesses

6. Funding offers were provided to 18 Māori tourism businesses identified by New Zealand Maori Tourism. As of 14 September 2020, 11 of these businesses have received their first

grant payments, totalling \$2,196,543 See Annex Two for the funding process status for each of these businesses.

STAPP funding update: Further 112 businesses

7. Funding offers have been provided to all of the other 112 successful STAPP applicants. As of 14 September 2020, 59 have received their first grant payments and one business, Whale Watch Kaikōura, has received their second grant payment. The total amount paid out to these applicants is \$13,650,268. See **Annex One** for the funding process status for each business, as of 14 September 2020.

Implementation of the grant scheme for STAPP businesses

8. For the majority of businesses, grants are being paid in three tranches: 50 percent on signing of the funding agreement, 25 percent in February 2021 and 25 percent in August 2021.
9. For businesses whose minimum viable operating costs are less than \$500,000 per year, the grant funding is being paid over two years with agreements to be completed in 2022.

Implementation of the loan scheme for STAPP businesses

10. Work is continuing between the Tourism Branch and the Provincial Development Unit (PDU) in relation to establishing and administering the loan facility. A loan agreement template is being prepared by MBIE Legal, with input from Tourism and the PDU incorporating the key lending terms agreed by TRM Ministers.
11. Once the draft loan agreement template is ready, it will be shared with STAPP loan recipients and they will be invited to enter into negotiations with MBIE. We expect this to be underway within the next four weeks.
12. A memorandum of understanding is also being drawn up between the Tourism Branch and the PDU to formalise the relationship between both parties and to ensure clear responsibilities.

Accessing loans before grants are exhausted

13. Tourism Recovery Ministers have previously agreed that STAPP loan recipients must exhaust their grants before being able to access the loan facility [*briefing 2021-0526 refers*].
14. Grant payments were structured periodically to ensure that Crown money was being spent well. If firms had been given their full grant allocation up front, there was a risk that firms could poorly manage the grant funding in the current operating environment.
15. Upon further consideration, making firms wait until their grants are exhausted before accessing STAPP loans would not work operationally. This means that loans will be unavailable for most STAPP applicants until year two.
16. For larger firms, a \$500,000 grant over two years would be insufficient to cover their minimum viable operating costs, and cause the business to fail.
17. Therefore, we recommend that firms are able to access the loan facility before grants are exhausted.
18. This approach may mean that Provincial Growth Fund Limited (PGFL) (who will hold STAPP and ITO loans once contracted) could require further capital sooner than anticipated to be able to accept and hold those investments. Shareholding Ministers agreed a Subscription Agreement of \$105.7 million which allows PGFL to draw-down this funding from the Crown for STAPP/ITO investments up to this value.

19. This value was determined based on the uncertainty around the potential STAPP loan uptake and the timing of delivering these loans. MBIE will closely monitor STAPP loan uptake to avoid any delays in delivering loans. Another Subscription Agreement may be required to allow PGFL to accept and hold further investments.

Regional Tourism Organisations (RTOs)

20. All 31 RTOs have received their offers of funding and draft contracts. 28 RTOs have signed their contracts and, of those, 27 have been paid to date. The three outstanding contracts are in the process of being agreed. See **Annex Three** for the funding process status for each RTO, as of 15 September 2020.
21. Each RTO has been allocated a relationship manager within MBIE as the primary point of contact for their funding agreement. Relationship managers will support RTOs with government funding requirements and destination management planning.

Inbound Tour Operators (ITOs)

22. On 2 September 2020, 26 ITOs received loan offers from MBIE. While 27 ITOs were approved to receive loan offers, *[briefing 2021-0516 refers]* one, Naturally NZ went into liquidation prior to a loan offer being made.
23. The current uptake of the loan facility for ITOs has been positive, with all ITOs indicating they intend to enter into loan discussions. As of 16 September 2020, 20 ITOs have provided documentation, to enable due diligence checks to get underway. The remaining six ITOs have acknowledged their offers and noted their intention to provide documentation. See **Annex Four** for the funding status for each ITO, as of 16 September 2020.

Implementation of the loan scheme for ITOs

24. The loan scheme for ITOs will follow the same process as for the STAPP (see paragraphs 7, 8 and 9 above).
25. The relationship between PDU and ITOs will begin once financial due diligence checks are completed by [s 9\(2\)\(b\)\(iii\)](#). PDU will then provide ITOs with draft loan agreements and begin negotiating.

Digital Capability Fund

26. This \$10 million Fund will help tourism businesses to develop digital strategies, access digital tools and benefit from a digital enablement initiative being rolled out in the Small Business portfolio. A joint media release between the Minister of Tourism and the Minister for Small Business giving further details about the type of support available is expected to be made shortly.
27. The Fund will be split between two initiatives:
- \$5 million to supplement a digital enablement programme being developed in the Small Business portfolio, and to enable this programme to have small to medium enterprise (SME) tourism operators as one of its focusses
 - \$5 million to enable Qualmark to provide digitalisation support to tourism operators, building on the support that it has been providing through the Tourism Transitions Programme

Digital Enablement programme (Small Business portfolio)

28. Key initiatives of this programme will include:

- a 'Spotlight Series' where small business owners, including tourism businesses, who have transformed their business by becoming digital can share their experiences
- digital skills training and support focused on enabling SMEs, including tourism SMEs, to benefit from digitising their business
- working with the private sector to put together the most relevant digital tools, technologies, products and services to support small businesses with becoming digital, including offerings tailored for the tourism sector.

Qualmark digitalisation support

29. Qualmark is providing its digitalisation support through its Tourism Advisory Support Service. As of 16 September 2020, 164 operators have registered to this service.

30. Qualmark expects significantly more operators to register following the joint announcement which will make clear that the service is available to both Qualmark members and non-members.

31. Qualmark has appointed a number of industry specialists to provide a series of workshops and one-on-one advice. The industry specialists will work alongside clients in the tourism sector in the key areas of strategic digital marketing, Search Engine Optimisation (SEO), organic growth, website performance and online booking system audits, online advertising and paid media, social media content and creation, conversion optimisation, lead generation and measuring success.

Tourism Transitions Programme

Support provided through the Qualmark network

32. Qualmark has received \$5 million to establish a free advisory service, the Tourism Advisory Support Service (TASS), to support tourism businesses as they navigate the impacts of COVID-19.

33. As of 16 September 2020, 916 tourism operators had accessed the TASS through Qualmark. When registering, tourism operators are asked to indicate what type of support they require (multiple selections of support type are allowed), a breakdown of which is below:

Support Type Required	No. of operators
Strategic planning or advice	605
Pivoting to domestic products and services	483
Digital capability	470
Business continuity	425
Cash flow	273
Financial management	266
Management advice	220
Leadership	147
Restructuring	132
Hibernating	85

Support provided through the Regional Business Partners Network (RBPN)

34. The RBPN has received \$10 million to support small-medium tourism businesses impacted by COVID-19 to get expert advice. The RBPN has provided eligible businesses with full-funded vouchers to purchase business advisory support. The value of the vouchers are up to a maximum of \$5,000 per business.
35. As of 8 September 2020, the Tourism Transitions Programme has enabled 530 companies to be supported through the RBPN. The total value of vouchers distributed so far amounts to \$1,793,520.

Spike in support accessed through RBPN

36. The number of businesses accessing support through the RBPN has seen a spike in the past week, with 102 new businesses accessing \$0.35 million in support. When comparing uptake across regions, Otago has been consistently high since the programme was announced two months ago.

Support provided through New Zealand Māori Tourism (NZMT)

37. NZMT was allocated \$2 million from the Tourism Transitions Programme. As of 12 September 2020, 144 Māori tourism businesses have been supported through NZMT.
38. The funding is being utilised as an extension of the COVID-19 Māori Business Response. The Tāpoi service has been providing ongoing support to Māori tourism businesses through marketing, specialist tourism advice, health and safety audits, mentoring, back office support, regional and cluster marketing initiatives, bespoke support for regional COVID-19 Alert Level changes, and digital solutions.

Regional Events Fund

39. The \$50 million Regional Events Fund (the REF) is designed to stimulate domestic tourism and travel between regions through holding events. It intends to support the tourism and events sector, and replace some spend from international visitors as a result of COVID-19.

Details released on the REF

40. On 10 September 2020, the Minister of Tourism provided details on the REF to the media. This included information on the funding amounts for each regional grouping, as well as how and when regions can expect to receive funding.
41. Prior to the announcement, MBIE officials worked with Regional Tourism New Zealand (RTNZ) to develop the design of the REF, including the mechanisms for delivering funding, how regions could access funding and the respective roles and responsibilities of regional stakeholders and MBIE. These details were also presented to RTOs prior to the announcement on 10 September, and representatives from the events sector on 11 September 2020.
42. This information was subsequently published on MBIE's website on 14 September 2020.

Positive reception from sector organisations

43. Both RTNZ and Conventions and Incentives New Zealand (CINZ) have responded positively to the REF in public arenas. Both support the funding amounts going to each grouping, along with the purpose and design of the fund. We are, however, aware that some regions with predominantly domestic markets are not happy that larger regions, including Auckland and Northland, received the most funding. Officials are working with these regions to clarify that

the purpose of the funding is to support those regions most impacted by the downturn of international visitors.

TRENZ: Funding from the REF

44. Tourism Recovery Ministers agreed to allocate \$2 million from the REF to support TRENZ, with Tourism New Zealand (TNZ) tasked to work in partnership with Tourism Industry Aotearoa (TIA) on the event. TNZ has held a number of constructive meetings with TIA to discuss next steps, with the objectives of Tourism Recovery Ministers in mind. A project team has been established and will work collaboratively to determine the most fit for purpose evolution of TRENZ for all parties involved.

Next steps

45. Officials will work with RTNZ over the coming weeks to develop an investment plan guidance and template, as well as the approach to 'sense-checking' investment plans with RTNZ. We are also attending a RTNZ workshop on 15 October, where we will provide detailed support to RTOs around the development of their investment plan.
46. At this stage, our intention is for investment plans to be submitted, assessed and published in November 2020, with funding agreements negotiated in December 2020.
47. MBIE officials are separately progressing work to develop a Memorandum of Understanding with TNZ, which once finalised will enable funding to be released for TRENZ. TNZ have advised that a part of this work will likely involve undertaking market research to understand what will be needed for TRENZ to be effective in delivering results from both domestic and international audiences (previously, the event has focussed only on the international audience).

Additional funding for New Zealand Māori Tourism

48. The \$10 million fund delivery through New Zealand Māori Tourism (NZMT) is making good progress. This includes:

- supporting iwi and SMEs to complete regional plans
- providing business advice regarding the selling and purchase of tourism assets
- education packages developed for s 9(2)(ba)(i) businesses, with more regional packages in development
- facilitating the s 9(2)(ba)(i) Food Tourism Package, and a new tourism experience in s 9(2)(ba)(i)
- developing a tourism capability strategy, as well as a cultural wealth framework (January 2021 completion date)
- updating the Māori Tourism Benchmark Study (October 2020 completion date), as well as having completed a Māori Tourism survey in partnership with the Treasury.

49. An additional \$1 million from this allocation has been tagged for the Tāpoi service (as discussed in paragraph 38), if required.

Department of Conservation (DOC) Concession Fee Waiver

50. DOC has now completed the processing of all credit notes. Where a credit note has resulted in a refund to a concessionaire, this has occurred, with the exception of those

concessionaires who are yet to provide bank account details. DOC is following up individually with those concessionaires.

51. Regular communications are reminding concessionaires to get in touch if they have any queries about their particular circumstances. Operators still need to complete activity return information to ensure the continuation of monitoring and reporting (e.g. visitor numbers).

New Zealand Tourism Futures Taskforce

52. The New Zealand Tourism Futures Taskforce (the Taskforce) has met weekly via Zoom to discuss their progress on actions to date, engagement with the tourism system and the levers and actions needed to achieve outcomes for major change in the tourism system.

Policy support for draft report

53. The Taskforce Secretariat is coordinating appropriate policy support for the Taskforce process, including drafting the outline of the Taskforce report and creating a system map for tourism. The Taskforce recommendations will be formulated in a draft report which is due with Tourism Recovery Ministers in December 2020.

Invitation to contribute

54. The Taskforce opened up an 'invitation to contribute' process on 1 September 2020, which will run until 22 September 2020. This invites submissions from interested parties.

Advisory Group workshop

55. The Taskforce's Advisory Group attended its first workshop via Zoom on 4 September 2020. The Advisory Group discussed their expectations and aspirations for the process and the vision work completed by the Taskforce. The Group also envisioned long-term goals and outcomes for the tourism system, and explored the challenges and barriers to achieving these goals.

Queries relating to Tourism Recovery Package

56. There have been a high number of media queries, Ministerial correspondence, and Official Information Act (1982) requests relating to the Tourism Recovery Package. These queries come from a range of people and the majority of them are STAPP related.

57. The three main groups of people who making STAPP queries include:

- those that did not apply, as they did not think they would be eligible
- those that did apply but were not eligible
- those that were eligible, but based on their ranking did not receive funding offers

58. To help manage these queries, 11 briefings to Tourism Recovery Ministers have been proactively released on the MBIE website. These include briefings from May 2020 to July 2020, following the STAPP process from the development of the eligibility criteria through to a full assessment of applications. MBIE officials also intend to release further briefings, in consultation with the office of the Minister of Tourism and relevant agencies.

Annexes

Annex One: STAPP Businesses Funding Status (14 September 2020)

Annex Two: STAPP Māori Businesses Funding Status (14 September 2020)

Annex Three: STAPP Regional Tourism Organisations Funding Status (14 September 2020)

Annex Four: Inbound Tour Operator Funding Status (16 September 2020)

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Annex One: STAPP Businesses Funding Status (14 September 2020)

Business Trading Name	Offer of Funding Received?	Contract Status	Funding Paid to Date
Abel Tasman Sea Shuttles	Yes	Sent to Recipient	\$0.00
Abel Tasman Soul Ltd (Abel Tasman Kayaks)	Yes	Active	\$250,000
Air Milford	Yes	Active	\$250,000
Air Safaris	Yes	Active	\$250,000
AJ Hackett Bungy NZ	Yes	Active	\$1,350,000
Alpine Guides Aoraki	Yes	Active	\$60,000
Alpine Helicopters/Minaret Station/Southern Lakes Heliski	Yes	Active	\$208,000
Art Deco Trust	Yes	Active	\$158,500
Auckland Art Gallery Toi o Tamaki	Yes	Sent to Recipient	\$0.00
Auckland Seaplanes	Yes	Active	\$180,000
Auckland Zoo Te Whare Kararehe o Tamaki Makaurau	Yes	Sent to Recipient	\$0.00
Backcountry Helicopters	Yes	Active	\$237,500
Black Cat Cruises	Yes	Active	\$250,000
Buried Village of Te Wairoa	Yes	Sent to Recipient	\$0.00
Cardrona and Treble Cone (Wayfare Group)	Yes	Sent to Recipient	\$0.00
Caveworld	Yes	Sent to Recipient	\$0.00
Christchurch Adventure Park	Yes	Active	\$193,500
Christchurch Tram and Punting on the Avon	Yes	Sent to Recipient	\$0.00
Discover Waitomo	Yes	Active	\$0.00
Dive! Tutukaka	Yes	Active	\$250,000
Dolphin and Albatross Encounter	Yes	Active	\$225,000
Doubtful Sound (Wayfare Group)	Yes	Sent to Recipient	\$0.00
Driving Creek	Yes	Sent to Recipient	\$0.00
Explore	Yes	Active	\$250,000
Fiordland Expeditions Limited	Yes	Sent to Recipient	\$0.00
Forgotten World Adventures	Yes	Active	\$55,000
Fox Glacier Guiding	Yes	Sent to Recipient	\$0.00
Fullers Great Sights	Yes	Sent to Recipient	\$0.00
Glenbrook Vintage Railway	Yes	Sent to Recipient	\$0.00
Glenorchy Air	Yes	Active	\$198,000
Heliservices NZ	Yes	Sent to Recipient	\$0.00
Highlands Motorsport Park	Yes	Sent to Recipient	\$0.00
Howick Historical Village	Yes	Active	\$250,000
Huka Prawn Park	Yes	Sent to Recipient	\$0.00
INFLITE	Yes	Active	\$250,000
International Antarctic Centre (Wayfare Group)	Yes	Sent to Recipient	\$0.00
JUCY Cruise	Yes	Active	\$250,000
Kaikoura Kayaks	Yes	Active	\$125,000
Kaiteriteri Kayaks	Yes	Sent to Recipient	\$0.00
Kiwi Cave Rafting	Yes	Sent to Recipient	\$0.00
Kiwi Journeys	Yes	Active	\$140,000
Kiwi North	Yes	Sent to Recipient	\$0.00
KJet	Yes	Active	\$250,000
Lake Taupo Cruises	Yes	Active	\$62,500
Lakeland Queen	Yes	Active	\$125,000
Larnach Castle Limited	Yes	Sent to Recipient	\$0.00
Maniototo Curling International Inc.	Yes	Sent to Recipient	\$0.00
Marahau Sea Kayaks Ltd	Yes	Sent to Recipient	\$0.00
Marahau Water Taxis Ltd	Yes	Sent to Recipient	\$0.00
Milford Sound (Wayfare Group)	Yes	Sent to Recipient	\$0.00
Milford Sound Tourism	Yes	Sent to Recipient	\$0.00
Monarch Wildlife Cruises and Tours	Yes	Active	\$157,000
National Aquarium of New Zealand	Yes	Sent to Recipient	\$0.00
National Kiwi Hatchery	Yes	Sent to Recipient	\$0.00
Natures Wonders	Yes	Sent to Recipient	\$0.00
New Zealand Maritime Museum Hui Te Ananui A Tangaroa	Yes	Sent to Recipient	\$0.00
NZ Ski	Yes	Opted out of Grant	\$0.00
Oamaru Penguin Colony	Yes	Active	\$237,032

Omaka Aviation Heritage Centre	Yes	Active	\$122,000
Orakei Korako Cave & Thermal Park	Yes	Active	\$223,000
Orana Wildlife Park	Yes	Sent to Recipient	\$0.00
Otago Museum	Yes	Active	\$250,000
Otorohanga Kiwi House	Yes	Sent to Recipient	\$0.00
Outback New Zealand (Nomad Safaris / Info & Track / Info & Snow)	Yes	Active	\$250,000
Over the Top	Yes	Active	\$250,000
Penguin Place Limited	Yes	Active	\$250,000
Polynesian Spa	Yes	Active	\$250,000
Pukaha National Wildlife Centre	Yes	Active	\$150,000
Puzzling World	Yes	Active	\$250,000
Rainbows End Theme Park	Yes	Sent to Recipient	\$0.00
Rakiura Stewart Island (Wayfare Group)	Yes	Sent to Recipient	\$0.00
River Valley	Yes	Sent to Recipient	\$0.00
Rotorua Canopy Tours	Yes	Sent to Recipient	\$0.00
Rover Tours Group Limited	Yes	Active	\$250,000
Royal Albatross Centre	Yes	Sent to Recipient	\$0.00
Salt Air	Yes	Active	\$250,000
Sand Safaris & Dune Riders	Yes	Active	\$250,000
SEA LIFE Kelly Tarlton's	Yes	Sent to Recipient	\$0.00
Shantytown Heritage Park	Yes	Active	\$150,000
Skydive Queenstown Ltd	Yes	Active	\$250,000
Skyline Queenstown	Yes	Active	\$250,000
Skyline Rotorua	Yes	Active	\$250,000
South Pacific Helicopters / Wings over Whales	Yes	Active	\$250,000
Southern Alps Air Limited	Yes	Active	\$250,000
Southern Discoveries	Yes	Sent to Recipient	\$0.00
Spellbound Glowworm and Cave Tour	Yes	Sent to Recipient	\$0.00
Taupo DeBretts Spa Resort	Yes	Active	\$250,000
Te Anau Glowworm Caves (Wayfare Group)	Yes	Sent to Recipient	\$0.00
Te Anau Helicopter Services	Yes	Active	\$250,000
Te Puia	Yes	Sent to Recipient	\$0.00
Tekapo Springs Limited	Yes	Sent to Recipient	\$0.00
The Arts Centre Te Matatiki Toi Ora	Yes	Active	\$250,000
The Duke of Marlborough Hotel	Yes	Active	\$250,000
The Hermitage Hotel and Glacier Explorers	Yes	Sent to Recipient	\$0.00
The Kauri Museum	Yes	Active	\$175,000
Totally Tourism	Yes	Active	\$250,000
Transport World	Yes	Sent to Recipient	\$0.00
True South Flights	Yes	Active	\$250,000
TSS Earnslaw and Walter Peak (Wayfare Group)	Yes	Sent to Recipient	\$0.00
Ultimate Hikes - Milford Track, Routeburn Track, Greenstone Track Guided Walks	Yes	Opted out of Grant	\$0.00
Velocity Valley	Yes	Active	\$100,000
Volcanic Air	Yes	Active	\$250,000
Waitomo Adventures	Yes	Active	\$175,000
Wellington Zoo	Yes	Active	\$0.00
West Coast Wildlife Centre	Yes	Active	\$250,000
Westcoast Treetop Walk and Café	Yes	Sent to Recipient	\$0.00
Whale Watch Kaikoura		Active	\$375,000
Wilkin River Jets	Yes	Active	\$143,236
Wilson's Abel Tasman National Park Ltd	Yes	Sent to Recipient	\$0.00
Zealandia	Yes	Active	\$250,000
Ziptrek Ecotours	Yes	Sent to Recipient	\$0.00
Zorb Rotorua	Yes	Active	\$75,000
Total:			\$13,650,268

Annex Two: STAPP Māori Businesses Funding Status (14 September 2020)

Business Trading Name	Offer of Funding Received?	Contract Status	Funding Paid to Date
Dark Sky Project	Yes	Sent to Recipient	\$0.00
Dart River Safaris	Yes	Active	\$225,000
Footprints Waipoua	Yes	Active	\$195,300
Franz Josef Glacier Guides and Glacier Hot Pools	Yes	Sent to Recipient	\$0.00
Kāpiti Island Nature Tours	Yes	Active	\$250,000
Ko Tāne	Yes	Active	\$102,000
Kohutapu Lodge and Tribal Tours Limited	Yes	Active	\$244,142
MDA Experiences	Yes	Sent to Recipient	\$0.00
Mitai Māori Village	Yes	Sent to Recipient	\$0.00
Ngāti Awa Tourism Limited & Te Mānuka Tūtahi Marae	Yes	Active	\$250,000
Tamaki Māori Village	Yes	With Legal	\$0.00
Te Hana Te Ao Marama	Yes	Active	\$105,000
Waewae Pounamu	Yes	Active	\$160,000
Waimangu Volcanic Valley	Yes	Active	\$250,000
Waimārama Maori Tours	Yes	Sent to Recipient	\$0.00
Waiotapu Thermal Wonderland	Yes	Sent to Recipient	\$0.00
Wanaka River Journeys	Yes	Active	\$165,101
Whakarewarewa - The Living Māori Village	Yes	Active	\$250,000
Total:			\$2,196,543

Annex Three: STAPP Regional Tourism Organisations Funding Status (14 September 2020)

Business Trading Name	Offer Received?	Contract Status	Funding Paid
Northland Inc. Limited	Yes	Signed and paid in full	\$700,000 + GST
Auckland Tourism Events and Economic Development	Yes	Negotiating contract	\$0.00
Destination Coromandel Trust	Yes	Signed and paid in full	\$700,000 + GST
Hamilton & Waikato Tourism	Yes	Signed and paid in full	\$700,000 + GST
Trust Tairāwhiti Ltd	Yes	Sent to recipient	\$0.00
Western Bay of Plenty Tourism and Visitors Trust (Operating as: Tāpoi Te Moananui ā Toi Tourism Bay of Plenty)	Yes	Signed and paid in full	\$700,000 + GST
Hawke's Bay Tourism	Yes	Signed and paid in full	\$700,000 + GST
Visit Ruapehu	Yes	Signed and paid in full	\$700,000 + GST
Destination Lake Taupō Trust (Destination Great Lake Taupō - DGLT)	Yes	Signed and paid in full	\$700,000 + GST
Rotorua Economic Development Limited	Yes	Signed and paid in full	\$1,000,000 + GST
Venture Taranaki Trust	Yes	Signed and paid in full	\$700,000 + GST
Whanganui and Partners Ltd	Yes	Signed, to be paid on 17/09/2020	\$0.00
Central Economic Development Agency Ltd	Yes	Signed and paid in full	\$700,000 + GST
Destination Wairarapa	Yes	Signed and paid in full	\$400,000 + GST
Wellington Regional Economic Development Agency Ltd	Yes	Signed and paid in full	\$1,000,000 + GST
Nelson Regional Development Agency	Yes	Signed and paid in full	\$700,000 + GST
Destination Marlborough	Yes	Signed and paid in full	\$700,000 + GST
Development West Coast	Yes	Signed and paid in full	\$400,000 + GST
Destination Kaikōura	Yes	Signed and paid in full	\$400,000 + GST
Hurunui Tourism	Yes	Signed and paid in full	\$400,000 + GST
ChristchurchNZ Ltd	Yes	Signed and paid in full	\$1,000,000 + GST
ChristchurchNZ Ltd (on behalf of Mackenzie District Council)	Yes	Signed and paid in full	\$400,000 + GST
Venture Timaru Ltd	Yes	Signed and paid in full	\$400,000 + GST
Tourism Waitaki Limited	Yes	Signed and paid in full	\$400,000 + GST
Dunedin City Council	Yes	Negotiating contract	\$0.00
Lake Wanaka Tourism Inc	Yes	Signed and paid in full	\$700,000 + GST
Central Otago District Council	Yes	Signed and paid in full	\$700,000 + GST
Destination Queenstown Incorporated	Yes	Signed and paid in full	\$1,000,000 + GST
Destination Fiordland Incorporated	Yes	Signed and paid in full	\$400,000 + GST
Clutha Development Incorporated	Yes	Signed and paid in full	\$400,000 + GST
Great South	Yes	Signed and paid in full	\$700,000 + GST
Total:			\$17,400,000

Annex Four: Inbound Tour Operator Funding Status (16 September 2020)

Business Trading Name	Offer Received?	Status	Funding Paid	
s 18(d)	Yes	Completing due diligence checks	\$0.00	
	Yes	Completing due diligence checks	\$0.00	
	Yes	Completing due diligence checks	\$0.00	
	Yes	Completing due diligence checks	\$0.00	
	Yes	Waiting on documentation from ITO	\$0.00	
	Yes	Completing due diligence checks	\$0.00	
	Yes	Completing due diligence checks	\$0.00	
	Yes	Completing due diligence checks	\$0.00	
	Yes	Completing due diligence checks	\$0.00	
	Yes	Completing due diligence checks	\$0.00	
	Yes	Completing due diligence checks	\$0.00	
	Yes	Completing due diligence checks	\$0.00	
	Yes	Completing due diligence checks	\$0.00	
	Yes	Completing due diligence checks	\$0.00	
	Yes	Waiting on documentation from ITO	\$0.00	
	Yes	Completing due diligence checks	\$0.00	
	Yes	Completing due diligence checks	\$0.00	
	Yes	Waiting on documentation from ITO	\$0.00	
	Yes	Completing due diligence checks	\$0.00	
	Yes	Completing due diligence checks	\$0.00	
	Yes	Completing due diligence checks	\$0.00	
		Total:		\$0.00

RELEASED UNDER THE OFFICIAL INFORMATION ACT