



Whakataka te hau ki te uru,
Whakataka te hau ki te tonga.
Kia mākinakina ki uta,
Kia mātaratara ki tai.
E hī ake ana te atakura.
He tio, he huka, he hauhū
Tihei Mauri Ora!

Get ready for the westerly and be prepared for the southerly. It will be icy cold inland, and icy cold on the shore. May the dawn rise red-tipped on ice, on snow, on frost And the promise of a glorious day!!



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Message from the Chair - He mihi nā te Heamana

The year under review was challenging one for the Trust due to the uncertainty created by the pandemic, lockdowns and the borders being closed. Fortunately, over the past 10 years we have worked hard to build reserves to ensure that we could survive a significant gear failure or other major event. This knowledge meant that we could focus on managing could the things we continue control and running our programme of highly successful youth voyages.

In simple terms, our usual financial model is to earn around \$200,000 surplus from tourism which is used to fund the overheads for the organisation. This leaves the direct costs of our youth development voyages, around \$200,000 to be funded through fees from students, grants and donations.

A contract with the Ministry of Youth Development this year and a substantial grant from Foundation North of \$173,946 spread over two-years, has greatly increased our ability to offer subsidised youth placements for teenagers in the North. The upside of less tourism sailings meant that we were able to increase the window available for youth voyages and the results achieved, reported on later, have been excellent.

We survived the year with our cash reserves intact and more importantly have confirmed financial support from a Bequest and donation to cover the cost of our major maintenance project in the coming year, which is underway at the time of writing. A further grant from Lotteries to put towards our winter overheads in the coming year will help to cushion the impact of the ongoing pandemic, which clearly will be with us for some years to come.

After 21 years our long serving Executive Trustee Jane Hindle has decided to retire.

It is without question that this unique and highly successful charity owes Jane a great debt of gratitude for her untiring passion, diligence, and determination to ensure as many of our youth as possible continue to share in the Youth Sail Training voyages offered by the trust.

Under Jane's watch more than 2,250 young people and many thousands of tourists have experienced all the R Tucker Thompson offers while at the same time she has developed a robust organisation staffed by willing and well-trained "crew" many of whom have previously sailed on the ship.

The Trust is in great shape for the future, thank you Jane.

So, from my fellow Trustees and everyone in the organisation a big THANK YOU and enjoy a stress-free retirement!

Mike Daniel, Chair Daniel





The year in review - Te tau i muri

This will be my final year reporting as Executive Trustee for the R. Tucker Thompson Sail Training Trust. After over 21 years with the Tucker, first as a business mentor to the owner Russell Harris, then overseeing the transition into a Charitable Trust in 2006, it is time to hand over to someone new who can take this amazing organisation and wonderful ship on to the next stage of its genesis. Plans for my succession are well in hand and later in this report we introduce you to Jo Lynch who is picking up the reins and looking at the opportunities we have moving forward.

With the borders closed, we were told to "Pivot" which presented an opportunity for the ship to be available for schools who had previously been restricted to short sailings at the end of the day. We created new 'no-frills' products where the students brought their own lunches and drinks, then put the word out to schools getting a great response.

The positive side of our reduced tourism sailings benefited our youth voyages, which this year saw a total of 19 voyages delivered taking a total of 221 trainees on life changing experiences. With maintenance completed early in the year due to lockdowns, we ran 13 voyages without interruption through until early November, resuming early in April.

We launched a Discovery Voyage, designed to provide a Youth Voyage experience for adults so that they too could experience the wonder of heading out into the Bay of Islands on a tall ship. We increased our marketing and promotion expenditure along with a new website. As a result, we had a \$37.46K surplus from our Tourism activities which although extremely challenging was a credible result.

Clearly this leaves us short in terms of funding for the coming year, however we received confirmation from Lotteries that they would provide a grant of \$60,000 to assist with our overheads over winter and were also awarded a significant bequest from the Hansen Estate and a generous donation which will cover the bulk of our maintenance costs in the coming year. As a result, our outlook is good for the next 12 months, but at the time of writing we are battling our latest Delta outbreak, so obviously, we will face similar challenges in this coming financial year.

As always, these results couldn't have been achieved without our amazing and loyal team. The crew created their usual magic on board the ship for our trainees, while the youth team of Sophie and Pauline went non-stop for 13 voyages in a row, filling berths and making sure trainees turned up at the right place at the right time, no mean feat. Kyra Crouzat signalled her intent to return to home in Canada to be with family but made the commitment to remain here to see the challenges of summer through. We thank her for that and her years of loyal service.

Overall, we have survived this first year of closed borders and no international visitors in good shape. We continue to do what we do best, which is to teach leadership, confidence and teamwork skills for our taitamariki (youth), and we have equally put those skills in to practice for ourselves as we pivoted, delivering our high-quality sailing experiences to schools and domestic visitors.

Jane Hindle, Executive Trustee





Statement of Service Performance

2020-2	(2019-2	0)	
19	(13)	Youth Voyages	
223	(134)	Total Trainees	
1056	(433)	School students	
88	(122)	Tourism sailing days	
1015	(2745)	Day sail passengers	
746	(975)	Sundowner passenge	ers
224	(227)	Total sailing days	
\$433	(\$1,224)	Donated Sailings	***************************************
\$37,4	60	(\$235,071) то	urism surplus



Spotlight on Sophie Camplin

We jokingly say that the Tucker is a bit like Hotel California - you can check out, but you can never leave! Sophie has checked out from various roles, only to pick up others because not only is she a valued capable member of the team, she's also extremely flexible. She is now one of the longest serving members of the Tucker whanau, so it is timely to shine a spotlight on her talents.

Sophie was born in England and trained as a Pharmacy Technician before deciding to go travelling in her late 20s. She arrived in New

Zealand in 2006, with a plan to spend 6 months here seeing the country, before heading off to Australia. After spending the first 5 days in Auckland she headed to the Bay of Islands for an overnight trip out on The Rock, a converted car ferry complete with accommodation, bar and plenty of activities. She must have made quite an impression on Peter Honey, the owner at the time, because she was offered a deckhand job on the spot.

The deal struck was that Sophie could sit her Skipper's ticket if she worked for two years, which she duly did. Said Sophie "I really enjoyed stepping out of my comfort zone and trying something completely new. And the Bay of Islands was a tropical paradise of islands and sea life and life onboard a boat

suited me well as I grew up in Cornwall. Not to mention learning how to dive and meeting lots of locals who made me feel like this was home." New owners Sarah and Jonny Greener honoured the original commitment made by Peter, and Sophie

worked as crew on the boat in summer and helped with maintenance over winter.

This still meant she had downtime in the winter so in 2008, she approached the Tucker and asked if she could do a couple of youth voyages which she enjoyed and was good at. Sophie

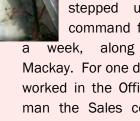


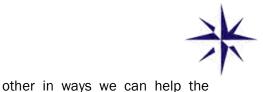
remembers "As a teenager I completed an outward-bound course which gave me a better understanding about the value of these types of experiences. One thing I took away with me from my experience was to always give everything a go and to try new things at least once! It's a motto I have lived by ever since."

Deciding to stay in New Zealand and apply for residency, Sophie decided to get a "proper" job and

> started work at the Kaikohe Pharmacy. But she missed being on the water and the sea so in 2010 she decided to join the Tucker in a full-time capacity as a deckhand. Two years later, when a vacancy for Master became available, she stepped up and took command for three days

week, along with Steve Mackay. For one day a week she worked in the Office, helping to man the Sales counter in the Maritime Building in Paihia and doing administrative tasks.





A veteran of numerous youth voyages, as deckhand and then Master, Sophie decided it was time for her to start her own family. Around that time, the organisation went through a

restructure following the departure of Rachel Kennedy and Sophie was asked whether, after the birth of Emily, she would be willing to take on a part time role looking after the youth voyages. These were growing in number year on year as the Trust's reputation grew within the community and required a dedicated resource. Much of the work could be done from home so Sophie

maintained contact with

schools and parents, caregivers and teachers making sure that berths were allocated, joining instructions sent out and invoices issued and paid.

When her second child Olivia was born, the workload became too much, particularly the as role had grown from reporting back to funders but also required school visits. Pauline Moretti was hired to pick up these new responsibilities for the Trust and she and Sophie have been working in a job-sharing role ever since. "It's worked well" said Sophie "Pauline and I worked well as a team right from the beginning and have a great united commitment in what we do for the Tucker. We are both very passionate about the work we do and continue to inspire each

amazing job to ensure that no student who wants the experience of a youth voyage misses out.

youth in Northland". Between

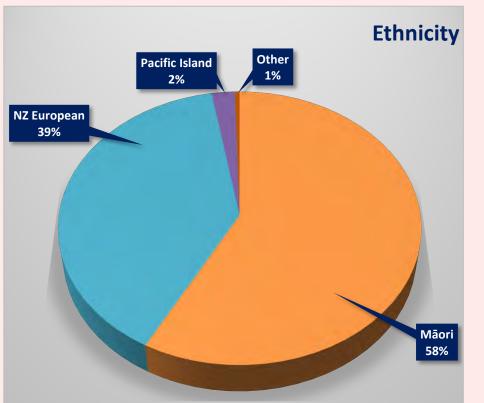
them, Sophie and Pauline do an

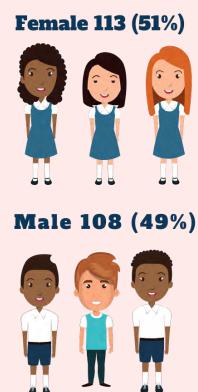
As the Trust continues to evolve and develop, and Sophie's children are now both attending school, Sophie has found herself back helping with administrative tasks as well as her youth work. Who knows, one day she may be back at the helm!

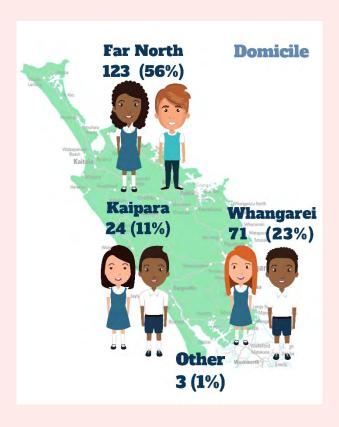




Youth statistics



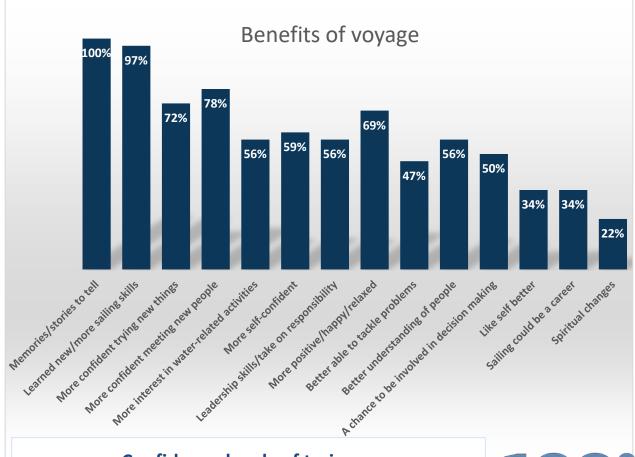








Wellbeing outcomes





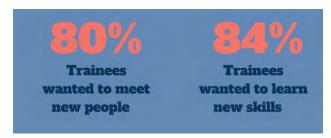
100%
Trainees happy
or very happy
with the crew

100% Trainees happy

Trainees happy or very happy with the experience









Our good ship

At the end of the previous financial year, our Bosun Ben Willoughby, who joined us during lockdown, proposed that it was time to do a full re-rig of the ship. Over the past 17 years since the Trust was established, we have made a significant investment in ensuring the ship would be seaworthy for the next 25 years, including replacing decks, bulwarks, sole (floor), hull ultrasound along with a lot of other items of general running repair, The rig is one of the few major components yet to be replaced so an audit was carried out to review its condition.

Following this, Trustees agreed that we would take a 3-staged approach with immediate urgent repairs this year, then remove the foremast in August 2021 and the main mast in August 2022.

Towards the end of the financial year under review, we were advised of a bequest which along with a generous donation from long-time supporter Colin & Marjorie Edwards, meant that we could complete the entire project in the coming financial year. At the time of writing, this project is underway and will be reported on in our 2021-22 Annual Report.



Introducing Jo Lynch



In early 2021 we said goodbye to Kyra Crouzat after 6 years with the Trust. During her time with the Trust Kyra worked her way from a crew member to Operations Manager; she brought energy, kindness and an incredible range of skills to the team. We thank her for her hard work and commitment, and wish her well in her life back in Canada.

The Trust employed Jo Lynch to take the helm as General Manager. Jo is of Ngāti Whātua and European descent and she has moved back to the North from Wānaka to take on the kaupapa.

A life in the ski industry, working with young people and in marketing and management, has prepared Jo to take on management of the organisation. She has a broad range of leadership, youth development and business skills. She says, "It is an absolute privilege to join this whānau. This group of special people is achieving incredible results for our rangatahi. Our focus is firmly on the youth of Te Tai Tokerau and we are excited for the future."

Jo brings fresh eyes to the organisation; her approach to business is to keep things simple and to build strong relationships. She is passionate about our turangawaewae and the mission ahead. As a little girl, Jo watched the launch of the R. Tucker Thompson on the beach in Mangawhai in 1985, proving that a connection to our ship is for life. Over 36 years later, Jo is here to work with the Trust to take the ship, her people and the project into the future.



Learning to pivot - Te hurihurihia

As we emerged slightly stunned from the first COVID19 lockdown at the start of the year under review, no one knew what the future would hold. We focused on things we could control, namely getting on with annual maintenance along with restarting youth voyages again in July. At the various Tourism New Zealand Zooms and webinars, we were told to "Pivot". It became very clear that we would need new offerings to meet the domestic market as our borders looked likely to be closed for at least a year. The hope of a Trans-Tasman bubble to bring back our biggest market sadly proved to be short lived.

We decided to broaden our range of school offering and created products which would provide a low-cost option for students to bring their own lunches, timed to fit with school buses. This proved very successful with a lot of schools taking up this opportunity. We also developed community sailings aimed at Northland groups using an Air New Zealand model: \$69 for a sail only, but with the option to add morning tea, lunch and ferry tickets etc. This enabled us to reach groups that would otherwise not normally have been able to come out with us. It was also nice to have our locals sail with us too.



Our Patron, Dame Anne Salmond joined us for a very successful History Sailing alongside whānau from Rawhiti, members of Te Arakite Trust and Bill Edwards from Heritage New Zealand. Despite the inclement weather, we had a full ship and our passengers enjoyed hearing the stories of first arrivals at Mangahāwea, the encounters between Cook and Te Koukou as well as Du Fresne's unfortunate demise.

The summer holidays were busy as usual, and we continued to delight our domestic market with the special Tucker Day Sail experience.

This year we surveyed our passengers to measure our Net Promotor Score and were over the moon to score 91%! Our crew have done an outstanding job as always, delighting our guests.

Discovery Voyage

A new offering was a 3-day voyage for adults, like a youth voyage for grownups. Called the Bay of Islands Discovery Voyage, it was designed to allow the adults the opportunity to experience what the teenagers enjoy during their youth voyages. Morning swims were, of course, optional!

Michelle & Graham Lewis, from Kapiti joined us and said: "We took the Tucker to learn about Māori history whilst exploring the beautiful Bay of Islands. Neither of us are sailors or into water much, so this was an adventure. Our crew were amazing, knowledgeable, and great hosts. We both had a turn at the helm, Michelle across bay during the hours of darkness - something she never dreamed she'd be doing. It was a truly memorable experience where wonderful memories were made."





Kiddies Pirate Sail

A popular and much-loved event is our Kiddies Pirate Sail. We have been running them for many

years, with a winter sailing in Whangārei and one or two sailings from Russell during summer over the school holidays

The kiddies on these trips are young. They tend to range in age from 2 - 12 and the occasional teenager who gets dragged along, generally looks quite uncomfortable and out of place amongst all the "little'uns". The Good Ship is literally overrun with small brandishing swords. pirates They start off quiet but by the end of the 2-hour sailing, they have lost their shyness.

Much of the entertainment is derived from families having the opportunity to spend a bit of time during the day dressing up; some go to amazing lengths with make-up and fake scars as well as the costume. The rules are strict – all passengers must





be dressed in appropriate pirate attire; only one adult per child pirate or they can't board. This one's for the kids!

The crew get into the part as well, dressing up and being fierce in front of the kids. Plenty of "Shiver me Timbers" and Arghs" can be heard as the

ship heads out. Towards the end of the sail, the wannabe pirates have to strut their stuff so the Captain and crew can award a prize (or two) for the best dressed Pirate on the day.

One year an enterprising grandmother

realised that the Pirate Sail would make a great party for her grandchildren and booked 32 places as soon as tickets went on sale. Another year, two of our former trainees now in their twenties, booked in for a Kiddies Pirate Sail without kids, but they'd made such a good effort with their costume and travelled quite a distance, that we didn't have the heart to turn them away.

The sailings are run as a fund raiser, with all the income earned being transferred to our Donations account. Each sailing goes towards a place, reducing the amount that a trainee has to pay to a nominal amount. So we are looking forward to entertaining more wannabe pirates next summer!



Youth voyage funding

The cost of a youth voyages is broken into two components:

- Direct costs of the voyage itself (wages, food, fuel etc)
- Contribution to overheads, the biggest component being costs relating to maintenance of the ship

Traditionally the Trust has earned around \$200,000 surplus from our tourism activities. This has been used to cover our overheads as well as contribute, along with grants and donations, to the direct cost of the voyage.

This has enabled us to keep the cost of berths to

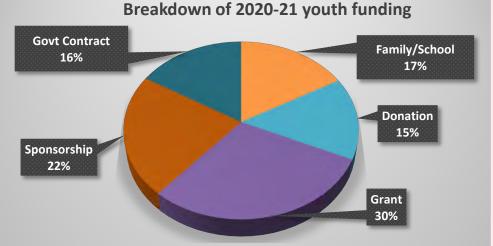
our taitamariki at a level that is affordable for all. without the Trust being reliant donations and grants. The surplus from earned tourism in summer is used to fund voyage placements in the following year so there is always a lag in reporting.

This means that the poor tourism results this year due to border closures will impact our ability

The surplus earned from tourism in summer is used to fund voyage placements in the following year, so there is always a lag in reporting.

to deliver youth voyages coming year unless

plans are put in place to address this. As a result, we were obliged to substantially increase the price of a voyage place from April 2021 to ensure we covered the direct costs, then actively sought other funding to cover our overheads for the coming winter. This focus has been



successful so we in a strong position and confident that we can continue our excellent work with young people for the coming year.

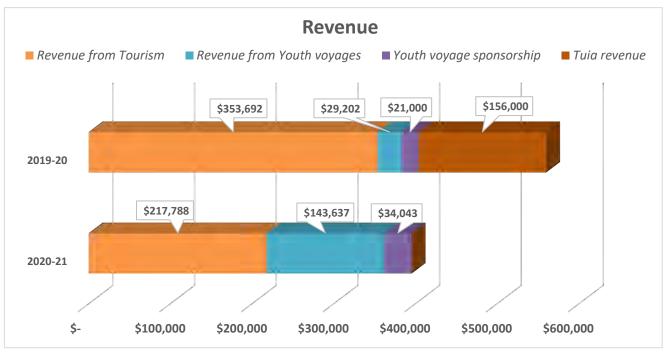
George Hansen Bequest

George Hanson lived and farmed in his home in the Bay of Islands for most of his life; he was a keen boater, and the Bay of Islands was very important to him. It was his intention to give back to the community including you people in the area, so we were delighted to learn this towards the end of the year under review, that the Executors of George Hansen's Estate considered the work we do with youth was in keeping with the intent of his bequest. They confirmed that in the coming financial year, they would contribute \$40,000 to split between youth voyage places and maintenance. However, when they heard of our re-rigging project, they offered to make an additional \$60,000 contribution towards maintenance, which will enable us to complete the project in full. Our thanks go to George.

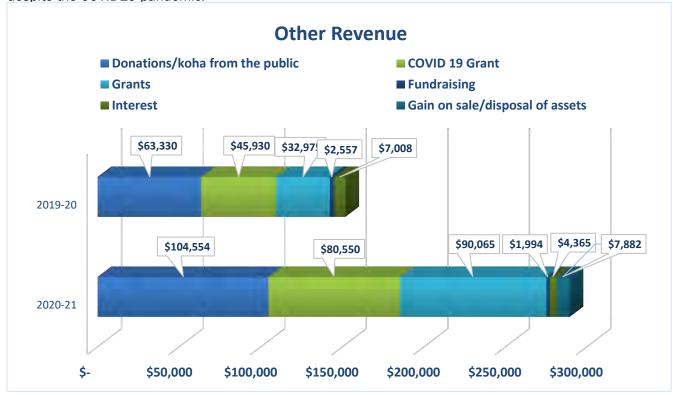


Breakdown of revenue

For the year under review, our reduced tourism revenue due to border closures was replaced with youth revenue and grants. The contract with the Ministry of Youth Development for 30 places, (deferred from 2019-20 due to COVID19). along with the increase in prices meant that our youth revenue was substantially higher than the previous year.



The COVID19 support from the Government provided significant support in terms of covering our wages during maintenance. The substantial grant from Foundation North made a big difference to our income from Grants and this has enabled us to deliver the increased number of youth voyages despite the COVID19 pandemic.

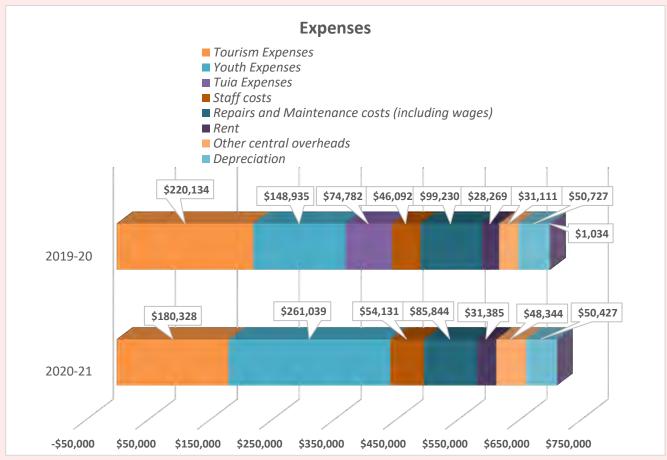




Breakdown of Expenses

Tourism is a scale operation and it costs very little more to carry 20 passengers rather than 10. The lack of international visitors meant that tourism costs were lower while we pivoted and delivered a range of other activities.

An additional 3 voyages, increased wages and increased costs of provisions contributed to the cost increase for our youth voyage activities, but it should be noted that the Tuia costs were for the delivery of voyages for youth as well.







Thank you to our supporters Ngā mihi ki ngā kaitautoko

Grant	Purpose	2020-21	2019-20
Donations/koha from the public (\$5,000 and over listed below)		\$94,554	\$63,330
Colin & Marjorie Edwards		\$	\$
Mike Daniel		\$	\$
Bryce Manderson		\$	\$
Foundation North (\$30,116 accrued to FY21-22)	Youth	\$56,840	0
Oxford Trust	Youth	\$15,120	\$6,576
Lotteries (\$15,000 accrued to FY21-22)	Youth	\$15,000	\$15,000
Pub Charity	Maintenance		\$19,485
COGS Far North	Training	\$3,105	
Lotteries COVID19 grant (\$60,000 accrued to FY21-22)	Overheads		
COVID19 Wage Subsidy	Wages	\$76,115	\$45,930
COVID19 Resurgence payment	Overheads	\$4,443	

We also acknowledge the various Lions & Rotary Clubs who fund students in their communities

Our funders



Far North Holdings Limited





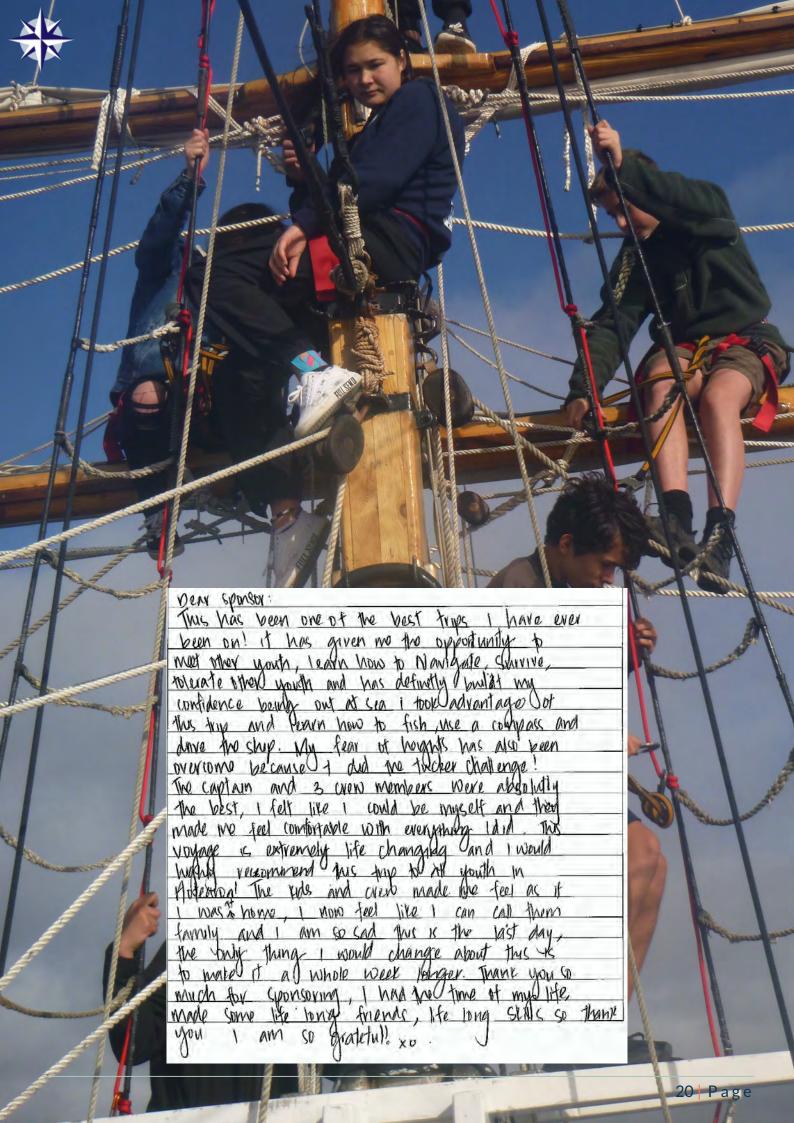














Statement of Financial Performance – Tauākī Pūtea

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	Revenue	2020-21	2019-20	
	Donations, fundraising and other revenue	\$277,163	\$144,792	
	Revenue from providing goods or services	\$395,468	\$559,894	
	Interest, dividends and other investment revenue	\$4,365	\$7,008	
	Other revenue	\$7,882	\$	
	Total	\$684,878	<i>\$711,694</i>	
	Expenses			
	Volunteer and employee related costs	\$54,131	\$46,092	
	Costs related to providing goods or services	\$ 441,369	\$ 443,851	
	Other expenses	\$216,354	\$210,371	
	Total expenses	\$711,498	\$700,314	
	Operating surplus (loss) at end of Year	(\$ 26,976)	\$ 11,380	
	Other comprehensive revenue	-	-	
	Surplus /Deficit at the end of the Year	(\$ 26,976)	\$11,380	_
			. &	1

Statement of Cashflows - Tuhinga a Putea

Cash Flows from Operating Activities	2020-21	2019-20
Cash was received from:		
Donations, fundraising and other similar receipts	\$277,163	\$144,792
Receipts from providing goods or services	\$409,090	\$598,377
Interest, dividends and other investment receipts	\$4,365	\$7,008
Other	\$7,882	
Cash was applied to:		
Payments to suppliers and employees	\$ 655,029	\$ 669,783
Net Cash Flows from Operating Activities	\$43,471	\$80,394
Cash flows from Investing and Financing Activities		
Cash was received from:		
Receipts from the sale of property, plant & equipment	\$1,238	\$1,034
Receipts from the sale of investments	\$17,953	
Cash was applied to:		
Payments to acquire property, plant and equipment	\$23,928	\$7,253
Payments to purchase investments		\$14,843
Repayments of loans borrowed from other parties	\$17,550	\$34,400
Net Cash Flows from Investing & Financing Activities	(\$ 22,287)	(\$ 55,462)
Net Increase / (Decrease) in Cash	\$ 21,184	\$ 24,932
Opening Cash	\$91,499	\$66,567
Closing Cash	\$ 112,683	\$ 91,499



Statement of Financial Position - Tūnga Pūtea

Assets	2020-21	2019-20
Current Assets		
Bank accounts and cash	\$ 112,683	\$ 91,499
Debtors and prepayments	\$ 18,413	\$ 524
Inventory	\$ 4,920	\$ 7,867
Total Current Assets	\$ 136,016	\$ 99,890
Non-Current Assets		
Property, plant and equipment	\$ 955,725	\$ 983,462
Investments	\$ 348,643	\$ 366,596
Total Non-Current Assets	\$ 1,304,368	\$ 1,350,058
Total Assets	\$ 1,440,384	\$ 1,449,948
Liabilities		
Current Liabilities		
Creditors and accrued expenses	\$ 36,027	\$ 15,63
Employee costs payable	\$ 9,379	\$ 14,80
Unused donations and grants with conditions	\$ 108,133	\$ 88,14
Other current liabilities	\$ 17,550	\$ 17,55
Total Current Liabilities	\$ 171,089	\$ 136,12
Non-Current Liabilities		
Loans	\$ 85,444	\$ 102,99
Total Non-Current liabilities	\$ 85,444	\$ 102,99
Total Liabilities	\$ 256,533	\$ 239,12
Total Assets less Total Liabilities (Net Assets)	\$ 1,183,851	\$ 1,210,82
Accumulated Funds		
Accumulated surpluses or (deficits)	\$ 389,354	\$ 416,329
Reserves	\$ 794,497	\$ 794,49
Total Accumulated Funds	\$ 1,183,826	\$ 1,210,82



Directory - Ko ngā kaimahi



Patron

Dame Anne Salmond ONZ, DBE

Trustees

Joachim Borgstrom Mike Daniel (Chair) Russell Harris Bronwyn Hunt Michael Simm Suz Te Tai Tim Yeates

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

Charity Registration

CC22076

Core Crew

Jane Hindle (Executive Trustee)

Kyra Crouzat (Sales & Operations Manager) left

March 2021

Jo Lynch (General Manager) joined April 2021

Sophie Camplin (Youth Programmes)

Pauline Moretti (Youth Programmes)
Ben Willoughby, Bosun (left April 2021)

Rangi Ferris, Bosun (joined May 2021)

Wayne Karauria (Master)

Terry Dunn (Master)

Chynna Haney (Senior Deckhand)

Ethen King (Senior Deckhand) Winter 2020

Jess Nadon (Deckhand) left April 2021

Eloise Goodison (Deckhand) re-joined April 2021

Peter Deverell (Deckhand) *left Dec 2020* Abbey Franklin (*Deckhand*) *joined Dec 2020*

Enes Fraj (Deckhand) joined Feb 2021

Michelle Simperingham (Cadet)

Volunteers

Liz Greening

Andre Aslund Piper Grant

Tim Bosman

Salty Dogs Musicians

Plus many others who help out from time to

time, we thank you all

Our Mission - To tatou whainga

Learning for Life through the Sea Akongia te ora i runga te moana

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

