

Performance Report

Smart Waikato Trust
For the year ended 31 March 2021

Prepared by Accounting Online Limited

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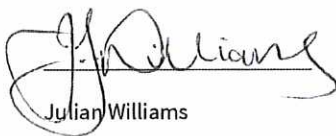
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Approval of Financial Report

Smart Waikato Trust For the year ended 31 March 2021

The Trustees are pleased to present the approved financial report including the historical financial statements of Smart Waikato Trust for the year ended 31 March 2021.

APPROVED



Julian Williams

Chairperson

Date 30-09-2021



Deb MacCauley

Trustee

Date 30-09-2021

Entity Information

Smart Waikato Trust

For the year ended 31 March 2021

Legal Name of Entity

Smart Waikato Trust

Entity Type and Legal Basis

Charitable Trust

Registration Number

CC41374

Entity's Purpose or Mission

Empowering young people and employers through real education and employment pathways.

Entity Structure

A team of trustees oversee the running and decisions of the trust.

Main Methods Used by Entity to Raise Funds

Smart Waikato Trust's primary source of funding is through receipt of grants. Additional sources of funding include:

- Contracted Services
- Future Force Advertising
- Sponsorship

Physical Address

26a Oakley Avenue, Claudelands, Hamilton, New Zealand, 3214

Postal Address

PO Box 166, Waikato Mail Centre, Hamilton, New Zealand, 3240

Board of Trustees

- Julian Williams
- Deb MacCauley
- Grace Reid
- Damian Sicely
- Amy Hacker
- Deanne Holdsworth (Resigned 17/11/2020)
- Alan Munro (Resigned 3/06/2020)
- Donovan Clark (Resigned 15/12/2020)



Statement of Service Performance

Smart Waikato Trust

For the year ended 31 March 2021

“Empowering young people and employers through real education and employment pathways”

Secondary School Employer Partnerships (SSEP)

Smart Waikato’s Secondary School-Employer Partnerships (SSEP) are formal relationships where employer groups from priority sectors link into school faculties at Year 9/10 level, supporting contextualised learning at a curriculum level and introducing students to a wide range of careers.

Smart Waikato’s role is to establish best practices, encourage school and employer participation and assist in the support and sustainability of SSEPs, run in 33 Waikato secondary schools for the 2020 school year:

- Fairfield College (Mathematics) (5th year)
- Thames High School (Business) (5th year)
- Morrinsville College (Science) (5th year)
- Waikato Diocesan School for Girls (Science and Project Based Learning) (4th year)
- Cambridge High School (Science) (4th year)
- Fraser High School (Science) (4th year)
- Huntly College (Maths and Science) (4th year)
- Ngāruawāhia High School (Maths and Science) (4th year)
- Rototuna Junior High School (Business) (4th year)
- Hillcrest High School (Science) (3rd year)
- Forest View High School (Science and Technology) (3rd year)
- Otorohanga College (Maths) (3rd year)
- Te Wharekura o Rakaumangamanga (Multiple Subjects) (3rd year)
- Matamata College (Maths) (3rd year)
- Tokoroa High School (Business) (3rd year)
- Putaruru College (Project Based Learning) (3rd year)
- Piopio College (Multiple Subjects) (3rd year)
- Te Kuiti High School (Multiple subjects) (3rd year)
- Hamilton Girls High School (Maths) (3rd year)
- Hamilton Christian School (Multiple Subjects) (2nd year)
- Hamilton Junior High School (Maths and Science) (2nd year)



- Melville High School (Science) (2nd year)
- Mercury Bay Area School (Business) (1st year)
- Nga Taiatea Wharekura (Multiple Subjects) (1st year)
- Onewhero Area School (Multiple Subjects) (1st year)
- Tai Wananga (Project Based Learning) (1st year)
- Whangamata Area School (Multiple Subjects) (1st year)
- Paeroa College (Maths) (1st year)
- Raglan Area School (Maths) (1st year)
- St John's College (STEM Subjects) (1st year)
- Te Wharekura o Maniapoto (Multiple Subjects) (1st year)
- Te Wharekura o Nga Purapura o Te Aroha (Multiple Subjects) (1st year)
- Waihi College (Science) (1st year)

There is an established SSEP resource centre and help desk for schools and employers available on the SmartNZ website. During lockdown virtual resources from employers were created and loaded onto the resource centre.

In 2021 SSEP is continuing into Year 6 with 5 new schools onboarded including Coromandel Area School, Sacred Heart School for Girls, Taumaranui High School, Te Kopuku High School, and Te Wharekura o Manaia.

SSEP Student Survey Results 2016-2020

SSEP celebrates 5 years in March 2021. To date in the Waikato, 39 secondary schools, 230 educators, 230 employers, and 9000 students have participated in SSEP. 40% of the students identified as Maaori.

2909 students responded to the annual student surveys in the years 2016-2020. As a result of doing SSEP, 75% of the students reported they were more interested in the school subject, 81% said SSEP helped them understand WHY they were studying the subject at school, 72% said SSEP has influenced their qualification aspirations, 72% said SSEP has helped when thinking about their future career.

FutureForce® Multimedia

FutureForce® Waikato Careers magazine is an annual volume designed to give Waikato youth, their parents and teachers real, impartial, and practical information on careers in the region, career planning tools and tips, leads and information on regional workplaces, work readiness information. It is used as a classroom resource by careers teachers throughout Waikato.

• FutureForce® 2020 was a streamlined 64-page-plus cover volume, as opposed to our usual 80- page-approx. volume, due to COVID-related revenue drop.

• 7500 copies were distributed free to junior and senior secondary school students throughout the region via their careers teachers (compared to the usual 13000 copies)

• A full freely accessible digital version was a success and is available to download from the FutureForce® website.

• FutureForce® 2021 will evolve from print to digital, with a new website, modernised characters, and updated visual design



FutureForce® Video

5 FutureForce videos featuring interviews with young Waikato employees across a variety of industry sectors are underway.

FutureForce® Job Board at <http://futureforce.nz/job-board/job-board-listings/> continues to be utilised promoting Waikato workplace opportunities, including work experience, internships, cadetships, apprenticeships, or employment predominantly to School Careers Advisors. This will migrate to the new FutureForce® website and continue to operate in a modernised format.

The Lion Foundation Young Enterprise Scheme

Smart Waikato manages The Lion Foundation Young Enterprise Scheme (YES) in Waikato – King Country. YES is an experiential competition where senior secondary school students set up and run a real business, creating, promoting, and selling a product or service, conducting market research, planning, budgeting, taking and managing risk, and turning problems into challenges.

2020 proved to be a challenging start to the YES year as many schools were remote teaching and our facilitator connected with students via zoom.

- 236 students registered to be involved in 2020
- 10 Secondary Schools
- YES National Awards was held in December in Wellington. Our regional winner from Hauraki Plains College and our facilitator attended
- 2021 began with the annual kickstart event in February. The event had its largest ever turnout of students (over 400 – an increase of 33%) and speed coaches (between 60-70 – and an increase of 300%).

endorseMe® App

endorseMe® gives young people the opportunity to be endorsed for their employability skills by their mentors, employers, teachers, and others working in the community, and to create a record of their skills, achievements, and experiences.

Interest in endorseMe® is high across schools, youth services providers, and employers throughout New Zealand including:

- partnership with COMET and their YEP Licence to Work programme which has 34 sites throughout New Zealand
- schools in the Waikato regions
- organisations such as Corrections, Pasifika groups, alternative education, tertiary and employers in Waikato

Funding was granted by NZ Lotteries, to continue to embed endorseMe® in the Waikato and beyond, and to implement more robust reporting mechanisms (\$30,000). We worked with LuminateOne to continue to develop the digital platform using part of this funding.

YESPLS

A youth employability course for youth workers and mentors, with a Te Ao Maaori lens, was co-designed with COMET and a successful course was held in October/November 2020.



Smart Transitions

Smart Transitions offers specialist support to businesses keen to develop entry-level work opportunities for young people, including work experience, cadetships, apprenticeships, internships, and jobs. Smart Transitions partners with employers to connect them with secondary school students and other young people via their Gateway and careers teachers or work brokers. Work opportunities are communicated through Smart Waikato's media and strong networks to youth, teachers, and support personnel.

A new contract was signed with MSD in September and a transitions ecosystem was set up involving employers, promotional portals, secondary and tertiary schools and Government. At year-end, 50 employer prospects opted in, with 36 of these visited, 15 roles actively promoted and 7 candidates were placed.

Regional/National Leadership

Smart Waikato is a member of the Strategic Partners Group for The Waikato Plan.

Chief Executive Mary Jensen is a Manu Taki of the Waikato Wellbeing Project, alongside Te Waka, Kaute Pasifika, and BlueLight to lead the target of "Reducing (particularly for Maaori and Pasifika) the NEET rate of 15-24 year olds from 12.6% to less than 5% by 2030". Mary is also on the Stewardship Group of Youth Employability Aotearoa (YEA).



Statement of Financial Performance

Smart Waikato Trust

For the year ended 31 March 2021

	NOTES	2021	2020
Revenue			
Donations, fundraising and other similar revenue	1	498,410	435,930
Revenue from providing goods or services	1	122,930	115,396
Interest, dividends and other investment revenue	1	7,511	118
Total Revenue		628,852	551,444
Expenses			
Costs related to providing goods or service	2	567,621	545,206
Depreciation	2	16,577	10,727
Total Expenses		584,198	555,933
(Loss)/Surplus for the Year		44,654	(4,488)



The accompanying notes form part of these financial statements.

Statement of Financial Position

Smart Waikato Trust

As at 31 March 2021

	NOTES	2021	2020
Assets			
Current Assets			
Bank accounts and cash	3	163,319	121,699
Term Deposits		88,946	81,558
Debtors and prepayments	3	35,613	31,870
Goods and services tax		21,870	29,304
Total Current Assets		309,748	264,431
Property, Plant & Equipment		28,524	23,318
Total Assets		338,272	287,749
Liabilities			
Current Liabilities			
Creditors and accrued expenses	4	58,409	52,540
Total Current Liabilities		58,409	52,540
Total Liabilities		58,409	52,540
Total Assets less Total Liabilities (Net Assets)		279,863	235,209
Accumulated Funds			
Accumulated Funds	5	279,863	235,209
Total Accumulated Funds		279,863	235,209



The accompanying notes form part of these Financial Statements.

Statement of Cash Flows

Smart Waikato Trust For the year ended 31 March 2021

	NOTES	2021	2020
Statements of Cash Flows			
Cash Receipts from Other Operating Activities			
Seminars & Training		4,930	4,950
Sponsorship		44,710	59,310
Future Force Advertising		59,520	91,298
Contracted Services		56,631	25,201
Grants - Other		280,000	321,200
Grants - Lottery		30,000	21,081
Government Grants - COGS		7,500	-
Other Revenue		135,850	30,000
GST		7,884	(14,963)
Total Cash Receipts from Other Operating Activities		627,025	538,078
Payments to Suppliers & Employees			
Bank Fees		61	140
General Expenses		59,655	49,808
Management Services		442,122	418,594
Marketing & Promotions		8,289	11,094
Printing & Stationery		39,463	47,978
Rent & Office Expenses		15,090	15,205
Total Payments to Suppliers & Employees		564,681	542,818
Total Cash Flow from Operating Activities		62,344	(4,740)
Cash (inflow) / outflow from Investing Activities			
Interest, dividends and other investment receipts		(7,512)	(118)
Purchase of Investment		7,388	-
Purchase of Fixed Assets		20,849	23,391
Total Cash (inflow) / outflow from Investing Activities		20,725	23,273
Total Cash Flows from Operating and Investing Activities		41,619	(28,013)
Cash Balances			
Net change in cash for period		41,620	(28,013)
Add Cash Brought Forward		121,699	231,270
Cash Carried Forward	3	163,318	121,699



The accompanying notes form part of these Financial Statements.

Statement of Accounting Policies

Smart Waikato Trust

For the year ended 31 March 2021

Basis of Preparation

The entity has elected to apply PBE SFR-A (NFP) Public Benefit Entity Simple Format Reporting - Accrual (as applicable for tier 3 reporting entities) on the basis that it does not have public accountability and has total annual expenses equal to or less than \$2,000,000. All transactions in the Performance Report are reported using the accrual basis of accounting. The Performance Report is prepared under the assumption that the entity will continue to operate in the foreseeable future.

Goods and Services Tax (GST)

The entity is registered for GST. All amounts are stated exclusive of goods and services tax (GST) except for accounts payable and accounts receivable which are stated inclusive of GST.

Income Tax

Smart Waikato Trust is exempt from New Zealand income tax having fully complied with all statutory conditions for these exemptions.

Bank Accounts and Cash

Bank accounts and cash in the Statement of Cash Flows comprise cash balances, bank balances, deposits held at call with banks and other short term highly liquid investments with original maturities of 90 days or less.

Accounts Receivable:

Receivables are valued at net realisable value. An estimate is made for doubtful debts based on a review of all outstanding amounts at year end. Bad debts are written off during the period in which they are identified.

Accounts Payable:

Accounts Payable represents liabilities for goods and services provided to the Trust prior to the end of the financial year which are unpaid. Accounts Payable are recorded at the amount of cash required to settle those liabilities.

Revenue is accounted for as follows:

Fundraising and Grants:

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.

Revenue from providing goods and services:

Revenue is recognised and measured at the fair value of the consideration received or receivable to the extent that the economic benefits will flow to the Entity and the revenue can be reliably measured.

Interest Income:

Interest income is recognised on an accrual basis.

Changes to Accounting Policies

There have been no changes in accounting policies.



Notes to the Performance Report

Smart Waikato Trust For the year ended 31 March 2021

	2021	2020
1. Analysis of Revenue		
Donations, fundraising and other similar revenue		
Sponsorship	45,060	58,410
Grants - WEL Energy	60,000	55,000
Grants - Skycity	-	20,000
Grants - Philanthropic	15,000	25,000
Grants - New	155,000	171,200
Grants - Lotteries	30,000	26,320
Grants - DV Bryant	50,000	50,000
Govt Grant - COGS	7,500	-
Trust Waikato	135,850	30,000
Total Donations, fundraising and other similar revenue	498,410	435,930
Revenue from providing goods or services		
Contracted Services	57,231	21,288
Future Force Advertising	60,770	89,158
Seminars & Training	4,930	4,950
Total Revenue from providing goods or services	122,930	115,396
Interest, dividends and other investment revenue		
Interest Income	7,511	118
Total Interest, dividends and other investment revenue	7,511	118
	2021	2020

2. Analysis of Expenses

Costs related to providing goods or services		
Advertising	-	250
Bank Fees	60	140
Catering & Events	5,694	8,436
Computer Expenses	7,864	11,761
Consulting & Accounting	3,796	4,508
Contractors	20,984	6,100
Freight & Courier	804	1,272
General Expenses	2,009	2,981
Insurance	2,939	2,156
Legal expenses	-	150
Management Services	442,099	421,383
Marketing & Promotions	1,881	2,755
Motor Vehicle Expenses	1,417	3,704
Office Expenses	114	96
Petrol and Motoring Costs	6,461	3,462
Printing & Stationery	36,734	49,383



	2021	2020
Professional Development	380	2,900
Rent	15,090	14,040
Rent and Office Expenses	2,035	1,389
Subcontractor	15,849	8,024
Subscriptions	756	315
Telephone & Internet	658	-
Total Costs related to providing goods or services	567,621	545,206
Other expenses		
Depreciation	16,577	10,727
Total Other expenses	16,577	10,727
	2021	2020

3. Analysis of Assets

Bank accounts and cash		
Westpac Bank	101,079	59,491
Business Online Saver	62,239	62,208
Total Bank accounts and cash	163,319	121,699
Property, Plant & Equipment		
Computer Software	48,830	44,916
Less Accumulated Depreciation on Computer Software	(33,421)	(21,599)
Office Equipment	609	-
Less Accumulated Depreciation on Office Equipment	(8)	-
Motor Vehicles	17,261	-
Less Accumulated Depreciation on Motor Vehicles	(4,747)	-
Total Property, Plant & Equipment	28,524	23,318
Debtors and prepayments		
Trade Debtors	35,483	31,740
Taxation Receivable	130	130
Total Debtors and prepayments	35,613	31,870
	2021	2020

4. Analysis of Liabilities

Creditors and accrued expenses		
Trade Creditors	58,409	52,540
Total Creditors and accrued expenses	58,409	52,540
	2021	2020

5. Accumulated Funds

Accumulated Funds		
Opening Balance	235,209	239,697
(Loss)/Surplus for the year		



	2021	2020
(Loss)/Surplus for the year	44,654	(4,488)
(Loss)/Surplus for the year	44,654	(4,488)
Total Accumulated Funds	279,863	235,209
Total Accumulated Funds	279,863	235,209

6. Commitments

There are no commitments as at 31 March 2021. (2020: nil)

7. Contingent Liabilities and Guarantees

There are no contingent liabilities or guarantees as at 31 March 2021. (2020: nil)

8. Related Party Transactions

Brella Projects Limited provides management and administration services to the Trust 2021: \$453,174 (2020: \$421,333). The director of Brella Projects Limited is also an officer of Smart Waikato.
Balance owed at year end of \$47,291 (2020: \$46,580).

9. Subsequent Events

During 2020 a global pandemic called Covid-19 was declared by the World Health Organisation. On 13 August 2021, New Zealand has again entered a nationwide lockdown for a period of two weeks. The Covid-19 pandemic continues to have an impact on the entity's activity, the extent of which is currently not fully known or quantifiable. However, it is estimated that the impact will not jeopardise the continuity of operations, as well as the financial commitments assumed. There were no other material subsequent events which required recognition or additional disclosure in these performance reports.



Depreciation Schedule

Smart Waikato Trust

For the year ended 31 March 2021

NAME	COST	OPENING VALUE	PURCHASES	DISPOSALS	RATE	DEPRECIATION	CLOSING ACCUM DEP	CLOSING VALUE
Computer Software								
endorseMe® App	3,914	-	3,914	-	50.00%	163	163	3,751
endorseMe® App	15,000	3,125	-	-	50.00%	1,563	13,438	1,563
endorseMe® App (add Endorser Form, Student Form)	1,275	452	-	-	50.00%	226	1,049	226
endorseMe® App (external user, admin panel, emails, mobile development)	6,323	4,479	-	-	50.00%	2,240	4,084	2,240
endorseMe® App (PDF generation, admin panel, annual maintenance, stage 2)	17,068	13,512	-	-	50.00%	6,756	10,312	6,756
FAN access and FutureForce® Job Board	5,250	1,750	-	-	50.00%	875	4,375	875
Total Computer Software	48,830	23,318	3,914	-		11,822	33,421	15,410
Motor Vehicles								
2017 Mitsubishi Cardrona LBQ226	17,261	-	17,261	-	30.00%	4,747	4,747	12,514
Total Motor Vehicles	17,261	-	17,261	-		4,747	4,747	12,514
Office Equipment								
Chairs x 4	609	-	609	-	16.00%	8	8	601
Total Office Equipment	609	-	609	-		8	8	601
Total	66,700	23,318	21,784	-		16,577	38,175	28,524



**INDEPENDENT ASSURANCE PRACTITIONER'S REVIEW REPORT
TO THE TRUSTEES OF SMART WAIKATO TRUST**

Report on the Financial Statements

We have reviewed the performance report of Smart Waikato Trust ("the Trust"), 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 March 2021, the statement of financial position as at 31 March 2021, and the statement of accounting policies and other explanatory information.

Trustees' Responsibility for the Financial Statements

The Trustees are responsible for the preparation and fair presentation of these financial statements in accordance with Public Benefit Entity Simple Format Reporting – Accrual (Public Sector), and for such internal control as they determine is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

Practitioner's Responsibility

Our responsibility is to express a conclusion on the accompanying financial statements based on our review. We conducted our review in accordance with International Standard on Review Engagements (New Zealand) (ISRE (NZ)) 2400, *Review of Historical Financial Statements Performed by an Assurance Practitioner who is not the Auditor of the Entity*. ISRE (NZ) 2400 requires us to conclude whether anything has come to our attention that causes us to believe that the financial statements, taken as a whole, are not prepared in all material respects in accordance with the applicable financial reporting framework. This Standard also requires us to comply with relevant ethical requirements.

A review of financial statements in accordance with ISRE (NZ) 2400 is a limited assurance engagement. It consists primarily of making inquiries of management and others within the entity involved in financial and accounting matters, applying analytical procedures, and evaluating the sufficiency and appropriateness of evidence obtained. A review also requires performance of additional procedures when the practitioner becomes aware of matters that cause the practitioner to believe the financial statements as a whole may be materially misstated.

The procedures performed in a review are substantially less than those performed in an audit conducted in accordance with International Standards on Auditing (New Zealand). Accordingly, we do not express an audit opinion on these financial statements.

We believe that the evidence we have obtained in our review is sufficient and appropriate to provide a basis for our conclusion.

Other than in our capacity as assurance practitioner we have no relationship with, or interests in, the Trust.

Conclusion

Based on our review, nothing has come to our attention that causes us to believe that

- a) the reported outcomes and outputs, and quantification of the outputs to the extent practicable, are not suitable;
- b) the accompanying performance report does not fairly present, in all material respects,
 - the entity information for the year ended 31 March 2021;
 - the service performance for the year then ended; and
 - the financial position of the Trust as at 31 March 2021, and its financial performance and cash flows for the year then ended,

in accordance with Public Benefit Entity Simple Format Reporting – Accrual (Public Sector) issued by the New Zealand Accounting Standards Board.



Director
PKF Hamilton Audit Ltd
Hamilton
New Zealand
30 September 2021