



2021

ATNZ

Annual Report

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Introduction

In August 2021 as a result of Competenz's transition to Te Pukenga as part of the government's RoVE reform, ATNZ separated from Competenz and established itself as a fully stand-alone entity.

ATNZ continues to offer all of the previous services and ATNZ Apprenticeships in Mechanical Engineering, Engineering Fabrication, Refrigeration & Air Conditioning and Mechanical Building services.

This change also provides ATNZ an opportunity to develop a range of additional training and services for the engineering sectors that we support.



About ATNZ

ATNZ is New Zealand's largest employer of apprentices in mechanical engineering and related industries and has been operating since 1999.

ATNZ employs over 370 apprentices throughout New Zealand, hosted by 170 different companies.

We have ATNZ Account Managers located across the country to support the apprentices they mentor.

We are passionate about developing quality tradespeople and contributing significantly to the sectors we work alongside.

We do this by

- Providing a robust recruitment programme supported by targeted marketing campaigns and a complete recruitment process to attract quality apprentices.
- Delivering a high level of coaching and support throughout the duration of their apprenticeship.
- Ensuring our apprentices' health and safety (both physical and mental well-being).



Our business model is highly effective and delivers results, offering the following benefits to host companies:

Saving time and money

Dedicated ATNZ account managers and recruitment officers work with our host companies from the start to find the right apprentice from recruitment to the completion of the apprenticeship. We follow, coach, mentor and assess along the way so our host companies can focus on business as usual.

Providing choice

We present candidates we believe can make great engineers. We work closely with our host companies to find apprentices that fit into their culture.

No hidden costs

ATNZ supplies everything for the apprentice to achieve their qualification, including wages and course-related costs. ATNZ pays wages for the time spent on block courses and annual sick and bereavement leave, jury duty, and KiwiSaver. Our host companies only pay for their apprentices' time working for them.

Low business risk

ATNZ mitigates the risk of introducing apprentices to our host companies' workforce. If a hosting company is unhappy with their apprentice or believes they are not a good fit for their business, they can provide ATNZ with four weeks' notice and terminate their contract. ATNZ will find a replacement for the apprentice.

Effective return on investment

A dedicated ATNZ account manager will visit each apprentice at least ten times a year. The customised support and mentoring provided for each apprentice typically results in a higher level of apprentice completion.



Performance

Apprentices employed **370**

New Apprentices **146**

Host Companies **170**

Apprentices graduated **76**

Chair Report 2021

ATNZ Trustees

2021 has been a year of significant challenges and momentous change for ATNZ. The government's reform of vocational education resulted in the transfer of ITOs into Te Pukenga - the new government centralised institution controlling vocational education in New Zealand. Consequently, ATNZ was required to separate itself from Competenz, our ITO, and begin the process of establishing itself as a stand alone Private Training Enterprise (PTE) with fully independent business systems.

While the change was immense, we were really well supported through the transition by the Board of Competenz and Competenz senior staff who went out of their way to assist us through the process. Further, we were very appreciative of the strong financial support they gave us to start our new life. ATNZ was also very grateful to the cooperative approach taken by the Tertiary Education Commission in establishing an interim funding mechanism for ATNZ while the PTE application process takes place. Given the magnitude of the change and the disruptions caused by COVID we reached the end of 2021 in good financial shape, with a strong strategy for future growth and expanded services and with commendable training outcomes for apprentices.

We thank our employers and apprentices for their patience as we worked through some of the system changes.

We welcomed Karen Rolleston to the Board during the year. Karen comes with a strong background in the PTE sector and brings additional knowledge and skills to the Board.

At the end of 2021 we appointed Tim Wilson as the new CEO of ATNZ. Tim has impressive experience in vocational education and a successful background in establishing commercial entities in the sector. Prior to that he had a very successful career in the private sector. The Board is confident that, with his skills and experience, he will deliver on the strategy and grow the organisation while retaining those aspects of our service most liked by our employers and apprentices.

2021 was my last year as Chair of ATNZ and Fiona Kingsford steps into the role in 2022. She needs no real introduction. She was an outstanding CEO of Competenz, has an in-depth knowledge of work-based training and a strong commitment to quality apprentice training. She is also highly regarded by our industry partners and the government agencies with whom we must work. With Fiona and Tim ATNZ is assured of future success.

It remains for me to thank our employees and the Directors of ATNZ for their commitment and perseverance in a time of radical change in the sector and for their care and support for our apprentices through the many challenges thrown at us by COVID.



John Blakey
Chair



John Blakey - Chair 2021



Fiona Kingsford - Chair 2022

Fiona recently concluded a six-year term as CEO of Competenz, an organisation which, over thirteen years, she was instrumental in transforming to one based on customer centricity, product innovation, technology adoption and enablement. She played key roles in the Reform of Vocational Education (RoVE), working with Te Pukenga to establish the Work-based Learning Subsidiary, transitioning TITO's to this entity, and was a member of the Interim Establishment Board for Hanga Aro Rau Workforce Development Council. Fiona holds an advanced diploma in Human Resources and an Executive MBA from the University of Auckland.



Mike Lehan

Mike has recently started an engineering project management business and is currently managing the mechanical installation for Contact Energy's latest Geothermal Power Station development in Taupo with Dialog Fitzroy. This will be the fourth Power Station build that Mike has been involved with over the past 18 years.

Mike has over 30 years' experience in engineering and construction including as the General Manager of Page Macrae Engineering, one of the largest Engineering Companies in NZ. He has a time served engineering trade qualification, as well as a certificate in mechanical engineering (NZCE).



Karen Rolleston

Karen is a seasoned business leader with over two decades of experience in executive and senior management positions. Her goal-orientated approach and hands-on expertise have enabled her to build three successful businesses across Australia and New Zealand, transform a number of businesses into commercial successes and hold a number of executive positions in the tech and education sectors.

She holds an MBA, is Syndicate Chair of the CEO Institute, holds positions on the boards of three NZ companies and was part of the 3P Learning leadership team during one of the biggest tech IPOs in Australia.

Our People



Our 2021

Host companies

We would like to acknowledge these ATNZ host companies who are investing in New Zealand's future by training and mentoring the next generation of highly skilled tradespeople.

3D Industrial Ltd
A & G Price
A E Smith Ltd
Access Automation Ltd
Ace Air Conditioning Ltd
Acme Engineering Ltd
Active Engineering Ltd
Advance Boiler Services NZ Ltd
Advance Mechanical Service NZ Ltd
Advanced Building Services
AHI Carrier NZ Ltd
Air Dynamics Ltd
Allied Industrial Engineering
Amalgamated Pipe Fitters Ltd
AMPT HVAC BOP Ltd
Aquaheat Facility Services Ltd
Asahi Ltd
Asaleo Care NZ Ltd
Ashworth & Taylor Sheetmetal
Autocraft Engineering Ltd
Automac Engineering Ltd
B & P Engineering
B3 Services Ltd
Baigent Motors Ltd
Ballance Agri-Nutrients
Cambridge Welding Services
Careford Mechanical Ltd
Chillzone Ltd
Climate Control Services Ltd
Coastal Refrigeration
Color Communications Inc.
Container Co (NZL) Ltd
Cooke Industries Ltd
Cool Cat Refrigeration
Coollogic Refrigeration Ltd
Cubro Ltd
D&H Steel Construction Ltd
Dana SAC New Zealand Ltd
DBC Building Services Ltd
Donald Engineering Ltd
Douglas B Foote Ltd
Dunedin City Council
Eastbridge Ltd

Eastbridge Services Ltd
Economech Services Ltd
Engineering Services Rotorua
Epic Engineering Ltd
Fabrication & Pipe Services Ltd
Finnco Pneumatics Ltd
Fletcher Mechanical Ltd
Fonterra Brands (NZ) Ltd
Frucor Suntory New Zealand Ltd
G W Davies Heating Eng Ltd
Gavin Lowe Air Conditioning Ltd
Golden Bay Cement
Gore Sheetmetal and Engineering
Griffins Foods Ltd - Papakura
Hartnell Coolheat Ltd
Hawkes Bay District Health Board
Hawkes Bay Refrigeration Ltd
Hayes International
Heat Treatments Ltd
Heattech Ltd
Heatwave Mechanical Services
Hendl & Murray Engineering Ltd
Heslops Engineering Ltd
Hill Engineering & Mechanical Ltd
Horne Engineering Co Ltd
Hornell Industries Ltd
HotChilly Ltd
Hydraulic Wholesalers Ltd
IMG Contracting Engineering
IMG Ltd
ITSS Engineering
J C D Engineering Ltd
J P Marshall & Co Ltd
JRM Engineering
Kliptank Ltd
Kono NZ LP
Kopine Maintenance
Kopu Engineering
Kraft Heinz Ltd
Lakeland Steel Ltd
Leask Engineering Ltd
Lyle Engineering Limited
Mackenzie Welding 2013 Ltd

Manukau Institute of Technology
McCain Foods (NZ) Ltd Hastings
McColl Engineering Co
McKenzie & Ridley Ltd
McLaren - Smart Processing Ltd
Metal Construction (1989) Ltd
Metalworks Otago Ltd
Metropolitan Air Conditioning & Refrigeration
MGE Engineering Ltd
MHM Automation
Mike Christie Sheetmetals Ltd
Monocrane 2010 Ltd
Morbark NZ Ltd
Mount Maintenance Ltd
Mt Wellington Engineering 1994 Ltd
Myriad Engineering Ltd
New Zealand King Salmon Co Ltd
New Zealand Manufacturing
New Zealand Pharmaceutical
New Zealand Steel Ltd
New Zealand Tube Mills
New Zealand Wire and Mesh Ltd
Newdick Sheetmetals
Newhaven Engineering Ltd
Nexans NZ Ltd
NTD Plastics Ltd
Obtuse Ltd
Ohakune Engineering Ltd
Oravida Waters Ltd
Pacific Steel NZ Ltd - Rolling Mill
Pacific Steel NZ Ltd - Wire Mill
Packaging Machinery Maintenance Ltd
Page Macrae Ltd
Pan Pac Forest Products Ltd
Patton Engineering
Perkinson Mechanical Ltd
Phil Cowan Sheetmetals Limited
Phoenix Steel Ltd
Piako Transport Engineering
Port of Tauranga Ltd
Power Hydraulics 2015 Limited
Pro Steel Engineering Ltd
Quinn Engineering Ltd

Rakaia Engineering Ltd
Real Steel Ltd
Red Stag Timber
Red Steel Ltd
Reliance Worldwide Ltd
Sanford Ltd
Sharland Engineering
Sheetmetal Specialist 2001 Ltd
Sigma Sheetmetal Products Ltd
Smooth Air Products
Smythes Engineering Ltd
So Cool Services Ltd
Stafford Engineering
Steel ED 2017 Ltd
Stevensons Structural Engineering Ltd
Stewart & Cavalier Ltd
Stewart & Holland Ltd
Summit Refrigeration Limited
Tech Mechanical Services Ltd
Terraway Attachments Ltd - T/A Trench It
Thames Structural Welders
Tip Top Bread (Auckland)
Towler Engineering Limited
Transport & General Eng Co Ltd
Trustpower Ltd
Tubman Heating Ltd
Turner Metal Fabrication Ltd
Ullrich Aluminium
Uniplas NZ Ltd
VAE NZ Ltd
Wasabi Air Ltd
Watson Engineering
We Can Precision Engineering Ltd
Whakatane Mill Ltd
Whakatiki Engineering
Wilkinson Transport Engineers
William Ross Engineering Ltd
Williams Engineering Ltd
Windsor Engineering Group Ltd
Winiata & Anderson Sheetmetals
WPI International Ltd

Our 2021

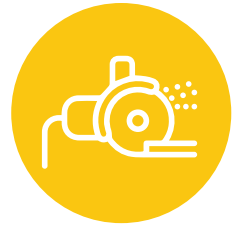
Graduated Apprentices

ATNZ would like to congratulate the apprentices that completed their apprenticeships in 2021. We want to recognise the hard work, the early starts and long hours studying from each and every one of these graduated apprentices. We also want to thank the host companies who have helped them reach this important milestone over a number of years.

Those that graduated in 2021 were:

Clay Alexander	Patton Engineering	Central Region	Will James	J P Marshall & Co Ltd	Northern Region
Isa Baitulrohman	LEP Engineering Plastics Ltd	Northern Region	Liam Johnson	McLaren - Smart Processing Ltd	Central Region
Jayden Barnaby	Ross Engineering (2008) Ltd	Central Region	Caleb Justo	Heslops Engineering Ltd	Central Region
Robin Bayne	Page Macrae Ltd	Northern Region	Jake King	Heslops Engineering Ltd	Southern Region
Nathan Bayne	Pacific Steel NZ Ltd - Rolling Mill	Northern Region	Joel Knight	Piako Transport Engineering	Northern Region
Zachary Bennie	AHI Carrier NZ Ltd (Christchurch)	Southern Region	Jason Leger	Eastbridge Ltd	Central Region
Eugene Blankenbyl	New Zealand Steel Ltd	Northern Region	Grace Lowe	Page Macrae Ltd	Northern Region
Lachlan Booth	Eastbridge Ltd	Central Region	Callum Macrae	Page Macrae Ltd	Northern Region
Samuel Borschmann	McLaren - Smart Processing Ltd	Central Region	Orisi Matankilagi	Cambridge Welding	Northern Region
Nicolas Bowen	Red Stag Timber	Northern Region	Hunter McIntyre	Kraft Heinz Ltd (Christchurch)	Southern Region
Connor Brennan	United Sheetmetals Ltd	Northern Region	Himiona McKinney-TeWhare	Hayes International	Northern Region
John Brooking	Steel ED 2017 Ltd	Central Region	Ramon Mitra	Aquaheat Facility Services Ltd	Northern Region
Harrison Callaghan	Nexans NZ Ltd	Central Region	Jesse Moorfoot	Piako Transport Engineering	Northern Region
Liam Cameron	Turner Metal Fabrication Ltd	Central Region	Joel Night	Piako Transport Engineering	Northern Region
Dale Carter	Sharland Engineering	Central Region	Thomas Northcote	Guy Norris Engineering	Southern Region
Shivneel Chand	Ace Air Conditioning Ltd	Northern Region	Jayden Panchia	New Zealand Steel Ltd	Northern Region
Levi Chapman	Leach Print & Bindery Supplies/IBJ	Northern Region	Daniel Perkinson	Page & Macrae Ltd	Northern Region
Richard Clarke	Acme Engineering Ltd (Wellington)	Central Region	Phillip Peters	Ballance Agri-Nutrients Ltd (Tauranga)	Northern Region
Caleb Cowan-Kitto	Rakaia Engineering Ltd	Southern Region	De Wet Potgieter	Babcock NZ Ltd	Northern Region
David Duncan	Fruehauf NZ Ltd (Feilding)	Central Region	James Powick	Access Automation Ltd	Central Region
Jarred Elia	MGE Engineering Ltd	Northern Region	Zayne Pullan	Red Steel Ltd	Central Region
Nick Ellery	WPI International Ltd	Central Region	Lloyd Radcliffe	Ullrich Aluminium (Manukau)	Northern Region
Daniel Eyeington	United Sheetmetals Ltd	Northern Region	Brandon Reed	Hornell Industries Ltd	Northern Region
Ioritana Filo	Acme Engineering Ltd (Wellington)	Central Region	Sean Rowlands	East Coast Bays Engineering 2015 Ltd	Northern Region
Michael Goldsmid	Page & Macrae Ltd	Northern Region	Mitchel Sanders	J P Marshall & Co Ltd	Northern Region
Jarrold Goldsmith	Page Macrae Ltd	Northern Region	Nicole Sattler	ITSS Engineering	Northern Region
Henry Gough	Metric Sheetmetals Ltd	Central Region	Jade Savage	IMG Limited	Central Region
Daniel Hack	Cambridge Welding	Northern Region	Josh Searancke	Transport & General Eng Co Ltd	Northern Region
Lachlan Hamilton-Ralph	Obtuse Limited	Northern Region	Fa'amuliifi Seumanutafa	Page & Macrae Ltd	Northern Region
Bailey Hamlin	Mike Christie Sheetmetals Ltd	Southern Region	Nicholas Shields	J P Marshall & Co Ltd	Northern Region
Gavin Henry	W Crighton & Son Ltd	Central Region	Benjamin Snook	Engineering Hi-Tech Ltd	Southern Region
Sherya Hetaraka	Griffins Foods Ltd - Papakura	Northern Region	Joshua Telford	Phil Cowan Sheetmetals Limited	Central Region
Jacob Howie-McLeod	Heatwave Mechanical Services	Northern Region	Jared Theobald-Parkinson	Red Stag Timber	Northern Region
Hoani Hudson	Page & Macrae Ltd	Northern Region	Perrie Thomas	Hayes International	Northern Region
James Hudson Rooney	Hornell Industries Ltd	Northern Region	Jack Toner	New Zealand Steel Ltd	Northern Region
Liam Humm	Kraft Heinz Ltd (Christchurch)	Southern Region	Erin Tong	We Can Precision Engineering Ltd	Central Region
Dean Imms	Advance Mechanical Service NZ Ltd	Northern Region	Jayden Wells-Dally	Transport & General Eng Co Ltd	Northern Region
			Samuel Wildbore	Pan Pac Forest Products Ltd	Central Region
			Cole Williams	Flight Plastics Ltd	Central Region

ATNZ Apprenticeships



General engineering



Maintenance engineering



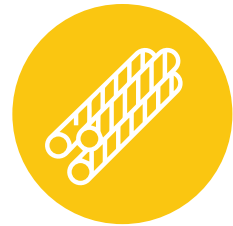
Light fabrication



Heavy fabrication



Fitting and machining



Steel construction



Metal casting



Machining



Toolmaking



Refrigeration and air conditioning



Heating, ventilation and air conditioning



Mechanical building services



Summary of financial statements

Apprentice Training New Zealand 2010 Trust ('ATNZ')



Report of the Independent Auditor on the summary financial statements

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Notes to the summary financial statements.

The summary financial statements for ATNZ for the year ending 31 December 2021 were authorised for issue by the Trustees on 16 May 2022. The summary financial statements have been extracted from the audited full financial statements and are presented in New Zealand dollars. All values are rounded to the nearest thousand dollars.

The summary financial statements have been prepared in accordance with IPSAS 1: Presentation of Financial Statements. The summary financial statements cannot provide as complete an understanding as the full financial statements can. A copy of the full financial statements can be obtained by emailing finance@atnz.org.nz

The full financial statements for the year ended 31 December 2021 were authorised for issue by the Trustees on 06 May 2022. An unmodified audit opinion was issued for the full financial statements. The full financial statements have been prepared in accordance with New Zealand generally accepted accounting practice. The full financial statements comply with the International Public Sector Accounting Standards and other applicable Financial Reporting Standards, as appropriate for New Zealand not for profit entities. Accounting policies have been applied on a consistent basis with the full financial statements.

To the Trustees of Apprentice Training New Zealand 2010 Trust

Opinion

The summary consolidated financial statements, which comprise the summary statement of financial position as at 31 December 2021, the summary statement of comprehensive revenue and expense, summary statement of changes in net assets for the year ended, and related notes, are derived from the audited financial statements of Apprentice Training New Zealand 2010 Trust for the year ended 31 December 2021. In our opinion, the accompanying summary financial statements are consistent, in all material respects, with the audited financial statements.

Summary financial statements

The summary financial statements do not contain all the disclosures required by PBE IPSAS RDR. Reading the summary financial statements and the auditor's report thereon, therefore, is not a substitute for reading the audited financial statements and the auditor's report thereon.

The Audited Financial Statements and Our Report Thereon

We expressed an unmodified audit opinion on the audited financial statements in our report dated 10 May 2022.

Other Information than the Summary Financial Statements and Auditor's Report Thereon

The Trustees are responsible for the other information. The other information comprises the annual report (but does not include the summary financial statements and our auditor's report thereon).

Our opinion on the summary financial statements does not cover the other information and we do not and will not express any form of audit opinion or assurance conclusion thereon.

In connection with our audit of the summary financial statements, our responsibility is to read the other information identified above when it becomes available and, in doing so, consider whether the other information is materially inconsistent with the summary financial statements or our knowledge obtained in the audit, or otherwise appears to be materially misstated. If, based on the work we have performed, we conclude that there is a material misstatement of this other information, we are required to report that fact. We have nothing to report in this regard.

Trustees' Responsibility for the Summary Financial Statements

The Trustees are responsible for the preparation of a summary of the audited financial statements of Apprentice Training New Zealand 2010 Trust in accordance with PBE FRS-43: *Summary Financial Statements*.

Auditor's Responsibility

Our responsibility is to express an opinion on whether the summary financial statements are consistent, in all material respects, with the audited financial statements based on our procedures, which were conducted in accordance with International Standard on Auditing (New Zealand) (ISA (NZ)) 810 (Revised), *Engagements to Report on Summary Financial Statements*. Our firm carries out other assignments for Apprentice Training New Zealand 2010 Trust in the area of assurance and advisory services. The firm has no other interest in the entity.

Restricted Use

This report is made solely to the Trustees, as a body. Our audit work has been undertaken so that we might state to the Trustees, as a body, those matters which we are required to state to them in an auditor's report and for no other purpose. To the fullest extent permitted by law, we do not accept or assume responsibility to anyone other than the Trust and the Trustees, as a body, for our audit work, for this report or for the opinion we have formed.

Grant Thornton

Grant Thornton New Zealand Audit Limited

Auckland

16 May 2022

Summary statement of financial position

For the Year Ended 31 December 2021

	2021	2020
	\$000	\$000
ASSETS		
Current assets		
Cash and cash equivalents	4,749	2,634
Short term investments	1,515	750
Trade and other receivables	1,459	3,771
Prepayments	74	40
Total current assets	7,797	7,195
Non-current assets		
Intangibles	29	47
Property, plant and equipment	223	-
Total non-current assets	252	47
TOTAL ASSETS	8,049	7,242
LIABILITIES		
Current liabilities		
Trade and other payables	1,013	746
Goods and services tax payable	257	853
Income received in advance	966	2,935
Employee leave benefits	1,139	751
Intergroup payable	-	207
Total current liabilities	3,375	5,492
TOTAL LIABILITIES	3,375	5,492
NET ASSETS	4,674	1,750
ACCUMULATED FUNDS		
Accumulated funds	4,674	1,750
TOTAL ACCUMULATED FUNDS	4,674	1,750

For and on behalf of the Trustees who authorise the issue of the financial statements on 4th May 2022.



Fiona Kingsford (Trustee)



John Blakey (Trustee)

Summary statement of comprehensive revenue and expenses

For the Year Ended 31 December 2021

	2021	2020
	\$000	\$000
Revenue from non-exchange transactions		
Donations received	3,452	-
Government grants	5,249	4,313
Industry Funding	360	409
	9,061	4,722
Revenue from exchange transactions		
Rendering of services	18,757	15,963
Other revenue	16	9
	18,773	15,972
Total revenue	27,834	20,694
Expenses		
Training expenses	2,393	982
Employee entitlements	20,005	16,476
Other expenses from ordinary activities	2,512	2,554
Total expenses	24,910	20,012
Net surplus	2,924	682
Other comprehensive income	-	-
Total comprehensive income for the year	2,924	682

Summary statement of changes in net assets

For the Year Ended 31 December 2021

	2021	2020
	\$000	\$000
Opening balance of accumulated funds	1,750	1,068
Net surplus for the year	2,924	682
Other comprehensive income for the year	-	-
Closing balance of accumulated funds	4,674	1,750

Summary cash flow statement

For the Year Ended 31 December 2021

	2021	2020
	\$000	\$000
Cash flows from operating activities		
Receipts from customers	21,455	18,485
Receipts from government grants	2,651	2,935
Receipts from donations	3,450	-
Payments to suppliers and employees	(24,469)	(19,253)
Interest received	16	11
Net cash from / (used in) operating activities	3,103	2,178
Cash Flows from Investing Activities		
Purchase of intangibles	-	(14)
Purchase of property, plant and equipment	(223)	-
Net cash provided by / (used in) investing activities	(223)	(14)
Net increase / (decrease) in cash and cash equivalents held	2,880	2,164
Cash and cash equivalents at beginning of year	3,384	1,220
Cash and cash equivalents at end of year	6,264	3,384



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