
Northland Regional Council

Supplementary Item

Extraordinary Council Meeting

**Tuesday, 10 November 2015
at 9.30am**

ISSUE: Supplementary Item for Extraordinary Council Meeting – 10 November 2015**ID:** A795684**To:** Extraordinary Council Meeting, 10 November 2015**From:** Chris Taylor, Governance Support Manager**Date:** 9 November 2015

Report Type:	<input type="checkbox"/> Normal operations	<input type="checkbox"/> Information	<input checked="" type="checkbox"/> Decision
Purpose:	<input type="checkbox"/> Infrastructure	<input type="checkbox"/> Public service	<input type="checkbox"/> Regulatory function
	<input checked="" type="checkbox"/> Legislative function	<input type="checkbox"/> Annual\Long Term Plan	<input type="checkbox"/> Other
Significance:	<input type="checkbox"/> Triggered	<input checked="" type="checkbox"/> Not Triggered	

Executive Summary:

A “placeholder” was included in the council agenda for:

- Item 3.1: Emergency Services Fund

to indicate that supplementary information was being prepared to assist council’s decision making process.

Thus it is recommended that the supplementary information be received.

Recommendations:

That as permitted under section 46A(7) of the Local Government Official Information and Meetings Act 1987:

- **Supplementary Item 3.1:** Emergency Services Fund – Request for Proposal;

be received.

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ISSUE: Emergency Services Fund – Proposals and Allocation

ID: A795648

To: Extraordinary Council Meeting, 10 November 2015

From: Tony Phipps, Group Manager Customer Services and Community Resilience and Graham Nielsen, Infrastructure Manager

Date: 6 November 2015

Report Type:	<input type="checkbox"/> Normal operations	<input type="checkbox"/> Information	<input checked="" type="checkbox"/> Decision
Purpose:	<input type="checkbox"/> Infrastructure	<input type="checkbox"/> Public service	<input type="checkbox"/> Regulatory function
	<input type="checkbox"/> Legislative function	<input checked="" type="checkbox"/> Annual\Long Term Plan	<input type="checkbox"/> Other
Significance:	<input type="checkbox"/> Triggered	<input checked="" type="checkbox"/> Not Triggered	

Executive Summary:

This report presents the applications received for the Stage 2 - Request for Proposal for the Emergency Services Fund.

Six proposals have been received totaling \$4,811,420 over the three year period 2015/16 – 2017/18.

The Targeted Rate of \$900,000 per annum will make \$2,457,000 of funds available over the same three year period, once a provision of 9% has been made for the partial non-collection of the Rate.

Councilors now need to decide on the allocations of the Fund.

Legal compliance and significance assessment:

The Emergency Services Fund has been provided for in Council's 2015-25 Long Term Plan (LTP) which was adopted in full compliance with Part 6 of the Local Government Act 2002.

Decisions related to the Request for Proposal for the Emergency Services Fund do not trigger any specific procedure or threshold pursuant to the Significance and Engagement Policy, and may be conducted in accordance with the standard requirements of sections 76 - 82 of the Local Government Act 2002.

Recommendations:

1. That the report 'Emergency Services Fund – RfP Evaluation' by Tony Phipps, Group Manager Customer Services and Community Resilience and Graham Nielsen - Infrastructure Manager and dated 03 November 2015, be received.

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2. That the council makes allocations from the Emergency Services Fund between the proposals submitted and set out in the table below:

Applicant and Proposal	Allocation of Funding			3-Years
	2015/16	2016/17	2017/18	15/16 - 17/18
Northland Emergency Service Trust (NEST)				
1 Operational Costs				
Surf Life Saving Northern Region				
1 Regional Lifeguard Contract for Service				
2 Club Operational Grants				
3 Regional Operations - Shared Services				
4 SLS Saving Facility Redevelopment				
Coastguard Northern Region				
1 Northland Units operating cost support				
2 Operations Centre salaries (Northland support costs only)				
3 Northland Unit Support and Training Management costs				
St John Northern Region				
1 Ambulance Costs				
Northland Search & Rescue Group				
1 Group Operational Expenses				
2 Group Capital Equipment				
3 WanderSearch Operational Expenses				
4 WanderSearch Capital Equipment				
5 Group Headquarters Establishment				
Far North Search & Rescue Group				
1 Operating Expenditure				
2 Capital Expenditure				
3 FNSAR HQ re-establishment				
TOTAL	-	-	-	-

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3. That the above allocations in Resolution 2, will be subject to each grantee entering into a written agreement with the council on the financial and service performance measures and targets, and reporting timetable related to the grant. Such written agreement shall be to the satisfaction of the Group Manager Customer Services and Community Resilience.
-

Introduction

A new contestable fund for emergency services of \$900,000 a year has been established by the Northland Regional Council (NRC), replacing the existing rescue helicopter rate and all other funding from Northland's four councils for emergency services.

The high-level guiding criteria for the contestable emergency services funding are set out below:

- It is available to emergency service organisations that have a significant part of their activities undertaken by volunteers;
- The purpose of the organisation must primarily be the saving of human life that is in immediate or critical danger or responding to serious injury;
- The funds must be applied to the provision of region-wide services within Northland;
- Fund recipients must undertake not to approach the region's district councils for funding during the term of the agreement;
- The total funded is for a three-year period with the annual amount funded being flexible, to suit the recipient's requirements;
- The fund can be for capital or operational expenditure;

Funds are granted subject to satisfactory financial and service performance reports, as agreed between the council and the recipient, and reported against pre-agreed measures and targets.

A two-stage application process is being used with the first stage (Registration of Interest) to determine the eligibility of applicants and which of these may receive funding, while the second stage (Request for Proposal) will consider the specific financial requests, proposed measures and targets, and business case. This will determine the funds allocated for the three-year period.

Registrations of Interest

The Registration of Interest (RoI) opened on 31 July 2015. The RoI was advertised on the NRC website, the Government Electronic Tenders Service (GETS), a public notice was placed in the Northern Advocate and a press release was issued to other media.

The RoI closed on 21 August 2015 with 10 registrations being received. These were:

1. Northland Search & Rescue Group
2. Tinopai Volunteer Emergency Services Inc (TVES)
3. Maxinz Limited
4. St John Northern Region
5. Bay of Islands Coastguard

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6. Surf Life Saving Northern Region
7. Coastguard Northern Region
8. Northland Emergency Services Trust (NEST)
9. Far North Search & Rescue
10. Far North Radio and Sea Rescue Inc

At a meeting on 15 September 2015, Council accepted the Registrations of Interest from the following organisations, and invited them to proceed to the second stage of the funding application process – Request for Proposal:

1. Northland Emergency Services Trust
2. Surf Life Saving Northern Region
3. Coastguard Northern Region
4. St John Northern Region
5. Northland Search & Rescue Group
6. Far North Search & Rescue

Request for Proposal

The Request for Proposal (RfP) closed on 9 October 2015 with all six of the organisations that were short-listed submitting proposals totalling \$4,811,420 over the three year period 2015/16 – 2017/18.

A summary table of these applications is included in **Appendix 1**.

The Targeted Rate of \$900,000 per annum will make \$2,457,000 of funds available over the same three year period, once a provision of 9% has been made for the partial non-collection of the Rate.

This means that the applications oversubscribe the available funds by \$2,354,420 over the three year period.

Description of Proposals

Below is only a staff summary of the proposals and councillors are referred to the **full applications included as Appendix 2** and as provided at the workshop on 5 November 2015.

Northland Emergency Services Trust

Applicant	2015/16	2016/17	2017/18	15/16 - 17/18
Northland Emergency Service Trust				
Operational costs	750,000	750,000	750,000	2,250,000

The NEST proposal is for the funding of a forecast shortfall in cash flow for maintaining the current levels of service over the three year period and is to fund operational costs of the NEST air rescue and ambulance service, including; fuel,

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wages, maintenance on helicopters, insurance, operational and administrative costs and interest.

NEST has over the last three financial years received approximately \$600,000/yr from the Northland Region Council. NEST has pointed to the substantial drop in the NZ/US dollar exchange rate as a significant financial challenge, as most aviation/helicopter related purchases are transacted in US dollars, as part of the basis for the proposal for additional funding over the previous \$600,000/yr. The cash flow predictions provided show the biggest increases over the three years to be in wages, some additional \$250 - \$320k (a 20% increase). NEST advises that this is due to taking helicopter maintenance in-house and an increase in pilots wages in order to maintain market parity and retain pilots.

Annual reports for the last three financial years show that NEST incurs total annual expenses of approximated \$5.5M/yr, approximately 75% funded from helicopter use charges to government agencies, with the remainder from community sources with the NRC funding being the largest contributor. NEST advises that it is current government policy not to fully fund these services and to leave it to communities of benefit to provide for the shortfalls in funding.

Surf Life Saving Northern Region (SLSNR)

Applicant	2015/16	2016/17	2017/18	15/16 - 17/18
Surf Life Saving Northern Region	275,000	437,000	502,000	1,214,000
Regional Lifeguard Contract for Service	150,000	157,000	162,000	469,000
Club Operational Grants	90,000	105,000	120,000	315,000
Regional Operations - Shared Services	35,000	35,000	35,000	105,000
SLS Saving Facility Redevelopment	-	140,000	185,000	325,000

The SLSNR proposal includes four components as per the table above.

The **Regional Lifeguard Contract for Service** proposal is to fund the operational costs of six (Ahipara, Ocean Beach, Bayly's Beach, Ruakaka, Waipū Cove, Mangawhai Heads) professional Surf Lifesaving Patrols, Mondays to Fridays outside of normal volunteer patrols over the peak holiday periods for those beaches, being a total of 29 site/weeks. This service, costing \$121,000 in 14/15, was previously funded by the four Northland councils (2014/15; \$92,000) with the shortfall being funded by charity funders (\$29,000). The proposal is for an increased service, with the addition of rescue water craft crew (3 extra lifeguards in total) for Ruakaka/Waipū, resulting in a total service operational cost of \$150,000, increasing to \$162,000 for 2016/17. The increase also covers small wage increases to maintain market parity and an ability to recruit lifeguards.

SLSNR advise that the equivalent services in Auckland (\$525,000, 13 patrols) and Waikato (\$66,000; 2 patrols) regions are fully funded by Auckland and various Waikato district councils.

The **club operational grants** proposal is to fund approximately 15% of the Northland SLS Clubs' collective overall operating costs, particularly the fixed costs including

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power, rates, insurance and maintenance. These are club costs which support the operation of their volunteer patrols from Labour weekend to Easter (except for Ahipara; 19/12 – 8/2), totalling some 10,000 hours/year.

The **Regional Operations – Shared Services** component of the proposal is for funding for \$35,000/yr, approximately 6% of the Northland share of the overall cost of the SLSNR regional shared service costs.

The last component is a proposal for funding of a contribution to the **renewal/redevelopment of SLS club facilities** in Northland, mainly built in the 1950's and 60's.

Overall SLSNR has annual expenditure of approximately \$3M, 40% funded by councils, 5% membership fees, with the remainder from sponsors and charitable/donation funders.

Coastguard Northern Region (CNR)

Applicant	2015/16	2016/17	2017/18	15/16 - 17/18
Coastguard Northern Region	232,541	237,192	241,936	711,669
Northland Units operating cost support	94,880	96,778	98,713	290,371
Operations Centre salaries (Northland support costs only)	52,000	53,040	54,101	159,141
Northland Unit Support and Training Management costs	85,661	87,374	89,122	262,157

The CNR proposal includes three components as per the table above.

The **Northland Units operating costs** proposal is for the funding of vessel crew PPE and uniforms, vessel crew training costs (fuel and travel costs), vessel insurance, unit accommodation and administration costs. These costs are currently covered by local volunteer fund-raising activities.

The **Operations Centre salaries (Northland support costs only)** proposal is to fund that proportion of the CNR Operations Centre (in Auckland) permanent staff salaries that are calculated to spend their time in support of Northland incidents (of which there were 198 in 14/15).

The **Northland Unit Support and Training Management** costs proposal is for funding of 70% of the Northland Region Unit Support and Operations Manager role and contribute 10% to the salary of 2 of CNR education staff (Education Manager and Public Education Co-ordinator).

Overall CNR incurs an annual expenditure of some \$4.5M. This is currently funded by membership fees (38%), Auckland Council (14%; \$600k), Coastguard NZ and government agencies (14%), education fees (9%) and the remainder from various grants, sponsors and donations (25%).

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St John Northern Region (StJNR)

Applicant	2015/16	2016/17	2017/18	15/16 - 17/18
St John Northern Region				
Ambulance costs	175,000	175,000	175,000	525,000

The StJNR proposal is for funding of one new replacement ambulance per year, at \$175,000 each. In 2016 StJNR will need to replace 20 ambulances, 4 assigned to Northland.

Overall StJNR have an annual expenditure of some \$84M (2013/14). Based on the 2013/14 annual report, this is funded from payment for services (86%), sales and interest (2%), grants and donations (12%).

Northland Search & Rescue Group (NSRG)

Applicant	2015/16	2016/17	2017/18	15/16 - 17/18
Northland Search & Rescue Group	17,608	19,470	16,888	53,966
Group Operational Expenses	4,710	5,120	5,640	15,470
Group Capital Equipment	6,748	9,150	5,748	21,646
WanderSearch Operational Expenses	1,150	1,200	1,500	3,850
WanderSearch Capital Equipment	-	1,500	1,500	3,000
Group Headquarters Establishment	5,000	2,500	2,500	10,000

The proposal from NSRG is for funding of operational costs, SR equipment replacement, "at risk" persons tracking pendants and operational costs, and headquarters fit out.

The NZ Police are the agency responsible for search and rescue. The stated primary function of this group is to provide search and rescue support to the lower Northland Police Area. This group is funded by donations, charitable funders, group fundraising and a quarterly administration payment from LandSAR NZ.

Far North Search & Rescue (FNSR)

Applicant	2015/16	2016/17	2017/18	15/16 - 17/18
Far North Search & Rescue Group	10,226	14,647	31,912	56,785
Operating Expenditure	1,723	5,998	6,349	14,070
Capital Expenditure	8,503	8,649	2,085	19,237
FNSAR HQ re-establishment	-	-	23,478	23,478

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The proposal from FNSR is for funding of operational costs, SR equipment replacement, and a headquarters move from Kaikohe to Kerikeri where their membership is centred.

The NZ Police are the agency responsible for search and rescue. The primary function of this group is to provide search and rescue support to the Far North Police Area. This group is funded by donations, charitable funders, group fundraising and a quarterly administration payment from LandSAR NZ.

Summary of fund, proposals, and previous Northland council funding

Appendix One is a table showing the funds available, the above proposals as well as any previous funding by Northland councils for the last three years.

Emergency Services Fund Process

Workshop

A council workshop was held on 05 November 2015 at which councillors discussed the above proposals and the allocation of the Emergency Services Fund. Councillors were provided with copies of the proposals and the recent annual reports of the applicant organisations.

Next Step - Allocation of Emergency Services Fund

The next step in the process is for the council to decide on the allocations of the available funds between the proposals submitted. The allocation decisions should be sufficiently specific so as to form the basis of clear financial and service performance measures and targets to be agreed between the council and the recipient, and subsequently reported against.

Following the allocation decision, the applicants will be advised of the decisions, the financial and performance measures and targets, and the performance reporting requirements.

Appendix One

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				Past Funding			Requested Funding			3-Years	
Applicant				2012/13	2013/14	2014/15	2015/16	2016/17	2017/18	15/16 - 17/18	
Northland Emergency Service Trust (NEST)				600,000	600,000	600,000	750,000	750,000	750,000	2,250,000	
Surf Life Saving Northern Region				43,300	42,608	92,050	275,000	437,000	502,000	1,214,000	
1	Regional Lifeguard Contract for Service						150,000	157,000	162,000	469,000	
2	Club Operational Grants						90,000	105,000	120,000	315,000	
3	Regional Operations - Shared Services						35,000	35,000	35,000	105,000	
4	SLS Saving Facility Redevelopment							140,000	185,000	325,000	
Coastguard Northern Region				1,000	1,500	1,500	232,541	237,192	241,936	711,669	
1	Northland Units operating cost support						94,880	96,778	98,713	290,371	
2	Operations Centre salaries (Northland support costs only)						52,000	53,040	54,101	159,141	
3	Northland Unit Support and Training Management costs						85,661	87,374	89,122	262,157	
St John Northern Region				-	-	-	175,000	175,000	175,000	525,000	
Northland Search & Rescue Group				-	-	-	17,608	19,470	16,888	53,966	
1	Group Operational Expenses						4,710	5,120	5,640	15,470	
2	Group Capital Equipment						6,748	9,150	5,748	21,646	
3	WanderSearch Operational Expenses						1,150	1,200	1,500	3,850	
4	WanderSearch Capital Equipment						-	1,500	1,500	3,000	
5	Group Headquarters Establishment						5,000	2,500	2,500	10,000	
Far North Search & Rescue Group				-	-	-	10,226	14,647	31,912	56,785	
1	Operating Expenditure						1,723	5,998	6,349	14,070	
2	Capital Expenditure						8,503	8,649	2,085	19,237	
3	FNSAR HQ re-establishment						-	-	23,478	23,478	
TOTAL				644,300	644,108	693,550	1,460,375	1,633,309	1,717,736	4,811,420	
Gross Rate							900,000	900,000	900,000	2,700,000	
Provision for non-collection (9%)							81,000	81,000	81,000	243,000	
Funds available for Grants							819,000	819,000	819,000	2,457,000	
Oversubscribed							641,375	814,309	898,736	2,354,420	

Northland Emergency Services Trust

Registration of Interest

1	RfP Description	15/13 Request for Proposal - Emergency Services Fund
2	Closing Date	Friday, 9 October 2015

3	RfP Applicant	Northland Emergency Services Trust
4	Applicant's Contact Person	Name: Vanessa Furze Title: General Manager Address: 43 Western Hills Drive, Kensington, Whangarei email: generalmanager@nest.org.nz Phone: 021 346 013 Fax: 09 437 2140
5	Applicant's GST Registration No.	051-007-514

6	RfP Compliance	Northland Emergency Services Trust confirms: a) That the Application is complete. b) That the information provided in Stage 1 – Registration of Interest remains materially the same. c) Acceptance of the General Requirements, (Appendix 1).
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8 Response - Past Local Authority Funding

[REDACTED]

Local Authority	2012/13	2013/14	2014/15	Total
Far North District Council				
Whangarei District Council				
Kaipara District Council				
Northland Regional Council	\$600,000	\$600,000	\$600,000	\$1,800,000
Total				

Note: All past funding should be quoted as GST exclusive.

The funding we have received over the last 3 years has covered a range of operating costs and has allowed NEST to continue to operate with some confidence.

NRC funding has allowed NEST to have stronger bargaining power with suppliers e.g. savings by paying in advance.

The NRC funding has also permitted NEST to concentrate on running an air ambulance service instead of having to constantly worry about fundraising.

We enclose a summary from the audited financial statements for the last three years to show what the funds were used for.

9 **Response - Funding Application Summary**

[REDACTED] of all funding sought from the Northland Regional Council

NRC Funding Sought	2015/16	2016/17	2017/18	Total
(Project or Funding item 1)	\$750,000	\$750,000	\$750,000	\$2,250,000
(Project or Funding item 2)				
(Project or Funding item 3)				
Total				

Note: All funding applications should be GST exclusive.

A copy of the three year financial forecast is attached and refers. The amount being sought in this funding application represents the forecast shortfall in cashflow over this three year period.

The funding provided by the various government agencies using NEST's services, represents approximately 75% of the full cost of running the service. This shortfall exists for all EMS operators around the country and is consistent with the government philosophy to date that EMS air services should be partially subsidised by the communities that they serve.

NEST will use the funds to cover operational expenses such as fuel, wages, maintenance on the helicopters, insurance, operational and administrative costs and interest. The nature of running a larger aviation based organisation means that it is critical to manage cash flow including some modest reserves for future maintenance. NEST has recently undertaken some extensive maintenance planning and we can now forecast with more accuracy the future anticipated maintenance costs on the aircraft, although unscheduled maintenance events can still present some challenges.

NEST operates very efficiently and is one of the most efficient operators in the country as a recent benchmarking exercise with other operators has shown. Our fleet of Sikorsky S76 helicopters remains an ideal aircraft to serve a region such as Northland as the machines are larger, faster and most importantly have the range capabilities required for our region. This point is widely acknowledged by the hospitals and medical professionals using the service. Interestingly, we are currently managing to operate our aircraft at less cost than some other operators with smaller aircraft. This has been achieved through good planning, innovation and dedication from the NEST team.

NEST introduced a Helicopter Replacement Fund a number of years ago. This will allow us to actively engage in a programme to update the aircraft in the future. As specific larger donations and/or bequests are received, we have placed these in the Helicopter Replacement Fund, although unscheduled maintenance events has forced us to use these funds at times.

The financial challenges ahead for the next three years have been considered by the NEST Board and are included in our cashflow forecast. These include a lower NZ dollar, increasing fuel costs, and uncertainty over the future demand for services.

Ideally this funding will allow NEST to cover the existing operational requirements with sufficient reserves for contingent risks. This will allow other funding such as bequests and specific donations to address the capital costs associated with a future upgrade of our aircraft.

10 Response - Funding Application Details

1. A description of what the funding will be spent on.

The funding will be spent on operational costs.

2. Confirmation of whether this is an Operational Expense or Capital Expenditure.

Operational Expense.

3. A description of the particular emergency service(s) this will provide or support.

Funding assistance will relieve funding pressure on the Northland communities and ensure that all the communities throughout Northland, including visitors to the region will continue to receive:

- A 24-hour, 365 day air rescue and ambulance service;
- Flight Intensive Care Paramedics to provide medical care and winching assistance for all search and rescue and air ambulance operations; and
- Reliable helicopters which have two engines and are operated by two pilots at all times – providing added safety when transporting a patient.

4. Proposed performance measures or criteria to monitor this Project or Funding item.

NEST prepares monthly operational and cashflow reports comparing actual results with original forecast. Plus it prepares quarterly management reports. These Reports are presented to the NEST Board each month.

5. A description of whether this Project or Funding item is entirely new, a continuation or an enhancement of a previous delivered project or service by the Applicant.

The funding we are requesting is a continuation of our services.

6. A description of any other funding sources that will contribute to this Project or Funding item.

NEST receives up to \$150,000 (excl. GST) per annum from Northpower/Top Energy sponsorship. This is based on the annual appeal and they agree to meet the amounts donated at \$1 for \$1 up to \$150,000 per annum.

7. A description of the direct consequences of this Project or Funding item not receiving the requested funding

One of the main objectives of the Trust is to provide emergency air ambulance services to the Northland community 24 hours/7 days a week. Without compromising safety, NEST will continue to strive to provide these services to the local community. However helicopters are expensive to run and to maintain. The nature of running a rescue helicopter service means that we need to plan ahead carefully around cashflow, and even then we need to deal with some reasonably large fluctuations in our revenue and costs at times. We are constantly exposed to large unscheduled maintenance costs and movements in foreign exchange (half of our expenses are paid in USD\$). The nature of our industry is highly volatile and this makes planning a difficult exercise at the best of times. The certainty of funding is critical for a service like ours. It allows the Trust to concentrate on running an air ambulance and rescue service instead of having to constantly worry about seeking fundraising. The Trust has introduced a number of initiatives in the last few years that have lead to increased revenue and/or reduction in costs e.g. flight simulator (for training purposes), internal maintenance (reduced costs), etc.

10 The removal or reduction of the funding would mean that the Trust would need to find replacement income from other sources within the community or be faced with the prospect of reducing or withdrawing services.

8. Any other matters that the Applicant considers are important to the evaluation.

A large part of the Trust's expenditure is incurred in US\$. Up until recently, the NZ\$/US\$ has been favourable to the Trust. However the NZ\$/US\$ has now dropped to approx. US\$0.65 (a drop of about 20 cents in 18 months). The drop of 20 cents adds another \$400,000 approx. per annum to the Trust's expenditure line. This must be covered by current revenue.

11	Applicant's Contact to discuss adjusted funding applications	
	<p>It is anticipated that the funding applications may oversubscribe the available funding.</p> <p>This may mean that some Projects or Funding items are entirely funded and others entirely declined.</p> <p>In some cases it may be possible to partially fund a Project or Funding item and it will be necessary to clarify or negotiate the details provided in section 10 - Funding Application Details to match the available funding.</p> <p>Please provide the contact details of the appropriate person to discuss any such arrangements if different from the person nominated in section 4.</p>	
	Applicant's Contact Person to discuss adjusted funding applications	<p>Name: <i>Vanessa Furze (as per Note 4)</i></p> <p>Title:</p> <p>Address:</p> <p>email:</p> <p>Phone:</p> <p>Fax:</p>

15/13 RfP Emergency Services Fund

- 1) **RFP Description:** 15/13 Request for Proposal - Emergency Services Fund
- 2) **Closing Date:** 16:00 – Friday, 9 October 2015

Applicant Details

3) Name of group	Surf Life Saving Northern Region (SLSNR)		
4) Applicant’s Contact Person			
Contact name	Matthew Williams		
Position in group	Acting Chief Executive		
Postal address	PO Box 2195		
	Auckland	Postcode	1140
Street address	Level 1, Marine Rescue Centre		
	03 Solent St, Mechanics Bay, Auckland		
Email	Matt.williams@surflifesaving.org.nz		
Daytime phone number(s)	DDI 09 303 9339	Mobile 021 507 141	
Website address	www.slsnz.org.nz		
5) Applicants GST Registration No.	013-411-891		

6) RFP Compliance

(a) Application is complete	✓
(b) Information from Rol is still correct	✓
(c) Acceptance of General Requirements	✓

15/13 RfP Emergency Services Fund

7) Response – Business Case

The reassuring sight of Northland's iconic and treasured Surf Life Saving teams is one that greets tens-of-thousands of your community and its visitors when they recreate on Northlands beaches throughout the year, these beaches are the regions favourite playground. Many people owe their lives to the efforts of outstanding lifeguards and the invaluable service that they perform and plenty more have been provided with safe infrastructure for their recreation thanks to our volunteer efforts.

During the recent summer of 2014/2015 lifeguards provided over 10,000 volunteer hours of patrol services and over 3,700 council contracted patrol hours. Providing emergency response to over 301 unique incidents and further, directly engaging with over 15,000 members of the public in actions that prevented later rescues.

However it is all through the year, not just in summer, that SLSNR members and clubs are engaged in a wide range of work that aims to prevent the need for intervention on the beaches. Many of these preventative initiatives will no longer be sustainable without the provision of Regional Funding.

The attraction of more volunteers as a result of club sustainability is also attributed to the degree of security that will be brought about through the availability of regional funding.

The funding allocation request for 2015-2016 is \$275,000 which represents an increase of \$182,500 over the combined grant allocations made by Northland's territorial authorities during 2014-2015.

SLSNR considers that the level of funding allocation is an appropriate contribution towards the activities laid out in the 2015-2016 funding application.

8) Past Local Authority Funding

Local Authority		2012/2013		2013/2014		2014/2015		Total
		Requested	Granted	Requested	Granted	Requested	Granted	Granted
Far North District Council		\$6,000	\$5,000	\$6,000	\$3000	\$6,015	\$3,000	\$11,000
Whangarei District Council		23,000	\$19,300	\$59,989	\$20,000	\$48,000	\$38,000	\$77,300
Kaipara District Council		\$31,450	\$19,000	\$37,442	\$19,608	\$46,808	\$31,050	\$69,658
Northland Regional Council		\$19,000	\$0	\$23,671	\$0	\$20,000	\$20,000	20,000
Total Granted	Requested	\$79,450		\$127,102		\$120,823		\$177,958
	Granted	\$43,300		\$42,608		\$92,050		

15/13 RfP Emergency Services Fund

9) Funding Application Summary

NRC Funding Sought	2015/2016	2016/2017	2017/2018	Total
1) Regional Lifeguard Contract for Service	\$150,000	\$157,000	\$162,000	\$469,000
2) Club Operational Grants	\$90,000	105,000	\$120,000	\$315,000
3) Regional Operations Shared Services	\$35,000	\$35,000	\$35,000	\$105,000
4) Surf Life Saving Facility Redevelopment	\$0	\$140,000	\$185,000	\$325,000
Total Granted	\$275,000	\$437,000	\$502,000	\$1,214,000

10) Funding Application Details

1) Regional Lifeguard Contract for Service – operating costs only

SLSNR carries out six professional Surf Life Saving patrols outside of our usual volunteer patrol services in Northland. These are council contracted and operated Monday through Friday during the peak holiday season at Ahipara Beach, Ocean Beach Whangarei Heads, Bayly's Beach, Ruakaka, Waipu Cove and Mangawhai Heads. The length of patrol at these locations is dictated by the community need for the service; driven by the level of public usage. It is also influenced by the level of risk associated with each location. For the current season these have been based on the requested funding amount of \$150,000.

	Far North	Whangarei Heads	Ruakaka	Bayly's Beach	Waipu Cove	Mangawhai Heads
Dates	21st Dec 2015 08 Jan 2016	21st Dec 2015 29th Jan 2016	21st Dec 2015 29th Jan 2016	21st Dec 2015 08 Jan 2016	21st Dec 2015 05 Feb 2016	14 Dec 2015 05 Feb 2016
Number of Guards	3	3	4	3	4	4

	Far North	Whangarei Head	Ruakaka	Bayly's Beach	Waipu Cove	Mangawhai Heads
Venue Agreements	\$975	\$3,000	\$3,300	\$0	\$3,675	\$4,000
General Expenses	\$185	\$315	\$499	\$243	\$411	\$453
Accommodation Expenses	\$2,200	\$0	\$0	\$1,900	\$0	\$0
Rescue Water Craft	\$0	\$640	\$1,760	\$0	\$1,100	\$0
Training Wages	\$300	\$300	\$400	\$300	\$400	\$400
Wages	\$10,372	\$17,781	\$28,139	\$13,691	\$23,191	\$25,523
Supervisor	\$135	\$231	\$366	\$178	\$302	\$332
Surfcom	\$90	\$154	\$244	\$119	\$201	\$221
Uniforms	\$202	\$202	\$270	\$202	\$270	\$270
Totals	\$14,459	\$22,624	\$34,978	\$16,634	\$29,550	\$31,199

15/13 RfP Emergency Services Fund

These costs will only cover operational expenses. The increase from previous year's requests comes from the introduction of a Rescue Water Craft in the Bream Bay area. The capital cost for this has been met by the community but the wage and operational cost has been included in this budget.

Currently \$15,000 of the costs of this service in Northland are met by Lion Foundation and Pub Charities and historically grant funders have had to fund the council shortfalls. In future years it is our intention to have this service wholly council funded so as to allocate community funds to where they are more suited. In Auckland the service is wholly funded by Auckland Council funding of \$524,371 for our thirteen patrol locations and in the Waikato our two patrol locations are funded by four of the eleven territorial local authorities with \$66,000 of funding.

The successful provision of 29 weeks of combined services for the budgeted amount, across the six locations would be a suitable measure of our organisations performance.

2) Club Operational Grants

SLSNR is aware that the cost of our clubs activities and existence is going to increase as we adapt to changes relating to Health & Safety, Volunteer Management, Governance and Accounting Standards. SLSNR will look to mitigate these costs by providing a strong regional lead with best practise frameworks, knowledge and resources; in spite of this though it is a reality that the operating costs of our clubs will still see a significant increase even if output remains constant. Further to this we know that the public is recreating on our coastlines in greater numbers and in very different ways than previously with our volunteers now needing to be equipped to respond to a far wider variety of incidents.

The large majority of all lifesaving operations in the Northland region occur in the volunteer space – council currently provides no funding towards this. This funding is an essential contribution to the annual operating costs of the five volunteer surf life saving organisations in the Northland Region. The average annual operating cost for each of these clubs is circa \$110,000 per annum, council's contribution to this vital volunteer emergency service would equate to approximately 15% of each clubs overall operating costs. This would ensure that the first dollar raised by the clubs through other fundraising activities does not have to be spent on operational expenses such as power, rates, insurance and maintenance.

This is a major benefit to these clubs and we believe that council is responsible for contributing to the sustainability of this vital and iconic volunteer service. A fully council funded professional lifesaving model would cost the Council in excess of \$3m a year. All Clubs would provide accountability to Surf Life Saving for the operational grants they received. This represents a good shared and cost effective operational model for the Northland Region.

Clubs further supplement their operating costs by sponsorships and grant funding however as all are aware these pools are shrinking. We believe it is the regional bodies duty to assist with the ongoing sustainability of these organisation and that this will be provided through these grants.

In Auckland the ten Auckland clubs are funded by \$310,000 of Club Operational grants by Auckland Council and we are currently working on a similar model in Waikato to replicate this.

As this funding is to support the sustainability of our volunteer services the performance indicators should be representative of this and include being current with annual returns, independently reviewed end of year financials, acquittal of all amounts provided by council funding to strict guidelines and the regular holding of Board of Directors meetings. Alongside this indicators of a regenerative membership that is able to meet the

15/13 RfP Emergency Services Fund

community's needs and the provision of volunteer patrols provided from Labour weekend to Easter weekends for all club locations excepting Far North Ahipara who would provide patrols from 19th December – 8th February.

3) Regional Operations || Shared Services

SLSNR is the Regional body with oversight, governance and regulatory control over our seventeen member clubs, five of which are in Northland. Currently the provision of our shared services to these clubs is our only service delivery area where the cost of service exceeds the income we receive. We do not charge any membership or service fees to our member organisations nor charge administration fees for the services we provide or funding we generate and administer.

SLSNR recognises the importance of continuing to deliver these services and will continue addressing how we can attract increased untagged funds in the sponsorship space as well as increasing our donor database. We also believe it is important that Council contribute to these shared services through this funding mechanism also. Further with the current climate of increased regulatory changes SLSNR anticipates the need to undertake an increased workload in order to lead our clubs through these anticipated changes. The projects listed in Appendix.1 will all be administered and conducted centrally by SLSNR. Further to this we will be experiencing an increase in hard costs as we enter into a new agreement with users of the Marine Rescue Centre in which we will start paying an operating lease for the use of the building.

Currently SLSNR receives \$140,000 from Auckland Council to fund our shared services. We receive \$220,000 in sponsorship from Harcourts, Toyota and other smaller sponsors alongside \$443,000 in gaming and community funding that go towards the costs of the shared services we provide namely, staffing costs; lease costs for Surf Life Saving Northern Regions office space and training rooms; maintaining and staffing our emergency radio network, Surfcom; general lifesaving costs related to maintaining systems; equipment; accounting and insurance costs as well as the provision of our 'Patrol and Membership database.' See [Appendix 2](#) for a complete list of strategic partnerships.

A balanced scorecard which takes into account the success of our Northland clubs in qualifying lifeguard, their overall club health, governance capability and ability to deliver on our Regional Lifeguard Service would be strong indicators of our performance.

4) Surf Life Saving Facility Redevelopment

At this time SLSNR would like to socialise with Northland Regional Council the cornerstone funding of the much needed re-development of our lifesaving facilities within the Northland Region. Many of the lifesaving facilities used by our clubs were built in the 1950's and 1960's and now requires urgent upgrades to meet the needs of current lifesaving activities and increasing beach patronage. Public funding sources are available to the clubs for the majority of these facilities but public funders are looking for the Northland Regional Council to provide 'cornerstone funding' for these facilities that benefit all Northlanders.

The SLSNR proposal is for the Council to provide cornerstone funding for 35% of an agreed lifesaving footprint based on a uniform, council accepted model. A further 35% will be sought through Foundation North and New Zealand Lotteries Grant Board Facilities Development Funds (NZLGB) combined. Both these organisations have indicated support that would achieve this level of funding and of the facility development model proposed should Council provide cornerstone funding. The remaining funds for any footprint not funded by Council and the remaining 30% cost of the project will be funded through the local community by way of fundraising, community and gaming trusts and other charity funders.

15/13 RfP Emergency Services Fund

11) Applicant's Contact

Name:	Matthew Williams
Title:	Acting Chief Executive
Email:	Matt.williams@surflifesaving.org.nz
Phone:	09 303 9339 021 507 141

SLSNR desires to progress these conversations in the most appropriate forum.

I confirm that the application is complete.

I confirm that we accept the General Requirements set out in Appendix 1

Name: M. J Williams

Signature:

Matthew Williams

Request for Proposal

1. Description: 15/13 Request for Proposal - Emergency Services Fund

2. Closing Date: Friday 9 October 2015

3. Applicant: Coastguard Northern Region Incorporated

4. Applicant's Contact: Name: Callum Gillespie
Title: Chief Executive Officer
Address: PO Box 2095, Shortland Street, Auckland
Email: callum.gillespie@coastguard.org.nz
Phone: 09 303 1303
Fax: 09 303 9350

5. GST Registration No: 011-765-432

6. RFP Compliance

We confirm that:

- a. This application is complete.
- b. The information provided in Stage 1 (ROI) remains materially the same.
- c. We accept the General Requirements as listed at Appendix 1 of the proforma.

8. Historical Local Funding from Northland Local Authorities.

Coastguard Northern Region has consulted with all of its Northland units and to the best of its knowledge minimal funding has been received in the last three years.

Local authority	2012/13	2013/14	2014/15	Total
Far North District Council				
Whangarei District Council				
Kaipara District Council				
Northland Regional Council	1000	1500	1500	4000
Total	1000	1500	1500	4000

Notes:

1. Whangarei Coastguard receive rates relief of 50% (\$11 65 pa) from Whangarei Council and also receive rates relief from Northland District Council (not quantified above).
2. Northland District Council funding (above) relates to an annual grant distributed to Hokianga Coastguard.

9. Funding application summary

Coastguard Northern Region (CNR) requests funding from Northland Regional Council's Emergency Services Fund for the following activities during the period 2015/16 – 2017/18:

No	NRC Funding request (\$)	2015/16	2016/17	2017/18	Total
1	Northland units operating cost support	94,880	96,778	98,713	290,371
2	Operations Centre salaries (Northland support costs only)	52,000	53,040	54,101	159,141
3	Northland Unit Support and Training Management costs	85,661	87,374	89,122	262,157
	Total	232,541	237,192	241,936	711,668

All funding requested is for operational costs and is GST exclusive. Requests for Years 2 and 3 are based on Year 1 budgets plus a 2% inflation factor. The details of each request is provided on the following pages.

10. Funding request details

Request 1: Northland units operating cost support

a. Overview

The purpose of this request is to fund unit operational costs that are not currently provided for by NZSAR SLA funding, Lotteries Grant Board funding or other dedicated funding sources that are therefore paid for through local volunteer fund-raising activities.

Funding will be used for:

- The provision of Personal Protective Equipment and uniforms for vessel crews
- The cost of training vessel crews (fuel and travel costs)
- Insurance costs for Northland rescue vessels
- A contribution to unit accommodation and administration costs

b. Performance outcomes

Multiple outcomes will be achieved through the provision of this funding, including:

- The improved safety, comfort and performance of rescue crews as a consequence of their ability to better plan for and procure personal protective equipment.
- The improved performance and engagement of rescue crews as a consequence of being able to better plan and support crew training locally and at Northern Region's headquarters.
- Improved engagement, retention and performance of rescue crews who will be able to focus on training and operations rather than fundraising.

Note. In 2014/15 Northland volunteers are estimated to have spent 2,255 hours on fundraising activities alone.

The primary consequence of this funding request being declined will be ongoing pressure on Northland's Coastguard volunteers with likely outcomes including ongoing long-term recruitment and retention challenges. Secondary outcomes may include the failure of Coastguard to further raise operational standards as a consequence of constrained training.

c. Funding request calculation and accountability.

The calculation of this request is based upon expenses stated in Coastguard Unit Annual Returns as submitted to Charities Services and adjusted for future forecasts. All costs will be Operational Expenses and will be reimbursed to units only on provision of paid invoice receipts to Coastguard Northern Region.

Request 2: Operations Centre salaries (Northland support costs only)

a. Overview

Coastguard Northern Region (CNR) operates a 24/7 365 day a year Operations Centre at Mechanics Bay in Auckland to provide maritime advisory, weather forecasting, trip reporting and SAR co-ordination services across its region. The Operations Room is staffed at all times by 2 permanent communications specialists supported by unpaid volunteer staff as required.

Today CNR receives funding in support of 75% of Operations Centre salaries from Auckland Council through the Auckland Regional Amenities Funding Act.

The purpose of this request is to fund that proportion of Coastguard Northern Region Operations Centre permanent staff salaries that are calculated to spend their time in support of Northland Region incidents. No request is made to cover the many other fixed and variable costs associated with the provision of these services.

Funding will be used for:

- A 10% contribution to Operations Centre staff costs for the 8 permanent staff that continually provide communications and co-ordinating services to the Northland Region.

b. Performance outcomes

Multiple outcomes will be achieved through the provision of this funding, including:

- The ongoing provision of preventative marine advisory services to the Northland region including weather broadcasting, trip reporting and bar crossing safety services.
- The provision of SAR management and communication services between Coastguard and other emergency services (Police, St John's, Westpac and NEST helicopter services as necessary) to prevent loss of life on the waterways and coast of Northland.

The primary consequence of this funding request being declined will be Coastguard Northern Region being required to fund-raise to sustain services for the benefit of Northland Region residents and visitors.

c. Funding request calculation and accountability.

The calculation of this request is based upon budgeted salary expenses for Operations Room staff. All costs will be Operational Expenses and will be available for audit by Northland Regional Council upon request.

Request 3: Northland Unit Support and Training Management costs

a. Overview

Coastguard Northern Region employs 21 FTE staff in support of its units and to undertake its regional operational responsibilities. A key role in support of Coastguard's Northland units is that of the *Northland Unit Support and Operations Manager (USOM)*. The USOM is responsible for ensuring that each unit is equipped and trained to undertake their SAR roles. The USOM provides expertise in vessel management (upkeep and operations), Health & Safety management and advice on compliance with Maritime New Zealand's Safe-Ship regulations as well as acting as the regular liaison point between units and the region. The USOM's role is a mobile one that undertakes significant travel in support of units.

A core component of Coastguard's mission is the provision of public education relating to water & boating safety & SAR training of Coastguard volunteers. CNR has a small team of staff who develop and manage these outputs which are delivered across Northland.

The purpose of this request is to fund 70% of the dedicated Northland Region Unit Support and Operations Manager role and contribute 10% to the salary costs of 2 of CNR's Education staff.

Funding will be used for:

- A 70% contribution to the Northland Unit Support and Operations Manager salary
- A 10% salary contribution to the Education Manager and Public Education co-ordinator roles.
- The funding of the Northland USOM's vehicle and mobile phone costs.

b. Performance outcomes

Multiple outcomes will be achieved through the provision of this funding, including:

- The sustainable achievement of essential logistical and operational support services necessary to maintain Northland units at operational readiness.
- The ongoing development and execution of Search and Rescue training for Northland's Coastguard volunteers, enabling units to deliver SAR services as needed.
- The ongoing development and execution of public education courses that enable Northland residents to enjoy and profit from their marine environment with confidence.

The primary consequence of this funding request being declined will be CNR required to fund-raise to sustain services for the benefit of Northland Region residents and visitors.

c. Funding request calculation and accountability.

The calculation of this request is based upon budgeted salary expenses. All costs will be Operational Expenses and will be available for audit by Northland Regional Council upon request.

11. Applicant's contact to discuss adjusted funding applications

Name: Callum Gillespie

Title: Chief Executive Officer

Address: PO Box 2095, Shortland Street, Auckland

Email: callum.gillespie@coastguard.org.nz

Phone: 09 303 1303

Appendix 2 – Information to be Provided

Responses are to be provided in a manner generally consistent with the format as outlined in this section. Each point in this section MUST be responded to.

1	RfP Description	15/13 Request for Proposal - Emergency Services Fund
2	Closing Date	Friday, 9 October 2015

3	RfP Applicant	The Order of St John Northern Region Trust Board
4	Applicant's Contact Person	<p><u>Regional Contact</u> Name: Renee Buhagiar Title: Fundraising Coordinator Address: 10 Harrison Road, Mt Wellington, Auckland 1060 email: reenebu@stjohn.org.nz Phone: 09 579 1015 ext 8435 Fax: N/A</p> <p><u>District Contact</u> Name: Tony Devanney Title: Northland District Operations Manager Address: 43 Western Hills Drive, Kensington, Whangarei email: tony.devanney@stjohn.org.nz Phone: 09 437 2199</p>
5	Applicant's GST Registration No.	10-686-539

6	<p>RfP Compliance Confirm:</p> <p>a) That the Application is complete. I can confirm that the application is complete.</p> <p>b) That the information provided in Stage 1 – Registration of Interest remains materially the same. Note: Any material changes are to be listed here. I can confirm that the material provided in the Registration of Interest remains the same.</p> <p>c) Acceptance of the General Requirements, (Appendix 1). I accept the General requirements of Appendix 1.</p>
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7	<p>Response - Executive Summary or Business Case (Optional)</p> <p>The Applicant <u>may</u> provide an Executive Summary or overall Business Case for their Application</p> <p>St John is called on to help people with life threatening emergencies, in immediate or critical danger or with serious injury.</p> <p>We cover the entire Northland district, 24 hours a day, seven days a week. This is possible through the engagement of nearly 300 committed, trained and resourced operational volunteers.</p>
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St John has operated for more than 130 years with a proud history of serving New Zealanders in emergency situations. As a charity we rely heavily on the generous support of the public, including bodies such as the Northland Regional Council, to carry our vital work.

Right now, that support is required more than ever to meet rising demand and operational cost of our ambulance service. If successful, funds granted will be applied to essential expenditure to resource our emergency response in Northland over the next three years. In 2014 Northland ambulances attended a total of 16,987 call outs. St John attending these emergency call outs can be the difference between life and death.

Northland EAS vehicles have travelled 866,254 kms over the past year (1/8/2014-31/7/2015). On average, an ambulance travels 109kms per day, with some averaging over 250kms per day.

8 Response - Past Local Authority Funding

The Applicant shall provide a summary of any and all funding received from the Northland Local Authorities in the last three financial years:

Local Authority	2012/13	2013/14	2014/15	Total
Far North District Council	No	Funding	Received	\$0
Whangarei District Council	No	Funding	Received	\$0
Kaipara District Council	No	Funding	Received	\$0
Northland Regional Council	No	Funding	Received	\$0
Total				

Note: All past funding should be quoted as GST exclusive.

The Applicant may also provide a further description of this funding and/or how it has been used and/or how this funding has performed in providing or supporting a particular emergency service.

9 Response - Funding Application Summary

The Applicant shall provide a summary of all funding sought from the Northland Regional Council for the next three financial years:

NRC Funding Sought	2015/16	2016/17	2017/18	Total
(Project or Funding item 1)	Ambulance \$175,000	Ambulance \$175,000	Ambulance \$175,000	\$525,000
(Project or Funding item 2)				
(Project or Funding item 3)				
Total	\$175,000	\$175,000	\$175,000	\$525,000

Note: All funding applications should be GST exclusive.

The Applicant may summarise the funding application into one or more Projects or Funding items.

Applications for Operational Expenses and Capital Expenditures should be in different Funding items rather than combined into one.

10	<p>Response - Funding Application Details (not to exceed one page per Project or Funding item)</p> <p>The Applicant shall provide details of each of the Projects or Funding items summarised above.</p> <p>This shall include, but not be limited to:</p> <ol style="list-style-type: none">1. A description of what the funding will be spent on. <p>If successful the funds will be used to purchase one new ambulance per year for three years. The cost of each ambulance is \$171,128.97 gst exclusive. Therefore, over three years the total funding would be \$513,386.91 gst exclusive. Below is a break down of costs and quotes are available upon request.</p> <p>Turnkey action build - \$159,089.85 included MDT fit out and stretcher Laerdal suction unit - \$3,239.10 Pharmco BP cuff - \$215 Onelink dispensers - \$9.38 Tail Radio and handhelds - \$4,055.60 Richardsons install and tune - \$700 MDT gear - \$3,820.04</p> <ol style="list-style-type: none">2. Confirmation of whether this is an Operational Expense or Capital Expenditure. <p>I can confirm that this is Capital Expenditure.</p> <ol style="list-style-type: none">3. A description of the particular emergency service(s) this will provide or support. <p>Every day St John responds to 1,200 calls for help; that's nearly one call every minute. Using ambulances, four-wheel drive vehicles, rapid response units, motorcycles and other specialist vehicles to ensure people can be reached at any hour of the day in almost any terrain, weather or situation. Last year St John cared for over 425,000 patients and ambulances travelled over 19 million kilometres.</p> <p>There are approximately 700 ambulances and operational vehicles over 200 stations across the country. St John is the largest primary healthcare provider in New Zealand; it provides emergency ambulance services to nearly 90% of New Zealanders and covers 97% of the country's geographical area.</p> <p>Right now, that support is required more than ever to meet rising demand and operational cost of our ambulance service. If successful, funds granted will be applied to essential expenditure to resource our emergency response in Northland over the next three years. In 2014 Northland ambulances attended a total of 16,987 call outs. St John attending these emergency call outs can be the difference between life and death.</p> <p>Northland EAS vehicles have travelled 866,254 kms over the past year (1/8/2014-31/7/2015). On average, an ambulance travels 109kms per day, with some averaging over 250kms per day.</p> <ol style="list-style-type: none">4. Proposed performance measures or criteria to monitor this Project or Funding item. <p>Each vehicle is given a Fleet number. By using this number we are able to run a report to determine the amount of incidents the vehicle has responded to, the priority of the incident, type of incident and a breakdown of locations. Please refer to the attached report relating to a Northland Ambulance for the period of 1st August 2014 – 31st July 2015.</p> <ol style="list-style-type: none">5. A description of whether this Project or Funding item is entirely new, a continuation or an enhancement of a previous delivered project or service by the Applicant. <p>The average lifespan of an ambulance is eight years or 440,000 km. Therefore, each year St John Northern Region is required to replace vehicles that have reached their working limit. In the 2016 financial year we are required to replace 20 ambulances – 4 of these ambulances are assigned to the Northland region.</p> <p>Ambulances continue to play a crucial role in delivering our services to the community. However, the replacement of old ambulances with new ambulances helps to enhance the quality and effectiveness of these services.</p>
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	<p>6. A description of any other funding sources that will contribute to this Project or Funding item.</p> <p>No other funding opportunities have been applied to for this project.</p> <p>7. A description of the direct consequences of this Project or Funding item not receiving the requested funding</p> <p>St John is a charitable organisation and we rely heavily on donations, fundraising and grants to assist with covering the cost of providing our services to the community. If unsuccessful, we would need to find a new funding stream which is becoming increasingly difficult.</p> <p>8. Any other matters that the Applicant considers are important to the evaluation.</p> <p>St John has a strong presence in the community which has resulted in St John constantly being voted New Zealand's most trusted charity.</p> <p>St John provides a wide range of ambulance, community and health services designed to improve the health and well-being of New Zealanders. We are the largest primary healthcare provider in the country and have contact with more than 1 million people a year.</p> <p>While providing ambulance services throughout New Zealand will always be a core activity for St John, we're also playing an increasing role in meeting the broader health needs of New Zealand communities. We believe it's important to develop strong communities to help people live independently, get the social connection they need and remain healthy and well. Central to everything we achieve is the energy and generosity of our volunteers, partners and supporters.</p>
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11	<p>Applicant's Contact to discuss adjusted funding applications</p> <p>It is anticipated that the funding applications may oversubscribe the available funding.</p> <p>This may mean that some Projects or Funding items are entirely funded and others entirely declined.</p> <p>In some cases it may be possible to partially fund a Project or Funding item and it will be necessary to clarify or negotiate the details provided in section 10 - Funding Application Details to match the available funding.</p> <p>Please provide the contact details of the appropriate person to discuss any such arrangements if different from the person nominated in section 4.</p>		
	<table> <tr> <td> <p>Applicant's Contact Person to discuss adjusted funding applications</p> </td><td> <p>Name: Glen Hill</p> <p>Title: St John Head of Fundraising</p> <p>Address: 2 Harrison Rd Mt Wellington, Auckland 1060</p> <p>email: glenhi@stjohn.org.nz</p> <p>Phone: 09 526 0528 x 8874</p> </td></tr> </table>	<p>Applicant's Contact Person to discuss adjusted funding applications</p>	<p>Name: Glen Hill</p> <p>Title: St John Head of Fundraising</p> <p>Address: 2 Harrison Rd Mt Wellington, Auckland 1060</p> <p>email: glenhi@stjohn.org.nz</p> <p>Phone: 09 526 0528 x 8874</p>
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Northland Regional Council
15/13 - Request for Proposal
Emergency Services Fund
2015/16 – 2017/18

Application on behalf of:
Northland Search and Rescue Group



SEARCH & RESCUE
LAND  **SAR**
NORTHLAND

General Information:

1	RfP Description	15/13 Request for Proposal – Emergency Services Fund
2	Closing Date	Friday 9 th October 2015, 4.00 pm
	NRC Contact Person	Graham Nielsen Northland Regional Council Private Bag 9021 Whangarei 0148 Phone: 09 470 1212 Fax: 09 470 1202 Email: grahamn@nrc.govt.nz

3	RfP Applicant	Northland Search and Rescue Group
4	Applicant's Contact Person	Grant Conaghan Group Chairman Northland Search and Rescue Group PO Box 1361 Whangarei 0140 Phone (Work): 09 434 6172 Phone (Home): 09 434 7754 Phone (Mob): 027 220 1789 Email: grantconaghan@hotmail.co.nz
5	Applicant's GST Registration No.	Not Registered For GST

Section 6 – Request for Proposal Compliance

- a) This application is complete and correct to the best of the Northland Search and Rescue Group's ability as per the Request for Proposal – Emergency Services Fund 2015/16 – 2017/18 document provided by the Northland Regional Council.
- b) The information provided by Northland Search and Rescue Group via the Stage 1 (Registration of Interest) document in August 2015 has not changed since the Registration of Interest document was issued.
- c) Northland Search and Rescue Group accepts the conditions of the General Requirements as set out in Appendix 1 of the Request for Proposal – Emergency Services Fund 2015/16 - 2017/18 document.

and the entire group's equipment can be housed together. We have also been able to set up a search operations room from where local searches, covering the Western Hills/Pukenui forest area and CBD/urban area, can be managed.

Section 9: Funding Application Summary

NRC Funding Sought	2015/16	2016/17	2017/18	Total
Project 1 - Group Operational Expenses	\$4,710	\$5,120	\$5,640	\$15,470
Project 2 - Group Capital Equipment	\$6,748	\$9,150	\$5,748	\$21,646
Project 3 - WanderSearch Operational Expenses	\$1,150	\$1,200	\$1,500	\$3,850
Project 4 - WanderSearch Capital Equipment	\$0.00	\$1,500	\$1,500	\$3,000
Project 5 - Group Headquarters Establishment	\$5,000	\$2,500	\$2,500	\$10,000

Refer to Appendix 1 for a detailed annual summary of each Project.

Section 10: Funding Application Details

Project 1 – SaR Operating Expenditure

There are two major operating expenses for the Northland Search and Rescue Group which we struggle to meet from our existing income sources:-

1. The cost to use our headquarters building consisting of “rent” (the contribution towards rates, insurance, and water) and the electricity cost.
2. The Web-Text costs used to notify the volunteers of search call-outs and remind them of the training nights.

Until recently we had been lucky that one of our long-serving volunteers paid the cost of the Web-Text as a donation to the Group. Unfortunately he has moved out of the area and can no longer make this generous contribution so this cost had to be picked up by the Group.

The Web-Text system allows us to quickly notify all the Group's volunteers of a search call-out in a single action from any computer or smart phone. When the N Z Police Search and Rescue co-ordinator issues a request for our Group to supply volunteers for a search, time is critical. Any “tool” that reduces the time for a volunteer to be notified of the call-out means we can commence the search operation quicker.

In Project 1 – SaR Group Operating Expenditure; we have included only the Web-Text costs, the headquarters building “rent”, and headquarters building electricity as these are the major operating expenses that we struggle to fund.

The costs relating to the headquarters are based on current costs under the assumption that we will, hopefully, be able to continue using the building for the future. If we are forced to vacate our current building then we will need to find an alternative building for our headquarters and this option is also likely to incur similar, or greater, on-going rental costs.

Project 2 – SaR Capital Expenditure

Much of the equipment used in search and rescue operations has a limited life span either due to “expiry date” issues with first aid kit contents and cliff rescue gear or due to above average “wear and tear” caused by the type of use that the equipment and clothing is subject to during a search or training. In many cases the equipment is specialised and therefore stocked by a limited number of suppliers.

Land search and rescue equipment requirements fall into the major categories of Search Management (base radios, computers with topographical mapping tools, search planning tools); Field Team Equipment (first aid kits, handheld radios, GPS units, “protective clothing”, stretchers), or Specialist Team Equipment (cliff rescue and cave rescue).

In reviewing our group’s capital equipment requirements we found outdated, expired (or soon to expire), and general “wear and tear” replacement items that require funding due to the expensive nature of the equipment.

Search Management:

For search planning and field team location management, the group uses three aging Dell laptops running the Windows XP operating system with Tumonz Version 5 topographical mapping software and Microsoft Office software.

One of the laptops has recently terminally failed which is not surprising considering each laptop is over 10 years old while the XP operating system has not been supported by Microsoft for at least the last two years. Although the currently used version of Tumonz (version 5) topographical mapping software is still serviceable, Tumonz has released version 7 to which other LandSaR groups are upgrading.

In the Project 2 – SaR Capital Expenditure we have allowed for the replacement of the three (now two operational) laptops along with the upgrade to Tumonz version 7 over the three year period.

Field Team Equipment

The search field teams are the “eyes and ears” for the Search Operation Management Team. There is a need to ensure these volunteers are properly equipped due to the nature of the terrain and weather under which they have to search; this requirement is now more important than ever with the recent legislative changes to health and safety.

Field Team equipment included in Project 2 – SaR Capital Expenditure covers clothing (LandSaR branded winter fleece “bush shirts” and wet weather gear) the replacement of expired / damaged first aid kit contents or where necessary the kits themselves, new model GPS units to start the replacement of the older existing units, and the replacement of the Group’s existing old and well-used stretcher.

Stretcher packages (stretcher, patient protection, and rope support kit), although not used in every search, are critical LandSaR search group equipment. These specialised stretchers have to be strong enough to endure a patient being carried through rough terrain, raised or lowered on a cliff face, or transported through caves. To enable the stretcher to be carried by a field team to the patient it must be able to be broken down into sections and then reassembled for the patient transport task without any specialised tools.

Specialist Team Equipment

This is the area where most equipment is “expiry dated” for safety reasons. A cliff and cave rescue team requires specialist climbing and caving gear, some of which can be used in both types of rescue situations however without this specialist equipment it is not possible to perform these hazardous rescues.

The Northland Search and Rescue Group specialist cliff and cave rescue teams are the primary search and rescue resource, covering all of Northland, when required by the N Z Police for this area of activity. Therefore, although not used a great deal other than in monthly training sessions, this equipment is very necessary when the N Z Police Northland Search and Rescue co-ordinator requires our Group’s specialist volunteer teams.

We have included the replacement of 6 cliff rescue ropes and 4 climbing harnesses which will reach the end of their “use by” date during the three year grant period. Also included in the Capital Expenditure Project is the replacement, or additional equipment requirement, of 20 climbing carabiners used both for personnel support and stretcher support during cliff rescues and normal land rescues in steep or wet terrain.



Suggested General Search Performance Measures:

- Number of Search Call-outs
- Man-Hours On Actual Search Operations
- Man-Hours Spent On Training
- Hours Headquarters Used

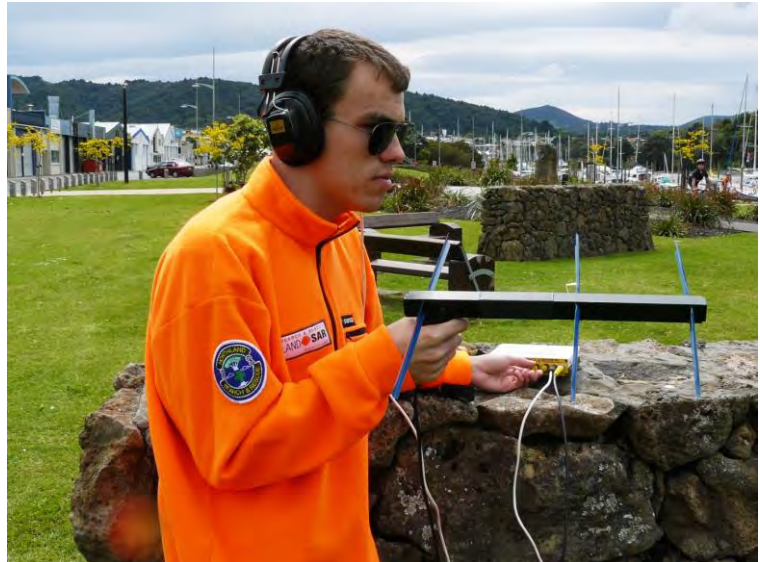
Project 3 and 4 – WanderSearch Background

WanderSearch is a tracking system used by several LandSaR groups, including Northland Search and Rescue volunteers, as a non-profit service to aid in the search for missing people

who have a tendency to wander such as those suffering from Dementia, Alzheimers, or Autism. The benefits of the WanderSearch system include peace of mind to families and usually a reduction in the time taken to locate a missing person.

An “at risk” person wears a pendant containing a small radio transmitter which constantly sends out a pulse on its own individual frequency. If the person goes missing the radio pulse can often be detected for up to 3km by a trained Northland Search and Rescue team using the direction finding equipment. Currently Northland Search and Rescue has 8 pendants out in the community.

There is an initial cost for each pendant with an on-going cost for the pendant’s battery replacement every six months to make sure, as much as possible, that a battery failure does not hamper the search for a missing person.



Since introducing the WanderSearch tracking system Northland Search and Rescue has entirely self-funded both the capital cost of new pendants and the on-going battery replacement in existing pendants. These operational costs have stopped our group undertaking a community wide promotion on the benefits of the system as the current self-funding model was not sustainable if there was a major uptake of the pendants.

However, The Lodge Hatea and other local Freemason groups have almost completed a fundraising project to provide both the Northland Search and Rescue and Far North Search and Rescue groups with 20 pendants each and an additional tracking detection unit each.

As background on how this tracking system can be a success – Auckland currently has in excess of 250 pendants issued and, since 2009, it has been used in 270 searches in the Auckland region.

Project 3 – WanderSearch Operating Expenditure

The generous equipment donation from Lodge Hatea has covered the capital costs of expanding the use of WanderSearch but has not helped with the on-going operational or promotional costs that will enable Northland Search and Rescue to increase the community awareness and use of WanderSearch. Other organisations such as the Northland District Health Board and Alzheimers Association do not contribute to the on-going costs of the WanderSearch system.

Northland Search and Rescue has decided to review the current process with a view to introducing a more formal agreement when issuing pendants in future where the “at risk” person will (hopefully) be able to cover the six monthly battery replacement costs. We expect that in many cases this will need to be by way of a small regular payment although we do not wish this to be a deterrent for an “at risk” person not to have a pendant.

Once the Lodge Hatea equipment donation is received Northland Search and Rescue would like to undertake a promotion consisting of information brochures and visits to the various health professionals and support associations such as the Alzheimers Association to raise the awareness of the benefits of WanderSearch. It will only be via a targeted promotion such as this that the knowledge of the WanderSearch tracking system will become known in the community amongst those who can benefit.

In Project 3 – WanderSearch Operating Expenditure we have included help with the expected promotional costs along with battery replacement costs for the existing pendants which were issued on the “no cost” basis. The promotional costs would include design and printing of information brochures along with travel costs to outlying areas such as Dargaville, Maungaturoto, Mangawhai, Hikurangi, etc. to visit with the health professionals and present to meetings of affected support associations.

Project 4 – WanderSearch Capital Expenditure

The Lodge Hatea equipment donation includes 20 new tracking pendants; although most of these will be available for issue to “at risk” persons, a stock must be held by Northland Search and Rescue to enable battery replacements to be made.

Each six months an issued tracking pendant is swapped for a replacement pendant (from stock) so that the pendant can be sent to the manufacturer in Christchurch to be refurbished, the battery replaced, and the unit tested. As the “at risk” person cannot be without a tracking pendant while their existing pendant is sent away for refurbishment Northland Search and Rescue has to always hold spare tracking pendants to cover not only new issues but also refurbishment swaps.

The aim of our planned promotion, refer to Funding Project 3, is to raise awareness of the WanderSearch option in the community. If successful this will increase the number of tracking pendants in the community from the current 8 using the Lodge Hatea donated pendants.

However an increase in pendants in the community will also require an increase in the stock of “replacement” pendants to be held by Northland Search and Rescue. We have included an amount for the purchase of 5 pendants in both year 2 and 3 to help with the anticipated growth in the number of pendants issued.

Suggested WanderSearch Performance Measures:

- Number Visits to Health Professionals / Presentations to Support Associations (Annual Report)
- New Pendants Issued Into the Community (Annual Report)

Project 5 – SaR Group Headquarters Establishment

The Northland Search and Rescue Group were lucky, two years ago, to be allowed the use of a vacant commercial building while the owner (Whangarei District Council) was looking for a tenant. Prior to this our major equipment – the search gear trailer and search management caravan – had to be stored at separate locations in Whangarei while the other search equipment – radios, GPS units, cliff rescue gear, etc. – was stored at the Police Station or various member's homes. Group training evenings and search call-outs commenced with everyone meeting on the footpath outside the Police Station no matter what the time of day or weather.

The building we now use as our headquarters allows the Group a more permanent base, even though under a temporary tenancy, which has helped our group attract more volunteers as we now have a place to carry out the weekly training nights each month and the entire group's equipment can be housed together. The most important impact, however, has been a quicker and much more efficient response to any search call-out due to the ease of organising and equipping the search field teams.

Over the two years we have been in the building we have set up a search operations room from where local searches, covering the Western Hills/Pukenui forest area and CBD/urban area, can be managed. This operations room has permanent base station radios, whiteboards, desks, and a printer for the laptops which allows the search management team to quickly get a search underway with the search teams briefed and out into the field.

In addition to setting up the search operations room the Group members have participated in several "working-bees" to set up - secure storage for the search equipment allowing quick and easy access as required; rope rescue training facilities; a team briefing / training area; and a small kitchen area where search teams can make themselves a hot drink or quick snack between field tasking.

With the Whangarei District Council now more actively looking for a commercial tenant to lease the building we are again faced with the very real possibility of not having a headquarters for our equipment and training. This outcome will certainly impact on the response that the Group can provide to the citizens of Northland in the event of a search call-out.

When the inevitable occurs and the building is leased to a commercial tenant, our hope is to be able to find another building fairly quickly. Realistically this is likely to be a similar "warehouse" type building which will need work by the Group's members to set-up a new operations room, training area, and gear storage areas.

To enable this "building fit-out" to occur we have included amounts in the grant budget over the three year period to allow for purchase of construction materials to use in the "fit-out". There is every chance that the Group's members will need to build a new search management room inside any building we are lucky enough to find for rent unless there is an existing meeting room that can be utilised.

Section 11: Applicant's Contact to Discuss Funding Application

Applicant's Contact Person	Grant Conaghan Group Chairman Northland Search and Rescue Group PO Box 1361 Whangarei 0140 Phone (Work): 09 434 6172 Phone (Home): 09 434 7754 Phone (Mob): 027 220 1789 Email: grantconaghan@hotmail.co.nz
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An urban search briefing for a missing person with dementia prior to Northland Search and Rescue Group obtaining the building currently used as headquarters and for search management.

1	RfP Description	15/13 Request for Proposal - Emergency Services Fund
2	Closing Date	Friday, 9 October 2015

3	RfP Applicant	Far North Search and Rescue Organisation Incorporated
4	Applicant's Contact Person	<p>Name: Grant Adams</p> <p>Title: Mr.</p> <p>Address: email: treasurer@fnsar.org.nz</p> <p>Phone: 09 4078508 or 021 1577857</p> <p>Fax:</p>
5	Applicant's GST Registration No.	Not Registered

6	RfP Compliance Confirm: a) That the Application is complete. YES b) That the information provided in Stage 1 – Registration of Interest remains materially the same. YES Note: Any material changes are to be listed here. None c) Acceptance of the General Requirements, (Appendix 1). YES
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7	Response - Executive Summary or Business Case (Optional) The Applicant <u>may</u> provide an Executive Summary or overall Business Case for their Application
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8

Response - Past Local Authority Funding

The Applicant shall provide a summary of any and all funding received from the Northland Local Authorities in the last three financial years:

Local Authority	2012/13	2013/14	2014/15	Total
Far North District Council	0.00	0.00	0.00	0.00
Whangarei District Council	0.00	0.00	0.00	0.00
Kaipara District Council	0.00	0.00	0.00	0.00
Northland Regional Council	0.00	0.00	0.00	0.00
Total	0.00	0.00	0.00	0.00

Note: All past funding should be quoted as GST exclusive.

The Applicant may also provide a further description of this funding and/or how it has been used and/or how this funding has performed in providing or supporting a particular emergency service.

9

Response - Funding Application Summary

The Applicant shall provide a summary of all funding sought from the Northland Regional Council for the next three financial years:

NRC Funding Sought	2015/16	2016/17	2017/18	Total
Operating Expenditure	1722.61	5998.26	6348.70	14069.57
Capital Expenditure	8503.48	8648.70	2085.22	19237.40
FNSAR HQ re-establishment			23478.26	23478.26
Total	10226.09	14646.96	31912.18	56785.23

Note: All funding applications should be GST exclusive.

The Applicant may summarise the funding application into one or more Projects or Funding items.

Applications for Operational Expenses and Capital Expenditures should be in different Funding items rather than combined into one.

10	<p>Response - Funding Application Details (not to exceed one page per Project or Funding item)</p> <p>The Applicant shall provide details of each of the Projects or Funding items summarised above.</p> <p>This shall include, but not be limited to:</p> <ol style="list-style-type: none"> 1. A description of what the funding will be spent on. Appended - FNSAR RfP (Excel Spreadsheet and PDF copies – 6 pages) 2. Confirmation of whether this is an Operational Expense or Capital Expenditure. 3. A description of the particular emergency service(s) this will provide or support. Land Search and Rescue capabilities in Northland. 4. Proposed performance measures or criteria to monitor this Project or Funding item. FNSAR provide quarterly Administration and Training Report summaries to LandSAR NZ. A Group Analysis (GPT) is carried out on an annual basis with the LandSAR NZ Group Support Officer that covers area SAR vulnerability, Group membership and capability, target capability, training requirements, resourcing, operational summary, and to identify any weaknesses or challenges that need to be addressed. Financial Reporting is provided monthly to the Group along with annual audited financial statements. It is proposed to provide this data to NRC for monitoring purposes. 5. A description of whether this Project or Funding item is entirely new, a continuation or an enhancement of a previous delivered project or service by the Applicant. Operating expenses are on an ongoing basis while capital expenses are for new equipment purchase. The FNSAR HQ re-establishment is not determined but is included for information. 6. A description of any other funding sources that will contribute to this Project or Funding item. Detailed in spreadsheet Year 1 (COGS and LandSAR NZ). 7. A description of the direct consequences of this Project or Funding item not receiving the requested funding. Current funding is sought on an annual basis with no assurance it will continue. We have been successful with COGS funding since 2003. LandSAR NZ fund through the Outdoor Safety Committee of the Lotteries Fund. 8. Any other matters that the Applicant considers are important to the evaluation. 		
11	<p>Applicant's Contact to discuss adjusted funding applications</p> <p>It is anticipated that the funding applications may oversubscribe the available funding.</p> <p>This may mean that some Projects or Funding items are entirely funded and others entirely declined.</p> <p>In some cases it may be possible to partially fund a Project or Funding item and it will be necessary to clarify or negotiate the details provided in section 10 - Funding Application Details to match the available funding.</p> <p>Please provide the contact details of the appropriate person to discuss any such arrangements if different from the person nominated in section 4.</p>		
	<table border="1"> <tr> <td data-bbox="233 1630 451 1953">Applicant's Contact Person to discuss adjusted funding applications</td><td data-bbox="451 1630 1426 1953"> <p>Name: Ian Ruddell</p> <p>Title: Mr.</p> <p>Address: email: president@fnsar.org.nz</p> <p>Phone: 021 890937</p> <p>Fax:</p> </td></tr> </table>	Applicant's Contact Person to discuss adjusted funding applications	<p>Name: Ian Ruddell</p> <p>Title: Mr.</p> <p>Address: email: president@fnsar.org.nz</p> <p>Phone: 021 890937</p> <p>Fax:</p>
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Items in **BLUE** funded - 2015 COGS Grant \$1780

Items in **RED** funded - 2015 LandSAR Admin Grant \$2100

Items in BLUE funded - 2015 COGS Grant \$1780 Items in RED funded - 2015 LandSAR Admin Grant \$2100	2015/2016											
	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun
Operating Expenditure												
Accountancy		-563										
Audit				-700								
Charities Commission Fee					-51							
Consumables	-90	-128			-50			128			50	
General Expenses	-30		-35	-30			-30			30		
Photocopy					-185						185	
PO Box fee									170			
Postage and Courier		-20	-8			-20			8	20		
Rent		-300				-300				-300		
Satellite Broadband										50	50	50
Stationery	-30			-35			30			35		
Trailer Expenses	-301										-61	
Training Budget											1000	
Travelling Expenses	-100		-100		-100		-100		-100		-100	
Wandersearch Beacon Maintenance		-50				75				100		
Monthly (Gross)	0	0	0	0	0	75	30	128	178	235	1285	50
Quarterly (Gross)			0.00			75.00			336.00			1570.00
GST			0.00			9.78			43.83			204.78
Quarterly Sub-total (Nett)			0.00			65.22			292.17			1365.22

Operating Expenditure Year 1

Nett	GST	Gross
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1722.61	258.39	\$1,981.00
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Capital Expenditure

[illegible]

Monthly (Gross)	0	0	0	0	0	0	0	670	2777	1673	1500	3159
Quarterly (Gross)			0.00			0.00			3447.00			6332.00
GST			0.00			0.00			449.61			825.91
Quarterly Sub-total (Nett)			0.00			0.00			2997.39			5506.09

Capital Expenditure Year 1

Nett	GST	Gross
8503.48	1275.52	\$9,779.00

Request for Proposal

Total (Nett)			0.00			65.22			3289.57			6871.30
GST			0.00			9.78			493.43			1030.70
Total (incl GST)		\$	-			\$75.00			\$3,783.00			\$7,902.00

Request for Proposal Year 1

Nett	GST	Gross
10226.09	1533.91	\$11,760.00

Computer Replacement

FNSAR use the SARtrack Electronic Incident Management software for running all Operations. All SAR related data is held electronically including membership, training records, operational archive, etc. We currently have 3 laptops - a Toshiba Tecra A10 (2008), a Compaq 621 (2012), and a Toshiba S50T (2014). This proposal commences a replacement programme. Estimated cost - \$1500 ea.

GPS Replacement

GPS tracking is a crucial facet in recording search effort. FNSAR have 9 no. Garmin GPSMap 60 Csx (4 no. 2006; 2 no. 2009; 3 no. 2011). While these units are still usually reliable the technology has improved so we consider a replacement programme should be commenced. We are proposing upgrading to the new Garmin GPSMap 64s over the funding period. Cost per unit - \$449

LandSAR PPE Gear

1) LandSAR NZ introduced a branded gear programme in 2013. We have 13 of the LandSAR Earth Sea & Sky 'Hydrophobia' raincoats while also still using older Fairydown raincoats. It is proposed to complete the LandSAR issue for 20 field active members with 7 new raincoats. LandSAR cost - \$396.75 ea. 2) LandSAR hi-viz vests are used at all times during operations and in training. FNSAR have a stock of 20 issued to members. Vests are subject to rough use in the field and some are in poor condition. It is proposed to purchase 20 more as replacement and for further issue. LandSAR cost - \$113.05 ea. 3) FNSAR are fully equipped and are capable of low angle rope rescue in both operations and Civil Defence emergencies. We have two 50m length 11mm static mainline ropes in our rescue kit and both need replacing being at the end of their certified use. Cost per m \$6.90.

	2016/2017											
	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun
Note: Items in GREEN have a 3% inflation adjustment												
Operating Expenditure												
Accountancy		580										
Audit				721								
Charities Commission Fee					51							
Consumables	93	132			50			132			50	
General Expenses	30		36	30	75		30	75		30	75	
Photocopy					190						190	
PO Box fee									170			
Postage and Courier		20	8			20			8	20		
Rent		309				309				309		
Satellite Broadband	50	50	50	50	50	50	50	50	50	50	50	50
Stationery	31			36			31			36		
Trailer Expenses	310										61	
Training Budget									1000			
Travelling Expenses	100		100		100		100		100		100	
Wandersearch Beacon Maintenance		125				150				175		
Monthly (Gross)	614	1216	194	837	516	529	211	257	1328	620	526	50
Quarterly (Gross)			2024.00			1882.00			1796.00			1196.00
GST			264.00			245.48			234.26			156.00
Quarterly Sub-total (Nett)			1760.00			1636.52			1561.74			1040.00

Operating Expenditure Year 2

Nett	GST	Gross
5998.26	899.74	\$6,898.00

Capital Expenditure

Computer replacement												
GPS replacement	898											
LandSAR PPE Gear												
Satellite Broadband Hardware												
Tait Radios & GPS Mics	4440	1608										
Website Development					3000							

Monthly (Gross)	5338	1608	0	0	3000	0	0	0	0	0	0
Quarterly (Gross)			6946.00			3000.00			0.00		0.00
GST			906.00			391.30			0.00		0.00
Quarterly Sub-total (Nett)			6040.00			2608.70			0.00		0.00

Capital Expenditure Year 2

Nett	GST	Gross
8648.70	1297.30	\$9,946.00

Request for Proposal

Total (Nett)		7800.00		4245.22		1561.74		1040.00
GST		1170.00		636.78		234.26		156.00
Total (incl GST)		\$8,970.00		\$4,882.00		\$1,796.00		\$1,196.00

Request for Proposal Year 2

Nett	GST	Gross
14646.96	2197.04	\$16,844.00

Satellite Broadband Hardware

The SARtrack Incident Management Software has the ability to connect via an internet server to allow remote real-time input into SAR Operations. The Police SAR Co-ordinator or SAR Advisor can follow operations as they happen and have remote input into planning and delivery. Most SAR Operations are in unreliable cellular coverage areas and therefore satellite broadband will allow full use of this technology, access to accurate weather forecasting, and the phone connection. Cost - \$1673

Tait Radios & GPS Mics

LandSAR Groups nationally use the Tait TP 8115 VHF radios. In a general operating situation we use 6 field teams each with a Tait radio. FNSAR has some older Icom radios which are used in other roles. LandSAR consider from the safety perspective each team should carry 2 radios and it also gives flexibility for teams in the field to be split if a situation arises. Searching methods where teams are well spread out (Sound/Light lines, Purposeful Wandering) would gain from having outlier communications. Cost - \$1109.75 per unit. LandSAR subsidise ⅓ of the cost. FNSAR use Mobility Sound GPS microphones in conjunction with the Tait radios to 'live track' teams and assets in the field. Position tracking is displayed in the SARtrack system on the HQ laptops and if enabled, remotely through the server. Cost - \$268 per unit.

Nett	GST	Gross
6348.70	952.30	\$7,301.00

[illegible]

Monthly (Gross)	898	0	1500	0	0	0	0	0	0	0	0
Quarterly (Gross)			2398.00			0.00			0.00		0.00
GST			312.78			0.00			0.00		0.00
Quarterly Sub-total (Nett)			2085.22			0.00			0.00		0.00

Capital Expenditure Year 3

Nett	GST	Gross
2085.22	312.78	\$2,398.00

Request for Proposal

Total (Nett)		4013.91		1734.78		1566.09		1119.13
GST		602.09		260.22		234.91		167.87
Total (incl GST)		\$4,616.00		\$1,995.00		\$1,801.00		\$1,287.00

Request for Proposal Year 3

Nett	GST	Gross
8433.91	1265.09	\$9,699.00

Website Development

www.fnsar.org.nz

Our website is the depository for Group data, member records, search tools, and much more SAR related content (password protected), while also being an important place for anyone searching for information about search in Northland. It is a first point of call for many wishing to be involved in SAR. We consider that professional development of our site would be a great asset for the Group and the wider community. Cost - \$3000. Ongoing maintenance \$25 per month.

FNSAR HQ re-establishment

Refer: RfP Section 9 - Funding Item 3

FNSAR wholly own a purpose-built HQ building situated in the Police Compound behind the Kaikohe Police Station. This was built in 2003/2004 largely with our member labour. Under a MOU with Police this building is available for casual Police use with no ongoing costs to FNSAR. Membership over the last few years has become centred around Kerikeri. We are using the HQ infrequently and instead use a shared facility with BOI Coastguard at the Kerikeri Airport. The Mid North Rescue Centre is on a casual lease arrangement with Far North Holdings. FNHL are scoping the development of an Industrial Park on the eastern perimeter of the airport grounds. While negotiations are still at an early stage FNHL is considering reserving a frontage lot for the use of Emergency Services on a continuing tenure. If this proceeds the intention is to consider moving the HQ building from Kaikohe and re-establish at Kerikeri for use of FNSAR and BOI Coastguard. This proposal is 'flagged' only in the event it proceeds and based on a 50/50 split between FNSAR and BOI Coastguard. Estimated cost to FNSAR - \$27000 incl GST