

# R. TUCKER THOMPSON SAIL TRAINING TRUST

ANNUAL REPORT 2016-17

NORTHLAND'S TALL SHIP  
TO TATOU KAIPUKE O TE TAITOKERAU  
#TALLSHIPBOI





*Unless you try to do something  
beyond what you have already  
mastered, you will never grow.*

Ralph Waldo Emerson



Photo by Kyra Crouzat



## Contents

<b>Chairman's report – ko te Kaiwhakahaere .....</b>	<b>4</b>
<b>The year in review – nō tauhounga.....</b>	<b>5</b>
<b>Statement of Service Performance .....</b>	<b>6</b>
<b>The Tucker Crew – to tatou tāngata .....</b>	<b>7</b>
<b>Going for Gold! .....</b>	<b>7</b>
<b>Youth voyages .....</b>	<b>8</b>
<b>Youth voyage statistics – ngā tauanga.....</b>	<b>9</b>
<b>Sailor of the Year award .....</b>	<b>12</b>
<b>Sam sets off on a different course .....</b>	<b>13</b>
<b>Supporting the Community.....</b>	<b>14</b>
<b>Health &amp; Safety update.....</b>	<b>15</b>
<b>Eloise returns – te hokingamai!.....</b>	<b>16</b>
<b>Lend a helping hand .....</b>	<b>17</b>
<b>Thank you to our supporters.....</b>	<b>18</b>
<b>Youth voyage funding –pūtea taitamariki .....</b>	<b>19</b>
<b>Statement of Financial Performance .....</b>	<b>21</b>
<b>Statement of Cashflows .....</b>	<b>21</b>
<b>Statement of Financial Position .....</b>	<b>22</b>
<b>Directory .....</b>	<b>23</b>
<b>Our Mission .....</b>	<b>23</b>

## Chairman's report – Nga Korero o Te Heamana



This year we have continued to strive for excellence, improving the quality of our youth voyages and maintaining the excellent reputation of our day sails. We were awarded the Sailor of Year award by the Northland Regional Council. This was in recognition of 1300 or so trainees we have put through since the Trust was established in 2006 and the work we do with the region's youth. We were also extremely proud to be one of the first operators to be awarded a Qualmark Gold rating for our tourism sails, something only achieved by the top 8% of businesses.

Our financial position continues to be fairly fragile. Tourism revenues (so important to the ongoing support of the youth sail training program) were increased this year due to a price increase for our day sails and the fact we started sailing earlier, however in real terms – occupancy (i.e. the number of passengers on the ship per day –) we dropped back from 53.8% to 52.1%. One of the issues was challenging weather with several severe weather events causing cancellation of full ship charters. Unfortunately with global warming, this risk will affect many tourism operators and we will need to budget for more of this disruption in coming years.

Revenue from grants and donations is again reduced, reflecting that there is far more demand than funding available. This squeeze unfortunately means that we will need to increase our youth voyage fees across the board for the 2017-18 voyage year. We will still subsidise greater than 50% of the voyage fees for individual students who are unable to pay the published price. However we will continue to review how we offer grants and subsidised voyages carefully to ensure we allocate grants to where they are most needed.

Longer term, if we are to continue to invest in the organisation and the ship, we need greater certainty in our funding situation. Readers will be surprised to learn we receive no government contracts despite our cohort of students falling well within the group needing greatest investment.

Our youth programme managers continue to refine and enhance our voyage material and the lesson plans that our students are taught on board. New for this year is a financial literacy module which aims to demonstrate to our trainees the value of the opportunity they are receiving. The majority of our trainees receive either support from generous donors who pay for their berth, or they apply for grants that the Trust has secured on their behalf. By the end of the voyage, they have a far better understanding of what the actual cost of their

experience has been, and how much it takes to maintain the vessel in top condition. It is our hope that they get a better sense of understanding of the generosity of those sponsors that support them to take part.

Plans for our new premises continue to be frustratingly slow. We had hoped that last winter would be the final time we would camp out on the Opuha wharf, exposed to the elements. However it became apparent that the lead time to get anything built in the current climate was unrealistic. This means that we will have to allow another year to get plans drawn up, approved and consented and that we need to plan for winter maintenance in sub-optimal conditions again.

Once again my fellow Trustees join me in recognising Jane Hindle our Executive Trustee and all the R Tucker "crew" for their amazing efforts both in caring for and training our sail trainees in a safe environment on the sea as well as coping with the many and varied demands from people from all over the world who come to experience our day and evening sails in the summer season in the Bay of Islands. Their performance continues to exceed expectations and is exemplified by the awards (mentioned in my introduction) for both of our symbiotic activities Youth Sail Training (NRC Sailor of the Year) and tourism (Qualmark Gold Award)

My sincere thanks to my fellow trustees for the time and effort they donate to the good governance of the Trust, which in its 11th year can look forward to continued successful operations

Finally I thank the various individuals and Corporates who directly finance voyages or fund individual places. Without this support we simply could not provide close to 160 of our young people with the opportunity to benefit from these life changing experiences at sea every year

Mike Daniel – Chair



## The year in review – Te tau i muri

Another year has gone by and the Trust's crew and shore team continue to work extremely hard, with the usual hectic tourism season immediately followed by an equally full schedule of youth development voyages. Our 6 -week break for maintenance is the only time that crew really get to bond with each other. It is an opportunity to work together without the responsibility of either teenagers or our tourism guests. We all work at a frenetic pace, and it is a credit to the flexibility of everyone involved with the Trust that we seamlessly transition from one season to the next. Sometimes we do feel like the proverbial duck, paddling furiously below the water while retaining a calm and serene exterior above.

We pride ourselves on our efficiency and effectiveness and despite the fact that we are a very lean organisation, we constantly strive to improve what we do. We already know that our tourism offering is of an excellent standard, so during the year under review, the team set a goal to build on the quality of our Youth Development Voyages.

This has included a greater focus on the sailing aspects in terms of building team spirit with youth on board, as well as updating the resources and lessons delivered. The appointment of Stuart Birnie to the role of General Manager has also strengthened how we deliver our programmes; he brings with him a wealth of ideas from different vessels, including from kaupapa waka.

Prior to the April voyages, the crew came together for training and a number of new ideas were introduced which will help the crew to subtly but meaningfully grow how we develop the young people on board.

We completed our second major survey of students and parents monitoring the effect that our voyages are having. Again, we see that we are making a real difference but what is more encouraging is the work that Pauline is doing with the schools and Kura of the region. The feedback she is getting from teachers placing students is incredibly positive, and they are very supportive of what we are doing.

We are also excited to be working with the University of Otago. They are looking at resilience and the sense

of social identity improvement for students who take part in our voyages. With the worryingly high rate of youth suicide in the region, we aim to provide an experience to give our young people the tools and skills to stand strong with a sense of purpose.

Our tourism sailings are fairly stable. We have yet to see the big increases that other operators report with the current tourism boom. Our limited resources for marketing and promotion have meant we have been focused on social media to best effect. However, we are still delighted to see that we retain a top spot on Trip Advisor with wonderful feedback from our guests who really appreciate the genuine experience that our crew provide. As always it is our crew who are the face of the trust, whether it is our tourism passengers during summer or our young sail trainees over winter. They continue to do an amazing job and we thank each and every one of them.

I would also particularly like to single out Kyra Crouzat for her efforts this year. We are a complex business, probably far more than people realise and the transition between Sam and Stuart was hugely eased through the competence and patience of Kyra. She was both flexible and supportive helping to keep the organisation on course, while Stuart learned the ropes of the tourism side of things during summer.

Jane Hindle  Executive Trustee



# Statement of Service Performance

Measurement	2016-17	Budget	2015-16
Number of Sail trainees	185	192	189
Voyages delivered	16	16	16
% Māori/Pacific Island students	60%	39%	63%
Number of school students	1025	831	839
Tourism sailing days	166	165	161
Paying passengers (day sails)	3,508	3,787	3,351
Paying passengers (afternoon)	1,360	1,456	1,357
Donated community sailings	\$6,629	\$5,000	\$12,090
Tourism surplus	\$207,710	\$206,862	\$195,431
Trust contribution to voyages	\$72,896	N/A	\$46,077



## The Tucker Crew – Nga Kaumoana

The year under review has seen some significant change again, and we have brought on a number of new personnel as we transitioned from youth voyages through into our tourism activities. We are a learning organisation, so bringing on new crew is a key part of what we do; we are proud that there are so many former crew around the world doing interesting jobs on vessels large and small. Part of our responsibility to the Tai Tokerau community is the ongoing employment and training we provide.

Our master Tim Grant is joined by trainee master Sarianna Crook, taking her first command on board the Tucker. Although this was a big step up for her, the Trust wanted to offer someone the opportunity to develop their skills on board a “small tall ship”. We have always had a strong tradition of female skippers, but it has been some years since we have had a woman at the helm. Sarianna was born and bred in Whangarei, so she was an excellent fit. We enabled a local Northlander to return home with a full time position.

This year we were delighted to welcome back one of our former sail trainees Eloise Goodison as crew. Our

long term vision to inspire our trainees to consider a career on the water was

*We are a learning organisation. It's entirely expected that our crew will stay with us for a few years and then move on. Some will become Masters, others may pursue careers with other vessels. But they always remain part of the Tucker whanau and we invariably keep in touch.*

fulfilled when Eloise applied to join the Tucker following her University studies. Also at the start of summer, our longest serving crew member Sam Meldrum decided he had spent too long driving a

desk and hankered to be back out on the water. He has transferred to a position at Fullers, but as we partner with Fullers for our tourism activities he has not gone far. You can read more about Eloise and Sam later in this report.

Stuart Birnie has joined us to take on the overall day-to-day management of the organisation and has brought with him a wealth of knowledge of maritime operating safety systems together with experience in youth development voyages. We hope to use Stuart's skills to continue to improve our organisational capability.



## Going for Gold!

Tourism is funder of our charitable purpose and we rely heavily on the income we receive during the summer months to fund everything that we do. This means that we have to be excellent in our efforts and ensure that customers have a great experience.

Qualmark has always been the way that the quality of New Zealand tourism operators has been recognised, but since Tourism New Zealand took over 100% of the company ownership, this endorsement now implies Government backing. As a result, there has been a complete overhaul of the criteria over the last couple of years. The improvements mean that Qualmark now takes a much more rounded view of what quality means. All assessments now include aspects of environmental performance, and a greater emphasis on customer service and satisfaction. What the customer is actually saying about the experience or product is now included in the assessment. With new legislation in place, health

and safety also plays a more important role in the new criteria and operator rating.

In October, we were one of the first businesses to be assessed under the new scheme and we were advised in January that we had been awarded a Gold standard, something that has only been awarded to the top percentage of businesses in the country. We couldn't be more thrilled as we have always prided ourselves on providing an exceptional day out for our customers but to have it acknowledged in this way is hugely important. We acknowledge that it is the crew who ultimately deliver the experience to our guests and acknowledge their continued efforts to delight our customers.

# YOUTH VOYAGE HIGHLIGHTS



## NEW PROGRAMMES INTRODUCED

This year we revamped the Youth Development Programme Manual to make it more enquiry based so that students could use it to reinforce their learning on board. Far more visual in nature, it provides an excellent resource.

In addition, we introduced a Financial Literacy module to help students understand the value of the support they receive from sponsors.



## SCHOOL & KURA ENGAGEMENT

A key goal for the Trust has been to increase the level of engagement with schools and we have doubled our capacity of the youth team to make this happen. We have now visited every school and kura in Taitokerau Northland, as well as establishing new relationships with other organisations. These include Te Kapehu Whetu in Whangarei, Te Aho o Te Kura Pounamu (Correspondence School)



## GRANTS FOR STUDENTS

This year, the Trust contributed **\$72,986** from its tourism surplus to support students from Tai Tokerau Northland to take part on voyages (up from \$46,077 the previous year).

In addition we benefited from \$31,409 of sponsorship and \$83,845 of grants and donations to assist our young people



## REAL RESULTS

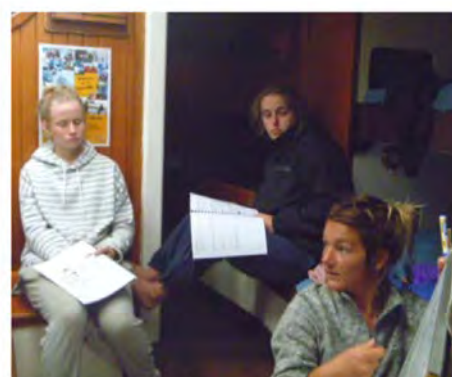
We have completed our second full survey report of both students and parents, improving the quantitative and qualitative questions. *Confidence in meeting new people* increased by 40.5% and *Confidence in Making Decisions* increased by 31.7% following the voyage. *Confidence for working cooperatively with others* increased by 32.8%. 98.4% of parents surveyed indicated that their child had got a lot or a great deal from their voyage, with a net promoter score of 93.4. This is a tool which measures whether someone will refer a product or service to others. 65 is considered good so this is an excellent result.



## NEW PARTNERSHIP

We have been approached by the University of Otago's Psychology Department who wish to carry out research on the effect on resilience that our voyages have on students who come from disadvantaged backgrounds and areas of social deprivation. This research started in April 2017 and we will report back on results next year.

*Our son Jay Foulkes recently completed the April voyage and I wanted to give you some feedback. The first thing Jay said when he came home was that it had been one of the best (if not THE) best experience in his life! He had an absolute blast. I have noted he appears more confident and onto things - a greater sense of purpose I think. It also sounds like he has made some wonderful friends and loved all the adventurous aspects of the voyage. He didn't miss devices at all (yay!) and was glowing radiance and health upon his return!*





## Youth voyage statistics – ngā tatauranga



### Student gender

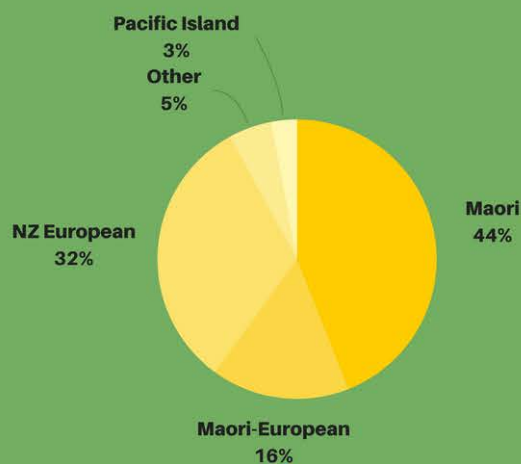


Female  
42%

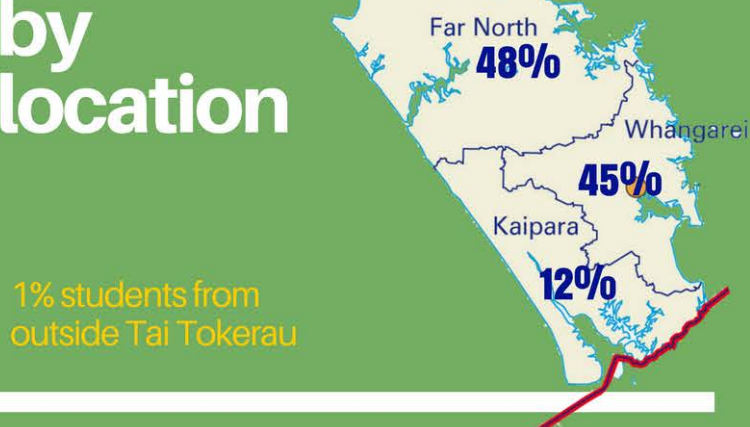


Male  
58%

### Nationality breakdown



### Students by location



dargaville haruru hikurangi hokianga kaeo  
 kaikohe kaitaia kaiwaka kamo  
 kawakawa kensington kerikeri kohukohu  
 mangapai mangawhai mangonui  
 maungaturoto moerewa napier ohaeawai  
 okaihau okiato onerahi opononi paparoa rawene  
 ruakaka ruawai russell tikipunga tinapai waikare waima waipu  
 whangarei whangaruru

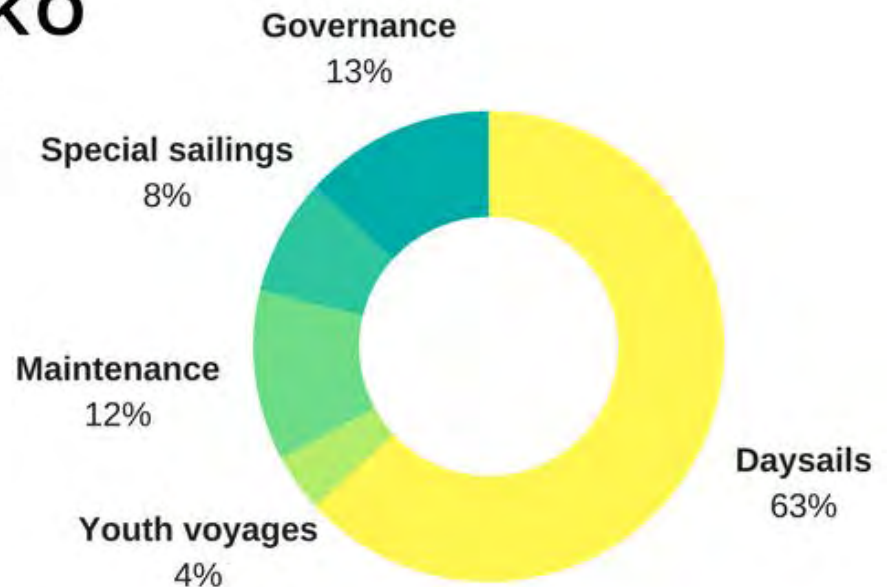


I describe this trip as a new adventure  
 last year I ~~didn't~~ wouldn't even of consider  
 coming on here last year but I wanted to do  
 something I would never usually do and this  
 trip I did heap of new things eg going for hikes  
 mostly every day climb the should when im  
 scared of height and swim when I can't swim  
 and meet new friends. This trip was such a  
 amazing trip and im so glad I came because  
 I came out of my confort zone.



# VOLUNTEER SUPPORT NGĀ KAITAUTOKO

1608 hours in total  
during 2016-17



Ethan King has regularly volunteered during day sails and has been an invaluable member of our crew. He was awarded this year's Tucker Lewis award for volunteering services to the R. Tucker Thompson



## Sailor of the Year award

In March we were delighted to receive an award from the Northland Regional Council that appeared initially to be somewhat unusual.

The "Sailor of the Year" trophy, something is usually presented to an individual, but can also be awarded to anyone who in the view of the Council provided benefit to the wider yachting or sailing community. While we do not specifically focus on yachting per se, much of what we do involves the skills required to be proficient at sailing, knowledge around safety at sea, an understanding of navigation and charting and much, much more. So, as noted by the Northland Regional Council Chair Bill Shepherd, we were an absolutely deserving candidate.

Bill Shepherd said the trophy typically went to an individual but it could be awarded for any acts or

services which promoted, advanced or bettered the sport of yachting. The Northland Regional Council was surprised to realise that over the past decade the R Tucker Thompson Sail Training Trust had offered more than 1,300 young Northlanders the chance to learn life and sailing skills during voyages.

We proposed that the Councillors come on board the ship during her morning transfer from Opua to Russell to see for themselves what the ship was all about. We were actually surprised that none of them had ever been on board and were not really aware of the ship's

role as a key part of the Tai Tokerau Northland infrastructure. So it was excellent to show them what we do both in terms of tourism activities and the youth development work we undertake.

*Council chairman Bill Shepherd said the trophy typically went to an individual but it could be awarded for any acts or services which promoted, advanced or bettered the sport of yachting.*

*"In that regard the trust is an absolutely deserving candidate," Mr Shepherd said.*

The Sailor of the Year was last awarded in 2012 to Far North master waka builder and traditional navigator Hekenukumai Puhipi (Hector Busby), where the R. Tucker Thompson Sail Training Trust attended to tautoko his achievement. We are in good company indeed.



Bill Shepherd, Northland Regional Council Chair, presents the Sailor of the Year award to Trustee Mike Simm. Jane Hindle in attendance.



## Sam sets off on a different course

Sam is a tall ship sailor through and through – a clue is in his @schoonermansam Instagram name. With his trademark mop of curly hair, he looks most comfortable on the water and now he is heading back to sea having “driven a desk” for the last few years.

He’s had many adventures, as well as varying roles since then, and although he has departed from time to time, he has always returned in some capacity. In fact, this particular departure is probably no different. The fact that he has moved across to our partners, Fullers Bay of Islands, means that he is still regularly part of our daily lives. Our close working relationship with them has already meant that when the need arises, Sam has been there to assist with his expert knowledge of our Good Ship.

Sam first joined the R. Tucker Thompson in 2003, in the days before the Trust was formally established. Like many of our crew, he wandered down the wharf towards the ship and encountered Russell. His background

on square rigged sailing ships in the UK meant that he was immediately welcomed with open arms, becoming one of the Tucker whanau as deckhand.

During his time with the Tucker, he progressed from Deckhand to Master in 2005, not just taking out our visitors on day sails but also serving as Master on our early youth development voyages.

Sam has also joined the Tucker on a couple of our offshore voyages, the most notable being in 2005 when the ship headed to the West Coast of North America to take part in the Tall Ships Challenge series of events. This adventure involved visiting many ports in Canada and the USA.

His major career change happened, however, with the arrival of his young family, which meant he was not keen to be away from home, so he took on the role of Bosun, taking charge of the maintenance of our Good Ship.

He and Margaret had a couple stints in Australia, but returned to the Bay in 2011, taking on the responsibility of managing a backpacker lodge in Paihia. It was at that point that we



asked if he would consider a part time role as Bosun and take on the maintenance of the vessel. Sam agreed and his cabinet making skills were harnessed to reinstate the ship to her former glory.

If the backpackers and Bosun roles weren’t enough, Sam had a different set of demands on his time with the arrival of their son Henry. He morphed into fatherhood, part time Bosun and part time Hostel Manager. Finally, when the second baby was on the way, Margaret and Sam decided it was all a bit much, they decided to change paths.

Keen to keep Sam with the ship, the Trust proposed a role which combined the Bosun role with an Operations role – which is how he came to be driving a desk. However, the sea kept calling him back. So when the opportunity with Fullers came up to simply drive a boat, Sam jumped at it.

He’s now back on the water where he is happiest, and still giving us a hand with the Tucker’s maintenance. A good solution all round.



## Supporting the Community

We continue to support community groups, schools and local charities by providing places on board.

	Value of support
Tangiteroria Home and School Association	\$ 298.00
Pompallier Catholic School	\$ 298.00
Vintage Railway Trust	\$ 298.00
Kerikeri Gym Club Fundraiser	\$ 298.00
Kiwilink South America agent prize	\$ 298.00
Bay of Islands Walking Weekend	\$ 1,400.00
Tamarata School Fundraiser	\$ 130.00
Fundraiser for Olivia Fryer	\$ 130.00
Kiwilink USA agent prize	\$ 130.00
Colour Splash Kaitaia	\$ 298.00
Russell Santa Parade	\$ 130.00
Tucker Trainees	\$ 2,235.00
Whangarei Heads School Competition	\$ 298.00
Opua School Regatta	\$ 298.00
Kaitaia College European Fundraiser	\$ 298.00
Moerewa School fundraiser	\$ 298.00
Russell School Fair	\$ 298.00
	<b>\$6,629.00</b>

We also support Northland schools to enjoy access to the ship by offering specially discounted rates.

I would like to thank you for this opportunity, it really did change my life and enhance my perspective on life.

My highlight of the trip was if I had to name just one would be all the places we went and the things we did there like swimming and diving.





## Health & Safety update

Our focus on health & Safety is fundamental to our organisation and the new Maritime New Zealand Safety Systems provide an excellent framework, which we then overlay with our standard voyage operating procedures.



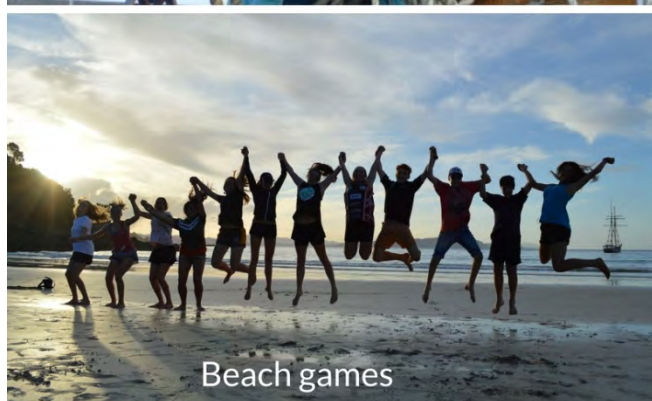
Lessons on board



Peeling spuds



Furling sails



Beach games

We completed our second independent safety audit as well as our first independent MOSS audit at the end of the year under review. It was a three and a half hour interview, very thorough but also worthwhile.

The auditors complimented the organisation, the management and the crew for having an excellent attitude toward Health & Safety overall. They noted that the owner and staff had an open and transparent approach to the audit and appreciated the positive attitude that the Trust has to these matters. The auditors were also pleased with the level of maintenance of the vessel, which of course has been a major goal for the Trust.

As we continue to monitor and upgrade our safety systems, our new General Manager has been casting an independent eye on our documentation. It is always helpful to have a fresh set of eyes looking at our systems and already some tweaks and changes have been put into place.

### New premises

Probably our biggest focus over the past 12 months in terms of Health & Safety improvements is to progress plans for new premises in Opuia. Currently not only are we unable to meet and greet our sail trainees in a suitable venue, our existing workshop was never designed to be used for office facilities.

Working conditions over our maintenance period are cramped, crowded and exposed to the elements; crew do not have anywhere to rest during breaks or get away from the work place area. During winter, crew briefings during youth voyages are held perched on an assorted selection of sails, chairs or whatever we can find to use. A watertight, properly insulated purpose built facility will enable our people to work in a shared space, rather than from home as is the case at present.

Progress has been frustratingly slow as the building boom means that trades-people of all types are in desperately short supply. Small projects such as this obviously do not have the appeal of a major building development. However we have approved the plans which will effectively double our space, and we are now waiting for the engineering drawings to submit to Council for approval.

Our goal is to start work before the end of day sails, with the view to completing the project in early July prior to the 2018 maintenance. To say we are eager for this project to finally commence would be an understatement. Our ability to meet and greet our trainees will be hugely improved. At present we have nowhere if it is raining.

The new facilities will obviously come at a cost, and we will need to improve our operating results to cover this.

## Eloise returns – E hoki mai a Eloise!

Anecdotal evidence supports the fact that the benefits of a youth voyage for many of our trainees are long term. This, coupled with the ability of trainees to come back over summer for volunteer work experience, means we maintain a level of contact with a large number of them. This year our long term vision of hiring someone who had started as a trainee came true, when Eloise Goodison applied to and was hired for a deckhand position.



*I first went on a youth voyage back in 2009 when I was 13 years old. Before this trip I was a pretty average 13 year old girl - I liked playing on the computer, shopping and make-up but I lacked drive and motivation to push boundaries.*

*I grew up sailing - I was 6 weeks old the first time I went sailing and had a very privileged childhood spent on the coastline of Northland and the mountains of the Central Plateau. When I started high school I was a quiet and shy girl, needing to be pushed out of her comfort zone.*

*The Tucker youth voyage was the perfect opportunity for me to do something a bit challenging. A friend of mine forced me to sign up with her and I'm so glad I did.*

*The week on the Tucker was invaluable to my own personal development. It initiated my love and passion for the outdoors- even though I had grown up on outdoor adventures with my family. This time it was a step that I myself had taken, and so I was able to relate to it more.*

*After the voyage, I was hooked. I hassled the Tucker crew to let me come back and thankfully I was allowed to volunteer on the summer day sails – that is, if I could convince my parents to drive me up from Whangarei.*

*From that voyage, I became inspired to do more with my life. I put in effort at school – joining the adventure racing team, going on every school camp I could, becoming a school prefect and taking on leadership roles.*

*In 2014 I left home and went to Christchurch to study a bachelor of sustainability and outdoor education. This course has given me knowledge and skills that I can apply to both the youth voyages and tourist seasons.*

*Since joining the Tucker whanau in 2009 I feel as if I have found my niche, a place where I belong and that I value. I feel so lucky to be a part of the Tucker team, I love the values of the ship and the vision of the trust and I'm very proud to say I work here.*

*The youth programme has definitely come a long way since 2009, and it's awesome how we are constantly encouraged to learn new things.*

*This is certainly a job that requires you to put your heart into it and give extra, and all the staff and crew of the Tucker are amazing, dedicated people who I love working with.*

*I have worked with the ship almost a whole year now and I have learnt so much! Every time I go out I learn something new and I am so grateful to the kids and crew who have taught me so much – from life skills to sailing and even cooking. Cheers guys!*





## Lend a helping hand

Most of the families in Northland really struggle, even with the subsidised voyages fees. This means that many worthy youngsters who would get the greatest benefit miss out. Each year we have more students than funding available and we struggle to raise funds. Your support could make a very real difference. We work closely with the schools and match funding received with a deserving student.

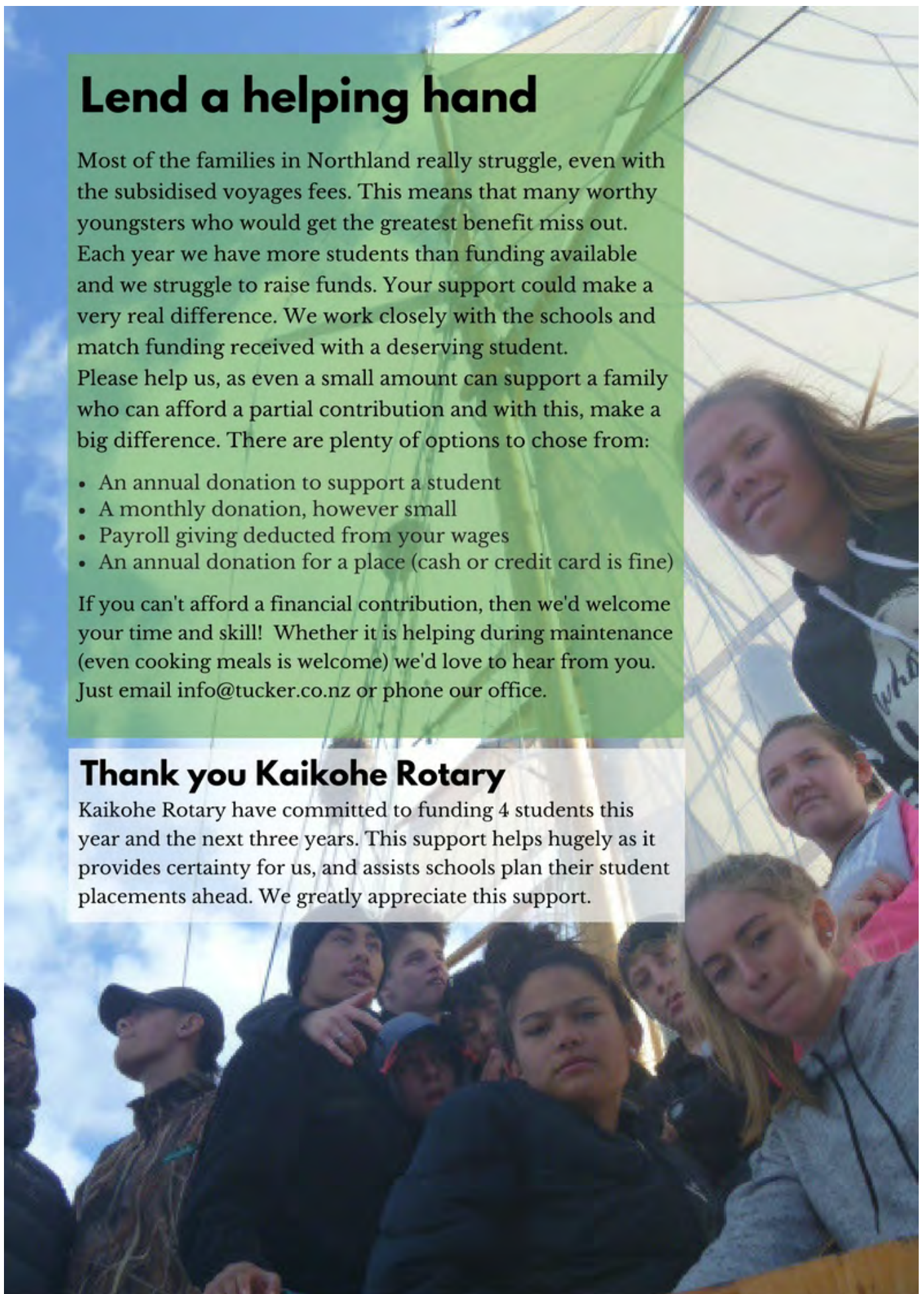
Please help us, as even a small amount can support a family who can afford a partial contribution and with this, make a big difference. There are plenty of options to chose from:

- An annual donation to support a student
- A monthly donation, however small
- Payroll giving deducted from your wages
- An annual donation for a place (cash or credit card is fine)

If you can't afford a financial contribution, then we'd welcome your time and skill! Whether it is helping during maintenance (even cooking meals is welcome) we'd love to hear from you. Just email [info@tucker.co.nz](mailto:info@tucker.co.nz) or phone our office.

## Thank you Kaikohe Rotary

Kaikohe Rotary have committed to funding 4 students this year and the next three years. This support helps hugely as it provides certainty for us, and assists schools plan their student placements ahead. We greatly appreciate this support.



## Thank you to our supporters

Grant		2016-17	2015-16
Donations/koha from the public (\$3,000 and over listed below)		<b>\$51,769</b>	<b>\$65,750</b>
Mike Daniel			
Malcolm Dick			
DUO Trust			
John Duff			
Judith Nye			
Zonta Whangarei			
Lions Whangarei			
Foundation North	Youth	<b>\$10,000</b>	<b>\$10,000</b>
Lotteries	Youth	<b>\$10,000</b>	<b>\$27,306</b>
Oxford Trust	Youth	<b>\$14,000</b>	<b>\$6,785</b>
Sky City			<b>\$5,000</b>
Pub Charity	Maintenance	<b>\$15,000</b>	<b>\$15,000</b>
Tindall Foundation Grassroots (Northland Foundation)	Youth	<b>\$4,000</b>	<b>\$4,500</b>
Lodge Kororāreka			<b>\$4,800</b>
Rua & Clarrie Stevens Charitable Trust (Auckland Foundation)	Youth	<b>\$2,000</b>	
Pelorus Trust			<b>\$2,400</b>
COGS Far North	Training	<b>\$2,618</b>	<b>\$2,610</b>
We also acknowledge the various Lions Clubs who fund students in their communities			





## Youth voyage funding –Tahua taitamariki

Our youth voyages are funded through a combination of fees, grants, donations and profit from our tourism activities. The direct cost i.e. wages, provisions, fuel, stationery, etc., for each place is \$899.03 (\$1,022 GST inclusive). With the allocation for contribution of central costs, the actual fee is \$1,681 (\$1,933 GST inclusive). Increased costs and reduced grants this year are predominantly due to additional wages to support our youth engagement with schools and parents. *100% of all donations received for youth voyages, are allocated directly against our youth costs.*

	2016-17	2015-16
<i>Tourism</i>		
Revenue from Tourism	\$440,450	\$411,743
Total tourism revenue	<b>\$440,450</b>	<b>\$411,743</b>
Tourism costs	\$232,491	\$216,312
50% contribution to overheads (Note 1)	\$105,461	\$118,462
Total tourism costs	<b>\$337,953</b>	<b>\$334,774</b>
<b>Tourism surplus (deficit)</b>	<b>\$102,498</b>	<b>\$76,969</b>
<i>Youth voyages</i>		
Revenue from Youth voyages	\$72,691	\$69,839
Youth voyage sponsorship	\$31,409	\$31,409
Grants & donations towards youth voyages	\$92,845	\$120,141
Total youth revenue	<b>\$196,945</b>	<b>\$221,389</b>
Youth costs	\$164,470	\$149,004
50% contribution to overheads (Note 1)	\$105,461	\$118,462
Total youth costs	<b>\$269,931</b>	<b>\$267,466</b>
Number of students	185	189
Cost per student (exc GST)	\$1,459	\$1,415
Youth surplus (deficit)	<b>-\$72,986</b>	<b>-\$46,077</b>
<i>Note 1: Overheads &amp; other revenue</i>		
Salaries and Wages	\$39,600	\$42,100
ACC levies	\$4,650	\$7,120
Staff training	\$3,153	\$3,026
Repairs and Maintenance costs	\$80,528	\$95,102
Rent	\$17,272	\$17,272
Other central overheads	\$30,964	\$37,478
Depreciation	\$56,659	\$64,317
	<b>\$232,826</b>	<b>\$266,415</b>
<i>Less other revenue received</i>		
Other grants & donations	\$17,618	\$24,010
Interest	\$4,085	\$5,481
Other revenue	200	-
Total other revenue	<b>\$21,903</b>	<b>\$29,491</b>
Net overheads	<b>\$210,923</b>	<b>\$236,924</b>

My time on the youth voyage was totally unforgettable. I met a lot of great people that I will never forget, and I also did some amazing things that I didn't think that I would do so the R. Tucker Thompson has helped me in a way that has made me know that it is not a bad thing to try new things. But thank you, this was honestly a once in a lifetime opportunity that anyone would be lucky to have.





## Statement of Financial Performance

Revenue	2016-17	2015-16
Donations, fundraising and other similar revenue	\$110,463	\$144,151
Revenue from providing goods or services	\$544,552	\$512,991
Interest, dividends and other investment revenue	\$4,085	\$5,481
Other revenue	200	
<b>Total Revenue</b>	<b>\$659,300</b>	<b>\$662,623</b>
<b>Expenses</b>		
Volunteer and employee related costs	\$47,403	\$52,246
Costs related to providing goods or services	\$396,961	\$365,316
Other expenses	\$185,423	\$214,169
<b>Total Expenses</b>	<b>\$629,787</b>	<b>\$631,731</b>
<b>Surplus/(Deficit) for the Year</b>	<b>\$29,513</b>	<b>\$30,892</b>

## Statement of Cashflows

Cash Flows from Operating Activities	2016-17	2015-16
<b>Cash was received from:</b>		
Donations, fundraising and other similar receipts	\$101,463	\$65,750
Receipts from providing goods or services	\$564,997	\$559,244
Interest, dividends and other investment receipts	\$4,085	\$5,481
<b>Cash was applied to:</b>		
Payments to suppliers and employees	\$580,371	\$570,646
<b>Net Cash Flows from Operating Activities</b>	<b>\$90,174</b>	<b>\$59,829</b>
<b>Cash flows from Investing and Financing Activities</b>		
<b>Cash was received from:</b>		
Receipts from the sale of property, plant & equipment	\$200	
Receipts from the sale of investments	\$206,761	\$201,131
<b>Cash was applied to:</b>		
Payments to acquire property, plant and equipment	\$3,815	\$4,112
Payments to purchase investments	\$226,733	\$206,761
Repayments of loans borrowed from other parties	\$35,100	\$45,097
<b>Net Cash Flows from Investing &amp; Financing Activities*</b>	<b>\$(58,687)</b>	<b>\$(54,839)</b>
<b>Net Increase / (Decrease) in Cash*</b>	<b>\$31,487</b>	<b>\$4,990</b>
<b>Opening Cash*</b>	<b>\$75,764</b>	<b>\$70,774</b>
<b>Closing Cash*</b>	<b>\$107,251</b>	<b>\$75,764</b>
<b>Bank Accounts and Cash*</b>	<b>\$107,251</b>	<b>\$75,764</b>

# Statement of Financial Position

NB Full audited accounts are available at [www.charities.govt.nz](http://www.charities.govt.nz)

Assets	2016-17	2015-16
<b>Current Assets</b>		
Bank accounts and cash*	\$107,251	\$75,764
Debtors and prepayments*	\$12,470	\$18,720
Inventory*	\$7,303	\$5,634
<b>Total Current Assets</b>	<b>\$127,024</b>	<b>\$100,118</b>
<b>Non-Current Assets</b>		
Property, plant and equipment*	\$381,930	\$434,773
Investments*	\$226,733	\$206,761
<b>Total Non-Current Assets</b>	<b>\$608,663</b>	<b>\$641,534</b>
<b>Total Assets*</b>	<b>\$735,687</b>	<b>\$741,652</b>
<b>Liabilities</b>		
<b>Current Liabilities</b>		
Creditors and accrued expenses*	\$25,378	\$28,392
Employee costs payable*	\$12,707	\$21,447
Unused donations and grants with conditions*	\$15,617	\$4,242
Other current liabilities	\$35,100	\$35,100
<b>Total Current Liabilities</b>	<b>\$88,802</b>	<b>\$89,181</b>
<b>Non-Current Liabilities</b>		
Loans*	\$191,394	\$226,494
<b>Total Non-Current liabilities</b>	<b>\$191,394</b>	<b>\$226,494</b>
<b>Total Liabilities*</b>	<b>\$280,196</b>	<b>\$315,675</b>
<b>Total Assets less Total Liabilities (Net Assets)*</b>	<b>\$455,491</b>	<b>\$425,977</b>
<b>Accumulated Funds</b>		
Accumulated surpluses or (deficits)*	(\$339,006)	(\$368,520)
Reserves*	\$794,497	\$794,497
<b>Total Accumulated Funds*</b>	<b>\$455,491</b>	<b>\$425,977</b>



# Directory

## Patron

Dame Anne Salmond DBE

## Trustees

Joachim Borgstrom  
Mike Daniel (Chair)  
John Duder  
Russell Harris  
Bronwyn Hunt  
Chloe Phillips-Harris  
Michael Simm  
Kelly Yakas

## Auditors

Steve Bennett & Associates, Whangarei

## Secretary/Treasurer

Jane Hindle

## Address

P O Box 42  
Opua 0241  
Northland  
Website: <http://tucker.co.nz>  
Email: [info@tucker.co.nz](mailto:info@tucker.co.nz)

## Core Crew

Jane Hindle (Executive Trustee)  
Sam Meldrum (Ops Manager/Bosun) *left 15.11.2016*  
Stuart Birnie (General Manager) *started 07.11.2016*  
Sophie Camplin (Youth Programmes Manager)  
Pauline Moretti (Youth Programmes)  
Tim Grant (Master)  
Sarianna Crook (Trainee Master)  
Wayne Karauria (Senior Deckhand)  
Alex Greu (Deckhand)  
Eloise Goodison (Deckhand)  
Nathan Sowter (Deckhand) *left 01.3.17*  
Chynna Hanney (Deckhand) *started 23.2.17*  
Kyra Crouzat (Marketing & Administration)

## Volunteers

Liz Greening  
Ethan King  
Allan Cherrington  
Kate Martin  
*Plus many others who help out from time to time, we thank you all*

## Charity Registration


CC22076

## Our Mission

# LEARNING FOR LIFE THROUGH THE SEA

Through embracing the values of Kaitiakitanga – GuardianShip, we wish to:

- Preserve the tradition of tall ship sailing and specifically the R. Tucker Thompson
- Allow those who sail her to learn more about who we are, where we come from and where we are going
- Make a positive difference to the lives of those who come on board, whether for a day, a week or longer



This Annual Report has been generously supported by  
Calders Design and Print Company Ltd.  
Phone: +64-9-430-3113, Fax: +64-9-438 4191  
[www.calders.co.nz](http://www.calders.co.nz) or email [info@calders.co.nz](mailto:info@calders.co.nz)