



BUSINESS CAPABILITY

# Joint Ventures

## Introduction Workshop

Prepared by: Trevor Griffiths



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## Topics Covered

What are the Business Capability Sessions?

Our Presenter

What is a Joint Venture?

Personal Experiences

How to Price

Strategy

Risk

Results

Lessons Learned

Breakout Session

Open Mic

Reflection



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## What are the Business Capability Sessions?

The Business Capability Sessions are a series of modules developed by the Whangarei District Council in cooperation with the Northland Chamber of Commerce and Northland Inc., designed to provide participants with a better understanding of how to grow their business capability in the Whangarei District and understand the “Big Picture”. The sessions incorporate “real life” examples to assist participants understanding of the material covered.

## What are the Objectives of the Business Capability Sessions?

- To provide a service to the public
- To help the public gain a better understanding of processes to help create successful developments
- To demonstrate that the Whangarei District Council must consider a variety of regulations and views in the process
- To help participants become more effective and successful when making applications to the Council

## What will you learn in the Joint Ventures Session?

In this session, you will learn about joint ventures and creating opportunities. With over 35 years’ experience as a business owner, civil engineer and project manager working across some of the largest infrastructure projects around New Zealand, including the award winning Te Matau ā Pohe Bridge, Trevor understands the importance and value of joint ventures and partnering to achieve optimum results. He will share his mistakes and learnings and leave you with some top tips.



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## Our Presenter

### Trevor Griffiths

Trevor Griffiths is an award-winning project manager and brings with him a strong background in senior project management and leadership; particularly in the management of school / education projects, high-end homes, civil engineering, retail and commercial/industrial and civil projects.

He has extensive experience in the construction industry. Trevor set up the branch in Whangarei of the NZ Institute of Building (NZIOB) in 2005 and is Past President of the Northern Chapter, which covers the area from Waitomo north. His personal and professional commitment to the institute has been recognised locally and nationally on many occasions. Trevor was awarded the NZIOB Presidents Award in August 2018.

He is a Fellow of the NZIOB and founding Director of Griffiths & Associates 2003. Trevor has over 40 years' experience – the last 32 in New Zealand and over \$2bn worth of work experience.

- \$750m worth of Territorial Authority / Local Authority tenders submitted within New Zealand
- Engineer to contract on over 700 projects
- Community leader on many projects
- Body Corporate Chairman
- Multi Award winner for NZIOB Excellence Awards (x5)
- NZIA Awards & IPENZ Awards - Engineer to the projects
- 600+ MOE projects since 2005
- Chamber of Commerce Director
- Matapouri Hall Board Member
- Northland Football Club Chairman





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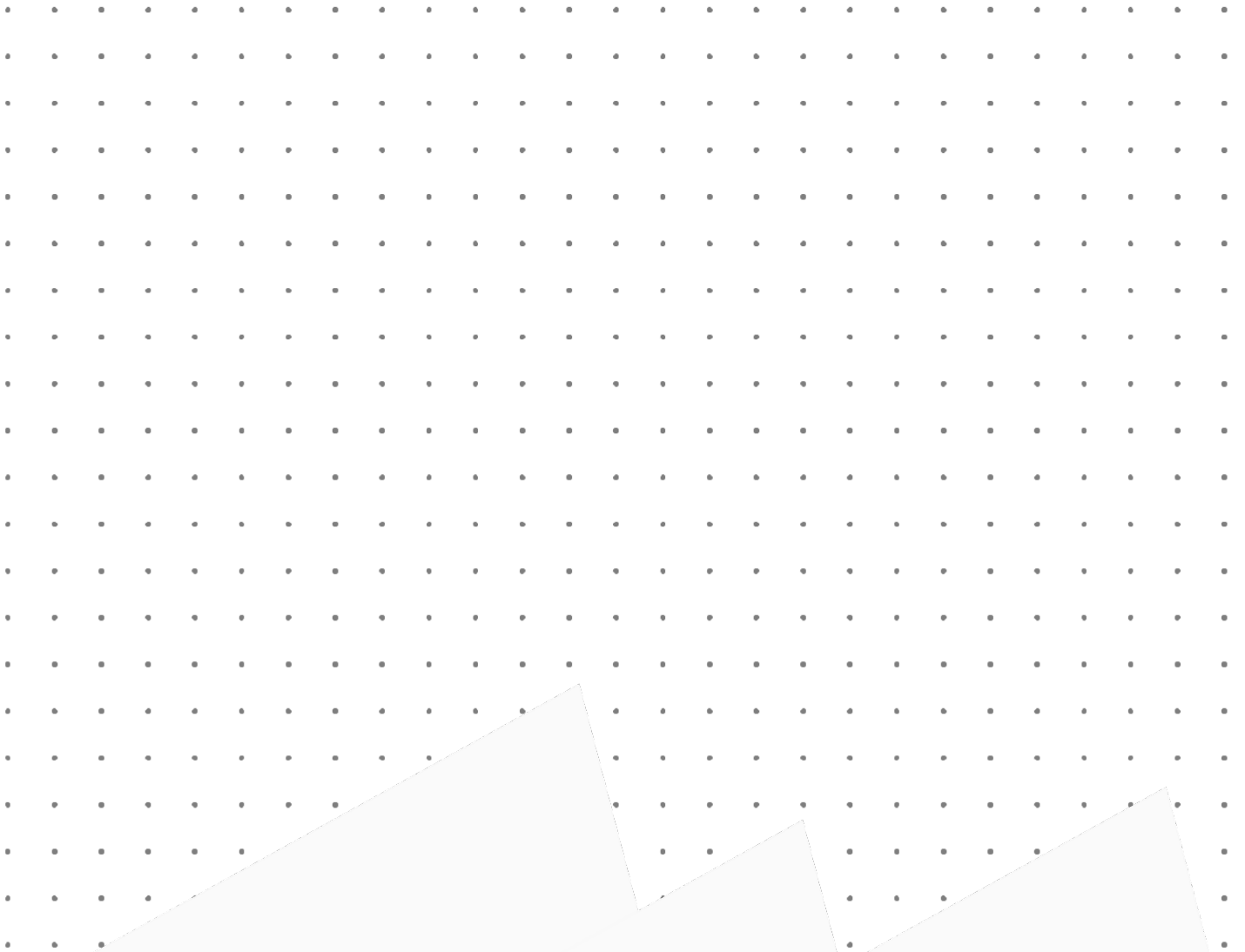
## What is a Joint Venture?





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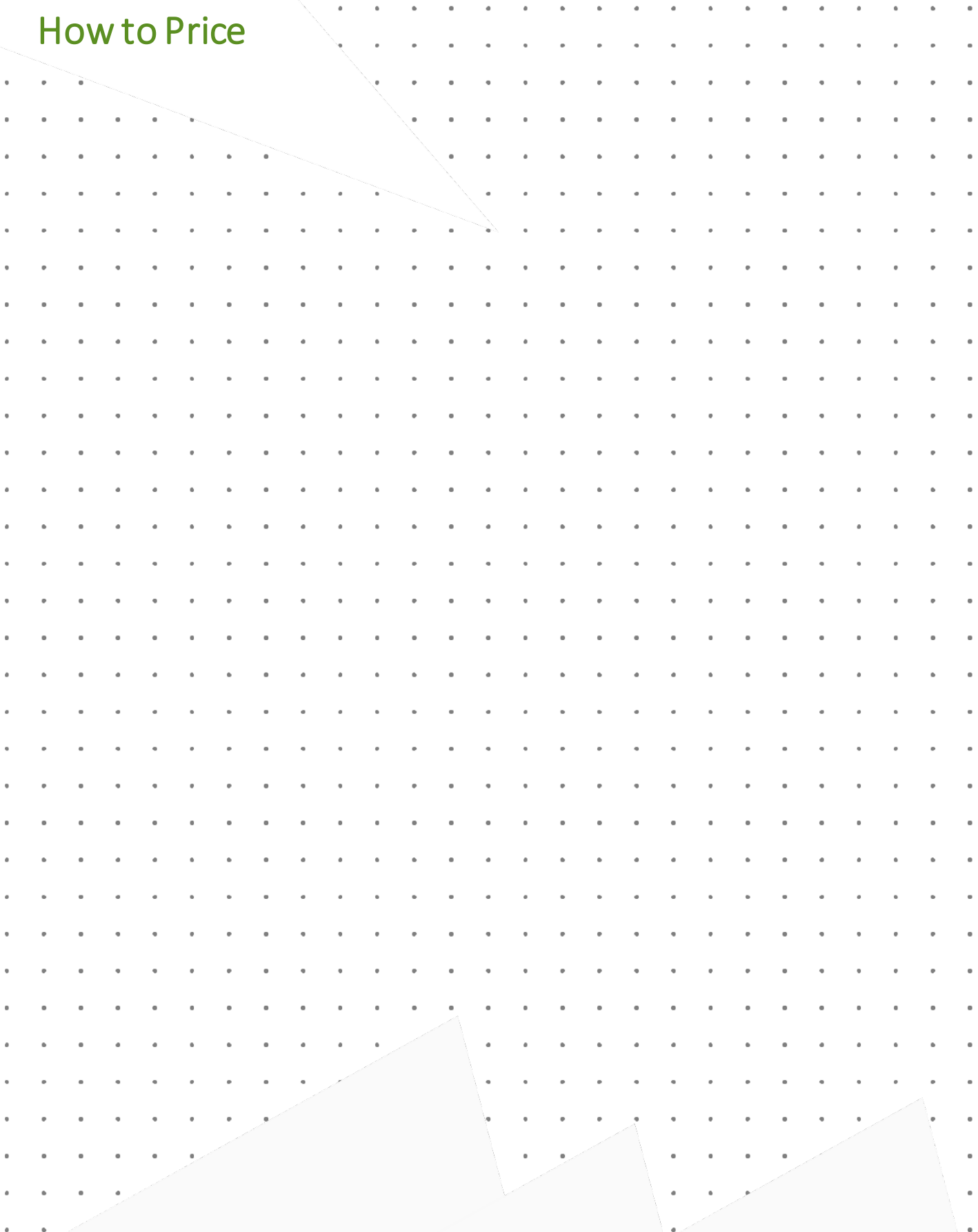
# Personal Experiences





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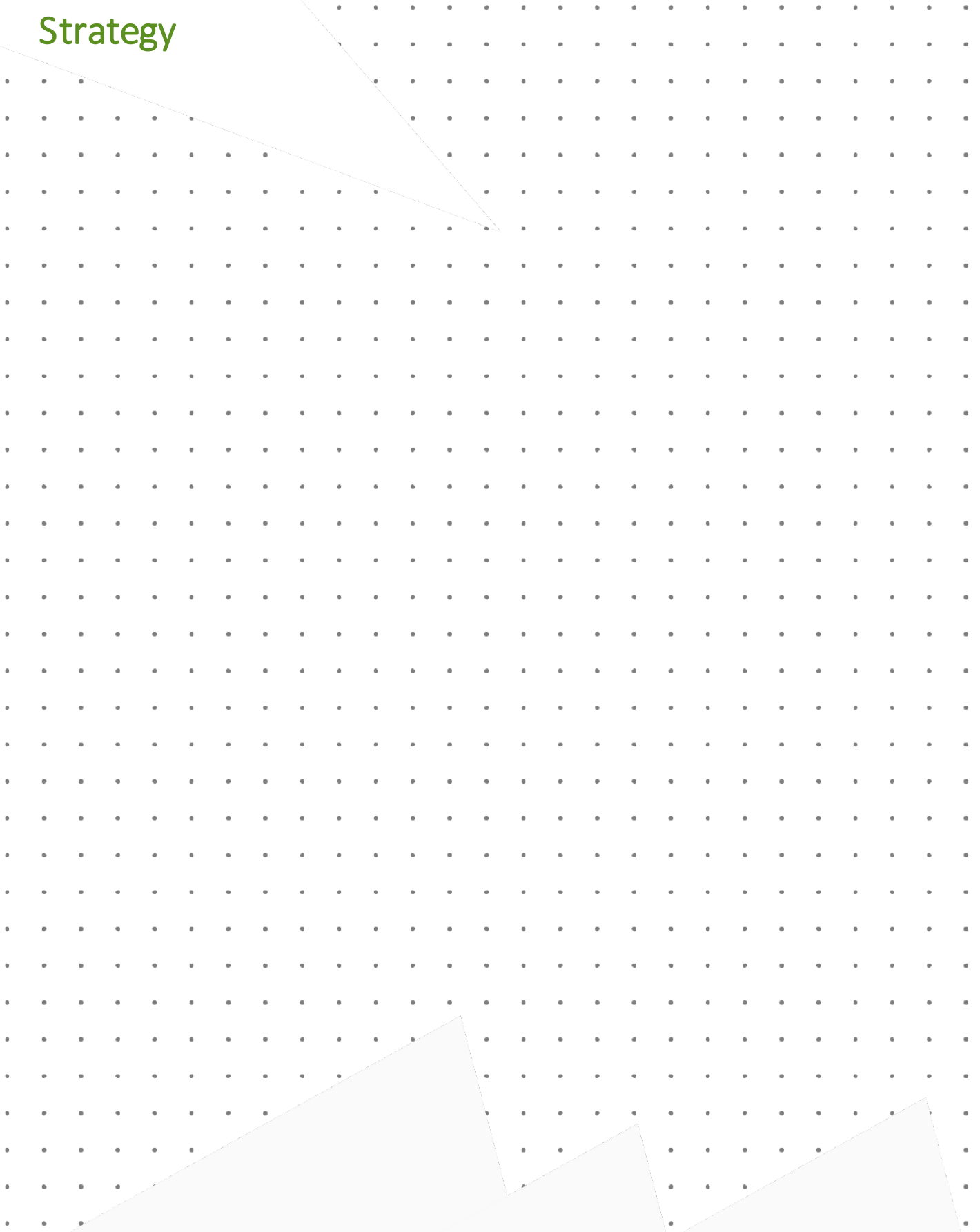
# How to Price





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# Strategy

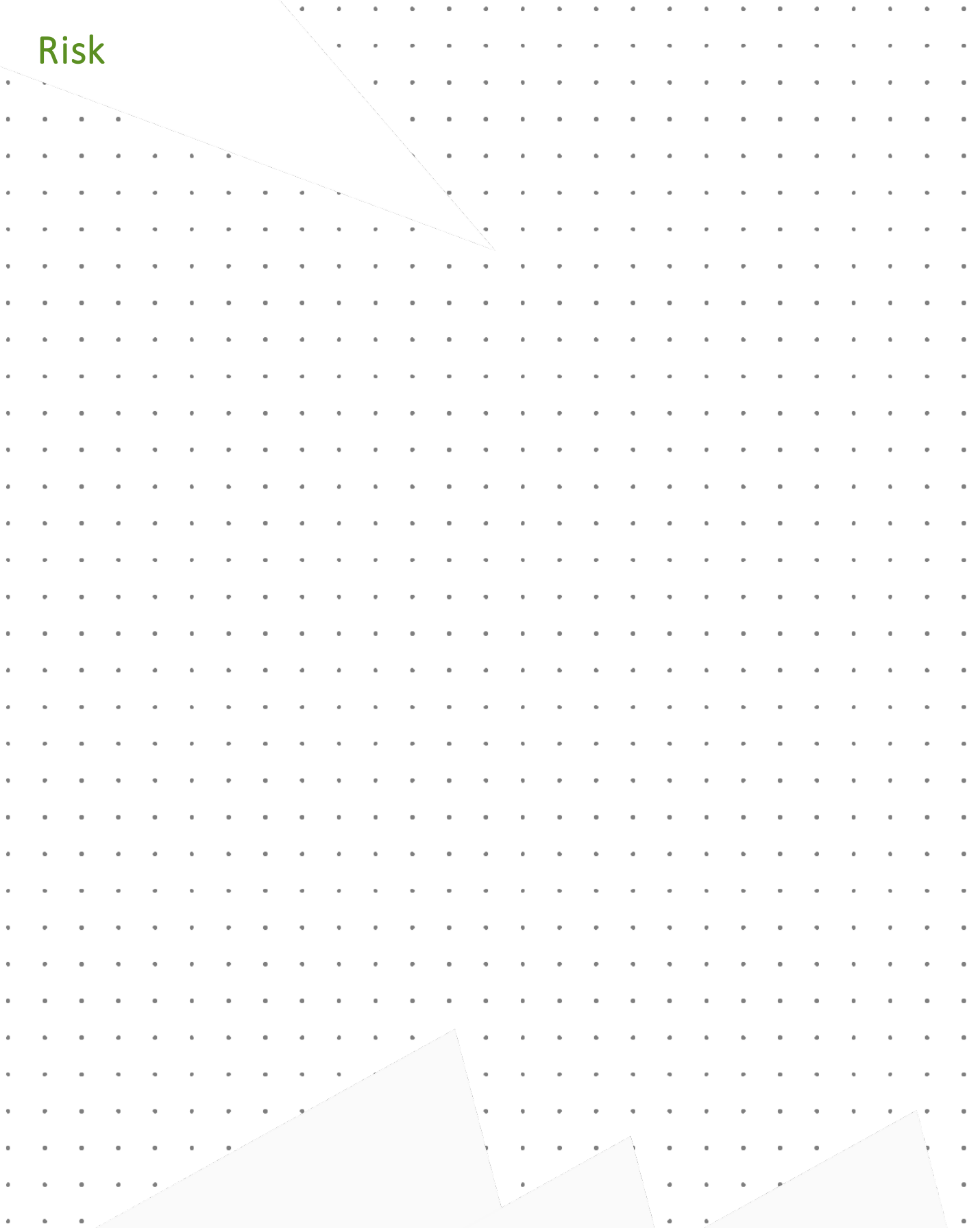






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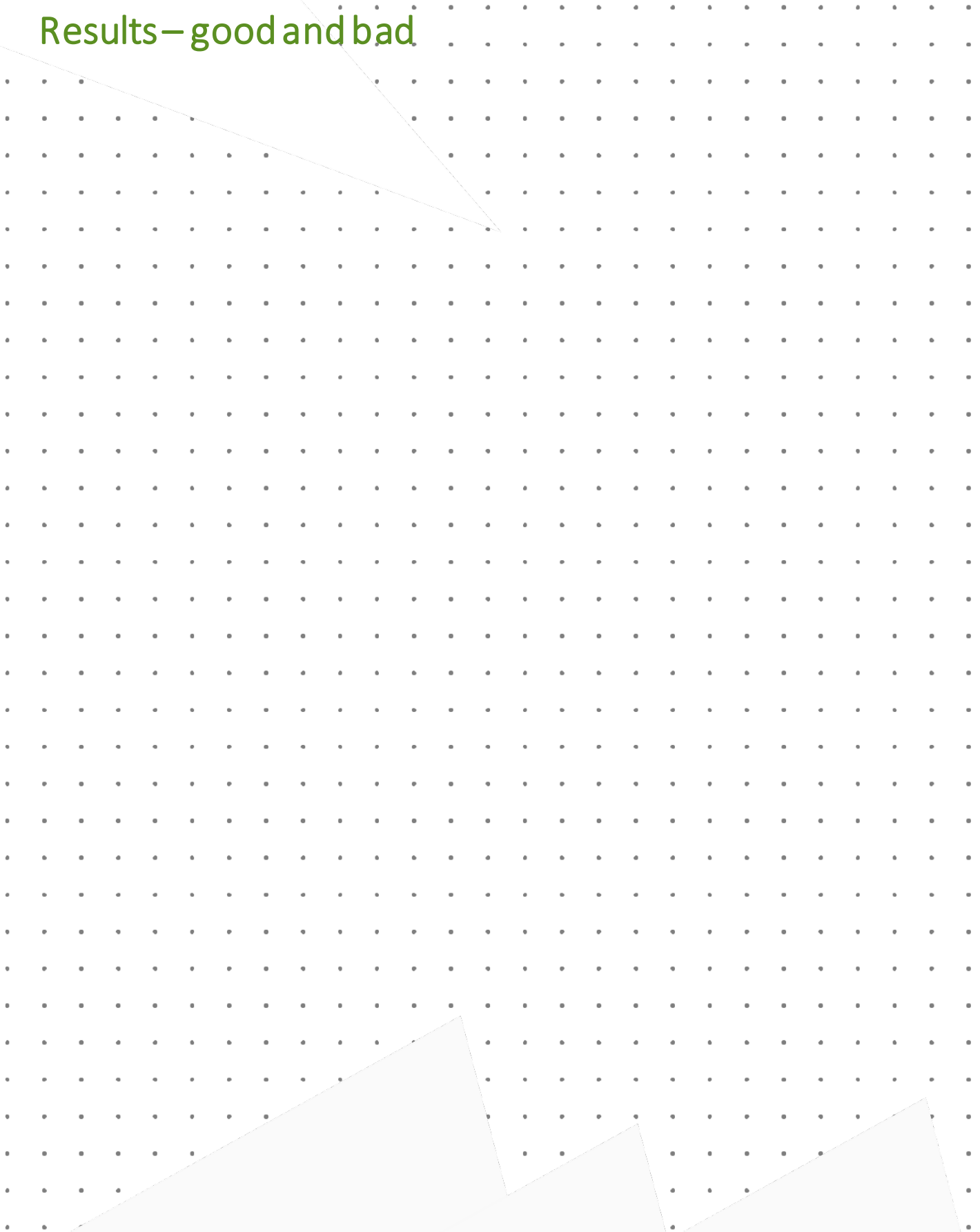
# Risk





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# Results – good and bad





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# Lessons Learned

A large grid of small dots, intended for handwritten notes or a structured list of lessons learned.



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## Breakout Session



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## Open Mic

### What do you want?



A large grid of small dots for writing notes.

### What are you looking for?

A large grid of small dots for writing notes.



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## Reflection

Review and rate against your own business needs.

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Review and rate against your JV partners business needs.

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What is the risk involved?

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Can you do it?

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What help do you need?

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