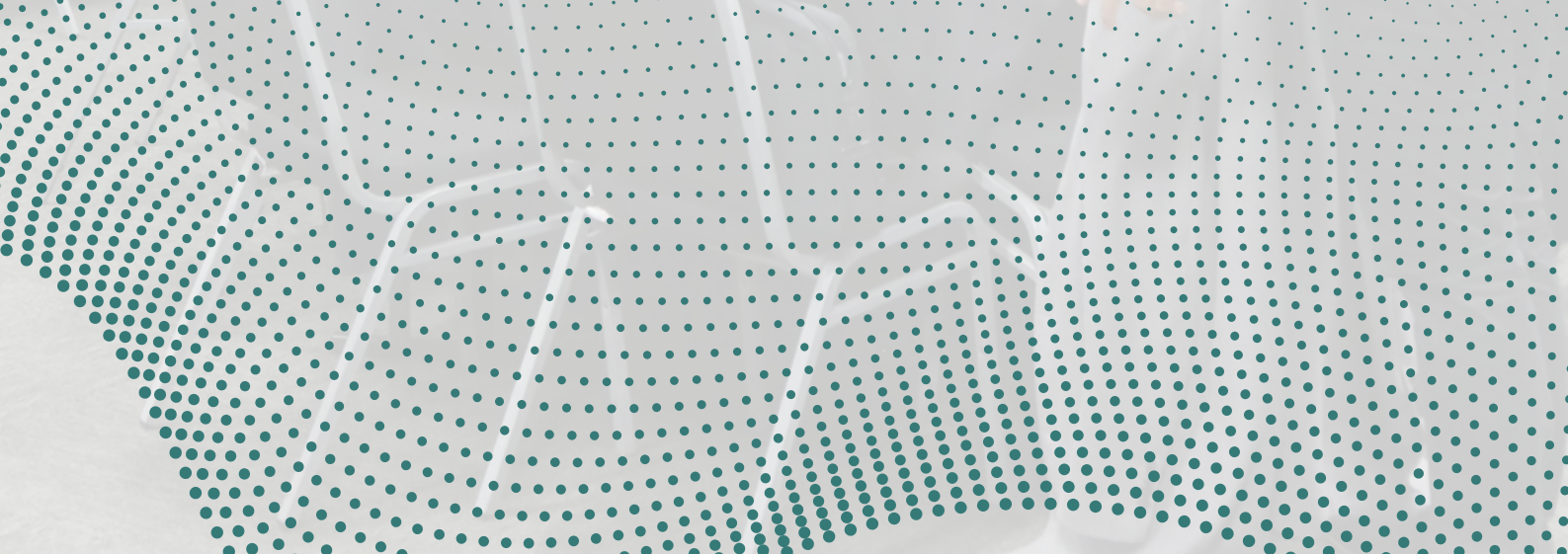


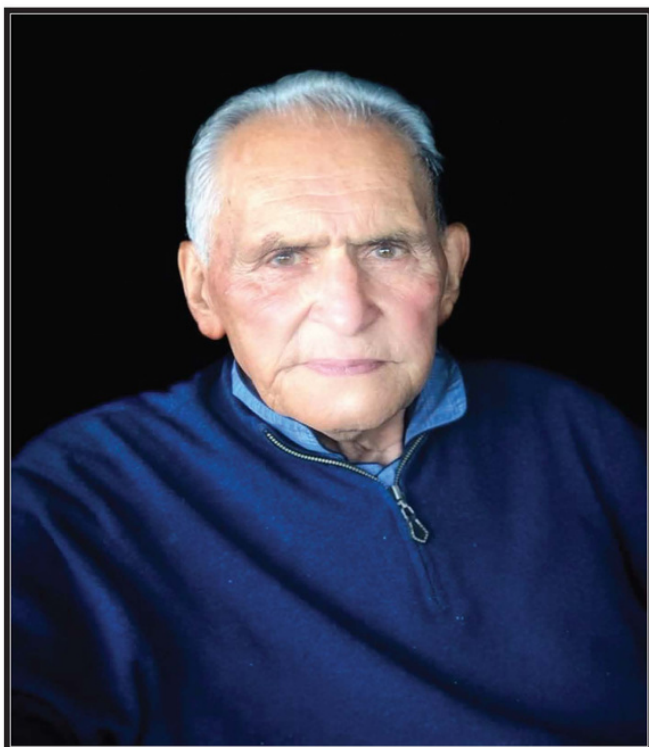
# Inaugural Māori Business symposium

6th - 7th Hōngongoi 2023





# *The Tangihanga of* TANIWHA DR IHAKARA PORUTU PUKETAPU



Tau ana ngā toroa o Te Whanganui-ā-Tara  
Ketekete ana ngā kākā o Waiwhetū  
Kūkū ana ngā kererū o Whenuangaro  
Pōpō ana ngā ruru o Wainuiomata  
Haumūmū ana te kōhanga whakaniwhaniwha o Taniwha  
Tākuta Ihakara Pōrutu Puketapu

Ko Te Ātiawa nō runga i te rangi te toki tē  
tangatanga i te rā, kua tangatanga i te pō e

Ka tanuku e! Ka tanuku e!  
Ka tanuku te tihi o Pukeatua, ka tanuku āhāhā!

E kapo Puanga, e kapo Matariki, e kapo  
Takurua mō taku raukura kua riro e

Te Urunga mai o te rā 26 o Pepuere 1934 - Te Toene 07  
o Pepuere 2023

It is with sadness that we inform you of the passing of  
Taniwha. Dr. Ihakara Porutu Puketapu, known to many  
as Kara.

Please see below the Tangihanga timings to be held at Waiwhetū Marae, Lower Hutt. Kara's final resting place will be the whānau urupa, at his Taumairangi homestead, 348 Moores Valley Road, Wainuiomata. If you are unwell, please stay home and send your heartfelt condolences and love from there.

## 8-07-2023

1:00PM Pōwhiri  
3:00PM Pōwhiri  
5:00PM Pōwhiri  
7:00PM Karakia

## 09-07-2023

10:00AM Pōwhiri  
12:00AM Pōwhiri  
2:00PM Pōwhiri  
4:00PM Pōwhiri  
7:00PM Karakia

## 10-07-2023

9:00AM Pōwhiri  
11:00AM Pōwhiri  
1:00PM Pōwhiri  
3:00PM Pōwhiri  
5:00PM Pōwhiri  
7:00PM Karakia and  
Poroporoaki

## 11-07-2023

9:00AM Te Rā Nehu  
12:00PM Burial (Taumairangi)  
3:30PM Hākari (Waiwhetū Marae)



# RĀPARE 6TH MARAMAWHITU - THURSDAY 6TH JULY

## TE ŪPOKO O TE IKA WELCOME

**Hon. Minister Jackson**

Minister Jackson welcomed everyone and emphasized the importance of collaboration among Māori businesses.

The government has various initiatives to achieve broader economic achievements for Māori.

Business success goes beyond financial gains; it is about understanding and embracing Māori culture.

There has been an increase in government contracts awarded to Māori businesses.

Building Māori resilience is a priority for TPK. The importance of recognizing and supporting deals that benefit Māori.

The Kaupapa of the event aligns with Te Reo Māori revitalization and showcases inspiring achievements.

## MAYORAL WELCOME

**Her Worship the Mayor of Wellington,  
Tory Whanau**

Welcoming remarks and acknowledgments were made by the Tory Whanau.

Encouragement provided to support and uplift each other in the Māori economy.

The Wellington City Council plays a supporting role in facilitating collaboration and business opportunities.

Acknowledgment of suppliers of kai from Māori businesses throughout the day.

## TE MATARAU A MĀUI, MĀORI REGIONAL STRATEGY

**Daphne Luke, Chairperson**

Daphne Luke shared her personal experiences and the journey of Te Matarau a Maui.

The strategy focuses on employment and procurement within the Māori community.

The Matariki series of events and the MOU between Greater Wellington and Te Matarau a Maui were discussed.

The purpose of the strategy is to advance the prosperity of Māori across Wellington.

Key opportunity areas include strong Māori communities, circular economies, and supporting marae.

Emphasis on investing in education, training, and developing relationships with Iwi and Māori collectives.

Key initiatives include Tipu Pakihi, Manawa Rangatahi, and Te Kotahitanga o te Upoko.



# TIPU PAKIHI

# RĀPARE 6TH MARAMAWHITU - THURSDAY 6TH JULY

## CONNECT, BUILD AND GROW

### *Dr Kath Irwin facilitates a panel of four Māori business networks*

Introduction to Dr Kath Irwin and the panel of four Māori business networks.

Emphasis on the importance of connections and collaborations among the networks.

Discussion on fostering connections through networking events, mentorship, and creating safe spaces for collaboration.

Examples of successful collaborations with Pacifica networks, chambers of commerce, iwi, councils, and MWDI.

Focus on supporting Māori entrepreneurship, providing free courses and mentoring.

Recognition of the opportunity to build new collaborations and relationships at the event.

## MĀORI WOMEN IN TECH

### *Naomi Manu, Auraki Group Ltd*

Highlighting the growth and potential of the tech industry for Māori.

Discussion on the underrepresentation of Māori women in tech and the potential opportunity cost.

Importance of supporting children in their chosen career paths, fostering innovation and creativity.

Need to provide exposure to Māori businesses utilizing tech and showcasing tech careers.



Emphasis on STEM education, preparing Rangatahi for future job requirements.

Reimagining access to education, training, and development, leveraging data as a valuable asset.

Introduction to programs like the Poipoia Māori data apprenticeship program.

Call for solutions to address workforce shortages and engage Rangatahi in tech careers.

Overall, the session focused on building connections, fostering collaborations, and supporting Māori businesses and entrepreneurs.

Naomi highlighted the potential of the tech industry, the importance of representation, and the need to prepare and support the future generation in pursuing their chosen career paths.



# RĀPARE 6TH MARAMAWHITU - THURSDAY 6TH JULY

## **RANGATAHI LEADERSHIP**

***Hone McGregor, Whakatū Incorporation***

Acknowledgment of influential leaders and ancestors.

Influence of people, place, whānau, and intergenerational aspirations.

Emphasis on values, vision, mission, mentors, and reciprocity in driving success.

Importance of Māori business values, connections to whānau, and being intergenerational.

Te Pae Tawhiti as a values-based succession planning framework.

Focus on supporting Rangatahi through scholarships, grants, and career development programs.

Highlighting the unique qualities Māori bring to business and the importance of being good ancestors.

Reflection on values, achievements, and long-term planning guided by values.

## **MANAWA RANGATAHI**

***Jared Tuoro, Mana Mind and Aimee Porteners, Te Matarau a Māui***

Recognition of cultural renaissance and the influence of whakatupuranga rua mano.

Focus on supporting Rangatahi, providing cultural connections, and positive influencers.

Addressing negative thoughts and building resilience.

Role of business owners in creating safe spaces and intentional cultures for Rangatahi.

Overview of Manawa Rangatahi 2023 symposium and the importance of Māori culture.

Workshop discussions on supporting and empowering Rangatahi, collaboration, and creating opportunities for learning and growth.

The sessions highlighted the significance of leadership, intergenerational planning, and cultural connections in supporting Rangatahi.

They emphasized the role of positive influencers, values, and intentional cultures in promoting resilience and success.

Collaboration and providing opportunities for Rangatahi to be seen, heard, and empowered were key themes throughout the discussions.



# RĀPARE 6TH MARAMAWHITU - THURSDAY 6TH JULY

## **PROGRESSIVE PROCUREMENT - WHY IS WESTPAC INVOLVED AND WHAT DOES THAT MEAN FOR YOU**

***Fonteyn Moses Te Kani, Westpac***

Emphasis on taking lessons from the past to advance the future.

Highlighting the importance of innovation, courage, and utilizing procurement systems to share wealth with whānau and communities.

The role of creating opportunities through different career roles and shifting from seasonal work.

Promoting progressive procurement as a way to support whānau and progress through the supply chain.

Encouragement to change the mindset of those in power to support a circular economy and fair supply.

Examples of successful progressive procurement initiatives and the importance of backing innovative ideas.

Focus on strengthening the Māori economy and collaborating with other communities.

## **MY MAORI MENTOR**

***Moahuia Goza***

Importance of leadership in sports systems and navigating complex environments.

Recognition of the power of mentoring in

building resilience, making connections, and challenging assumptions.

Structuring mentorship into strategic plans and making it a part of business-as-usual. Opportunities to strengthen Māori use of mentoring and designing exemplary Māori business mentorship programs.

Characteristics of effective mentors and the importance of investment and support for mentorship.

Recognition of the difference between mentors and coaches and the need for spaces for both.

## **DAY ONE WRAP UP**

***Trevor Moeke***

Acknowledgments and gratitude toward AV support and participants.

Emphasis on being voyagers and having momentum and potential.

Closing remarks and anticipation for the next day's agenda.

The sessions highlighted the importance of progressive procurement in sharing wealth with communities, supporting different career roles, and fostering a circular economy.

Mentorship was also emphasized as a valuable tool for building resilience, making connections, and achieving business goals.

The wrap-up remarks focused on the collective journey and the potential for growth and progress as a community.



# RĀMERE 7TH MARAMAWHITU - FRIDAY 7TH JULY

## TE KOTAHITANGA O TE ŪPOKO O TE IKA - A REGIONAL MĀORI ECOSYSTEM

**Dr. Jesse Pirini, Te Matarau a Māui**

Importance of the intersection between Mātauranga Māori and modern analytic tools.

Viewing data as a way to observe and understand things that are important to us.

Recognizing the benefits of good data in telling our own narratives, asking meaningful questions, making strategic decisions, and monitoring and evaluating outcomes.

Discussing the negative aspects of data, including the historical misuse and control of Māori data.

Emphasizing the need for Māori to control their own data to control their narratives and counter false news narratives.

Exploring the challenges and opportunities of using data to support Māori businesses, including the demonstration of a Māori business database tool.

Highlighting the importance of balancing demand, supply, and capital in business decision-making.

Encouraging businesses to keep track of and analyze relevant data to understand market needs and make informed decisions.



## KAITIAKITANGA, RANGATIRATANGA ME TE TAIAO O NGĀTI RAUKAWA

**Pataka Moore, Te Wānanga o Raukawa**

Discussing the environmental management role and the impact of colonization on the landscape and waterscape.

Highlighting the loss of indigenous biodiversity, wetlands, and rivers due to land development practices.

Examining the relationship between language and culture loss and the loss of land.

Sharing efforts to capture environmental values and oral history to inform environmental management.

Discussing the challenges faced by tuna (eels) and the importance of preserving their habitats and migration routes.

Reconciling kawanatanga (governance) with rangatiratanga (sovereignty), kaitiakitanga (guardianship), and manaakitanga (hospitality).

# TIPU PAKIHI

# RĀMERE 7TH MARAMAWHITU - FRIDAY 7TH JULY

Emphasizing the responsibility of all individuals, businesses, and governments to engage with and care for the environment.

Sharing examples of successful river restoration efforts, highlighting the possibility of restoring degraded waterways.

Acknowledging the deep connection between people, land, and water (Taiao) and the need to care for and restore the environment.

The sessions explored the intersection between Māori knowledge and data analytics, emphasizing the importance of Māori control over their data and narratives.

The discussions also focused on the challenges and opportunities of using data to support Māori businesses and highlighted the significance of environmental management and restoration efforts in preserving indigenous biodiversity and cultural practices.

The sessions called for a collaborative approach, recognizing the responsibility of all individuals and entities to care for and protect the environment.

## SMALL BUSINESS TESTIMONIAL

Ness and Peter shared their experiences with Tumatauora, a charity and business for Māori games and activities that funds individuals and communities in their environment.

They emphasized teaching Mātauranga Māori, providing leadership opportunities, and fostering whānau resilience with the support of TPK (Te Puni Kōkiri).

## MĀORI INNOVATION

*Toni Kerr, WellingtonNZ*

Māori innovation goes beyond generating ideas and creating services; it incorporates the wisdom of tūpuna to create a better future for mokopuna.

Innovation involves being connected, having a strong sense of purpose, continuously improving and adapting, managing risks, and collaborating with others.

Drawing from the past, adopting tikanga and fostering collective thinking can contribute to innovation.

Māori innovation focuses on expressing Māori essence, raising awareness, protecting and preserving, building connections, and leveraging unique perspectives.

Collaboration and storytelling are essential for sharing Mātauranga and fostering innovation.



# TIPU PAKIHI



# RĀMERE 7TH MARAMAWHITU - FRIDAY 7TH JULY

## SUPPLIER DIVERSITY AND PROCUREMENT

***Paul Tukukino, Amotai***

Amotai aims to build sustainable wealth and increase the pipeline of Māori and Pasifika work opportunities through social procurement.

Supplier diversity involves creating social and economic outcomes beyond the purchase of goods and services, with a focus on unlocking whānau wealth and fostering equity.

Amotai collaborates with buyers, suppliers, and knowledge partners to shape the procurement market and build a supplier database.

Engagement strategies include events, matchmaking, project briefings, buyer-led initiatives, supplier-led networking, and collaborations.

Amotai encourages Māori and Pasifika businesses to register and engage with their platform for increased work opportunities. These are just the key points, and there may be additional details and insights provided in the sessions.

## MĀORI ENTERPRISE

***Hannah Anderson and Maria Kire, Te Puni Kōkiri***

Cadetship programs aim to develop a highly skilled Māori workforce and provide opportunities for Māori individuals to advance into higher skilled and higher-paying roles.

The Cadetship program offers tailored development programs and financial support of up to \$10,000 per cadet.

The Māori Business Growth Fund provides specialist advice and support to Māori businesses in areas such as management, finance, strategy, marketing, risk assessment, and digital capability.

The fund supports existing businesses and aims to connect them with the right people, resources, and support networks.

Collective and collaborative approaches, such as consortiums, can be beneficial for Māori businesses seeking to apply for tenders. The Māori Business Fund team is available to provide support and can be contacted for more information.



# TIPU PAKIHI

# RĀMERE 7TH MARAMAWHITU - FRIDAY 7TH JULY

## WHĀNAU ENTREPRENEURSHIP

### *Serena Fiso, Connect Global*

Connect Global, a Māori and Pasifika-run business, focuses on making a difference for their people and communities through providing employment and building skills and confidence.

Connect Global has set up operations in Samoa to challenge the offshore model and create employment opportunities for the Samoan people.

Observational learning and involving whānau in the business journey can foster an entrepreneurial mindset within the family.

Sharing successes and experiences with whānau helps build a supportive environment for entrepreneurship.

Serena shared stories of her children's entrepreneurial journeys, emphasizing the importance of a strong why, hard work, and involving whānau in the process.

Transformation and making a difference start with someone taking risks and making a commitment to create change.

## THOUGHTFUL LEADERSHIP

### *Helmut Modlik, Te Rūnanga o Ngāti Toa*

Helmut highlights the distinction between "Māori business" and "business run by Māori," emphasizing the superiority of the former in enhancing the mana, wellbeing, and prosperity of all involved.

Paradigms play a crucial role in shaping our perceptions and biases, and it takes wisdom and humility to recognize their limitations and be open to new possibilities.

Differentiated Māori businesses that embrace their authenticity and values tend to innovate and invest more, leading to faster growth compared to other businesses.

Helmut conducted research on traditional Māori values associated with economic endeavor and found that most of these values enhance or are irrelevant to business success, with the exception of whakamā.

Helmut shares examples of Ngāti Toa's success in enhancing the mana, wellbeing, and prosperity of their people through initiatives such as property development, housing partnerships, Māori Trades & Training programs, and more.

The focus of Ngāti Toa is on enhancing the mana of their people rather than solely making money, and this approach has resulted in significant growth and success. The importance of having a strong why in business and focusing on values such as māhaki, manaaki, aroha, and utu to create reciprocity and a positive brand.

Helmut encourages negotiating reality through creating a vision, accumulating evidence to validate it, and staying true to Māori values and ways of doing business.



# RĀMERE 7TH MARAMAWHITU - FRIDAY 7TH JULY

## WORKSHOP

Participants were asked to consider what they need to do to row their own waka (pursue their own path) and the role of Te Māngai Pāho and Māori Business Networks in that journey.

## REFLECTIONS AND NEXT STEPS

### *Daphne Luke*

Daphne expresses gratitude for the quality of discussions and presentations throughout Tipu Pakihi 2023.

The support and sponsorship received during this hui have laid the foundation for strong relationships moving forward.

The objectives of the hui were to grow businesses, collaborate, and achieve results together, and progress has been made in those areas.

Themes such as social procurement, progressive procurement, and diversity have resonated throughout the hui, highlighting the importance of supporting each other.

The challenges faced by small and medium-sized businesses in New Zealand and the need for mentorship, funding, cadetship, and support networks are emphasised.

Appreciation is expressed to all the presenters, attendees, kaimahi, AV/IT support, Māori business networks, and the MC for their dedication, contributions and participation.

## CLOSING COMMENTS

### *Trevor Moeke*

Trevor highlights the importance of the ripples we create and put back into the world.

Encouragement is given to come together more often and cherish the connections and traditions of the Māori people.

A song, "Proud to be Māori," is performed, followed by a closing karakia.

Overall, the workshop and hui provided a platform for collaboration, learning, and support for Māori businesses and individuals, with an emphasis on working together and celebrating Māori identity and success.



# ACKNOWLEDGMENTS

## OUR THANKS TO TE MATARAU A MAUI FOR MAKING THIS HAPPEN FOR US:

Event manager  
Print, Merchandise and Photography  
Décor and Table settings  
AV & Sound  
Catering  
Entertainment  
Venue/s

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Pipitea Marae and Rydges Wellington

## OUR SPONSORS:

Greater Wellington  
Te Puni Kōkiri  
Min. Social Development  
Poutama Trust  
Wellington NZ  
Te Wānanga o Raukawa (for speakers koha)

**Te Roopu Pakihi**  
**Maori Business Network**  
*Otaki*

**Awarua**  
**Maori Business Network**  
*Porirua*

**Wairarapa**  
**Maori Business Network**  
*Wairarapa*

**Te Awe Wellington**  
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