

**MEMORANDUM OF UNDERSTANDING**

BETWEEN

**WAITAKERE CITY OF NEW ZEALAND  
(through the Waitakere Enterprise Trust Board)**

AND

**FIJI AUDIO VISUAL COMMISSION**

**REGARDING THE DEVELOPMENT OF AN AUDIO  
VISUAL RELATIONSHIP BETWEEN FIJI AND NEW  
ZEALAND**

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**MEMORANDUM OF UNDERSTANDING**

Dated this 7<sup>th</sup> day of September 2004

**BETWEEN**

WAITAKERE CITY OF NEW ZEALAND ("Waitakere City") represented through the WAITAKERE ENTERPRISE TRUST BOARD ("the Board"), a duly constituted Trust established under the *Charitable Trusts Act 1957* and defined as a Council Controlled Organisation under the *New Zealand Local Government Amendment Act 2002*

**AND**

The FIJI AUDIO VISUAL COMMISSION ("the Commission"), being a duly constituted statutory authority of the Government of the Fiji Islands under the *Fiji Islands Audio-Visual Commission Act 2002*

both considering it would be in the interests of the film industries of their respective regions and countries to develop a relationship for the joint production of films;

and wishing to record their intentions without binding each party to implement these intentions;

have recorded their understanding on these matters as follows:

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**1. PURPOSE**

This Memorandum of Understanding is the formal representation of the relationship between the Waitakere City through the Waitakere Enterprise Trust Board and the Fiji Audio Visual Commission. It is created to develop a stronger and ongoing relationship between the Board and the Commission.

Waitakere City through the Waitakere Enterprise Trust Board is committed to the growth of the screen production industry in Waitakere, including film and television, and recognises that this is enhanced by growth of the industry in the Auckland Region and New Zealand.

The Fiji Audio Visual Commission is committed to developing and promoting the audio visual industry in Fiji, including film and television.

The parties recognise the complementary strengths of their respective production destinations for the servicing of international productions and seek to work together to attract productions that would benefit from these and other complementary strengths.

Waitakere City through the Waitakere Enterprise Trust Board recognises the availability and desirability of unique locations in Fiji not found in New Zealand and the Fiji Audio Visual Commission recognises the availability of studio facilities at Henderson Valley Studios not found in Fiji.

## 2. OBJECTIVES

The objectives of the relationship are to develop a successful and growing audio visual industry in both countries including the establishment of:

- 2.1 A formal and ongoing marketing and business relationship between the Commission and Henderson Valley Studios, Waitakere City, New Zealand.
- 2.2 A formal and ongoing marketing and business relationship between the Commission and Film Auckland.
- 2.3 A co-production treaty or agreement between New Zealand and Fiji.
- 2.4 Mutually beneficial relationships with countries other than New Zealand and Fiji.
- 2.5 Any other activity or arrangement that contributes to the objectives of this Memorandum of Understanding.

## 3. ROLES

- 3.1 Waitakere City, through the Waitakere Enterprise Trust Board and the Commission will work together to:

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- 3.1.1 Develop a marketing and business relationship between Henderson Valley Studios and the Commission.
  - 3.1.2 Facilitate and champion a relationship between the Commission and Film Auckland with respect to objective 2.2 above.
  - 3.1.3 Facilitate and champion a relationship between the Commission and the New Zealand Film Commission with respect to objective 2.3 above.
  - 3.1.4 Encourage and promote international co-productions that simultaneously access the audio visual incentives available in both countries.

**4 PRINCIPLES OF THE RELATIONSHIP**

- 4.1 Each party will work with respect, goodwill, honesty, trust and integrity toward the other party
- 4.2 The relationship is mutual, two-way and will be conducted by the parties in a positive manner. Any changes to this Memorandum of Understanding need to involve discussions and agreement between the parties.
- 4.3 Each party will actively seek to enhance and maintain the relationship.
- 4.4 The autonomy and independence of each party is recognised at all times.
- 4.5 Each party recognises that the actions and professionalism of one reflects on the perception and reputation of the other and as such each party undertakes to act in a professional manner at all times and represent the relationship between the parties with honesty and integrity for the best interests of the parties and the relationship.

**5. MILESTONES**

- 5.1 The Commission and the Board will use their best endeavours to complete objective 2.1 by December 31, 2004.
- 5.2 The Commission and the Board will use their best endeavours to complete objective 2.2 by March 31, 2005.
- 5.3 The Commission and the Board will use their best endeavours to complete objective 2.3 by June 30, 2005.
- 5.4 The Commission and the Board will use their best endeavours to attract to both New Zealand and Fiji international co-productions that epitomise the objectives and purposes of this agreement by December 31, 2005.

**6. REVIEW**

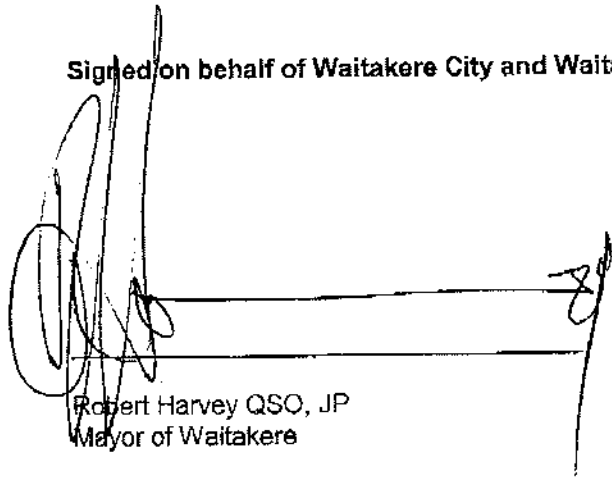
This Memorandum of Understanding will be reviewed on an annual basis or sooner if both parties so agree.

**7. DURATION AND EFFECT**

- 7.1 This Memorandum of Understanding comes into effect the day on which the representatives of each component authority have signed below.
- 7.2 This Memorandum of Understanding will continue in effect until 1 September 2009 and thereafter will be automatically renewed for successive periods of

two (2) years unless either party has given notice in writing to the other not later than three (3) months before any renewal date requiring its termination.

Signed on behalf of Waitakere City and Waitakere Enterprise Trust Board

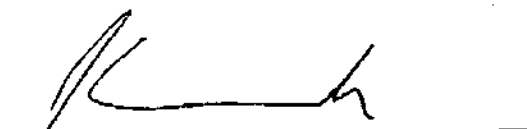


Robert Harvey QSO, JP  
Mayor of Waitakere

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Bryan Mogridge ONZM  
Chairman  
Waitakere Enterprise Trust Board


Signed on behalf of the Fiji Audio Visual Commission




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Josaia Mar  
Chairman  
Fiji Audio Visual Commission

Dated this            day of September 2004.



# THE NEW ZEALAND FILM COMMISSION

No. 214 Since 1869

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40 Pages

Wednesday, September 8, 2004

## Film body signs alliance

THE Fiji Audio Visual Commission made another milestone commitment yesterday when it signed its first strategic alliance with Waitakere City in New Zealand.

The memorandum of understanding was signed by commission chairman Joe Mar and Bob Harvey, Mayor of Waitakere City and a board member of New Zealand's Film Commission.

In signing the agreement the parties recognise the complementary strengths of their respective production destinations for the servicing of international film productions, a statement from the commission said yesterday.

This means that film producers will have more coherent but wider combinations of choices of locations, facilities, expertise and tax incentives from which they can structure very feasible film production deals.

Waitakere City owns Henderson Valley studios where movies such as *The Lord of the Rings*, *Xena* and *Hercules* were filmed.

Waitakere is New Zealand's Westiewood. Film studios are booked out, local film-makers could become Hollywood darlings at the Emmy Awards this weekend, and the council has signed a movie deal with Fiji, writes Anneke Boddé

# Deal signed to lure more movies here

Waitakere City will soon be known as Westiewood if Mayor Bob Harvey has his way. Waitakere City has signed a Memorandum of Understanding, which will see Fiji and Waitakere uniting to meet expanding international film industry needs in the South Pacific.

It was signed last week by the Fijian Audio Visual Commission chairman, Joe Mar, and Mr Harvey, and is understood to be a first of its kind.

Mr Harvey, a former chair and NZ Film Commission, expects the memorandum to reap benefits for Fiji, Waitakere and New Zealand.

"Our local film industry is turning Waitakere into Westiewood, and this agreement means we will be able to even more effectively accommodate its ever-increasing needs," says Mr Harvey. "Fiji and Waitakere will cooperate to offer film-makers the best locations in the

two areas, *crème de la crème* crews and very supportive local environments and economies."

The two parties recognise the complementary strengths of their respective production destinations for international film projects and aim to work together to attract films that would benefit from these arrangements. They also intend to develop joint marketing and business initiatives and establish a formal relationship with Film Auckland.

Mr Mar says with NZ's success and Fiji's profile as a production location with *Avatar*: *The Hunt for the Blood Orchid*, it makes sense for the neighbouring countries to look for ways to attract more film productions to the Pacific.

He says this means film producers will have greater choices of locations, facilities, expertise and tax incentives from which they can structure very feasible film production deals.

# Top quality team off to Hollywood

A team of seasoned Waitakere film-makers are set to become New Zealand's next Hollywood darlings at the American Emmy Awards this weekend.

Ralph Davies, Nick Bassett, Andy McLaren and Jill Cormack, who have been working on film sets in Waitakere City for more than 15 years, left for Hollywood last week to attend the Emmy Awards ceremony.

The four are nominated for their work on *Countdown to D-Day* in the category of Best Art Direction/Design.

The film, which stars Tom Selleck, was in the top five movies this year for TV release in America, and is rated as the most successful network movie that the A & E Network has ever produced. It was shot entirely in Auckland with footage, including battle scenes at Pihia Beach, recreating the deaths of 2000 American soldiers in World War II.

Ralph Davis says the film gained its edge because: "New Zealand crews are just good at what we do. We give big production value to small productions. New Zealand is not just a cheap place to make films. We do top quality work and have dedicated crews."

The team-members were expect-

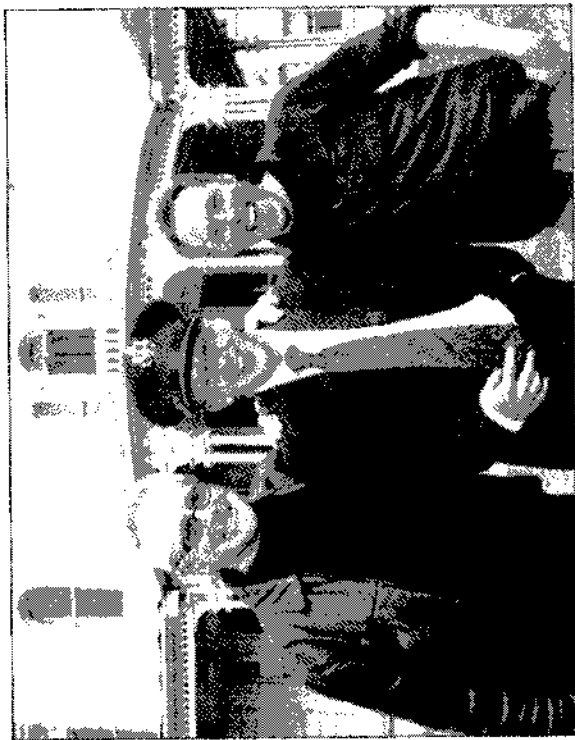


PHOTO: NZ HERALD

Production designer Ralph Davies, left, and art director Nick Bassett, right, with Steve Holyer, centre, of IMF Westland wearing Tom Selleck's hat

The company's managing director, Mark Gunton, says his firm decided to help because the film-makers' nomination is a phenomenal achievement for Waitakere City's film-making industry.

The Emmy awards ceremony takes place on September 19.

ing to watch their nominations on television, unable to afford to fund their own trips to the Award Ceremony.

But Waitakere City property company, IMF Westland, the owners of Westgate, came to their rescue.