

WHAKATOHEA RAUPATU NEGOTIATING COMMITTEE

A MEETING OF THE WHAKATOHEA RAUPATU  
NEGOTIATING COMMITTEE WAS HELD ON  
SATURDAY, 9 SEPTEMBER 1995 IN THE  
BOARDROOM OF THE WHAKATOHEA MAORI  
TRUST BOARD COMMENCING AT 10.00AM

PRESENT: Claude Edwards (Claims Manager)  
John Delamere (Deputy Claims Manager)  
Josie Gedson (Secretary)  
Matenga Biddle )Ngai Tama  
Tuwhakairiora Williams )  
Teriaki Amoamo )Ngati Rua  
Tairongo Amoamo )  
John Hata )Ngati Patu  
Ranginui Walker )  
Frank Matchitt )Ngati Ngahere  
Tahu Taia )  
John Kameta )Ngati Ira  
John Tai )  
Charles Aramoana )Upokorehe  
Wiremu Rewiri )

Tom Woods, John Delamere, John Paki & 7 others  
were in attendance.

KARAKIA: Bill Rewiri

NGA MIHI: Ranginui Walker  
John Hata

1. APOLOGIES

**RESOLVED** Frank Matchitt / John Hata

That the apologies from Bishop Whakahuihui Vercoe, Kahukore Baker  
and Sonny Keepa be received.

It was noted that Teriaki Amoamo had been delayed but would be in  
attendance at the meeting.

## 2. MINUTES

### RESOLVED

Ranginui Walker / Frank Matchitt

That the Minutes of a meeting of the Whakatohea Raupatu Negotiating Committee held on 5 August 1995 be adopted, and that a discussion on the Minutes be deferred to a later date.

## 3. STANDING ORDERS

Tairongo Amoamo presented a report on the development of the Rules of Conduct and the Standing Orders for the Raupatu Committee by the Wellington Group made up of Tairongo Amoamo, Tu Williams, Ranginui Walker and Tom Woods.

It was pointed out to the Committee that the Treaty negotiations were an extremely complex issue and that Whakatohea must have resolution and solution. That the quality and content of the Claim will affect generations to come and that there was no precedent on how the claim should be set out.

That the success of the claim is the responsibility of the Raupatu Committee and that there must be a structure set in place. The Crown has had years to put into place an organisational structure, and has unlimited resources and expertise.

The job ahead would be horrendous, and that new initiatives were needed to be developed by the Committee and to realise the political necessity of entering into a deal.

They felt it important for Whakatohea to develop terms of a process without intimidation from the Crown, and that Whakatohea must put their initiatives forward to the Crown as they would then hold the key.

Furthermore they felt it would be important that the Committee do not end up in a reactive position, but in a pro-active position in respect to the boundaries and the bottom dollar line.

With regard to the organisational process that it must be coherent and everyone must understand their responsibilities.

Tairongo pointed out that the group were unable to commit themselves full-time to the claim issues, and that the day-to-day management work must be considered.

Tairongo pointed out that the Raupatu Committee are responsible for establishing policies on how the claim will be met, and that next 6 weeks would be the busiest time.

That a time period must be looked at on setting policies; decisions and framework; negotiating packages and conducting the review of processes. If it's not happening, then questions must be asked as to why not? It was important that the review of roles be undertaken every quarter in order to see if the jobs are being done. It would be the role of this Committee to review operations.

The monitoring process was also important in that it ensured tasks were completed, administration requirements were met and directions were being given. The approach to the claim must not only be rigid but it must also be disciplined. Whakatohea must also show their determination and confidence as to what it wanted when it met the Crown.

3. **TERMS OF REFERENCE**

This document was initiated by a Court Order, and 14 were nominated to form the group. On the setting up of the group there was no insight into what the future would lead into, the terms of requirement or the qualifications. The Court Order was a base line and ineffective in developing an organisation.

It was important to note that the Representatives on the Committee represent their Hapu and the tribal interests are paramount. It was pointed out that it was the Negotiators responsibility to consult with their hapu and to inform their hapu on the progress of the Committee. On meeting the Iwi then this would involve the Negotiating Committee.

A critical point for the Raupatu Committee is that they must govern and that they are the body that makes the critical decisions.

The Claim Manager is charged with getting the administration into place.

An important issue for the Committee to decide on how to develop the Terms of Reference and file then it in Court to be annexed with the Court Order.

**What does the Committee want to Achieve, has to be set out in a GOAL or a MISSION STATEMENT.**

The Mission Statement *influences everything down stream as to what it wants to achieve.*

**The Framework of the Policies -**

*what the package is going to be?/boundaries/bottom line etc.*

**What is the Mission, and how is it going to achieved?**

*Certain tasks to be delegated out.*

*Accountability to be made to ensure that the job or jobs are being done.*

That a Project Manager or Managers be given a job, and that the right direction be set out, and at the end of the day review that the job is being done.

The Committee must have a commitment to excellence i.e. Code of behaviour, loyalty and commitment to attend meetings.

It was also important that the Committee speak with one voice in public. That the Hapu's were fully informed of the processes. It was important for Negotiators to remember, that they must at all times not give away our bargaining position. That the Committee must have strong discipline, a considerable amount of trust, and be seen to be doing the job.

#### 4. **MEETING PROCESS**

That plenty of time be given to peruse the documentation, and that the meetings being held are of a shorter duration.

Use of conference calls in order to get particular matters that need urgent attention.

As a general rule it was important the Negotiators meet in person.

An agreement to the venues and dates.

The right to appoint a proxy - must have a signed written authority by the Member and handed to the Chairman. The authority of the proxy must also be defined.

The Agenda must be prepared with all documentation that is to be addressed to be attached.

Must be in the hands of the Negotiators two weeks prior to a meeting.

The agenda must reflect the governing role, no trivia, management issues or day-to-day administration.

That the policies are taking place and adhered to.

That by right the members are authorised to submit items on the Agenda.

That the quorum be set at no less than 8 Negotiators.

That all the Hapu's must be represented at all meetings.

That each Negotiator ensure that they are in attendance at each meeting.

That every meeting includes the Project Manager (this position requires a full-time person).

That the Project Manager be in attendance at the meeting and present a Management Report on the Claim at every meeting. That the Project Manager have no voting rights.

That the meetings be held in committee, and that the meetings be closed to the public. It was important that the strategies, tactics and the claim be held in confidence so that Whakatohea does not lose any advantage.

That the negotiators are able to speak with the utmost confidence and frankness.

That the Chairman and Project Manager be responsible to see that the claim is being properly resourced.

That it is the expectation of the Hapu Representatives to report back to their Hapu but that the material that is being reported on is consistent and not of a confidential nature.

## 5. COMMITTEE / PROJECT MANAGER POLICIES

That the Project Manager be given the freedom to manage the claim, and the he/she would not need to consult on everything, but the job must be clearly defined.

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That sub-committees be appointed to attend to various tasks.

That a permanent standing sub-committee working for the group be appointed to ensure that there is a working relationship with between the Project Manager and the Committee, and that the terms of reference and boundaries be set down.

That there be a policy set in place in which to deal with the press and general public.

That in regard to public relations issues that the Committee must not be involved in anything that may hold the Whakatohea Raupatu Committee in repute.

That where public statements are to be made, that they must be vetted by another member or dealt with on the table, and that the public statements must be beneficial and derogatory or damning.

## 6. POLICY DEVELOPMENT & MONITORING

That Operational Limitation Policies and Project Manager Monitoring Policies must be put in place.

It was agreed that the Management matters be discussed in the afternoon.

A discussion took place on the timing.

That the **first phase** involve the pre-negotiations (i.e. getting act together / organising policies). That included in the 6 week period the appointment of an interim Project Manager.

That the **second phase** involve moving down the path of negotiations to face the Crown, and that during this period a full-time Project Manager be appointed.

Tu Williams brought to the Committee's attention the fact that 56% of Whakatohea lived in the Bay of Plenty, and the most of the Iwi live outside of the Opotiki District. He felt that it necessary to travel around the area to inform Whakatohea of the process.

John Delamere congratulated the Sub-Committee on an excellent job.

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John Hata commented that he was pleased that this has come about after a long-time, since addressing an AGM in 1992, and that at long last there seemed to be light at the end of the tunnel.

The Chairman, Claude Edwards thanked the Sub-Committee and congratulated the group on the work done, and advised that there will need to be approval made today.

**RESOLVED**

**Ranginui Walker / Tahu Taia**

*That the draft document known as the Terms of Reference for the Whakatohea Claim be accepted in principal.*

John Kameta commented that the Hapu recognition must be maintained.

John Paki (Mokomoko Whanau) congratulated the group, but was displeased that the document had not included the Mokomoko Whanau and that they did not feel they were part of the framework. The Mokomoko Whanau representatives John Paki and Manny Mokomoko withdrew from the Committee and the meeting.

**It was agreed that item 9 (Gilling Report) and item 10 (Negotiating Budget) be deferred as they would be covered in the presentation in the afternoon session of the meeting.**

**7. STRATEGY TO ADOPT MANDATE**

Tom Wood lead a discussion on the strategy to adopt a Mandate. He pointed out that the Crown expected a mandate (Treaty of Negotiations). Tom pointed out that the document was proving to be difficult, as the Crown had restricting requirements, and suggested that we put it aside and work on what we will be putting to the Crown.

The following were points of discussion:-

- \* the Crown would want to look at the package;
- \* must give the Crown confidence, that parameters to work on are set in place;
- \* Deed of Mandate - replicate the fiscal envelope;
- \* get own position organised;
- \* funding - that this is a separate issue;
- \* that the Treaty Officials cannot make a decision in 6 weeks;
- \* that Cabinet meet once a month;

- \* budgets/frameworks must be adhered to;
- \* commitment from the Crown to turn things over;
- \* Deed of Mandate not critical at this point;
- \* a detailed budget to the Crown for funding;
- \* first phase may cost \$200,000;
- \* now best to spend that money that is available;
- \* budget to Cabinet;
- \* change the position of the Treaty people;
- \* by-pass officials and dialogue directly with the Minister;

Tom pointed out that he was not happy to submit a draft of the Deed of Mandate at this point.

A discussion took place on the budget for the Committee. John Kameta suggested that the Committee go out and borrow the money and get on with the job.

Tairongo Amoamo pointed out that it may or may not be a debt against the Crown, and that the Committee would have to be clear about the objectives, and let the funding be a debt against the settlement; borrow from the Nukutere Lands Trust at an interest rate; the Whakatohea Maori Trust Board to continue to fund the claim.

John Delamere suggested to do both, Nukutere/Whakatohea Maori Trust Board funding, and that delays were costing the Iwi money.

Tom Woods pointed out that time is critical and that decisions had to be made on this important issue.

A further discussion took place on funding with several matters being pointed out, that Tainui went into debt to negotiate their claim, to by-pass OTS as much as possible, that a detailed budget be prepared to negotiate the claim and that the first six weeks would need money.

Tahu Taia pointed out that the Whakatohea Maori Trust Board's Balance Sheet had a 12% debt ratio and borrowing leverage, and the ability to borrow on the assets.

**John Tai (Ngati Ira) left the meeting at 11.30am.**

John Hata pointed out that the Trust Board could act straight away, and the funding from Nukutere Lands Trust would take time.

Tairongo Amoamo pointed out that the funding for this Committee still had back debts. That it would cost the Committee \$50,000 to get this to



Stage I, on top of the Committee's expenses, and that there still would be 10 meetings to conclude this part of the negotiations. Tairongo Amoamo brought to the Committee's attention that there would be a conflict of interest with Ian McLean being in attendance with presentation by Westpac in the afternoon.

A discussion took place on the Mokomoko Whanau, and it was understood from the Whanau that they would not take part in the negotiations with Whakatohea. It was further pointed out that Bishop Vercoe was put on the Committee as a Facilitator, and when it came to voting, the Hapus had two votes, the Claims Manager two, and that Bishop Vercoe had a deciding vote, this is an area which needs to be clarified.

Tom Woods suggested that Bishop Vercoe could represent all extra interests that may need to be represented.

Claude Edwards pointed out that voting must be done to work towards a consensus and that the Committee must work together. That the Committee must dialogue to come to an agreement instead of being a split vote.

## **8. FISHERIES BOUNDARIES**

Tairongo Amoamo spoke on the issue of the Fisheries boundaries, and that a frank and honest discussion must take place to finalise it, as this involved an asset. He pointed out that there was a variance to the fisheries boundaries and made a comparison to the G Hill boundary lines, which showed two boundary lines.

John Delamere clarified the agreed boundaries with Tuhoe / Whakatohea.

A further discussion took place which made the following points:-

- \* that Ngati Awa and Whakatohea on one side and a % to Tuhoe;
- \* that a payment be made for land-bounded tribes instead of fishing quota;
- \* that Tuhoe still retains traditional access;
- \* that a % allocation instead of a coastline.

**The Committee convened for lunch at 12noon.**

**The Committee re-convened at 12.35pm with Representatives of Westpac Bank / Aotearoa Financial Services in attendance.**

9. PRESENTATION BY WESTPAC BANK / AOTEAROA FINANCIAL SERVICES

Nga Mihi : John Hata

John Hata welcomed Arama Kukutai and Mike Seger to the meeting.

The presentation was made in two stages:-

- *Who & What*
- *How set up*
- *Why set up*
- *Services*
- *Settlement - Raupatu*
- *Project Planning.*

Arama Kukutai commenced by giving some background on the organisation he represents, which is Aotearoa Financial Services. It was established in October 1994, to assist in breaking down barriers for Maori organisations to access financial services.

Arama pointed out that Maori were reluctant to risk their land as security, and that trading banks would only accept land as security. Westpac set up a joint project team to look into improving the services available to Maori.

The key factors were identified-

- \* need to focus full attention to Maori business;
  - Arama Kukutai - cultural
  - Mike Seger - financial.
  - understanding requirements / accepting initiatives;
- \* a 'stand alone' Bank was not appropriate
  - \$30M requirement to set up a Bank with technical requirements
  - problems setting up an infrastructure;
- \* utilise resources of existing Bank;
  - partnership basis
  - shareholding - Board of Directors.

Directors:

- bi-monthly Board Meeting
- involved in market place
- restricted from being provided with confidential material
- depositors - confidentiality
- not privy to any information.

- Customer Base:
- Iwi
  - Trust & Incorporation's
  - Entities
  - Organisations/Individuals
  - Joint venture/subsidiary companies.

### Ways in which we add value

- \* whole strength of Westpac a whole range of facilities to offer;
- \* banking expertise;
- \* has a national focus;
- \* understand Iwi / Hapu groups - bring innovative approach;
- \* unique way to add value to customers.

### Focus

- \* will turn around to see if it meets the needs;
- \* team work in team - serving market;
- \* specialist services;
- \* different sectors market involved in;
- \* have specialist staff, access to expertise;
- \* separate unit/to benefit that market;
- \* co-op approach - profits made over and above costs will be returned to shareholders;
- \* overview whole market;
  - customers throughout the country;
  - AFS to look at all credit applications that are provided to Westpac for financing;
  - keen to assist Maori development;
  - try and assist businesses to get developed;
  - assist with management skills.

### PROJECT MANAGEMENT OVERVIEW

- (1) Basic Principles
- (2) Advantages / Disadvantages
- (3) Typical Project Framework
- (4) Our Approach.

- develop an approach to managing process.
- discipline originated 1950.
- formalised by US Military.
- complex projects.
- commercially viable.
- applied Project Management principles to a wide range of activities.

4. Have we succeeded according to criteria, is it successful or a failure?
5. Stages to settlement and beyond.

### Our Objectives

As owners make sure team is achieving. Settlement on Westpac terms.

### POST SETTLEMENT

Transfer Objective e.g. cash in 5 parcels.  
 Management Objective  
 Minimise tax liability  
 Money in Bank on interest bearing accounts.

### Management Objectives

Three Stages

1. Establish
2. Pre-negotiations
3. Post-negotiations.

Stage I	Key Issues.
Stage II	Crown may go block by block, time consuming, negotiate.
Stage III	Legal documentation.
Stage IV	Consultation transfer.

Stage I only for discussion today.

Confidentiality agreement - disadvantaged by leaking of information, invested time/resources of our own - will not fall into hands of other commercial enterprises.

Draft timeline e.g. Project Time Estimates  
 Approach points into manageable parts.

### Project Structure

Stage I only. \* Sub-Committee to be appointed to work on projects.  
 \* Co-ordinate direction and tasks completed to owners approval.

AFS RECOMMENDATIONS

RAUPATU - SUB-COMMITTEE (OWNERS) - PROJECT MANAGER

PROJECT MANAGER - Legal  
 - Finance & Advisory Team  
 - Iwi Consultants  
 - Project Secretariat

RAUPATU COMMITTEE - Decision Makers

PROJECT MANAGER - Day-to-day work by Project Manager.

\* Mandate \* Terms of Reference \* Timeframe \* Budget

Access to resources- \* corporate advisory team  
 \* asset sales  
 \* corporate association.

Budget Stage I

- \* \$50,000 (6 weeks - legal, travel etc)
- \* \$100,000 at this stage of negotiations per month.
- \* Crown has a very substantial team and is funded by public purse.
- \* Crown controls process from beginning to end.
- \* develop strategy to minimise impact.
- \* gap between Iwi/Crown wide, need to close the gap.
- \* Crown reliant upon attempts to pushing process along, is it a disadvantage to them if negotiations drag out.
- \* Fiscal envelope - take it or leave it.
- \* interesting points between parties.
- \* not on an even playing field and will never be.  
 Crown dependent on funding  
 Pre-conditions/getting funding from Crown  
 Current policy has a cap of \$1B.

*If resource is worth it?*

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*Is Crown willing to pay?*

- (1) Knowing content of Claim?
- (2) Base line Crown is prepared to offer?

Nga Mihi : Ranginui Walker to Westpac Visitors.

The Westpac Visitors were thanked for their presentation and then left the meeting, all material handed out as part of the presentation was returned to AFS/Westpac at the end of the meeting.

#### 10. IAN McLEAN

A discussion took place on the acceptance of Ian McLean to Raupatu Committee meetings, as to his value and how can the Committee use him. As a friend of Doug Grahams it was agreed that Ian McLean would be in a position to pass on to the Minister relevant information.

**RESOLVED**

**Ranginui Walker / J Hata**

*That Ian McLean be invited to join the meeting.*

*(All in favour)*

John Hata welcomed Ian McLean to the meeting.

Ian McLean responded.

Tom Wood pointed out that before we face the Crown we need the issue of funding to be resolved, and that there needs to be dialogue both ways.

Tairongo Amoamo what a clearer picture on the funding against the claim as this was not clearly defined, and also the question of independent funding.

John Kameta was of the opinion that funding should come off the claim.

Ian McLean pointed out that there were two issues-

1. Past expenses funding
2. On-going expenses funding,

and that issues were of a technical and not a principle matter. It was further pointed out by Ian that OTS had merged the two, past and present funding into one cabinet paper.

The main concerns were as follows:-

- \* OTS by letter have a 6 weekly turn around for decision making;
- \* mannerism to identify funding for negotiations;
- \* in order for that money to be handled it becomes less stringent.

Ranginui Walker voiced his concerns about having no funds to operate, and that some expenses have been out of the Committee's own private pockets, and that process must be expedited as we need \$100,000 to \$200,000 to operate.

John Delamere pointed out that it was unfair and unacceptable the holdups with the funding process.

Tom Woods pointed out that the pre-negotiations and subsequent negotiations were confidential, but that OTS wanted this information. Tom felt this was not relevant for the Crown to know these matters, and that both parties must exhibit confidence and trust.

Tairongo Amoamo quoted a figure of \$1M to take the Whakatohea's claim to its conclusion, and that the cost per meeting would be around \$4,000.

Tairongo pointed out that it was not the fault of the Committee as they are all part-timers, and that it required a full-time appointee.

Tu Williams wanted the timeframe to be clarified.

Ian McLean pointed out that it would be hopeful to finish around September 1996.

Ian McLean to urgently follow-up this in Wellington the current policy on on-going costs off-set against the claim, but pointed out that it was normal procedure to produce a single paper to Cabinet.

Tom Wood pointed out that the Crown had appointed a number of Facilitators to the Iwi with no prior consultation.

Ian McLean responded by saying there was consultation with the Whakatohea at Rotorua Airport and that it was Whakatohea's decision to have him as Facilitator.

A discussion took place on the boundaries to be defined in the Claim. Ian McLean pointed out that boundaries must be defined to see whether there are overlapping claims. That the Claim be placed on the table for negotiators and that it needed to go to Cabinet for the Minister to give him permission to negotiate.

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Tom Wood asked if the Crown had a set bottom line, and would like to know what it is, and the relativities of the Whakatohea, and the pre-negotiations to get information to our advantage and benefit.

John Delamere pointed out that all BOP claims are overlapping and that the Crown must accept there are some grey areas with the overlapping.

Ian McLean responded by saying that the overlap was not large in significance to the Claims of the BOP Iwis, and that if area is not large then it would significantly influence the magnitude of the claim.

If the areas of the claims are small then both claims would go ahead.

#### 11. COMMITTEE TO DISCUSS IAN McLEAN'S APPOINTMENT

John Hata pointed out that it was discussed at Wellington Airport that Ian McLean would be the Facilitator for the Mataatua area.

John Kameta moved a motion to welcome Ian McLean aboard.

**RESOLVED**

**John Kameta / John Delamere**

*That Ian McLean be appointed as the Crown Facilitator to the Whakatohea Iwi.*

Ian McLean left the meeting 3.05pm.

#### 12. GENERAL

All Representatives to supply a copy of out of pocket expenses to Secretary to collate for the budget as internal information.

THE COMMITTEE CONVENED FOR A 10 MINUTE BREAK

THE COMMITTEE RE-CONVENED AT 3.15PM



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13. AOTEAROA FINANCIAL SERVICES / WESTPAC BANK PRESENTATION

Comments were made by individual Committee members as follows:-

John Kameta: John's opinion was that he felt it was being taken away from us, and that it was going to another group down the road.

John Delamere: Support's Tom's Paper, but does not support Westpac's Paper.

Ranginui Walker: The principles by Tom and Westpac-

- be organised
- document preparation
- strong and united,

his opinion was that there was no-one working full-time on a plan to bring the claim to its conclusion, cannot dis-engage from our occupations, and do we have the skills to dis-engage our jobs to take up the full-time contract.

Tairongo Amoamo: A complex contract - Project Manager accountable, not transferring power to an outside group. Treat Westpac as an employer.

Claude Edwards pointed out that it would cost approximately \$100,000 per month.

John Delamere: No-one has been working on the claim full-time, one reason is that there was no funding, when we get funding, then there would be another option.

Tairongo Amoamo: The Project Manager would be accountable, and would have a full input into who the Project Manager is. How it's handled? Steps? Must have the power to make it happen? Someone to drive the case full-time?

John Delamere: Crown had established the value. Tainui finally agreed to \$10M. Crown controls from beginning to end.

Tom Woods: Back date to commencement of negotiations. No 1 principle - first six weeks need a project and need a Manager.

Considers a lot of detailed work to send back to Committee. Someone to manage and had the resources to do it. Someone capable of doing it.

Tu Williams: Tom presented the need to-

- \* Government's Roles
- \* Management's Roles.

Ranginui Walker: To prepare a strategic plan takes time, we cannot continue on an ad hoc basis, now that we are talking about being professional.

Tairongo Amoamo: Tainui Bill now with Cabinet.

John Hata: A Strategic Plan was drawn up in 1992.  
(Copy Appendix attached).

Tom Wood: Asked if the Committee agreed that there would be a Manager, and the consensus was yes.

A discussion took place that the position of Project Manager should be advertised, and that not to accept that AFS should just get the job, that there would be a six week establish phase, sometime to co-ordinate to get the job done, six week setting pattern, extensive work to be done.

**RESOLVED**

**Ranginui Walker / John Kameta**

*That we appoint a Project Manager for Stage 1.*

*Carried.*

***Amendment to the First Motion***

**RESOLVED**

**Ranginui Walker / Tairongo Amoamo**

*Adoption of Stage 1.*

*Carried.*

**RESOLVED**

**Tairongo Amoamo / Frank Matchitt**

*Any expenditure for Stage 1 to be financed by the Whakatohea Maori Trust Board, to be reimbursed on settlement of the Claim.*

*Carried.*

John Delamere voiced his concern at the costs involved.

Tu Williams commented on the novel approach of the AFS/Westpac presentation.

**RESOLVED**

**Tairongo Amoamo / Tu Williams**

*That Aotearoa Financial Services be engaged to take Stage I to its conclusion subject to an acceptable Agreement.*

*Moved.*

The Committee commented as follows:-

John Hata: Concerns that the Iwi and Hapu do not want our claim to go out of Whakatohea.

Tairongo Amoamo takes up John's concerns, but to take to Stage I.

John Kameta: Go along with the group has said, people put in place to do the work.

Tahu Taia: Get someone to look at it as presented, is there anyone else that can give us an opinion. \$50,000 for a small operation is a large amount.

John Hata: There for the interim of 6 weeks, Contract written up within timeframe, do not have time to look for other people, have come along way and will go along with it.

Claude Edwards: Go with the consensus. Unusual to appoint someone without a Contract.

Tom Woods: If Committee appoints AFS, conditional on terms of Contract to be met.

Tairongo Amoamo: Conditional factor \$50,000 as part of the Contract.

Tom Woods: Get a Contract first if approval subject to Contract.

Teinga Biddle: Agrees - concerned with cost, agrees with speed/timeframe Ngai Tama agree.

Teriaki Amoamo: Ngati Patu agrees.

A conference call to be set up for Thursday, 14 September at 2.00pm.

Karakia: Teinga Biddle.

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There being no further business meeting closed at 4.20pm

Claude Edwards  
**CHAIRMAN**

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WHAKATOHEA MAORI TRUST BOARD

ATTENDANCE REGISTER

HUI Raupatu Neg Comm

DATE 9.9.95

NAME

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J. Yan  
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