

WINTA ANNUAL REPORT

2015/16



WINTA
WORLD INDIGENOUS
TOURISM ALLIANCE



CONTENTS

1. Chairman's Statement

2. Managing Director's Statement

3. Strategy

- Positioning Statement
- Vision
- Mission
- Values
- Objectives

4. Performance at a glance

5. Regulatory Framework

6. Governance

- Leadership Council
 - Role
 - Operating Policies
 - Composition/Appointees
 - Selection/Role of Chairman
 - Diversity
 - Meetings
 - Performance
 - Remuneration
 - Interest in transactions
- Committees

7. Management

- Managing Director
 - Role
 - Remuneration
 - Indemnity and Insurance
 - Interest in transactions
- Operating Team

8. Annual Shareholders' Meeting and Auditors

9. Shareholder Information

- Shareholders
- Dividend Policy

10. Economic Performance

11. Operating Trends

- Advocacy
- Facilitation
- Networking
- WINTA Online

12. Corporate Directory

1. CHAIRMAN'S STATEMENT



WINTA's fourth year of existence was one of further advancement and service to Indigenous populations. The second Pacific Asia Indigenous Tourism Conference held in Vancouver was one of the highlight achievements of the year. That event coincided with the publication and presentation of the report on Indigenous Tourism and Human Rights in the Asia Pacific Region, accompanied by the Checklists for Accountability based upon the Larrakia Declaration.

Thanks to Keith Henry and Aboriginal Tourism of British Columbia, the conference brought together an outstanding international and Canadian audience and an excellent set of speakers. Keith Henry was influential in

creating a significant role for WINTA in the International Aboriginal Tourism Conference held in Quebec City, Canada.

We gained two fine members onto the Leadership Council with the additions of Brenda Baptiste, Chairperson of Aboriginal Tourism of British Columbia (AtBC) and Tania (Tahn) Donovan, Chairperson of the Western Australia Indigenous Tourism Operating Council (WAITOC). We congratulate Keith Henry for his new role as Chairman of Aboriginal Tourism Canada.

Some of WINTA's advances can be credited to relationships developed with other international organizations, including the Adventure Travel Trade Association (ATTA) and the Pacific Asia Travel Association (PATA). WINTA has had significant participation in ATTA's annual summits for the past five years. WINTA has provided keynote speakers, session leaders and separate but related conferences. We have met ATTA members who have gone on to support WINTA in advocating for expanded Indigenous tourism development.

As WINTA move ahead in 2016 we are encouraged by the important projects the organization is undertaking. We have a team of dedicated people planning the World Indigenous Tourism Summit to be held in Auckland, New Zealand in 2017. We are part of a Chilean team working on Indigenous tourism development in that country. The adoption of the American Declaration on the Rights of Indigenous Peoples by the Organization of American States creates a new set of challenges for WINTA as we advocate for compliance, especially in Latin America.

Thank you for your continued support.
Mitakuye Oyasin (All my relatives)
Ben Sherman, Oglala Lakota

2. MANAGING DIRECTOR'S STATEMENT



From a management perspective, WINTA's second full year of operation as an incorporated body, has been significant not only because we successfully delivered our annual plan but also because all outputs were provided through volunteer and partnership support. A core volunteer workforce was maintained but this year significant additional volunteer work was provided by tourism professionals in South America.

WINTA maintained its existing MOUs for collaborative action with partner international industry organisations and commenced discussions with other industry organisations.

The estimated value of the volunteer/partnership support provided to WINTA has been significant and exceeded NZ\$250,000 during 2015/16.

*Naku te rourou, nau te rourou, ka ora ai te iwi
With your basket, and my basket, the people will thrive*

Johnny Edmonds, Ngapuhi, NZ Maori

3. WINTA STRATEGY STATEMENTS

POSITIONING STATEMENT

The global support network for Indigenous voices through tourism

VISION

Indigenous peoples contribute through tourism, to a world where people live in harmony with each other and the environment around them.

MISSION

To promote the survival, dignity and well-being of the Indigenous peoples of the world, by advancing Indigenous human rights through tourism consistent with the standards articulated by the United Nations Declaration on the Rights of Indigenous Peoples.

CORPORATE ORGANISATIONAL VALUES

WINTA's operations are based on:

- Universal Indigenous Values including kinship, reciprocity and respect;
- Sustainable partnerships based on mutually beneficial relationships;
- Shared information and experiences that lead to informed decisions and empowerment.

OBJECTIVES

- **To advocate** in support of Indigenous peoples wishing to develop responses to issues and opportunities arising from existing and proposed tourism developments and trends of global interest;
- **To facilitate relationships** between Indigenous and non-Indigenous peoples to realize global social, environmental and economic opportunities through Indigenous peoples participation in tourism;
- **To foster networking** opportunities for Indigenous and non-Indigenous peoples to share information and experiences on international opportunities and issues for Indigenous peoples in tourism.

4. PERFORMANCE AT A GLANCE

Advocacy Outcomes and Outputs

In implementing its Advocacy objectives WINTA has established itself as a global umbrella organization for tourism-related Indigenous issues and opportunities WINTA and has:

- Maintained corporate partnerships and retained volunteer professional services to manage the operation of WINTA;
- Met all legislative and regulatory compliance requirements for companies operating in NZ;
- Produced reference lists of research papers and other presentations on Indigenous engagement with tourism in Chile.
- Completed due diligence reports for Indigenous tourism in Chile including:
 - Community Tourism in Chile
 - Tourism Industry Promotion of Indigenous Peoples in Chile
 - Indigenous Human Rights in Chile
- Completed a due diligence report on *The Human Rights of Sami People: To Inform the Forward Development of Sami Tourism in Finland*
- Developed a database of over 40 Indigenous tourism contacts in Bolivia
- Supported a collaborative research project with Tourism Education Futures Institute (TEFI)/University of Guelph on *University Best Practise and Indigenous Human Rights in Tourism*;
- Promoted a project proposal planned by the Trans Himalayan Environment Livelihood Programme aimed at the empowerment of village communities and the revival of tourism in Nepal



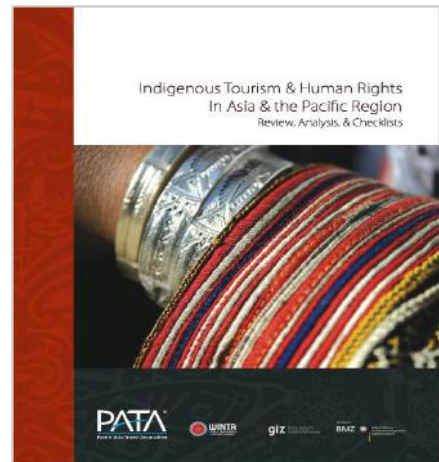
Facilitation Outcomes and Outputs

In facilitating relationships between Indigenous and non-Indigenous peoples, WINTA has provided Indigenous peoples with their own collective voice and ability to engage with global tourism industry organisations based on mutual respect and has:

- In partnership with ATTA
 - Distributed Indigenous tourism eNews regularly to ATTA members/stakeholders;
 - Invited ATTA representative Richard Edwards to participate on “Hot Button Issues” Panel at Pacific Asia Indigenous Tourism Conference 2015, in Vancouver BC;
 - Successfully nominated John Barrett for the governance Board (Oceania representation) of ATTA’s Adventure Travel Guide Standard.
 - Convened the Indigenous Roundtable at ATWS 2015, in Puerto Varas, Chile.



- In partnership with PATA
 - Contributed to the implementation of the Larrakia Declaration by supporting a PATA presentation on Human Rights in Indigenous tourism at ITB 2015 and promoting the PATA research publication on Human Rights in Indigenous Tourism, through WINTA Network;
 - Facilitated PATA Conversation interviews with NZ Maori tourism operator, John Barrett;
 - Enabled PATA Chairman Human Capital Development Committee Chris Bottrill to present to Pacific Asia Indigenous Tourism Conference 2015 on the Larrakia Declaration and *Protecting and advancing Indigenous peoples' rights within the complete visitor economy*.
 - Made the PATA research publication, *Indigenous Tourism & Human Rights in Asia and the Pacific Region*, available to PAITC 2015 delegates at no cost;



- In partnership with FreeNomad, continued to enable WINTA shareholder constituent tourism businesses to register for free marketing services.
- In partnership with Tourism Education Futures Initiative supported the University of Guelph with the research project *University Best Practise and Indigenous Human Rights in Tourism*;
- In partnership with the Aboriginal Tourism Association of BC enabled the delivery of the Pacific Asia Indigenous Tourism Conference 2015 in Vancouver, BC.

PACIFIC ASIA
**INDIGENOUS
 TOURISM & TRADE
 CONFERENCE**
 Vancouver, BC | September 12 - 14, 2015
 PAITC2015.com



Discussions into further partnerships were also commenced with a number of tourism industry organisations with a specific interest in accessing/fostering Indigenous tourism experiences.

In addition, WINTA responded to various requests from country contacts for advice and potential partnerships for development and promotion of Indigenous tourism, including Finland, Columbia.

Networking

In fostering networking opportunities for Indigenous and non-Indigenous peoples to share information and experiences WINTA:

- Maintained a Global WINTA Network of stakeholders and used contacts made at Indigenous tourism conferences to expand the network to some 57 countries;
- Distributed online E-news to highlight international Indigenous tourism developments
- Maintained social media channels to support the ongoing dialogue and sharing of information on responsible development of indigenous tourism
- Participated in the 8th session of Expert Mechanism on the Rights of the Indigenous Peoples (EMRIP) in Geneva and the 2015 UN Institute of Training & Research (UNITAR) Training Programme to enhance the conflict prevention and peace making capacities of Indigenous peoples' representatives, in Geneva;
- Partnered with the Aboriginal Tourism Association of BC in planning the Association's delivery of the 2nd Pacific Asia Indigenous Tourism and Trade Conference in Vancouver, BC.
- Supported Indigenous tourism by participating/supporting international tourism conferences including the:
 - Adventure Travel World Summit 2015 (Chile),
 - Foro Internacional De Turismo Originario 2015, Chile, which culminated Chile's Indigenous Tourism Agenda 2015 - a process led by the Ministry of Economy, through the Undersecretary of Tourism, Sernatur and supported by WINTA
 - *Sharing Our Stories Conference 2015* convened by the Yukon First Nations Culture & Tourism Association in Whitehorse, Yukon
 - Rovaniemi Process Conference 2015 – 2nd International Conference Local and Global Arctic, convened in Finland by the City of Rovaniemi, Arctic Centre University of Lapland and Arctic Society of Finland,
 - Malaysia Ecotourism Summit 2016 in Sarawak
 - Australian Indigenous Tourism Conference 2016 in Bunbury, Western Australia



A breakout session at the Foro Internacional De Turismo Originario 2015, Chile

5. REGULATORY FRAMEWORK

The regulatory framework for the corporate governance and management of WINTA is provided by both the WINTA Constitution and NZ legislation.

The WINTA Constitution was adopted on 30 May 2014 by special resolution of shareholders, pursuant to section 32 Companies Act 1993. The Constitution shares responsibility for the corporate governance and management of WINTA between the Leadership Council and the Director.

6. GOVERNANCE

Leadership Council

- Role

Schedule 1 of the Constitution places responsibility on the Leadership Council to set the strategic direction of WINTA and approve the annual plan/budget and adopt policies to guide the operation of WINTA.

- Operating Policy

The operating policy adopted by the Leadership Council in 2014/15 remained in force in 2015/16.

- Composition/Appointees

Clause 1.1.1.a of the Constitution provides that each shareholder may appoint one person to the Leadership Council and may subsequently remove that person and appoint another person to the Leadership Council.

The shareholder appointees for 2015/16 were:

- Mr John **Barrett** appointed by the NZ Maori Tourism Society;
- Mr Keith **Henry** and subsequently Brenda **Baptiste** appointed by the Aboriginal Tourism Association British Columbia.
- Mr Lennart **Pittja** appointed by Vägvisaren-samiska upplevelser;
- Ms Tahn **Donovan** appointed by the WAITOC Association Inc;
- Mr Ben **Sherman**, appointed by the Native Tourism Alliance;
- Ms Yankila **Sherpa** appointed by the Trans Himalayan Environment Livelihood Program;

Following his departure from the Aboriginal Tourism Association of BC to take up the position of Chairman/CEO Aboriginal Tourism Association of Canada, Mr Keith **Henry** was co-opted to the Leadership Council for one year commencing 15 December 2015.

- Selection/Role of Chairman

Leadership Council corporate policy 1.2.3 provides that the shareholder appointees shall elect one of the shareholder appointees as Council Chairperson and once elected, that person shall hold that office until he or she dies or resigns, or is no longer a shareholder appointee or the majority of shareholder appointees elect a chairperson in his or her place.

The shareholder appointees elected Mr Ben Sherman to chairman of the Leadership Council on 7 August 2014 and his tenure as Chairman remained unchanged during 2015/16.

- Diversity

All councillors have a background in Indigenous tourism and bring first hand experiences from Asia, Europe, North America and Oceania. At present the only continents still not participating on the Council are Africa and South America.

The gender balance has improved during 2015/16 with a Council now comprising 3 women and 4 men.

- Council Meetings

All Leadership Council meetings were conducted in accordance with approved Council policy.

All meetings were conducted via skype and were held on:

- 10 April 2015

- 19 June 2015
- 21 August 2015
- 30 October 2015
- 4 December 2015
- 12 February 2016
- 19 February 2016

The meetings in June and August 2015 proceeded with the required quorum and the remainder were conducted as Councillor discussion sessions.

The Director prepared and distributed the agendas and briefing papers in advance of all Council meetings. The Director also prepared/distributed the minutes following the meetings with a quorum as well as meeting notes following the Council discussion sessions.

All urgent Council deliberations taken “out of session” by Council members have been programmed for ratification at the first full meeting in 2016.

- Council Performance

As required by the constitution, the Leadership Council approved WINTA’s 2015/16 annual plan/statement of intent.

Council also retained its established Strategy Statements (positioning, vision, mission, corporate values, objectives) and its established operating policies without change.

The Leadership Council met all policy requirements for conducting meetings including:

- Ratifying minutes
- Disclosing material interests
- Quorum

Of the 7 skype meetings agreed to by Council, 2 proceeded with the required quorum and the other 5 proceeded as discussion meetings.

Individual Councillors who carried out additional tasks for WINTA included:

- Chairman Ben Sherman who represented WINTA at the
 - 8th session of Expert Mechanism on the Rights of the Indigenous Peoples (EMRIP) in Geneva;
 - 2015 UN Institute of Training & Research (UNITAR) Training Programme to enhance the conflict prevention and peace making capacities of Indigenous peoples’ representatives, in Geneva;
 - Adventure Travel World Summit 2015, Chile;
 - Foro Internacional De Turismo Originario 2015, Chile;
 - *Sharing Our Stories Conference 2015* convened by the Yukon First Nations Culture & Tourism Association in Whitehorse, Yukon
- Councillor John Barrett who represented WINTA at the
 - Malaysia Ecotourism Summit 2016 in Sarawak
 - Australian Indigenous Tourism Conference 2016 in Bunbury, Western Australia

- Council Remuneration

No remunerations were made to Councillors and no costs incurred by Councillors were reimbursed by WINTA.

- Interest in transactions

Council policy requires that all councillors comply with the intent of Clause 21 of the WINTA constitution and Section 139-144 Companies Act 1993 which prescribe the restrictions that apply to self-interest transactions. All meeting agendas enabled councillors to disclose an interest in any agenda item/transaction and the recording of those interests in a WINTA *interests register*.

No self-interests in transactions were declared by Councillors or recorded in the interests' register.

Committees

No Council committees were formed by the Leadership Council.

7. MANAGEMENT

Managing Director

- Role

Schedule 1 of the WINTA constitution requires the Director to manage, direct and supervise the management of the business and affairs of the company, in accordance with the strategic plan, the annual plan and budget, and the operating policies for the company as approved by the Leadership Council. In addition, the Director is obligated to meet minimum compliance requirements set out in the Companies Act 1993. These obligations include acting in good faith and in best interests of the company, avoiding reckless trading and entering into obligations that cannot be met. Any breach of these obligations constitutes an offence under the Companies Act 1993.

- Remuneration

No remuneration was paid to the Managing Director.

The role of Managing Director was undertaken by Mr Johnny Edmonds in terms of a sponsorship agreement entered into by WINTA and Irimana Enterprises Ltd. Under the agreement all costs incurred by Johnny Edmonds in fulfilling the role of Director WINTA were met by Irimana Enterprises Ltd.

- Indemnity and Insurance

Irimana Enterprises carried its own professional indemnity insurance for Johnny Edmonds. WINTA did not carry indemnity insurance cover.

- Interest in transactions

No self-interests in transactions were declared by Councillors or recorded in the interests' register.

Operating Team

In addition to the Managing Director, the operating team/secretariat included Mr Dan Kreuger, who as a volunteer, managed WINTA's website, social media Facebook and Twitter accounts and the Authentic Destination eNews.

Other volunteers who assisted with WINTA initiatives included WINTA Network participants:

- Jean-Philippe Le Moigne (Chile) who assisted WINTA with due diligence reports for Indigenous human rights in tourism in Chile;
- Stephen Taranto/La Paz on Foot (Bolivia) who prepared a database of over 40 Indigenous tourism contacts in Bolivia;
- Manuel Maribur/Mapuche Trekkan, Juan Marambio/Travolution and Carolina Pena/Sernatur (Chile) who assisted the Chairman WINTA with the delivery of the Indigenous roundtable session at Adventure Travel World Summit 2015 in Chile;
- Judy Karwacki/Small Planet (Canada) participated as a WINTA Network representative in her role as a panellist at PATA's Adventure Travel and Responsible Tourism Conference and Mart 2016 in Thailand in February 2016;
- Aurélie Mayoke Debusschère/Native Immersion who assisted with imagery for WINTA annual report cover.

8. ANNUAL SHAREHOLDERS' MEETING & AUDITORS

The annual shareholders' meeting was held in Vancouver BC, at Pinnacle Waterfront Hotel, on 15 September 2015.

The meeting received the annual report 2014/15 as presented by the Director voted to not appoint an auditor for audit of the WINTA Ltd Financial Statements for 2015/16 pursuant to Section 196A NZ Financial Reporting Act 1993.

9. SHAREHOLDER INFORMATION

Shareholders

WINTA has 600 ordinary shares, which are held equally by

- WAITOC Association Incorporated, Suite 52, 102 Railway Parade West Perth, Western Australia 6005, Australia.
- Native Tourism Alliance, 1744 Garfield, #101, Louisville, Colorado 80027 USA.
- New Zealand Maori Tourism Society, Seabridge House Mezzanine Floor, 110 Featherston Street, Wellington 6011, New Zealand.
- Aboriginal Tourism Association British Columbia, #600 – 100, Park Royal West Vancouver, BC V7T1A2 Canada.
- Vägvisaren-samiska upplevelser, Fjällnäsgränd 15c, S-982 39 Gällivare Sweden.
- Trans Himalayan Environment Livelihood Program. Kathmandu, Nepal.

Dividend Policy

Part 2 Special Provisions of the WINTA constitution provides that the Company shares shall not confer on shareholders entitlement to payment of dividends, or preferential rights to distributions of capital or income, or rights to transmit or transfer shares to other than the company, or pre-emptive rights to new shares.

Furthermore, Company shares may only be transferred to corporate entities that subscribe to the charitable purpose of the company.

10. ECONOMIC PERFORMANCE

10.1 Introduction

A minor number of financial transactions were required by WINTA in delivering the annual plan as virtually all outputs were provided through volunteer and partnership support during 2015/16. The estimated value of the volunteer/partnership support to WINTA exceeded NZ \$250,000.

Notwithstanding the minor number of transactions in 2015/16, WINTA did put considerable effort into lodging/supporting applications for project funding to support international Indigenous tourism and achieved mixed results.

WINTA was successful in its funding application to the NZ JRMackenzie Trust for 5 Maori tourism leaders to attend the PAITC 2015 in Vancouver.



JR MCKENZIE TRUST
ESTABLISHED IN 1940

Iti noa ana, he pito mata – With care, a small kumara will produce a harvest.



In addition, WINTA also provided letters of support to other organisations that were subsequently successful in their funding applications including:

- ProChile which secured government funds for a Chilean delegation to attend PAITC 2015;
- Aboriginal Tourism Association of BC which secured funds from Abercrombie & Kent Philanthropy for empowerment of Indigenous peoples in tourism including a local Aboriginal community art project
- Trans Himalayan Environment Livelihood Programme which secured funds from Metrix Consulting to assist with its' Chepang Community project

However, most of WINTA's funding applications were unsuccessful including applications to:

- The National Endowment for Democracy Foundation for a grant to progress WINTA's partnership delivery of a 3rd PAITC ;
- Austrade for a grant to enable Australian Aboriginal to attend PAITC 2015
- The Ministry of Foreign Affairs Australia for grant to enable Pacific Islanders to attend PAITC 2015
- The NZAID for grant to enable Pacific Islanders to attend PAITC 2015
- The TIET Foundation for grant to enable Nepalese representative to attend PAITC 2015
- The Global Greengrants Fund for a grant to assist T-Help Chepang Community Project
- The First Peoples Programme for a grant to assist T-Help Chepang Community Project

10.2 WINTA FINANCIAL STATEMENT FOR 2015/16

10.2.1 STATEMENT OF RECEIPTS AND PAYMENTS

| | | \$NZ | \$NZ | \$NZ |
|---|--------------|------------------------|------------------------|------------------------|
| | | ACTUAL THIS YEAR | BUDGET THIS YEAR | ACTUAL LAST YEAR |
| Operating Receipts | NOTES | | | |
| Donations, fundraising and other similar receipts | 2 | 19000.00 | 19000.00 | 0.00 |
| Fees, subscriptions and other similar receipts | | | | |
| Receipts from providing goods and services | 2 | 3099.57 | 3099.57 | 0.00 |
| Interests, dividends and other investment income receipts | | | | |
| - ANZ bank interest | | 0.00 | 0.00 | 0.00 |
| Other operating receipts | | 0.00 | 0.00 | 0.00 |
| Total Operating Receipts | | 22099.57 | 22099.57 | 0.00 |

| | | ACTUAL THIS YEAR | BUDGET THIS YEAR | ACTUAL LAST YEAR |
|--|--------------|------------------------|------------------------|------------------------|
| Operating Payments | NOTES | | | |
| Payments related to public fundraising | | 0.00 | 0.00 | 0.00 |
| Volunteer and employee related payments | | 0.00 | 0.00 | 0.00 |
| Payments related to providing goods and services | 3 | 19000.00 | 19000.00 | 0.00 |
| Grants and donations paid | | 0.00 | 0.00 | 0.00 |
| Other operating payments | | 0.00 | 0.00 | 0.00 |
| Total Operating Payments | | 19000.00 | 19000.00 | 0.00 |

| | | ACTUAL THIS YEAR | BUDGET THIS YEAR | ACTUAL LAST YEAR |
|----------------------------------|--------------|------------------------|------------------------|------------------------|
| Operating Surplus/Deficit | NOTES | | | |
| Operating Surplus | | 3099.57 | 3099.57 | 0.00 |

| | | ACTUAL THIS YEAR | BUDGET THIS YEAR | ACTUAL LAST YEAR |
|---------------------------------|--------------|------------------------|------------------------|------------------------|
| Capital Receipts | NOTES | | | |
| Receipts from sale of resources | | 0.00 | 0.00 | 0.00 |
| Receipts from borrowings | | 0.00 | 0.00 | 0.00 |

| | | ACTUAL THIS YEAR | BUDGET THIS YEAR | ACTUAL LAST YEAR |
|-------------------------|--------------|------------------------|------------------------|------------------------|
| Capital Payments | NOTES | | | |
| Purchase of resources | | 0.00 | 0.00 | 0.00 |
| Repayment of borrowings | | 0.00 | 0.00 | 0.00 |

| | | | | |
|--|--|-------------|-------------|-------------|
| Increase/Decrease in Bank Accounts & Cash | | \$NZ | \$NZ | \$NZ |
|--|--|-------------|-------------|-------------|

| | | ACTUAL THIS YEAR | BUDGET THIS YEAR | ACTUAL LAST YEAR |
|--|--------------|---------------------------------|---------------------------------|---------------------------------|
| Bank Accounts & Cash at Beginning of Year represented by: | NOTES | | | |
| ANZ Business Current Account | | 0.00 | 0.00 | 0.00 |
| Cash Floats | | 0.00 | 0.00 | 0.00 |
| Petty Cash | | 0.00 | 0.00 | 0.00 |

| | | ACTUAL THIS YEAR | BUDGET THIS YEAR | ACTUAL LAST YEAR |
|--|--------------|---------------------------------|---------------------------------|---------------------------------|
| Bank Accounts & Cash at End of Year Represented by: | NOTES | | | |
| ANZ Business Current Account | | 3099.57 | 3099.57 | 0.00 |
| Cash Floats | | 0.00 | 0.00 | 0.00 |
| Petty Cash | | 0.00 | 0.00 | 0.00 |
| Total Bank Accounts & Cash at End of the Financial Year | | 3099.57 | 3099.57 | 0.00 |

| 10.2.2 STATEMENT OF RESOURCES AND COMMITMENTS | | | | |
|--|--------------|-------------------------|--|-------------------------|
| | | \$NZ | | \$NZ |
| Schedule of Resources | NOTES | \$ THIS YEAR | | \$ LAST YEAR |
| Bank Accounts & Cash (from Statement of Receipts & Payments) | | 3099.57 | | 0.00 |
| Money held on behalf of others | | 0.00 | | 0.00 |
| Money owed to the Company | | 0.00 | | 0.00 |
| Other non-cash Resources owned by the Company | | | | |
| - Land & Buildings | | 0.00 | | 0.00 |
| - Motor vehicles | | 0.00 | | 0.00 |
| - Computers including software | | 0.00 | | 0.00 |
| - Furniture & fittings | | 0.00 | | 0.00 |
| - Office Equipment including computers, printers | | 0.00 | | 0.00 |
| Investments including shares | | 0.00 | | 0.00 |
| Stock/Inventory on hand | | 0.00 | | 0.00 |

| | | \$NZ | \$NZ | \$NZ |
|---|--------------|-------------------------|-------------|-------------------------|
| Schedule of Commitments | NOTES | \$ THIS YEAR | | \$ LAST YEAR |
| Money Payable by the Company | | Amount | | Amount |
| Invoices for goods/services received but not yet paid | | 0.00 | | 0.00 |
| Wages, salaries and honoraria due | | 0.00 | | 0.00 |
| Payments owing to IRD | | 0.00 | | 0.00 |
| Kiwisaver & other personal related payments due | | 0.00 | | 0.00 |
| Interest payable | | 0.00 | | 0.00 |
| Approved Grants payable by the Company but not yet paid | | 0.00 | | 0.00 |

| | | | | |
|---|--|---------------|--|---------------|
| Loans payable | | 0.00 | | 0.00 |
| | | | | |
| Other Commitments | | Amount | | Amount |
| Commitments to make payments under a lease agreement | | 0.00 | | 0.00 |
| Commitment to purchase property, plant & equipment | | 0.00 | | 0.00 |
| Commiment to provide loans | | 0.00 | | 0.00 |
| Commitment to provide grants | | 0.00 | | 0.00 |
| Cash received that relates to events in a future period | | 0.00 | | 0.00 |
| | | | | |
| Guarantees | | Amount | | Amount |
| Nature of guarantee, reason why guarantee was provided & max amount that could be payable under the guarantee | | 0.00 | | 0.00 |

| | | \$NZ | \$NZ | \$NZ |
|---|--------------|-------------|------|-------------|
| | | \$ THIS | | \$ LAST |
| Schedule of Other Information | NOTES | YEAR | | YEAR |
| | | Amount | | Amount |
| Amounts of grants/donations received and purpose/nature of conditions not yet fully met | | 0.00 | | 0.00 |
| Nature/amount of borrowings secured & nature/amount of resources used as security | | 0.00 | | 0.00 |

10.2.3 NOTES TO THE PERFORMANCE REPORT

Note 1: Accounting Policies

All transactions are reported in the statement of receipts and payments and related notes to the performance report on a cash basis. This report has been prepared to generally comply with the reporting standards issued by the NZ Accounting Standards Board of the External Reporting Board pursuant to Section 12(a) of the Financial Reporting Act 2013 for *PBE SFR-C (NFP) Public Benefit Entity Simple Format Reporting - Cash (Not for Profit)*.

The Company is not registered for GST. Therefore amounts recorded in the performance report are inclusive of GST, if any.

Note 2: Analysis of receipts (optional)

\$19000 grant was received from the JRMckenzie Trust (NZ) to assist 5 Maori regional tourism leaders to attend PAITC 2015 in Vancouver.

\$3099.57 payment was received from the Quebec Aboriginal Tourism for assistance provided by the Director with the IATC 2015 held in Quebec.

Note 3: Analysis of payments (optional)

\$19000 was paid to NZMT for reimbursement of travel associated costs for 5 Maori regional Maori tourism leaders to attend PAITC 2015 in Vancouver.

Note 4: Correction of errors

There are no corrections relating to the prior reporting period.

Note 5: Related parties that have significant influence over the strategic management of the Company include:

- Johnny Edmonds is the Director for the Company. Irimana Enterprises Ltd sponsors Johnny Edmonds and also provides office and administration support services in NZ at no cost to the Company
- The Leadership Council is responsible for approving the strategic plan, the annual plan and budget, and the operating policies for the company. The current Councillors are: Ben Sherman, John Barrett, Lennart Pittja, Yankila Sherpa, Tahn Donovan, Brenda Baptiste, Keith Henry. Councillors provided governance at no cost to the Company.

Note 6: Events after balance date

No significant events have occurred between the balance date and the final reporting date.

11. OPERATING TRENDS

11.1 ADVOCACY Related Trends

- The very minor number of financial transactions were undertaken in 2015/16 understates the significant collaborative project work undertaken by the Chairman, Councillors and Director.
- The WINTA constitutional provisions for WINTA Shareholdings and Leadership Council membership proved adequate for 2015/16 but will require review to meet the future needs of WINTA constituents.
- The Leadership Council scheduled more skype meetings in 2015/16 but most were conducted as discussions opportunities rather than quorum-based business meetings.
- A core volunteer workforce was maintained but significant additional volunteer work was undertaken especially by tourism professionals in South America
- A significant number of funding applications were made to support Indigenous tourism initiatives but less than 30% were successful.
- During 2015/16, the number of contacts in the global WINTA Network database was increased by 61% and their geographic location expanded from 49 to 57 countries, largely as a consequence of increased exposure of WINTA through its active participation in assisting with the delivery of the Pacific Asia Indigenous Tourism Conference 2015 in Vancouver BC. The greatest number of new Network participants originated from Canada.
- WINTA maintained its practise of preparing country due diligence reports on Indigenous human rights in tourism to inform its potential participation in collaborative in-country projects. WINTA completed due diligence reports for Chile and Finland, and commenced reports for Mexico.

11.2 FACILITATION Related Trends

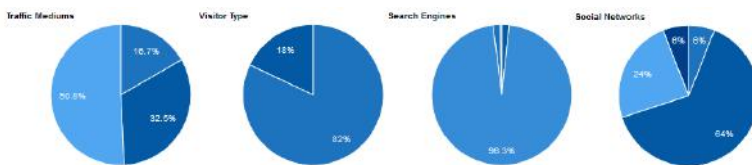
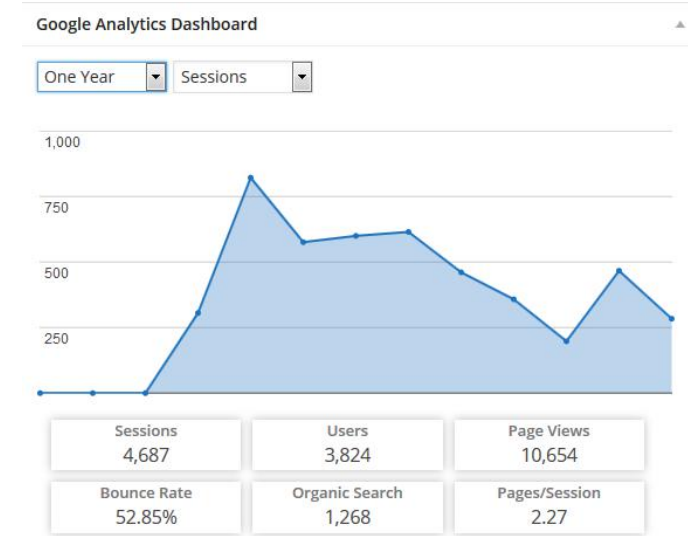
- WINTA maintained its existing MOUs for collaborative action with international industry organisations including ATTA, PATA, FreeNomad, TEFI; commenced discussions with other industry organisations; and concluded discussions with other industry organisations without further action;
- WINTA facilitated a number of unsolicited requests for assistance with engagement with Indigenous tourism
- WINTA raised the profile of the Larrakia Declaration in an increasing number of countries including at events in Australia, Alaska, Canada, Chile, Finland and Malaysia and through contacts in Germany and Colombia. One country in particular, Chile, opted to explore the practical application of the Larrakia Declaration within their country context. Their experience will provide important information and insights for other countries.

11.3 NETWORKING Related Trends

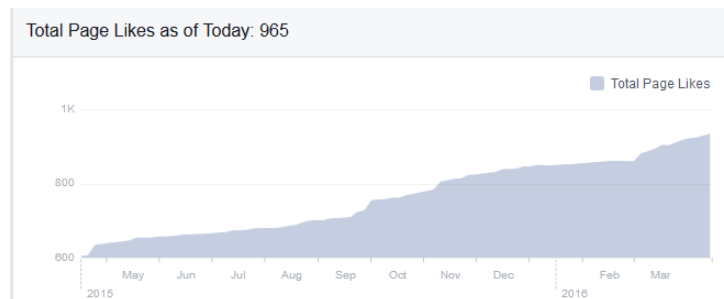
- Some 22 online E-news releases were distributed in 2015/16.
- WINTA contributed to an increased number of international Indigenous tourism-related conferences in Chile, USA, Finland, Geneva, Malaysia and Australia.
- WINTA assumed custodianship of the Pacific Asia Indigenous Tourism Conference as an international opportunity for engagement and sharing by all peoples who have an interest in promoting, implementing and celebrating achievements in fostering Indigenous self-determination through participation in tourism consistent with the principles of the *Larrakia Declaration* and the *UN Declaration on the Rights of Indigenous*.

11.4 WINTA ONLINE

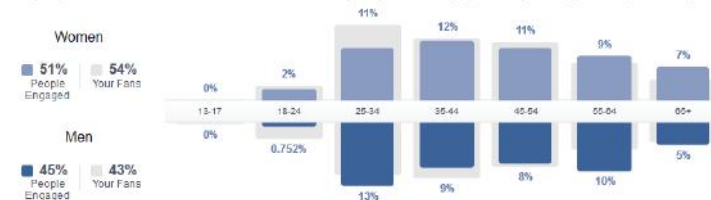
- WEBSITE www.winta.org



- FACEBOOK /WINTAcommunity



The people who have liked, commented on, or shared your posts or engaged with your Page in the past 28 days.



- CONTENT CURATION / CREATION

The subscription to ScoopIt - which automated scheduled posts to our facebook/twitter/linked in accounts and created a newsletter - was downgraded to the free version owing to infrequent use. This maintains our content and account, but doesn't have the same scheduling ability. It can be easily renewed again leading up to the next WINTA conference if appropriate.

WINTA began tracking Google Analytics on www.winta.org in July 2015 leading up to the PAITC2015 conference in Vancouver. Between July 2015 and April 2016, WINTA had 3,824 unique visitors to its website. About half (53%) only looked at one page (bounce rate), whereas others stay to explore. The 'home' and 'about' pages were the most frequented, suggesting that most visitors were looking just to learn more information about WINTA rather than engaging with it. Not surprisingly, visitation to the website peaked prior/during/post the PAITC2015 (Canada) and ATWS2015 (Chile) conferences. A little over half (51%) of visitors were referred from another website, with ATTAs adventuretravel.biz being the top referrer (361). Approximately 96% of those that find the site through a search engine (organic search) were using Google. Only 18% of our visitors come back for a second look. Our social media activity only accounts for 50 referrals, with Facebook (64%) and LinkedIn (24%) being our two most useful social sites. The website did receive a major facelift in 2015 and looks much more professional and is easier to manage. WINTA did not use advertising or other active traffic building strategies. Attention to these strategies would yield the greatest improvement to WINTAs online presence. As data is collected over the next year, WINTA will be able to look at year-over-year performance.

WINTA Facebook following has steadily grown over the past year, from 605 followers in April 2015 to 934 in March 2016 (54% increase). It is an active account with a steady stream of new content approximately once per week on average. Most of WINTA's followers are women (54%), and most are in the 25-34 yrs age group (15%). Engagement with our content is also predominately with women (51%), however the most actively engaged segment are men in the 25-34 yrs age group (13%), followed by women in the 35-44 yrs age group (12%). Organic reach on average has gone up from 64 to 103 people, which is consistent with ~10-11% of WINTA's followers. This is below the 16% average for Facebook pages in general. Similar to our website, WINTA does not use advertising or other active traffic building strategies. Implementing a social media strategy would increase our effective reach and engagement.

12. CORPORATE DIRECTORY

Registered Office

Care of Wellington Income Tax Consultants Limited
1st Floor 7 Woodward Street,
Wellington, 6011
New Zealand

Mailing address

1 Manapouri Lane,
Aotea,
Porirua, 5024,
New Zealand

Websites

www.winta.org
www.paitc2015.com

Banking

Bank: ANZ
Branch: Porirua, New Zealand

Legal Advisors

Member of TrustLaw

Auditor

Nil appointed to date.

Appointed Leadership Councillors

| | | |
|--------------------------------|--|---------------|
| - Ben Sherman (Chairman) | sherman1491@gmail.com | United States |
| - John Barrett (Councillor) | john.barrett@xtra.co.nz | New Zealand |
| - Lennart Pittja (Councillor) | lennart.pittja@biegga.com | Sweden |
| - Yankila Sherpa (Councillor) | yshslt@gmail.com | Nepal |
| - Tahn Donovan (Councillor) | maxsblack@bigpond.com | Australia |
| - Brenda Baptiste (Councillor) | brenda@aboriginalbc.com | Canada |

Co-opted Leadership Councillors

| | | |
|----------------------------|--|--------|
| - Keith Henry (Councillor) | k.henry@aboriginalcanada.ca | Canada |
|----------------------------|--|--------|

Managing Director/Company Secretary

| | | |
|-------------------|--|-------------|
| - Johnny Edmonds, | secretariat@winta.org , | New Zealand |
|-------------------|--|-------------|