

2020

 **PROPERTY
INSTITUTE**

ANNUAL REPORT



6,897

PEOPLE ATTENDED
NATIONAL AND
REGIONAL EVENTS



59

TOTAL NUMBER
OF ONLINE
EVENTS



4,927

TOTAL ATTENDANCE
AT LIVE ONLINE
EVENTS



951

TOTAL ATTENDANCE
AT FACE-TO-FACE
BRANCH EVENTS

PROPERTY INSTITUTE

The Property Institute of New Zealand represents close to 2,000 professionals who play an active role in New Zealand's property industry. Its members include valuers, property managers, property advisors, property consultants, as well as plant and machinery valuers who come from many sectors, be it local bodies, banks, insurance firms, large corporates, sole operators or small family businesses.

PINZ is a 'member first' organisation which strives to deliver high quality education, member value, competitive advantage and high quality industry insights to supporters, policy-makers and the broader public. While our individual communities are part of the PINZ family they all maintain their own unique identities, with bespoke education, support and services for professional members who share

our goal of elevating standards throughout the industry. Our members' aspirations for continuous professional learning and development guide the Property Institute in its strategy to deliver a wide range of events and education, including online learning, regional and national property networking opportunities, seminars with industry experts, recognised professional CPD, recognition and national awards, and a first-class annual conference – among some of its many initiatives.

The Property Institute also works on behalf of members to promote their interests with policy-makers, opinion shapers and other professional bodies. Through these efforts we seek to promote professionalism, ethical conduct and innovative thinking within the property industry.



The Property Institute of New Zealand would like to thank its principal partner for their generous support during 2020.



CONTENTS

2

PINZ President's report

5

Putting members first

10

NZIV President's report

12

Board members

14

Finance, Audit & Risk Committee

16

Institute of Property Advisors & Consultants (IPAC)

17

Commercial Property Managers Institute (COMPRO)

18

Valuers Education and Integrity Foundation (VEIF)

19

Plant & Machinery Valuers Institute (PMVI)

20

PROMINZ Chairman's report

21

Professional Conduct Committee (PCC)

22

Property and Valuation Standards Board

23

Keystone Trust Scholarship

24

Membership

26

Branches & committees

27

Meet the team

28

Financials – PINZ

47

Financials – NZIV



Luke van den Broek is the President and Board Chairman of the Property Institute of New Zealand. He is a Registered Valuer, Associate Member of NZIV and Senior Member of PINZ.

Luke has held various roles in the Institute including being the past Chair of the Waikato Branch, past Chair of the Finance, Audit & Risk Committee, past member of the Education Committee and current member of the Canterbury/Westland branch.

Luke was part of the PINZ Young Leaders Programme from 2015 to 2017, and was the 2017 recipient of the Property Institute of New Zealand Young Property Professional of the Year Award.

Luke is National Valuation Manager at Marsh & McLennan and holds particular experience in local government rating valuations, insurance valuations and valuations for financial reporting.

He has 12 years' experience providing valuation and advisory services for a diverse range of property types including rural, residential and lifestyle.

Luke holds a Bachelor of Business Studies with a Double Major in Valuation and Property Management and Agribusiness from Massey University. He has recently completed his Master of Business Administration through the School of Business & Law at the University of Canterbury.

PINZ PRESIDENT'S REPORT

For all of the challenges that we have faced this past year, for me at least it seems to have gone by in a flash. New Zealanders responded in unison to the pandemic, which has allowed our small piece of paradise to enjoy certain freedoms that many countries can only dream of.

As President, I wish to recognise the support of each member of the Board for the work they do on behalf of our members – in 2020 we continued the theme started in late 2019 where we began asking some difficult questions of ourselves and what the future of PINZ looks like. Although we have been tested by the challenges the COVID-19 environment has thrown at us, we have continued to focus on the review of the overarching purpose and strategy of PINZ to ensure we deliver on our promises to the individual communities and their members now and in the future. This report is a great opportunity to now share with you the overarching theme of our review and the forward-looking strategic focus of the PINZ Board.

The home of property professionals

Our purpose is to deliver excellence in professional services to the members of our unique professional communities for the benefit of New Zealand.

Our aspiration is to be recognised as the premier property membership organisation synonymous with quality, professionalism and the highest ethical standing. To ensure the Board provides clear direction to our Chief Executive, the Board have focused on three key priorities to ensure we align with our purpose and achieve our aspiration.

Our priorities

1. Providing public confidence
2. Delivering specialist knowledge
3. Developing a lifelong career path.

1. Providing public confidence – We are the custodian of public confidence in the property sector:

- Upholding professionalism and protecting the New Zealand public through robust ethics and standards
- Cultivating a culture of best practice and continuous improvement in everything we do
- Being brave and reforming our governance and operational arrangements to deliver a 21st century organisation.

2. Delivering specialist knowledge – Our member communities are drawn from the spectrum of property professions across New Zealand:

- Consistently delivering excellent services to our communities through our Service Level Agreements
- Supporting and promoting the interests of our communities
- Developing community-specific tools and resources in partnership
- Expanding our professional community network to support like-minded organisations from across the property professions.



PINZ President Luke van den Broek with Alice Campbell who was the Property Institute of New Zealand Student of the Year in 2020

The strength of our structure and the roles and responsibilities that are distributed across our organisation have proven successful within the COVID-19 environment we find ourselves in.

3. Developing a lifelong career path –

We support our people from graduation to retirement:

- Delivering world-class education opportunities to enable our members to develop the latest knowledge and skills
- Recognising the successes of our members and providing a clear path for membership progression
- Engaging regularly with the membership to understand their needs and where we can improve.

Thank you to everyone who completed the President's Member Survey in mid-2020, who took part in focus groups and strategy sessions with the individual communities, and who shared your thoughts verbally with myself, Viv and the Board throughout this exercise. The Board have committed to maintaining an ongoing strategic mindset where we continue to push the parameters of what is possible for our organisation.

Resilience and growth

While many membership organisations in 2020 were reducing their resourcing and capacity we did the opposite, namely, through the creation of two new roles: Chief of Engagement and Service Development, which was a position filled by returning expat Scott McLew; and the New Zealand Institute of Valuers General Secretary role that Dr Gary Garner has started in. These roles were driven by our desire to prioritise relevance and service through the alignment of the roles and skillsets within the National Support Team.

The ability for our organisation to make decisions like these is testament to the hard work and dedication of not only the current Board but the decisions made by past Boards. A decade ago our organisation was not so well equipped to deal with the challenges that the Global Financial Crisis threw at us. The Board at the time, and successive



The team after a strategy day in Wellington in 2020

Boards since, have made decisions that supported the ongoing financial viability of our organisation. Nobody knew what was coming our way, but the decision to be well equipped for another economic event to challenge our existence has paid dividends.

Acknowledgements

I would like to acknowledge the following Chairs and their respective Boards and committees: Chair of the Standards Board – Blue Hancock, Chair of the Professional Conduct Committee – David Paterson, Chair of the Finance, Audit & Risk Committee – Pat O'Reilly, and the 17 Branch Chairs throughout New Zealand who are so giving of their time for the benefit of their local members.

I would also like to acknowledge our Chief Executive, Viv Gurrey, and our National Support Team for the exceptional work they have done over the past 12 months. I speak on behalf of the Board when I say thank

you for your professionalism and for the commitment and contribution you have all made. Behind the PINZ Board, our CEO, and our talented National Support Team are an army of property professionals who allow our organisation to function.

The strength of our structure and the roles and responsibilities that are distributed across our organisation have proven successful within the COVID-19 environment we find ourselves in. We have been able to respond efficiently and effectively to the call for clarity on standards and the ethical expectations the Institute has of its members in the changing working environment.

I would also like to acknowledge the significant contribution of departing NZIV President, Jeff Alexander, and PINZ Independent Director, Phillip Merfield. Jeff has governed the NZIV Council and the valuation profession boldly with steadfast professionalism and integrity. Phillip has served some 17 years as an Independent

Director, a contribution that is likely to go unmatched. Phillip's wise counsel, humour and unwavering commitment to all of us is worthy of celebration and the highest level of respect. I wish both of these gentlemen every success as they move on to other passions.

Annual conference

Lastly, I hope to see many of you at our national conference in Auckland on 14-16 July for what will be a great event. Here we can take the opportunity to catch up with old friends and colleagues, hear great speakers, learn something new, and celebrate the success of our members through elevation and industry awards.

Thank you.

Luke van den Broek ANZIV SPINZ MRICS
President – Property Institute of
New Zealand

PUTTING MEMBERS FIRST

Today we witness 2020, the year that has gone, and what will surely be remembered as nothing short of historic on so many levels. Deployment of pivoted services, remote work and digital access to services across every domain. In the coming year, professions and services will transform further as the creativity of the global population gets rolling.

Tēnā koutou, tēnā koutou, tēnā koutou katoa.

The one thing we have learned is we have to be ahead of 'the curve' and in at the forefront of dictating what that looks like. These are the times when the culture and effectiveness of an organisation get tested. Throughout 2020 we acted on the mantra that 'slow is smooth and smooth is fast'. Speed is important, but if people are moving too rapidly, they can speculate, miss the big picture, and end up solving the wrong problems.

I am proud of how our professional communities across the country, enabled by PINZ, have solved the right problem. About how we have pulled together to support people – getting accurate information, fighting misinformation, and supporting small businesses and their recovery. Making sure our members have the tools to deliver the services that New Zealand relies on to stay up and running.

We will be charting a course to ensure our professional communities and our membership thrive.

And so with that I would like to make mention of three things:

1. Our journey through 2020 – and sharing our successes. It's easy to focus on the negatives of 2020, however there were also many positives

2. What this means for 2021 – as we look to the future

3. Consider what success will look like for 2021 – and share briefly our priorities.

First though I want to acknowledge our Branch Chairs and committees. Without our strong grassroots membership we could not achieve as much as we do. As I have said continuously our membership and our volunteer army are the keystone of what we do.

It's important for me to also acknowledge Luke van den Broek, our President of PINZ, and Jeff Alexander, our President of NZIV, both of whom spend countless hours supporting the profession and the sector. And to thank our Board, community councils and our committees. And while I do so, also extending thanks to David Paterson, Chair of PCC, Blue Hancock, Chair of Standards and Patrick O'Reilly, who gives outstanding support and leadership as Chair of our Finance Audit & Risk Committee. We truly are in very capable hands.

I also want to recognise and acknowledge our National Support Team who are committed and passionate about delivering services to support our professional communities and putting our members first. They give it their all, and often their own time freely. This year has shown what a truly awesome team we have.



VIV GURREY

Viv is a leadership and governance professional who brings a unique set of skills and experience to the role.

Originally from the UK with a background in governance, marketing and sales, Viv has worked extensively in Asia, Europe and the Pacific in leadership roles in the corporate and membership services sector.

Prior to moving into the membership services arena, Viv was the Chief Executive Officer and Managing Director of SAP NZ, and before that spent several years in various marketing, sales, quality management and leadership roles with the IBM Corporation.

Delivery of professional services, and building and executing strategy in change management environments, has been a common theme across her career. The provision of digital services and technology, along with strong advocacy and lobbying to bring about legislative change, has also been a key focus.

Prior to joining PINZ in September 2019, Viv was also a Board member and Deputy Chair of the Pharmacy Council of New Zealand since 2012, and was involved in a number of sub-committees, including chairing the Finance & Audit Risk Committee, Complaints Screening, Professional Standards and Professional Conduct Committees.

Viv is married with two adult children and is based in Wellington, New Zealand.



From left: Viv Gurrey with Canterbury Westland Branch Chair Simon Newberry and National Support Team member Rebecca van Etten

One of the reasons the organisation is so grounded is because of the fantastic work and generous people who give up their time to make us strong and keep the team focused.

One of the reasons the organisation is so grounded is because of the fantastic work and generous people who give up their time to make us strong and keep the team focused. I acknowledge each one of you.

1. Our journey through 2020

This has been a year of firsts. We've worked hard to ensure we provide exemplary service over these times and I commend our team for their diligence, planning and performance. Above all, we continue to ensure we are well prepared and have planned for all eventualities where possible.

There were new rules and changing goalposts, and changes in the way we interact and engage have been by necessity. The way most organisations did things had to change and by most standards we were very well equipped to transition our operations. We made some

early calls that allowed us to maintain and deliver a seamless service.

In late February 2020, some critical decisions were made that would have a lasting and beneficial effect. The biggest call was a move to prepare our team for remote working and we were ahead of the 'curve'. As you know we cancelled our 2020 conference in Auckland. Bronwyn Starke stepped up to lead the 'unpicking' of what was planned as a tremendous event, and to ensure that the learnings and cost recovery could be taken into this coming year's Conference 2021.

We were ready, we had a plan, and we were determined that 'the comeback would be stronger than the set-back'. And so, it was. Productivity has never been higher and we have realised valuable increases in productivity by way of a new way of operating.

As the lockdown was announced in late March, there was massive uncertainty. This



Meetings and webinars shifted seamlessly to online platforms

required strong leadership and governance as everyone adjusted to what has now been dubbed the 'new normal'. But, of course, it was not normal at all.

A series of decisions were made that would see the Property Institute and NZIV step beyond property education and into crisis management, advice for professionals fearing their business would sink, insurance matters and professional standards requirements. We aligned our team accordingly.

NZIV worked hard on the critical interpretation around 'what is an essential service'? Much of this work went on behind the scenes.

At the heart of our strategy was a drive to execute confident, calm and clear leadership. We reached out to people like Sir John Key, who was one of our early lockdown webinar presenters – and we made it free. If anyone was to talk about leadership in a crisis, he was first cab off the rank. More than 4,500 people have

viewed that webinar since it was posted. It has been the Institute's most watched presentation – ever.

We recruited video conferencing specialists to guide members on the best use of technology – health and safety experts to walk through the challenges of remote working, and we engaged Audit New Zealand, and many more. Then there was the priority to help members understand what they could and could not do as we navigated our way through the lockdown levels. Truly a year of firsts.

Clear, non-speculative communication was the order of the day led effectively by our Chief of Communications, Jason Ede.

The number of people watching our webinars was up 350% and the number of hours you watched grew about 16-fold. We ran the first online PINZ and NZIV AGMs successfully with excellent feedback.

We focused on delivering information through the design and continued roll-out

The number of people watching our webinars was up 350% and the number of hours you watched grew about 16-fold.



Viv Gurrey, (centre) with Elyjana Roach (left) past Keystone award winner and PINZ Young Leader Vili Feiloivao (right) at a Keystone Trust Wellington Sponsors evening. PINZ is focused on supporting diversity and inclusion in the property sector

of professional community websites and then started to build capacity – building additional resources to focus on what our members tell us matters most.

We appointed Scott McLew as Chief of Engagement and Service Development to support our branches and ensure that our membership receives value.

Turning to our professional communities – we appointed a dedicated and consistent Community Lead across all five communities, Rebecca van Etten, and started to focus on identifying what you consider to be of value.

During this time we ‘on-boarded’ Rochelle Misseldine to support our administration, and our team of ‘enablers’ – Robyn, Carlos, Rochelle and Emma – kept us very well supported as we did new things, almost hourly. This has led us to build an end-to-end membership secretariat to service our members’ needs all in one place led by Rochelle.

Financial stability is an imperative – so keeping a steady rudder during turbulent seas was not always easy. We’ve achieved this goal with a healthy year end result and a clean audit outcome delivered by our Group Financial Controller, Carlos Castro. We also took this opportunity to comprehensively review our financial management systems through an external provider and we continue to improve our processes and policies in this regard.

2. What this means for 2021

Membership needs and what’s important to you – We tested the water with our membership through our usual survey. This year it was a combined needs and satisfaction survey and it was long! We know we need to do this better and make changes. The next process will be different. We also started to talk to our members in focus groups to understand better what members want. We hear that recognition is important, professionalism

and standards, and what that trajectory looks like – collegiality, promotion and elevation of your professions, and relevant community-specific education. In broad terms, the results are in line with last year and previous years. One observation would be that across many questions the dial has shifted more towards excellent or very good, which is heartening. Nearly 85% of you agreed with a strategy to encourage more young people into the property industry, alongside greater gender and cultural diversity – this is a major piece of work for us as we chart a new course to promote inclusion and the professions we serve.

Direction – Knowing where we are going and being able to clearly describe this to our members is important. Our Board started strategic planning in 2020, we got slowed down by COVID, but this major piece of work is in the final throes of being completed and we will be proud to share this with you at this year’s annual conference.

We are putting in place a dedicated membership secretariat to provide end-to-end support for members.

Conference 2021 – 'Charting a New Course for Tomorrow Together' features a great speaking line-up – strong and relevant education, and the power of coming together after a face-to-face drought.

Education – Our plan will be community-specific and driven by our professional communities and their Education sub-committees. Our recent membership survey confirmed that the CPD on offer satisfies your specific community and professional interests. But we never rest on our laurels and are rolling out a comprehensive education plan for 2021.

Membership system review – To understand our membership and our communities better we need solid and accurate reliable data. We have a plan to undertake a review of the current system with a robust due diligence process.

Unique professional communities – Being stronger together by supporting the unique needs of our professional communities through our Service Level Agreements and building unique community-specific websites for our members.

As we do that it's essential we build capacity to serve you – In late 2020 the PINZ Board and the NZIV Council approved funding for a new and exciting role – the NZIV General Secretary. The objective is to have the technical skills and expertise in the National Support Team to assist us to: support the profession; meet our obligations under the Act; and put a valuer lens on all that we do. This role will ensure we meet the needs of our valuer community. We're delighted Dr Gary Garner has stepped into this Christchurch-based role.

And, finally, a project to deliver branch support – we are building a powerful resource for branches to support our members and provide all of the 'branch know-how' necessary for them to be successful, with all resources in one easy-

to-find place. We are also putting in place a dedicated membership secretariat to provide end-to-end support for members – previously this was fragmented and now our members will have a place to go where all of their needs can be met in one place.

3. Consider what success will look like for 2021

And so, in conclusion, we have three priorities for 2021:

1. Professional communities and putting our members' needs first

- Growing our membership
- Expanding our professional community network through acquisitive growth
- Delivery to our communities through our Service Level Agreements
- Providing best practice governance

2. Charting the course to enable our members to thrive

- Recognition of member success
- Advancement and elevation of members
- Engaging with our professional communities to deliver excellence in education, professional services and support to their membership.

3. Championing our communities and raising the bar of professionalism

- Continuous improvement in everything we do
- Upholding professionalism through robust ethics and standards
- Cultivating a culture of best practice.

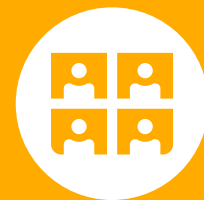
My message is clear

We have an aspiration to put our members at the very heart of what we do as we work hard to make sure you thrive. To provide a secure, stable, innovative and visionary home for Property Professionals.



\$357,751

GROSS REVENUE
GENERATED FROM
EDUCATION/EVENTS



1,019

TOTAL NUMBER
REGISTERED AT
11 ONLINE AGMs



Jeff Alexander took over as Chair and President of the New Zealand Institute of Valuers in 2019 and has been a member of the NZIV Council since 2016.

As President of the NZIV, he also sits on the Board of the Property Institute of New Zealand and is a past Waikato Branch Chair and committee member.

Jeff is a Registered Valuer and Associate Member of the NZIV. He has been valuing property in the greater Waikato region since 2007 after completing a Bachelor of Property at the University of Auckland and gaining valuable industry experience in various property sectors.

Jeff has particular experience in valuations for compensation purposes, and routinely provides valuation advice on higher value residential property and commercial/industrial property.

Jeff's two-year term as NZIV President comes to an end in June 2021.

NZIV PRESIDENT'S REPORT

2020 was a year that few of us will forget. As the pandemic and its consequences unfolded, it seemed members of the New Zealand Institute of Valuers were being challenged almost daily on technical and ethical issues.

Professional obligations

During the nationwide lockdown, the NZIV Council strived to provide members with clear guidance on standards and ethics, with much of that guidance pointing back to and expanding upon the professional guidance already set in place by the NZIV Code of Ethics, together with those valuation standards and guidance notes approved by the Council.

The importance of having a good understanding of these 'professional obligations' came to the fore more than ever as we came under the pressures and uncertainties caused by the global COVID-19 pandemic.

These demands on our members and our profession only reaffirmed the NZIV Council's strategy to drive the Institute's identity and better assist our members by providing better clarification around professional obligations. Together with Continuing Professional Development, these professional obligations help to protect and better us as professionals, and set Registered Valuers and NZIV members apart from any other provider of valuation advice.

NZIV website live

In 2020, the NZIV-specific website www.nziv.org.nz went live. Other than assisting with the promotion of NZIV's special and unique identity, one of the

drivers behind the new website was to have a 'go-to' resource specifically for NZIV members. Professional obligations for members are now all clearly set out on the NZIV website, which will evolve over time, enabling better functionality and ease of navigating around the various valuation standards and guidance notes.

High Court affirmation

NZIV also had its important role reaffirmed by the High Court in the 2020 declaratory relief judgment sought by the Valuers Registration Board (VRB). Here, the disciplinary process for Registered Valuers, as set out by the Valuers Act 1948, was put under the spotlight. After submissions were heard, including representations from three QCs on behalf of the NZIV, the VRB and Telfer Young (as intervenor), the High Court confirmed NZIV's role in 'promoting the interests of the profession, maintaining its standards and maintaining its standing in the community.'

The Court also confirmed that VRB and NZIV 'carry out an important public function' and that the role of disciplinary proceedings is to ensure professional standards are maintained, which is 'to the advantage of clients, the public in general and the members of the profession who have a collective interest in the standing of the profession being maintained.'

NZIV also had its important role reaffirmed by the High Court in the 2020 declaratory relief judgment sought by the Valuers Registration Board.



NZIV President Jeff Alexander at a Young Guns event in Christchurch

NZIV General Secretary role

My hopes are that 2020 will also be a milestone moment for NZIV, with Council resolving to create a new NZIV General Secretary role. It has been identified that it takes our own members to drive and lead the profession successfully, but the day-to-day management structure hasn't had the necessary resources in place and demands on volunteer members to entirely fill this void are too great. The NZIV General Secretary's role is to work with the PINZ National Support Team to ensure that the Council's strategies are carried out. The NZIV Council is very excited about the creation of the role, and I know that the National Support Team are too.

Financial position

As the annual financial report shows, the NZIV continues to have a solid and stable financial position. The Council's focus continues to be running neutral budgets and is not too concerned if small deficits or surpluses occur in any one year.

Acknowledgements

The 2020 NZIV Council comprised of Jason Williams (Vice-President), Boyd Gross (Vice-President), Melody Richards,

Matt Snelgrove, Rob Boyd, Peter Ward, Blue Hancock, John Tappenden, Adam Binns, Neil Sullivan and past-President Roger Gordon who stood down toward the end of the year. Also standing down in 2020 was Boyd Gross who has been, and continues to be, a huge contributor back to the profession through his wise counsel.

On behalf of NZIV, a big thank you to all those members who contributed back to the running of our profession in 2020. This includes those serving on Council, the branches and the committees, including the Professional Conduct Committee (PCC) chaired by David Paterson and the Standards Board chaired by Blue Hancock. It is the contribution of the above members that helps to keep the NZIV and Registered Valuer 'badge' shiny and allows us all to be part of a profession with high standing and great importance in the wider New Zealand economy.

There were 35 newly Registered Valuers in 2020, which is positive, albeit lower than the record of 59 set the year before. There continues to be strong interest in our profession, with good levels of graduates going for registration. All the good work that a number of our branches undertake at universities and representing the profession at careers days must be recognised.

2020 was also the year we sadly farewelled three highly respected members: Earl Gordon, Neil Darroch (both Life Members) and Rob Hutchison (Associate Member). Their contribution to our profession will continue for many years to come.

I would also like to acknowledge our partners at the Property Institute of New Zealand. Not only PINZ President, Luke van den Broek, and Chief Executive Officer, Viv Gurrey, for all their commitment and efforts in 2020, but also the PINZ National Support Team. Between the pandemic response and re-setting its strategy, PINZ has also had a very challenging year and the National Support Team have pulled together and dealt with it very admirably under the leadership of their CEO and President.

Finally, as my two-year term comes to an end in June 2021, I would like to thank the NZIV Council for allowing me the honour and privilege of serving as NZIV President. Having the opportunity to meet with many of our members who do a sterling job of representing our profession has been a highlight for me.

Jeff Alexander B.Prop ANZIV
President – New Zealand
Institute of Valuers

BOARD MEMBERS



Luke van den Broek
President



Patrick O'Reilly
(Resigned September 2020)
Immediate Past-President



Roger Gordon
(Resigned December 2020)
NZIV Representative



Jeff Alexander
NZIV President



Susie Penrose
(Resigned May 2020)
Central Region
Representative
Replaced by Ben Gill



Ben Gill
Central Region
Representative



Phil Porteous
COMPRO Chair



Boris Babic
Northern Region
Representative



Des Wai
(Resigned October 2020)
IPAC Chair
Replaced by Ian Brown



Ian Brown
IPAC Chair



Steve Bown
PMVI Chair



David Pearce
PROMINZ President



Phillip Merfield
Independent Director



Daniel Gerrand
Young Leader (non-voting)

PATRICK O'REILLY



Patrick O'Reilly is a career investment manager who has specialised in commercial investment property. He has nearly 30 years of property experience.

Having completed his property degree and postgraduate diploma at Lincoln, he worked in Christchurch before moving to Wellington and then Auckland. He has had roles that have provided exposure to valuation, property consultancy, and property, asset and fund management for real estate/consultancy businesses, as well as listed and unlisted property funds. In his various roles he has overseen the management of around \$3 billion of property assets throughout New Zealand.

Patrick has a professional Masters degree in Property Studies and a Graduate Certificate in Applied Finance from the Securities Institute of Australia.

FINANCE, AUDIT & RISK COMMITTEE

For all businesses and organisations 2020 was a challenging year as the impact of COVID-19 played out. PINZ as a membership-based organisation was impacted with the uncertainties of our members' workflow and fee generation.

The PINZ Board decided at an early stage to cancel the annual conference and the Executive changed the delivery of the Institute's Continuing Professional Development programme to being fully online. This meant that the organisation faced an unprecedented situation in respect of its normal financial operations.

It is important in a time of uncertainty to have great policies, procedures and systems in place. The Finance, Audit & Risk Committee (FAR Committee) worked closely with the PINZ Executive on the financial ramifications of COVID-19 over 2020.

It was pleasing to see the progress that the PINZ CEO, Viv Gurrey, had made in formalising policies and processes for the organisation. During the year, the FAR Committee played an important role in reviewing and querying National Support Office financial reports, including forecasts and budgets, and then making recommendations to the PINZ Board and NZIV Council. Having a committee means that a lot of detail associated with querying accounts and ensuring that robust processes exist is undertaken outside of the Board and Council meetings.

The membership of the FAR Committee is made up of Senior Members of the PINZ Board and the NZIV Council, with additional expertise co-opted to ensure an appropriate level of skills to undertake the duties of the Committee. The Committee operates under a Terms

of Reference (TOR). The TOR is based on the Institute of Directors document, which is best practice.

The duties and meeting calendar is detailed to ensure the following items are addressed:

- Review the external audit plan
- Review the findings of the audit plan
- Review the monthly and annual financial statements and make recommendations to the PINZ Board and NZIV Council
- Review the external auditors and make recommendations to the PINZ Board and NZIV Council
- Consider investment of surplus funds and make recommendations to the PINZ Board and NZIV Council
- Ensure that National Support Office policies and procedures are in place, including internal controls and delegated levels of authority, and have a review timeframe identified
- Make sure risk management identification is being undertaken by the National Support Office, including actions to eliminate or mitigate risks
- Review the insurance of the Institute on an annual basis
- Ensure that an appropriate disaster recovery and business continuity plan is in place.

In response to COVID-19, people had to adopt a more flexible approach to work, including working from home. It was



Special 20-year commemorative pins and pens were sent to senior PINZ members in 2020. Pictured here: Reuben and Naomi were tasked with bundling the gifts up ahead of shipping

pleasing to see how the PINZ staff, under the leadership of Viv Gurrey, positively responded to the challenges of 2020. The role of the FAR Committee was to ensure that issues such as health and safety, and staff well-being, were being monitored. However, with policies and processes already in place, it meant that there was guidance and information available.

The role of the FAR Committee will develop over the coming years and I am pleased with the progress of the Committee in being able to best position the Institute for the future.

I would like to acknowledge and thank the existing 2020 Committee members for their diligence and contributions:

- Luke van den Broek (PINZ President)
- Roger Gordon (Immediate Past NZIV President)
- Boyd Gross (NZIV Vice-President)
- Stephen Reid (ACA).

During the year, Jeff Alexander (NZIV President) and Ben Gill (PINZ Vice-President) joined the Committee and David Clark re-entered retirement.

Roger Gordon stepped down from the Committee at the end of 2020 – Roger's wise and insightful input will be missed from the Committee discussions! David Clark looked to re-enter retirement during the year – I hope he gets to make up some time on the golf course. A special thanks to Roger and David for their commitment and support. In addition, I would like to acknowledge the efforts and focus of the National Support Office team in their delivery during the year to serve members under challenging circumstances.

Patrick O'Reilly FPINZ
*Chair – PINZ Finance, Audit
 & Risk Committee
 Immediate Past President PINZ*

**It is important
 in a time of
 uncertainty
 to have great
 policies,
 procedures
 and systems
 in place.**

IAN BROWN



Ian Brown is a Fellow of the Property Institute having served on numerous committees, including the PINZ Board, with an association dating back to 1983. In 2017, he received the Property Manager of the Year title at the Property Industry Awards, and previously he was a member of the New Zealand Institute of Valuers (1986).

Since 2019, he has been a self-employed contractor, and prior to that the Operational Contracts Manager for Argosy Property, the Property Assets Manager for Foodstuffs, the Property Development Executive for Foodstuffs and the Principal Property Consultant for Opus International Consultants Limited. He cut his teeth in the industry at New Zealand Rail holding various property management positions from 1974 to 1987.

He became Chair of IPAC in 2020 following the retirement of former Chair, Desmond Wai.

INSTITUTE OF PROPERTY ADVISORS & CONSULTANTS (IPAC)

In the COVID era, membership of professional organisations such as ours has never been more important. The pandemic, which shut down entire countries and virtually stalled economies in their tracks, caused confusion and uncertainty, which required clear thinking and communication.

Your IPAC Committee has worked exceedingly hard in the past year, in collaboration with the PINZ National Support Team, to ensure that your questions and needs were met. We were able to help facilitate a number of educational opportunities, and were well on track to deliver much enhanced networking events until COVID up-ended our best laid plans. Despite the disruption, we are well placed to build upon the solid work that has been carried on in the background.

We have signed a clear Service Level Agreement with the Property Institute and members may have noted our recent newsletter. These will become a more regular feature in your in-boxes as the year unfolds.

The Agreement outlines key priorities for 2021, with an emphasis on further understanding the make-up of IPAC members and increasing the amount of relevant education on offer. The two go hand-in-hand as it is difficult to target education without fully understanding the audience.

That careful planning is being reflected in this year's national conference programme, which will include a line-up of IPAC-specific workshops to choose from. Of course, it doesn't stop there and I encourage you to contact us with any education ideas and suggestions you think would benefit the community as a whole.

I would like to take this opportunity to thank former Chair, Des Wai, for all the energy and effort he has given to our community during his three-and-a-half year tenure. I also thank our Committee for the countless hours they have devoted in the midst of an unprecedented global pandemic. In 2020 they were myself, Hekiara (James) Puketapu, Ben Gill, Vili Feiloivao, Phillip Merfield and Tim Brown.

A special thanks to Phillip Merfield who also retired at the start of 2021 after serving on various iterations of the IPAC Council for well over a decade. Phillip's wise counsel, practical approach and good humour will be missed by all who were lucky enough to work with him.

Many of us run small businesses and operate at the centre of the property economy, which you will know has not shown any sign of a slow-down following the lockdowns. At the time of writing, the travel bubble with Australia has just opened and vaccinations are rolling out around the country. We all hope these encouraging signs bring us to a new normal sooner rather than later.

On behalf of your IPAC Council, I want to wish you all the best for the year ahead.

Ian Brown FPINZ
*Chair – Institute of Property Advisors
& Consultants*

COMMERCIAL PROPERTY MANAGERS INSTITUTE (COMPRO)

Commercial property management – it was business as unusual throughout 2020.

A post-COVID world has reshaped how we all work and interact, and for commercial property managers the day-to-day role has emerged with a new playbook, flexibility, balance and wellness, and emergency and health management. Commercially some industries are strained, others are booming, some asset classes have seen an influx in demand, whilst others lay permanently with no signs of life.

Navigation of the highs and lows is more than simply refreshing and repositioning. The current environment requires flexibility of thought, an ability to plan for the unplanned and a constant uncertainty of continuity. Providing sound commercial advice and management in these uncertain times is perhaps our industry's biggest ever challenge. More than ever being in tune with the market, people and industry is required to professionally navigate a challenging commercial environment.

In any given day across the country interactions with tenants and landlords alike could result in problem solving with someone who has seen their industry decimated and business at a standstill will little relief in sight. This could be working through commitments with another person who is embracing the new flexible work era and making their organisation lean as a result, through to a fund trying to find some yield in a low interest environment. As a consequence, now more than ever before a multi-disciplinary approach to our role defines our successes. As the saying goes, 'it's only business', but this business has

changed, and empathy, emotion and fragile livelihoods have removed the linear approach to property management.

The modern commercial property manager needs to be a voice of reason and understand that short-term decisions can leave a long-term impact, it's not business as usual, people require clarity of focus on occasion, and what was once logical may well now be completely bizarre. The COMPRO community thrives in this environment, as we are natural problem solvers, understand change, and have the tools to provide sound advice to better serve our clients.

To successfully thrive in this unusual business environment, I urge you to look for opportunities to partake in the conversation, network, upskill, cross-educate, and take advantage of all COMPRO has to offer. We are always welcoming to new committee members and ideas. Reach out as we would love to hear from you.

Always remember, it could be more challenging, we could be a group of arms dealers selling to a cartel, or worse still a residential property investor!

A huge thank you to all our committee members who have supported the Council with their time throughout a challenging year – Pat O'Reilly, Katherine Marshall, Saatyesh Bhana, Ian Campbell, Ian Brown and Villi Feiloivao. Their continued commitment is appreciated.

Phil Porteous

*Chair – Commercial Property
Managers Institute*



PHIL PORTEOUS

Phil Porteous is the owner of One Place for Property – a boutique property management firm in Auckland which manages \$400 million of private assets and facilities for body corporate and commercial property owners.

As the owner of the company he is responsible for guiding staff to deliver value to the company's client base. Under his leadership the company has become a multiple award winner and a market leader with the use of innovation and technology in the property management space.

He is also the co-founder of umanest.com, an online platform which is changing the way property management relationships are managed. The Umanest platform provides business owners with a range of performance measures around customer service, portfolio quality and brand recognition. Platform users can build profiles and maintain up-to-date and accurate information on their rental history. Relationship management is the new property management and Umanest facilitates businesses large and small to embrace this change.

With more than 15 years' experience in investing and managing property, Phil has a wide-ranging oversight about residential, commercial and facilities management.

PHILLIP CURNOW



Phillip Curnow is the Chair of the Valuers Education & Integrity Foundation and is one of the inaugural Trustees.

In common with his fellow Trustees, Phillip has a strong interest in the enhancement of the valuing profession's profile. One of the best ways to achieve this profile is through research, which led to the New Zealand Institute of Valuers (NZIV) membership approval to establish the VEIF in 2016.

Phillip has been a Registered Valuer since 1977, first with the Valuation Department, then in private practice since 1981, based in Hamilton. This led on to the establishment of Curnow Tizard in late 1987, coinciding with the worldwide stock market crash. Phillip has experienced a number of property cycles throughout his career. He is well versed on the impact of these events.

A Director of Curnow Tizard Ltd, he is currently training and mentoring a graduate valuer, which keeps him grounded and up to date with current registration requirements.

He specialises in both commercial and industrial valuations with areas of expertise including Hamilton and around the greater Waikato, covering Huntly, Raglan, Te Awamutu, Cambridge, Morrinsville and Matamata in the main.

VALUERS EDUCATION & INTEGRITY FOUNDATION (VEIF)

The Valuer's Education & Integrity Foundation is an independent Registered Charitable Trust (CC53447).

We commission, fund and resource quality and robust research and educational material within the scope of property valuation and related issues. This research is also required to have a public benefit, as well as to be of assistance to the profession, to satisfy the terms of our deed and charitable status.

The Foundation encourages all property professionals to subscribe to the website (www.veif.org.nz), and register, to be kept up to date with our activities. The website can also be accessed via the NZIV portal. This will enable research completed to be more easily disseminated throughout the property profession.

The Foundation is open to donations and has donee status, therefore tax deductibility, for donors.

The Trustees currently comprise six Registered Valuers, being Gwendoline Callaghan, Aimee Martin, Tony Culav, Peter Loveridge, Aidan Young and myself.

In 2019, two ground rental workshops were held, one with valuers and one with Lessors and Lessees. These were to formulate the question to research. Through considerable input by project manager Gwendoline, and assisted by Tony, the VEIF in February 2021 approved the research project 'Alternative Ground Lease Rent Determination Methodology (in New Zealand)'.

The appointed author panel are Reid Quinlan, Gary Cheyne and Alan Pope. VEIF is delighted such an experienced and talented panel are taking on the task.

Following on from the five successful 'Value of Fresh Water Rights in New Zealand' webinars during 2020, prepared by the now NZIV General Secretary Dr Gary Garner, he will now be providing a follow-up presentation at this year's conference. We thank Gary very much for undertaking this extra presentation.

Ideas for research projects are welcomed and these can be put forward via the website or by contacting one of the Trustees.

The Foundation thanks the NZIV Council for their ongoing support and encouragement. Also, we would like to thank PINZ, who have been very supportive and enabled the Foundation to have wider reach with its research and webinars. As an interim measure, PINZ have also assisted with our accounting requirements.

It is with heartfelt thanks that I acknowledge the Trustees for your contribution this year. For such a small and dedicated group to achieve so much, it is a real pleasure to be working alongside you.

Phillip Curnow FNZIV FPINZ FAMINZ
Chair – Valuer's Education
& Integrity Foundation

PLANT & MACHINERY VALUERS INSTITUTE (PMVI)

This is the fifth year I have been in the Chair. We have all suffered, both in business and personally, due to the COVID-19 pandemic.

I trust none of our membership's whanau were directly affected by the virus, either here or overseas. Thank you to the PMVI Councillors for their time, dedication and support to the profession and our Institute. A special mention is due to Basil Roberts who retired from both the Council and as a Plant & Machinery valuer after many years.

We are lucky to have Nicola French remain with us as a non-voting member of the Committee. Although nominated through the PINZ Young Leaders programme, she has requested to stay for a second term as she finds our profession varied, interesting and dynamic. We are benefiting from her fresh viewpoint and enthusiasm. Murray Rendle has come back as a Councillor following his OE in Europe working as a Plant & Machinery valuer. He is now the PMVI representative on the Standards Board, taking over from David Baxter who'd held the post for five years.

This year, we worked hard to find relevant speakers and topics for webinars to broaden the minds of our membership and enlarge our collective competency as professionals. The Education sub-committee led by Andrew Liew brought us eight webinars with a PMVI flavour in 2021. If you know of any speakers willing to conduct an entertaining and informative webinar on subjects of benefit to our members – or you can think of any topics – we'd love to hear.

I congratulate the team at PINZ for their efforts and delivering through the pandemic, including the free webinar that helped us achieve our CPD points in

the absence of a conference or relevant trade shows.

Following our members' vote Council has agreed to join the 2021 PINZ conference, the Institute's 21st celebration get together, as we chart a new course. On the programme there are many breakout seminars, which will appeal to the Plant & Machinery valuers who attend, and there will be an interesting PMVI-focused offsite visit. Some exceptional guest speakers and hosts will be at the main conference, and we've ensured they don't clash timing-wise with the PMVI topics of interest.

At our last face-to-face AGM I confirmed that having a joint conference is not setting a future precedent, and we'll bring it back to our members to vote on whether or not we should continue jointly or return to holding our own conference.

PINZ Chief Executive, Viv Gurrey, has kept your Board and Council up to date on her efforts to build member-focused capacity within the National Support Team at PINZ, which has seen some staff movements and a couple of strong additions. The transition has been seamless and the level of service is as good as ever and improving.

Lastly, thank you to our members for your continuing support, advice and input. Our organisation relies on our grassroots members who help us along our journey as we work to promote the profession, deliver value for money, and build more resilient, stronger industry professionals.

Steve C. Bown MPINZ, FNAVA
Chair – Plant & Machinery Valuers Institute



STEVE C. BOWN

Steve's career as a professional Plant & Machinery valuer spans over 40 years, both in Europe and for the past 15 years as part of possibly the largest registered team of Plant & Machinery valuers in Australasia, working out of the JLL Asia Pacific office in Wellington. There, he jointly heads up the only dedicated Insolvency Plant & Machinery valuation team in the Pacific region. During his career in the UK, alongside doing Plant & Machinery valuations for 30 years he was also a commercial P&M auctioneer disposing of assets as diverse as a vintage Rolls Royce, Churchill's desk, killer whales and multi-million pound machine tools. Now he only conducts charity auctions for a vast range of worthy causes.

He is Chair of the Plant & Machinery Valuers Institute Committee of the Property Institute of New Zealand (PINZ), its goal being to make the Plant & Machinery profession stronger by attracting the next generation into this varied and exciting career. Steve is also the P&M Representative on the PINZ Board, where he ensures the profession has direct input into standards, ethics and the direction of the professional valuation community.



Starting his career in supermarket management running New World supermarkets, David later served three terms on the Hastings District Council before embarking on a real estate career.

Following three years as a salesperson he moved to branch management and sales management with a leading real estate company in Hawke's Bay.

In June 2004, he decided to pioneer a Quinovic Property Management franchise in Hawke's Bay. Four years later he changed direction and decided to run his own boutique property management company, Pukeko Rental Managers.

He was encouraged to launch a franchise strategy, and from small beginnings in 2010 Pukeko Rental Managers now has 28 franchisees covering large parts of New Zealand. The company won the Supreme Award for the Westpac Franchise System of the Year in 2019.

He's committed to seeing the standard and service that property managers give to owners and tenants lifted. This led him to the Independent Property Managers Association (IPMA), which later became the Property Management Institute of New Zealand (PROMINZ) where he has served on the Committee since its inception.

PROMINZ CHAIRMAN'S REPORT

Historic period of time for PROMINZ

We are entering a once-in-a-lifetime opportunity for the residential property management industry in New Zealand. The Government is focused on regulating the industry this term, and PROMINZ welcomes regulation that is well thought out and resolves the real issues facing the industry.

Property managers have taken the brunt of the criticism of the industry by tenant lobby groups, the Government and the Office of the Privacy Commissioner. With the advocacy being undertaken with the Minister, MBIE and the Office of the Privacy Commissioner, it is becoming clear that a large portion of the issues raised have been generated by private landlords who make up 50-60% of the market. This is compounded as MBIE and the Privacy Commissioner are unable to get tenants to identify the landlords concerned as they wish to remain anonymous.

To bring real change the Government must license all landlords as part of the regulation of the industry. That way education can be provided for all who wish to be in business as landlords and they are educated on what their responsibilities are. PROMINZ is willing to assist, if required, in developing courses suitable for private landlords, but there are already at least two or three certificated courses available.

The PROMINZ Council and the PINZ support team have worked hard over the last 12 months in putting together everything that is required and expected for a professional body that could

administrate property managers in a regulated environment. Ongoing advocacy is critical, and PROMINZ has organised further meetings with the Minister and policy-makers at Housing & Urban Development (HUD).

Accredited Residential Property Manager (ARPM)

PROMINZ has developed its own qualification ideal for showing that a property manager is a competent professional in this current unregulated period. The qualification with post-nominals sets these property managers apart, and it was with great satisfaction at the last Council meeting that we approved the first three recipients of the qualification.

Changes to Council

Those who serve on the PROMINZ Council put in much time and effort to chart the course and steer PROMINZ into the future. Sadly, since last year we have had two resignations from the Council. I wish to publicly thank Keys Kerdemelidis-Kiesanowski and Vanessa Kerr for their contribution to the Council.

The baton has been picked up by Ryan Weir and Shayne Thurston who will fill the vacancies until the next election, and I look forward to their contribution to the Council.

David Pearse ARPM MPINZ
*President – Property Managers
Institute of NZ*

PROFESSIONAL CONDUCT COMMITTEE (PCC)

The PCC is a sub-committee of the NZIV Council, established to investigate complaints against Registered Valuers. We are aware of the stress involved for the valuer when a complaint is received, and it is the Committee's aim to complete the investigations and supply a report to the Valuers Registration Board (VRB) as quickly as possible.

The PCC currently has six members including myself as Chair, Steve Dunlop (Deputy Chair), Martin Veale, Mark Dow, William Blake and Nigel Kenny. It is the Committee's role to consider each complaint and decide whether to investigate or pass it on to the Valuer General to undertake the investigation. Several factors are considered before a decision is made to undertake the investigation including the nature of the complaint, the valuer, the complainant and, most importantly, any conflicts of interest.

It is also the Committee's role to prosecute the valuer should the VRB decide there is a case to answer. This is the most difficult part of the Committee's role and not one we collectively wish to see happen. Over the last 12 months we received 21 complaints against 22 valuers. This was up from 17 in 2019. PCC has investigated, or is still investigating, 14 of the complaints received in 2020. Six complaints are still under investigation, with the balance awaiting a hearing or a decision on whether there is a case to answer.

The Committee also has an important role in educating members about matters arising from the complaints.

In 2020, an ethics seminar was run via Zoom rather than face-to-face as had originally been planned. The uncertainty around COVID made it difficult to plan these meetings. The VRB will be posting their decisions online later this year, and we will continue to provide summaries of these decisions if we consider they have a significant education message for our members.

A robust complaints process is essential for our profession and our members play an important role in ensuring the process works as it should. We rely on members to undertake check valuations and ethical peer reviews. While these are important should the complaint proceed to a hearing, they are equally important to the Registration Board in determining whether there is a case to answer. In the majority of cases there is no case to answer.

I would like to close by thanking the members of this Committee for the work they have done over 2020. In addition, thanks to our investigators Ken Parker and John Reid for their work, and our members who have undertaken check valuations and peer reviews over the year.

David Paterson FPINZ, FNZIV
Chair – Professional Conduct Committee



DAVID PATERSON

David has been involved with the profession since 1985, initially as treasurer for the Southland Branch and later as Councillor for Southland and the Southern Region until 2014. He has been on the Committee since 2012 and was appointed Chair on the retirement of the late Earl Gordon in 2017. David has held the position of Vice-President and was Chair of the Rules Review Committee at the time of the last rules review. He has been an active branch committee member both in Southland and Otago.

In 2014, he was awarded the John M Harcourt Memorial award for services to the profession.

David is currently a Senior Rural Valuer with QV based in Dunedin.



Blue's specialist background of rural, forest and aesthetic land valuation enables him to apply his unique skillset to a wide variety of valuation projects of complexity and scope.

He is the Director of Colliers Rural and Agribusiness Valuation and Advisory. He has worked principally on rural valuation, specialised asset valuation and other property interests and compensation throughout his valuation career that has spanned over 38 years.

Blue's particular expertise is often called upon for the provision of expert evidence in private arbitrations, the Land Valuation Tribunal, the Environmental Court, the Family Court and the High Court.

He has undertaken valuations across a variety of sectors including agribusiness, forestry and horticulture. He has completed many advisory assignments for public sector corporate and private clients, which has encompassed economic feasibility studies, due diligence studies, conducting seminars, rural valuations and expert witness.

Blue has presented papers at many international valuation and property conferences throughout the Americas, Asia and the Pacific. As a past national president of both the Property Institute and Institute of Valuers he is currently the Chair of the Property Institute Standards Board.

PROPERTY AND VALUATION STANDARDS BOARD

2020 was an incredibly busy year for the Valuation and Property Standards Board.

COVID-19 created worldwide challenges for our professions, and required quick action to provide fit-for-purpose advice that satisfied both clients and consumers of our services.

The rules became very important for the protection of members and to enable ongoing transactions to take place despite the lockdowns that hampered on-site inspections.

Valuation Protocol – Significant Valuation Uncertainty was effective from 1 July 2020. It was circulated to members and replaced the previous advice given at the onset of COVID-19. The document was developed in conjunction with the Australian Standards Board.

On 31 July 2019, the re-issued IVS standards were released. There is now no review year attached to the IVS version – so it should be referred to as IVS (effective 31 January 2020).

The New Zealand Standards Board revised a number of Guidance Notes (GNs), most being renamed and revised as Technical Information Papers (TIPs) to conform with the International Valuation Standards Committee protocol before the 2007 review, which set aside all IVS TIPs. The reviews have been made in conjunction with the Australian Standards Board.

On 1 January 2020, ANZVGN 4 Valuations for Rating and Taxation was withdrawn. ANZVTIP 1 Retrospective Valuations was further revised from 1 July 2019, clarifying aspects relating to sales for plant and machinery valuers. There is no material change for real property valuers.

ANZVTIP 12 Valuation for Mortgage and Loan Security – new TIP replaces ANZVGN 2 which is withdrawn and NZRPTIP 6 – Property Research Guidelines was released on 1 July 2020.

The following Draft TIPs were exposed to members for comment: Valuations for Compensation and Compulsory Acquisition, Research Guidelines, Feasibility Studies and Valuations for Insurance Purposes.

On top of this, the Standards Board had strong involvement in the redevelopment of the standards portal available through the new NZIV.org.nz website. This invaluable resource has received extremely positive reviews and was a long overdue body of work for the team.

Lastly, I'd like to thank the Committee for their commitment and dedication over a period when all of us were dealing with significant personal and professional challenges.

Blue Hancock FNZIV, FPINZ, AAMINZ(ARB)
Chair – PINZ Valuation and Property Standards Board

KEYSTONE TRUST SCHOLARSHIP

Shania Mika-Tamihana

One of the objectives of the Property Institute of New Zealand is to foster and promote property as a profession and support diversity and inclusion within the sector. For the second year, PINZ is proud to be a sponsor of the Keystone Trust, which offers assistance and support to scholarship recipients. The successful candidate this year is Shania Mika-Tamihana and here is her story.



The support from the Property Institute has allowed me to access unique resources and opportunities and has helped me to build my real-world knowledge alongside my studies. The financial support I have received from the Property Institute has helped to reduce my university course fees for my final year of undergraduate study. I am incredibly grateful to the Property Institute for helping to alleviate the financial burden of tertiary education and supporting me to continue my studies in property. I strive to do all that I can to further myself in my education and my career, and this scholarship has been invaluable in assisting me along my way.

This scholarship has allowed me to meet like-minded young people with similar interests and ambitions. It is encouraging to hear the goals and ambitions of my peers, and grow my support network among the next generation of property professionals. I have also had the opportunity to meet industry professionals from around the country. I greatly enjoy having the ability to get to know people and places outside of my Manawatu bubble. Through this scholarship, I have been partnered with an

industry mentor, Lewis England, who will share insights, knowledge and advice, and help me towards finding my own identity as a property professional.

Another key benefit of the scholarship is the privilege of attending property and construction site visits. In October 2020, I was lucky enough to receive a guided tour of the Auranga Development office and development site. I am also looking forward to visiting the Takina Wellington Convention and Exhibition Centre in May. Through these visits, I can meet industry-leading professionals and find out how they got where they are today, how their values and ambitions have changed over time, and see their hard work and ideas come to life. It is not only educational but also inspiring. It helps me to see how I can add value to the property industry in the future and motivates me to excel.

The biggest thing I have learned about the property industry through this scholarship is that people are always willing to help. It is encouraging for me, as a young person, to know that this industry is filled with people who want to see you succeed

and are willing to help you along the way. This scholarship and the opportunities that come with it have made me more enthusiastic about my future career. I would like to thank both the Keystone Trust and the Property Institute for enabling me to get the most out of my time at university, and for helping me get one step closer to my life as a property professional.

It is encouraging to hear the goals and ambitions of my peers, and grow my support network among the next generation of property professionals.

MEMBERSHIP



1,215

TOTAL NZIV
MEMBERSHIP
FOR 2020



1,863

TOTAL PINZ
MEMBERSHIP
FOR 2020



113

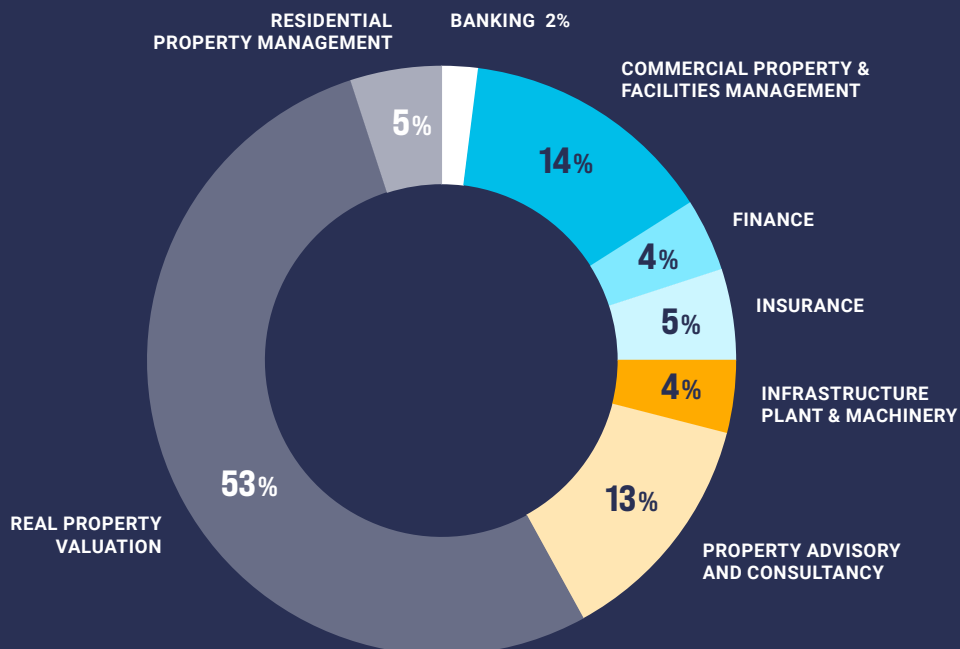
STUDENT MEMBERS



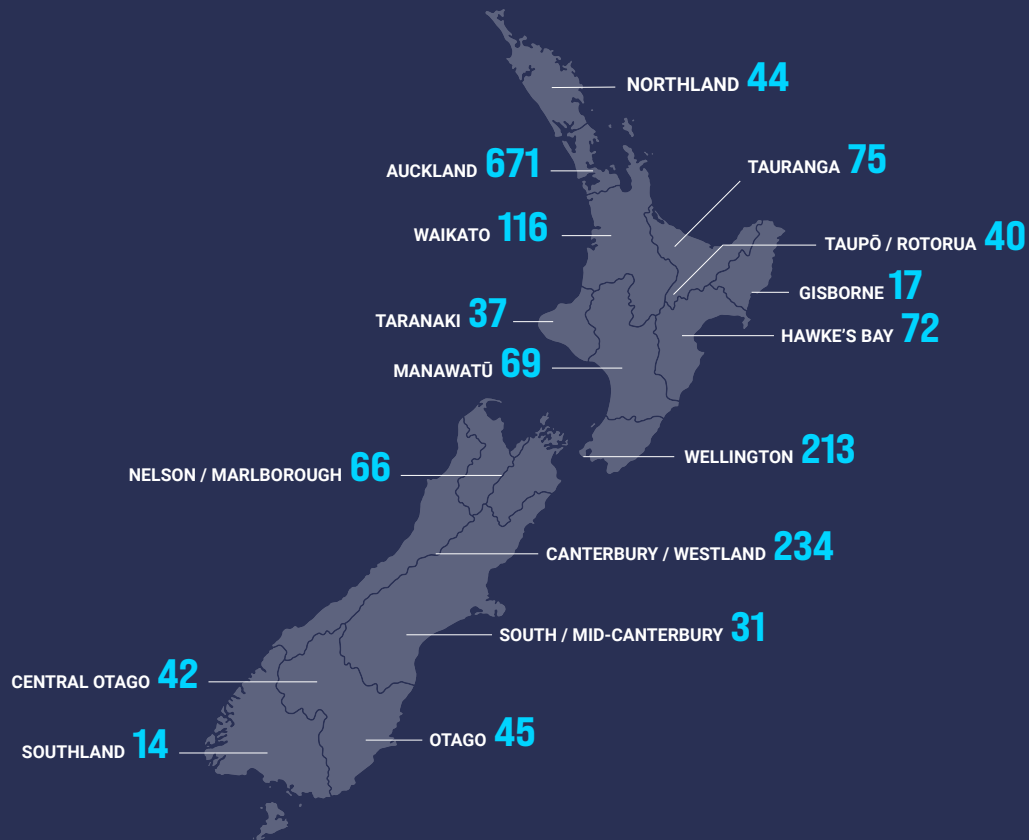
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GRADUATE
MEMBERS

MEMBERSHIP BY SPECIALISATION



NEW ZEALAND MEMBERSHIP



MEMBERS AROUND THE WORLD



AUSTRALIA **30**
CHINA **1**
GERMANY **1**

MALAYSIA **1**
SINGAPORE **3**
SOUTH AFRICA **1**

UNITED ARAB EMIRATES **1**
UNITED STATES **1**
UNITED KINGDOM **13**

BRANCHES & COMMITTEES

Valuation & Property Standards Board 2020

Blue Hancock
Chair

John Darroch

Chris Stanley

Jay Sorensen

Ian Campbell

Jason Williams

Murray Rendle
Joined February 2021

Tim Gemmell

Mike Bradbury
Joined February 2021

Avela Collopy
Joined March 2021

Patricia Kuczynska
Joined March 2021

Gary Garner
NZIV General Secretary

Gary Sellars
Resigned March 2021

David Baxter
Resigned March 2021

Professional Conduct Committee

David Paterson
Chair

Mark Dow

Steve Dunlop

Nigel Kenny

William Blake
Appointed September 2019

Martin Veale
Appointed September 2019

Finance, Audit & Risk Committee

Patrick O'Reilly
Chair – Re-elected March 2021

Luke van den Broek

Adam Binns
Joined March 2021

Stephen Reid

Boyd Gross
Re-elected March 2021

Jeff Alexander
Joined from 23 July 2020

Ben Gill
Joined from 23 July 2020

Carlos Castro
Group Financial Controller

Viv Gurrey
CEO

Roger Gordon
Resigned January 2021

Branch Chairs

Northland
Ashton Gibbard
Replaced Andrew Wiseman

Auckland
Phil White

Waikato
Nick Birdsall
Replaced Andrew Don

Tauranga
Paul Higson

Rotorua
Mark Apperley

Gisborne
Che Whitaker

Hawke's Bay
George Macmillan

Taranaki
Michael Hilligan

Whanganui
Diana Signal

Manawatu
Jason Hockly

Wellington PINZ
Ben Gill

Wellington NZIV
Hamish Bills

Nelson/Marlborough
Blair Harvey

Canterbury/Westland
Simon Newberry

South/Mid-Canterbury
Alistair Wing

Otago
Warwick Reid

Central Otago
Ben Rotto
Replaced Barry Murphy

Southland
Hunter Milne

MEET THE TEAM

CENTRE:

Viv Gurrey

Chief Executive Officer

Viv joined PINZ in September 2019. Working in the NGO and private sectors – leadership and people have been the basis of Viv's career for more years than she chooses to mention. Relationships are key. 'You have to like people, really like them, genuinely understand them – and treat them well!'

CLOCKWISE FROM TOP LEFT:

Rebecca van Etten

Chief of Staff

Rebecca joined the team more than four years ago and is our Community Lead for each of our professional communities. This includes managing our service level and strategic partnership agreements and delivery of our national education programme, which sees her engaged at many levels throughout the organisation.

Jason Ede

Chief of Communications and Strategy

With PINZ for nearly five years, Jason's work touches on most of the organisation's operations in one way or another. He works closely with our professional communities to get their messages to members and stakeholders, while also providing strategic advice and oversight.

Bronwyn Starke

Senior Project Manager

It's Bronwyn's second year with the National Support Team. As well as being the friendly face of PINZ webinars, she organises the annual national conference. Other projects on the go are developing resources to support branch operations and working on refreshing and evolving the PINZ brand.

Dr Gary Garner

NZIV General Secretary

One of our recent recruits, Gary commenced working in this new role in April 2021. A Registered Valuer, he has worked as a private practitioner, banker, academic and industry consultant. Gary is therefore well qualified to take on the technical side involved in the general day-to-day running of the Institute.



Robyn Matthews

Governance Secretariat

Robyn is the Property Institute's Governance Secretariat and is responsible for preparing the meeting agendas and minutes for the Board, Council and committees, as well as managing the elections process, maintaining the policy repository and producing stats. In her free time, Robyn enjoys hiking and camping with her children and dog.

Rochelle Misseldine

Membership Secretariat

Rochelle joined PINZ in February 2020 and has recently been appointed to the newly created role of Membership Secretariat, providing end-to-end support for our membership. She is the point of contact for all membership requirements, needs and queries. Rochelle brings a 'can do' attitude to everything she does, with a strong 'members first' approach.

Carlos Castro

Group Financial Controller

Carlos has been a part of the Property Institute team for nearly 13 years, producing all the financial reports for both NZIV and PINZ, branches and committees. He works closely with branches, members and the Institute's CEO to provide strategic financial advice to the Finance, Audit & Risk Committee, the PINZ Board and the NZIV Council.

Scott McLew

Chief of Engagement and Service Development

Scott's role is to work closely with the PINZ communities and the branch network that forms the core of delivering the strategic and operational objectives of PINZ. Membership services, the provision of support to the branch network in order to drive member engagement, and looking at ways to encourage and celebrate inclusion within the property sector all sit within Scott's remit.


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INDEPENDENT AUDITOR'S REPORT

To the Board of The Property Institute of New Zealand Incorporated

Report on the Performance Report

Opinion

We have audited the performance report of The Property Institute of New Zealand ("the Institute") on pages 31 to 46, which comprises the entity information, the statement of service performance, the statement of financial performance and statement of cash flows for the year ended 31 December 2020, the statement of financial position as at 31 December 2020, and notes to the performance report, including a summary of significant accounting policies and other explanatory information.

In our opinion:

- a. the reported outcomes and outputs, and quantification of the outputs to the extent practicable, in the statement of service performance are suitable;
- b. the accompanying performance report presents fairly, in all material respects:
 - the entity information for the year then ended;
 - the service performance for the year then ended; and
 - the financial position of the Institute as at 31 December 2020 and its financial performance, and cash flows for the year then ended

in accordance with Public Benefit Entity Simple Format Reporting – Accrual (Not-For-Profit) issued by the New Zealand Accounting Standards Board.

Basis for Opinion

We conducted our audit of the statement of financial performance, statement of financial position, statement of cash flows, statement of accounting policies and notes to the performance report in accordance with International Standards on Auditing (New Zealand) (ISAs (NZ)), and the audit of the entity information and statement of service performance in accordance with the

International Standard on Assurance Engagements (New Zealand) ISAE (NZ) 3000 (Revised). Our responsibilities under those standards are further described in the *Auditor's Responsibilities for the Audit of the Performance Report* section of our report. We are independent of the Institute in accordance with Professional and Ethical Standard 1 *International Code of Ethics for Assurance Practitioners (including International Independence Standards)* (New Zealand) issued by the New Zealand Auditing and Assurance Standards Board, and we have fulfilled our other ethical responsibilities in accordance with these requirements. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

Our firm carries out other assignments for the Institute in the area of taxation advice. The firm has no other interest in the Institute.

Information Other than the Financial Statements and Auditor's Report thereon

The Board members are responsible for the other information. The other information comprises the information included in the Annual Report but does not include the financial statements and our auditor's report thereon. The Annual Report is expected to be made available for use after the date of this auditor's report.

Responsibilities of the Board for the Performance Report

The Board are responsible for:

- a. identifying outcomes and outputs, and quantifying the outputs to the extent practicable, that are relevant, reliable, comparable and understandable, to report in the statement of service performance;
- b. the preparation and fair presentation of the performance report on behalf of the entity which comprises:
 - the entity information;
 - the statement of service performance; and
 - the statement of financial performance, statement of financial position, statement of cash flows, statement of accounting policies and notes to the performance report



in accordance with Public Benefit Entity Simple Format Reporting – Accrual (Not-For-Profit) issued by the New Zealand Accounting Standards Board; and

- c. for such internal control as the Board determine is necessary to enable the preparation of the performance report that is free from material misstatement, whether due to fraud or error.

In preparing the performance report, the Board is responsible on behalf of the Institute for assessing the Institute's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless the Board either intend to liquidate the Institute or to cease operations, or have no realistic alternative but to do so.

Auditor's Responsibilities for the Audit of the Performance Report

Our objectives are to obtain reasonable assurance about whether the performance report is free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance but is not a guarantee that an audit conducted in accordance with ISAs (NZ) and ISAE (NZ) 3000 (Revised) will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of this performance report.

As part of an audit in accordance with ISAs (NZ) and ISAE (NZ) 3000 (Revised), we exercise professional judgement and maintain professional scepticism throughout the audit. We also:

- Identify and assess the risks of material misstatement of the performance report, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by management.

- Conclude on the appropriateness of the use of the going concern basis of accounting by the Board and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the entity's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditor's report to the related disclosures in the performance report or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditor's report. However, future events or conditions may cause the entity to cease to continue as a going concern.
- Evaluate the overall presentation, structure and content of the performance report, including the disclosures, and whether the performance report represents the underlying transactions and events in a manner that achieves fair presentation.
- Perform procedures to obtain evidence about and evaluate whether the reported outcomes and outputs, and quantification of the outputs to the extent practicable, are relevant, reliable, comparable and understandable.

We communicate with the Board regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that we identify during our audit.

Restriction on Use of our Report

This report is made solely to the Institute's Board members, as a body. Our audit work has been undertaken so that we might state to the Institute's Board members, as a body those matters which we are required to state to them in our audit report and for no other purpose. To the fullest extent permitted by law, we do not accept or assume responsibility to anyone other than the Institute and the Institute's Board members, as a body for our audit work, for this report or for the opinion we have formed.

Grant Thornton New Zealand Audit Limited

B Kennerley
Partner
Wellington
9 April 2021

FINANCIAL PERFORMANCE REPORT

FOR THE YEAR ENDED 31 DECEMBER 2020

Contents

Entity Information	31
Statement of Service Performance	33
Statement of Financial Performance.....	37
Statement of Financial Position.....	38
Statement of Cash Flows	40
Statement of Accounting Policies	41
Notes to the Performance Report.....	43

ENTITY INFORMATION

Legal Name of Entity:

The Property Institute of New Zealand Incorporated

Type of Entity and Legal Basis (if any):

The Property Institute of New Zealand Incorporated is an Incorporated Society registered under the Incorporated Societies Act 1908.

The Property Institute of New Zealand Incorporated's Purpose/Strategy

The Property Institute of New Zealand delivers against the 6 Pillars strategy:

1. Status & Standards

Status and standards are about the things we do to position ourselves as the benchmark by which professionalism in the property industry is measured. Our challenge is to evolve into an organisation that sets the standard for the property industry and in which membership is viewed as an essential element of professional status.

2. Networking & Fellowship

Networking is recognised as one of the primary reasons that professionals join professional organisations. Our challenge is to reach a point where attendance at a PINZ networking event is seen as a mark of distinction and an essential indication of professional status.

3. Technology & Innovation

Technology and innovation are about preparing PINZ for the future. It includes collecting data and using it to accurately anticipate emerging professional trends. Our challenge is to prepare our members for coming trends and to be at the forefront of technological, economic/social change.

4. Industry Promotion

Promotion of the industry is about the things we do to project the property industry – and particularly the professions that we represent – in a positive way. Our challenge is to increase career participation in our professions and increase public confidence in the services provided by members.

5. Lifetime Learning

Lifetime learning is about providing robust, relevant and engaging education – within an easy to understand framework – to enable professionals to comply with their professional obligations while continuing to enhance their practical and theoretical knowledge.

6. Leadership & Advocacy

Leadership and advocacy are about those things that enable the Institute to establish, and maintain, a position from which it can influence the shape of policy and change through informed opinion, robust submissions and regular engagement with key decision makers.

Entity Structure

The Property Institute of New Zealand Incorporated ("the Institute") is an incorporated society focused on being the leading professional body for standards, qualifications and ethics across all facets of the property professions within New Zealand.

The performance report for the Institute is presented for the year ended 31 December 2020.

The Group is governed by a Board comprising 10 members and two observers. The members of the governing body are as follows:

- Luke van den Broek (President)
- Patrick O'Reilly (Immediate Past President. Resigned 9/20)
- Roger Gordon
- Phillip Merfield
- Steve Bown
- Benjamin Gill
- Phil Porteous
- Jeff Alexander
- Des Wai (Resigned 10/20)
- Boris Babic
- Susie Penrose (Resigned 5/20)
- David Pearse (PROMINZ) Observer
- Daniel Gerrand (Young Leader) Observer.

ENTITY INFORMATION

The Group is structured in order to support its key strategic objectives as follows:

- To increase and broaden the professional representation of the organisation;
- To advocate on behalf of members with the Government, government agencies and local bodies;
- To promote the professional activities of our members; and
- To provide continual professional development and other education to members.

The Board meet on a two-monthly basis. The Finance, Audit & Risk Committee has responsibility for monitoring the finances of the Institute, internal control systems and processes, the budget, and the results of the annual audit. In addition, the committee has input on the following:

- Input into development of the annual budget and the recommendation for annual member subscription rates.
- Review of management financial reports during the financial year including meeting with management.
- Review of internal controls.
- Input into the recommendation to Council.
- Meetings with the auditor to discuss the financial statements, annual audit and any recommendations in the auditor's management letter.

Main Sources of the Entity's Cash and Resources

The Property Institute of New Zealand Incorporated's primary sources of income are:

- Provision of goods and services to members.
- Fees, subscriptions and other revenue from members.

Additional sources of funding include:

- Service Level Agreement with NZIV.
- Sponsorship revenue.

STATEMENT OF SERVICE PERFORMANCE

Description of the Entity's Outcomes

Key strategic objectives and outcomes The Property Institute of New Zealand Incorporated aims to achieve, influence and deliver include:

Education

To increase the number and quality of online webinars and seminars; expand the range of topics on offer; ensure the education provided to members is relevant, timely and value for money.

Membership and Governance

Introduce networking events for members and other property professionals. Advocate on behalf of members on legislative changes. Monitor legislation and other legislation that is under review. Become more responsive to members with regular surveys of needs and satisfaction, inviting input to the PINZ education programme.

Membership Communication

Continuing improvement of our communication channels through publications including *Property Professional* magazine and the fortnightly CEO newsletter; increasing the profile and stature of the Institute through regular and positive media coverage; improving data collection, research, and production of relevant reports and standards.

The costs of delivery to achieve the entity Outcomes are:	Actual 2020	Budget 2020	Actual 2019
Education	\$16,218	\$123,496	\$127,857
Membership and Governance	\$52,177	\$77,002	\$89,534
Annual Conference	\$17,823	\$248,900	\$192,107
Membership Communication	\$67,720	\$62,750	\$68,621

Additional Output

For the 2020 calendar year the number of attendees at the Institute's events (webinars/seminars) was 4,927 – an increase of 1,335 on the previous year (2019).

The number of attendees at the 2019 conference in Wellington was 266 and, in 2020, the annual conference was cancelled due to COVID-19.

STATEMENT OF SERVICE PERFORMANCE

Education

In 2020 the Institute delivered educational opportunities to Institute members in the form of webinars, seminars, property network meetings and conferences.

Objectives

The Institute established a range of Education Objectives and determined that their achievement should be measured as a percentage of the 2020 Members Satisfaction Survey. The measures were as follows:

- The quality of the educational programme to be rated as acceptable, or higher, by 65% of Institute members.
- The content of the educational programme to be rated as acceptable, or higher, by 65% of Institute members.
- The delivery method of the educational programme to be rated as acceptable, or higher, by 65% of Institute members.
- The range of choice of educational options to be rate as acceptable, or higher, by 65% of Institute members.
- The length of educational options to be rated as acceptable, or higher, by 65% of Institute members.
- The frequency of educational options to be rated as acceptable, or higher, by 65% of Institute members.

Outcomes

	Very Good or Excellent	Good	Acceptable	Poor	Doesn't apply	Total
Quality	20.29% 28	50.00% 69	21.01% 29	3.62% 5	5.07% 7	138
Content	18.71% 26	43.17% 60	25.18% 35	7.91% 11	5.04% 7	139
Delivery method	17.99% 25	53.24% 74	20.14% 28	3.60% 5	5.04% 7	139
Range and choice	15.83% 22	38.13% 53	26.62% 37	14.39% 20	5.04% 7	139
Length	15.11% 21	50.36% 70	25.90% 36	2.88% 4	5.76% 8	139
Frequency	14.39% 20	47.48% 66	24.46% 34	8.63% 12	5.04% 7	139

STATEMENT OF SERVICE PERFORMANCE

PINZ Board

In 2020 the Board of The Property Institute of New Zealand governed the organisation in accordance with the Constitution of the Institute, the Strategic Plan of the Institute and relevant legislation.

Objective

The Board of the Institute determined that their performance should be measured as a percentage of the 2020 Members Satisfaction Survey and set a target of their performance being rated as acceptable, or higher, by 75% of Institute members.

Outcomes

Very Good or Excellent	20.83%	30
Good	36.81%	53
Acceptable	29.86%	43
Poor	4.17%	6
I don't know	8.33%	12
Other comments	0.00%	0
Total		144

STATEMENT OF SERVICE PERFORMANCE

Membership Communication

In 2020 the Institute communicated with members in a variety of different ways.

Objectives

The Institute communicated with members in a variety of different ways and determined that the success of these channels should be measured as a percentage of the 2020 Members Satisfaction Survey. The measures were as follows:

- Emails, Newsletters to be rated as acceptable, or higher, by 65% of members.
- Event promotions to be rated as acceptable, or higher, by 65% of members.
- Presentations to members to be rated as acceptable, or higher, by 65% of members.
- *Property Professional* magazine to be rated as acceptable, or higher, by 65% of members.
- Website to be rated as acceptable, or higher, by 65% of members.
- Publications to be rated as acceptable, or higher, by 65% of members.
- Social media activity to be rated as acceptable, or higher, by 65% of members.
- Collateral and brochures to be rated as acceptable, or higher, by 65% of members.
- Annual Report to be rated as acceptable, or higher, by 65% of members.
- Personal dealings with PINZ staff to be rated as acceptable, or higher, by 65% of members.

Outcomes

	Very Good or Excellent	Good	Acceptable	Poor	Don't know/ Didn't receive	Total
Emails, Newsletters	30.50% 43	53.19% 75	12.77% 18	1.42% 2	2.13% 3	141
Event promotions	25.18% 35	49.64% 69	18.71% 26	2.16% 3	4.32% 6	139
Presentations to members	16.79% 23	51.09% 70	19.71% 27	4.38% 6	8.03% 11	137
Digital magazine	2.41% 7	45.99% 63	20.44% 28	2.19% 3	18.98%	137
Website	14.49% 20	44.93% 62	28.99% 40	6.52% 9	5.07% 7	138
Social media	5.22% 7	23.13% 31	20.15% 27	11.19% 15	40.30% 54	134
Annual Report	9.56% 13	36.76% 50	29.41% 40	0.74% 1	23.53% 32	136
Personal dealings (phone, email, etc)	23.36% 32	42.34% 58	13.14% 18	4.38% 6	16.79% 23	137

This Performance Report should be read in conjunction with the accompanying notes.

STATEMENT OF FINANCIAL PERFORMANCE

	Notes	2020 \$	2019 \$
Revenue			
Interest income		7,589	16,091
Grants, donations, fundraising and other similar revenue		23,750	72,750
Fees, subscriptions and other revenue from members		505,790	500,093
Revenue from providing goods or services	1	897,669	1,209,049
Other revenue		184,622	130,769
Total Revenue		1,619,419	1,928,752
Expenses			
<i>Costs Related to Providing Goods or Services</i>			
Seminar expenses		16,217	24,782
Salaries and wages		990,058	892,835
Conference		17,823	192,108
<i>Other Administration and Overhead Costs</i>			
Board expenses		31,269	24,939
General expenses		-	21,131
National Committee expenses		5,607	6,202
Other expenses	2	408,026	567,433
Valuers Council expenses		20,908	43,650
Total Expenses		1,489,909	1,773,080
(Deficit) for the period before tax		129,510	155,672
Income tax		-	-
Surplus for the period after tax		129,510	155,672

This Performance Report should be read in conjunction with the accompanying notes.

STATEMENT OF FINANCIAL POSITION

	Notes	2020 \$	2019 \$
Assets			
Current Assets			
Bank and cash		567,267	502,410
Investments		1,011,196	659,877
Amounts due from The New Zealand Institute of Valuers		88,279	19,953
Debtors and prepayments		44,441	61,480
Total Current Assets		1,711,183	1,243,720
Non-Current Assets			
Property, plant and equipment	3	18,312	20,481
Intangible assets	4	32,088	32,286
Total Non-Current Assets		50,400	52,767
Total Assets		1,761,583	1,296,487
Liabilities			
Current Liabilities			
Creditors and accruals		188,565	101,932
Employee entitlements		50,782	25,903
Subscription revenue in advance		341,123	208,883
Amount due to The New Zealand Institute of Valuers		77,024	4,850
GST payable		58,961	40,402
Total Current Liabilities		716,455	381,970
Total Liabilities		716,455	381,970
Net Assets		1,045,128	914,517
Accumulated Funds			
Accumulated surplus	6	1,045,128	914,517
Total Accumulated Funds		1,045,128	914,517

This Performance Report should be read in conjunction with the accompanying notes.

STATEMENT OF FINANCIAL POSITION

Approval of Performance Report

The Board are pleased to present the approved performance report, including the historical financial statements of The Property Institute of New Zealand Incorporated, for the year ended 31 December 2020.

APPROVED

For and behalf of the Board.



Luke van den Broek
President

9 April 2021

STATEMENT OF CASH FLOWS

	2020 \$	2019 \$
Cash Flows from Operating Activities		
Cash was received from:		
Donations, fundraising and other similar receipts	48,629	41,815
Fees, subscriptions, and other receipts from members	638,032	523,510
Receipts from providing goods or services	897,669	1,076,817
Interest, dividends and other investment receipts	7,589	16,091
Other revenue	184,622	262,925
Cash was applied to:		
Payments to suppliers and employees	(990,058)	(967,625)
Costs related to providing goods or services	34,252	(256,287)
Other expenses	(406,925)	(485,490)
Net Cash Flows from Operating Activities	413,809	211,756
Cash Flows from Investing and Financing Activities		
Cash was received from:		
Receipts from disposal/(purchase) of investments	(351,320)	(47,460)
Subs in advance	-	104,984
Cash was applied to:		
Acquisition of property, plant and equipment	2,169	-
Acquisition of intangible assets	199	-
Net Cash Flows from Investing and Financing Activities	(348,952)	57,524
Net Increase/(Decrease) in Cash	64,857	269,280
Opening Cash	502,410	233,130
Closing Cash	567,267	502,410
This is represented by:		
Bank and cash	567,267	502,410

This Performance Report should be read in conjunction with the accompanying notes.

STATEMENT OF ACCOUNTING POLICIES

Basis of Preparation

The Property Institute of New Zealand has elected to apply PBE SFR-A (NFP) Public Benefit Entity Simple Format Reporting – Accrual (Not-For-Profit) on the basis that it does not have public accountability and has total annual expenses of equal to or less than \$2,000,000 for the last two annual reporting periods. All transactions in the performance report are reported using the accrual basis of accounting. The performance report is prepared under the assumption that The Property Institute of New Zealand will continue to operate as a going concern in the foreseeable future.

Functional and Presentation Currency

The Property Institute of New Zealand has presented its numbers in NZ\$ and all numbers have been rounded to the nearest thousand.

Revenue

Revenue is accounted for as follows:

Fees, Subscriptions and Other Revenue from Members

Fees and subscriptions received in exchange for monthly access to member's facilities are initially recorded as income in advance and recognised in revenue evenly over the membership period.

Where members purchase specific services (for example, attendance at the coaching and development course), revenue is initially recorded as revenue in advance, and then recognised proportionally on the basis of the value of each session relative to the total value of the purchased services.

Other fees and subscriptions are recorded as revenue when cash is received.

Grants, Donations, Fundraising and Other Similar Income

Fundraising and grant income is accounted for depending on whether or not it has a "use or return" condition attached. Where no use or return conditions are attached, the revenue is recorded as income when the cash is received. Where income includes a use or return condition, it is initially recorded as a liability on receipt. The income is then subsequently recognised within the statement of financial performance as the performance conditions are met.

Interest Income

Interest income is recognised on an accruals basis.

Revenue from Providing Goods or Services

Where members purchase specific services (for example, attendance at professional development course), revenue is initially recorded as revenue in advance, and then recognised proportionally on the basis of the value of the purchased services.

Event/Conference Income

Entrance fees for functions and events are recorded as revenue when the function or event takes place.

Other Income

All other income is accounted for on an accruals basis and accounted for in accordance with the substance of the transaction.

Income Tax

Taxation is provided on the income earned by the Institute on transactions outside of its membership – this income tax is accounted for using the taxes payable method. The Institute is not liable for tax on its dealing with members as per the Incorporated Societies Act 1908.

Bank Accounts and Cash

Bank and cash in the statement of cash flows comprise cash balances and bank balances (including short-term deposits) with original maturities of 90 days or less.

Goods and Services Tax (GST)

All amounts are recorded exclusive of GST, except for Debtors and Creditors, which are stated inclusive of GST.

Debtors

Debtors are carried at estimated realisable value after providing against debts where collection is doubtful.

STATEMENT OF ACCOUNTING POLICIES

Property, Plant and Equipment

Property, plant and equipment are shown at cost less any accumulated depreciation and impairment losses.

Depreciation

Depreciation is provided on a diminishing value basis on all property, plant and equipment, at rates that will reduce the cost of the assets to their estimated residual values over their useful lives. The depreciation rates and useful lives associated with major classes of assets have been estimated as follows:

Furniture and fittings	20% – 48%
Office equipment	20% – 48%
Computers	40% – 48%

Intangible Assets

Intangible assets acquired separately are measured on initial recognition at cost. The cost of intangible assets acquired in a non-exchange transaction is their fair value at the date of the exchange. The cost of intangible assets acquired in a business combination is their fair value at the date of acquisition.

Following initial recognition, intangible assets are carried at cost less any accumulated amortisation and accumulated impairment losses. Internally generated intangibles, excluding capitalised development costs, are not capitalised and the related expenditure is reflected in surplus or deficit in the period in which the expenditure is incurred.

The useful lives of intangible assets are assessed as either finite or indefinite. The Group does not hold any intangible assets that have an indefinite life.

Intangible assets with finite lives are amortised over the useful economic life and assessed for impairment whenever there is an indication that the intangible asset may be impaired.

The amortisation period and the amortisation method for an intangible asset with a finite useful life are reviewed at least at the end of each reporting period. Changes in the expected useful life or the expected pattern of consumption of future economic benefits or service potential embodied in the asset are considered to modify the amortisation period or method, as appropriate, and are treated as changes in accounting estimates.

The amortisation expense on intangible assets with finite lives is recognised in surplus or deficit as the expense category that is consistent with the function of the intangible assets.

The amortisation periods for the Group's assets are as follows:

Website	20% – 48%.
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Employee Costs

Employee entitlements are measured at undiscounted nominal values based on accrued entitlements at current rates of pay. These include salaries and wages accrued up to reporting date and annual leave earned but not taken at reporting date.

The Property Institute of New Zealand recognises a liability and an expense for bonuses it is contractually obliged to pay, or where a past event has created a constructive obligation.

Tier 2 PBE Accounting Standards Applied

In line with the requirements of PBE SFR-A (NFP) the Institute has accounted for the following transactions in accordance with PBE IPSAS Tier 2 (NFP):

- accounting for intangible assets in accordance with the requirements in PBE IPSAS 31 (NFP) Intangible Assets (Not-For-Profit).

Changes in Accounting Policies

There have been no changes in accounting policies during the annual reporting period (2019: Nil) other than noted above.

NOTES TO THE PERFORMANCE REPORT

Note 1 – Analysis of Revenue

	2020 \$	2019 \$
Revenue from Providing Goods and Services		
Annual/Property summit conference	11,108	292,150
Publications	22,563	26,136
Service Level Agreement with The New Zealand Institute of Valuers	717,996	717,996
Seminar income	146,002	172,767
Total	897,669	1,209,049
Other revenue		
Branch revenue	72,719	107,749
PIQA Accreditation Scheme	18,175	23,020
COVID-19 Wage Subsidy	93,728	-
Total	184,622	130,769

Note 2 – Analysis of Expenses

	2020 \$	2019 \$
Other Expenses		
Accident Compensation Levy	2,007	2,045
Other expenses	17,560	-
Amortisation	7,827	25,221
Audit fees	12,319	20,332
Bank charges	371	545
Branch costs	78,832	103,076
Communication	15,883	10,808
Computer expenses	46,388	41,825
Depreciation	7,892	3,337
Equipment lease costs	3,985	2,430
Functions/awards	500	1,000
Information services – publications	19,886	68,621
Insurance	8,824	8,883
International costs	10,814	57,166
Legal fees	4,381	21,298
Marketing and consultancy expenses	67,720	30,624
Membership subscription	3,196	2,108
Contractors	18,412	4,275
Premises costs	39,742	40,291
Printing, stationery & postage	13,251	10,363
Staff costs	17,393	8,749
Gain/loss on assets	-	63,391
Travelling expenses	10,843	41,045
Total	408,026	567,433

This Performance Report should be read in conjunction with the accompanying notes.

NOTES TO THE PERFORMANCE REPORT

Note 3 – Property, Plant and Equipment

	Opening Carrying Amount \$	Purchases \$	Sales/ Disposals \$	Current Year Depreciation & Impairment \$	Closing Carrying Amount \$
2020					
Asset Class					
Furniture and fixtures	-588	-	-	-	-588
Office equipment	7,574	-	-	872	6,702
Computers (including software)	13,495	5,722	-	7,020	12,199
Total	20,481	5,722	-	7,892	18,312
2019					
Asset Class					
Furniture and fixtures	489	-	-	1,077	-588
Office equipment	8,097	-	42	481	7,574
Computers (including software)	7,594	8,050	370	1,779	13,495
Total	16,180	8,050	412	3,337	20,481

Note 4 – Intangible Assets

	Opening Carrying Amount \$	Purchase \$	Sales Disposal \$	Current Year Amortisation \$	Closing Carrying Amount \$
31-Dec-20					
Website	-602	602	-	-	-
QAAS	501	-	-	239	262
PIQA	2,255	-	-	1,082	1,172
Website Transfer & Enhancements	30,133	7,280	253	6,506	30,654
	32,287	7,882	253	7,827	32,088
31-Dec-19					
Website	78,775	-	62,979	16,398	-602
QAAS	959	-	-	458	501
PIQA	4,336	-	-	2,081	2,255
Website Transfer & Enhancements	31,417	5,000	-	6,284	30,133
Net Book Value	115,487	5,000	62,979	25,221	32,287

NOTES TO THE PERFORMANCE REPORT

Note 5 – Interest in Joint Arrangement

	\$	Proportion of Interest
Land Professionals NZ Ltd		
2020	–	33.33%
2019	–	33.33%

The Institute has 33.33% interest (400 shares) in Land Professionals NZ Limited, which is a joint arrangement with Survey & Spatial NZ and the NZ Institute of Primary Industry Management. The purpose of this entity is to manage the lease of Level 3, 69 The Terrace, Wellington.

Note 6 – Accumulated Funds

	Non-controlling Interest \$	Accumulated Surpluses or Deficits \$	Total \$
2020			
Description			
Opening Balance	-	914,517	914,517
Surplus/(Deficit)	1,101	129,510	130,611
Total	1,101	1,044,027	1,045,128
2019			
Description			
Opening Balance	69,992	688,584	758,576
Surplus/(Deficit)	269	155,672	155,941
Total	70,261	844,256	914,517

Note 7 – Commitments and Contingencies

	2020 \$	2019 \$
Commitments to lease or rent assets		
Future photocopier operating lease payments (36 month lease)	15,472	3,589

There are no capital commitments, contingent liabilities or guarantees as at balance date (2019: Nil).

NOTES TO THE PERFORMANCE REPORT

Note 8 – Related Party Transactions

Description of Related Party Relationship	Description of the Transaction (whether in cash or amount in kind)	2020 \$ Value of Transactions	2019 \$ Value of Transactions
The New Zealand Institute of Valuers*	Service Level Agreement payment from The New Zealand Institute of Valuers to the Institute	717,996	717,996
The Property Institute of NZ	Accounts Receivable	88,278	19,953
	Accounts Payable	77,024	4,850

* The Institute has a related party relationship with The New Zealand Institute of Valuers due to the two entities having some common Board members of governance. Despite similarities in operations and governance The Property Institute of New Zealand Incorporated does not exercise control over The New Zealand Institute of Valuers and therefore does not consolidate their results in the consolidated performance report.

All Board members are also the members of The Property Institute of New Zealand.

Note 9 – COVID-19 Impact

On 11 March 2020 the WHO declared a global pandemic in respect to the COVID-19 virus outbreak. Following establishment of a foothold within the New Zealand population, the New Zealand Government initiated a full societal lockdown with significant isolation and movement restrictions imposed on citizens (with essential services permitted to operate).

The Institute was not classified as an essential service and closed its physical location for the duration of alert levels 3 and 4 (i.e. lockdown period). The Institute was in a fortunate position of staff being able to smoothly transition to remote working arrangement and could therefore continue with most tasks.

Due to the lockdown the Institute's annual events (conference) and a number of seminars were cancelled during the year, which resulted in a significant reduction in revenue during the year.

Note 10 – Events After Balance Date

On 8 April 2021, The Property Institute of New Zealand Board has resolved voluntarily to repay the Wage Subsidy funds received in 2020 as part of the Government's Wage Subsidy scheme. This repayment will be made effective during the 2021 financial period.

There were no other significant events after balance date requiring disclosure or adjustment to this performance report (2019: None).


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INDEPENDENT AUDITOR'S REPORT

To the Council of The New Zealand Institute of Valuers

Report on the Performance Report

Opinion

We have audited the performance report of The New Zealand Institute of Valuers ("the Institute") on pages 50 to 61, which comprises the entity information, the statement of service performance, the statement of financial performance and statement of cash flows for the year ended 31 December 2020, the statement of financial position as at 31 December 2020, and notes to the performance report, including a summary of significant accounting policies and other explanatory information.

In our opinion:

- a. the reported outcomes and outputs, and quantification of the outputs to the extent practicable, in the statement of service performance are suitable;
- b. the accompanying performance report presents fairly, in all material respects:
 - the entity information for the year then ended;
 - the service performance for the year then ended; and
 - the financial position of the Institute as at 31 December 2020, its financial performance, and cash flows for the year then ended

in accordance with Public Benefit Entity Simple Format Reporting – Accrual (Not-For-Profit) issued by the New Zealand Accounting Standards Board.

Basis for Opinion

We conducted our audit of the statement of financial performance, statement of financial position, statement of cash flows, statement of accounting policies and notes to the performance report in accordance with International Standards on Auditing (New Zealand) (ISAs (NZ)), and the audit of the entity information and statement of service performance in accordance with the International Standard on Assurance Engagements (New Zealand) ISAE (NZ) 3000 (Revised). Our responsibilities

under those standards are further described in the *Auditor's Responsibilities for the Audit of the Performance Report* section of our report. We are independent of the Institute in accordance with Professional and Ethical Standard 1 (Revised) *Code of Ethics for Assurance Practitioners* issued by the New Zealand Auditing and Assurance Standards Board, and we have fulfilled our other ethical responsibilities in accordance with these requirements. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

Our firm carries out other assignments for the Institute in the area of taxation advice. The firm has no other interest in the Institute.

Responsibilities of the Council for the Performance Report

The Council are responsible for:

- a. identifying outcomes and outputs, and quantifying the outputs to the extent practicable, that are relevant, reliable, comparable and understandable, to report in the statement of service performance;
- b. the preparation and fair presentation of the performance report on behalf of the Institute which comprises:
 - the entity information;
 - the statement of service performance; and
 - the statement of financial performance, statement of financial position, statement of cash flows, statement of accounting policies and notes to the performance report

in accordance with Public Benefit Entity Simple Format Reporting – Accrual (Not-For-Profit) issued by the New Zealand Accounting Standards Board; and

- c. for such internal control as the Council determine is necessary to enable the preparation of the performance report that is free from material misstatement, whether due to fraud or error.

In preparing the performance report, the Council is responsible on behalf of the Institute for assessing the Institute's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless the Council either intend to liquidate the Institute or to cease operations, or have no realistic alternative but to do so.



Auditor's Responsibilities for the Audit of the Performance Report

Our objectives are to obtain reasonable assurance about whether the performance report is free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance but is not a guarantee that an audit conducted in accordance with ISAs (NZ) and ISAE (NZ) 3000 (Revised) will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of this performance report.

As part of an audit in accordance with ISAs (NZ) and ISAE (NZ) 3000 (Revised), we exercise professional judgement and maintain professional scepticism throughout the audit. We also:

- Identify and assess the risks of material misstatement of the performance report, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by management.
- Conclude on the appropriateness of the use of the going concern basis of accounting by the Council and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the entity's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditor's report to the related disclosures in the performance report or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the

audit evidence obtained up to the date of our auditor's report. However, future events or conditions may cause the entity to cease to continue as a going concern.

- Evaluate the overall presentation, structure and content of the performance report, including the disclosures, and whether the performance report represents the underlying transactions and events in a manner that achieves fair presentation.
- Perform procedures to obtain evidence about and evaluate whether the reported outcomes and outputs, and quantification of the outputs to the extent practicable, are relevant, reliable, comparable and understandable.

We communicate with the Council regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that we identify during our audit.

Restriction on Use of our Report

This report is made solely to the Institute's Council members, as a body. Our audit work has been undertaken so that we might state to the Institute's Council members, as a body those matters which we are required to state to them in our audit report and for no other purpose. To the fullest extent permitted by law, we do not accept or assume responsibility to anyone other than the Institute and the Institute's Council members, as a body for our audit work, for this report or for the opinion we have formed.

Grant Thornton New Zealand Audit Limited

B Kennerley

Partner
Wellington
16 April 2021

FINANCIAL PERFORMANCE REPORT

FOR THE YEAR ENDED 31 DECEMBER 2020

Contents

Entity Information	50
Statement of Service Performance	51
Statement of Financial Performance.....	53
Statement of Financial Position.....	54
Statement of Cash Flows	56
Statement of Accounting Policies	57
Notes to the Performance Report.....	59

ENTITY INFORMATION

Legal Name of Entity:

The New Zealand Institute of Valuers

Type of Entity and Legal Basis (if any):

The New Zealand Institute of Valuers is a body corporate constituted under the Valuers Act 1948.

The New Zealand Institute of Valuers' Purpose

The New Zealand Institute of Valuers (NZIV) is made up of members who are the authority on real property valuation advice, and is tasked with performing functions and duties as set out by the Valuers Act 1948. This includes promoting ethical conduct, preserving the status of its members generally, providing opportunities for the acquisition and communication of valuation knowledge, considering and suggesting amendments to the law, providing a means of amicable settlement of professional differences, and protecting and promoting the interest of valuers and the interest of the public in relation to valuations of land and related subjects.

Entity Structure

The NZIV engages The Property Institute of New Zealand (PINZ) to perform professional administration and management support services on its behalf, to execute the strategies and responsibilities of NZIV.

PINZ is an organisation that supports a number of groups ("communities") who lead their respective professions within the property industry. The goal of PINZ is to elevate the standing of its community groups within the property profession and to ensure the goals and strategies of each community are achieved. NZIV is one of those groups/communities.

The Institute is governed by a Council. The members of the governing body are as follows:

- Jeff Alexander (President)
- Roger Gordon (Immediate Past President)
- Boyd Gross (Vice President)
- Blue Hancock
- John Tappenden
- Melody Richards
- Peter Ward
- Neill Sullivan (Valuer General)
- Heather Beard (Young Leaders Programme)
- Jason Williams (Vice President)
- Adam Binns
- Rob Boyd
- Matt Snelgrove.

The Council meets on a two-monthly basis.

The Institute is structured to support its key strategic objectives as follows:

- Advancing the Valuation Profession
Through – Representation and Advocacy Education
Ethics & Standards.

Main Sources of the Entity's Cash and Resources

The New Zealand Institute of Valuers' primary source of funding is through receipt of subscription fees.

Additional sources of funding include:

- VRB recoveries.
- Interest income.

STATEMENT OF SERVICE PERFORMANCE

Description of the Entity's Outcomes

Education

In 2020 the Institute delivered educational opportunities to NZIV members in the form of webinars, seminars, keynote meetings and conferences.

Objectives

The Institute established a range of Educational Objectives and determined that their achievement should be measured as a percentage of the 2020 Members Satisfaction Survey completed by The Property Institute of New Zealand. The measures were as follows:

- The quality of the educational programme to be rated as acceptable, or higher, by 65% of NZIV members.
- The content of the educational programme to be rated as acceptable, or higher, by 65% of NZIV members.
- The delivery method of the educational programme to be rated as acceptable, or higher, by 65% of NZIV members.
- The range and choice of educational options to be rated as acceptable, or higher, by 65% of NZIV members.
- The length of educational options to be rated as acceptable, or higher, by 65% of NZIV members.
- The frequency of educational options to be rated as acceptable, or higher, by 65% of NZIV members.

Outcomes

	Very Good or Excellent	Good	Acceptable	Poor	Doesn't apply	Total
Quality	23.47% 23	48.98% 48	21.43% 21	4.08% 4	2.04% 2	98
Content	22.22% 22	42.42% 42	26.26% 26	7.07% 7	2.02% 2	99
Delivery method	21.21% 21	51.52% 51	20.20% 20	5.05% 5	2.02% 2	99
Range and choice	20.20% 20	35.35% 35	28.28% 28	14.14% 14	2.02% 2	99
Length	17.17% 17	48.48% 48	27.27% 27	4.04% 4	3.03% 3	99
Frequency	17.17% 17	44.44% 44	29.29% 29	7.07% 7	2.02% 2	99

STATEMENT OF SERVICE PERFORMANCE

Membership Communication

In 2020 under the Service Level Agreement with The Property Institute of New Zealand, NZIV members received a variety of different communications.

Objectives

The Institute communications determined that the success of these channels should be measured as a percentage of the 2020 Members Satisfaction Survey. The measures were as follows:

- Emails, Newsletters to be rated as acceptable, or higher, by 65% of NZIV members.
- Event promotions to be rated as acceptable, or higher, by 65% of NZIV members.
- *Property Professional* magazine to be rated as acceptable, or higher, by 65% of NZIV members.
- Website to be rated as acceptable, or higher, by 65% of NZIV members.
- Publications to be rated as acceptable, or higher, by 65% of NZIV members.
- Annual Report to be rated as acceptable, or higher, by 65% of NZIV members.
- Personal dealings with PINZ staff to be rated as acceptable, or higher, by 65% of NZIV members.

Outcomes

	Very Good or Excellent	Good	Acceptable	Poor	Don't know/ Didn't receive	Total
Emails, Newsletters	31.00% 31	58.00% 58	10.00% 10	0.00% 0	1.00% 1	100
Event promotions	27.27% 27	51.52% 51	16.16% 16	2.02% 2	3.03% 3	99
Presentations to members	18.18% 18	52.53% 52	19.19% 19	5.05% 5	5.05% 5	99
Magazine	12.12% 12	49.49% 49	19.19% 19	2.02% 2	17.17% 17	99
Website	15.15% 15	46.46% 46	32.32% 32	4.04% 4	2.02% 2	99
Social media	5.15% 5	21.65% 21	21.65% 21	12.37% 12	39.18% 38	97
Annual Report	10.10% 10	37.37% 37	29.29% 29	1.01% 1	22.22% 22	99
Personal dealings (phone, email, etc)	25.51% 25	41.84% 41	13.27% 13	2.04% 2	17.35% 17	98

STATEMENT OF FINANCIAL PERFORMANCE

	Notes	2020 \$	2019 \$
Revenue			
Subscriptions revenue from members		825,800	849,312
Interest revenue		1,472	7,287
Share of profit of associate	2	35,511	4,533
Other revenue	1	148,333	125,623
Total Revenue		1,011,116	986,755
Expenses			
Costs Related to Providing Goods or Services			
Professional Practices Committee		9,000	9,000
Professional practices investigations		134,354	128,809
Service Level Agreement with The Property Institute of New Zealand	5	717,996	717,996
Other Administration and Overhead Costs			
Audit and accounting fees		9,300	9,763
General expenses		6,905	493
Impairment loss	2	35,511	4,533
Insurance		4,562	4,346
President's honorarium		43,333	37,391
Legal fees		51,725	16,594
Total Expenses		1,012,686	928,925
Operating Surplus/(Deficit) for the period		(1,570)	57,830
Unrealised gain/(loss) on investment in associates		-	-
Surplus/(Deficit) for the period before tax		(1,570)	57,830
Income tax		-	-
Surplus/(Deficit) for the period after tax		(1,570)	57,830

This Performance Report should be read in conjunction with the accompanying notes.

STATEMENT OF FINANCIAL POSITION

	Notes	2020 \$	2019 \$
Assets			
Current Assets			
Bank and cash		903,625	823,859
Investments		350,000	300,000
Debtors and prepayments		80,589	22,489
Accrued interest		416	976
Total Current Assets		1,334,630	1,147,324
Non-Current Assets			
Investment in associate	2	-	-
Total Non-Current Assets		-	-
Total Assets		1,334,630	1,147,324
Liabilities			
Current Liabilities			
Creditors and accruals		113,828	98,821
Amounts due to The Property Institute of New Zealand		88,278	20,160
Subscription revenue in advance		697,914	592,162
Total Current Liabilities		900,020	711,143
Total Liabilities		900,020	711,143
Net Assets		434,610	436,181
Accumulated Funds			
Accumulated surplus	3	434,610	436,181
Total Accumulated Funds		434,610	436,181

This Performance Report should be read in conjunction with the accompanying notes.

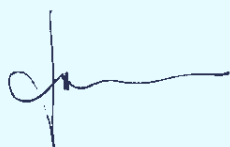
STATEMENT OF FINANCIAL POSITION

Approval of Performance Report

The Council are pleased to present the approved performance report, including the historical financial statements of The New Zealand Institute of Valuers, for the year ended 31 December 2020.

APPROVED

For and behalf of the Council.



Jeff Alexander
President

16 April 2021

STATEMENT OF CASH FLOWS

	2020 \$	2019 \$
Cash Flows from Operating Activities		
Cash was received from:		
Fees, subscriptions and other receipts from members	874,012	1,368,503
Interest, dividends and other investment receipts	1,472	7,288
Other revenue	183,844	125,622
Cash was applied to:		
Payments to suppliers and employees	(28,708)	(37,530)
Costs related to providing goods or services	(649,496)	(600,036)
Other expenses	(251,357)	(169,005)
Net Cash Flows from Operating Activities	129,766	694,842
Cash Flows from Investing and Financing Activities		
Purchase of investments	(50,000)	(47,023)
Cash was applied to:		
Net Cash Flows Used in Investing Activities	(50,000)	(47,023)
Net Increase/(Decrease) in Cash	79,766	647,819
Opening Cash	823,859	176,040
Closing Cash	903,625	823,859
This is represented by:		
Bank and cash	903,625	823,859

This Performance Report should be read in conjunction with the accompanying notes.

STATEMENT OF ACCOUNTING POLICIES

Basis of Preparation

The Institute has elected to apply PBE SFR-A (NFP) Public Benefit Entity Simple Format Reporting – Accrual (Not-For-Profit). All transactions in the performance report are reported using the accrual basis of accounting. The performance report is prepared under the assumption that the Institute will continue to operate as a going concern in the foreseeable future.

Revenue

Revenue is accounted for as follows:

Subscription Revenue

Subscriptions received in exchange for monthly access to member's facilities are initially recorded as revenue in advance and recognised in revenue evenly over the membership period.

Where members purchase specific services (for example, attendance at the coaching and development course), revenue is initially recorded as revenue in advance, and then recognised proportionally on the basis of the value of each session relative to the total value of the purchased services.

Other fees and subscriptions are recorded as revenue when cash is received.

Interest Revenue

Interest revenue is recognised on an accruals basis.

Other Revenue

All other revenue is accounted for on an accruals basis and accounted for in accordance with the substance of the transaction.

Investment in Associate

The Institute's investment in its associates is accounted for using the equity method of accounting in the performance report.

Under the equity method, an investment in an associate is initially recognised in the statement of financial position at cost. The carrying amount of the investment is adjusted to recognise post-acquisition changes in the Institute's share of net assets of the associates. Goodwill relating to an associate is included in the carrying amount of the investment and is not amortised.

The Institute's share of an associate's surplus or deficit is recognised in the statement of financial performance. The cumulative movements are adjusted against the carrying amount of the investment. Unrealised gains and losses resulting from transactions between the Institute and the associate are eliminated to the extent of the Institute's interest in the associate.

The share of surplus or deficit of associates is shown on the face of the statement of financial performance. This is the surplus attributable to equity holders of the associate and therefore is surplus after tax and minority interests in the controlled entities of the associates.

After application of the equity method, the Institute determines whether it is necessary to recognise an impairment loss on the Institute's investment in its associate. The Institute determines at each reporting date whether there is any objective evidence that the investment in the associate is impaired. If this is the case the Institute calculates the amount of impairment as the difference between the recoverable amount of the associate and its carrying value and recognises the amount in the "share of surplus of an associate" in the statement of financial performance. Goodwill included in the carrying amount of the investment in associate is not tested for impairment separately; rather the entire carrying amount of the investment is tested as a single asset.

When the Institute's share of losses in an associate equal or exceeds its interest in the associate, including any unsecured long-term receivables and loans, the Institute does not recognise further losses, unless it has incurred obligations or made payments on behalf of the associate.

The financial statements of the associate are prepared for the same reporting period as the Institute. When necessary, adjustments are made to bring the accounting policies in line with those of the Institute.

STATEMENT OF ACCOUNTING POLICIES

Income Tax

Taxation is provided on the income earned by the Institute on transactions outside of its membership – this income tax is accounted for using the taxes payable method. The Institute is not liable for tax on its dealing with members.

Bank Accounts and Cash

Bank and cash in the statement of cash flows comprise cash balances and bank balances (including short-term deposits) with original maturities of 90 days or less.

Goods and Services Tax (GST)

All amounts are recorded exclusive of GST, except for Debtors and Creditors, which are stated inclusive of GST.

Debtors

Debtors are carried at estimated realisable value after providing against debts where collection is doubtful.

Tier 2 PBE Accounting Standards Applied

In line with the requirements of PBE SFR-A (NFP) the Institute has accounted for its interest in associate in accordance with the requirements in PBE IPSAS 7 Investments in Associates and Joint Ventures.

Changes in Accounting Policies

There have been no changes in accounting policies during the annual reporting period (2019: Nil) other than noted above in relation to investment in associate.

NOTES TO THE PERFORMANCE REPORT

Note 1 – Analysis of Revenue

	2020 \$	2019 \$
Other Revenue		
Sundry revenue	3,000	2,500
Sales	-	1,250
VRB recoveries	145,333	121,873
Total	148,333	125,623

Note 2 – Investment in Associate

The shareholding in Headway Systems Ltd is 267,647 shares, equity to 50% of the company shares.

Headway Systems Ltd

	2020 \$	2019 \$
Investment		
Opening balance of investment	122,440	117,907
Share in profits for FY 2020	35,511	4,533
Closing balance of investment impairment	157,951	122,440
Accumulated Impairment Losses		
Opening balance	(122,440)	(117,907)
Impairment loss recognised during the year	(35,511)	(4,533)
Closing balance of investment impairment	(157,951)	(122,440)
Carrying value	-	-

The investment in Headway Systems is accounted for using the equity method in accordance with PBE IPSAS 36.

The Management and the Council is of the view that as at 31 December 2020, there is significant uncertainty that Headway will be able to generate sustainable future surplus and therefore has NIL recoverable amount. Additional impairment loss has been recognised during the year in line with this assessment.

The associate had no contingent liabilities or capital commitments as at 31 December 2020. The Institute has not provided any guarantees in relation to its interests in the associate (2019: Nil).

This Performance Report should be read in conjunction with the accompanying notes.

NOTES TO THE PERFORMANCE REPORT

Note 3 – Accumulated Funds

	Accumulated Surpluses or Deficits \$
2020	
Opening Balance	436,180
Surplus/(Deficit)	(1,570)
Total	434,610
2019	
Opening Balance	378,350
Surplus/(Deficit)	57,830
Total	436,180

Note 4 – Commitments and Contingencies

There are no capital commitments, contingent liabilities or guarantees as at balance date (2019: Nil).

Note 5 – Related Party Transactions

Description of Related Party Relationship	Description of the Transaction (whether in cash or amount in kind)	2020 \$ Value of Transactions	2019 \$ Value of Transactions
The Property Institute of New Zealand Inc.	Service Level Agreement payment from the Institute to PINZ	717,996	717,996
The Property Institute of New Zealand Inc.	Accounts Receivable	77,024	3,125
	Accounts Payable	88,278	19,953

The Institute has a related party relationship with The Property Institute of New Zealand Inc. due to the two entities having largely the same management and some members of governance. Despite similarities in operations and governance The Property Institute of New Zealand Incorporated does not exercise control over The New Zealand Institute of Valuers and therefore does not consolidate their results in the performance report.

The Institute has a 50% interest in an associated company Headway Systems Ltd. Refer to note 2 for details of the investment in associate.

NOTES TO THE PERFORMANCE REPORT

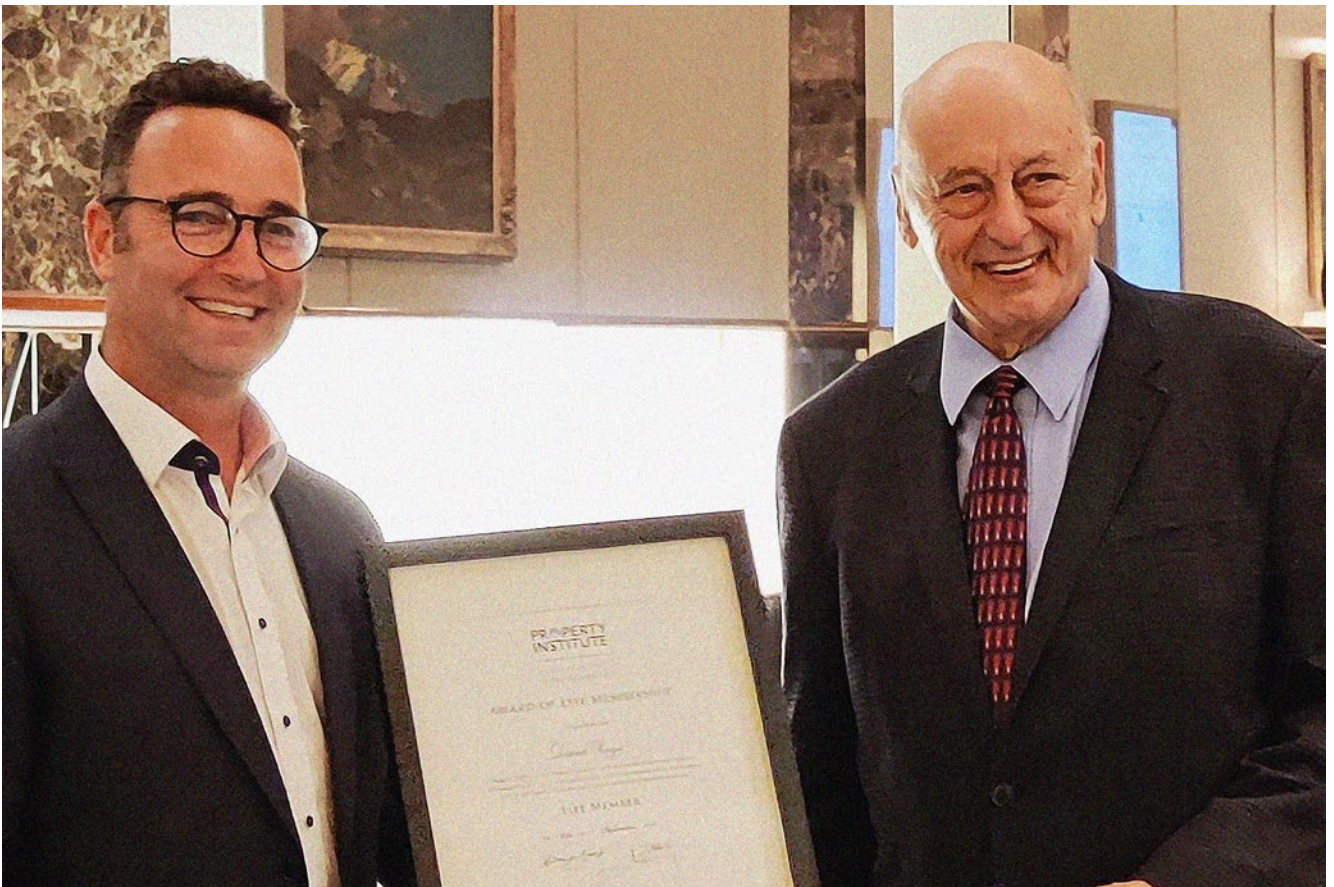
Note 6 – COVID-19 Impact

On 11 March 2020 the WHO declared a global pandemic in respect to the COVID 19 virus outbreak. Following establishment of a foothold within the New Zealand population, the New Zealand Government initiated a full societal lockdown with significant isolation and movement restrictions imposed on citizens (with essential services permitted to operate).

The Institute was not classified as an essential service and closed its physical locations for the duration of alert level 3 and 4 (lockdown period). The Institute was in a fortunate position of PINZ staff being able to transition to remote working arrangements and could therefore continue with most tasks. There was no significant adverse impact to the Institute as it generates income from the membership, which was billed and collected pre-COVID-19.

Note 7 – Events After Balance Date

There were no other significant events after balance date requiring disclosure or adjustment in the financial statements (2019: Nil).



David Keys was awarded PINZ Life Membership during our online AGM in 2020 and later received it in person at a special celebration in Auckland, with the award being presented by PINZ Board member Phil Porteous

LIFE MEMBERS

Current Life Members of PINZ and/or NZIV as at 31 December 2020

M R Mander QSO	NZIV	1985
E E Harris	PINZ	1991
R P Young	NZIV & PINZ	1993
R L Jefferies	NZIV & PINZ	1997
G J Horsley MNZM	NZIV & PINZ	1998
M R Hanna	NZIV	2002
R V Thompson	PINZ	2002
J P Larmer	NZIV & PINZ	2003
A J Robertson	PINZ	2004
M E L Gamby	NZIV & PINZ	2005
D J Armstrong	NZIV & PINZ	2009
R Hargreaves	NZIV & PINZ	2012
P J Mahoney	NZIV & PINZ	2013
P P Keane	PINZ	2013
Gwendoline Callaghan	NZIV & PINZ	2014
A Beverley	PINZ	2015
K G Stevenson QSM	NZIV & PINZ	2015
M Steur	PINZ	2016
K E Parker	NZIV & PINZ	2017
Leonie Freeman	PINZ	2017
J Cameron	PINZ	2018
C N Stanley	NZIV & PINZ	2019
D Keys	PINZ	2020



Property Institute of New Zealand

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