

Welcome to our fifth edition of 'Energy In Business'

To our valued clients, we would like to thank you for your continued support and trust you all had a terrific holiday period with your family and friends.

The previous 12 months has achieved positive growth in all areas of our business. Our Account Managers have travelled around the Bay of Plenty, networking and developing valuable relationships with existing and prospective clients.

We have a motivated team of professionals who are available to meet at your place of business. Our experience, knowledge and time in the business means we can offer advice and support to help you save time and money.

The Commercial Team comprises myself as Commercial Manager, and three Account Managers; Mahia Bennett, Emma Hedley and Frank Bent. Our



ABOVE: Bay of Plenty Energy Commercial team: Chris, Mahia, Emma and Frank.

team is supported by our Metering and Technical Teams, and our Call Centre. All these teams are committed to assisting you.

In this issue you will find information on our proposed generation scheme - Project Kaituna, a profile of myself, an update on our involvement with the new Bay of Plenty Energy Cancer Centre and information about 'Invigorate'.

We hope you enjoy this issue and welcome any feedback via our website

www.bope.co.nz

Regards,

Chris Power
Commercial Manager

Proposed Upper Kaituna Hydro Scheme - the energy we need to grow



Generating renewable, local energy to power local growth are key drivers behind Bay of Plenty Energy's proposed Upper Kaituna Hydro Electric Power Scheme. Once completed, the scheme will generate 13.5 MW of electricity, enough to supply up to 10,000 homes or more than 2,000 small businesses.

The project is now one step closer to fruition after the Department of Conservation granted Bay of Plenty Energy approval for a concession to inundate a small part (0.7 hectares) of the Upper Kaituna Scenic

Reserve in December 2007. The support and long-term commercial partnerships between Bay of Plenty Energy and two iwi landowners - Taheke 8C and Ruahine Kuharua Incorporation - has made this scheme possible.

The location for the proposed scheme is a 3km stretch of the Kaituna River, near Rotorua. The scheme consists of a low profile weir (pictured) designed to divert a proportion of the river into a 2km canal to a power house after which all water is returned to the river. A narrow lake will form above the diversion weir and a residual flow will be maintained in the original course of the river.

As part of the planning process, Bay of Plenty Energy has been working to minimise environmental and aesthetic impacts of this small hydro scheme. The scheme will not impact on the popular recreational areas of Okere Falls and the Trout Pools (Pararaurekau).

Most of the detailed design work and reports required for the resource consenting process are at an advanced stage, including reports on water quality,

ecology of the river and surrounding area, landscaping, the impact on the region's recreational opportunities, traffic impacts, cultural issues, social effects, the economic impact, noise and transmission line options.

In the coming months, Bay of Plenty Energy will apply for resource consents with the Bay of Plenty Regional Council (Environment Bay of Plenty) and the Rotorua District Council. This process will involve further consultation with interested parties including iwi and business groups.

The recent drive to increase New Zealand's renewable energy supply plus increasing concerns regarding stable electricity supplies to the Rotorua region have encouraged Bay of Plenty Energy to progress the project.

Bay of Plenty Energy has appreciated the support it has received from the business community in the Bay of Plenty, particularly Rotorua's Bright Economy and Chambers of Commerce.

Cancer Centre Support

Bay of Plenty Energy is the naming rights sponsor of the Whakatane Cancer Centre that was officially opened on 16 February 2008. The partnership means the centre will be permanently named 'The Bay of Plenty Energy Cancer Centre'.

The project was the culmination of a \$1.1 million fundraising drive by the Project Hope committee that was given tremendous support from the general public, community groups and the building sector. Project Hope Chairman Colin Hammond explains, "The Bay of Plenty Energy partnership was the third tier in the funding campaign and will provide vital ongoing financial assistance."

The key reason for backing the Centre, says Chris Power, Commercial Manager of Bay of Plenty Energy, was because it is a great asset for the region. "Cancer affects one in three people, and the Eastern Bay

of Plenty has one of the highest rates in New Zealand. This Centre will help relieve the pressure on existing services and benefit large numbers of sufferers and their families who can access treatment in Whakatane, hugely reducing the emotional strain, costs and pain of travel."

As a dedicated facility, the Bay of Plenty Energy Cancer Centre will improve cancer treatment services for the area and may reduce the need for traveling for sufferers and their families. The Centre will house:

- Chemotherapy Treatment and Services
- Haematology Clinic
- A consultation clinic for local and visiting oncologists and specialist
- Information Centre, Library, Resource Centre, training and meeting rooms
- Liaison centre for Bay of Plenty Hospice and community nurses
- Cancer Society Information



ABOVE: Project Hope Chairman Colin Hammond (centre) and team celebrate opening the Centre.

- Cancer Services Network
- A warm and friendly reception area
- Counseling and Therapeutic Services

Radiology treatment (or radiography), initial diagnosis and treatment will continue to be offered in the Regional Cancer Centre at Hamilton, due to the need to fully utilise the costly leading edge equipment and access specialist personnel.

Fostering Business Success

Along with Bay of Plenty Energy's philosophy to support community groups, fostering business success is a goal to sustaining strong, vibrant organisations offering good levels of employment.

One avenue Bay of Plenty Energy demonstrates this support is by being a member and major supporter of the Chamber of Commerce in the three regions within the Bay of Plenty. In the Eastern Bay of Plenty Bay of Plenty Energy are also a cornerstone sponsor and are represented on the Chamber of Commerce's Executive Board by Commercial Manager Chris Power. Another avenue is the sponsorship of conferences like 'Invigorate', held annually in Ohope for business owners, managers and employees with the aim of inspiring people to make businesses the best they can be.

The conference was devised in 2006 by Ohope based self-employed couple Janet and Gerard Casey who "wanted to provide locals with high calibre speakers in the great location that Ohope Surf'n'Sand Conference Centre provides without the large price tag of conferences in the major centres."

Attracting major speakers to the inaugural conference was no easy task, and the Casey's recount the vital support from Bay of Plenty Energy that included sponsoring a speaker and sending a team of employees to the conference.

Now plans are being finalised for the third Invigorate Conference to be held on Friday, 18 July 2008.

This year's event will be more interactive with workshops throughout the day for people to practice their new-found skills.

The couple adds, "Three of last year's speakers won national speaking awards and this year's line-up is looking equally as impressive." The 2008 speakers include Bill James (BCom), who won the Most Humorous and President's awards at the 2007 New Zealand Speakers' Association Awards and John Shackleton who won Best Speaker in 2007.

With more than 20 years experience in the financial services industry, Bill James plans to inspire conference attendees to revolutionise their business thinking, reduce marketing costs, and create sales opportunities through win-win business alliances.



Back by popular demand is speaker John Shackleton (pictured), who wowed the 2007 conference with an inspirational talk about goal setting and self-belief. This time John will host a workshop that comprises topics on self-belief, coaching, and action plans.

For more information about the Invigorate Conference please contact: Janet and Gerard Casey on (07) 312 5677 or email: gerard@invigorate.co.nz

PROFILE:

Chris Power



"I believe in providing our customers with the best possible energy solutions - and the way we do that is by listening."

Chris has worked in the energy sector since 1996, and in 2003 moved to Whakatane to take on the role of Commercial Manager for Bay of Plenty Energy.

In his role, Chris has contact with a range of customers, from domestic through to large commercial clients. This includes direct account management for some commercial customers.

Chris enjoys the face-to-face relationships he is able to develop as part of a local company, providing our customers with personal service.

As part of this role, Chris is also involved with a number of Bay of Plenty Energy's business groups and major sponsorships.

Chris lives in Whakatane with his wife Louise and their three young children. He is a keen fly-fisherman and a self confessed sports fanatic (although mostly as an armchair critic).