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Keynote Speaker - 2011
Ngā Whetu Hei Whai
Conference
Chief Clarence Louie,
Osooyoos Tribe, Canada

“I like making money so I
can make jobs for my
people.”

 NGĀ WHETU
HEI WHAI

Keynote Speaker - 2012
Ngā Whetu Hei Whai
Conference
Chief Sophie Pierre,
Ktunaxa Tribe, Canada

“Im looking for what we
call the Third Alternative.”



 NGĀ WHETU
HEI WHAI

Keynote Speaker - 2013
Ngā Whetu Hei Whai
Conference
David Springgate, Nana
Incorporation, Alaska

“Employing our own and
employing other
indigenous people is one
of our KPI’s.”



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NANA Mission

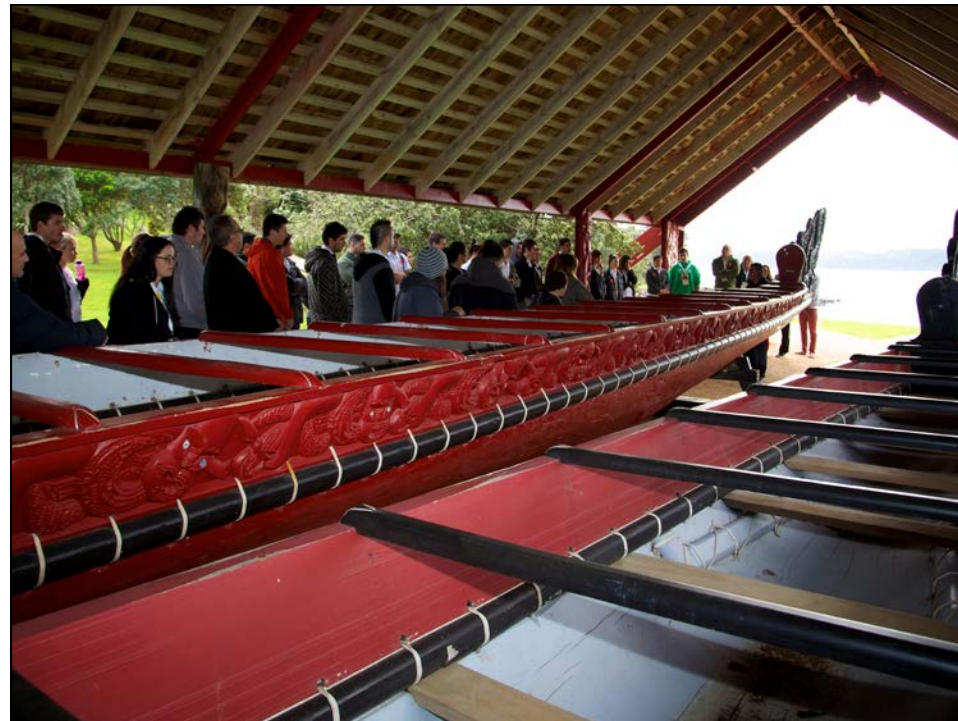
- **To create jobs** for our people and indigenous people in the markets that we serve.
- **To produce profits**, so that our Board can balance our priorities:
 - Social and Cultural programs
 - Healthcare programs
 - Training and higher education programs
 - Elders care programs
 - Cash dividends to our shareholders
 - Create increased opportunities for our shareholder and generations to follow
 - Investment into new business ventures – over \$400 million in past 2 years

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- Who is the Māori economy for?
- How will we know when we are successful?
- What is the Vision, Mission, and Values?
- How will we know we are heading in the right direction?



• The gap between New Zealand's rich and poor has widened more than in any other developed country during the past 20 years – 2011 OECD Report, “Divided We Stand”

• Income from the richest 10 per cent of kiwis is now more than 10 times that of the poorest 10 per cent.


• This is up from a ratio of around six-to-one in the 1980s and higher than the average income gap in developed nations of nine-to-one.



Between 2000 and 2010, 75% of employment growth required a bachelor degree.

By 2017, it is predicted that 56% more jobs will require degree level skills and 12% less jobs will require no qualifications.

It is predicted that within 20 years, 75% of all jobs in the world will require a bachelor degree as a minimum qualification.



• Māori unemployment continues to track at 2.5-3 times the Pākehā rate for the last 20 years.

• In 2011, 9% of Māori held a bachelor qualification or higher compared to 22% of Pākehā – a 46,000 Māori gap.

• In 2013, Māori earned on average 80% of what Pākehā earned.

• In 2006, average Māori net worth was \$65,800 versus \$178,400 for Pākehā.



20 YEARS SINCE “ONCE WERE WARRIORS”




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Do we follow the:

- Capitalist Star?
- Business as Usual Star?
- Environmental Star?
- Asian Star?
- A new Māori Business Model Star?

TE PŪTEA  WHAKATUPU



Which KPIs do we follow:

- ROI?
- Iwi National Product?
- Industry Market Share?
- HMMITB?
- NJFIPI?
- Average income per whānau/hapu/iwi member? Unemployment rate?

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Other cultures have their own business models:

- Zaibatsu and Keiretsu
- Muslim business values
- Chinese Family business models



Clear Strategy Required for:

- Iwi, hapu, whanau, trusts and incorporations
- Key industries – forestry, meat, dairy
- Confirms core values
- Includes KPI's.
- Māori Business Models.

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CHARTING PATHWAYS FOR MĀORI INDUSTRY FUTURES 2014

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