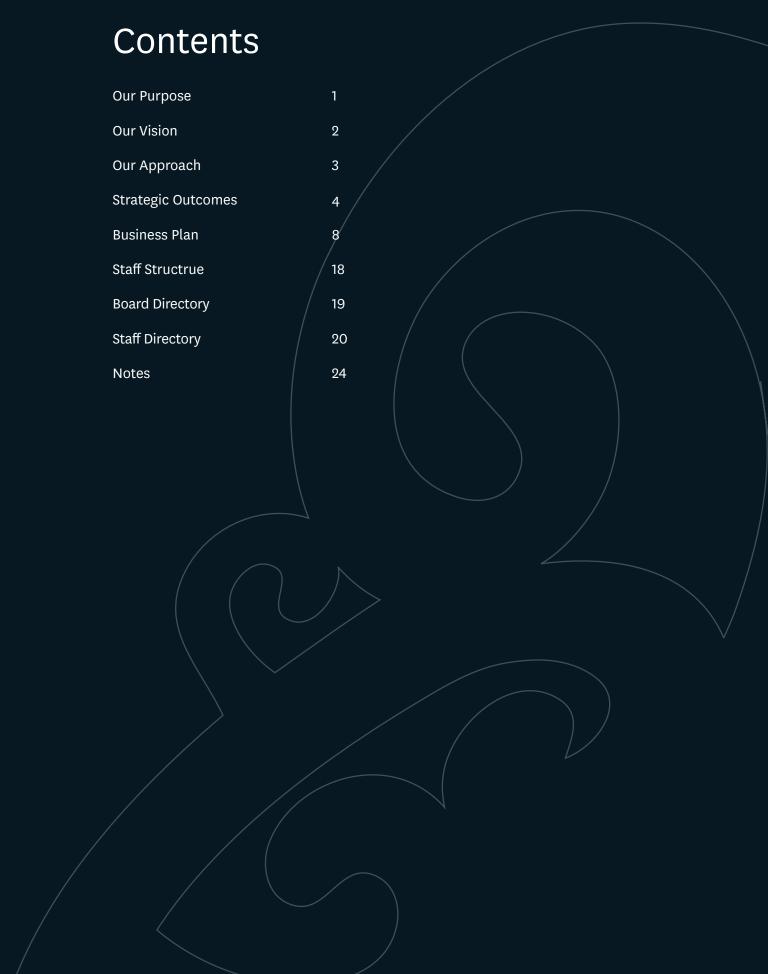




Skills Active Strategic Plan 2015-2017 Business Plan 2015











Our Vision Our Industries' first choice as a partner for workforce development.

Our Approach

We will be leaders and role models of bi-culturalism, service excellence and continuous improvement.

Our actions will be driven by our core values of Tika, Pono and Aroha.



Strategic Outcomes

- Skills Active is seen as the one-stop-shop for planning, developing and supporting careers in our industries
- Opportunities are communicated, driven and implemented to develop on-job career pathways from school to employment, including on-going professional development
- Roles, skill sets and career opportunities are understood and identified within our industries, including the connections between and to other industries
- International recognition is achieved for qualifications to improve portability for our workforce.
- 2. Skills Active continues to grow as a strong organisation; relevant and valued by our industries and supported by all our stakeholders
- Skilled Board and Shareholders are industry representative and committed to our vision
- Skilled management team with the attributes to deliver on expectations
- Skilled staff who are highly motivated, committed to our vision and valued
- Organisation has the necessary tools and resources to meet its outcomes
- Financially strong and viable, including having diversified revenue streams
- Consolidation of our business within current scope and opportunities explored to extend into areas where there is synergy
- Robust industry partnerships are in place where there is mutual recognition of roles
- Strong and effective relationships are maintained with key government partners.

- 3. Skills Active leads and innovates workforce development in our industries
- Workforce development needs analysis tools are developed and implemented
- Tools implemented in innovative ways that meet industries needs
- Return on investment research conducted to measure the effectiveness of our workforce development initiatives
- Government's workforce development priorities are met.
- 4. Skills Active workforce solutions are developed that are led and endorsed by industry
- Industry qualifications, programmes, standards and resources are seen as relevant and credible to our industries
- Robust and resilient quality assurance processes are in place that are endorsed by industry and stakeholders
- Service delivery and application is client focused.

Strategic Themes

Our strategic outcomes will be achieved through our actions targeting the following themes:

- Innovating
- Producing
- Leading
- Strengthening
- Uniting
- Simplifying

	Innovating	Leading	Uniting	Producing	Strengthening	Simplify
Skills Active is seen as the one stop shop for planning and developing and supporting careers in our industries						
Opportunities are communicated, driven and implemented to develop on-job career pathways from school to employment, including on-going professional development	•	•	•	•	•	•
Roles, skill sets and career opportunities are understood and identified within our industries, including the connections between and to other industries		•	•	•		•
International recognition is achieved for qualifications to improve portability for our workforce	•	•	•		•	•
Skills Active continues to grow as a strong organisation; relevant and valued by our industries and supported by all our stakeholders						
Skilled Board and Shareholders are industry representative and committed to our vision		•	•		•	
Skilled management team with the attributes to deliver on expectations		•	•		•	
Skilled staff who are highly motivated, committed to our vision and valued		•	•	•	•	
Organisation has the necessary tools and resources to meet its outcomes						
Financially strong and viable, including having diversified revenue streams		•		•	•	
Consolidation of our business within current scope and opportunities explore to extend into areas where there is synergy	•				•	
Robust industry partnerships are in place where there is mutual recognition of roles		•	•		•	•
Strong and effective relationships are maintained with key government partners		•	•		•	
Skills Active leads and motivates workforce development in our industries						
Workforce development needs analysis tools are developed and implemented		•				•
Tools implemented in innovative ways that meet industry needs	•	•				•
Return on investment research conducted to measure the effectiveness of our workforce development initiatives	•	•		•	•	
Government's workforce development priorities are met						
Skills Active workforce solutions are developed that are led and endorsed by industry						
Industry qualifications, programmes, standards and resources are seen as relevant and credible to our industries	•	•	•	•	•	•
Robust and resilient quality assurance processes are in place that are endorsed by industry and stakeholders	•	•	•	•	•	•
Service delivery and application is client focused	•	•	•	•	•	•

Skills Active Business Plan 2015

Senior GM Business
Management SMT Support BS
Chief GM Trainee

Executive CE

Solutions LS

Kaihautū K

GM Industry
Engagement IE
OutdoorsMark OM

Strategic Outcome 1

Skills Active is seen as the one-stop-shop for planning, developing and supporting careers in our industries

Develop and implement a consultation plan to engage with schools nationally to identify priority for School Awards by end March Identify 3 Awards with agreed learning outcomes and business case for school awards developed and launched by end April School awards/programmes by end July Work with MOE to align awards with curriculum requirements Communication and promotion strategy developed and implemented by end April Develop and review unit standards as part of TRoQ to include in vocational pathways as per the unit standard review plan
with schools nationally to identify priority for School Awards by end March Identify 3 Awards with agreed learning outcomes and business case for school awards developed and launched by end April 3 school awards/programmes by end July Work with MOE to align awards with curriculum requirements Communication and promotion strategy developed and implemented by end April Develop and review unit standards as part of TRoQ to include in vocational pathways as per the unit standard review plan
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Work with MOE to align awards with curriculum requirements Communication and promotion strategy developed and implemented by end April Develop and review unit standards as part of TRoQ to include in vocational pathways as per the unit standard review plan
requirements Communication and promotion strategy developed and implemented by end April Develop and review unit standards as part of TRoQ to include in vocational pathways as per the unit standard review plan
and implemented by end April Develop and review unit standards as part of TRoQ to include in vocational pathways as per the unit standard review plan
to include in vocational pathways as per the unit standard review plan
 Participate in the MOE review of vocational pathways to ensure appropriate standards are included
ActiveCV developed to provide facility for workplaces to offer student placements and students to promote their availability by August
Resource requirements presented in business case and contracted by June
 Identify opportunities for CPD in each industry and prioritise development, ensuring user pays by September
Identify key communication stages during a trainee lifecycle by February
 Put in place strategy to ensure each key stage is appropriately communicated by March
Establish an internal project team by April to prioritise and manage ongoing development of ActiveCV and NZRRP in conjunction with peak industry bodies

Roles, skill sets and career opportunit connections between and to other ind		and identified within our industries, including the
A web-based career pathway mapping tool gives information to those seeking careers in our industries about skill	CE & BS	Profiles established for all key occupational roles in our sectors which provides key information for each of those roles by May
requirements		Steering group (to include NZRA and Sport NZ) established that provides plan for best way to present information to our stakeholders by June
		Appropriate tool and timeline determined by steering group and managed accordingly
Utilise or conduct research that will enhance understanding of our industries and the value of training and qualifications	IE/K	Carry out environmental scans of each industry and develop profiles, including present and future skill sets, including identifying international needs by July
International recognition is achieved f	or qualifications to	improve portability for our workforce
Work with international partnerships to increase international portability of qualifications	CE & LS	Maintain and develop key relationships with Service Skills Australia, Skills Active UK and other identified international partners as required
		Include promotion of international recognition in marketing collateral and communications as they are reviewed/developed
Explore international application of OutdoorsMark	ОМ	Ongoing as required/identified

Strategic Outcome 2

Skills Active continues to grow as a strong organisation; relevant and valued by our industries and supported by all our stakeholders

Goal	Who	Key Milestones / Measure
Skilled Board and Shareholders are inc	dustry representativ	re and committed to our vision
	Board	 Board to develop a strategy by June to ensure shareholders are knowledgeable and committed to the ITO and its vision Māori strategy to be reviewed/updated/refreshed and presented to shareholder hui in December
Skilled management team with the att	ributes to deliver or	n expectations
Contract external consultant to analyse each SMT member's strengths and improvements and put in place intervention to grow.	CE	 Consultant has met with each SMT member to analyse strengths and weaknesses and intervention plan by April Intervention plan to enhance performance in place and monitored July and December

Skilled staff who are highly motivated	, committed to our v	vision and valued
Skilled staff who are highly motivated Skills Active has a culture aligned to our values that has staff who are engaged in their work, contributing to a healthy and fun work environment, believing in the difference it makes and celebrates achievement	SMT	Appoint Organisation Wellness Team (OWT) for 2015 that has cross organisational representation Measure increase of staff satisfaction through BWP survey in August Continue and enhance a recognition and rewards programme within Skills Active Celebrate anniversaries of staff members' arrival at Skills Active Publicise achievements and exceptional results through the internal newsletter SMT to have budget to recognise individual staff and team efforts Continue with staff award ceremony but further publicise the process to show that the system is objective Celebrate organisational success at the staff conference
Skills Active ensures a bi-cultural approach through the development of staff	К	Appoint and run Te Reo Tautoko team for 2015 that has cross organisational representation Te Reo Tautoko team develops and implements a plan by April for strategies to assist with embedding a bicultural approach across the organisation
Invest in our people by paying market rates while ensuring work conditions and training and development options are motivating	SMT	Structured PDPs and training calendar for all staff in place by April. These developed collaboratively with individual staff to prepare them for further roles within the organisation and other career opportunities SMT members to produce training plan for each staff member which include 'shadow' days where this is appropriate, by end April Organisation training built into training calendar, with focus area identified in February Ensure all Skills Active staff are trained so that they can engage appropriately with Māori trainees and workplaces Job descriptions (including skills matrices) and performance measures reflect job roles required through process of constant review
Organisation has the necessary tools	and resources to me	et its outcomes
Embed the 'Lean' approach to enable continuous improvement across the whole organisation	SMT	Continue KITT team initiatives to embed continuous improvement approaches across the organisation Develop a LEAN plan for 2015 by end March Maintain and enhance visual display boards Utilise x-matrix tool for reporting in each team
ICT solution and associated workflow processes ensure effective management and engagement of workplaces, trainees and stakeholders	BS	IT development plan (IT road map) developed and launched in March IT road map implemented as per plan

		7
Staff provided with tools and trained on use and communicating process	BS	Stocktake of business tools (hardware and software and cars) required within each functional role and consideration of regional location by end April
		Decision made about what tools and resources should be deployed by end March
		Develop and implement deployment plan including training of staff by end April
Organisation wide communication systems provide open and pertinent messages that result in a cohesive	SMT	In-house newsletter produced bi-monthly for internal communication and feedback that includes work updates from each team and project teams
culture and positive working relationships		Project Team approach in place with expressions of interest called for projects team members
		Internal Calender of Events and use of What Happening Calender
		Six weekly update meetings for all staff held by video conference
		Staff conferences held three times per year to share information and ideas
		Staff report good communication of regular updates from SMT and Board
		Team meetings to be scheduled at least monthly, with joint meetings between teams to be programmed
Further develop the QMS to encompass 'How to guides' for roles	SMT	Each department to identify the priority tasks for their roles by end March
and processes		Develop internal client friendly resources outlining the priority tasks by end June
OutdoorsMark operations are integrated into Skills Active	ОМ	OutdoorsMark QMS is completed and meets JASANZ accreditation by March
		• All OutdoorsMark files are transferred to 365 by March
		All QMS documents are available through the QMS site by March
		A strategy for integration of the OutdoorsMark CRM (Sugar) in Xero and NZRRP is developed by March
		Value added mechanism is developed to enhance the brand and is in use by June

Operate within budget, return a surplus and maintain reserves of \$3M	SMT	 Regular monitoring and forecasting done throughout the year
sui pius anu mamiam reserves or 5314		Monthly reports available for management team by 10th working day of the next month
		• Quarterly financial reports (including forecasts from June) presented to the Board in a timely manner
		Manage reserves to ensure the best return on investment (at least a minimum of 3% return per annum)
		Maintain cash reserves during 2015 at a minimum of \$1.25M
		Budget for 2016: draft tabled for Board consideration in October, final presented for approval in December 2015 small surplus
Maintain funding levels with TEC	SMT	Meet organisation targets of:
		 Maintain stock of 2,500 trainees per month, increasing to 3,200 trainees per month during ski season
		° 70% credit completion rate
		 70% qualification completion rate
		80% active trainees (10 credits)
		30% industry cash contribution
		° 1,400 STMs
		∘ 58 New Zealand Apprentices STMs
		Maximise STM funding from effective management of ITR data, without sacrificing EPI achievement
		Review all workplace arrangements to ensure any volunteers meet TEC eligibility requirements by end March
		Develop strategies to meet 2016 – 2017 investment plan requirements, including:
		 Establish career pathways with workplaces/ trainee to increase progression rates into higher qualifications by 10%
		 Determine profile of LSA/LDA roles by August to achieve required outcomes
		 Implement TRoQ outcomes that align to TEC requirements (see TRoQ KPIs later in plan)
Diversified income streams established	BS	Investigate true cost of industry training and develop delivery and costing models for user pays implementation by end February
		ActiveCV generates income for participation and re- certification by end 2015

Consolidation of our business within c is synergy	urrent scope and op	pportunities explored to extend into areas where there
Maintain and/or grow business within current scope	TS/IE/K	Maintain existing Sector Engagement Plans for 2015 and develop new plans by February, with specific focus on Adventure Tourism, Out of School Care, Parks, Sport and Outdoor Recreation to increase our profile and participation.
		Establish sector targets to maintain stock of 2,500 trainees per month, increasing to 3,200 trainees per month during ski season
Gain industry coverage for the Arts/ Culture industries	LS/IE/K	TEC recognition gained for the Arts/Cultural sector by end 2015
		Performance Technology and Instruction qualifications and standards developed and registered with NZQA by end 2015
		STM funding confirmed for projected trainees in 2016
		· Consideration given to link with Toi Māori
Consolidate OutdoorsMark and explore market for educational audits	ОМ	OM Adventure Activity Audits and Document Review Audits are meeting targets by end 2015
		° 200 annual declarations
		20 new Adventure Activity audits
		20 new Document Reviews
		Key Stakeholders are consulted regarding the demand and criteria for education audits by end February
		An education audit programme is developed and implemented by June if the demand justifies it
		Develop and implement a communications and marketing strategy to promote OutdoorsMark, including the launch of an OutdoorsMark website by end of March
		Ensure emergency response plans are in place to respond to a major incident by April
Explore other opportunities to expand scope into other industries that have synergy with Skills Active	SMT	Ongoing as required/identified
Robust industry partnerships are in pl	ace where there is r	mutual recognition of roles
Renew and initiate partnership agreements (inc sponsorship arrangements) with all major industry stakeholders on terms that reflect mutual recognition and benefit	CE	All partnership agreements renewed by May
Remain open to other partnerships with industry stakeholders that are mutually beneficial	CE	· Ongoing as required/identified
Attendance, presentations and promotions at key industry events and establish a measure of value/ outcomes for each event	IE and LS	Develop partner/industry conference schedule by end January and manage conference attendance to ensure mutual benefits are gained through our support
		Develop an evaluation template to be completed on each conference attended by end February

A communications plan is in place for each of our stakeholder groups and implemented	LS	Develop and implement a marketing and communications plan by end February that will utilise social media, email and website to provide regular and dynamic communications with Skills Active customers and stakeholders. Also to include continued development of the Skills Active brand through appropriate photography and collateral.
		Trainee Comms strategy in place and trainees communicated with at least once a month (outside of LSA)
		Feedback from stakeholders (trainees, workplaces, assessors etc) indicate quality communication (includes all comms from website, newsletter, facebook, collateral, videos etc) from Skills Active
Strong and effective relationships are	maintained with ke	y government partners
Meet all of the agencies requirements	SMT	Meet TEC requirements (see elsewhere in this plan)
		Meet NZQA requirements (see elsewhere in this plan)
		OutdoorsMark JASANZ accreditation achieved and maintained
		OutdoorsMark WorkSafe requirements are met
Work collaboratively with the ITF and other ITO where mutually agreeable	SMT	Continue membership with ITF, if it is cost effective, and participate in any advisory groups and focus groups created to promote VET pathways
		Respond to any positioning papers, policy directives and TES changes to promote VET pathways

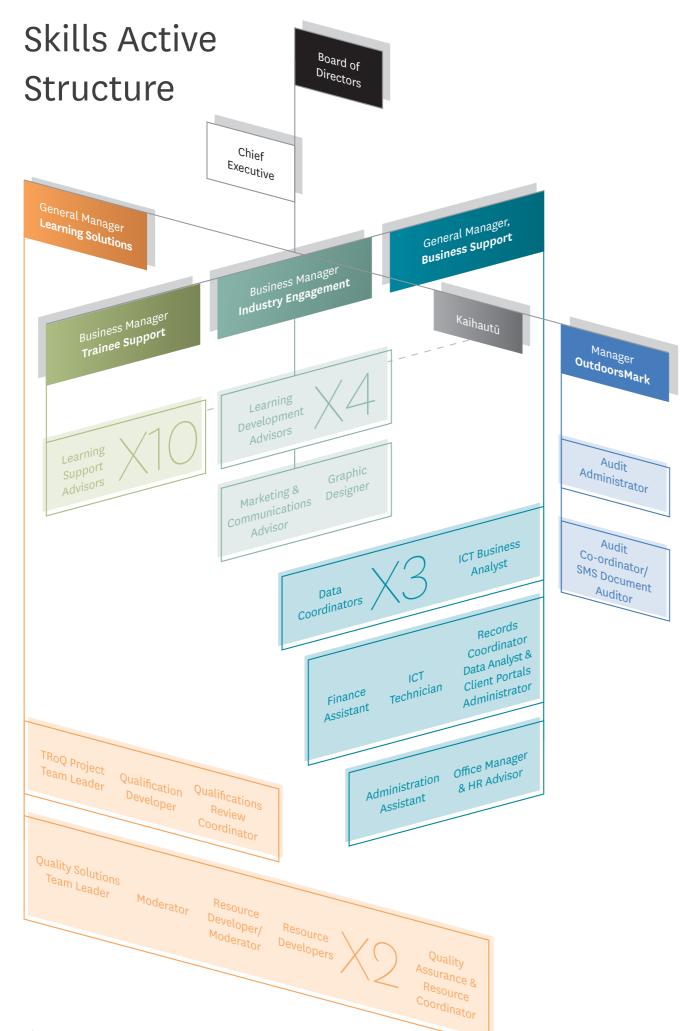
Goal	Who	Key Milestones / Measure
Workforce development needs analysi	s tools are develope	ed and implemented
Explore and recommend Workforce Development Needs Analysis tools	IE/K	Workforce Development Needs Analysis tools are developed by end of June to include current and future learning requirements, servicing models, implementation/development plan, and an Evaluation model (ROI) of the outcome
Train Workforce Development Team in the use of tool	IE/TS/K	Workforce Development Needs Analysis tools training completed by end of July
Tools implemented in innovative ways that meet industries needs	IE/TS/K	Identify key workplaces and implement plans identified in Workforce Development Needs Analysis tool as required
Other training opportunities identified and promoted where appropriate	IE/K	Workplaces report via the customer satisfaction survey that Skills Active is adding value outside of provision of qualifications

Return on investment research cond	ucted to measure the	e effectiveness of our workforce development initiatives
Scope the best way to measure 'Return on Investment' (ROI) at a workplace level in each of our industries		ROI tools developed and implemented for each industry to scope ROI benefits for Workplace and Individuals by end of June Review ROI with key client to determine effectiveness of partnership with Skills Active as appropriate
Government's workforce developmen	nt priorities are met	
Meet 2015 government priorities	SMT	• EPIs and STMs as per plan commitments (see above)
Develop strategy for recruiting and achieving high performance for Pasifika	К	Meet organisation EPI targets for Pasifika
Maintain Māori trainee levels from existing workplaces with high Māori staffing levels	К	Meet organisation EPI targets for Māori

by industry				
Goal	Who	Key Milestones / Measure		
Industry qualifications, programmes, standards and resources are seen as relevant and credible to our industries				
Complete TRoQ process to ensure a suite of qualifications are in place that meets the needs (current and future) of industry and learners	LS	Develop and manage a TRoQ plan to achieve 'Approva' to List' for all qualifications (45 qualifications submitted for listing and 17 qualifications approved for listing) with particular priority on:		
		 Outdoor Leader and Instructor with strands in Bush, Rock, Abseil, Sea Kayak, Kayak and High Ropes, Core Skills Level 3 (with a suitable name), Snowsport Operations Level 3 (replacement for Tourism L3), Snowsport Instruction, Snowsport Equipment, Takaro Level 3 		
		Performing Arts qualifications submitted to NZQA and approved for listing. Project managed effectively without major impact on other core business and TRoQ developments		
		Continue development/review of standards to align to new qualifications as per standards review plan to align to qualification development priorities		
		Programmes developed and submitted by end 2015 for:		
		 Outdoor Experiences Level 3 and 4 		
		Outdoor Leader and Instructor		
		∘ Core Skills Level 3		
		Recreation Safety Auditing Level 6 (tbc)		
		Participate and contribute to NZQA/ITF forums and networks to understand and inform best practice with regards to qualification and standard development		

Review and develop qualifications to ensure they meet the needs of Māori	K/LS	Use the TRoQ process as an opportunity to ensure Māori needs are considered and recognised in the suite of existing and new qualifications where appropriate and in areas not currently covered in existing qualifications	
Identify, develop and implement appropriate learning and assessment tools to assist industry to successfully train and assess their staff	LS	Continue to progress the development of the e-learning platform to support a further four qualifications by end 2015	
		Produce and publish a resource development and review plan by February	
		Customer satisfaction survey results for resource questions are maintained at over 80%	
Ensure appropriate kaupapa Māori training and assessment methodologies are embedded	K/LS	Ensure appropriate kaupapa methodologies are embedded into learning and assessment resources - ongoing	
		Where identified/appropriate implement partnerships with Maori providers for delivery of training and assessment	
Robust and resilient quality assurance processes are in place that are endorsed by industry and stakeholders			
Develop Skills Active Assessors and Senior Assessor Mentors (SAMs) to ensure ongoing quality of assessment	LS, IE & TS	Develop and implement an action plan by end February to ensure 2015 NZQA moderation requirements are met which includes ensuring assessors, SAMs and assessment processes are rigorous and credible to industry sectors	
		Work with the Workforce Development Team to ensure qualifications have accessible assessment pathways, including adequate numbers of assessors	
Moderation processes that support and add value to industry are in place to ensure our qualifications are credible	LS	Develop and publish internal moderation plan by February. Ensure plan includes appropriate moderation methods per sector	
		Ensure 80% of Skills Active Assessors successfully complete 2015 moderation requirements	
		Develop and publish external moderation plan by March. Ensure moderation methods are appropriate and align and support new national consistency arrangements managed by NZQA	
Consistency arrangements to support New Zealand qualifications are robust and appropriate to meet industry needs	LS	Liaise with NZQA to ensure consistency events reflect best practice and meet industry needs as required	
		Develop processes and establish fees for reviewing provider programme applications for New Zealand qualifications and publish on website by May	
		Develop processes and communications to support the development and implementation of a 'Qualification condition Guideline' per qualification which is endorsed by NZQA and industry	
Manage Consent to Assess processes to ensure quality delivery and assessment of Skills Active unit standards	LS	Review the Skills Active CMR and associated documentation/communications by end July to ensure it remains relevant and support robust delivery and assessment of Skills Active unit standards	

Service delivery and application is client focused			
Embed a service culture within Skills Active to ensure customer needs are met	SMT	Results of customer satisfaction survey maintained over 80% Measure performance of all staff against the Customer Commitment and include in performance appraisals	
Where appropriate kaupapa Māori and Tikanga Māori are embedded in approaches with workplaces	К	Develop an engagement plan and implement by end February, including identification of workplaces and key staff	
A strong workplace and trainee support programme focused on helping trainees, workplace training co-ordinators and assessors to achieve learning outcomes within programme duration	TS/K	Each LSA has conducted 2014 review meetings with each of their workplaces to determine if a 2015 WRA is implemented (based on performance requirements and any value added) by end February 2015 WRAs signed by end March on completion of 2014 review, including identified areas for	
		 Continue templated approach to supporting workplaces to train and assess their staff 	
		Six monthly audit of trainees indicates trainees are being regularly supported and EPI results reinforce this	
		Meet organisation EPI targets as outlined above	



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Notes