

Hawke's Bay Foundation

Performance Report

For the nine months ended
31 December 2017

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Hawke's Bay Foundation

Entity Information

"Who are we?", "Why do we exist?"

For the nine months ended
31 December 2017

| | |
|-----------------------|------------------------|
| Legal Name of Entity: | Hawke's Bay Foundation |
|-----------------------|------------------------|

| | |
|------------------------------------------|--------------------|
| Type of Entity and Legal Basis (if any): | Registered Charity |
|------------------------------------------|--------------------|

| | |
|----------------------|---------|
| Registration Number: | CC28009 |
|----------------------|---------|

Entity's Purpose or Mission:

From Trust Deed: "To carry out every charitable purpose in New Zealand whether relating to the relief of poverty, the advancement of education, the advancement of religion, or any other purpose beneficial to the community, and: a) in all its activities shall provide a public benefit; but b) none of its activities shall result in any private benefit or profit to any individual person".

In practice, the Hawke's Bay Foundation encourages giving throughout the region to build assets and resources for the future generations of the Hawke's Bay community and provides a simple and long lasting way for individuals, families or corporations to leave legacies for local causes.

Entity Structure:

The Board of Trustees consists of not less than five and not more than nine Trustees. Four Trustees are appointed as follows: one Trustee is appointed jointly by the Mayors of the Napier City Council and Hastings District Council; one by the President of the Hawke's Bay branch of the NZ Law Society; one by the Chairman of the Hawke's Bay branch of the NZ Institute of Chartered Accountants; one by the Chairman of the Hawke's Bay Chamber of Commerce. At the Annual General Meeting, at least one third of the Trustees must retire from office but are eligible for re-election. The Trustees to retire will be those who have been longest in office since their last appointment. The Foundation is managed on a day to day basis by three part time contract staff and voluntary Trustees.

Main Sources of the Entity's Cash and Resources:

Donations, bequests and investment income form the main sources of income for the Foundation. Sponsorship in the form of cash, goods and services are also received towards operating costs.

Main Methods Used by the Entity to Raise Funds:

The main method of raising funds is through informing and encouraging the Hawke's Bay community to support the Community Foundation concept.

Entity's Reliance on Volunteers and Donated Goods or Services:

All Trustees are volunteers. Various individuals and organisations support the Foundation through sponsored goods and services such as rent, financial accounting and audit. Where these can be quantified they are included in the notes to these financial statements.

Additional Information:

The Foundation's commencing capital of \$1m was donated by ten Cornerstone contributors each contributing or pledging \$100,000 in 2012.


Hawke's Bay Foundation

Entity Information

"Who are we?", "Why do we exist?"

For the nine months ended
31 December 2017

Contact details

| | |
|-------------------------------------------------------------------------------------|-----------------------------------------------------------------|
| Physical Address: | Westerman's Building, 102-104 Russell St, Hastings |
| Postal Address: | P O Box 14034, Hastings 4159 |
| Phone/Fax: | 06 870 4648 |
| Email/Website: | info@hawkesbayfoundation.org.nz/ www.hawkesbayfoundation.org.nz |
|  | Hawke's Bay Foundation |

Hawke's Bay Foundation Statement of Service Performance

"What did we do?", When did we do it?"

For the nine months ended
31 December 2017

Description of the Entity's Outcomes:

Mission statement: The Foundation encourages giving throughout the Hawke's Bay region to build assets and resources for current and future generations of our community.

To this end we invite donations, bequests, and other funds to help provide funding to Hawke's Bay community organisations for charitable purposes.

| Description and Quantification of the Entity's Outputs: | Actual Nine months | Actual Last Year |
|----------------------------------------------------------------|-----------------------|---------------------|
| Funds Received During Year | | |
| Endowment Fund Capital Donations Received during the period | 185,043 | 251,790 |
| Donor Specified Funds Received | 44,000 | 118,500 |
| Tindall Foundation Funds received | 59,914 | 59,145 |
| Investment Revenue | 168,934 | 158,002 |
| Total Funds Received | 457,891 | 587,437 |
| Funds Distributed | | |
| Distributions of Foundation funds | 59,500 | 61,800 |
| Distributions of Donor Specified Funds | 45,000 | 117,500 |
| Distributions of Tindall Foundation Funds | 60,000 | 59,000 |
| Total Funds Distributed | 164,500 | 238,300 |
| End of Year Position | | |
| Endowment Funds Balance (including capital protection reserve) | 2,102,679 | 1,844,935 |
| Distribution Reserve Balance | 81,553 | 64,041 |
| Donor Specified Funds Reserve Balance | - | 1,000 |
| Tindall Funds Balance | 77 | 164 |
| MTG Funds Balance | 262,492 | 300,416 |

* For further details of Distributions made and the purpose for distributions over \$5,000 see Note 10.

These financial statements must be read in conjunction with the accompanying notes and audit report.

Hawke's Bay Foundation
Statement of Financial Performance
 "How was it funded?" and "What did it cost?"
 For the nine months ended
 31 December 2017

| | Note | Actual Nine months \$ | Actual Last Year \$ |
|--------------------------------------------------|----------|-----------------------------|---------------------------|
| Revenue | | | |
| Donations, fundraising and other similar revenue | 1 | 371,257 | 535,941 |
| Revenue from providing services | 1 | 250 | 250 |
| Interest, dividends and other investment revenue | 1 | 168,934 | 158,002 |
| | | | |
| | | | |
| Total Revenue | | 540,441 | 694,193 |
| Expenses | | | |
| Expenses related to public fundraising | 2 | 55,315 | 44,878 |
| Volunteer and contractor related costs | 2 | 10,813 | 9,550 |
| Costs relating to administration | 2 | 9,911 | 2,779 |
| Grants and donations made | 2 | 164,500 | 238,300 |
| Other expenses | 2 | 370 | 986 |
| | | | |
| | | | |
| Total Expenses | | 240,909 | 296,493 |
| | | | |
| Surplus for the Year | | 299,532 | 397,700 |

For and on behalf of Hawke's Bay Foundation

Trustee

Date

Trustee

Date

These financial statements must be read in conjunction with the accompanying notes and audit report.

Hawke's Bay Foundation

Statement of Financial Position

"What the entity owns?" and "What the entity owes?"

As at

31 December 2017

| | Note | Actual Nine months \$ | Actual Last Year \$ |
|----------------------------------------------|------|-----------------------------|---------------------------|
| Assets | | | |
| Current Assets | | | |
| Bank accounts and cash | 3 | 193,580 | 184,226 |
| Debtors and prepayments | 3 | 13,181 | 5,689 |
| Other current assets | 3 | 662,492 | 838,416 |
| Total Current Assets | | 869,253 | 1,028,331 |
| Non-Current Assets | | | |
| Property, plant and equipment | 4 | 617 | 987 |
| Investments | 3 | 1,741,453 | 1,323,931 |
| Total Non-Current Assets | | 1,742,070 | 1,324,918 |
| Total Assets | | 2,611,323 | 2,353,249 |
| Liabilities | | | |
| Current Liabilities | | | |
| Creditors and accrued expenses | 3 | 1,285 | 4,732 |
| Pending donations and grants with conditions | 3 | 77 | 164 |
| Other current liabilities | 3 | 262,492 | 300,416 |
| Total Current Liabilities | | 263,854 | 305,312 |
| Total Liabilities | | 263,854 | 305,312 |
| Total Assets less Total Liabilities | | 2,347,469 | 2,047,937 |
| Accumulated Funds | | | |
| Accumulated surpluses | 5 | 163,237 | 137,961 |
| Reserves | 5 | 2,184,232 | 1,909,976 |
| Total Accumulated Funds | 5 | 2,347,469 | 2,047,937 |

These financial statements must be read in conjunction with the accompanying notes and audit report.

Hawke's Bay Foundation

Statement of Cash Flows

"How the entity has received and used cash"

For the nine months ended
31 December 2017

| | Actual Nine months \$ | Actual Last Year \$ |
|---------------------------------------------------------------|-----------------------------|---------------------------|
| Cash Flows from Operating Activities | | |
| Cash was received from: | | |
| Donations, fundraising and other similar receipts | 371,172 | 536,086 |
| Fund Management Fees | 250 | 250 |
| Interest, dividends and other investment receipts | 53,561 | 66,395 |
| Cash was applied to: | | |
| Administration Expenses | 79,299 | 57,633 |
| Donations or grants paid | 164,500 | 238,300 |
| Net Cash Flows from Operating Activities | 181,184 | 306,798 |
| Cash flows from Investing and Financing Activities | | |
| Cash was received from: | | |
| Receipts from the sale of share investments | - | - |
| Receipts of MTG Funds | 7,326 | 9,292 |
| Receipts from Term Investments | 1,031,747 | 439,865 |
| Cash was applied to: | | |
| Payments to acquire property, plant and equipment | | - |
| Payments from Funds Under Management | 45,250 | 250 |
| Payments to purchase share investments | 9,830 | 270,718 |
| Transfers to term Investment | 1,155,823 | 578,281 |
| Net Cash Flows from Investing and Financing Activities | (171,830) | (400,092) |
| Net Increase / (Decrease) in Cash | 9,354 | (93,294) |
| Opening Cash | 184,226 | 277,520 |
| Closing Cash | 193,580 | 184,226 |
| This is represented by: | | |
| Bank Accounts and Cash | 193,580 | 184,226 |

These financial statements must be read in conjunction with the accompanying notes and audit report.

Hawke's Bay Foundation
Statement of Accounting Policies
"How did we do our accounting?"
For the nine months ended
31 December 2017

Basis of Preparation

Hawke's Bay Foundation 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. 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. All amounts are presented in New Zealand Dollars (NZD) and are rounded to the nearest dollar.

Goods and Services Tax (GST)

Hawke's Bay Foundation is not registered for GST. Therefore amounts recorded in the Performance Report are inclusive of GST (if any).

Income Tax

Hawke's Bay Foundation is wholly 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 and bank balances (including short term deposits) with original maturities of 90 days or less.

Revenue

Revenue is recognised on an accruals basis.

Property, Plant & Equipment

Property, plant and equipment are recognised at cost less aggregate depreciation. Depreciation has been calculated using the maximum permitted for taxation purposes. The following rates are used: Office Equipment 39.6% - 60%

Investments

Share Investments

The fair value of the share investments has been determined by reference to their quotes prices at the reporting date. All share investments are publicly traded on stock exchanges in New Zealand and Australia. Gains and losses are recorded within Investment revaluation.

Term Investments

Term Investments are measured at amortised cost using the effective interest method.

Financial Instruments

A financial instrument is any contract that gives rise to a financial asset of one entity and financial liability or equity instrument in another entity.

Financial instruments are comprised of cash and cash equivalents, term investments, share investments, accounts payables, unused donations and grants with conditions, and other current liabilities.

Hawke's Bay Foundation
Statement of Accounting Policies
"How did we do our accounting?"
For the nine months ended
31 December 2017

Initial recognition and measurement

Financial assets and financial liabilities are recognised initially at fair value plus transaction costs attributable to the acquisition, except for those carried at fair value through surplus or deficit, which are measured at fair value.

Financial assets and financial liabilities are recognised when the reporting entity becomes a party to the contractual provisions of the financial instrument.

Derecognition of financial instruments

Financial assets are derecognised when the contractual rights to the cash flows from the financial asset expire, or if the entity transfers the financial asset to another party without retaining control or substantial all risks and rewards of the asset.

A financial liability is derecognised when it is extinguished, discharged, cancelled or expires.

Subsequent measurement of financial assets

The subsequent measurement of financial assets depends on their classification, which is primarily determined by the purpose for which the financial assets were acquired. Management determines the classification of financial assets at initial recognition into one of four categories defined below, and re-evaluates this designation at each reporting date.

All financial assets except for those classified as fair value through profit or loss are subject to review for impairment at least at each reporting date. Different criteria to determine impairment are applied to each category of financial assets, which are described below.

The classification of financial instruments into one of the four categories below, determines the basis for subsequent measurement and whether any resulting movements in value are recognised in the reported surplus and deficit or other comprehensive revenue and expense.

(i) Loans and receivables

Loans and receivables are non-derivative financial assets with fixed or determinable payments that are not quoted in an active market. The entity's cash and cash equivalents fall into this category of financial instruments.

After initial recognition such financial assets are subsequently measured at amortised cost using the effective interest method, less provision for impairment.

(ii) Financial assets at fair value through surplus or deficit

Financial assets at fair value through surplus or deficit include financial assets that are either classified as held for trading or that meet certain conditions and are designated at fair value through surplus or deficit upon initial recognition. The entity's held for trading financial assets include share investments.

Assets in this category are measured at fair value with gains or losses recognised in the surplus or deficit for the year.

The fair values of financial instruments in this category are provided by the Investment Manager and are determined by reference to active market transactions or using a valuation technique where no active market exists.

(iii) Held-to-maturity investments

Held-to-maturity investments are non-derivative financial assets with fixed or determinable payments and fixed maturity other than loans and receivables. Investments are classified as held-to-maturity if the entity has the intention and ability to hold them until maturity. The entity's term investments are classified as held-to-maturity investments.

Hawke's Bay Foundation
Statement of Accounting Policies
"How did we do our accounting?"
For the nine months ended
31 December 2017

Held-to-maturity investments are measured subsequently at amortised cost using the effective interest method. If there is objective evidence that the investment is impaired, determined by reference to external credit ratings, the financial asset is measured at the present value of estimated future cash flows. Any changes to the carrying amount of the investment, including impairment losses, are recognised in surplus or deficit.

iv) Available-for-sale financial assets

Available-for-sale financial assets are non-derivative financial assets that are either designated to this category or do not qualify for inclusion in any of the other categories of financial assets. The entity does not have any available-for-sale financial assets.

Equity instruments are measured at cost less any impairment charges, where the fair value cannot currently be estimated reliably.

All other available-for-sale financial assets are measured at fair value. Gains and losses are recognised in other comprehensive revenue and expenses and reported within the "available-for-sale revaluation reserve" within equity, except for impairment losses which are recognised in the surplus or deficit for the year.

When the asset is disposed of or is determined to be impaired the cumulative gain or loss recognised in other comprehensive revenue and expenses is reclassified from the equity reserve to the surplus or deficit and presented as a reclassification adjustment within other comprehensive revenue and expenses.

Interest income or dividends on available-for-sale financial assets are recognised in the surplus or deficit.

Available-for-sale financial instruments are reviewed at each reporting date for objective evidence that the investment is impaired. Objective evidence would include a significant or prolonged decline in the fair value of the investment below its cost.

Subsequent measurement of financial liabilities

Trade payables and other borrowings are subsequently measured at amortised cost using the effective interest method.

Changes in Accounting Policies

There have been no changes in accounting policies during the financial year. Comparative amounts have been reclassified where necessary to be consistent within the current period.

Tier 2 PBE Accounting Standards Applied

The Trustees have adopted the following Tier 2 PBE Accounting Standards in the preparation of these accounts:

- PBE IPSAS 28 Financial Instruments: Presentation
- PBE IPSAS 29 Financial Instruments: Recognition and Measurement
- PBE IPSAS 30 Financial Instruments: Disclosure

The impact of the adoption is to revalue investments to market value at balance date, refer to the policy on financial instruments

Hawke's Bay Foundation
Notes to the Performance Report
For the nine months ended
31 December 2017

Note 1 : Analysis of Revenue

| Revenue Item | Analysis | Nine months \$ | Last Year \$ |
|-------------------------------------|-----------------------------------|-------------------|-----------------|
| Donations and other similar revenue | | | |
| | Donations - Community Impact Fund | 10,501 | 64,050 |
| | Donations - Administration Costs | 22,214 | 26,651 |
| | Donations - Named Fund | 174,542 | 187,740 |
| | Donations - Donor Specified | 44,000 | 118,500 |
| | Corporate Partnership Sponsorship | 60,000 | 80,000 |
| | Tindall Donation Funds Released | 60,000 | 59,000 |
| Total | | 371,257 | 535,941 |

| Revenue Item | Analysis | Nine months \$ | Last Year \$ |
|---------------------------------|----------------------------|-------------------|-----------------|
| Revenue from providing services | Fund Management Fees - MTG | 250 | 250 |
| | Total | 250 | 250 |

| Revenue Item | Analysis | Nine months \$ | Last Year \$ |
|--------------------------------------------------|------------------------|-------------------|-----------------|
| Interest, dividends and other investment revenue | Interest | 19,657 | 16,943 |
| | Dividends | 41,585 | 47,019 |
| | Investment Revaluation | 107,692 | 94,040 |
| | | | |
| | | | |
| | | | |
| | | | |
| Total | | 168,934 | 158,002 |

Hawke's Bay Foundation
Notes to the Performance Report
For the nine months ended
31 December 2017

Note 2 : Analysis of Expenses

| Expense Item | Analysis | Nine months \$ | Last Year \$ |
|-----------------------------------------|-------------------------|-------------------|-----------------|
| Expenses Relating to Public Fundraising | Contractor Expenses | 42,594 | 42,813 |
| | Marketing and Promotion | 12,721 | 2,065 |
| | Total | 55,315 | 44,878 |

| Expense Item | Analysis | Nine months \$ | Last Year \$ |
|----------------------------------------|---------------------|-------------------|-----------------|
| Volunteer and Contractor related costs | Contractor Expenses | 10,813 | 9,550 |
| | Total | 10,813 | 9,550 |

| Expense Item | Analysis | Nine months \$ | Last Year \$ |
|---------------------------------|---------------------------------------|-------------------|-----------------|
| Costs related to administration | Bank Charges | 40 | 40 |
| | Communication Expenses | 349 | 965 |
| | Computer, Website & Software Expenses | 1,737 | 989 |
| | General Expenses | 1,428 | 171 |
| | Printing, Stationery & Postage | 246 | 160 |
| | Rent | 5,090 | - |
| | Subscriptions | 1,021 | 454 |
| Total | | 9,911 | 2,779 |

| Expense Item | Analysis | Nine months \$ | Last Year \$ |
|---------------------------|---------------------------------------|-------------------|-----------------|
| Grants and donations made | Distributions - Foundation Funds | 59,500 | 61,800 |
| | Distributions - Donor Specified Funds | 45,000 | 117,500 |
| | Distributions - Tindall Funds | 60,000 | 59,000 |
| | Total | 164,500 | 238,300 |

| Expense Item | Analysis | Nine months \$ | Last Year \$ |
|----------------|--------------|-------------------|-----------------|
| Other Expenses | Depreciation | 370 | 986 |
| | Total | 370 | 986 |

Hawke's Bay Foundation
Notes to the Performance Report
For the nine months ended
31 December 2017

Note 3 : Analysis of Assets and Liabilities

| Asset Item | Analysis | Nine months | Last Year |
|------------------------|------------------------------------------------|----------------|----------------|
| | | \$ | \$ |
| Bank accounts and cash | BNZ Cheque Account | 79,497 | 130,146 |
| | BNZ Cash PIE Account | 4,083 | 4,080 |
| | BNZ Term Investments with term 90 days & under | 110,000 | 50,000 |
| | Total | 193,580 | 184,226 |

| Asset Item | Analysis | Nine months | Last Year |
|-------------------------|-----------------------------|---------------|--------------|
| | | \$ | \$ |
| Debtors and prepayments | Accounts receivable | | - |
| | Accrued Interest receivable | 11,888 | 5,689 |
| | Prepayments | 1,293 | - |
| | Total | 13,181 | 5,689 |

| Asset Item | Analysis | Nine months | Last Year |
|----------------------|----------------------|----------------|----------------|
| | | \$ | \$ |
| Other current assets | BNZ Term Investments | 662,492 | 838,416 |
| | | | |
| | Total | 662,492 | 838,416 |

| Asset Item | Analysis | Nine months | Last Year |
|-------------|----------------------|------------------|------------------|
| | | \$ | \$ |
| Investments | Share Investments | 1,441,453 | 1,323,931 |
| | BNZ Term Investments | 300,000 | - |
| | Total | 1,741,453 | 1,323,931 |

Hawke's Bay Foundation
Notes to the Performance Report
For the nine months ended
31 December 2017

Note 3 : Analysis of Assets and Liabilities

| Liability Item | Analysis | Nine months | Last Year |
|--------------------------------|--------------------------|--------------------|------------------|
| | | \$ | \$ |
| Creditors and accrued expenses | Accounts Payable | 287 | 2,252 |
| | Accrued interest payable | 998 | 2,480 |
| | Total | 1,285 | 4,732 |

| Liability Item | Analysis | Nine months | Last Year |
|---------------------------------------------|-----------------------|--------------------|------------------|
| | | \$ | \$ |
| Unused donations and grants with conditions | Tindall Funds balance | 77 | 164 |
| | | | |
| | Total | 77 | 164 |

| Liability Item | Analysis | Nine months | Last Year |
|---------------------------|-------------------|--------------------|------------------|
| | | \$ | \$ |
| Other current liabilities | MTG Funds Balance | 262,492 | 300,416 |
| | | | |
| | Total | 262,492 | 300,416 |

Hawke's Bay Foundation
Notes to the Performance Report
For the nine months ended
31 December 2017

Note 4 : Property, Plant and Equipment

| This Period | | | | | |
|--------------------------------|--------------------------------|------------------|------------------------|--------------------------------------------------------|--------------------------------|
| Asset Class | Opening Carrying Amount | Purchases | Sales/Disposals | Current Nine Months Depreciation and Impairment | Closing Carrying Amount |
| Computers (including software) | 987 | | | 370 | 617 |
| Total | 987 | - | - | 370 | 617 |

| Last Year | | | | | |
|--------------------------------|--------------------------------|------------------|------------------------|------------------------------------|--------------------------------|
| Asset Class | Opening Carrying Amount | Purchases | Sales/Disposals | Depreciation and Impairment | Closing Carrying Amount |
| Computers (including software) | 1,973 | - | | 986 | 987 |
| Total | 1,973 | - | - | 986 | 987 |

Hawke's Bay Foundation
Notes to the Performance Report
For the nine months ended
31 December 2017

Note 5: Accumulated Funds

| Nine months | | | | |
|------------------------|------------------------------------------|-----------------------------------|------------------|------------------|
| Description | Capital Contributed by Owners or Members | Accumulated Surpluses or Deficits | Reserves | Total |
| Opening Balance | - | 137,961 | 1,909,976 | 2,047,937 |
| Surplus | | 299,532 | | 299,532 |
| Transfer to Reserves | | (274,256) | 274,256 | |
| Closing Balance | - | 163,237 | 2,184,232 | 2,347,469 |

| Last Year | | | | |
|------------------------|------------------------------------------|-----------------------------------|------------------|------------------|
| Description | Capital Contributed by Owners or Members | Accumulated Surpluses or Deficits | Reserves | Total |
| Opening Balance | - | 73,255 | 1,576,982 | 1,650,237 |
| Surplus | | 397,700 | | 397,700 |
| Transfer to Reserves | | (332,994) | 332,994 | |
| Closing Balance | - | 137,961 | 1,909,976 | 2,047,937 |

Breakdown of Reserves

| Name | Nature and Purpose | This Period \$ | Last Year \$ |
|--------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------|------------------|
| Endowment Funds Capital Protection Reserve | This reserve comprises two elements: 1. An amount to preserve the real value of endowment fund capital against annual inflation. 2. A reserve to smooth the effects of market volatility reflected in unrealised gains from investment holdings. | 338,266 | 265,565 |
| Distribution Reserve | Distributable Income - the amount of annual income allocated for distribution. | 81,553 | 64,041 |
| Donor Specified Distribution Reserve | End of year balance of funds contributed by donors - held pending distribution to a charity specified by the donor. | - | 1,000 |
| Endowment Funds Capital | Endowment Funds - actual capital contributed by donors. | 1,764,413 | 1,579,370 |
| Total | | 2,184,232 | 1,909,976 |

Hawke's Bay Foundation
Notes to the Performance Report
For the nine months ended
31 December 2017

Note 6 : Commitments and Contingencies

Commitments

In December 2017 Hawke's Bay Foundation entered into a 12 month lease agreement with Hatmar Holdings Limited for the rental of their office area. Remaining lease commitment \$8,852 (last year - nil)

Contingent Liabilities and Guarantees

There are no contingent liabilities or guarantees as at balance date (Last Year - nil)

Hawke's Bay Foundation
Notes to the Performance Report
For the nine months ended
31 December 2017

Notes 7-9

Note 7 - Goods or Services Provided to the Entity in Kind:

Amounts included where known.

| Description | Nine months | Last Year |
|----------------------------------------------|-------------|-----------|
| Crowe Horwath - Audit services | 5,000 | 5,000 |
| Band Ltd - Design | ✓ | ✓ |
| B Penny - Financial & Administration support | ✓ | |
| Brebner Print - printing | ✓ | ✓ |
| First NZ Capital | ✓ | ✓ |
| Lift The Load - Rachel McKay | ✓ | |
| Lucy Dobbs - Marketing, PR, Comms | ✓ | ✓ |
| MCA Associates - Investment oversight | ✓ | ✓ |
| NZ Digital - Website | ✓ | |
| PR Ink - Sarah Nash PR | ✓ | |
| Reputation Matters - Marketing | ✓ | |
| Sharesight | ✓ | ✓ |
| Stick - Marketing | ✓ | ✓ |
| 3 Web Feet - Facebook & Website | | ✓ |
| Concordia Design - Design | | ✓ |
| Conservation Supplies - Marketing | | ✓ |
| Haumoana Holdings | | ✓ |
| MR Print - printing | | ✓ |

Note 8 - Related Party Disclosures:

| | |
|----------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------|
| Wineworks Hawke's Bay and Hawke's Bay Foundation are related through Chairman Jules Nowell-Usticke - a shareholder of Wineworks Hawke's Bay. | Wineworks Hawke's Bay have created an Endowment Fund within Hawke's Bay Foundation for the purpose of providing two annual scholarships to EIT students. |
| Sam Howard is an investment advisor with First NZ Capital. He is also a Trustee of Hawke's Bay Foundation. | First NZ Capital provide investment services to Hawke's Bay Foundation at no cost. |
| Andrew Wares is a partner of Sainsbury, Logan, Williams. He is also a Trustee of Hawke's Bay Foundation. | Andrew provides legal services to Hawke's Bay Foundation at no cost. |
| Brian Martin is a Director of Hatmar Holdings Limited. He is also a Trustee of Hawke's Bay Foundation. | Hawke's Bay Foundation lease office space from Hatmar Holdings Limited. |
| Sarah Mulcahy was an Area Manager for Plunket NZ and is a Trustee of Hawke's Bay Foundation. | Plunket HB received a Tindall Foundation grant administered by Hawke's Bay Foundation during the period and the prior year. Sarah was not involved in |
| In their personal capacity, Trustees may provide donations to Hawke's Bay Foundation | |

Note 9 - Events After the Balance Date:

There were no events that have occurred after the balance date that would have a material impact on the Performance Report. (Last Year Nil)

Hawke's Bay Foundation
Notes to the Performance Report
For the year ended
31 December 2017

Note 10 - Distribution Recipients

The following distributions were made during the nine months to 31 December 2017:

| Recipient | Purpose for donations over \$5,000 | HBF | Donor Specified | Tindall | Total |
|---------------------------------------|-------------------------------------|---------------|-----------------|---------------|----------------|
| AFB Lusk Club Home Trust | | | | 2,500 | |
| Age Concern Flaxmere | | | | 2,000 | |
| Age Concern HN | | 1,500 | | | |
| Arts Inc Heretaunga | | 1,000 | | | |
| Autism NZ | | 1,500 | | | |
| Barnados | | | | 2,500 | |
| Birthright | | 2,500 | | | |
| Brain Injury Assn | | 1,500 | | | |
| Breathe HB | | 1,500 | | | |
| CAB Hastings | | 1,500 | | | |
| CAB Napier | | | | 2,500 | |
| Canteen | | 1,500 | | | |
| CCS Disability Action | | 2,500 | | | |
| CHB Budget Services | | | | 2,500 | |
| CHB Parents Centre | | | | 2,000 | |
| Child Cancer | | 1,000 | | | |
| Cranford Hospice | | 1,000 | | | |
| Dementia HB | | 1,000 | | | |
| Dove HB | | | | 3,500 | |
| Epic Ministries | | 1,500 | | | |
| Family Works (PSEC) | | 4,000 | | | |
| Hastings Foodbank Trust | | | | 2,500 | |
| Hayseed Trust | | 4,000 | | | |
| HB Youth Trust - Giants Boxing | | 4,000 | | | |
| Hearing Assn Napier | | 2,500 | | | |
| Heretaunga Seniors | | 2,500 | | | |
| Heretaunga Women's Centre | Operating costs | 3,000 | 40,000 | | |
| Howard League | | | | 2,500 | |
| Hstgs Riding for Disabled | | 1,500 | | | |
| Leg Up Trust | Operating costs | | | 6,000 | |
| Multiple Sclerosis HB | | 1,000 | | | |
| Napier Family Centre | | | | 4,000 | |
| Nourished for Nil | | | 1,000 | | |
| Orokohanga Music Trust | | 2,500 | | | |
| Pakeke Centre | | 2,500 | | | |
| Parkinson's HB | | 1,500 | | | |
| Paul Hunter Centre | | 4,000 | | | |
| People's Advocacy Soc | | 1,500 | | | |
| Plunket HB | | | | 2,500 | |
| Project Prima Volta | | | 4,000 | | |
| Salvation Army - Flaxmere | | 1,500 | | | |
| Speld | | 1,000 | | | |
| Te Whakaritorito Trust | | 1,000 | | | |
| Te Whare Whanau Porotu | Wages | | | 6,000 | |
| Victim Support | | | | 4,000 | |
| Wharariki Trust | Kimi Ora Gardens in Schools Project | | | 6,000 | |
| YMCA | | | | 1,500 | |
| Youth Development Trust HB | | | | 4,000 | |
| Wineworks (EIT Student Scholarships) | | 2,000 | | | |
| Zeal | | | | 3,500 | |
| | | 59,500 | 45,000 | 60,000 | 164,500 |