

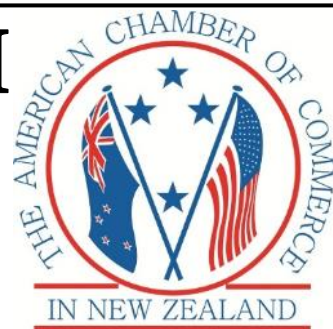
# AMCHAM NEWS

## American Chamber of Commerce in New Zealand

P.O. Box 106-002, Auckland. Tel: 649 309 9140; Fax: 649 309 1090

Volume 15 Issue 6

Email: [amcham@amcham.co.nz](mailto:amcham@amcham.co.nz)



September/October 2016

### AmCham Australia visit strengthen ties

Following the success of the inaugural AmCham Australia and New Zealand board meeting and reception held in Sydney in 2015, the AmCham New Zealand board in conjunction with US Ambassador to New Zealand Mark Gilbert, invited the AmCham Australia board and business delegation to New Zealand. One of the goals going forward was to enhance our relationship by continuing to look at areas of collaboration between our two boards.

AmCham Australia CEO Niels Marquardt led a delegation of their board members, most notably, their President Maureen Dougherty, President of Boeing Australia, NZ & South Pacific, along with a number of businesses with interests in New Zealand.

The visit started with a reception with key AmCham members hosted by Auckland Tourism, Events and Economic Development. The group were welcomed by AmCham NZ President, Derek Syme, US Ambassador Mark Gilbert and Dean Butchers, General Manager – Business Attraction & Investment representing ATEED. Following the reception, Ambassador Gilbert and his wife Mrs Nancy Gilbert, hosted the group at a private dinner and we thank Ambassador Gilbert for his generosity.



Derek Syme, Steven Joyce, Maureen Dougherty

The next morning started with a breakfast with members and where Minister Steven Joyce spoke about the NZ economy, the Business Growth Agenda and the Government's initiatives for inward investment.

The Minister's speech was followed by an Economic & Investment Panel moderated by Mark Fitz-Gerald with guest speakers:

Michael Gordon, Acting Chief Economist, Westpac Bank

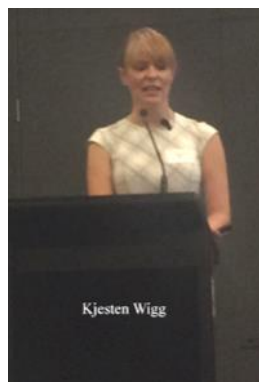
Justin Ensor, Partner, KPMG

Kjesten Wiig, Programme Director for Multinational R&D Attraction, MBIE

A number of offshore executives who attended the event later commented that it was a great address by Minister Joyce and the panel who provided an excellent overview of the economy.



Judi Marquardt, Jim Athanas, Derek Syme, Mike de la Chapelle, US Ambassador Gilbert, Mike Heath, Maureen Dougherty, Niels Marquardt, Bill Townsend, Karen Ballard



Kjesten Wigg

MINISTRY OF BUSINESS, INNOVATION & EMPLOYMENT  
HIKINA WHAKATUTUKI

Copies of their presentations are available on our website <http://amcham.co.nz/Presentations>

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The breakfast and panel was supported by the Ministry of Business, Innovation & Employment. Our thanks to all the presenters.

Following the panel presentation, the joint boards met to discuss a number of topics relevant to both AmChams before adjourning for a board lunch. Ambassador Gilbert and Mike Heath, Counsellor at the U.S. Embassy in Australia, addressed the group before an open discussion took place on a broad range of issues.



The Australian delegates who participated were tremendously impressed with the program, stating that we had lifted the bar to a whole new level. Thus proving that New Zealand and Australia can enjoy a positive and mutually beneficial relationship, at least in this arena!

At the behest of Ambassador Gilbert, Maureen Dougherty invited the New Zealand board back to Australia next year to continue to deepen and develop our relationship further.

To conclude the successful visit, a number of the delegates stayed on for the weekend and lunched at Stonyridge Vineyard on Waiheke Island, before attending the Bledisloe Cup game between the All Blacks & Wallabies.

**AmCham would like to offer a special thanks to Ambassador Mark Gilbert; Auckland Tourism, Events and Economic Development and the Ministry of Business, Innovation & Employment for all their support in assisting us in staging these events.**



## APCAC prepares for Lame Duck TPP vote

The Asia Pacific Council of American Chambers of Commerce is planning a special Doorknock from 4-7 December to lobby Congress on the passage of TPP. The group is expected to include other non TPP countries from the region who are looking at joining TPP once ratified.

APCAC is sending a letter to the House and Senate leadership strongly urging members of Congress to ratify the agreement before the end of 2016.

AmCham's Executive Director will be joined on the Doorknock by Stephen Jacobi, Executive Director of the NZ International Business Forum and NZ's Alternate Member of the APEC Business Advisory Council.

## American Business Leaders in Asia-Pacific Call for TPP's Passage

The Asia Pacific Council of American Chambers of Commerce (APCAC) released the results of a survey showing strong support for the Trans-Pacific Partnership Agreement (TPP) among American business leaders in the Asia Pacific region. Nearly 90% support the agreement, and 70% state that U.S. economic and security interests will be damaged if the TPP fails.

Jackson Cox, Chairman of APCAC, said, "American business leaders on the front lines of opening new markets in Asia for American products and services strongly support the TPP. APCAC urges the U.S. Congress to approve TPP before the end of the year so all American workers can start realizing the unique and powerful benefits of the TPP."

Steven Okun, Vice Chairman of APCAC for TPP, added, "Now is the time for Congress to act and approve the TPP. The US' ability to lead and influence in the region will be diminished if the TPP does not pass – we simply can't afford to lose this unique opportunity." [See survey results](#)

## The Case for the TPP: Responding to the Critics

### from Inside US Trade

New Zealand's ambassador to the U.S., Tim Groser, late last week said the other 11 Trans-Pacific Partnership countries are building momentum to ratify the deal before the U.S. Congress begins its lame-duck period -- citing "good discussions" with the U.S. Trade Representative and Mexican government officials last week and progress in New Zealand's domestic ratification process. Biden: Administration Aiming For Lame-Duck TPP Vote, But Changes Needed

In an interview alongside Trans-Pacific Partnership opponent and Democratic vice presidential candidate Sen. Tim Kaine (VA), current Vice President Joe Biden reaffirmed that the Obama administration is seeking a lame-duck vote on the deal -- but conceded that changes must be made to ensure sufficient support.



Supporting AmCham

## PM reinforces TPP benefits in New York

Prime Minister John Key has reinforced the benefits of the Trans Pacific Partnership in a speech to the Council on Foreign Relations in New York today.

Mr Key told the Council he welcomes the priority that the US Administration has placed on TPP's passage through Congress this year.

"The Trans-Pacific Partnership (TPP) will help liberalise trade and investment between 12 Pacific-rim countries," says Mr Key. "It will provide better access for goods and services to more than 800 million people across the TPP countries, which make up 36 per cent of global GDP.

"For New Zealand, it's estimated it will boost our economy by at least \$2.7 billion a year by 2030. It will help diversify our economy and create more jobs and higher incomes for New Zealanders.

"And the reality is that these benefits will grow as other countries join the TPP – a number have already signalled an interest in doing so."

[Read more](#)

## Don't miss the fine print in TPP changes - from James & Wells

The Trans Pacific Partnership (TPP) still has some big hurdles to leap before it becomes fact. But should it pass those hurdles, one significant area it will affect is the marketing of pharmaceuticals in New Zealand – a contentious area for many years since the Government's Pharmaceutical Management Agency, Pharmac, was established in 1993. [Read more.](#)

## Minister meets with education experts in US

Education Minister Hekia Parata says her meetings with education experts and leaders in the United States confirmed that New Zealand's education system is a world-leader in preparing young people for the 21st century.

Ms Parata joined international education experts and leaders, including OECD Secretary-General, Dr Angel Gurría and UNESCO Director-General Irina Bokova, for discussions at the Asia Society Center for Global Education in New York.

"The Center is focusing on how education systems can build global competencies and global citizenry among students all over the world. New Zealand's focus on a broad and diverse curriculum that develops competent, confident and connected citizens was of great interest to the Center," says Ms Parata.

Another highlight was a meeting with Dr Craig Nevill-Manning, a New Zealander known on the world stage as a leading computer science educator and technological innovator. He established Google's first remote software engineering centre in Manhattan, and is now Chief Technology Officer at the company Sidewalk Labs. [Read more.](#)

## Treasury consultation on changes to regulations on investment screening thresholds

Your feedback is sought on Regulations to implement changes to investment screening thresholds. These changes will be required to implement of the Trans-Pacific Partnership Agreement (TPP).

Under the TPP, New Zealand has agreed to implement higher investment screening thresholds for overseas investments in significant business assets. The new thresholds will mean New Zealand meets its obligations under the investment chapter of the TPP.

The proposed changes will also mean we comply with the Most-Favoured-Nation obligations in New Zealand's existing trade agreements with China, Chinese Taipei, Korea, and Hong Kong.

Under these agreements, the significant business asset screening threshold for certain non-government investors will increase from \$100 million to \$200 million.

There will be no change to the way the GDP indexed significant business asset thresholds for Australian investors under the CER Investment Protocol is set and calculated. Currently the thresholds are \$498 million for non-government investors and \$104 million for government investors.

The Trans-Pacific Partnership Agreement Amendment Bill, which is currently being considered by the Foreign Affairs, Defence and Trade Select Committee, amends the Overseas Investment Act 2005 to allow regulations to be made to implement the terms of these agreements, including the TPP.

A consultation document and draft Regulations can be found on the Treasury's [website](#)

Feedback should be with the Treasury by 5pm Friday 18 November 2016.

## Goods and Services Trade update from MFAT

Further to the statistics in our last newsletter MFAT's Research & Analysis Unit has produced a report Goods and Services Trade which shows total trade around \$17 billion, goods & services with the USA. [Read report.](#)

*(Continued on page 4)*



## Overseas investment screening workshops

The Minister for Land Information is holding the 2nd foreign investment and overseas investment screening process workshop in Christchurch (14 Nov), Wellington (17 Nov) and Auckland (21 Nov).

The workshops are an opportunity for you to hear about changes to the application process. There will also be practical working sessions of future changes to exemptions and ways to improve processing times for applicants.

Since the inaugural foreign investment workshops in June, the Overseas Investment Office has taken

significant steps to identify and implement changes. This workshop will bring you up to date on the changes and will let you know the response to the feedback you provided at the June workshops. *Any queries can be directed to Selina Kunac 04 830 3825*

## The Future of International Trade

By Claude Fontheim, Progressive Economy

In this era of Donald Trump and Brexit, have we reached the end of the prevailing liberal trade policies we have known for over half a century? The answer to this question is very much in doubt as populist movements in many countries have turned against engagement with the world.

We at Progressive Economy favor openness and engagement, including through expanding trade, but with a new set of rules and policies.

In light of rising isolationism on the right and the left, we will focus more than ever on exploring a new framework for progressive internationalism. Building on the important work of our founding Executive Director, Ed Gresser, we will offer analysis and perspective that includes a particular focus on exploring this framework -- one that is more effective in producing desired outcomes and is politically viable.

We welcome your thoughts. [Read full article](#)

## US Navy ship cleared to visit New Zealand

United States Navy ship, the USS Sampson, has been given clearance to visit New Zealand next month by Prime Minister John Key.

"I am pleased to announce that the USS Sampson, an Arleigh Burke-class destroyer, will attend the Royal New Zealand Navy's International Naval Review in November," Mr Key says.

"Under New Zealand's nuclear free legislation I am required to be satisfied that any foreign military ship entering New Zealand is not nuclear armed.

"I have granted this approval after careful consideration of the advice provided by the Ministry of Foreign Affairs and Trade.

"New Zealand's legislation also does not allow ships which are nuclear propelled into New Zealand and the advice I received from officials is that the USS Sampson is not nuclear powered.

"The process for considering the visit by the USS Sampson is the same as that used for all ships attending the International Naval Review. This process has been used for all military ships visiting New Zealand since the legislation was enacted".

## New guide to drive investment in tech sector

Economic Development Minister Steven Joyce and Communications Minister Amy Adams today launched a new guide to attract more investment in New Zealand's fast growing technology sector.

The Investor Guide to the New Zealand Technology Sector has been brought to life by the Ministry of Business Innovation and Employment (MBIE) and the Technology Investment Network (TIN). It provides investors with the most recent data and insights to encourage them to make informed investments in New Zealand's thriving technology sector.

"The New Zealand tech sector is already effectively New Zealand's third largest export earner, and it's growing quickly," Mr Joyce says. "It accounts for eight per cent of our GDP, which is more than \$16 billion dollars, and the opportunity for growth is huge. [Read more.](#)

## Callaghan Innovation Smart Grid Technology Mission to USA

We've been visiting the United States East Coast with some great New Zealand companies to learn about "smart grid" technology and market trends.

Disruptive innovation is affecting electricity supply and utility companies around the world. Callaghan Innovation has teamed up with a bunch of future-thinking New Zealand companies to learn more about "smart grid" technology and market trends with a mission to the United States.

[Read more.](#)

## TIN 100 contribute \$9.4b to NZ economy

New Zealand's leading 200 hi-tech companies have reached combined annual revenues of \$9.4 billion – up 12 per cent in just one year,

*(Continued on page 5)*

**TIN 100 CONTRIBUTION TO NZ ECONOMY** (Continued from page 4)

according to the annual Technology Investment Network's TIN 100 report released today.

"This year's TIN 100 report tells an impressive story of innovation, growth and exporting success in New Zealand's technology sector," Science and Innovation Minister Steven Joyce says.

"The collective export revenues of the 200 largest tech companies are up by 13.5 per cent from last year to nearly \$7 billion, while the total number of employees has increased by 7.9 per cent in the past year with nearly 3,000 new jobs created. These 200 companies now employ almost 40,000 people."

The report shows revenue growth across all regions with Wellington leading regional revenue growth (15.3%), while Auckland contributed the greatest proportion of revenue (\$5.4 billion). [Read more](#)

**Edmund Hillary Fellowship to help deliver new Global Impact Visa**

Immigration New Zealand (INZ) will partner with the Edmund Hillary Fellowship to bring innovation-based ventures to New Zealand, announced Immigration Minister Michael Woodhouse.

"In April, the Government agreed to pilot a new Global Impact Visa (GIVs) in partnership with the private sector, to enable high-impact entrepreneurs, investors and start-up teams to launch global ventures from New Zealand," Mr Woodhouse says.

"Today, I am pleased to announce that The Edmund Hillary Fellowship (EHF) has been selected as the private sector provider to deliver the attraction, selection and integration programme for GIVs.

"EHF will identify potential applicants and build a regional network which will support participants across the country, while INZ will be responsible for processing and making decisions on visas." [Read more](#)

**NZRP changes to strike the right balance**

Immigration Minister Michael Woodhouse today announced changes to the Government's New Zealand Residence Programme (NZRP) for the next two years.

"Migrants make a valuable contribution to New Zealand both culturally and economically, and the Government periodically reviews all our immigration settings to make sure they are working as intended," Mr Woodhouse says.

"While we are confident our immigration settings are working well, the NZRP is reviewed every couple of years to ensure we have the right number and skill mix of people gaining residence.

"As part of that review, today I am announcing a small change to the total number of people gaining residence.

"We will also be making some changes to better manage the Skilled Migrant and Family Categories at a time when demand for gaining residence under these categories continues to grow." [Read more](#)

**TOURISM****Brand USA gives Discover America dates**

From ProMag Publishing Ltd

New Zealand dates for the 2017 Brand USA Discover America have just been announced. A Wellington event will be held on Monday, 27 February, at Shed 6, Queens Wharf, while the Auckland edition will be on Tuesday, 28 February, at ANZ Viaduct Events Centre, Wynyard Quarter. Both will begin with a free flow market- place format, followed by presentations and dinner.

This is New Zealand's largest travel trade show focusing on the USA, with more than 80 products and suppliers expected to participate in 2017. Registration will open soon to anyone that sells USA – retailers, wholesalers, brokers, groups, meetings and incentives, with no cost involved in registering or attending.

**Auckland International Airport – US arrivals up 36.2%**

AIA have reported that United States visitor arrivals were up 36.2% in July 2016. This growth was stimulated by an additional eleven weekly return services to the United States in July.

**Big Foody Tours from NZ opens in Portland**

The Big Foody Food Tours in the amazing food city of Portland, Oregon USA. Portland is three hours south of Seattle and a stunning city full of food trucks, breweries, distilleries, farmers markets and amazing producers. Our Portland team have worked really hard and partnered with some of the most incredible small businesses to create a really fantastic tour on the Central East Side. [Check it out here.](#)

**TRADE, BUSINESS and INVESTMENT OPPORTUNITIES****Commercial News USA**

The **Nov/Dec 2016** issue of Export USA, the official export promotion magazine of the U.S. Department of Commerce, is currently online at <http://exusa.think.global/112016/>

**TRADE BUSINESS & INVESTMENT OPPORTUNITIES** (Continued from page 5)

## International Buyer Program – Trade Show Schedule 1 Jan to 31 Dec 2016

for details and support contact Janet Coulthart: [janet.coulthart@trade.gov](mailto:janet.coulthart@trade.gov)

### 2017 SelectUSA Summit - June 18-20, 2017, at the Gaylord Hotel - National Harbor, MD.

The United States welcomes investors of all sizes, including established multinationals, small or medium-sized enterprises, and high-growth startups. The SelectUSA Investment Summit brings the diversity of the United States together under one roof – enabling any business to find the people, the resources, and the market it needs to be successful. June 18-20, 2017, at the Gaylord Hotel - National Harbor, MD.

The agenda will be packed with high-profile speakers and practical, actionable information -- and we will bring you the latest updates right here. [www.selectusa.gov](http://www.selectusa.gov)

### AgTech Week 2017 in Silicon Valley

Join us April 2017 for "AgTech and the Connected World," a weeklong immersion program and tour of Silicon and Central Valley! Spend four action-packed days networking and learning from with industry experts and peers—from the ground floor of the companies making huge strides in AgTech innovation.

The immersion program concludes with Silicon Valley Forum's AgTech conference on April 6th, where industry leaders will discuss AgTech's potential to connect and change the future of food—as well as the challenges and opportunities that lie between the world we know and the future we hope for. See [www.svforum.org](http://www.svforum.org)

### From KEA – NZ companies looking for assistance with the US market

**Biolumic** seeks strategic funding partners for US and global trials

**Spalk** seeks intros to sports broadcasters and organisations

**Revenge Gin** seeking advice about North American expansion

**Encorp** electrical company seeking distribution partners globally for electrical products

**Hungry Bin** seeking US distributors for eco-friendly, highly efficient composting bin. Food disposables company seeking connection in US food industry with a view to setting up supply arrangements

See: <https://www.keanewzealand.com/connection-seekers>

### From KEA's Ngapera Riley, Global Director, World Class NZ Programme upcoming USA visit

I'm excited to be heading back to the US from 3-16 November, starting in Chicago with the All Blacks and NZ Māori games, where Greg Foran (CEO of Walmart) has kindly agreed to be our keynote speaker. If any of you will be in Chicago for the rugby, please let me know so I can invite you along to a few events. The WCNZ power ladies at the helm of NZTE in the US, Claudia Batten and Beatrice Faumuina, will also be in town and would love to see you too.

Following that, I head to San Francisco (where we will be hosted by WCNZers David Teece, Victoria Ransom and Vaughan Smith), New York (9-13) and Los Angeles (13-16). Again, I would love to catch up with any of you in those cities while I am there. Look out for invitations to exclusive WCNZ events in the coming weeks.

### Peter Beck 2016 EY Entrepreneur of the Year

At New Zealand's most prestigious 'yellow-carpet, black-tie' occasion we were delighted to announce Peter Beck as EY New Zealand Entrepreneur of the Year 2016.

Peter is redefining how we access space. Powered by the brand Rutherford engine; small, fast and agile, Electron can rapidly deliver small satellites to dedicated, commercial orbits at world-first frequency. SPACE IS NOW OPEN FOR BUSINESS!

He will now represent New Zealand and compete against over 60 national winners for the coveted title of EY World Entrepreneur Of The Year™ in Monte Carlo next June.

AmCham looks forward to working with EY and Peter on his return from Monte Carlo for our annual event.

### American Club celebrates 50 years

The American Club recently celebrated its 50<sup>th</sup> anniversary with a gala lunch held at the Tamaki Yacht Club in Auckland. President John Drucker acknowledge an number of key long term members and supporters of the Club and the club's historian, Carol Riley spoke about key people, events and activities of the last 50 years. US Vice Consul April Scarrow spoke and congratulated the Club this significant achievement.

At their recent AGM, Grace Nisbet was appointed as the new President.



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## SUCCESS STORIES WITH USA

- [New Crimson capital values founder Jamie Beaton's stake at \\$73m](#)
- [Wasps on a plane - NZ's live exports to the US booming](#)
- [VoA - behind the scenes, careers for techies in the music industry](#)
- [2degrees wins telecoms-as-a-service contract from Primary Industries](#)
- [Enphase shipping batteries to customers in Australia/NZ](#)
- [Rush Digital hires new CEO on back of significant increase in revenue and US market expansion](#)
- [Southern Cross cable confirms plans for new cable](#)
- [East Coast students embark on a journey to Google's headquarters](#)
- [Hawaiki Cable names US landing partner](#)
- [New \\$NZ 7million Compounding Pharmacy Facility Unveiled](#)
- [Buckley Systems electromagnets key to new cancer treatment](#)
- [US drugs market will soon be largest, most lucrative](#)
- [Burger Fuel Worldwide looks to Indiana for first US store](#)
- [Magic Memories acquisition of SharpShooter Imaging in U.S.](#)
- [GTI Tourism to represent Texas Tourism in Australia & NZ](#)
- [Former All White Tim brown gets \\$9.7m to expand shoe business](#)
- [Kiwi innovation 'a revelation' for sport of bocce](#)
- [Giesen Wines rated a hot property by prestigious US agency](#)
- [US building contractor chooses Promapp process management software](#)
- [Restaurant Brands agrees to pay US\\$105m for Hawaiian fast food chain](#)
- [Pushpay pushes past \\$US1b annual transactions mark](#)
- [World's biggest cruise liner introduces new take on ancient sport](#)
- [Construction company Arrow International opts for IBM mobile device management](#)
- [Hawaiki Cable manufacturer starts](#)
- [NZ Super Fund and Infratil back new North American wind and solar developer](#)
- [New SLI Systems product gives meaningful lift to sales](#)
- [Ford and Uber unite for Drive-Thru Friday](#)
- [MEA & T-Mobile: just reached top #20 in Apple's App Store](#)

## EVENTS FOR YOUR DIARY

- 9<sup>th</sup> Nov** US Election party with the US Consulate, Auckland
- 10<sup>th</sup> Nov** Auckland CEO Lunch (by invitation only)
- 22<sup>nd</sup> Nov** AmCham Stableford [Golf Tournament at the Grange Golf Club](#)
- 28<sup>th</sup> Nov** Annual Year End & New member reception
- 30<sup>th</sup> Nov** Women in Business with Helen Robinson & Joanna Doolan, Auckland
- 17<sup>th</sup> Feb** AmCham Ambrose Golf Tournament at the Grange Golf Club
- 8<sup>th</sup> March** Wellington Member and Government officials reception

## MONTHLY FOREIGN EXCHANGE RATES

As at 9am	27/09	27/10	
USD	0.7272	0.7119	↓
AUD	0.9525	0.9377	↓
EUR	0.6459	0.6530	↑
GBP	0.5607	0.5849	↑
CAD	0.9625	0.9529	↓

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## BUSINESS TRAVEL & TRAVEL NEWS

News, views and information for Amcham business travellers from **Grant Bevin**, Managing Director Business World Travel.

Business World Travel is a member of GlobalStar Travel Management

**Travel better!** If you're **not** currently a Business World Travel client you need to re-think how you book your next hotel stay in the United States, whether for business or leisure travel. At **BWT/Virtuoso** for the same price as booking through your 'not so well connected' usual travel agent, your company's corporate rate, the hotel directly or self-booked via a web travel agent such as Expedia or Bookings.com. , our **BWT/Virtuoso** value proposition trump the lot! Business World Travel will usually be able to provide a room upgrade (often at the time of booking), breakfast daily, early check in and late check out plus a US\$100 per stay credit for use in the bar, restaurant or spa. Right now through the northern winter we have innumerable offers for stay 3 pay 2 night type offers as well. You'll **travel better** by staying 5-star but at a value proposition equivalent to a four star rate when all is taken into account. It's all about the value. It pays to have friends in the business!

### Airlines

Thank goodness for competition! Since the arrival of the **American Airlines** between Auckland and Los Angeles (code share with Qantas flight) and **Hawaiian Airlines** via Honolulu to the US, your cost of your business travel to the US has come down, if you plan in advance. This week we have California return from around NZ\$1000 Economy Class and under NZ\$1500 to the East Coast. Business Class to Los Angeles is NZ\$4159 (plus taxes around \$160)! Air New Zealand has responded with similar pricing. Ticketing by 2nd November 2016 and travel dates between now and June 2017. The AA/Qantas seat sale in Business Class has a travel date until August 2017. We've flown the American/ Qantas Boeing 787 Business Class and it's an excellent lie-flat product.

**Air New Zealand** will be scrapping the **Premium Economy 'Space Seat'** on board its **Boeing 777-300** aircraft. This white leather seat in the angled configuration polarises BWT clients – half of you like it and the other half definitely do not! The feedback in general though is that there is no leg room and you can't stretch out. Ironically, the airline has just won the **Skytrax Best Premium Economy Class** based on this seat, which is an outstanding achievement as they have won that award five times! Nonetheless the Space Seat will be replaced with the black leather conventional face-forward seat installed on the Boeing 787 and Boeing 777-200 fleet recently installed on the airline's Boeing 777-200 aircraft, a product which is arguably more comfortable and offers better legroom. The change is easily explained by the fact that the

(Continued on page 8)

**BUSINESS TRAVEL NEWS** (Continued from page 7)

airline will put 54 seats (currently 44 seats) into the cabin. Whilst it is a win for leg room the cabin will be a rather niggly 2-4-2 configuration instead of the 2-2-2 configuration currently offered.

**Hawaiian Airlines** new **Business Class** lie flat product is expected on the Honolulu to Auckland route later this year.

**Emirates** is the top airline in the 2015/16 annual **Skytrax Awards**, which are the industry standard for airline surveys and literally the only international survey to take seriously. The Awards judging panel, aided by 18 million airline travellers for the People Choice component, not only measure the customer facing elements of inflight service and comfort on-board but what goes on behind the scenes in terms of how the airline is run. The 2016 Awards have now been announced and the Top Airline in the World 2015/16 is **Emirates** followed by 2<sup>nd</sup> place getter **Qatar Airways**, 3<sup>rd</sup> **Singapore Airlines**, 4<sup>th</sup> **Cathay Pacific**, 5<sup>th</sup> **ANA** (All Nippon from Japan), 6<sup>th</sup> **Etihad** 7<sup>th</sup> **Turkish Airlines** 8<sup>th</sup> **EVA** 9<sup>th</sup> **Qantas** and 10<sup>th</sup> **Lufthansa**. As a category winner **Garuda Indonesia** has won the Best Cabin Staff in the world, a sign that this airline has really picked up its game in the last couple of years. **Air New Zealand** did well to win the best **Premium Economy Class** Award (see above!) However noting their previous top Skytrax airline award, of concern is that Air New Zealand has dropped to No. 17 for the 2015 and 2016 overall list and hasn't appeared in the top 10 for a few years now. See all the results at [www.airlinequality.com](http://www.airlinequality.com).

**Hotels and leisure**

Four Seasons is shortly opening two new properties in Downtown Manhattan and London. The new Downtown property takes advantage of lower Manhattan's rejuvenation. The Four Season Hotel London is the luxury chains second hotel in the city and is known as Four Seasons London at Ten Trinity Square. Built in 1922 as the landmark headquarters of the Port of London Authority the property has naturally been completely renovated to include 111 rooms and suites.

**Vail Resorts** has bought Canada's Whistler Ski resort. The very good **Vail Epic Pass** now incorporates Whistler and all its facilities.

Arthur Avenue in the **Bronx** is officially famous! Known by many as the 'Real Little Italy' of New York, Arthur Avenue will join the **American Planning Associations' "Great Street of America"**. Located in the Belmont section of The Bronx, yes, the same neighborhood that Dion and The Belmont's came from, this is a great tourist destination. It's one of the best places to purchase fresh pasta, cheese, meat and pastries in the Bronx. With the opening of *A Bronx Tale* on Broadway, this neighbourhood will be on the must see list for visitors this fall. The Bronx is 42.47 square miles and has a population of 1.3 million residents and is the fastest growing borough in NYC with activities and attractions as diverse as the population. From 18<sup>th</sup> Century Historic Homes, to gorgeous parks and gardens including the New York Botanical Garden, Woodlawn Cemetery, Wave Hill and The Bronx Zoo you can enjoy the outdoors. For sports lovers, it's not just home to the New York Yankees but also two public golf courses. Architecture includes 18<sup>th</sup> Century fieldstone farmhouse to 19<sup>th</sup> Century mansions, to over 400 Art Deco buildings and the quaint maritime village of City Island. The Bronx is home to an established art scene, it is the home of hip-hop all of which is matched by a dining experience featuring 33 Zagat rated eateries! The Bronx is well worth a visit and at BWT we offer escorted walking tours or see it as a part of our Five Boroughs in Five Days sightseeing programme.

Travellers landing at **LAX** terminal 4, 5, 6, 7, 8 (American, Delta, United etc) can now stay airside and **walk via the tunnels** through to the **Tom Bradley International Terminal** - thanks to the just completed connecting walkway for the final piece between Terminal 4 (American Airlines) and the neighbouring TBIT. This is a huge improvement, but watch carefully for the signs that indicate the direction to the walkways! No plans yet for the same connector from Terminals 1, 2 and 3.

New Zealand passport holders travelling to **Canada** are reminded that an electronic visa waiver must now be applied for in advance of travel, a system similar to entry into the US, if travelling after 09 November 2016.

**Dates to watch** - Travel bookers and meeting arrangers within our client firms and companies are urged to take note of the following 2016 and 2017 travel periods and to book well in advance.

1. Canterbury Show Week (05-12 November 16) rounding out this year
2. Lions Tour (June – July) The Lions Rugby Tour in 2017 kicks off in Whangarei on 3<sup>rd</sup> June and finishes in Auckland on 8<sup>th</sup> July. With games mostly every Tuesday and Saturday in between and throughout the country, expect congestion of the fun type.
3. World Masters Games 21 – 30 April 2017 Auckland – 25,000 mature people in lycra – plus their followers.

Tourist season (November – Easter 2017) – the obvious challenge is the January to Easter tourist season where we urge you to lock in your business travel arrangements no matter where you are going to in the country now! With United Airlines and American Airlines, three more Chinese airlines (Hong Kong Airlines, Tianjin Airlines and Hainan Airlines), Qatar Airways plus Emirates and Singapore Airlines increases in capacity, all landing into NZ compared to the same period this year, the place will be bursting at the seams! We want to book your hotels, motels and especially rental cars for 2017 **NOW!** It is far easier to cancel a booking than to find you a room or a car in the thick of the season!

**For more details and bookings contact your BWT consultant on 0800-508 580**

Check out our website at [www.bwt.co.nz](http://www.bwt.co.nz)

Reviewing your Corporate Travel? Call our Team:

Business World Travel Wellington 04-470 6044

Grant Bevin Business World Travel Auckland 09-529 3700 [gbevin@bwt.co.nz](mailto:gbevin@bwt.co.nz)





## MEMBER NEWS

### New look AmCham website – [www.amcham.co.nz](http://www.amcham.co.nz)

The AmCham website has undergone a transformation to the digital and mobile age. The site now include our Twitter and RSS feeds on TPP.

**We ask all members to spend a minute or two checking that their online profiles are update. To log in use your email address and if you have forgotten your password hit forgotten password and a new one will be sent.**

**Don't forget to follow us on Twitter @Mike\_Amchamnz**

### Farewell to

**Sir Graeme Douglas – inspirational leader who founded Douglas Pharmaceuticals in 1967, one of the fastest growing pharmaceutical development and manufacturing companies in Oceania.**

**Denham Shale – lawyer and professional director. Former AmCham board member 2002-2006**

**AmCham offers our sincere condolences to both families.**

### Congratulations to:

**AmCham members recipients of the 2016 Prime Minister's Business Scholarships**

Tim Winter from The Tatua Co-operative Dairy Company Limited – Hamilton

Grant Watson of Fonterra Cooperative Group Limited- Auckland

Neil Betteridge from Synlait Milk – Rakaia

Zespri - SunGold Kiwifruit for two awards at NZ Innovation Awards 2016 – Export Innovator of the Year and Sustained Innovation Excellence

Air New Zealand for two significant innovation awards at the prestigious Air Passenger Experience (APEX) Awards - Best Inflight

Entertainment Innovation and Best Personalisation Innovation

### Auckland Council opens AR/VR centre

Auckland Tourism Events and Economic Development (ATEED), an arm of the Auckland Council, has announced the opening of a new augmented and virtual reality (AR/VR) development facility, the AR/VR Garage, saying it establishes Auckland as an international AR/VR hub. [Read more](#)

[Augment and virtual reality industry players from NZ VR/AR Association](#)

[Media Design School first with tertiary AR/VR training](#)

### NZ Fine Wines direct to American doors

New Zealand has an unmatched reputation for its natural beauty, culture, food and wine. But complex and expensive import/export rules have prevented most of the country's best wines from ever making it to the USA. NZ Wine Navigator was created to solve that problem and to take Americans on a journey of wine exploration across New Zealand.

Cameron Douglas, New Zealand's only Master Sommelier, has personally curated a selection of New Zealand's best wines and NZ Wine Navigator will be the exclusive source of these wines in the USA. Only wines that pass Cameron's rigorous standards are accepted into the collection and they represent a showcase of the best wines that New Zealand has to offer.

The wine producing regions of New Zealand are varied and unique, and the craftsmanship of NZ wine makers is passionate and dedicated. While New Zealand is best known for its Sauvignon Blanc, it produces truly world-class wines in nearly all varietals. From Pinot Noir to Syrah to Sparking—New Zealand wines compete with the best in the world. These wines have never before reached North American shores, let alone delivered to its front doors. But beginning in October, wine lovers can order direct at [www.NZWineNavigator.com](http://www.NZWineNavigator.com). Special discounts and promotions are also offered for companies doing business between NZ and the US, and these wines make a thoughtful and personalised gift option for businesses wishing to spread goodwill to their US-based clients and customers. Contact [sales@NZWineNavigator.com](mailto:sales@NZWineNavigator.com) for more information on trade pricing and gift options.

For the best wines you've yet to discover, explore this curated selection of wines and taste New Zealand at its finest.

### New Members

**Autogrow Ltd**, Auckland – Darryn Keiller, Director - Intelligent automation for indoor agriculture. Our easy-to-manage remote monitoring and control systems help you produce faster crop cycles and better quality produce. All with a much smaller footprint, carbon or otherwise, than any other approach. [www.autogrow.com](http://www.autogrow.com)

**CFG Global Ltd/Latipay**, Auckland - Patrick Franz, Director Financial Service – strategic asset management advisory firm working with a network of associations in many emerging markets. Our philosophy is to tailor our consulting services using smart and efficient FinTech software solutions. [www.cfgglobal.co.nz](http://www.cfgglobal.co.nz) Our subsidiary Latipay is the only compliant solution that provides your customers access to the three main Chinese e-wallets WeChat, JDPay, Alipay and nineteen main Chinese Banks. [www.latipay.nz](http://www.latipay.nz)

(Continued on page 10)

**MEMBER NEWS** (Continued from page 9)

**Curious Ltd**, Auckland – Sarah Noonan, COO - offices in Sydney, Auckland and Queenstown, full-service production company that represents some of the region's most dynamic commercial directors and photographers. Founded fifteen years ago the company has been recognized at some of the world's most prestigious awards festivals including the Cannes Film Festival, Cannes Lions, D&AD, ADC, Clios, One Show, NYF Award, Axis, Spikes, AdFest and Young Guns. Curious Film offers a full-service production facility for commercial and feature film productions; is a participating member of SPAA, SPADA, CPC; and is proud to be the region's first CarboNZero production company. [www.curiousfilm.com](http://www.curiousfilm.com)

**Paisland Ltd**, Auckland – Tatiana Fuentes, Co Owner/Creative Director - our story reflects Tatiana's vision: Educate children into taking on healthy habits early on in life and encourage adults to replace unhealthy habits and lead a healthier lifestyle. Tatiana is set to create a range of healthy products in honor of her mother. As a child she was always enticed to make wise choices where diet and lifestyle were concerned. Soothing natural remedies prepared by Roya looked after minor discomforts. Recipes of these remedies have been passed on from her Persian ancestors through different generations. Roya's Chia Beads is Tatiana's collection of her favorite refreshing drinks, which supports health and wellbeing. Our short stories for children, involving our characters from Ancient Queendom drink Roya's Chia Beads which give them energy. [www.paisland.com](http://www.paisland.com)

**Podsales Ltd**, Mt Manganui – Linda McWilliam, Director/Owner – Linda is a Californian and PODSALESNZ stands for "Products of Distinction from NZ" and "Point of Difference Sales NZ" Both descriptions of PODSALESNZ are accurate. We assist companies in New Zealand who create truly amazing products, successfully enter into the US market with a researched, laser focused macro and micro plan. Our mantra is "it is essential to not only launch but be successful AFTER launch" so PODSALESNZ has a 3 point of contact approach. Products represented to date have been in the food sector but are not limited to that area as products that are "first in class" in any category resonate anywhere there is a consumer! [www.podsalesnz.com](http://www.podsalesnz.com)

**Urban Gourmet Ltd**, Auckland – David Doughty, Director - a full service Auckland catering and events company owned and loved by Anne & David Doughty since the 1990's. We cover casual, corporate, private, public, family, brand promotions or visiting dignitaries – we help you build the format for the day with styling, venues, timings, menus, staff, beverages, equipment, staging, lighting, sound, and entertainment – you can ask us anything and we'll find it or make it. We'll do as much or as little as you like. [www.urbangourmet.co.nz](http://www.urbangourmet.co.nz)

**University of Otago, Auckland/Dunedin - Lynley Browne, External Engagement Manager** – university providing a research-led learning environment that is second to none with a richly deserved reputation for excellence. Otago has topped all but one of the key indicators released today measuring educational performance of students at New Zealand's universities. [www.otago.ac.nz](http://www.otago.ac.nz)

**Wrestler Ltd, Wellington** – Kat Lintott, Owner/Executive Producer - Remember that time when you had things to communicate but weren't sure of the best way to do it? We inhale key messages and exhale characters, styles, scenes and symbolism that your audience won't be able to resist. We make videos that people actually want to watch on the web, and we charge honestly for it. We believe that in order to get your brand out there, we must first entertain, then we can educate. So if it's a corporate video for your business, an ad to get you out there, or an entire web-series, we're the people who make it awesome. [www.wrestler.nz](http://www.wrestler.nz)

### People on the move:

IBM has named Mike Smith, until last month general manager of cloud and sourcing at Spark Digital, to replace Rob Lee as managing director of IBM New Zealand

Brian Geary of Brian Geary Law Office has merged his practice with Stephens Law. Claire Maddocks has also joined the company as Senior Associate

Nigel Avery has returned from the USA to take up the role of CEO of Sileni Estates

Zespri has appointed Sheila McCann-Morrison as General Manager Global Supply.

Henry Matthews has left Education NZ to join ATEED's Study Auckland as International Education Manager

DLA Piper has appointed Joanna Simon as **Chief Operating Officer**; Aimee Credin and Diana Hartley as **Partners**. Thomas Kelly has been promoted to **Special Counsel**

Brand USA is pleased to announce the appointment of Matt Fletcher to the role of Director for Australia and New Zealand.

David Robinson is retiring to Nelson from the American Samoa Chamber of Commerce. Francine Gaisoa is the new President.

### Seeking work

**Jot Bisht** - moved NZ 2 years back after finishing my services with US Military operations in Afghanistan, where I worked for 5 years. I was working as a support staff (team leader logistics and purchasing) with US Marines on logistics and supply contract in Camp Leatherneck, Helmand. I achieved the tertiary graduate level diploma in procurement and supply chain and now looking for the opportunity in the areas of procurement, supply chain, logistics, and warehousing. Looking for a job with US defence/logistics companies. Contact: [jotbisht@gmail.com](mailto:jotbisht@gmail.com)  
Tel: 0224394802

**Leonard Nawatu Harris** - has a Master of International Business degree from Owen Glenn School of Business at Auckland, and Undergraduate degree – Bachelor of Business Administration, Hampton University, VA May. More than 10 years of work experience covering Information communications technology sales specialist for computer hardware, software, and enterprise service solutions. Contact: [lnharris22.lh@gmail.com](mailto:lnharris22.lh@gmail.com)

**SEEKING WORK** (Continued from page 10)

**Joel Stotts** - I have had the great pleasure to spend two decades in project management and the IT trade all over the United States supporting numerous types of industries and developing projects from giant and complex to small, everyone a learning experience. The last six years I have worked as the CTO for a health care company bringing years of software development, project management, budgeting, detailed oversight, and current intense regulatory environments together for success. In addition to leading technology for the company I also lent my sales and marketing experience to the company creating and implementing unique and new forms of community contact. Now a permanent resident in New Zealand I am looking forward to experiencing a different working culture bringing the best from my history to excel here in New Zealand. Contact: [joel.stotts@lifehouse.net](mailto:joel.stotts@lifehouse.net) Tel: 021 04 66677

**Announcing: The October 2016 Sales and Marketing Jam #NZSMJ**

Kiwi Landing Pad is back to launch our third Sales and Marketing Jam across the country in 4 locations (Auckland, Wellington, Christchurch, Tauranga), with four international speakers.

The Sales and Marketing Jam is an event series that the **Kiwi Landing Pad** brings together every six months in New Zealand. These events showcase insights and knowledge from industry leaders with real-world experience in the core areas of Sales, Marketing and Product Management.

We are returning bigger and better after our two cornerstone events in October 2015 & April 2016. These events are rapidly becoming a must attend on the NZ event calendar. We've collated all your feedback and are looking forward to seeing you for round three in a few weeks time.

[RSVP Now](#) to a location near you and check out our new online resource dedicated to the Jams.

**What's changed?**

- We have decided to charge a nominal \$20 this time to get people to invest their time in the event and limit dropoff.
- First release tickets are for our community only please use the **promo code: NZSMJ** to unlock pre-sale tickets.

Our format - Come for the morning or afternoon session, ideally you'll be there all day (content will be different), but we understand how business works, now we have two clear AM & PM sessions.

We're excited to build on the impact of the last year to continue this awesome program and continue enabling Kiwi companies to succeed and grow.

For more information on the Sales & Marketing Jams visit: [salesandmarketingjam.com](http://salesandmarketingjam.com)

For more information on the Kiwi Landing pad visit: [kiwilandingpad.com](http://kiwilandingpad.com)

For FAQ please visit here: [salesandmarketingjam.com/FAQ](http://salesandmarketingjam.com/FAQ)

[RSVP Now](#)

**AmCham partners with The SingularityU NZ Summit 14-16 Nov in Christchurch**

The SingularityU NZ Summit brings the world's top speakers and experts on exponentially accelerating technologies together with New Zealand's and Australia's leaders of today and tomorrow, giving us the knowledge and insight we need to compete — and win — in an exponentially changing world.

Within the next 20 years, 47-81% of jobs as we currently understand them will be under threat from technology. This includes jobs that have always been considered 'safe' from automation. But until we achieve a collective understanding of what exponential technological growth truly looks like — and how it affects us all — we will be at a disadvantage.

But the ever-increasing pace of change doesn't just hold threat — it also holds opportunity. We are shifting from an economic model based on scarcity to one based on abundance. What are the strategic implications? What kinds of policies do we need? What is the impact on our economy? What are the ethical considerations? None of the old rules apply.

The SingularityU New Zealand Summit is a conference like no other. You'll learn about artificial intelligence — but it's not a computing conference. You'll learn about self-driving cars and networks — but it's not a tech conference. You'll learn about medicine and biotechnology — but it's not a health conference. You'll learn about the future of crime and the future of work — but it's not a public policy conference. We expect you to come away from the Summit with nothing less than a total paradigm shift about where we've come from, where we're going, and what's possible.

Your ticket to three extraordinary days. The SingularityU New Zealand Summit will be like no conference you've ever attended. Over three days in November, you'll hear from world experts in exponential technologies, from Silicon Valley and beyond, and learn what the implications are for you. You'll also discover the cutting edge of technological progress taking place right here in New Zealand.

As an event partner AmCham has secured 10 tickets at 50% off our Super Early Bird pricing, (which was \$2,495 + GST.) Access Code (AMCHAMSUNZ) for you to use to purchase 'Special Friend' tickets.

[Click here for details of the speakers and to register](#)

## LEGAL ISSUES

### Norris Echetebe Law – New Zealand’s Only Full-Service American Law Firm

*In partnership with the AmCham NZ, our objective is to provide AmCham NZ members with information on the complex US legal landscape, to promote US-NZ business relationships, and to assist NZ businesses expanding into the lucrative US markets. In our monthly column, we write about legal issues which we deal with in our representation of NZ businesses doing business in and with the US. However, we are also open to suggestions on topics about which members are interested in learning. So, please feel free to email us with your comments, questions and any suggested topics at [info@nz-uslegal.co.nz](mailto:info@nz-uslegal.co.nz).*

### A NEW WAY INTO THE USA FOR NEW ZEALAND ENTREPRENEURS?

In late 2014 the United States’ Congress was at an impasse over various proposed measures regarding immigration reform. One of the key issues that was debated by Congress was the question of how to handle foreign start-up entrepreneurs needing to be physically present in the US in order to see their US ventures through from the seeding phase through to an on-going and successful business enterprise which created US jobs and generated US tax revenues. Congress’ impasse meant that the US government could not pass any new legislation, including any legislation related to US immigration and it seemed a dire outlook for the thousands of foreign start-up entrepreneurs seeking to invest and work in the country. As a result of the impasse and the need to address the foreign entrepreneur immigration issues, President Obama took action under his executive authority and proposed some changes to US immigration regulations (which are governed by the immigration laws written by Congress). On August 26 of this year the US’ Department of Homeland Security’s US Citizenship and Immigration Service (“USCIS”) released its newly proposed rule immigration regulations on how to address the issue of foreign start-up entrepreneurs for public comment. This new rule would permit the use of a “parole” for “entrepreneurs of start-up entities whose entry into the United States would provide for rapid business growth and job creation.” This new rule should take its finalized form and go is expected into effect before the end of the year. Below, we discuss the proposed rule and its criteria.

The rule provides a “parole” entry, which is a non-visa-based entry permission into the US which is granted by USCIS on a case-by-case basis. Under the new rule a “parole” entry may be granted to an entrepreneur who has at least a 15% equity stake in a new US company (no more than three years old) that also has an investment of at least \$345,000 USD from a qualified US investor in the last 365 days (or a receives a qualified government grant of at least \$100,000). The entrepreneur would be required to prove that the roll he/she would take with the US company is “a central and active role in the operations of that entity, such that [the entrepreneur] is well-positioned, due to his or her knowledge, skills, or experience to substantially assist with the entity with the growth and success of its business.”

The intended US investor must be a US venture capital firm, angel investor, or start-up accelerator with a “history” of successful investments. The US investor must be, or be owned by, a US citizen or licensed permanent resident. The investor cannot be the entrepreneur or someone in the entrepreneur’s family. In order to show a history of successful investments, applicant must prove that the US investor (1) has made investments in start-up entities in at least 3 separate calendar years for a total of at least \$1,000,000 and (2) at least two of the start-up entities created at least 5 full time jobs for U.S. workers each or have generated at least \$500,000 in revenue with an average annualized revenue growth of at least 20%.

If granted, the parole period would be for a period of 2 years and the entrepreneur may bring immediate family members into the US. The family members would not be granted authorization to work, however, children would be allowed to attend public schools. The parole period could potentially be extended for up to five years’ total.

As it stands now, Kiwi entrepreneurs are most often forced to qualify for a L-category (intra-company transferee), or H-category (US company-hire) work visas, or the EB-5 investor visa to work for their own company in the U.S. The L-category work visas are not specifically designed for entrepreneurs and require a laborious process of setting up, and maintaining an L-category-qualifying international business structure before an eligible employee can be transferred to the U.S. to work for their company. The EB-5 visa requires an investment of at least \$1,000,000 USD (or \$500,000 USD for a company setting up in specific low employment areas), which puts this visa out of reach for many entrepreneurs who do not have this kind of cash on hand. Further, Kiwis do not have access to the E-2 visa which grants an investor visa for a smaller sum (generally around \$100,000). While the new Entrepreneur Parole does not completely fill the gap left by the absence of the E-2 visa option, it definitely would provide an interesting option for Kiwi entrepreneurs who have drawn U.S. venture capital and private equity investor attention. Given the continual creative bursts of new and innovative business ideas out of New Zealand and the resultant interest from US investors, we predict the Entrepreneur Parole will be quite popular here if it goes into effect.

- Zachary D. Norris, JD, LL.M. and Ada Echetebe, JD, LL.M.

*\*This article is for general informational purposes only and does not constitute legal advice, nor should it be construed as constituting any legal advice from Norris Echetebe Law or any of its affiliated lawyers. For specific analysis of your US legal issues, please contact the attorneys at Norris Echetebe Law at +64 (0)9-889-2602 or visit us on the web at <http://nz-uslegal.co.nz/>.*



### AmCHam Australia Visit Functions

