

# Distinction Hotel

30 August - 1 September 2018



VALGROUP  
CONFERENCE  
2018

Palmerston North



“ Enabling member firms to provide superior service and to grow in a vibrant supportive network. ”

Mission Statement



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# Conference Format

ValGroup is proud to be a progressive and cooperative group of professional valuation practices that enjoys professional and friendly collegiality. As a group we endeavour to provide the best possible service and advice to our clients, utilising the expertise of our members.

As Registered Valuers we need to maintain our continued professional development in order to retain the personal qualities and skill necessary for the execution of our professional and technical duties while staying abreast of current trends and understanding our professional environment.

With this in mind, the theme of this year's conference is "Turbo boost our Business" and how the provinces remain relevant as individuals, as staff members, owners and members of both the ValGroup organization and the wider PINZ community.

We are delighted with the quality of our guest speakers as part of this year's conference. They have expertise in their relevant fields and will provide an interesting 'take' on their respective professions.

Please note that this year's conference will officially start at 3.30pm on Thursday 30 August 2018 and will finish at 11.30am on Saturday 1 September 2018. Registration for the conference will be open from 2.00pm at the Distinction Hotel - Carlton One Conference Room.

ValGroup members full conference programme will vary as attached separately.

On behalf of the team at Morgans Property Advisors we welcome you to the Mighty Manawatu and look forward to seeing you all at this year's conference.

Paul Leogreen  
Morgans Property Advisors (Director)

**Full  
attendance at  
conference is  
worth 14 CPD  
points**

# Conference Venue

## Distinction Hotel

▶ Carlton One Conference Room  
175 Cuba Street, Palmerston North



# Conference Location

## This year's ValGroup Conference will be based in Palmerston North, Manawatu

This year's ValGroup Conference will be based in Palmerston North.

Palmerston North is the geographical centre of New Zealand and over one million people live within a three-hour (250km) radius. As a result, our region is New Zealand's logistics hub.

Palmerston North has a young population (87,000) compared to the rest of New Zealand and this is reflected by the City's educational strengths and the presence of two

major New Zealand Defence Force bases in the Region (Linton and Ohakea).

We also have world leading ag- tech centres and are the home of FoodHQ. Palmerston North is a premiere shopping destination for the Lower North Island.

We have an iconic central city 'Square' with a wide array of cafes, bars and restaurants, premier shopping including "The Plaza" which has more than 100 shops under one roof. A wide range of brand name and boutique stores can be visited in this area.

Palmerston North is an established city with many tree lined streets.

Residential development ranges from older historic homes through to modern architecturally designed residences.

The Manawatu Golf club is the oldest golf course in New Zealand and enjoys Championship status hosting New Zealand's top Professional and Amateur events including the NZPGA.

The Esplanade has leafy walkways and renowned rose gardens for a pleasant stroll. The Wildbase Recovery Centre is close to completion and will be the rehabilitation centre for New Zealand's only dedicated wildlife hospital with world leading care by Massey University's veterinary staff.

Feilding is rural town some 16 kilometres from Palmerston North and it has been awarded "NZ's most beautiful town" 16 times.

Fridays see the weekly stock sales and farmers market bring in a large number of people creating a vibrant and pleasant atmosphere.

Manawatu enjoys amazing natural scenery with many walking tracks and scenic routes. The Apiti Windfarm and Gorge Walk are two such examples.



# Accommodation

ValGroup has some 30 rooms available for ValGroup members at the Distinction Hotel.

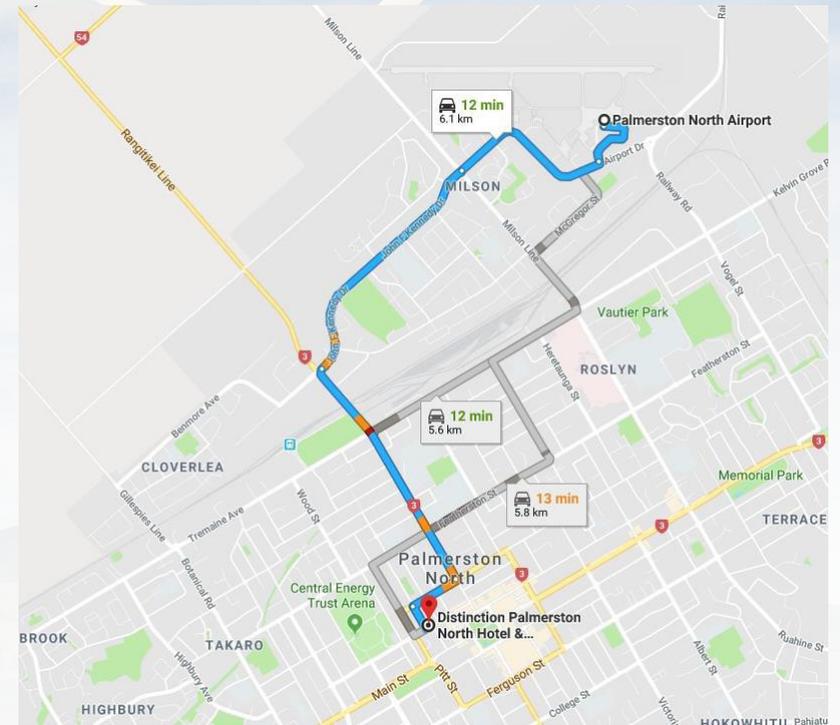
Room Rates are;

\$139.00 – Room Only

\$155.00 – bed and breakfast on single occupancy

\$179.00 – bed and breakfast on twin/double occupancy

## Alternate accommodation



### Hotel Coachman

▶ 140 Fitzherbert Avenue  
Palmerston North

Phone: 06-356 5065

Email:  
res@coachman.co.nz

Website  
www.coachman.co.nz

### BKS Motor Lodge

▶ 102 Cuba Street  
Palmerston North

Phone: (06) 353 5995

Email  
info@bkspalmerstonnorth.co.nz

Website  
www.bkspalmerstonnorth.co.nz/

### Cornwall Motor Lodge

▶ 101 Fitzherbert Avenue  
Palmerston North

Phone: 06) 354 9010

Email  
info@bkspalmerstonnorth.co.nz

Website  
www.bkspalmerstonnorth.co.nz

### Copthorne Hotel

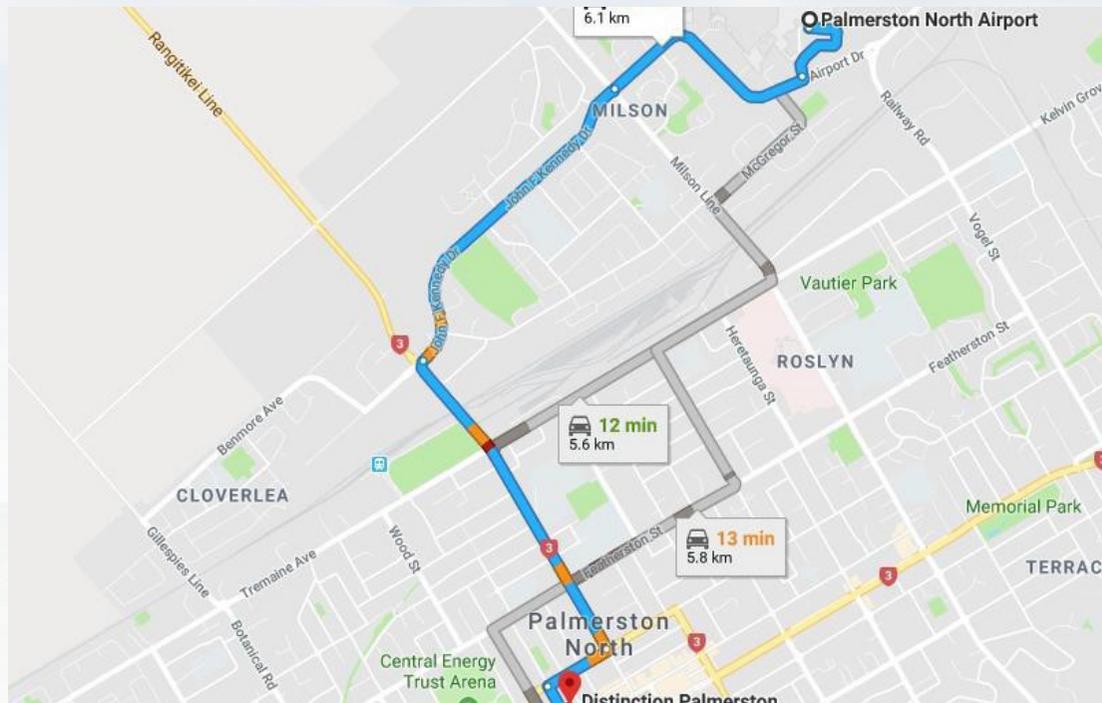
▶ 110 Fitzherbert Avenue  
Palmerston North

Phone: +(06) 356 8059

Email  
copthorne.palmerston@  
millenniumhotels.co.nz

Website  
www.millenniumhotels.com

# Travel to & around Palmerston North



## Driving from the Airport

If you haven't had the pleasure of visiting Palmerston North previously, the city has regular flights operated by Air New Zealand daily from the main centres.

The airport is situated on the northern periphery of the city and is some 6.0 kilometres from the Distinction Hotel (10 minutes by car)

Rental car hire and/or taxis are available from the airport.

PN Taxis (06) 355 5333  
Gold & Black Taxis (06) 355 5108

# Conference Programme

## Thursday 30 August, 2018

▶ Carlton One Conference Room  
Distinction Hotel, 175 Cuba Street, Palmerston North

**2.30pm - 3.30pm**  
Directors Meeting

**3.30pm - 3.40pm**  
Welcome & House Keeping

**3.40pm - 5.30pm**  
ValGroup AGM and Systems & Technology  
Presentation/Discussion

**5.45pm - 7.00pm**  
ICE BREAKER DRINKS  
Bar One7five (in the Distinction Hotel)

**7.15pm**  
Dinner (optional)  
Cafe Cuba - 236 Cuba Street

## Friday 31 August, 2018

▶ Carlton One Conference Room  
Distinction Hotel, 175 Cuba Street, Palmerston North

**8.00am**  
Registration Desk Opens

**8.30am**  
David Todd (MC) opens Conference

## Friday 31 August, 2018 (Cont/-)

**8.45am - 9.00am**  
Grant Smith - Mayor  
*Welcome to Palmerston North*

**9.05am - 9.30am**  
Blair Dyer - Austinsure  
*PI Cover - Postive Claim outcomes and Why?*

**9.35am - 10.20am**  
Andrew Watters - MyFarm  
*Corporate Farm Investment*

**10.20am - 10.40am**  
Morning Tea

**10.45am - 11.35am**  
Oliver Kirk - Central Demolition  
*Demolition Costs & Asbestos Management*

**11.40am - 12.35pm**  
Cameron Lawes - Resolution Chambers  
*Providing compelling expert evidence*

**12.35pm- 1.30pm**  
Lunch - In House

**1.30 - 2.30pm**  
Iain Lees-Galloway - MP for Palmerston North  
*Politics - A Provincial Focus*

**2.35pm - 3.30pm**  
David Murphy - PNCC  
*City Planning & Roading*

## Friday 31 August, 2018 (Cont/-)

**3.30pm - 3.50pm**  
Afternoon Tea

**3.50pm - 4.45pm**  
Laurie Sharp - ASB Bank  
*Business - The changing landscape*

**5.00pm - 6.30pm**  
Post Conference Drinks

**6.45pm - 11.00pm**  
ValGroup 'Call Me Loyal' themed Dinner  
Orlando Country  
'Best Creative Bucket Head'

*Please meet in the hotel lobby for the bus to the venue.*

## Saturday 1 September, 2018

**8.30am - 9.30am**  
Breakfast - Distinction Hotel

**9.30am - 10.10am**  
Carlton One Conference Room  
Guest Speaker - Simon van Velthooven

**10.30am - 11.30am**  
Visit to Morgans Property Advisors  
Level 2, 65 Rangitike Street

**11.30am**  
Conference Ends

*Thanks to our sponsors for  
Ice Breaker Drinks, 2018*

**AUSTINSURE**  
BE SURE OF YOUR INSURANCE

# Partner's Programme

Thursday 30 August, 2018

▶ **2.00pm - 5.30pm**  
Own arrangements

**5.45pm - 7.15pm**  
ICE BREAKER DRINKS  
Bar One7five (in the Distinction Hotel)

**7.15pm**  
Dinner (optional)  
Cafe Cuba - 236 Cuba Street



Friday 31 August, 2018

▶ **9.30am**  
Meet bus at Distinction Hotel entry

**9.45am - 3.30pm**  
Enjoy the 'coffee' story at Arrosta Coffee – from the background of growing, processing and roasting the beans, then taste a variety of coffees and learn how to "make your own".

Travel out of Palmerston North to 'The Herb Farm' for lunch and a fun 'hands on' workshop about the wholly natural skin care products made there.

Create your very own personalised skin care cream.

Back into the city and the Victoria Esplanade and hopefully visit the newly completed Wildbase Recovery Centre.

**3.30pm**  
Return to Distinction Hotel for the remainder of the afternoon at your leisure. Enjoy the city shopping, or visit the Te Manawa Museum.

**6.45pm - 11.00pm**  
ValGroup 'Call Me Loyal' themed Dinner  
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'Best Creative Bucket Head'

Saturday 1 September, 2018

▶ **8.30am - 9.30am**  
Breakfast - Distinction Hotel

**9.30am - 10.10am**  
Carlton One Conference Room  
Guest Speaker - Simon van Velthooven

**10.10am**  
Own arrangements





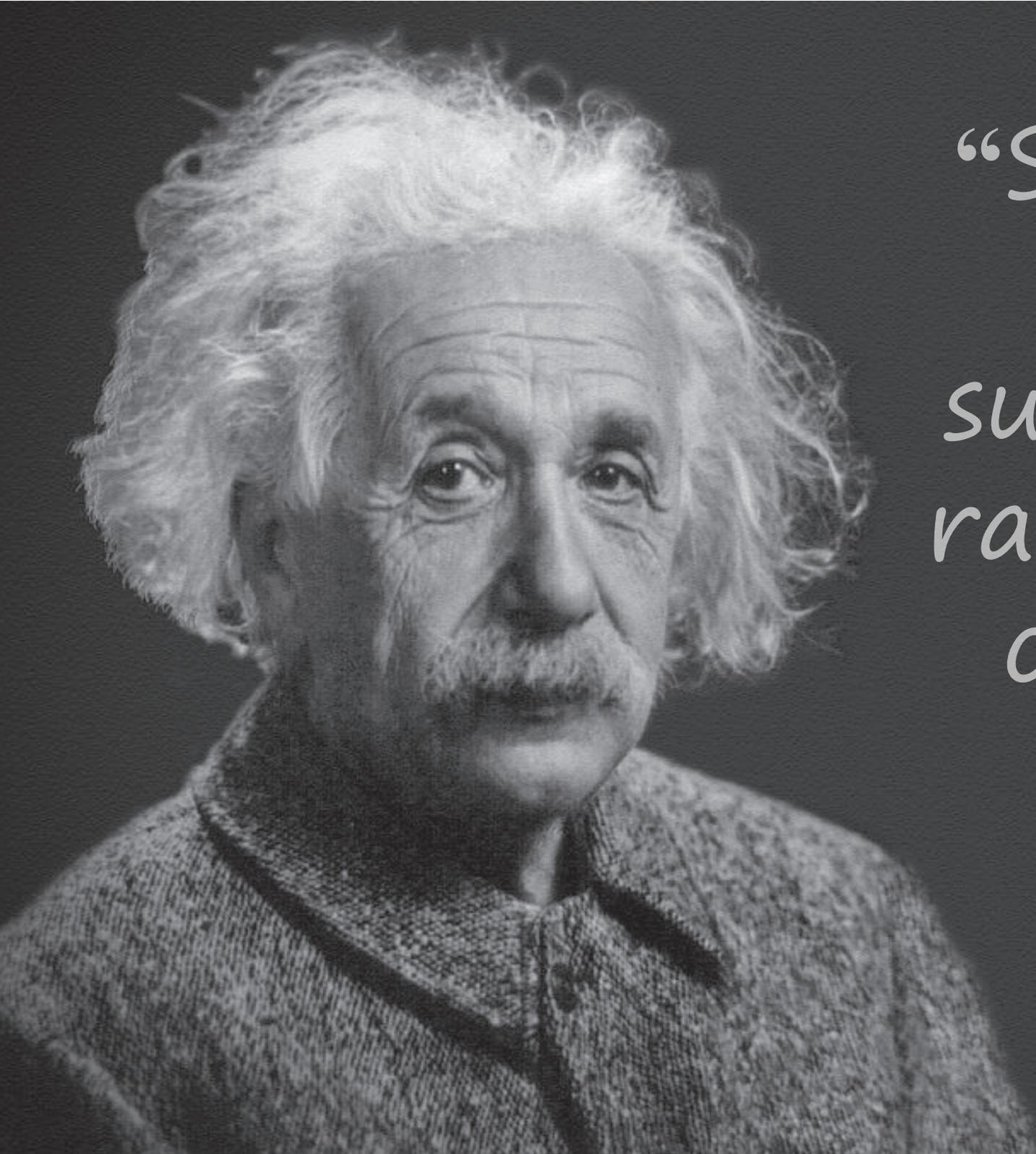
# Dinner Theme - Orlando Country

## “Call me Loyal”

Dress up in your favourite supporter's colours

Beat the Manawatu “Bucketheads”

Create your own masterpiece!!



*“Strive not  
to be a  
success, but  
rather to be  
of value.”*

**Albert Einstein**



# ValGroup Speaker's 2018



## David Todd - 'Toddy Talks' Conference MC

Originally from a Sheep and Cattle farm in Central Hawke's Bay, David is married to Susanna, with 3 adult children, one of whom is now in the Valuation profession. He is Hawke's Bay based and lives on an apple orchard which is leased out.

As a presenter, something he has done professionally since 1991, David's style is both entertaining and thought provoking. His ongoing involvement with self-development programmes dating back to 1987 provides him with a wide range of anecdotes to draw on.

David is degree qualified from Lincoln College (B Com Ag Valuation/Farm Management) and completed just over 2 decades in Rural Banking in Gisborne, Napier, Thames, Palmerston North and in National roles based in Hawke's Bay.

Also known as "Toddy", he left banking in 2011 and established "Toddy Talks". Since then his clients include, among others, Silver Fern Farms, Landcorp, Harcourts, Simcro, Mission Estate Winery, Miller Creative, PSI Brands, Lawlink and The Cardrona Distillery.

He fulfils roles as MC, Speaker, Facilitator and Trainer. This year will be his fifth with us at the ValGroup conference; fourth as MC.

He takes an active interest in his children's and school activities. He was previously a BOT rep for 10 years (and Chairperson). David also assists with specific charities and enjoys water sports and tennis. He completed a Directors Course run by the NZ Institute of Directors, holds an Advisory Board position for a large farming business and is a facilitator for the Rural Support Trust



## Grant Smith

### Mayor of Palmerston North

“It is a great honour to be Mayor of Palmerston North - we have a smart, young workforce, our economy is growing, our centralised location is advantageous, and we are becoming a more diverse city - We are on the cusp of something special”.

Grant Smith is the Mayor of Palmerston North. He was first elected to Council in 2013 and elected Mayor in a by-election in 2015.

He has an extensive background managing small to medium sized business and has managed multiple sporting events.

Grant has served on the boards of Te Manawa, The Manawatu Rugby Union, The New Zealand Rugby Museum, Central Squash and The New Zealand Squash Hall of Fame.

Palmerston North is home to 87,000 people, and a further 20,000 people commute to the city from neighbouring districts to work. The city is both young and smart with an average age of 33 years it also has the highest number of residents with PhDs

in New Zealand and has the highest concentration of scientists, researchers and in Australasia.

Grant is committed to the city’s new vision “Small city benefits, Big city ambition”. This reflects the value we all place on the great quality of life, community spirit, and affordable access to services that come with being a small city, as well as our ambition to have the opportunities larger cities offer. He believes that unlocking these opportunities calls for well-planned growth and sustainable management of our infrastructure resources.



## Blair Dyer

### Austinsure Ltd

As Professional Liability Manager, Blair works with clients to fully understand their risks and insurance requirements. He provides recommendations on insurance solutions, negotiates and arranges cover, and manages claims. He is also responsible for the development of customised liability insurance solutions and policy coverage.

Blair's eye is firmly on the individual needs of the client's business. He focuses on identifying and understanding risks and developing the most appropriate response from the insurance market to help his client protect against those risks.

Blair has nearly 30 years of experience, including six with Austinsure. Prior to his current role, Blair was Professional Liability Manager for an insurer leading a team of 10 underwriters. He brings significant experience working in the fire and general insurance sector with a particular interest in liability, and products for professional services.

Blair particularly enjoys a challenge and often succeeds in getting cover for hard-to-insure risks or getting difficult claims paid.

As well as working with Austinsure clients, Blair assists other insurance brokers, insurance lawyers and insurers with liability issues

He has a Bachelor of Commerce degree in Economics and a Graduate Diploma in Marketing Management.

Outside of work, Blair enjoys spending time with his family and is a keen judge of good coffee.

#### Specialty

- **Liabilities insurance**
- **Professional indemnity**
- **Custom liability solutions**
- **Professional services**



## Andrew Watters

### MyFarm

Andrew has extensive experience at both practical farming and corporate management. He began his career as a farm consulting officer for the then NZ Dairy Board. He then joined the former Kiwi Cooperative Dairies (a forerunner to Fonterra) as milk supply manager and then farm services manager, responsible for 120 staff.

In 1998 Andrew and his wife Alison went 50/50 sharemilking - in 2003 they won the New Zealand Sharemilker of the Year title. In 2004 Andrew completed a prestigious Nuffield Farming Scholarship studying "innovation" in the Northern Hemisphere. Today they own a dairy farm milking 600 cows on irrigated land in Wairarapa (North Island).

Andrew joined the MyFarm business part time in 2000 and became a partner in 2004 and Managing Director in 2007. He is one of two major partners and is currently CEO.

Under Andrew's leadership the investment team have consistently raised \$25 - \$60 million per annum for investment in quality Rural Investments whilst also developing an effective share sales service for those investors who want to exit their investment (liquidity has traditionally been an issue with investing in farm syndicates).

The MyFarm team now consists of more than 25 staff who raise capital and manage more than US\$500 million of farms including South Island dairy, North Island sheep and beef farms and a range of Pipfruit, Vineyard, Kiwifruit and rural commercial property investments.

Amongst a number of roles Andrew is; CEO and Executive Director of AGInvest Holdings, the parent of MyFarm Managing Director of ACF NZ Ltd – a JV business with Aquila Capital Farms Pte Ltd

Founding chairman and now director of Figured.com – a Farm Accounting and Financial Management software as a service package which works with Xero. Figured is in New Zealand, Australia, the US and is likely to launch in the UK in 2018. Figured has just completed a NZ\$7.5 million funding round and has the potential to drive on-farm profitability throughout the English-speaking world.

Nuffield and Industry Leadership Consortium Trustee.  
Andrew's passion for agriculture focuses at the intersection of farming and finance



## Oliver Kirk

### Central Demolition

As General Manager of Central Demolition, Oliver works across all aspects of the business from building client relationships, compliance, tendering for work, health and safety, overseeing the finances and forming part of the operational team.

Oliver has worked 10+ years at Opus International Consultants Limited (Opus) which has seen him in a number of roles including Infrastructure Project Management, Inhouse Legal and Commercial Manager Roles. The Project Management experience has mainly been in managing heavy electrical capital works projects, facilities management, and large civil / roading projects.

Oliver was the 2IC Legal Advisor at Opus providing advice to all the international territories including New Zealand, Australia, Canada and the UK. Oliver was heavily involved in managing the insurance portfolio, claims management and in compliance and risk management. The role also focused on reviewing and advising on commercial contracts.

Oliver has also been self employed, co-founding an Underground Infrastructure and Asset Management Consultancy, Reveal Infrastructure Limited. This role covered all aspects the business operation and commercial management as well as a governance role.

This business currently employs 17 staff based in Auckland, Hamilton, Wellington and Christchurch.

Over the last 18 months, Oliver has been working for Central Demolition, initially as a Consultant, but more recently in a permanent role as General Manager. The growth in this time has included investment in new plant and equipment, staff levels increasing from 16 to 32, and the establishment of satellite offices in Wellington, New Plymouth, Tauranga, Whakatane, Hamilton and Auckland. Oliver is very passionate and excited about the business and focusing on growing its North Island presence over the next 12-36 months.

Oliver has a Bachelor of Laws and B.Com (Major in Economics) from the University of Otago, which also included studying for 6 months at the University of Economics in Prague. Further study has included being admitted as a Solicitor and Barrister of the High Court of New Zealand and becoming a registered Company Secretary and a member of Governance New Zealand and the Institute of Directors.

Outside of work, Oliver has renovated a number of properties but the current focus is on entertaining his 4 kids and getting them outside, playing teams sports, skiing and a variety water sports.



## Cameron Lawes

### Resolution Chambers

Cameron Lawes is a Barrister based in Nelson.

He spent 15 years in London where he was a full equity partner in a large international law firm. He handled high profile litigation cases across a range of subject matters, with a particular focus on commercial property. He also held senior management roles including Chairing the firmwide strategy board and championing the firmwide real estate sector.

He then returned to New Zealand settling in Nelson where he set up a new Barristers Chambers, called Resolution Chambers.

Cameron is also a visiting law lecturer at the AUT, delivering a new course he has written on civil and commercial litigation to final year law students.

Away from the office, Cameron enjoys climbing mountains and running desert ultramarathons. In the last few years he has run multiday ultramarathons (250 km each) across the Sahara, Gobi, Atacama, Jordanian, Namibian and Simpson deserts.



## Iain Lees-Galloway

### MP for Palmerston North

Hon. Iain Lees-Galloway has been the Member of Parliament for Palmerston North since 2008, and in 2017 was appointed Minister for Workplace Relations and Safety, Minister of Immigration and Minister for ACC.

Born in South Auckland, Iain grew up with a farming family near Waiuku and then Hawkes Bay. After moving to Palmerston North to study at Massey University, he decided to stay and make the city his permanent home.

At university Iain became active in student politics, working to enhance services available to students. His advocacy and campaigning for change in his community led him to work for the New Zealand Nurses Organisation and join the Labour Party.

Iain held a variety of portfolios in Opposition and made a significant mark as spokesperson for Workplace Relations and Safety, successfully campaigning to end 'zero hour' contracts which led to New Zealand being one of the first countries to ban this type of exploitative employment arrangements.

Iain's priority as Minister for Workplace Relations and Safety, is for all working New Zealanders to enjoy a fair share of New Zealand's

prosperity and participate in safe and constructive workplaces.

In the Immigration portfolio, Iain is determined to achieve better economic growth by matching migrant skills to the regions and industries where they are needed most, and ending exploitation of migrant workers and students. Describing ACC as a national taonga, Iain aims to protect and enhance the scheme as New Zealand approaches the 50th anniversary of the Corporation.

Iain is married to Clare, an early childhood teacher, and they have three school-aged children.

- **Minister for Workplace Relations and Safety**
- **Minister of Immigration**
- **Minister for ACC**
- **Deputy Leader of the House**



## David Murphy

### City Planning Manager

David is a city planner with 18 years professional experience.

He has managed the Planning, Design and Environmental Policy team at Palmerston North City Council since 2009. His work at the Council covers a broad range of planning functions including strategic land-use planning, District Plan development, urban design, sustainability, transport planning, climate change, heritage, placemaking and development contributions.

David led the Palmerston North City Sectional District Plan Review, an 8 year project which is now drawing to a close. He has a keen interest in creative city-making and the role of planning in ensuring Palmerston North is well placed to compete for new talent and investment.

- **BRP (hons) & MNZPI City Planning Manager**
- **Palmerston North City Council**



## Laurie Sharp

### ASB Bank Limited

I started in banking 40 years ago, 24 with ASB, my current role is Head of Coaching and Development.

My prime focus is on people development, leadership and professional (emotional/soft) skills. These range from Coaching and Leadership, Presentation and Communication Skills, Negotiating, Networking, Changing Business Trends, Business Development etc.

I conduct seminars and workshops, 70% of which are to external clients, prospects or professionals as part of a programme of deepening relationships and increasing business development opportunities. The other part of my role is focussed on the development of our own people.

I work with the likes of The New Zealand Law Society, the Institute of Chartered Accountants, BDO, Deloitte, KPMG, Crowe Horwath, Coca Cola, Chambers of Commerce, Mitre 10 and so on.

Married to Kathie for almost 39 years, we have 3 adult children and 6 grandchildren.



“After claiming New Zealand’s first Cycling Track Sprint Olympic Medal in London, Simon was asked to trial, develop, and train the sailors for the Americas Cup Cyclor innovation.

After a lengthy trial and error period the cycle system was given the go-ahead and was one part of many outstanding innovations that helped the Team have a Yacht that raced like a Ferrari in Bermuda.

Simon will provide a behind the scenes look and talk on; the ETNZ campaign, what the team over came, the innovation and technology, and of course the team culture which allowed them to accomplish what they set out to do”

- **Olympic and World Championship Medallist**
- **Emirates Team New Zealand**
- **Proud Skoda NZ Ambassador**

## **Simon van Velthooven**

### **Guest Speaker**

# Contact Details

▶ Morgans Property Advisors, Palmerston North

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