



## NZUSA National Executive Meeting

Friday 1<sup>st</sup> May 2020

10:00am – 4:00pm

Zoom – <https://us02web.zoom.us/j/88181397050>

### Next meeting:

Friday 5<sup>th</sup> June 2020

10:00am – 4:00pm

Zoom

### Agenda

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 hau hū  
Tīhei mauri ora!

#### Procedural

1. Karakia and Welcome to New Members (M@D and MAWSA)
2. Apologies
3. Disclosures of Interest
4. Matters Arising
5. Approval of Meeting Minutes (20<sup>th</sup> March 2020)
6. Approval of National Education Committee Minutes (27<sup>th</sup> March 2020)
7. Approval of FRAC Minutes (9<sup>th</sup> April 2020)

#### Reports

8. NZUSA President Report

9. NZUSA Vice President Reports

10. Oral Reports

- Te Mana Ākonga
- Tauria Pasifika
- Thursdays in Black

11. Financial Report and Statements (CONFIDENTIAL)

12. Scoop Media (CONFIDENTIAL)

Strategic Items & Decision-Making

13. National Rainbow Students' Committee

14. Campaign for Universal Student Allowance

15. Student Accommodation and Halls of Residences

16. Pastoral Care workshop



21/04/2020

Isabella Lenihan-Ikin  
NZUSA President  
178 Willis Street, Te Aro  
Wellington, 6011

Tena koe Isabella,

I am excited to inform you that yesterday, on Monday 20th the MAWSA Executive unanimously voted to join NZUSA as Associate Members in 2020.

While MAWSA hasn't been members of NZUSA since 2016, we've greatly appreciated our open and collaborative relationship with NZUSA inviting us to President's training and to congress. It's partly this sustained relationship that has allowed us to feel so confident in making our decision yesterday. We look forward to taking a more active role in the national student movement and for MAWSA to grow more connected to other student associations.

We do have some expectations in our decision to join as members:

NZUSA's overall vision, mission and values wholeheartedly align with our own. We do, however, find that the descriptions of the values of Kotahitanga, Whanaungatanga, Manaakitanga and Rangatiratanga, outlined in the 2020 Policy Document, are reductive to Māoritanga. Along with our membership, we would like NZUSA to investigate the reasons why these were developed and to see if other Student Associations and Te Mana Ākonga continue to believe these words best represent NZUSAs values. If not, we would like to see NZUSA work towards changing these for Congress 2020.

In joining we particularly look forward to developing a closer relationship with NZUSA and for our Executive to be a part of the national movement. As part of this, MAWSA would see NZUSA commit to a few things to ensure 2020 is a successful first year of membership:

- NZUSA/MAWSA new executive introduction at the start of 2021.
- Full NZUSA Campus Tour of MAWSA and Massey Wellington to better understand our student body and activities.
- At least one meetup with all interested Wellington Student Unions with the intention this moves into once a semester from 2021.
- NZUSA look to develop shared resources for its members (policies, terms of ref, exec structures, governance resources etc)

Look forward to hearing from you.

Jacob Paterson  
MAWSA President



## NZUSA National Executive Meeting Minutes – 20th March 2020

### **1. Karakia and Welcome**

- Meeting opened at 10:03am
- Isabella led the meeting in a karakia
- Noho gave a mihi
- Present: Andrew Lessells (Younited), Stefan Biberstien (MUSA), Isabella Lenihan-Ikin, Sam Smith, Matthew Schep (NZUSA), Nohorua Parata (TMA), Dallin Niuelua (ASA), Geo Robrigado (VUWSA), Mila Korokhova (Student Connection), Izzy Paterson (AS@U), Perina Mucalo (SAWIT), George Barton (AUSA), Mamaeroa Merito (TMA)

### **2. Apologies**

- Sam Blackmore (LUSA), Jack Manning (OUSA) (arrived late), Helen Vea (Unitec)
- George Barton (AUSA) and Mamaeroa Merito (TMA) for lateness
  - Moved – Issie
  - Seconded – Andrew
  - Moved Unanimously (U)

### **3. Disclosures of Interest**

- No new disclosures noted

### **4. Matters Arising**

#### *Agenda*

- The order of the agenda was changed to better fit the day

### **5. Approval of Meeting Minutes from January**

- Andrew's name misspelled in one place
- THAT the minutes be passed, with this error corrected
  - Moved: Isabella
  - Seconded: Geo
  - Moved U

### **6. President's Report**

- Report taken as read
  - Moved: Andrew
  - Seconded: Stefan
  - Moved U

#### **7. Vice-President's Report (Matthew)**

- Report taken as read
  - Moved: Geo
  - Seconded: Ali
  - Moved U

#### **8. Vice-President's Report (Sam)**

- Report taken as read
- Updates on Student Voice: report on its way to minister but has been delayed with edits; it is with him now. We will bring it up in the next meeting.
  - Moved: Stefan
  - Seconded: Dallin
  - Moved U

*Mamaeroa Merito arrived at the meeting*

#### **9. Verbal Report from TP**

- Had the exec retreat and shared lunch with TMA, building relationships and connections
- Went to Adult Community Education conference
- Hub engagements, lots of on-the-ground work, looking to reach out to regions where VPs aren't based
- Supporting UCSA to get a Pasifika seat
- Supporting Pacific Voice in MoE pastoral code
- Working with TEC but COVID-19 delaying things including upcoming hui
- Working with UNZ
  - Moved: Issie
  - Seconded: Geo
  - Moved U

*George Barton arrived at the meeting*

#### **10. Verbal Report from TMA**

- Shortly after NZUSA conference, had TMA hui in Wellington, heard from NZQA and MoE on pastoral care
- Approach to COVID-19: had korero on how to approach. Waiting to see how today goes, put out comms. Had to revisit planning and goals.
- Building engagement is difficult with COVID-19.
- Helping Toi Ohomai to build their Māori student voice
- Have a seat with Minister advisory group, initially to discuss RoVE but this was a little late to get influence on the project
- Looking forward to joint hui and hoping it can be postponement not cancellation
  - Moved: Issie
  - Seconded: Dallin
  - Moved U

### **11. New Zealand Drug Foundation workshop**

- Issie reached out to NZDF after the member poll, they are joining us to help us build evidence-based engagement with the upcoming referendum
- Looking forward, we will use the information to support NZUSA and member associations to develop their views for a stance or campaign
- What do members think is the way forward for this?
  - Stefan: Biggest part is if NZUSA doesn't take a stance, take it as opportunity to get youth and disengaged to vote
  - Issie: NZUSA could develop info and resources to disseminate through our networks
  - Sam: Makes sense for us to take a harm minimisation stance, particularly for overrepresented groups
  - Mamaeroa: have members gone to their student bodies?
  - Issie: Where does mandate for a member's stance come from? We can tabulate this in a spreadsheet.
  - Issie: Do we want a harm or health or other approach? Most said harm, a few said neutral info based.

### **12. Verbal Report from Jahla (TiB)**

- Jahla unable to attend the meeting so Issie read her verbal report.
- Primary goal to re-establish connection with local groups, build relationships, get status, find out needs. Had first council meeting, managing COVID-19, planning National Day of Action. Working on Take the Pledge. There were two questions for Jahla that Issie will forward on to her:
  - When is the Day of Action going to be?
  - What is happening with UNZ working group on sexual violence prevention?

- Moved: Issie
- Seconded: Andrew
- Moved U

*Jack Manning arrived at the meeting*

### **13. National Rainbow Student Representation**

- Rainbow students, alongside other groups, haven't got a national voice, we want to change this
- Due to COVID-19, the hui has been put on hold
- Question: Will this be similar to ACC/TiB contract? Answer: No, it will be like how Ali set up TP.
- Ali keen to support
- Question: Should we be employing someone? Ali: if you start with a blank canvas then you need to appoint someone to start something.
- Amend first recommendation in light of COVID-19:
  - That the National Executive supports the development of a national network by connecting Matthew with local student leaders on campus
  - Moved: Issie
  - Seconded: Stefan
  - Moved U

### **14. Membership**

- M@D have agreed to become a member. In 2019, National Office entered into discussions, offered reduced membership cost of \$2000. There is no scope at present for this to increase next year as they get very little funding from Massey. General discussion is that we are happy for M@D to continue to pay \$2000 per annum while they lack capacity to pay more.
- THAT M@D becomes an associate member of NZUSA
  - Moved: Issie
  - Seconded: Geo
  - Moved with one abstention
- MAWSA have been offered \$2000 also, with this moving up next week. They asked for more time to consult students. Decision to be made before Easter. Have had positive engagement with us and they are positive about the move.
- ASA announced withdrawal in January. Issie has engaged with the executive and visited twice. It seems to be about financial concerns. It's important that we consider individual circumstances and support them. We will continue to work with ASA on this.

- National Executive is happy to seek out options such as helping to find funding for their membership fee, or adjust it to make it affordable.

## 15. Annual Plan

- Annual plan is obviously thrown by uncertainty around COVID-19, but open for discussion.
  - Add “supporting institutes without a student voice to develop a structure”, ITP student voice in particular
  - Add rainbow structure
  - Supporting NZIST subcommittee to develop a plan around ITO students
  - Add cannabis referendum to campaigns
- Monthly member engagement: have NZUSA as a standing item in member exec meetings? General agreement from National Executive, pending individual exec approval.
- PTEs? We need to support their mana. There’s heaps of barriers for students and establishments are operating with private interests.
- What is being done to improve the financial structure and stability of NZUSA? There’s an opportunity to have a govt funded administrator role for a period, who can seek out funding.
- Also our national Centre for Student Voice proposal calls for govt to reform how student voice is funded. Once feedback gets back to us we can keep consulting on it.
- THAT NZUSA approves the draft annual plan
  - Moved: Issie
  - Seconded: Andrew
  - Moved U

*Break for lunch at 12:30pm*

*Returned at 1:20pm*

*George Barton and Mamaeroa Merito departed*

## 16. Debt Free Futures

- We have collated feedback and defined our goals. Since conference we have worked with the electoral commission and done research, met with Chloe Swarbrick. Meeting with Chris Hipkins coming up, yet to secure other meetings. Working with organisations such as SJS.
- Big part of the campaign can be having a speaking road tour
- Also important is social media and design aspect including videography
- For public engagement we will have a pledge
- We are working with TMA and TP, and SJS
- Impact of debt has had a good conversation in the wake of COVID-19 so this could be a good time to talk about wiping debt.



- Once research is finalised and collaboration sorted, we want to take a proposal to potential funders.

- Moved: Issie
- Seconded: Andrew
- Moved U

### **17. Verbal Report from SJS**

- Last week over 600 jobs placed, compared to 400 same time this week. Massive changes with employers pulling jobs because of COVID-19.
- Since announcement of border closure, we have a response. Industries such as fruit picking now need workers with no more visas arriving, and also reaching out to large employers and regional contacts.
- Question: Are you providing info for students who might be facing job losses? Michael: No but will note that down.
- Issie has sent a formal request to MBIE for a phonenumber for students to call about employment issues including advice, direction, etc.

*George Barton returned to the meeting*

### **18. MOU with NZUSA and TP**

- Important to formalise this relationship. Ensures that TP become an affiliated organisation like TMA, edit the constitution to reflect this.
- This is a huge milestone for student voice.
- Consensus of thanks from members around the room for all of Ali's mahi

THAT TP becomes an affiliate member of NZUSA

- Moved: Issie
- Seconded: Andrew
- Moved U

THAT we sign the MOU

- Moved: Issie
- Seconded: Nohorua
- Moved U

Motion of thanks to Ali for his mahi

- Moved: Issie
- Seconded: Dallin
- Moved U

Motion of thanks to former NZUSA presidents for their work on this

- Moved: Issie

- Seconded: Geo
- Moved U

### 19. COVID-19 Planning Workshop

- It is important to have a national response and be proactive in this area
- Initially we did an open letter on the travel ban
- Recent petition to support students for online learning, device support, and generally supporting students especially those employed by the institute. This has had good engagement and signatures.
- Students are first cab off the rank for losing jobs
- Students who aren't in the system can't be supported by Studylink.
- We've reached out to Skinny Jump to get data package support
- Students can go to WINZ for emergency help
- What do students need?
  - Health support for students – turned away from campus – where to go?
  - Halls of residence and physical distancing; how will it impact Ras?
  - Power bills, winter energy package
  - Rent payments, institutes and private market, push for relief
  - Universal student hardship, remove means testing and get cash to students
  - Access to device and internet, institutions providing tech to students in need
  - Cheap internet for students, data packs and broadband
  - Wiping student debt to stimulate economy, and free tuition
  - If campuses are closed then it harms students. Depopulate instead.
  - Get on Studylink messaging
  - Employment rights
  - Transport: emergency grants for people getting home
  - Push storage companies to provide free/cheap short-term storage for students who have to move quickly
  - Amnesty for Studylink grade thresholds
  - Grade scaling to match previous years/aggregate grades
  - Alternative forms of assessment that can be done online/at home

Meeting closed at 4:02pm



## NZUSA Education Committee Meeting Minutes – 27th March 2020

Meeting opened at 10:05am

Present: Emily Coyle (Chair, OUSA), Emma Rogers (AUSA), Sophie Stone (ASA), Alex Johnston (MUSA), Isabella Lenihan Ikin (NZUSA President), Matthew Schep (NZUSA Vice-President), Stefan Biberstein (CUAP rep), James Heath (AQA rep).

Absent: Taylah Shuker (VUWSA), Sarah Visser (LUSA)

### **Responding to COVID-19:**

It's been quite chaotic. NZUSA is working to address student needs as they arise. We workshopped this as National Executive and put together a plan. Brought associations outside NZUSA on board. Circulating through social media and telling stories. Sent to various ministers including Hipkins and Ardern, and we have a Ministry of Education meeting today. We're launching a petition, and continue to have strong engagement with and information provided to students.

What about eligibility for fees free? Students get more money on benefit than as a student so might consider dropping out? Students are asking questions that the government isn't thinking of. Send through any questions to Issie that you might have for the Ministry of Education. Also lobbying through existing contacts in these ministries. We can lobby for points outside the plan in person and through email.

Students have been left out of government response. Providers have responded in different ways and it's been a mess, we need cohesiveness. Some are breaking for a month, others for a week. Students aren't being communicated with.

Dallin (ASA President) sits on the Massey emergency response committee and he has gotten really good engagement from them. Massey is the gold standard for institutes meeting and communicating about our goals.

Vic is closed for five weeks. There'll be questions about students not getting what they paid for. Also what happens afterwards? Lockdown might end up being more than four weeks, but some providers look like they are just trying to cover up the four weeks with a break.

Students will be affected by external circumstances such as poor immune system, family bereavement, family businesses, being stuck working as essential workers, etc. Government and providers are in denial about the wider impacts of COVID-19. A lot of students are essential workers and don't want to be working but are not able to take time off.

There needs to be clarity from the providers about when things will reopen physically, with plenty of notice. It will be a mad rush and will put a lot of strain on housing. Lots of hall students being released from contract and will need somewhere to go when they return, and they may well not move back into their hall.

We need special consideration for assessments for displacement due to COVID-19.

We need to be mindful of ITPs in these discussions as they have no voice around the table at present and will be worse off in the long run as institutions.

Let's take these issues back to our SAs and our institutes.

### **Verbal report from AQA:**

Sheelagh (director) is doing work into the impact that COVID-19 and online learning shift in a very short period of time is having on academic quality. This is both in relation to the quality from the provider and from the student. NZUSA needs to push this as a key issue to pursue.

There is potential to shift academic quality audits to online in the long term.

### **Long term impact of COVID-19 on the tertiary sector:**

COVID-19 has a long-term impact on the sector. Students dropping out will impact providers, especially ITPs.

Student welfare is most important, but we also have to consider the impact of perception of quality of degrees. Institutes can throw money at projects but they need buy-in from students. How long do we give providers to put things in place so that aspects of degrees can continue (e.g. field trips, labs, placements)? There is also the equity issue of a 2019 degree not being worth the same as a 2021 degree. The emotional impact of COVID-19 on students needs to be assessed.

Tertiary study might go up if employment goes down. People want to upskill, and as they graduate, jobs start building up again. Providers' top priority is to get money so they will do whatever they can to get this.

COVID-19 has raised the need for stuff to be online. TEU has a policy against lecture recordings because of intellectual property, so there is tension there that needs to be dealt with.

We need to consider professional pathway entry for this year. Is it equitable compared to previous years? Are courses competitive against a standard or compared to the class?

Meeting closed at 11:16am



## **NZUSA Finance Risk and Audit Committee**

Thursday 9<sup>th</sup> April

2:00pm

Zoom

### **Agenda**

**1. Welcome**

Andrew welcomed everyone to the first FRAC meeting of 2020. All members introduced themselves to the group.

**2. Apologies**

Present: Gregory Fleming (LUSA), Isabella Lenihan-Ikin (NZUSA), Andrew Lessells (Chair), Josh Meikle (OUSA), Ralph Zambrano (VUWSA) and Sam Smith (NZUSA)

Apologies: Kyle Murray (Te Mana Ākonga)

**3. Minutes from the Previous Meeting**

THAT FRAC accept the minutes of the previous FRAC meeting held on 10<sup>th</sup> October 2019 as a true and correct record.

AL/IL

Carried U

**4. Matters Arising**

No matters arising.

**5. Balance Sheet**

Overall, NZUSA is in good financial shape. Sam noted that there is a large pool of income from recent levy payments sitting in the on-call account. FRAC proposed placing 1.5x the annual operating budget into the on-call account. Sam and Andrew will look at options for how best to allocate the remaining funds to ensure best practice and return.

THAT FRAC accept and recommended the Balance Sheet to National Executive.

AL/GF

Carried U

**6. Aged Receivables**

The majority of aged receivable is levy payments NZUSA is yet to receive. There are several small sums that are from TIB tops purchased last year. Noted that Scoop Media have contacted NZUSA and stated that due to COVID-19, they are struggling to may debt payments on time. Scoop will provide NZUSA potential alternative payment options to be considered.

THAT FRAC accept and recommended the Aged Receivables to National Executive.

AL/JM

Carried U

**7. Profit and Loss**

THAT FRAC accept and recommend the Profit and Loss to National Executive.

AL/RZ

Carried U

**8. Risk Register**

The Risk Register was noted.

**9. General Business**

Gregory asked what would happen to the campaign's budget if the election was not to go ahead this year. There will be some form of campaigning NZUSA will do this year whether it is around COVID-19 or other issues that arise. If there is leftover money, this may be used in the following year to prepare for any levy shortfall if the effects of COVID-19 affect the income of students' associations or for the election next year.

Isabella noted that Massey @ Distance are now members of NZUSA, bringing in an extra \$2,000. Sam noted that NZUSA currently received income from having representatives on the SJS Board and the AQA Board. Both of the reps are serving two-year terms but are no longer students' associations members this year. In return for their continued service, NZUSA is paying both representatives an hour wage equal to that of the National Office representatives. It is likely both will spend around 20 hours on their respective boards over the year. FRAC were happy with this.

Meeting closed at 2:40pm

# Memorandum

To	NZUSA National Executive
From	Isabella Lenihan-Ikin (National President)
Date	24 April 2020
Subject	National President Report

## Purpose

The purpose of this report is to provide an overview of the work of the NZUSA President since March 2020.

The past month has been incredibly busy given the pressures that students have faced considering COVID-19. Whilst our COVID-19 response began months before when international students were being denied entry into New Zealand because of the travel ban the NZ government imposed on China. Since then and together with Te Mana Ākonga and Taura Pasifika, we have brought together forty-four students associations under the National Student Action Plan on COVID-19.

However, alongside this (by the time of the National Executive meeting) we will have conducted three virtual campus tours (Massey Wellington, Victoria University of Wellington and Waikato University).

We have also seen two students' associations join NZUSA; Massey @ Distance (M@D) and Massey Wellington Students' Association (MAWSA).

## Member engagement:

- MAWSA Campus Tour
- VUWSA Campus Tour
- M@D Executive Meeting
- Meeting with Sam Blackmore, LUSA President
- Meeting with Dallin Niuelua, ASA President
- Meeting with Andrew Lessells, EIT President
- Meeting with Geo Robrigado, VUWSA President
- Meeting with Stefan Biberstein, MUSA President
- Meeting with Jacob Paterson, MUSA President
- Meeting with Helen Veal, Unitec Student Council President

## Non-member engagement:

- Meeting with Tori McNoe, UCSA President
- Meeting with AUTSA, including an additional meeting with their Vice President

- Meeting with Sabrina Alhady, NZISA President
- Meeting with AUT students (AUT announcement regarding change of academic year)

#### **NZUSA Committee meetings:**

- Attended NZUSA Academic Committee
- Attended NZUSA FRAC

#### **National Student Action Plan on COVID-19**

- This was sent to all Vice Chancellors and Chief Executives of NZ Universities and Polytechnics.
- It was also sent to Minister of Education
- Established a Student Survey to understand the COVID-19 student hardship (this was collated by Sam Smith and sent to the Ministry of Education twice a week)
- Hosted several Zoom meetings (and follow up phone conversations) with the forty-four students associations, who are signatories to COVID-19

#### **Campaign for Universal Student Allowance**

- Co-hosted a Zoom hui with Chlöe Swarbrick on Universal Student Allowance
- Meetings to discuss the co-designed structure of the campaign with TMĀ and TP
- Brought students on to voluntarily develop the website, create website content, conduct research (social, political and historical research) to accompany the economic research
- Employed a contacting researcher to undertake the economic research
- Employed a contract designer to develop the design for the website
- Sought the support from Local Government councillors – Richard Hills, Tamatha Paul

#### **Student Accommodation**

- Meeting with TEC and Ministry of Education to discuss the issue
- Meeting Nikki Kaye, Chlöe Swarbrick, Minister Hipkins office
- Hosted a Student Accommodation and Halls of Residence Zui

#### **Media:**

- 'Tertiary Update' – Tertiary Education Union
  - Written two articles for the 'Tertiary Update'
- Newshub:
  - <https://www.newshub.co.nz/home/politics/2020/04/coronavirus-university-students-say-government-support-package-not-doing-enough-to-ease-financial-burden.html>



- <https://www.newshub.co.nz/home/new-zealand/2020/04/coronavirus-victoria-university-of-wellington-students-furious-after-unethical-decision-to-charge-for-unoccupied-rooms.html>
- TVNZ:
  - <https://www.tvnz.co.nz/one-news/new-zealand/victoria-university-students-plan-rent-strike-after-being-charged-rooms-they-cant-stay-in>
- Radio NZ:
  - Nine to Noon live interview: <https://www.rnz.co.nz/national/programmes/ninetonoon/audio/2018742866/how-are-university-students-coping-in-lock-down>
  - <https://www.rnz.co.nz/news/national/414161/students-struggling-during-covid-19-lockdown-ringing-up-in-panic>
  - <https://www.rnz.co.nz/national/programmes/morningreport/audio/2018742523/coronavirus-students-plead-for-financial-help-through-lockdown>
- Radio One:
  - Interview for Breakfast show
  - Two interviews for Midday news
- Spinoff:
  - <https://thespinoff.co.nz/society/16-04-2020/why-increasing-student-debt-is-not-a-support-package/>
- Re: News
- Stuff:
  - <https://www.stuff.co.nz/national/education/121172147/coronavirus-all-you-need-to-know-about-how-universities-will-operate-at-covid19-alert-level-3>
- Otago Daily Times:
  - <https://www.odt.co.nz/star-news/star-national/hopes-govt-package-will-help-struggling-students>
- NZ Herald:
  - [https://www.nzherald.co.nz/nz/news/article.cfm?c\\_id=1&objectid=12322023](https://www.nzherald.co.nz/nz/news/article.cfm?c_id=1&objectid=12322023)
- Salient:
  - <https://www.salient.org.nz/news/students-angry-as-government-offers-support-on-loan-basis>
  - <https://www.salient.org.nz/news/students-missing-out-on-emergency-fund>
- Critic:
  - <https://www.critic.co.nz/news/article/8704/students-across-new-zealand-are-angry-about-the-te>
- Other:
  - <https://home.nzcity.co.nz/news/article.aspx?id=309148>

### **Political engagement:**

- Oral submission to the Social Services and Community Select Committee on the Residential Tenancies Act, alongside Sam Smith
- Weekly meetings with the Ministry of Education, Ministry of Social Development (alongside TMĀ and TP)
- Meetings with MBIE regarding rental issues during the lockdown
- Meeting with Jan Tinetti (Labour MP, member Education Select Committee)
- Multiple meetings with Chlöe Swarbrick
- Multiple phone conversations with Minister Hipkins office.
- Multiple phone meetings with Nikki Kaye (National Education Spokesperson)

### **Student Skill Share**

- Established the Student Skill Share – a FB platform for students to share skills with other students during the lockdown

### **Additional engagement:**

- Attended Tenancy Advocacy Network meeting
- Meeting with Chris Whelan, Universities NZ
- Meeting with Sam Huggard (NZIST Council Member, former NZUSA President) to discuss NZIST and NZUSA.
- Meeting with Scoop regarding overdue rent payments to NZUSA
- Establishing relationship with Grow HR (HR firm with specific focus on NGO) for member associations to use
- Panellist, Action Station Webinar on Universal Guaranteed/Basic Income
- Hosted a meeting with the Electoral Commission, TMĀ and TP
- Meeting with Alice Mander, Disability Students' Aotearoa
- Weekly meetings with TMĀ and TP
- Meeting with DVC Academic (Universities NZ) to discuss on-campus student engagement at different alert levels
- Meeting with TEC, TEU and TIASA to discuss health and safety issues within the tertiary sector

### **Recommendation**

- THAT the National Executive approve the NZUSA President Report

# Memorandum

To	NZUSA National Executive
From	Matthew Schep (National Vice President)
Date	24 April 2020
Subject	National Vice President Report

## Purpose

The purpose of this report is to provide an overview of my work as NZUSA Co-Vice-President between 14 March and 27 April 2020.

## COVID-19

Working on a national student response to the global pandemic has probably been the biggest part of everyone's last month, and this has been very true for me. I helped to design the initial plan and asks of government and institutes, have provided administrative support to Isabella and the 44 associations in meetings, have done a large amount of work in creating social media graphics and disseminating information, and have been a part of a number of other ongoing conversations with external stakeholders, notably the Ministry of Education, whom we have weekly meetings with. As this pandemic likely represents the biggest social and economic shift in society that we will see in our lifetimes, it is crucial that we move fast and stand firm for students, and I have been heartened and humbled by the work of everyone in this space.

## ITP Engagement

With the indefinite postponement of the ITP Summit and the rapid closure of campuses across Aotearoa, continuing to support ITP student reps and deliver some of the components of the summit as well as support them through COVID-19 has been one of my most important focuses. Between the start of Level 4 lockdown and Easter, we have had three weekly ITP Zoom Sessions, where we have reps from nine institutes check in over a group video call, and have had sessions on relevant topics as well as open discussions around issues they are facing. Sessions have included updates on RoVE from the establishment board, developing student voice within NZIST, how to support students and work with your institute while in lockdown, and supporting student employment with Student Job Search. In May, we are looking forward to a session on Thursdays in Black and a presentation from the ITO sector on how to support ITO students who will be coming into the NZIST fold in the next couple of years.

I have started online spaces for conversations and resources with ITP student reps: a Facebook group and a Google Drive folder. I have also ensured that I reach out to student voice support

staff at institutes that don't have student reps that engage with us, a further four institutes (although Open Polytechnic ignores my emails), and this has been really useful for some of them who feel like they are struggling during the pandemic.

### **Postgraduate Student Allowance**

Because of the focus on the pandemic response, and the uncertainty around the election, our plans for this campaign and others have been put on ice. Instead, we have been focusing our efforts on pushing for a universal student allowance as a part of the COVID-19 response. As the political climate is more ripe for this idea than previously, we are looking into investing in some research on the impacts and cost of a universal student allowance, to take forward as we look beyond the pandemic to the long-term economic recovery, and this includes postgraduate allowance in its scope.

### **Rainbow Student Representation**

At the last National Executive meeting, I gained permission from the executive to investigate a national structure for rainbow representation. I then met with rainbow reps from different campuses around Aotearoa and we put together some ideas and talked about projects that such a team might want to work on. I have started looking into funding for this committee and have drafted a terms of reference document for a National Rainbow Students' Committee, which I will speak to separately. The initial idea for us all to attend a Rainbow Youth hui has been put on hold during the pandemic, and we will revisit it later in the year. I aim to get this committee running by second semester, and to chair it until the end of the year, when we can fund and elect a chair/spokesperson.

I have also looked at how to get postgraduate student voice going at the national level, building off the team that we had engaged for postgraduate student allowance, and Isabella and I have discussed the need for better national representation for a range of interest and minority groups. This has led me to look at our governance structure and question if we can shape it better, which I will leave for the agenda item later today.

### **NZIST and National ITP Student Voice**

I have been working with Andrew and a few other ITP reps to develop a strategy for ITP student voice under NZIST. This would look like resourcing an internal representative structure under NZIST, as well as review independent student voice across the sector and invest in seed funding for this voice. This work has been supported by Sandra Grey from the TEU/NZIST establishment board. We have a meeting with the interim CE in a couple of weeks, and are pushing for one with the chair of the board, to get our asks on the table and work with them to improve student voice across NZIST. This work is going slower than I would like, as the higher ups in NZIST are very busy with the pandemic, but we have had good engagement with our ITP student reps on what they want to see out of this, and our working group includes two non-member associations and two members of TMA.

### **Campus Visits**

Immediately prior to the last National Executive meeting, Isabella and I toured UCol, MUSA, and Younited. We had the opportunity to meet with various student reps, listen to their goals and support them in those, and engage with some of the issues faced by each team. At UCol, we joined Izzy in a couple of meetings to support his work in rebuilding the student association there.

Sam, Isabella, and I have also had virtual campus tour visits with the MAWSA, M@D, and VUWSA teams, the former shortly prior to their decision to become members, and the second a time after their decision. Even though we missed out on being able to visit them on-site and see more tangibly their work, it was still valuable to be able to touch base and provide some national support to their work during this troubled time.

I am looking forward to upcoming virtual campus tours with our members and non-members in Auckland and Waikato in the coming weeks.

#### **Tenancy Rights:**

Isabella and I have been involved with regular meetings of the Tenants Advocate Network. This is a national working group that brings stakeholders in the sector together to strategise and share resources and ideas, and generally support each other. It has also allowed me to build relationships external to the meetings, which has helped when reaching out for advice on our messaging on tenants' rights.

#### **Contract Work:**

As a part of a contract that NZUSA has with Weltec and Whitireia, I provide up to ten hours a week of work supporting their student council. The previous person in this role did not use all ten hours, but I have been finding enough work to fill ten hours as they pay NZUSA \$50 and hour plus GST for this service. These ten hours are separate to my part-time hours as Vice-President.

Since the last National Executive meeting, the campuses at Weltec and Whitireia have closed indefinitely, but as students study from home, my work continues. I ran their student council election prior to Easter (with relatively high engagement for a pandemic), and this afternoon will be running training for the elected reps. I work quite closely with the two student support advocates there (now only one), and I have a strong relationship with the institute and my staff contacts that has allowed me to push for more visibility for Student Connection on official platforms such as the website and Moodle. My next big project is to develop a class reps policy for them and to support and train their new class reps.

#### **Recommendation**

- THAT the National Executive approve this NZUSA Vice President Report

# Memorandum

To	NZUSA National Executive
From	Sam Smith (National Vice President)
Date	24 April 2020
Subject	National Vice President Report

## Purpose

The purpose of this report is to provide an overview of the work of my work as an NZUSA Vice President since the last National Executive meeting in March.

As you are well aware, past weeks have not carried out in the way we intended them to. We at National Office have been nimble and responsive to dealing with the ever changing nature of COVID-19 since we last met. Major grassroots campaigns saw the birth of the Student Action Plan and the drive for greater student support going forward. Our weekly meetings with the Ministry of Education have provided strong channels for student hardships and concerns to be heard.

I have been working in the background on COVID-19 related matters while also continuing with the day-to-day administration and financial operations of the organisation. I organised the first FRAC committee and are meeting with the Policy Committee in the coming days. Both meeting have required a large amount of preparation.

It is exciting to welcome two new members to our whānau and it has been a pleasure working with both M@D and MAWSA to reach their respective decisions to join the national student movement.

Here is a brief overview of the key projects I have been working of this year:

### March (20<sup>th</sup>-31<sup>st</sup>)

- Meeting with NZISA to discuss international students and COVID-19
- Began weekly meetings with officials from the Ministry of Education to discuss COVID-19 related student hardship
- Collating responses from NZUSA's Student Hardship survey and producing weekly updates for the Ministry of Education, Studylink, Ministry of Social Development, NZQA and other government departments.
- Sorting out NZUSA's subscription to Need a Nerd (a system that we no longer needed) – this has been cancelled

- Contacted For Purpose who deliver our Nation Builder services about how we can best use this platform – had a clean out of old contacts to reduce the price of our subscription
- Adjusting to lockdown life
- Invoices, Bills and Payroll

### April (1<sup>st</sup>-24<sup>th</sup>)

- Continued with weekly meetings with Ministry of Education, Ministry of Social Development, StudyLink and NZQA
- Continued to produce weekly updates for these meetings based on the responses from NZUSA's Hardship Survey
- Presented to the IPT Leaders Zoom Summit on Student Voice with Andrew Lessells – we discussed the history of student voice in the sector, current work underway and what student voice should look like post-RoVE.
- Several phone calls with Xero to resolve an accounting matter
- Meeting with Scoop (with Isabella) to discuss remaining debt owed and options going forward
- Prepared financial statements, report and agenda for first FRAC meeting – liaised with FRAC Chair (Andrew Lessells) prior to meeting
- Attended FRAC and spoke to several matters – first meeting went great!
- Activated the Thursday and Black Website and sorted out TIB email for Jahla (TIB Representative)
- Liaising with Presidents regarding payment of membership levies
- Full-day VUWSA Virtual Campus Tour
- Prepared presentation and student voice training session with MAWSA
- Meeting with MAWSA President and Virtual Campus Visit with MAWSA
- Presented to the Social Services and Community Select Committee on the Residential Tenancies Amendment Bill
- Attended meeting with Massey @ Distance to welcome them to NZUSA
- Spend many hours collating NZUSA's scattered policies into one place and formatting all policies to be consistent and accessible ready for the Policy Committee to review them this year
- Invoices, Bills, Payroll
- Met with the Electoral Commission to discuss Election 2020 and our MOU going forward
- Prepared for the first Policy Committee Meeting
- Put together agenda for this National Executive Meeting

### Recommendation

- THAT the National Executive approve the NZUSA Vice President Report

# Memorandum

To	NZUSA National Executive
From	Sam Smith (NZUSA Vice President)
Date	24 April 2020
Subject	Financial Update

## Purpose

This update is simply to provide some context for NZUSA's financial documents. Please note that the finance sheets are all taken from the 31 March for accuracy.

### *Balance Sheet*

- The NZUSA Kiwibank account is our on-call account. You will notice there is a large amount of funds currently sitting there. This is due to the recent payment of levies which make up a large chunk of our income. Myself and the FRAC Chari will look at how best to allocate our funding.
- I will discuss the GST liability at our National Executive meeting.

### *Aged Receivables*

- Since the 31<sup>st</sup> of March, the membership levies from VUWSA and Unitec Student Council have been received. TiB VUW have paid their invoice.
- Outstanding levies are SAWIT, Younited, AUSA and AS@U.
- Scoop Media were a previous tenant of NZUSA when we were located in the old office. They have been paying of \$30,000 of overdue rent since 2018. Thus far, they have been following their payment plan. Isabella Lenihan-Ikin (National President) and I met with Scoop to discuss their remaining debt. Due to COVID-19, they are in financial hardship. National Executive needs to decide what we should do going forward.
- I also recommend that we write-off the debt owed by Marlon Drake and Puawai Hudson (for Thursday in Black tops purchased in 2019), and IPU (for one attendee from a Private Training Institution at NZUSA Conference Feb 2019). The total amount to write-off would be \$142.

### *Profit and Loss*

- Our Conferences and Training budget has been overspend this year to date. This is because President's Training which is traditionally held in December, was held in January. You will note that conference income is also over budget. The reason the Conference Income is higher than the Conference and Training expenses is because we charge non-members higher rates to attend NZUSA events and we had a high turnout of non-members at Conference.



# Balance Sheet

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## New Zealand Union of Students' Associations Inc. As at 31 March 2020

31 Mar 2020

### Assets

<b>Bank</b>	
32 Day Notice	50,450
90 Day Notice	101,595
BNZ Advanced Call Account	22,568
BNZ Non-Profit Org Account	13,422
Kiwibank NZUSA	105,855
Thursdays in Black	-
<b>Total Bank</b>	<b>293,890</b>
<b>Current Assets</b>	
Accounts Receivable	147,413
Accounts Receivable (Accountant Only)	(44,229)
TIB	275
<b>Total Current Assets</b>	<b>103,459</b>
<b>Fixed Assets</b>	
Office Equipment	10,645
Less Accumulated Depreciation on Office Equipment	(4,287)
<b>Total Fixed Assets</b>	<b>6,358</b>
<b>Total Assets</b>	<b>403,708</b>

### Liabilities

<b>Current Liabilities</b>	
Accounts Payable	51
BNZ Credit Card	202
GST	103,454
NZUSA Credit Card	1,125
Rounding	-
<b>Total Current Liabilities</b>	<b>104,832</b>
<b>Non-Current Liabilities</b>	
Loan	(1,495)
<b>Total Non-Current Liabilities</b>	<b>(1,495)</b>
<b>Total Liabilities</b>	<b>103,338</b>
<b>Net Assets</b>	<b>300,370</b>

### Equity

Capital Reserve Account	381,869
Current Year Earnings	159,566
Retained Earnings	(241,064)
<b>Total Equity</b>	<b>300,370</b>

# Aged Receivables

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## New Zealand Union of Students' Associations Inc. April 2020

	Current	March	February	January	Older	Total
<b>Receivables</b>						
AS@U	-	6,895	90	-	-	6,985
AUSA	-	52,325	-	-	-	52,325
ipu	-	-	-	-	92	92
Marlon Drake	-	-	-	-	20	20
MAWSA	2,300	-	-	-	-	2,300
Puawai Hudson	-	-	-	-	30	30
SAWIT	-	5,043	30	103	3,637	8,813
Scoop Media	-	-	-	-	8,000	8,000
Te Mana Akonga	-	-	60	103	138	301
VUWSA	-	90	-	-	-	90
Younited	-	4,457	30	103	644	5,234
<b>Total Receivables</b>	<b>2,300</b>	<b>68,811</b>	<b>210</b>	<b>309</b>	<b>12,561</b>	<b>84,191</b>
	2.7%	81.7%	0.2%	0.4%	14.9%	

# Profit and Loss

## New Zealand Union of Students' Associations Inc. For the month ended 31 March 2020

	Actual	Budget	Var NZD	Var %	YTD Actual	YTD Budget	Var NZD	Var %
<b>Income</b>								
Committee Revenue	971	500	471▲	94.2%▲	2,914	750	2,164▲	288.5%▲
Conference Income	-	-	-	0.0%	4,273	2,100	2,173▲	103.5%▲
Interest Income	-	300	(300)▼	-100.0%▼	18	900	(882)▼	-98.0%▼
Member Levies	190,116	178,640	11,476▲	6.4%▲	190,116	178,640	11,476▲	6.4%▲
Other Revenue	-	750	(750)▼	-100.0%▼	130	2,250	(2,120)▼	-94.2%▼
TIB Income	-	80	(80)▼	-100.0%▼	113	160	(47)▼	-29.3%▼
<b>Total Income</b>	<b>191,087</b>	<b>180,270</b>	<b>10,817</b>	<b>6.0%</b>	<b>197,564</b>	<b>184,800</b>	<b>12,764</b>	<b>6.9%</b>
<b>Gross Profit</b>	<b>191,087</b>	<b>180,270</b>	<b>10,817</b>	<b>6.0%</b>	<b>197,564</b>	<b>184,800</b>	<b>12,764</b>	<b>7.0%</b>
<b>Less Operating Expenses</b>								
Audit Fees	-	20	(20)▼	-100.0%▼	35	90	(55)▼	-61.4%▼
Bank Fees	18	30	(12)▼	-38.4%▼	76	90	(14)▼	-15.6%▼
Campaigns	-	1,667	(1,667)▼	-100.0%▼	995	5,001	(4,006)▼	-80.1%▼
Communication - Cellphones	-	120	(120)▼	-100.0%▼	-	360	(360)▼	-100.0%▼
Conferences and Training	(44)	-	(44)▼	0.0%	5,428	2,100	3,328▲	158.5%▲
General Expenses	-	100	(100)▼	-100.0%▼	-	300	(300)▼	-100.0%▼
Insurance	-	-	-	0.0%	-	2,000	(2,000)▼	-100.0%▼
Interest Expense	-	105	(105)▼	-100.0%▼	-	315	(315)▼	-100.0%▼
Light, Power, Heating	32	165	(133)▼	-80.3%▼	32	495	(463)▼	-93.4%▼
National Executive Meetings	-	-	-	0.0%	68	150	(82)▼	-54.8%▼

# Profit and Loss

	Actual	Budget	Var NZD	Var %	YTD Actual	YTD Budget	Var NZD	Var %
Office Expenses	-	100	(100)▼	-100.0%▼	44	400	(356)▼	-89.0%▼
Professional Services	126	180	(54)▼	-30.0%▼	126	540	(414)▼	-76.7%▼
Rent	1,176	1,176	-▲	0.0%▲	3,529	3,528	1▲	0.0%▲
Salaries	9,088	9,017	71▲	0.8%▲	23,971	27,051	(3,080)▼	-11.4%▼
Shipping	-	5	(5)▼	-100.0%▼	-	10	(10)▼	-100.0%▼
Subscriptions	429	300	129▲	42.9%▲	1,162	900	262▲	29.1%▲
Te Mana Akonga	-	6,522	(6,522)▼	-100.0%▼	-	6,522	(6,522)▼	-100.0%▼
Travel	1,133	1,000	133▲	13.3%▲	2,471	1,800	671▲	37.3%▲
Website	-	-	-	0.0%	61	-	61▲	0.0%
<b>Total Operating Expenses</b>	<b>11,959</b>	<b>20,507</b>	<b>(8,548)</b>	<b>-41.7%</b>	<b>37,998</b>	<b>51,652</b>	<b>(13,654)</b>	<b>-26.4%</b>
<b>Net Profit</b>	<b>179,129</b>	<b>159,763</b>	<b>19,366</b>	<b>12.0%</b>	<b>159,566</b>	<b>133,148</b>	<b>26,418</b>	<b>20.0%</b>



## NZUSA Risk Register [as at MARCH 2020]

No.	Risk (If...) and Consequences (Then...)	Gross Risk			Mitigating Actions	Net Risk		
		L	I	L x I		L	I	L x I
1 (F, R)	<b>IF</b> a member association withdraws from NZUSA, <b>THEN</b> it impacts our mandate as the national representative body of tertiary students <b>and</b> reduces our income received from levies.	2	3	6	Regularly communicate with member Presidents and Executives, through social media, campus tours and updates. Focus on building up membership in 2020. Continue looking at potential revenue streams.	1	3	3
2 (C, R)	<b>IF</b> NZUSA has a low public profile <b>THEN</b> we will struggle to get student issues on the agenda of government and the media <b>and</b> there will be limited public and student support for the issues we campaign and lobby on.	2	2	4	Increase social and formal media engagement and work with members to help push our messages collectively. Use a variety of ways to gather support for campaigns (petitions, open letters etc.)	1	2	2
3 (C, R)	<b>IF</b> NZUSA is branded as partisan or appears to favour a particular political party <b>THEN</b> this could affect our reputation amongst politicians, students' associations and students.	1	3	3	Ensure that keep messages and communications are policy not party orientated. Engage with and maintain relationships with political parties from the government and the opposition.	1	2	2
4 (C, R)	<b>IF</b> there is a breakdown in our relationship with government departments and agencies <b>THEN</b> we will lose our reputation as a trusted partner <b>and</b> may have limited involvement in future policy work with government departments and agencies.	2	3	6	Continue to maintain relationships with government departments by meeting regularly and involving them in NZUSA activities where possible. Look to developing more formal and strategic partnerships with government departments (MOUs, contracts etc.).	1	3	3
5 (C, R)	<b>IF</b> no candidates run for the NZUSA National Office elections for 2021 <b>THEN</b> the organisation would not be able to operate or have any public presence.	2	4	8	Prepare a continuity plan that involves the incoming National Executive to take on the key responsibilities of National Office until a by-election can be held. Build greater national leadership among member presidents' and actively consider successors for National Office.	2	3	6

6 (R)	IF the Thursday's in Black Campaign is not performing to the standards set out in the five-year-plan THEN members may lose faith in NZUSAs capability to run campaigns.	2	2	4	Ensure that the Thursday's in Black Representative is supported by National Office and that regular meetings are held to ensure the campaign is working toward its goals set out in the five-year-plan.	1	2	2
7 (F, C)	IF members associations are financial impacted by the economic effects of COVID-19 THEN members may not be able to afford their full membership levy and NZUSA will have less income and will have to reduce its capacity.	3	4	12	Support member association and provide strategic advice in the lead up to their SLA negotiations to ensure students' association are not made to bear the brunt of the provider's financial losses. Use reserve funding where necessary to cover the levy shortfall.	3	3	9
8 (C, R)	IF the government prioritise public money on COVID-19 related matters in the lead up to and after the election THEN NZUSA will not be able to run the election campaign it had planned and it will be difficult to continue the lobbying work from the past two years and our reputation as a strong lobbying voice for students will be impacted.	3	4	12	NZUSA will shift its priorities and adapt the nature of what we will be pushing for and how we will campaign this year. The primary focus will be pushing for policy changes needed to address COVID-19-related student hardships such as financial hardship, mental health and academic stress (as outlined in the Student Action Plan). NZUSA will continue to be a critical voice but our projects for 2020 will adapt.	3	2	6
9	IF NZUSA does not use the Reform of Vocational Education (RoVE) to grow student voice in the ITP sector THEN NZUSA could lose ITP members and its legitimacy as the voice for all learners could be lost.	3	4	12	NZUSA will remain actively involved in the Reform of Vocational Education and will lobby and work with the Ministry of Education to implement the Tertiary Student Voice reforms. NZUSA will also work with non-members from the ITP sector to grow student voices in the sector and the prove our legitimacy.	2	2	4

Key	Impact →	Minor	Moderate	Serious	Very serious
Likelihood (Next 12 Months) ↓		1	2	3	4
Very High	4	Amber	Amber	Red	Red
High	3	Green	Amber	Red	Red
Medium	2	Green	Green	Amber	Red
Low	1	Green	Green	Green	Amber

C = Capability   R = Reputational   F = Financial

# Memorandum

To	NZUSA National Executive
From	Sam Smith
Date	25 April 2020
Subject	Scoop Media (CONFIDENTIAL)

## Purpose

Scoop Media Ltd. were former tenants of NZUSA when we were housed in Lambton Quay, Wellington. When the old office was sold in 2018, it transpired that Scoop Media owed NZUSA money for rent and power from past years. A settlement was reached with Scoop to pay \$30,000 of debt off over the following two years. To date, Scoop have paid back \$22,000.

Last month, Scoop reached out to NZUSA with news that COVID-19 had hit their business hard (along with most media organisations), and that they would be unable to repay the remaining \$8,000 debt by the final due date (31<sup>st</sup> March 2020). Isabella and I met with the Business Manager of Scoop to discuss the situation.

Scoop gain their income through businesses subscribing to their services. As a result of COVID-19 related financial hardship, Scoop have seen many of their customers withdraw their subscription resulting in a significant decrease of Scoop revenue. They are receiving the wage subsidy to pay their employees, but they are struggling to pay other costs (including the debt owed to NZUSA).

They have proposed to NZUSA a package (attached below) that we could choose to take in return for writing-off their debt. We said that we would take this back to our National Executive to decide what to do going forward.

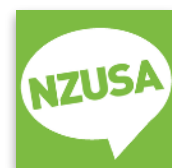
## Action Point

- To decide whether to write-off \$8,000 owed to NZUSA by Scoop Media in return for their 'Proposal Package', or to leave the debt as is and renegotiate a payment plan.

# 2020 Proposal Package

14 April 2020

**NZUSA & Scoop**





## **NZUSA & Scoop**

In the late 90's Scoop pioneered a 'new' news format in NZ publishing press releases from parliament, since then it has grown to encompass all sectors as well as an increasing amount of original journalism. Scoop now has well over 900,000 published stories with a monthly audience that has grown to 500,000 readers across a range of sectors including government.

NZUSA advocates for the common and collective concerns of students. NZUSA believes that tertiary education should be a right and not a privilege, and therefore, advocates for equal access and opportunity for all. NZUSA lobbies the Government, provides information to the general public and liaises with the media on student issues.

NZUSA has been a long time user of Scoop (prior to and during Scoop's tenancy on Lambton Quay beside NZUSA) and is a valued user of Scoop's news intelligence services, publishing services and more recently Scoop's InfoPages.

Scoop has brought its professional services together under the banner of ScoopPro and also offers advertising services, especially useful for events and campaigns which can add value to NZUSA's mission.

This proposal outlines the concept discussed with Isabella and Sam for NZUSA to use Scoop's services towards the next election and beyond.

## **Scoop Foundation for Public Interest Journalism**

Scoop is owned by The Scoop Foundation for Public Interest Journalism which is a charitable trust board established for the purposes of "supporting the publication of trustworthy, relevant, public interest information, freely accessible to all New Zealanders, so that they can participate in democratic processes."

The Scoop Foundation for Public Interest Journalism was incorporated as a Trust on the 8th of September 2015.

## NZUSA 2020 Package Details: ScoopPro Premium + Campaign Promotion + Added Value

### ScoopPro Premium

- As described on Page 7 - ScoopPro Organisation Licence, InfoPages Gold subscription, Priority News Submissions, Broadcast Newsletters, Newsagent accounts.
- Newsagent accounts are currently set up as:
  - 1x Customised News intelligence feed - 60 Keyword searches with real time news reports
  - 1x Customised Daily Summary - 30 Keywords searches delivered as a daily summary
- **Annual ratecard: \$2,770+gst**
- **Discounted Rate: \$1,385+gst**

### Campaign Promotion

- **Featured Logo - Scoop Politics Section**
  - Your Logo is displayed on every page in the Politics section of Scoop and links to your InfoPages news channel from May-December 2020.
  - This promotes NZUSA along side relevant content on Scoop and provides navigation to your InfoPages custom Scoop home page.
  - **Discounted Rate: \$500+gst**
- **Scoop Advertising**
  - **OPTION ONE (One Campaign)**
    - Placement: Scoop Premium ROS / 6 Month Duration
    - Creative: Mixed (300x250 / 970x160 / 760x120)
    - Impressions: 600,000 NZ only
    - **Ratecard: \$15,000+gst**
    - **Discounted Rate: \$7,500+gst**
  - **OPTION TWO (Four Campaigns)**
    - Placement: Scoop Premium ROS / 4 x 1 Month Duration
    - Creative: Mixed (300x250 / 970x160 / 760x120)
    - Impressions: 4x150,000 NZ only
    - **Ratecard: \$15,000+gst**
    - **Discounted Rate: \$7,500+gst**

### Added Value

- All local Students' Associations will be eligible for a free\* ScoopPro Essential package (as described on page 6) also with their own InfoPage - upgraded to include their logo on their Scoop story pages, and up to 4 links on their profile.

### 2020 Discounted Package Fee: \$8,000+gst

- **Start Date: 1 April 2020**
- **ScoopPro Premium: Subscription Period 12 months**
- **Campaign Promotion: 12 Months (i.e. flexible placements)**
- **Added Value: Ongoing\***

\*Local Students' Associations ScoopPro Essential service will be free for as long as NZUSA maintains an annual ScoopPro Premium subscription.



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*A unique ScoopPro InfoPage allows your organisation to publish branded, backlinked press releases and collate your relevant news in one place for your readers.*

*Your content will be more searchable and easier for our 500,000 monthly readers to find your website.*



**Stay on top of your industry with media insights & intelligence.**

*Access hundreds of thousands of press releases, editorial content and our indexed news media archive from New Zealand and around the world.*

*Subscribe to customised insights and news intelligence feeds for key sectors, regions or even individually tailored to your business needs.*



**Support independent journalism and open publishing.**

*Scoop has been a champion for free and open press in New Zealand for over 18 years.*

*When you purchase a ScoopPro license you'll be helping support independent journalism and ensuring the survival of this open publishing model giving a voice to a range of organisations.*

# ScoopPro Essential



## Licensed for professional use

- Ability to access Scoop's extensive 800,000+ story archive and 1000 weekly news items
- All staff are legally authorised to use Scoop and make use of all Scoop Content for professional purposes from all of internet connected devices with no special passwords or logins required
- A reliable and authoritative information source with 'human curation' which ensures complete clarity and transparency - and there is no 'spin factor'

## News Submissions

- ScoopPro users will receive priority consideration for publishing



## Broadcast email service

- All staff have access to subscribe for regular coverage updates on each of the 16 regions of NZ and a range of sector specific news



## InfoPages

- Scoop InfoPage which collates all your news content in one place with a bio, logo and homepage link

## Multimedia features

- Links and images permitted on all news items submitted to Scoop

	ScoopPro Essential	
Organisation Size (FTE)	Mothly	Annually
<b>Individual</b>	\$25.00	\$250.00
<b>2-19</b>	\$40.00	\$420.00
<b>20-49</b>	\$75.00	\$840.00
<b>50-249</b>	\$120.00	\$1,260.00
<b>250-1500</b>	\$210.00	\$1,956.00
<b>1501-4000</b>	\$325.00	\$2,940.00
<b>4000+</b>		POA

# ScoopPro Premium



## Licensed for professional use

- Ability to access Scoop's extensive 800,000+ story archive and 1000 weekly news items
- All staff are legally authorised to use Scoop and make use of all Scoop Content for professional purposes from all of internet connected devices with no special passwords or logins required
- A reliable and authoritative information source with 'human curation' which ensures complete clarity and transparency - and there is no 'spin factor'

## News Submissions

- ScoopPro users will receive priority consideration for publishing



## Custom News Intelligence feed

- (Up to 3 Accounts) 30 Keyword searches and all editor curated topics with real-time email alerts

## Broadcast email service

- All staff have access to subscribe for regular coverage updates on each of the 16 regions of NZ and a range of sector specific news.



## InfoPages

- Scoop InfoPage which collates all your news content in one place with a bio, logo and homepage link

## Custom Branding

- Your branding on all your published news items

## Contact Backlinks

- Up to 8x Custom contact links on your profile

## Full Profile

- Full organisational profile and contact links at base of all your news items on Scoop

## Multimedia features

- Links and images permitted on all news items submitted to Scoop

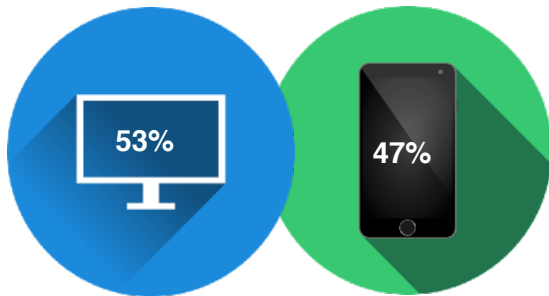
	ScoopPro Premium	
Organisation Size (FTE)	Monthly	Annually
Individual	n/a	n/a
2-19	\$275.00	\$2,770.00
20-49	\$310.00	\$3,190.00
50-249	\$355.00	\$3,610.00
250-1500	\$445.00	\$4,306.00
1501-4000	\$560.00	\$5,290.00
4000+		POA



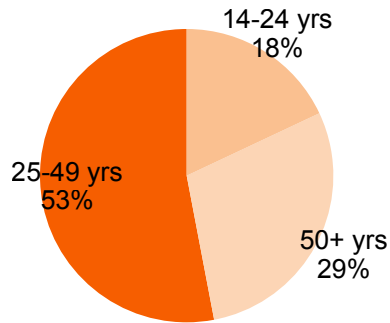
# Campaign Promotion

# Scoop Audience Research

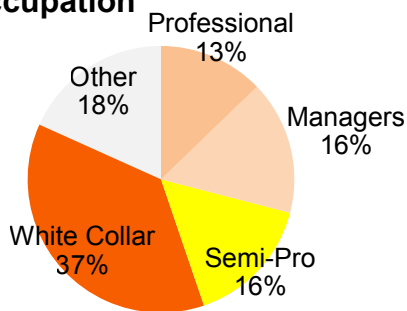
## Devices



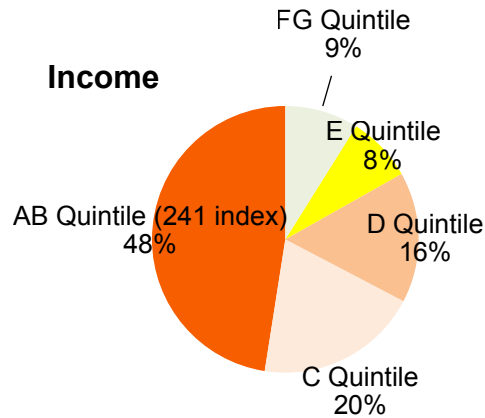
## Age



## Occupation



## Income

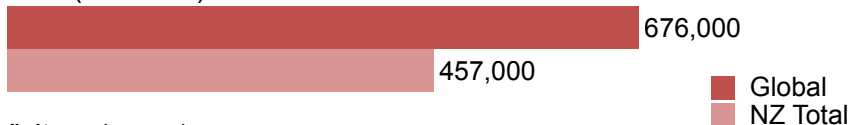


## Education



## Monthly Readership

### Visits (sessions)



### Visitors (users)



### Pages (impressions)





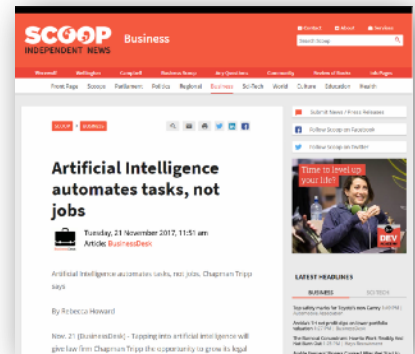
# Scoop Advertising

Scoop offers a range of premium display advertising options. Our research shows Scoop’s readership includes decision makers in NZ civil society, business leaders, government, media and communications.

Scoop has a range of options to help advertisers connect with Scoop’s readers and the wider Scoop Network of news and current affairs websites.

Campaigns are served and monitored via DFP small business ad serving technology. Standard ROS rates are listed below, further customisation and targeting options are available.

Contact Scoop to arrange a proposal for your organisation’s needs.



*Premium Rectangle Example 300x250*

Placement	Ad Unit	Rate
Scoop Run-of-Site	Big Banner - 760x120	\$30 cpm
	Super Rectangle - 460x400	\$30 cpm
	Premium Rectangle - 300x250 or 300x600	\$25 cpm
	Rectangle - 300x250	\$20 cpm
Scoop Mobile	Premium Rectangle - 300x250	\$40 cpm
	Rectangle - 300x250	\$35 cpm

- Rates GST exclusive.
- All campaigns are served to an NZ audience unless otherwise booked.
- Volume discounts apply – POA

**ScoopPro Team**

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**Making the  
news work  
for you.**

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