

BNZ
**MĀORI
EXCELLENCE**
IN FARMING AWARD 2011
SHEEP AND BEEF



**AHUWHENUA
TROPHY**

www.ahuwhenuatrophy.maori.nz

FIELD DAY HANDBOOK
www.ahuwhenuatrophy.maori.nz

PLATINUM SPONSOR



GOLD SPONSORS <<<



THE AHUWHENUA TROPHY



BNZ
MĀORI
EXCELLENCE
IN FARMING AWARD 2011
SHEEP AND BEEF

2011 AHUWHENUA TROPHY COMPETITION FINALISTS ARE:

OTAKANINI TŌPŪ INCORPORATION
WAIPAPA 9 TRUST
PAKIHIOA STATION



CONTENTS

INTRODUCTIONS

- 2 Mihi from Minister of Māori Affairs Hon Dr Pita Sharples
- 3 Mihi from Minister of Agriculture Hon David Carter
- 4 Introduction from Kingi Smiler, Chairman of the Ahuwhenua Trophy Management Committee
- 5 History of the Ahuwhenua Trophy

PREVIOUS DAIRY COMPETITION WINNERS

- 6 Looking Back – 2009 Finalists
- 7 2009 Ahuwhenua Trophy Awards' Dinner

FINALISTS

9 Otakanini Tōpū Incorporation

405 South Head Road, Helensville

25 Waipapa 9 Trust

Poihipi, Taupō

41 Pakihiroa Station

1 Pakihiroa Road, Tapuaeroa Valley

COMPETITION CRITERIA

- 56 About the Judges
- 57 About the Competition

»» FROM THE MINISTER OF MĀORI AFFAIRS



E ngā iwi o ngā hau e whā, tēnā koutou katoa.

Kua tae ki te wā e huri ai o tātou whakaaro ki te Ipu Ahuwhenua, he taonga tuku iho i o tātou tipuna ki a tātou.

No reira koutou nga kanohi ora o ratou ma, tena tatou katoa.

He uri katoa tātou nō Rangi rāua ko Papatuānuku.

He iwi ahuhwhenua tātou, mai rā anō i to tātou takenga mai i Kurawaka.

Nā ngā mahi ahuhwhenua o tātou tipuna i ora ai i o rātou wā, ā, tae rawa mai ki a tātou i tēnei ao hurihuri.

E kore te tangata e ora i te kai moni! He oranga tonu i ngā mahi ahuhwhenua, ahakoa te pāheketanga ohanga e raruraru nei te ao katoa.

Nō reira, koutou ngā kaimahi, ngā kaiwhakahaere, ngā pukenga, ngā mana whenua: Kia kaha, kia tika ngā mahi, whāia ngā taumata, hei oranga mo ngā iwi o te ao.

As we think about the Ahuwhenua Trophy, we salute our forebears who established this kaupapa, and those who carry it on today.

Our people are tangata whenua – people of the land. We are descended from Rangi and Papa, and we have been farmers since the first woman was formed from the earth.

Agriculture enabled our ancestors to survive, and the same is true for us in the modern world.

In a global economic recession especially, it is you, the workers and managers, the advisers and experts, the trustees and landowners, who are striving for excellence, to boost production and profitability, to help feed the people of the world.

We wish you all the best for this competition, and we hope you enjoy the exchange of knowledge and experience as much as the final results!

Kia ora anō tātou.

Hon Dr Pita Sharples

MINISTER OF MĀORI AFFAIRS



»»» FROM THE MINISTER OF AGRICULTURE



Tēnā koutou katoa

I would like to acknowledge all those who have made the Ahuwhenua Trophy the competition it is today. The event is as much a reward for you, as it is for the 2011 entrants in the competition.

New Zealanders and the New Zealand economy rely heavily on the excellence of the primary sector. Māori have an integral part to play, and are major contributors and stakeholders in New Zealand's primary industries.

As the Minister of Agriculture, Forestry and Biosecurity, I know the significance of Māori farming and its contribution to the economy through land and forestry assets, and to environmental issues through a strong cultural connection to the land and water environments.

Our land, our waterways and our biodiversity, both natural and exotic are essential resources for our survival. Fortunately for New Zealand, we have some of the best environmental practices in the world. By protecting our natural resources, Māori believe we are able to sustain the ability of Papatuanuku to provide for the prosperity of all New Zealanders.

Māori, with their views around kaitiakitanga, are at the forefront of thinking on the importance of protecting our environment in order to achieve the sustainable use of our resources.

The Ahuwhenua Trophy highlights those who share these views, and acknowledges those who are role models for other Māori farmers.

The Ahuwhenua Trophy competition applauds success in Māori farming, not just the winners of the event. Those who have the courage and commitment to enter such a competition are to be commended. In doing so, they give farmers, trusts and incorporations 'food for thought' on better developing and improving farming practices.

Nga mihi

Hon David Carter
MINISTER OF AGRICULTURE



»» FROM THE CHAIRMAN



Tēnā koutou

E nga iwi, e nga reo, e nga kārangaranga maha o nga hau e wha, tēnei te mihi atu ki a koutou katoa.

It is my pleasure to once again introduce the Ahuwhenua Trophy - Bank of New Zealand Māori Excellence in Farming Award Field Day Booklet.

This is the ninth Field Day booklet we have produced since the competition which was inaugurated by Sir Apirana Ngata in 1932, was relaunched in 2003. These publications offer detailed information on the history, land use, management strategies and governance structures of some of Aotearoa's most impressive Māori agribusinesses. Over the years they have developed into something of an archive of the strengths and achievements of Māori in the farming sector, highlighting our commitment to sustainable farming and to developing this wonderful resource for the benefit of our people. They tell an inspiring story of our determination to leave this land in good shape for future generations to use wisely and enjoy.

The Ahuwhenua Trophy - Bank of New Zealand Māori Excellence in Farming competition is open to Māori farming properties either owned individually, or managed by Māori Trusts and Incorporations. It recognizes and celebrates the successful approaches to governance, financing, management, environmental that our finalists have developed. Ahuwhenua Trophy holders are setting benchmarks for the agricultural sector as a whole, not just Māori.

This year I would like to highlight the wonderful contribution our judges make to the competition. We have always been fortunate in attracting some of the sectors most knowledgeable and experienced operators and this year's team of first and second round judges are no exception. Each year they give of their time and expertise to not only judge but to inform and encourage our entrants. They are known for placing competitors under rigorous scrutiny and it is considered to be the most comprehensively judged competition of any farming competition held in Aotearoa. In this proud competition, be they competitors, sponsors or members of the Ahuwhenua Management Committee, the expectation is nothing less.

On behalf of the Ahuwhenua Trophy Management Committee I offer my congratulations to our three finalists. I would also like to acknowledge all who entered. It was a strong field and I very much hope to see entries from you in the future.

We also extend a special thanks to all our sponsors. Your generosity and commitment is greatly appreciated by everyone involved in this competition.

We look forward to seeing all sponsors, entrants, finalists and whānau at the field days on April 28, May 3 and May 12 as well as at the Gala Awards dinner in Rotorua on Friday 3 June 2011.

Naku noa, na

Kingi Smiler

CHAIRMAN

AHUWHENUA TROPHY MANAGEMENT COMMITTEE



»» History of the Ahuwhenua Trophy

The idea of the competition, marked by the annual award of the Ahuwhenua Trophy to Māori farmers arose from the deep interest and affection for the Māori race of Lord Bledisloe who was Governor-General of New Zealand from 1930 to 1935.

The wise yet surprisingly conservative choice of a cup was made and named Ahuwhenua or, Son of the Soil. The then Minister of Māori Affairs, Sir Apirana Ngata was asked to propose a scheme and conditions to ensure that the trophy would not be won lightly. The result was a very fine cup and a scheme that has survived and overcome many difficulties.

The first competition was held in 1933 and the winner of the trophy was William Swinton from Raukokore (Bay of Plenty). At least 81 farms were visited in the competition, from Horohoro Block near Rotorua to Maketu and down to Cape Runaway.

The competition was not held for two years and resumed in 1936 when the cup was won by Henry Dewes, a sheep farmer from Tikitiki.

In 1937, the cup was lost in a fire that destroyed the Waiapu store where it was on display. It was replaced the following year, only to be lost in 1943 on a rail trip from Rotorua to Wellington. The competition continued, despite the absence of the Trophy, and in 1946 it was discovered undamaged in a Frankton store. In 1947, it went north for the first time, when it was won by Wiremu Matenenaera of Hokianga.



Because of the difficulty and impracticality of comparing dairy farms with sheep farms, the entries were divided into two groups with separate awards. In 1954, Lord Bledisloe donated a companion cup for this occasion. The original competition continued up until the 1980s but interest started to wane and the last one was held in 1990.

In 2003, spurred on by Board members Gina Rudland and Wayne Walden, Meat New Zealand re-launched the competition – taking account of the changing face of Māori farming and the increasing importance of Māori incorporations and trusts in the sector. Meat New Zealand ran successful annual competitions between 2003 and 2005, when their successor organisation, Meat & Wool New Zealand took over the reins – reinvigorating the competition. In 2005, the Ahuwhenua Executive Committee decided on a new structure for the competition with sheep and beef and dairy competitions being run in alternate years. The first bi-annual Dairy competition was held in 2006.



» Looking Back

THE 2009 FINALISTS

When the current holder of the Ahuwhenua Trophy BNZ Māori Excellence in Sheep and Beef Farming Award took top honors in 2009 they were known as Pakarae Whangarā B5 Partnership. Soon after their win they changed their name to Whangarā Farms. They felt the new name was more appropriate to their stated aim of including all Ngāti Kōhohi lands under one governance structure.



However, a name change was the least of this award winning agribusiness's achievements in the last two years. In 2009 their ten full time employees farmed 4,500 effective ha and wintered 29,000 sheep and 4,000 cattle. In 2010 they purchased Tongataha a 1,250 ha property in the Ruakituri Valley, 100 kilometres from Whangarā. They winter 7,500 sheep and 1,100 cattle on the property which has two full time employees.

In 2007 Whangarā Farms started a major development program, the biggest part of which was a reticulated water system. By June 2011 all of Whangarā's 4,500 hectares will be operating under a \$1m reticulated water system. This system will be financed from Whangarā Farms annual surpluses.

During the last financial year Whangarā Farms employed four new shepherds all in their early 20's. They distributed \$600,000 to their partners in 2009, \$810,000 in 2010 and have budgeted for a further \$1.0m in the coming year.



Further down the East Coast to the west of Wairoa, Hereheretau Station had a 2010 good season with high lambing and calving percentages. Farm Supervisor, Peter McKenzie says there has been tremendous grass growth in the past year, which, combined with the rise in commodity prices, makes it a "great time to be a hill country farmer".

This prosperity has enabled the development of a central set of cattle yards and increased investment in the property's fertiliser and fencing programmes. Hereheretau Station administrators plan to increase spending on the blackberry control programme over the coming year.

The farm Trustees were able to further repay debt and honor the property's historic commitments to the Māori Soldiers' Fund, including the Sir Apirana Ngata Scholarship, which benefits young Māori from all over the country. The education fund became the major recipient of Hereheretau Station profits as there are now few original beneficiaries remaining.

Vince Connolly is retiring as the Station Administrator and his role has been taken over by the Māori Trustee's regional office in Gisborne. Vince has been Māori Trustee, John Paki's 'eyes and ears' and has taken the property through a major development programme over the last decade. His guidance, discipline and desire to see the Station perform to the highest standards will be missed.



Morikau Station near Rānana on the Whanganui River has undergone a change since it was a 2009 Ahuwhenua Trophy finalist. The Morikaunui Incorporation Chair, Ms Hari Benevides says one of the major benefits gained from participation was the opportunity to examine the whole operation.

"The direction we needed to take has seen necessary changes that will enhance the Station and lead to a lift in performance. With better pasture management we have managed to get the stock through inclement weather and a spring drought. The Station has been able to finish its lambs and take advantage of the lift in the lamb prices."

Last year Morikau Station began working with their regional council, "Horizons, on a Sustainable Land Use Initiative." Under the scheme Horizons will prepare a full sustainable land use plan looking at various scenarios. The recommendations will be supported by five year financial projections. It is then up to the incorporation whether or not the recommendations are adopted.

Preparations are under way to celebrate 100 years of continuous farming at Morikau Station. The anniversary was in February. It is believed that Morikau Station is the oldest multiple Māori ownership farm. A celebratory dinner and dance in Whanganui for shareholders, staff, major suppliers and invited guests will be held on May 28th.

Morikau Station continues its strong local community support with broadband internet sponsorship for the Awa School and the Sisters of St Joseph at Hiruhārama. Each year a horse trek across the flats and high country of this historic property raises funds for one of the local Marae and the school.

THE AHUWHENUA TROPHY AWARDS' DINNER

"2009 finalists, whānau and supporters celebrate at the 2009 Ahuwhenua Trophy - BNZ Māori Excellence in Farming Awards Night Dinner at the Gisborne Showgrounds.



Tickets available for the 2011 Ahuwhenua Trophy – BNZ Māori Excellence in Farming Awards Dinner



AHUWHENUA TROPHY

Friday 3 June 2011

Rotorua Energy Events Centre, Queens Drive, Government Gardens, Rotorua.

Ticket price \$138 - formal dress - powhiri starts 5pm sharp - cash bar will be operating.

RSVP to Joan Nathu 04 803 2851 or email joan.nathu@maoritrustee.co.nz



Once again, BNZ salutes a proud tradition of Maori farming.



Bank of New Zealand has once again taken the opportunity to partner with Maori Agribusiness and support its ongoing development by continuing as Platinum Sponsor of this year's BNZ Ahuwhenua Sheep and Beef Competition. BNZ has been involved

with the rebirth of the competition since 2003 and has been a Platinum sponsor since 2006.

Like Maori, BNZ has a long-term strategic intent in Agribusiness. We have seen over the last couple of years that the long-term nature of this intent is not something that all our competitors share. We are proud to have increased our market-share in Agribusiness lending by 1.4% in the past two years. In a market of \$47 billion this equates to an additional \$650 million of support we have provided our existing and new clients over and above the market growth

We are confident in the medium term future of the Sheep/Wool and Beef sectors with world supply and demand dynamics pointing to a continuation of solid product prices. Well governed, profitable operations, with the support of shareholders, are in a prime position to benefit and grow wealth over the next few years in this sector.

This is a competition that BNZ staff genuinely look forward to being involved in with many of them actively involved in judging, attending Fieldays, supporting clients, and of course celebrating and recognising the finalists and ultimately the winner of the competition.

Our involvement in the competition has generated much internal interest over the years. This year we have made training on Maori protocol and the Treaty available to staff and the uptake has been very pleasing with many staff members taking the opportunity to increase their understanding.

Through continuing to work closely with Maori Agribusiness/Business and growing our people's

knowledge we can work with the banks various resources to create products, offerings and policies tailored to the requirements of Maori.

Our Iwi and Trustee Governance courses are an example of this occurring and we have run nine of these in the past year with groups from around the country, the workshops are an opportunity for trustees and advisors to learn more about their responsibilities around the management of assets and liabilities for trusts.

This past year we have also granted the first of our Maori student scholarships at Massey University – this scholarship is available for 2nd year Maori students in the fields of Commerce and Agriculture.

We are proud of our history with Maori farming businesses and the **BNZ Partners** model is well suited to servicing this sector making it easier for clients to access a range of key specialists including those dealing with; Property Development, Forestry and Carbon, Electricity Generation, Aquaculture/Fishing and Creating Investment portfolios amongst others

The Network of BNZ Partners Business Centres across New Zealand continues to grow – our aim is to provide a local “office away from the office” for clients to utilise for Board Meetings, annual get-togethers (and in one case Treaty settlements).

With quality banking, professional support and the right solutions, Maori farming operations will continue to thrive and create wealth and opportunity for shareholders. We enjoy partnering with the individuals, Trusts and incorporations that make up this sector to achieve their business and community goals for today, tomorrow and future generations.

Richard Bowman
Head of Agribusiness
Bank of New Zealand

› 0800 955 455
› bnz.co.nz/agribusiness



»» Otakanini Tōpū Inc

405 South Head Road, Helensville

Thursday 28 April 2011



»» Otakanini Tōpū Incorporation

FIELD DAY PROGRAMME

9.00	Pōwhiri at Haranui Marae, Haranui Road, Helensville
9.30	Introduction to Ahuwhenua Trophy and Field Day Programme
9.50	History, governance and business structure
10.25	Morning tea
10.55	<i>Travel to Stop 1 C10 Paddock 40 (by tank)</i>
11.20	Stop 1: Pasture/Fertiliser/Water/Fencing (Infrastructure)
11.50	<i>Travel to stop 2 Paddock 54</i>
12.15	Stop 2: Environment
12.45	<i>Travel to Woolshed</i>
1.00	Lunch
1.25	<i>Travel to stop 3 Paddock 13</i>
1.40	Stop 3: Sheep Policy
2.10	<i>Travel to stop 4 Bull Unit (lane by trig)</i>
2.35	Stop 4: Cattle Policy
3.00	<i>Travel back to Parakai School</i>
3.20	Reconvene
3.25	Farm Financial Performance and Future Strategic Direction
4.00	Award Ceremony and Presentation
4.35	Kai and refreshments

IMPORTANT NOTES FOR FIELD DAY ATTENDEES

The owners of the property wish to point out to all visitors to their property that a number of potential hazards exist in the course of travelling over the property in vehicles, moving around the yards and facilities, and in handling stock.

While the owners have taken all reasonable care in making your visit to the property as safe as possible, including preparation of a Health and Safety plan for the day, they clearly point out that you enter the property at your own risk.

All participants are asked to behave safely and to ensure that their actions or inactions do not result in harm to themselves or others.

The owners will accept no responsibility for any accident or injury to any person or property that takes place while you are visiting.





Otakanini Tōpū Incorporation

HISTORY OF THE FARM

Otakanini Tōpū is a 2,750 hectares Māori Incorporation farm bordering Muriwai Beach on Northlands west coast and the Kaipara harbour. It runs 12,000 stock units on 1,550 hectares, forestry occupies 600 hectares and the remaining unproductive land is mudflats and wetlands.

The incorporation's farming regime emphasises sustainable farming within the constraints of its coastal environment and the systematic introduction of new genetics into its stock.

Since its formation in 1951 from the amalgamation of local Māori family farms and the return of government-administered land, Otakanini Tōpū has mapped and maintained the property's many cultural and historic sites. These include urupā and old pa sites all of which have been marked on GPS system for future reference.

The forestry was previously managed by the Crown Forestry for approximately 30 years and has only recently been returned to be managed by the shareholders. The next forestry rotation is due in 6-8 years however the majority of the forestry was only planted in 6-8 years ago.

The farm's administrators say they have worked hard to ensure new water systems and proposed fencing they intend installing, do not go through culturally significant areas. Increased effort to reduce sediment flowing into the harbour and other local waterways is being made by the committee and management. The farm in areas is particularly hilly and is prone to westerlies causing sand erosion and sand blows.

Droughts, kikuyu grass and coastal vegetation create local challenges and facial eczema in sheep is common. Systems are being implemented to manage these challenges and to reduce any impediments onto the farming regime.

Otakanini Tōpū Incorporation recently restructured the farm after their long serving and widely respected farm manger of 34 years, Heta Tamahori retired. Ray Monk, their current manager was appointed. He has experience working with another Māori Incorporation dealing with similar environmental and climatic conditions. With input from Ray the Incorporation has entered a new development phase including subdivision, transition to a finishing operation and adoption of a new farming regime which emphasises environmental care and the introduction of new genetics considered suitable for the farm.

"Any type of country is good for sheep and cattle farming if you have the right breed and make the best of the type of land you've got," says Chair, Hemi Rau.

The incorporation has between four and five hundred shareholders from the local hapū associated with the five marae in the region. The majority of the shareholders are from the adjoining Haranui Marae.

Hemi Rau says returns have been spasmodic but the Incorporation is focussed on it's annual dividend and distributing profits within the local community. It has established a community development fund targeting health and education for rangatahi, women and men from the Helensville District.

"The welfare and wellbeing of the land and our people is what our farm investment is all about. As our financial position improves, which we intend that it does each year, we will increase returns to our community."

Hemi Rau says that being named as a finalist in this year's competition was a pleasant surprise.

"We entered this year primarily for the experience and to flag our determination to win the accolade. We are delighted that our hard work and determination to overcome the challenges experienced by our particular property has paid off."



»» Otakanini Tōpū Incorporation

VISION STATEMENT

“Te Tini O Kaipara” - Hei ora mo te iwi me nga whakatipuranga e heke mai nei.

The key strategic goals for Otakanini Tōpū are to:

1. To be a professional, viable and accountable organisation that exceeds shareholders expectations
2. To continuously improve the quality business resulting in improved returns on shareholder funds
3. To anticipate and manage change
4. To develop leadership and innovation
5. To work with appropriate partners and other key stakeholder organisations.

WHAT IMPRESSED THE JUDGES

GOVERNANCE

- The Otakanini Tōpū committee of management are an enthusiastic group with a good mix of skills needed to govern this Incorporation going forward
- This will allow the committee to undertake the significant changes envisaged in their new strategic plan designed to improve the operation and profitability of the property
- Clear lines of communication between the farm manager and Chairman were evident
- The decision by the Committee of Management (COM) to enter this competition and open up their business to outside scrutiny is evidence of good strategic development.

FARM

- Stock health and condition very good. Ewes in particularly good condition
- The use of the Auckland Romney Group will assist with the genetic performance
- Good to see the implementation of an Animal Health programme instigated in conjunction with a local vet club.

STAFF

- All necessary paper work is in place
- The Manager is an AglITO Diploma in Agribusiness graduate
- Introduction of farm staff by Manager to the judges.

ENVIRONMENTAL

- Initiating in collaboration with the Auckland Regional Council a LEP (Sustainable Land and Environmental Plan) which incorporates land management units (LMU's) and land use capabilities (LUC's)
- Undertaking fencing and native plantings on an extensive area of eroding sandblow
- Actively fencing off water courses and bush areas.

FINANCIAL

- While economic performance has not been strong, the COM has recognised this and put in place measures and completed capital works (subdivision, fertiliser and water reticulation) to turn this around.





Otakanini Tōpū Incorporation

DIRECTORY

TRIBAL AFFILIATION: Ngāti Whātua

NUMBER OF OWNERS: 460

TRUSTEE/BOARD

Hemi Rau (*Chair*)

Awa Hudson

Brenda Christiansen

Glenn Wilcox

Lisa Reweti

Malcolm Paterson

Mei Hill

Pearl Hill (*Secretary*)

Linda Hill (*Accounts Clerk*)

Simon Withers (*Accountant*)

FARM STAFF

Ray Monk (*Farm Manager*)

Connie Povey (*Shepherd*)

Witai Povey (*Shepherd*)

Cyril Hodge (*General Hand*)

Claude Fill (*Farm Cadet*)

FARM DESCRIPTION

Otakanini Tōpū is a 2,750ha sheep, beef and forestry operation on the southern end of the Kaipara harbour.

The farm consists of 1,550ha effective pasture, 600ha agro-forestry and 600ha of unproductive mangroves and mudflats. The contour consists of flat land to rolling, and then some steeper slopes, the soil type is a pinaki sand on the western boundary, loamy sand with some peat moving towards the eastern side.

Otakanini wintered 16,000su consisting of 8,500 sheep su, and 7,500 cattle su, we are in a transition phase moving to a finishing unit. Otakanini employ's four full time staff and in addition have just employed an apprentice farm cadet.

GOVERNANCE AND MANAGEMENT

Communication with shareholders has traditionally been through field days and by newsletters. The latter is an inefficient means of communicating to owners as their postal addresses are continually changing and require updating. A share register audit is being undertaken to try and overcome this issue and a website was developed as an alternative means of communication. The share register audit validates the number of shares owned by whanau and the website is currently being updated.

The Committee of Management was re-elected at the AGM of shareholders in November 2010. The Committee comprise of 7 Trustees with only one new Trustee being elected. The Committee elects their Chair until the next rotational election date.

A 3 – 5 year development plan has been developed and passed by the shareholders at an AGM and is due for review this year. The core business of sheep and beef farming has remained unchanged since being incorporated in 1951 and recently the forestry was returned by the Crown to be managed by the Committee.



»» Otakanini Tōpū Incorporation

The Committee comprises of members with vast experience in iwi, business, councils, education, heritage and cultural organisations. Each member brings their own unique skills to the Committee, to engage in robust discussions, resulting in informed decision-making. External advisors are engaged when required and are recommended by the Farm Manager to the Committee. The respective roles and responsibilities between governance and management are understood and practised within the organisation.

A new Farm Manager was appointed, who is introducing a new farming regime based on introducing new genetics and applying a cost-benefit approach to farm decision making. With the support of the employees and the adoption of a 3 - 5 year farm development plan, it is envisaged increased value and returns to shareholders will be forthcoming.

Profit and loss is the primary economic indicator when assessing the farm's performance by the Committee and shareholders. The net farming returns are largely affected by environmental and global factors that are traditionally difficult to manage and therefore the Incorporation needs to be constantly looking for ways to improve returns and/or other business opportunities.

The COM have been successful in building on relationships particularly with local body authorities concentrating on the new farm plan with the assistance of experts from the former Rodney District Council (now Auckland Council), working with a State Owned Enterprise to investigate potential wind power opportunities and the introduction of the Otakanini Community Grants Scheme.

FARM DETAILS AND PRODUCTION INFORMATION

Total area ha	2,750
Effective Grazing ha	1,530
Soil type	Pinaki sand in the West, loamy sand in north and north east and in the remainder sandy loam over sand and clay and some peat over clay
Subdivision	100 paddocks ranging from 2ha to 60ha
Water supply	Creek water from four pumps then gravity fed
Contour	Flat to rolling to some steep country
Pasture	Rye, Clover, Kikuyu, Brown Top
Fertiliser applied for year kg/ha	50ha crop ground,
Seasons rainfall mm	990 mm
Olsen P	Range from 13 on sand hills to 24 on flats
Soil Ph	Range from 5.8 on sand hills to 6.1 on flats



Otakanini Tōpū Incorporation

OPENING LIVESTOCK NUMBERS

	SU	30 June 2007	30 June 2008	30 June 2009	30 June 2010
Ewes	1.0	6,520	6,682	6,559	5,467
Ewe Hgts	0.7	2,170	1,978	1,788	2,092
Other	0.8	663	477	61	1,527
Rams	0.8	137	154	172	114
Total Sheep		9,490	9,291	8,580	9,200
Total Sheep SU		8,679	8,570	7,995	8,243
Cows & R3 Heifers	6.0	573	550	514	535
R2 Heifers – in-calf	5.0	132	81	89	95
R2 Heifers – not in-calf	5.0	Sold as yearlings			21
R1 Heifers	4.0	197	226	117	289
R2 & R3 Steers/Bulls	5.0	169			3
R1 Steers/Bulls	4.0	331	145	118	277
Breeding Bulls	5.0	16	17	16	18
Total Cattle		1,418	1,019	854	1,238
Total Cattle SU		7,135	5,274	4,549	6,159
Total Other (specify)					
Total Other SU					
Total SU		15,814	13,844	12,544	14,402

PHYSICAL KEY PERFORMANCE INDICATORS

	30 June 2008	30 June 2009	30 June 2010
Scanning %	120	120	138
Mated Ewes Lambing %	97	98	113
Prime lamb weight kgs	16.3	18	16.5
Sheep Losses %	18	8.5	8.5
Calving % Cows	92	89	93
Steer weight kgs	No information available		
Cattle Losses %	1.5	3.5	4.5
Wool kgs/Sheep SU wintered	4.7	4.8	3.2
SU per Full Time Labour Unit	3,162	2,768	3,136



»» Otakanini Tōpū Incorporation

PRODUCTION TARGETS AND MANAGEMENT PRACTICES

GOALS AND MANAGEMENT PLANS

SHEEP AND WOOL PRODUCTION

5yr targets

- Wool – 5.5kg/ssu wintered – Feed budgeting
- Lambing 140% survival to sale – Genetics
- 85% Lambs finished at 18kg/cw remainder wintered – Pasture renovation, summer cropping
- 9,000su, 6,500 ewes rwr, 2,000 hgts mated, 2,000 winter lambs finished
- Sheep losses at less than 7%.

Next yr targets

- 7,000ssu wintered
- Wool – 3.8
- Lambing 120% survival to sale 85% Lambs finished at 17kg/cw, remainder winter finished
- Sheep losses at less than 7%.

CATTLE PRODUCTION

5yr targets

- 8,000csu wintered, 650 in calf cows and heifers, 80 carry over cattle finished, 600 1yr cattle carried through one winter, replacements retained, remainder finished at 18 to 20 month's at 220kg/cw and 275kg/cw respectively.

Next yr targets

- 7,500csu wintered, 590 in calf cattle, 100 carry over winter finishing cattle, 560 1yr cattle carried through one winter, replacements retained, remainder finished at 18 to 20 month's at 220 and 275 kg/cw respectively.

FLOCK AND HERD FERTILITY

- High performance, facial eczema tolerance and worm resilient Romney breeding ewe flock
- Angus herd, Angus and Charolai sire's for bull beef finishing.

ANIMAL HEALTH

- Animal health plan set with local vets and reviewed annually
- Stock performance monitored through stock care plan, building historical information to be used in future decision making.

PASTURE MANAGEMENT CROPS AND SUPPLEMENTS

- Summer cropping of 30 to 50ha of old type, poor producing paddocks as part of our pasture renovation programme – minimal amounts of supplements made yearly, to be used at low growth periods if required; a plan for weed eradication, thistle control.

SOIL MANAGEMENT AND FERTILITY

- A Land and Environmental Plan (LEP) has been prepared using Land Management Units (LMU) and Land Use Capabilities (LUC) which is enabling the management team to make informed decisions on soil degraded areas involving classes and weight of stock
- We have engaged Agknowledge (Doug Edmeades) an independent fertiliser consultant who has put a nutrient management plan together for us using information from the Land and Environmental Plan – with this information we have targeted certain areas of the farm that will have specified applications of fertiliser to give us more financial return.





Otakanini Tōpū Incorporation

FARM INFRASTRUCTURE

The farm has traditionally followed a 'stores' regime due to the proximity of Auckland and the demand from local markets. The Committee of Management through external advice recognised the farm was being under-utilised and needed to change the way the farm was operating.

The appointment of a new Farm Manager provided an opportunity to adopt a new farming regime. The initial and cautious reaction from farm employees was predicted however their support was crucial if the change was to occur and a new farming regime was to be adopted.

The Committee of Management approved a 3 – 5 Farm Plan that identified the various changes and capital expenditure that is required:

1. GENETICS

A change in the current genetics of stock on the farm to match the land for best overall performance. This is being progressively implemented.

2. WATER SYSTEM

Water was identified as the single most limiting factor affecting the farm going forward. Over the last three months staff have laid in excess of 7 km of medium density water pipe, fittings and troughs; this is only stage one of four to be completed over the next five years.

3. PASTORAL PROGRAMME

A pasture renewal programme has been incorporated into the summer cropping system; an up to date high resolution map has been acquired showing the total effective areas and is incorporated into a farming software programme that enables us to interact and put different scenarios forward before making final decisions. Hay and silage reserves have lasted the entire winter season due to sufficient feed being available during winter.

4. FENCING PROGRAMME

A capital fencing programme will be implemented over the winter period to develop improved areas that can be targeted for intense farming operations. Smaller paddocks will assist with the breeding programme as stock are fenced in smaller paddocks conducive for achieving higher lambing rates.

5. CATTLE SYSTEM

A capital cattle management system will be considered as the present cattle yards are inadequate and require redesigning as we monitor cattle as part of our bull beef finishing programme. However further research and information on the new Electric Identification (EID) tagging system once available will assist us to decide what works and what does not.

6. HOUSING

Employee housing has also been identified for future capital investment to improve present moderate conditions to a higher standard.



»» Otakanini Tōpū Incorporation

BUSINESS KPI's

	30 June 2009	30 June 2010
Opening SU per Effective Hectare	8.63	7.84
Gross Farm Income (GFI) \$/ha	546.46	561.64
Economic Farm Surplus (EFS) \$/ha	5.13	(-34.94)
Farm Working Expenses (FWE) \$/ha	541.13	596.58
Gross Farm Income \$/SU	63.34	71.63
Farm Working Expenses \$/SU	62.75	76.08
FWE as % of GFI	99	106
EFS as % of GFI	1	(-6)

BUSINESS GOALS AND STRATEGIES

GOALS

BUSINESS GROWTH GOALS

To raise the welfare and wellbeing of the farm and shareholders.

Key performance indicators

- Financial - Improved financial performance and asset value
- Environmental - protection of heritage sites and waterways
- Sustainability – sustained economic growth
- Innovation – new business opportunities investigated
- Staff Capacity – regular training opportunities provided
- Cultural – cultural values and understanding maintained.

Investment criteria for new investments

- Increases asset value and profitability
- Reduces reliance on core business
- Improved asset utilisation
- Requires minimal debt servicing.

STRATEGIES

To achieve our goals we continue to:

- Gain shareholder commitment and confidence
- Undertake diligence and a cost benefit analysis
- Ensure staff has the capacity to achieve the goals.

The key strategies we are currently implementing are:

- Regular consultation with shareholders at AGM and field days
- Seeking independent advice from industry experts to ensure informed decision making by the Committee
- Providing skill development and training days to staff.



»» Otakanini Tōpū Incorporation

THE FARM TEAM

- Shared vision and respect amongst all staff
- Staff who are not afraid to ask questions and also question decisions
- Staff know why they are here, that they feel valued and understand how they are contributing to the big picture
- Happy staff who are willing to put in the extra hours when needed
- Success for our business is when the staff set the standard of work and the level they set is very high.

STRATEGIES

The Farm Manager applies the following:

- Consistency – ensuring the Farm Manager's management style is consistent and predictable to staff
- Transparency – ensuring staff are fully aware of farm operations that may be relevant to them
- Consultation – seeking staff views and input on key decisions that may impact them
- Informative - regular meetings as a team to discuss farming programmes
- Clear instructions - ensuring information is provided in writing e.g. on white boards and regularly available to staff if they are unsure of instructions
- Safety - Making sure all working materials are available when required
- Time Management – ensuring staff are advised of the expected time frames for tasks to be completed
- Responsibility – Allocate tasks and explain what is required
- Leadership – compliment staff when it is warranted and discipline in a culturally appropriate manner
- Trust – earn staff respect and acknowledge everyone makes mistakes including the boss!

RURAL PROFESSIONALS

Skilled specialist are employed where and when necessary particularly in the areas of animal health, fertiliser and finance.



»» Otakanini Tōpū Incorporation

ENVIRONMENTAL

GOALS

To implement a sustainable farming management plan that protects the whenua and environment.

Key performance indicators

- To minimise any soil erosion and environmental impacts
- To protect and preserve heritage/archaeological sites on the farm
- To increase native biodiversity and native plantation on the farm
- To increase the environmental and cultural knowledge amongst the whānau and shareholders
- To reduce farm run-off and to improve water quality into creeks and ponds.

STRATEGIES

The areas we need to focus on to achieve our goals are:

- Financial – the appropriation of the financial resources to implement a 3-5 year fencing programme, the plantation of native and riparian plants for sand blow affected and unstable areas and the development of our own GIS system identifying heritage sites
- Shareholders/whānau – to effectively communicate with our whānau and shareholders the need to prioritise and balance environmental and profitability objectives.

Key strategies we are currently implementing are:

- The development of a sustainable farming management plan assisted by the regional and local councils (now Auckland Council)
- Fencing and minimising stock access to sand blow affected areas and archaeological sites
- Shareholder and community planting days over 20,000 square metres of sand affected areas that was blowing away to reveal old burial sites and inundate viable pastureland
- Installing a new water system and troughs that does not disturb heritage sites
- Ensuring the numerous archaeological sites and GIS logged co-ordinates are accurate to ensure they are not disturbed by any new developments, e.g., wind power.



»» Otakanini Tōpū Incorporation

SOCIAL, COMMUNITY AND NGA TIKANGA MĀORI

GOALS

- For the Tōpū to be a positive contributor to the wellbeing of the wider community (especially within South Kaipara and particularly the Ngāti Whātua community based around Haranui Marae)
- For the activities of the Tōpū to socially enhance the South Kaipara community and alleviate where possible, social problems
- For the management of the Tōpū to uphold tikanga Māori alongside its statutory requirements
- For the Tōpū to be a resource for the Ngāti Whātua community that facilitates the use and experience of tikanga Māori.

STRATEGIES

- Established a Community Grants scheme in 2009. Grants were provided to education and health initiatives within the district that supported rangatahi, Māori men and Māori women
- Developed a community partnership relationship with a State Owned Enterprise to provide equitable funding for social, cultural and environmental initiatives within the region
- Provided financial support to Haranui Marae for the building/renovation project it is undertaking
- Assisted local groups by making donations to local bi-lingual unit and for the local kapa haka group for a cultural tour to Finland
- Provided an opportunity for the local whānau and shareholders to attend a free farm safety and driving course on the farm
- Trialling opportunities for a cadet scheme that will employ local rangatahi for the farm and agriculture sector
- Providing recreational opportunities to whānau and shareholders by allowing access for camping and hunting during restricted periods.



»» Otakanini Tōpū Incorporation

FINANCIALS

YEAR	2008/09		2009/10	
SALES	\$	No.	\$	No.
Sheep	539,144	6,312	665,625	9,033
Cattle	359,418	686	81,899	147
Sub Total	898,562		747,524	
Less Purchases				
Sheep	25,700	55	129,114	1,508
Cattle	14,000	5	12,600	4
Sub Total	39,700		141,714	
Net Wool Sales	858,862		605,810	
Wool	89,928	41,571kg	68,289	26,042kg
Other Farm Income	81,189		668	
Livestock Movement	(155,629)		223,852	

	\$	\$/SU	B+LNZ ES NNI Class 4 Average \$/SU***	\$	\$/SU	B+LNZ ES NNI Class 4 Average** \$/SU***
Gross Farm Income	874,350	63.34	70.21	898,619	71.63	75.58
EXPENDITURE						
Wages	258,912	18.76	3.50	295,417	23.55	3.72
Animal Health	60,322	4.37	3.35	58,860	4.69	3.45
Cropping	22,365	1.62	0.40	19,845	1.58	0.44
Electricity	10,063	0.73	0.71	10,706	0.85	0.72
Feed	15,696	1.14	3.85	49,656	3.96	3.63
Freight and Cartage	5,566	0.40	1.26	11,220	0.89	1.29
Fertiliser/Lime/Seed	40,695	2.95	8.22	105,606	8.42	9.64
Weed and Pest Control	51,618	3.74	1.20	43,335	3.45	1.10
Shearing Expenses	55,681	4.03	2.81	31,966	2.55	2.93
Repairs and Maintenance	109,807	7.95	5.31	137,216	10.94	5.36
Vehicle Expenses	69,718	5.05	4.30	53,044	4.23	4.32
Administration	79,854	5.78	2.29	42,270	3.37	2.30
Standing Charges	59,871	4.34	4.20	68,654	5.47	4.51
Other	25,970	1.88	0.34	26,729	2.13	0.54
Total Working Expenses*	866,138	62.75	41.67	954,524	76.08	43.95
FARM SURPLUS	8,212	0.59	28.54	(55,905)	(4.46)	31.63

*Note – Mortgage Interest and Land Rent deducted from Expenditure and added to Surplus

**Provisional

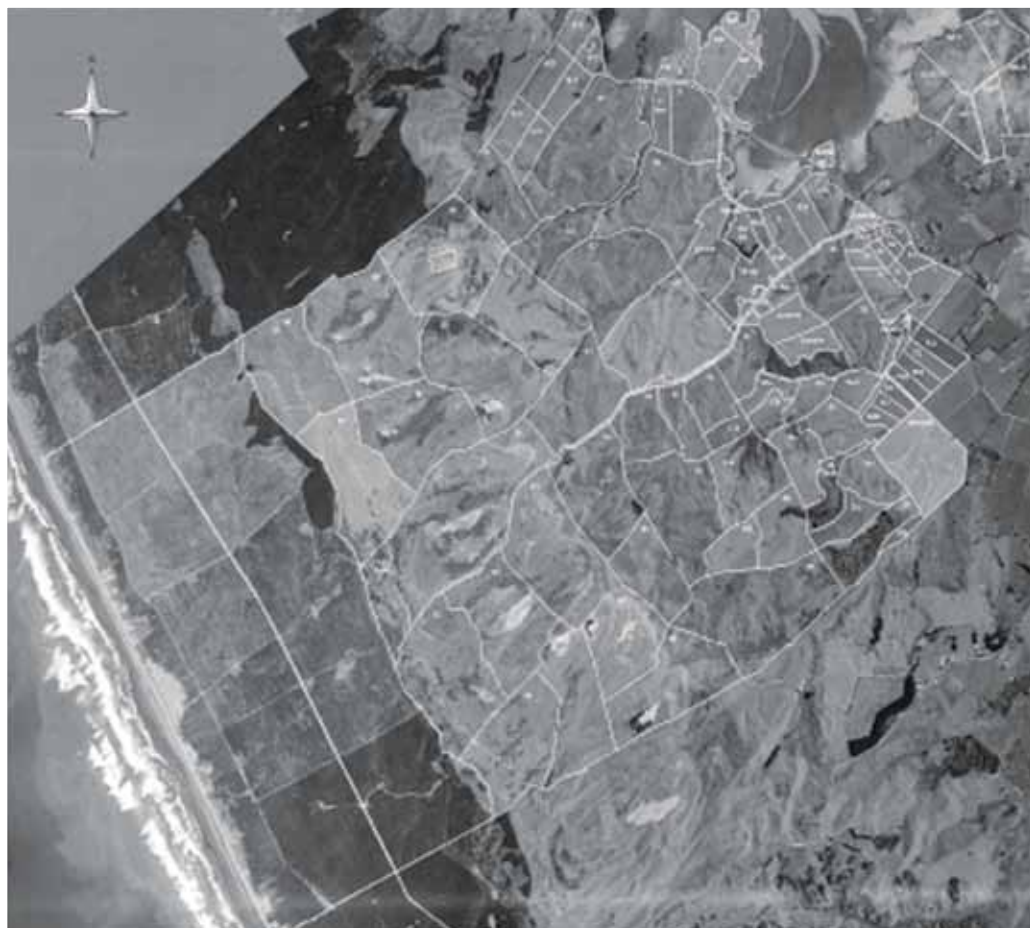
*** SU values for animal class are slightly different in some cases between farm and B+LNZ ES (Beef+Lamb New Zealand Economic Service)

Note also that NNI is an abbreviation for Northern North Island, Class 4 relates to North Island Hill Country



»» Otakanini Tōpū Incorporation

FARM MAP



**Beef + Lamb New Zealand is proud to support the
Māori Excellence in Farming Award 2011.**

**We are committed to providing farmers with information
and tools to help them optimise performance.**

Visit www.beeflambnz.com to get started.



**Beef + Lamb New Zealand invests farmer levies to help
develop a growing sheep and beef industry providing
sustainable returns for future generations.**



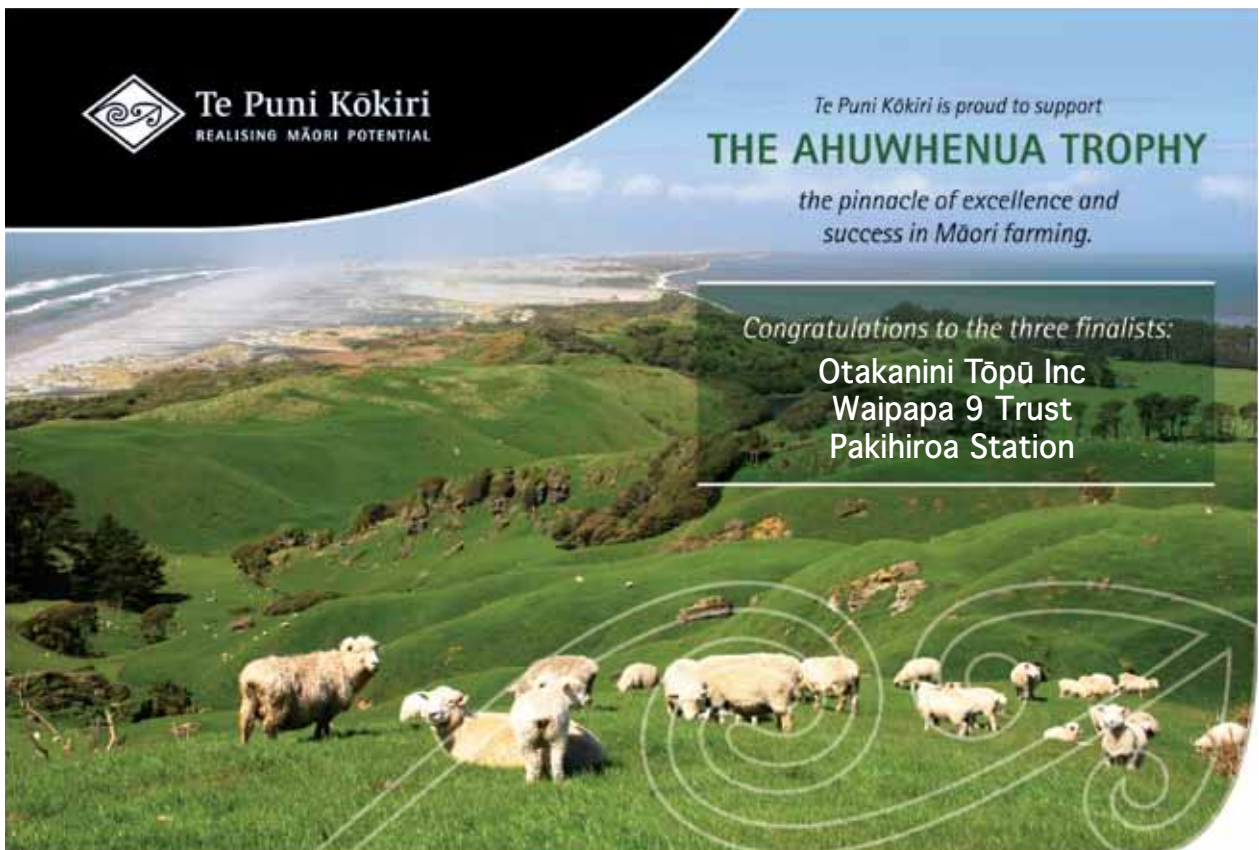
Te Puni Kōkiri
REALISING MĀORI POTENTIAL

Te Puni Kōkiri is proud to support
THE AHUWHENUA TROPHY

*the pinnacle of excellence and
success in Māori farming.*

Congratulations to the three finalists:

**Otakanini Tōpū Inc
Waipapa 9 Trust
Pakihiroa Station**



»» Waipapa 9 Trust

Poihipi Road, Taupō

Tuesday 3 May 2011



»» Waipapa 9 Trust

FIELD DAY PROGRAMME

9.00	Pōwhiri at Mokai Marae, Taupo
9.30	Introduction to Ahuwhenua Trophy and Field Day Programme
9.50	History, governance and business structure, overview of physical resources, development plan and implementation
10.35	Morning tea
10.50	<i>Travel to Stop 1 C10 Bull Unit</i>
11.25	Stop 1: Cattle Policy
11.55	<i>Travel to Stop 2 Drive 3 and Drive Holding</i>
12.20	Stop 2: Sheep Policy (& where the cows fit in)
12.50	<i>Travel to Stop 3 C9</i>
1.10	Lunch
1.30	Stop 3: Pasture/Fertiliser/Water/Fencing (Infrastructure)
2.00	<i>Travel to Stop 4 L8</i>
2.15	Stop 4: Environment, Trees, Bush and Resource Consent Farming
2.45	<i>Travel back to Mokai Marae</i>
3.25	Reconvene
3.30	Farm Financial Performance and Future Strategic Direction
4.05	Award Ceremony and Presentation
4.40	Kai and refreshments

IMPORTANT NOTES FOR FIELD DAY ATTENDEES

The owners of the property wish to point out to all visitors to their property that a number of potential hazards exist in the course of travelling over the property in vehicles, moving around the yards and facilities, and in handling stock.

While the owners have taken all reasonable care in making your visit to the property as safe as possible, including preparation of a Health and Safety plan for the day, they clearly point out that you enter the property at your own risk.

All participants are asked to behave safely and to ensure that their actions or inactions do not result in harm to themselves or others.

The owners will accept no responsibility for any accident or injury to any person or property that takes place while you are visiting.



»»» Waipapa 9 Trust

HISTORY OF THE FARM

The Waipapa Trust lands comprise 6,537 hectares, a mix of ancestral lands developed from cutover bush between 1960 and 1980 and land purchases between 1997 and 2009.

The original development was into 3 Sheep and Cattle Stations (Waipapa, Otanepae and Takapau Stations) which were administered and managed separately by the Lands and Survey Department for the Trust. In 1989 Waipapa 9 Trust took back the land and full responsibility for managing and operating the businesses.

The Trust currently has 1,208 shareholders representing seven hapū of Ngāti Tuwharetoa and Ngāti Raukawa descent.

Between the late 1990's and 2009 the Trust has acquired a number of adjoining farms. These acquisitions have enabled the growth of the Trust to accelerate through greater ability to leverage and develop their land based businesses alongside other commercial investments. Diversification into deer on Waipapa Station in 1993 was followed with the conversion of the first Dairy Unit (Okuhaerenga) in 1996 from part of Otanepae Station.

In 2005 the Sheep, Beef and Deer operations were fully reviewed and changes were initiated to maximise the production resources within the three sheep and beef entities. This saw Otanepae and Takapau Station's (2,640 ha effective) being amalgamated and the sheep and beef breeding programme's re-focused with the introduction of composite genetics.

Waipapa Station (1,200 ha effective) shed 320 ha of land in 2008 for the Marae Manuka Dairy Unit and acquired a 200 ha bull beef unit from the Otanepae amalgamation. The deer were sold to simplify the management systems around a terminal breeding ewe flock, breeding cows and finishing cattle.

This went hand in hand with pasture re-development, subdivision and upgrading water systems on both properties.

A third Dairy Unit (Takapau 703 ha) was developed in 2008 from Otanepae Station and dairying is now a significant business enterprise within the Trust's landholding (occupying 35% of the effective land area).

This acceleration into dairying necessitated another evaluation of the Sheep and Beef enterprise by the Trust and on 1st July 2010 Waipapa and Otanepae Station were fully amalgamated into a single entity (Waipapa Station – 2,332 ha effective).

The Trust adopts a very strong environmental focus as part of their business goals and values and over time has retired lands, protected wetlands and waterways, contributed to Nitrogen reduction initiatives, planted forestry and invested in low impact effluent systems on their dairy developments.

Part of the Waipapa Trust's farmed lands which are located within the Lake Taupo Catchment require a resource consent to farm and are managed under "Nitrogen" restrictions with a Nitrogen Management Plan in place.

The Cadet Training Unit was established in 2006 under a separate Charitable Trust to establish an opportunity for young Māori to develop skills in agriculture and farming. All of the Waipapa Trust farms have contributed to enhancing the practical skills of these young trainees over the course of their training.

The future will see the Trust continue to grow and enhance their core businesses for the benefit of future generations.



»» Waipapa 9 Trust



VISION STATEMENT

'Ma te Remu o te huia Ka Ora te Katoa'

MISSION

To create a high performing farming operation returning maximum long term financial gains to shareholders.

VISION

To identify and develop all opportunities which will support the mission.

WHAT IMPRESSED THE JUDGES

GOVERNANCE

- Well organised and an innovative approach with the development of associate trustees
- Allocation of Trustees to specialist tasks providing a good distribution of responsibilities across the Trust
- Well thought through strategy
- Management and advisors were well chosen
- The Trust evaluated all options and developed those that added value.

FARM

- High productivity was evident and efforts to ensure that the best genetics were in place to capture this
- High stock performance combined with high per head performance
- Stock in good condition after a couple of trying years
- Expenditure on fertiliser resulting in good pasture productivity
- Using Rissington composite sheep and mating a significant proportion to a terminal sire to maximise returns.

STAFF

- Long term stable workforce that was working well in terms of number of stock units per FTE
- Staff and advisors appeared well chosen.

ENVIRONMENTAL

- Environmental plans include nutrient budgeting
- Care being taken to keep soil erosion through gateways to a minimum
- Planting of areas of relatively unproductive land.

FINANCIAL

- This farm was performing well with clear surpluses being made from the farm system in place
- Recent restructuring of the farming system will help streamline the system and control costs better.



Waipapa 9 Trust

DIRECTORY

TRIBAL AFFILIATION: Ngāti Tuwharetoa and Ngāti Raukawa

NUMBER OF OWNERS: 1208

TRUSTEES

Anthony Tohu Haa (*Chairman*)
Anthony Ralph Matara Rotarangi
Ngarau Tarawa
Kia Paranihi
Lawrence Tawera
Gayle McLean
Anthony James Rotarangi (*Advisory Trustee*)
Puawai Wereta (*Associate Trustee*)

FARM STAFF

Denys Gayton, Farm Manager, Waipapa
Carlos Segura, Head Shepherd, Waipapa
Darren Dawson, Shepherd, Waipapa
Stuart McDougal, Stock Manager, Otanepae
Dudley Petera, Head Shepherd, Otanepae
Joel Rameka, Shepherd, Otanepae
Cameron Young, Shepherd, Otanepae

ACCOUNTANT/SECRETARY

Steve Bignell, Strettons
Chartered Accountants, Taupo

FARM ADVISOR

Bob Cottrell
Cottrell and Associates Ltd, Taupo

FARM DESCRIPTION

Waipapa Station is a Central North Island sheep and beef property incorporating a terminal breeding and finishing operation, a bull beef finishing unit and winter dairy support. Waipapa is easy to medium hill country with some steep country. Altitude ranges from 530 to 680 m asl.

GOVERNANCE AND MANAGEMENT

STRATEGIC APPROACH

- The overall goal of Waipapa 9 Trust is to maximise sustainable returns from its land through better land utilisation, increased productivity, improved profitability and growth through innovation
- Five yearly strategic plans are prepared with the most recent being prepared in 2007 but it is constantly under review
- The 2011-2015 planning process for the farming operations is currently in draft form
- This strategic plan dictates the operational plans for the Trust from which budgets are prepared, approved and operated
- Monitoring is done through a monthly reporting process
- Performance Indicators KPI's are aligned to the businesses as a whole and to each farm enterprise and performance is measured across the different business sectors
- While annual operational plans are approved there is some level of flexibility allowed for the Farm Committee and management to cover adverse events or changes that may be required to benefit the overall performance of the individual units; major variations need the approval of key board members and trustees.



»»» Waipapa 9 Trust

BOARD COMPOSITION AND OPERATIONAL APPROACH

- Six person Board
- One Advisory Trustee (non-voting)
- One Associate Trustee (non-voting)
- Board meets monthly
- AGM held annually in November
- Regular board review processes undertaken.

SUCCESSION AT BOARD LEVEL

- Potential Board members identified
- Appointed initially as Associate Trustees for future succession.

GOVERNANCE AND MANAGEMENT ROLES SEPARATION

- Specialist management expertise contracted or employed
- Independent expert advice brought in as required
- Portfolio oversight allocated to Trustees with relevant skills and expertise
- Close liaison between Chairman, Secretary, Advisors and Management
- Farm Committee of Anthony Tohu Haa (Chairman), Tony Rotarangi and Steve Bignell.

ADMINISTRATION

- Strettons engaged as professional administrators
- Financial planning undertaken annually with revisions
- Monthly financial and management reporting
- Project planning undertaken as required
- Strategic planning processes undertaken regularly
- Specialist professional services employed as required.

OWNERS

- Annual payments of dividends
- Annual allocation to education, special and Kaumatua grants
- Biennial visits to areas of interest on farm as part of AGM
- Website communication with owners.



Waipapa 9 Trust

FARM DETAILS AND PRODUCTION INFORMATION

	2007/2008	2008/2009	2009/2010
Total area ha	1,634	1,534	1,534
Effective Grazing ha	1,200	1,100	1,100
Seasons rainfall mm	1,000-1,200 ml	1,000 -1,200 ml	900-1,200 ml
Soil type	Taupo pumice and ash		
Subdivision	274 paddocks		
Water supply	Reticulation over whole property (part community scheme and part internal farm supply)		
Contour	Flat, rolling to medium steep hill		
Pasture	Mainly ryegrass and clover but still significant areas of lower producing browntop dominant pastures. Pasture renewal programme in place through winter and summer crop system		
Fertiliser applied for year kg/ha	300 tonnes Sulphur super 15S with Co and Se - 2010 and 2011		
Olsen P	30 average (15-59 range)		
Soil Ph	5.7 – 6.1		

OPENING LIVESTOCK NUMBERS

	SU	30 June 2008	30 June 2009	30 June 2010
Ewes	1.0	6,314	5,828	5,860
Hoggets	0.7	112	68	591
Other	0.8	2	16	-
Rams	0.8	69	56	78
Total Sheep		6,497	5,968	6,529
Total Sheep SU		6,449	5,933	6,336
Cows and R3 Heifers	6.0	193	162	153
R2 Heifers – in-calf	5.0	43	-	-
R2 Heifers – not in-calf	5.0	50	22	18
R1 Heifers	4.0	146	117	72
R2 and R3 Steers/Bulls	5.0	282	450	375
R1 Steers/Bulls	4.0	180	450	562
Breeding Bulls	5.0	16	6	4
Total Cattle		910	1207	1184
Total Cattle SU		4,417	5,630	5,439
Total Other SU		-	-	-
TOTAL SU		10,866	11,563	11,775



»» Waipapa 9 Trust

PHYSICAL KEY PERFORMANCE INDICATORS

	30 June 2008	30 June 2009	30 June 2010
Scanning %	158	165	168
Mated Ewes Lambing %	115	112	125
Prime lamb weights kg	16.5	15.8	17.5
Sheep Losses %	7.2	5.3	9.3
Calving % Cows	95	96	92
Steer weight kg	320	320	320
Cattle Losses %	3.3	3.9	2.0
Wool kgs/Sheep SU wintered#	4.76	5.35	3.09
SU per FTE Labour Unit	3,562	3,791	3,861

#Note 8 month shearing

PRODUCTION TARGETS AND MANAGEMENT PRACTICES

SHEEP AND WOOL PRODUCTION

- Ewes rotationally grazed in 2 mobs with constant condition appraisal and strategic weighing
- Minimal drenching
- A key goal is to improve ewe live weights at mating to maximise genetic potential
- 5yr targets
 - 148% lambing S/S
 - All lambs average 17.5kg c/wgts.

CATTLE

- 1,207 cattle July 2010
- Cows used as a buffer mob to help manage pasture control
- All calves finished to slaughter before 2 ½ years
- 450 -500 Friesian bull calves purchased at weaning (120kg) and finished on the bull unit (approx 300 at 15-18mths with the balance carried over to 2 1/2yrs)
- Flexible trading policy for steers and heifers depending on season
- Targets
 - 300 kg c/wgt bulls at 15-18mths
 - 320 kg c/wgt steers at 2yrs
 - 240 kg c/wgt heifers at 2yrs.



»»» Waipapa 9 Trust

FLOCK AND HERD FERTILITY

- Highlander composite ewes managed as a terminal flock mated to terminal Primera rams
- Replacement ewes purchased from Otanepae breeding unit
- No ewe hoggets reared
- All lambs normally finished to 17+Kg; this year some lambs sold store due to dry and slaughter weights lowered
- Scanning 172% (2010), docked 106% (normally 130%)
- 162 Simmental and composite breeding cows mated to composite bulls
- Replacements purchased from Otanepae.

ANIMAL HEALTH

- Animal Health Plan reviewed annually by independent veterinary professional
- Minimal drenching – no use of capsules
- Faecal egg counting
- Quarantine drenching of all outside animals coming on to property
- Key trace elements (Co and Se) added to fertiliser and monitored through slaughter stock at works.

PASTURE MANAGEMENT, CROPS AND SUPPLEMENTS

- Pasture renewal programme in place after summer and winter crops; a key goal is to accelerate this
- Summer Goliath rape crops for lamb finishing and winter cattle grazing
- Winter crop of swedes for winter Dairy cow and cattle grazing
- Silage harvested only from true spring grass surpluses – fed with winter crops
- Weed control – spraying where appropriate and economic (mainly new grasses and crops).

SOIL MANAGEMENT AND FERTILITY

- Soil tests done annually
- Maintenance and capital fertiliser and lime applied as required
- Annual Nutrient Management Plan done
- Main trace elements added to fertiliser
- Urea applied strategically (supported by feed budgets).



»» Waipapa 9 Trust

FARM INFRASTRUCTURE

The substantial investment into growing the Trust's Dairy enterprise over the last three years has been primarily driven by identifying the investment potential in key areas of the Trust's landholding and further diversifying the farming businesses.

The key goal is to grow the business in a sustainable way, so infrastructure development and maintenance is driven from maximising the potential of the properties and growing the businesses.

This ongoing development focuses on maximising the performance of the newly amalgamated Sheep and Beef units and the Dairy units in the most cost effective manner.

A five year Business Plan is in place outlining the development process.

The key focus has been on subdivision, water supply, regrassing and maintaining soil fertility levels. Main stock handling facilities and yards have been upgraded with weighing and drafting systems over the last 5 years.

Building maintenance programmes are in place including a yearly painting maintenance programme on all main buildings and systematic interior upgrades as necessary.

Annual fertiliser applications are developed around yearly soil testing, nutrient requirements and nutrient budgets and development programmes.

The internal water supply system is gradually being upgraded to support the higher level of stock production and performance.



»»» Waipapa 9 Trust

BUSINESS KPI's

	30 June 2008	30 June 2009	30 June 2010
Opening SU per Effective Hectare	NA	11.16	11.04
Gross Farm Income (GFI) \$/ha		1,053.73	919.54
Farm Surplus \$/ha		378.26	306.33
Farm Working Expenses (FWE) \$/ha		675.47	613.21
Gross Farm Income \$/SU		106.66	83.32
Farm Working Expenses \$/SU		68.37	55.56
FWE as % of GFI		64	67
Farm Surplus as % of GFI		36	33

BUSINESS GOALS AND STRATEGIES

GOALS

- \$400 Farm Surplus per hectare annually
- 148% ewe lambing
- 350 kgs product per hectare
- Farm expenses 60% of GFI.

KPI'S THAT DRIVE BUSINESS DECISIONS

- Stocking rate/ ha
- GFI/ha
- Farm Surplus/ha
- Return on investment.

INVESTMENT CRITERIA FOR NEW INVESTMENTS

- Capital requirements
- Pay back period
- Compatability to business
- Capacity and skills to manage successfully
- Is it part of the core business.

»» Waipapa 9 Trust

THE FARM TEAM

GOALS

- The Trust would aim to develop staff that is highly capable, team orientated, motivated and adaptable to the changing requirements of the business
- People would want to come and work for the Trust and would look to use Waipapa as a stepping stone to advancement in their careers
- There would be an encouragement to further training
- There would be a higher number of owners working in the agribusiness sector.

STRATEGIES

The Trust encourages and supports the development of managers and staff through:

- Management and 2IC Business Groups
- Research and Development projects
- Personal Growth programmes for upskilling management
- Discussion Groups and Monitor Farm groups
- Staff education upskilling programmes (Ag ITO)
- Relevant seasonal and industry specific seminars
- Technical workshops.

RURAL PROFESSIONALS

- Project scoping and management.
- Investment advice and loan structuring
- Farm enterprise analysis
- Budgeting and financial advice
- Assessing management expertise and recruitment
- Business reviews and recommendations
- Strategic and business planning
- Benchmarking information and account analysis
- Farm management advice and supervision
- Governance support
- Networking and investment opportunities.



Waipapa 9 Trust

ENVIRONMENTAL

GOALS

- Waipapa 9 Trust strives to have minimal impact on the environment it operates in through increased awareness, strategic investment, sustainable management practices and high levels of management capability.
- This will help underpin the commercial sustainability of the businesses alongside protecting the core assets for future generations.

STRATEGIES

- Substantial voluntary retirement of land from development over the whole property – both native and exotic; native retired areas are of cultural as well as environmental significance
- Extensive fencing and retirement of land adjoining waterways on Marae Manuka dairy development (40ha of 320 ha development); Waipapa Trust is an active participant in the clean streams initiatives
- Protection of wetlands
- New lined effluent pond systems on Marae Manuka and Takapau dairy developments with 90 day storage capacity and travelling irrigators (optimal use of nutrients in periods when nutrient losses and runoff are minimal)
- Re-Gen technology to assist in nutrient management decisions by Dairy Farm Managers
- Annual soil testing and nutrient budgeting utilised on all properties
- Nutrient Management Plan in place on part of Otanepae Station to reduce “Nitrogen” impact on lake water quality
- Retirement of farm land as part of Lake Taupo protection programme (300 ha)
- Participation in Māori Agriculture Focus Group on Climate Change
- Ongoing mapping of the Trust’s land resource as part of this environmental planning.

SOCIAL, COMMUNITY AND NGA TIKANGA MĀORI

GOALS

To support shareholders and the wider community through distributions made in accord with a policy developed by the Trust which takes account of the need to reinvest in the business.

The distribution policy is made up of both commercial and social dividends.

STRATEGIES

- A commercial dividend to shareholders annually
- Education grants to current and future beneficial owners
- Kaumatua Grants
- Special purpose grants
- Contributions to Marae maintenance
- Waipapa Trust also contributes to the training of cadets on farm as part of the training programme; this extends across the Sheep and Beef and Dairy Units
- Waipapa Trust is also part of collaborative alliance with a number of other Māori Economic Authorities in the Central plateau through the Awhina Group; this group is involved in collective initiatives that will improve the economic wellbeing of the members, including marketing initiatives, group purchasing and knowledge sharing.



Waipapa 9 Trust

FINANCIALS

	2008/09		2009/10	
SALES	\$	No.	\$	No.
Lambs	645,562	7,098	569,026	7,223
Sheep Other	139,773	2,816	90,856	1,623
Cattle	818,560	867	798,242	843
Sub Total	1,603,895		1,458,124	
Less Purchases				
Sheep	200,566	2,768	262,168	2,816
Cattle	483,986	978	265,467	686
Sub Total	684,552		527,635	
Net Stock Sales	919,343		930,489	
Wool	61,409	31,768kg	45,414	19,574kg
Other Farm Income	29,284		31,301	
Livestock Movement	149,066		4,295	

			B+LNZ ES NNI Class 4 Average \$/SU***			B+LNZ ES NNI Class 4 Average** \$/SU***
		\$/SU			\$/SU	
Gross Farm Income	1,159,102	106.66	70.21	1,011,499	83.32	75.58
EXPENDITURE						
Wages	153,372	14.11	3.50	162,650	13.40	3.72
Animal Health	35,724	3.29	3.35	34,195	2.82	3.45
Cropping	27,842	2.56	0.40	14,461	1.19	0.44
Electricity	12,662	1.17	0.71	14,223	1.17	0.72
Feed	30,646	2.82	3.85	31,618	2.60	3.63
Freight and Cartage	8,218	0.76	1.26	5,445	0.45	1.29
Fertiliser/Lime/Seed	208,434	19.18	8.22	221,442	18.24	9.64
Weed and Pest Control	8,883	0.82	1.20	5,290	0.44	1.10
Shearing Expenses	64,725	5.96	2.81	41,154	3.39	2.93
Repairs and Maintenance	67,018	6.17	5.31	49,263	4.06	5.36
Vehicle Expenses	32,234	2.97	4.30	18,611	1.53	4.32
Administration	19,775	1.82	2.29	19,492	1.60	2.30
Standing Charges	62,450	5.75	4.20	48,358	3.98	4.51
Other	11,034	1.02	0.34	8,329	0.69	0.54
Total Working Expenses*	743,017	68.37	41.67	674,531	55.56	43.95
FARM SURPLUS	416,085	38.29	28.54	336,968	27.76	31.63

* Note - Mortgage Interest & Land Rent deducted from Expenditure and added to Surplus

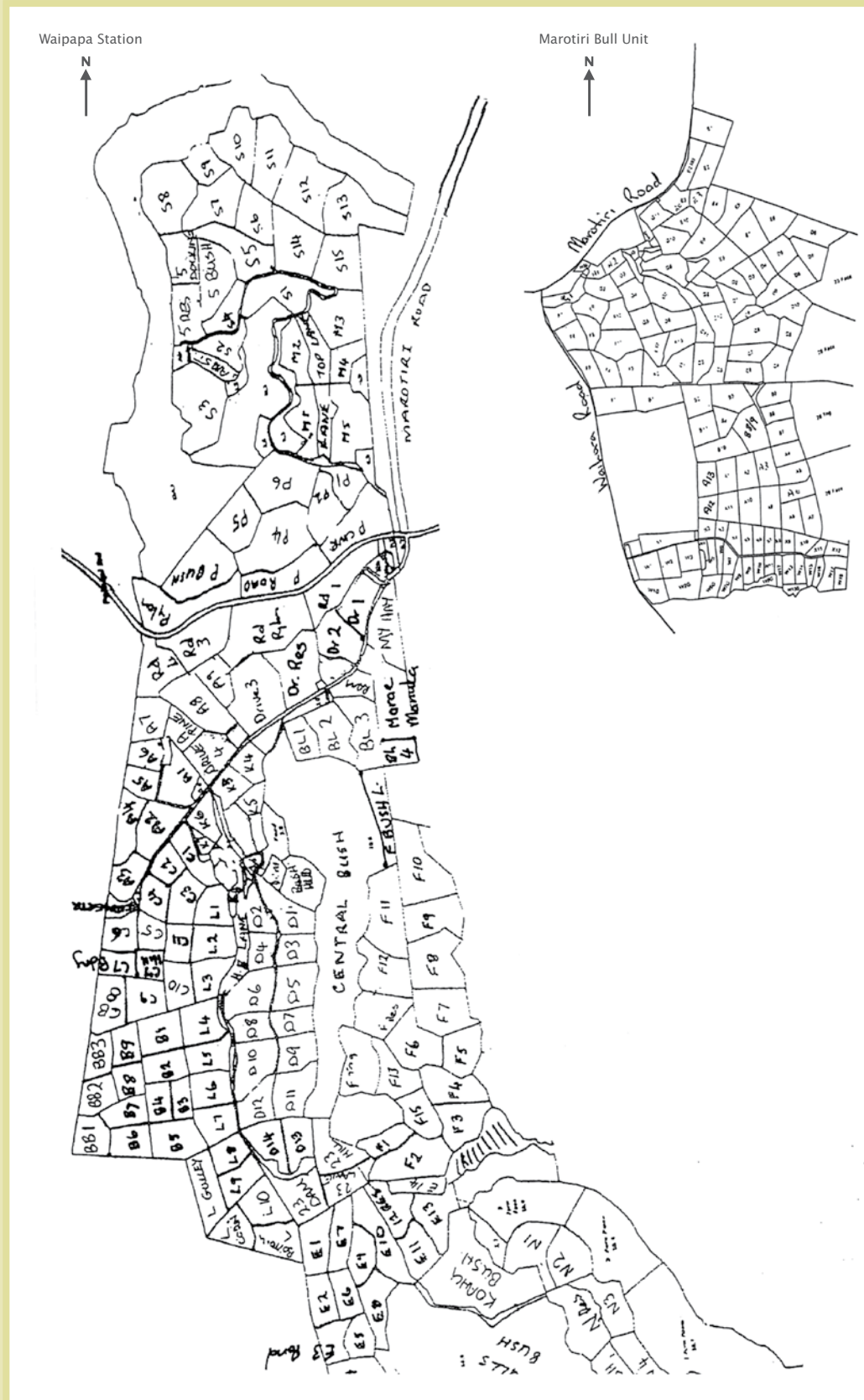
**Provisional

*** SU values for animal class are slightly different in some cases between farm and B+LNZ ES (Beef+Lamb New Zealand Economic Service)

Note also that NNI is an abbreviation for Northern North Island, Class 4 relates to North Island Hill Country



Waipapa 9 Trust



AgResearch and Māori

Enduring partnerships, innovative solutions and sustainable Māori agricultural businesses



At AgResearch we are proud of the many partnerships we have developed over the years with Māori incorporations and trusts, iwi authorities and individual Māori farmers. These collaborations have helped us link our science and innovation to the needs of Māori. Our partnerships with Māori aim to contribute to the economic growth of the Māori and pastoral sectors and ensuring beneficial environmental and social outcomes for New Zealand.

AgResearch science teams can provide research services in:

- Land use planning and resource evaluation
- Farming systems analyses and land use optimisation
- Working with groups to share information and build capacity to apply new technologies
- Demonstrating tools and technologies that lower the environmental impacts of pastoral agriculture

For further information contact:

Hoani Ponga

Māori Relationships & Business Manager

Email: hoani.ponga@agresearch.co.nz

Phone: 06 356 8018 **Mobile:** 021 42 8018



Farming, Food and Health. **First™**
Te Ahuwhenua, Te Kai me te Whai Ora. Tuatahi

PGG Wrightson

**Proud
to support**
the Ahuwhenua Trophy



You work hard to get the best from your farm and your business. Which is why PGG Wrightson are behind you and the sheep and beef sector, acknowledging and encouraging excellence, and helping grow the country.

Freephone 0800 10 22 76

Helping grow the country

Ballance Agri-Nutrients
is proud to support the
Ahuwhenua Trophy for Māori
excellence in sheep and beef farming.



all you need to grow
www.ballance.co.nz
freephone 0800 222 090



»» Pakihiroa Station

1 Pakihiroa Road, Tapuaeroa Valley

Thursday 12 May 2011



»» Pakihiroa Station

FIELD DAY PROGRAMME

8.45	Pōwhiri at Mangahanea Marae, Ruatoria
9.05	Introduction to Ahuwhenua Trophy and Field Day programme
9.20	History, Governance and Business Structure; Overview of Physical Resources, Development Plan and Implementation
10.00	Morning tea
10.20	Depart for Pakihiroa Woolshed and unload bikes
11.15	Assemble at Woolshed
11.25	<i>Travel to stop 1 Hikus/Te Haus</i>
12.05	Stop 1: Environment/Fertiliser/Subdivision/Carbon Sinks
12.35	<i>Travel to Stop 2 Patea 2</i>
1.15	Lunch
1.35	Stop 2: Livestock policies
2.05	<i>Travel to stop 3 Maui Whakairo</i>
2.35	Stop 3: Cultural
3.00	Travel back to woolshed – load bikes
3.35	Reconvene
3.40	Farm Financial Performance and Future Strategic Direction
4.15	Awards Ceremony and Presentation
4.50	Kai and refreshments

IMPORTANT NOTES FOR FIELD DAY ATTENDEES

The owners of the property wish to point out to all visitors to their property that a number of potential hazards exist in the course of travelling over the property in vehicles, moving around the yards and facilities, and in handling stock. For the safety of riders all are encouraged to wear helmets when travelling on ATVs.

While the owners have taken all reasonable care in making your visit to the property as safe as possible, including preparation of a Health and Safety plan for the day, they clearly point out that you enter the property at your own risk.

All participants are asked to behave safely and to ensure that their actions or inactions do not result in harm to themselves or others.

The owners will accept no responsibility for any accident or injury to any person or property that takes place while you are visiting.



»» Pakihiroa Station

HISTORY OF THE FARM

“Maunga Hikurangi te Iringa waka o Maui Tikitiki, te maunga pupu o te tangata i te taiwhakamate a Ruatapu, Whakatauki ai Te Kani a Takirau, He maunga tu tonu mai onamata, tona mana tuku iho no tua whakarere, Ko te ahi ka roa Na Uepohatu, Te Aitanga a Mate, Te Umuariki e”

This whakatauki expresses the core values of Pakihiroa, a rugged 3,140 ha property of medium to steep hill country on the East Coast held in Trust for Ngāti Porou by Te Runanga o Ngāti Porou.

The purchase of Pakihiroa by Te Runanga o Ngāti Porou (TRONP) in 1991, guaranteed all Ngāti Porou turangawaewae within their tribal homeland. The purchase also returned the ancestral mountain Hikurangi and the resting place for Nukutaimemeha, Maui’s waka to Ngāti Porou ownership.

Hikurangi – “the sky piercer” is internationally renowned as the first place to see the rising sun.

Geologically, the whole area is fascinating. There are five sentinel mountains supporting Hikurangi; Aorangi, Tai Tai, Whanakao and Wharekia. These are huge rocks which were thrust up through the crust of the earth. Evidence that before the rise of these mountains, the whole area was the bed of an ancient river can be seen on Pakihiroa and other surrounding stations. Bands of river metal can be found on these stations providing a readily available source of metal for farm tracks.

Pakihiroa is farmed by a subsidiary company of TRONP, Pakihiroa Farms Limited (PFL). The farming company has a clear long term, commercial focus leaving its shareholder to deal with social matters.

Previously Pakihiroa was farmed by the Williams family and formed part of a vast estate of East Coast lands farmed by that family. This family was strongly supportive of the efforts of Ta Apirana Ngata when he promoted better farming practices on Māori lands.

Pakihiroa is a medium to steep hill country property. It runs 10,700 stock units on 1,256 effective grazeable ha. This also includes 325 hectares of pine and eucalyptus. The balance of the property includes Hikurangi maunga and part of the Raukumara Range.

Pakihiroa is a lynch pin in a Ngāti Porou economic strategy to supply high quality food to consumers based on the best and freshest products sourced from our sea and lands.

Pakihiroa is administered by a board of seven directors, three representing the shareholder and four independent appointees. Selwyn Parata is the Chairman. The Farm Supervisor is Hilton Collier and Farm Manager, Luke Scragg. Trent Butler is the stockman and Robbie Tuari is the fencer.

Pakihiroa employs local shearing gang and brings in contractors for fencing and capital works.

Although only Pakihiroa Station is entered in this year’s Ahuwhenua Trophy competition, the company also has a finishing farm, Puanga, located 10 km north of Gisborne, where stock is finished for processing.

“Toitu Te Whenua” ‘The land remains forever’

»» Pakihiroa Station

VISION STATEMENT

Since the establishment of PFL we have pursued a Strategic Plan that had the stated vision of;

“To be the leading Ngāti Porou Farming Business on the Coast by 2011”

Our Vision means we will strive to be

- A top performer – physically and financially
- Growth Oriented – growing to achieve economies of scale
- Innovative – to lead change in our areas of interest
- Attractive to good people – the best people want to work for and with us
- Supportive of our community
- A business all of Ngāti Porou will be proud to call their own.

WHAT IMPRESSED THE JUDGES

GOVERNANCE

- The Pakihiroa board of directors have an excellent mix of youthful energy and wise counsel to govern this operation
- There is clear communication between the board, advisors and others
- Flexibility in responding to changing needs facilitated by the 3 year rotation policy of the directorships
- Ability to bring in up to 3 independent directors
- This system approach to governance is exceptional.

FARM

- Appropriate stocking rate provides good platform for concentrating on per head performance
- The combination of this breeding unit and the finishing units gives the farm the ability to intensify its efforts on the breeding of stock.

STAFF

- All the necessary paperwork is in place.

ENVIRONMENTAL

- The farm is using an Land Environment Plan (LEP)
- Significant investment in land stabilisation planting
- A carbon farming regime is under way.

FINANCIAL

- Given the slope of this property and its sensitive soil structure, the EFS is outstanding
- The low input farming is appropriate for this tough piece of country; although fertiliser input is still seen as very important.



»» Pakihiroa Station

DIRECTORY

OWNERSHIP: Te Rūnanga o Ngāti Porou on behalf of Ngāti Porou

DIRECTORS

Selwyn Parata *Chairman*
Tate Pewhairangi *Deputy Chair*
Wi Mackey
Bill Burdett
Lance Rickard
Hilton Collier

FARM STAFF

Luke and Jane Scragg *Farm Manager*
Trent Butler *Stockman*
Robbie Tuari *Fencer General*
Wayne Akuhata Brown *Puanga Manager*
Hilton Collier *Farm Supervisor*
AgFirst *Administration*
Coates and Associates *Accountant*
Kahui Legal *Legal Advisors*
Ngāti Porou Whanui Forest Limited *Forestry*

FARM DESCRIPTION

Pakihiroa is a well known, medium to steep East Coast hill country property. Included in Pakihiroa is the ancestral mountain of Ngāti Porou, Hikurangi. Pakihiroa is favoured by an environment that provides good reliable summer rainfall without the challenges of summer toxins that affect lower altitude farms. As a result the farm expects good summer pasture production well suited to sheep and cattle breeding, with some finishing of lambs as the season permits.

This favourable production more than compensates for some of the physical challenges of farming Pakihiroa – high erosion risk, shallow top soils, occasional snowfalls and relative isolation.

Pakihiroa is farmed in conjunction with a coastal finishing farm, Puanga. This farm is climatically complementary to its operations.



»» Pakihiroa Station

GOVERNANCE AND MANAGEMENT

Pakihiroa is vested in TRONP. Pakihiroa Farms Limited (PFL) is a wholly owned subsidiary of TRONP. This governance and management model created tensions between the commercial, political, cultural and social aspirations of the iwi and the farm's governance.

TRONP established PFL as a standalone company in June 2007. This resulted in much better defined accountability and clarity of direction for PFL. PFL leases Pakihiroa. The annual rental is independently determined, on a commercial basis. This lease provides a minimum payment to TRONP. PFL also owns Puanga.

The Board comprises 7 Directors, 3 TRONP members and 4 "Independents". Directors were appointed for an initial term of 3 years with a rotation process due to start in 2011. This may be delayed due to the restructuring of TRONP.

The Board sets a 5 year Strategic Plan, approves the 3 yearly business plan and an annual program and budget, and, monitors the performance of its' management team as the plans are implemented.

The Board meets at 2 monthly intervals with management reporting against physical and financial KPI's and highlighting any issues of consequence for the company. To manage the many conflicts of interests the Board maintains a register of conflicts. This is reviewed at 6 monthly intervals. Time is set aside at the Board meetings to enable matters of conflict to be discussed with the conflicted parties absent.

Through whakapapa the Board is representative of Ngāti Porou hapū. It possesses most of the skills needed for the successful operation of the business. Where specific knowledge or skills are needed these skills are purchased as needed.

The PFL Board reports to TRONP at 3 monthly intervals. Communication with Iwi is done through Nga Kohinga, a bi monthly newsletter and as part of TRONP's Hui a Tau.

An annual performance review process is carried out for both those in governance as well as farm staff.

High level plans are submitted to the Board. Once approved the farms management team has the required delegations to operate the farm, as required. The use of modern communications means everyone at both governance and management levels are routinely kept up to date creating a "no surprises" environment.

The tight linkage of physical and financial control means the key on-farm people are always up to date with both on farm production as well as financial performance. The implications of management changes can be considered and acted on very quickly.

The Board actively considers Rangatahi suitable for future governance or management of properties and looks to nurture potential candidates.

The Board invests in governance upskilling as much as upskilling farm staff.



»» Pakihiroa Station

FARM DETAILS AND PRODUCTION INFORMATION

Total area ha	3,145 ha
Effective Grazing ha	1,316 ha
Soils	Sedimentary soils with a layer of pumice on the easier hills.
Subdivision	17 main paddocks
Water supply	Reliable springs and streams in all paddocks.
Contour	Medium to Steep Flat, (Class 3). There are no flats. The area farmed climbs from 220 to 1,050 m asl
Pasture	Mostly a mix of improved and unimproved species. Ryegrass and clover component increasing with improved grazing and fertiliser.
Fertiliser applied for year kg/ha	95 kg/ha (125 tonnes DAP in Oct 2010)
Seasons rainfall mm	2,192 ml (2,600 annually)
Olsen P	Front country 13, Middle country 9, High country 7
Soil pH	5.4 – 5.6

OPENING LIVESTOCK NUMBERS

	SU	30 June 2009	30 June 2010	30 June 2011
Ewes	1.0	4,892	4,815	4,882
Hoggets	0.7	1,712	1,713	1,518
Other	0.8	-	56	5
Rams	0.8	55	74	75
Total Sheep		6,659	6,658	6,475
Total Sheep SU		6,134	6,118	6,005
Cows and R3 Heifers	6.0	455	454	452
R2 Heifers - in-calf	5.0	-	-	-
R2 Heifers - not in-calf	5.0	117	136	120
R1 Heifers	4.0	215	189	232
R2 and R3 Steers/Bulls	5.0	2	31	9
R1 Steers/Bulls	4.0	35	37	54
Breeding Bulls	5.0	15	12	18
Total Cattle		839	859	885
Total Cattle SU		4,400	4,523	4,591
Total Other SU		-	-	-
TOTAL SU		10,534	10,641	10,596



»» Pakihiroa Station

PHYSICAL KEY PERFORMANCE INDICATORS

	30 June 2008	30 June 2009	30 June 2010
Scanning %	127	160	164
Mated Ewes Lambing %	111	111	120
Prime lamb weights kg		14.7	14.9
Sheep Losses %	6.7	7.8	4.5
Calving % Cows	79	86	84
Steer weight kg LW		192	208
Cattle Losses %	0.7	3.6	0.6
Wool kgs/Sheep SU wintered		4.57	4.67
SU per FTE Labour Unit		4,214	4,256

PRODUCTION TARGETS AND MANAGEMENT PRACTICES

GOALS AND MANAGEMENT PLANS

LIVESTOCK PRODUCTION

Long term goals

- 200 kgs meat and wool per hectare
- \$250,000 EFS pa (\$190 per hectare or 4 c/kg DM consumed).

Short term goals

- 150 kgs of product per hectare
- \$200,000 EFS per annum (\$150 per hectare or 3c/kgDM consumed).

SHEEP AND WOOL PRODUCTION

- Breeding ewe with own replacements
- 2007 replaced all rams with ½ Romney ¼ Finn, ¼ Texel St Leger sires from St Leger
- In 2010 ½ Coopworth rams bought in for fecundity and FE tolerance
- 5 year ewes mated early, earlier to terminal sires
- 1,300 Ewe lambs (above 42 kg) are mated and grazed at Puanga from July to February
- 5 year ewes targeted for sale as 2 year ewes in January
- Lambs are targeted for sale above 34 kg. Lambs killed prime or sold store to Puanga
- The limited subdivision means ewes are “shuffled grazed” from Spring to Autumn and set stock after scanning.

CATTLE PRODUCTION

- Breeding cow policy selling weaner steers
- The herd is Angus based. A recent change of policy has seen the best maternal cows mated to Angus sires selected for EBV's positives for fertility, and growth rate
- B cows are mated to Simmental or Charolais sires to improve weaning weights
- All calves are steered to minimise the incidence of “bush” bulls
- About 85 % steer calves are sold to Puanga at weaning
- No heifer mating at this time due to difficulties maintaining winter liveweight gains
- Tail end steers and surplus heifers sold at 15 to 18 months.



»» Pakihiroa Station

FLOCK AND HERD FERTILITY

Lambing 2007/08 111%, Scanning 127% (Sample)
2008/09 110%, Scanning 143%
2009/10 120%, Scanning 151%
2010/11 124%, Scanning 164%

- We are targeting 135 % lambing, weaning lambs at 30kg average – this implies scanning at 170%.
- Ewe hoggets above 42 kg 1 May mated; the target is to mate all ewe lambs and retain only those that lamb, lambs “belong” to Puanga and form part of the payment for overwintering
- Ewes vaccinated for Vibrio and campylobacteriosis
- Bulls capacity tested only.

Cattle 2008/09 Calving 87% in calf rate 86%
2009/10 Calving 84% in calf rate 91%

- Calving Target 90% within calf at 90%
- Calving adjusted for calves from unplanned mating in heifers; the problems include “bush bulls” – we do need to improve our winter management.

ANIMAL HEALTH

- Annual animal health plan prepared with Vet
- Lambs drenched pre weaning and monthly until June
- Sheep dipped through “magic eye”.

PASTURE MANAGEMENT

- We try to repeat our basic farm system every year and fine tune as the season progresses
- Within the constraints of the property stock are rotated from weaning until set stocking in July/August
- Ewes are set stocked after scanning and cattle “shuffled” amongst lambing ewes to keep feed quality right
- Hoggets grazed off farm to create room for ewes/cows
- Covers and production modelled and tracked using Farmax
- Pakihiroa is mostly free of weeds; a small area of gorse and barberry is sprayed annually using metsulphuron
- Pigs mostly feral eliminated – on going control program
- Rationing winter feed is a challenge.

SOIL MANAGEMENT AND FERTILITY

- Before 2007, annual applications of about 100 tonnes of RPR “S” were applied.
- No Fertiliser was applied in 2008, as funding priorities were infrastructural- fencing, yards, tracking
- In 2009, 153 tonnes of DAP 13 applied
- In 2010, 125 tonnes of DAP 13 applied; DAP 13 was preferred as feed covers were forecast to fall below 1,100 kgdm/ha during much of lactation; we were unwilling to further compromise sheep production (Lamb wastage, ewe and lamb weaning weights)
- We accept our low pH high rainfall environment is suited to RPR use; we are looking for earlier returns
- Maintenance fertiliser across all the effective area is 15kg P/ha and kg S/ha; our preference is to use soluble sources of P
- We will use N to boost spring feed as required
- In 2012 we will be stepping up our fertiliser application to achieve economic optimum Olsen P more quickly
- As we complete our fencing and yard program we will increase our spend on fertiliser to improve fertility.



»» Pakihiroa Station

FARM INFRASTRUCTURE

FENCING

Priority since 2007 has been upgrading satellite yards, fencing and farm access. 23 km of fencing has been renewed to give us 17 paddocks. Fences are mostly conventional. Further subdivision is constrained by the challenges of the terrain. Sheep and cattle yards have been built in Upper Hiku and Patea. Fencing is done by farm staff with contractors brought in for bigger jobs eg Earnslaw boundary.

TRACKING

Pakihiroa has almost all weather access along both leading ridges. Access across the property has been reinstated. This has reduced the amount of “dead” travel time for staff working the property. Horses are used for stock work. 4 wheelers are available for staff as needed.

BUILDINGS

The manager's house was found to have leaky windows. All faulty joinery has been replaced. All buildings except the woolshed have been painted. In 2011/12 the inside of the shepherd's house will be renovated. We want staff in high quality well-presented accommodation to ensure we are attractive to good people.

In time the woolshed will have a modern ablution block built as this is more suitable for our shearers and those who attend various on-farm hui such as the dawn ceremony.

In 2012 we will be erecting a covered yard at the woolshed.

BUSINESS KPI's

	30 June 2009	30 June 2010
Opening SU per Effective Hectare	7.75	7.90
Gross Farm Income (GFI) \$/ha	477.61	494.18
Farm Surplus \$/ha	177.29	125.55
Farm Working Expenses (FWE) \$/ha	300.32	368.63
Gross Farm Income \$/SU	61.43	62.56
Farm Working Expenses \$/SU	38.63	46.66
FWE as % of GFI	63	75
Farm Surplus as % of GFI	37	25



»» Pakihiroa Station

BUSINESS GOALS AND STRATEGIES

GOALS

To deliver long term profits to benefit of Ngāti Porou.

OUR KEY GOALS ARE:

- To perform at a level of production and profitability to be in the upper quartile for our land class
- To attract/retain the very best people to the business
- To grow the business through joint ventures/acquisitions to create business of scale
- To participate further up the value chain.

Key performance indicator for us include;

- Economic Farm Surplus (EFS)
- Kg Production
- Return on investment.

STRATEGIES

GOAL ACHIEVEMENT

- EFS is \$215,000 – 2008/09 and \$170,000 – 2009/10
- We have our outstanding manager who has attracted the very best young staff/contractors
- We are talking with one other Incorporation about future opportunities and completed due diligence on a possible acquisition
- We have hosted one hui to discuss options “beyond the farm gate”

FOCUS AREAS

- Soil fertility – we need to grow more grass
- Stock production – there is more to be extracted
- Joint ventures/acquisitions – we are keen to increase our scale to further our food production ambition.

KEY STRATEGIES

- Manage the aspects of our business we can control
- Fix fences/build more satellite yards/upgrade farm access
- Use high fecundity/FE tolerant genetics
- Use bulls with appropriate EBV's
- Mate ewe hoggets
- Farm staff contribute to the strategy, share the results and celebrate the successes
- Provide top facilities for staff to live in/work with
- Make continuous improvement part of the business culture
- Talk to like-minded businesses about working collaboratively; be willing to have “hard” conversations.

THE FARM TEAM

Pakihiroa has a small close knit on-farm team. Luke has been able to attract top Smedley graduates since he started at Pakihiroa and this has continued with the current shepherd Trent Butler. Robbie Tuari has been a “permanent casual” fencer for much of the past year.

The small team means less formal but more frequent staff “meetings” are held. Staff are kept well informed about plans and farm performance.

Staff attend discussion group meetings - Sheep for profit, and the Tapuaeroa Project Discussion Group. Staff are encouraged to seek industry qualifications such as those offered by the AgITO. The costs are met by Pakihiroa.

All staff members have Annual Performance Reviews. We encourage open discussion with and between staff so any matters of concern can be addressed at the earliest opportunity.



»» Pakihiroa Station

ENVIRONMENTAL

GOALS

ENVIRONMENTAL GOALS

Pakihiroa is taonga tuku iho, a gift to our future generations; our goals are:

- Protect all our land for our mokopuna (Pakihiroa as well as those downstream from us)
- Protect ngahere from grazing
- Mitigate erosion
- Mitigate sedimentation in the Waiapu
- Mitigate Climate Change
- Avoid contamination of our water ways.

KEY PERFORMANCE INDICATORS

- Hikurangi and Ngahere fenced off
- 345 ha planted in pine or eucalyptus for erosion control and carbon credits
- All but about 20 ha of Overlay 3A treated, 5 years ahead of schedule
- Nutrient budgets prepared and fertiliser application managed appropriately.

STRATEGIES

Erosion is the major environmental problem we need to manage. By working with Ngāti Porou Whanui Forest Limited (NPWFL) we have been able to fence off the worst of our erosion prone gullies and plant these in either pines or eucalyptus. The Eucalyptus planting was the first of NPWFL ventures into Carbon Farming. The contract provides for us to retain a share of the Carbon Credits for sale or to mitigate our own liability.

In recent years we have planted a small number of poles on retired areas from farming, high erosion risk areas. Consequently we find we have now complied with most of our Overlay 3A obligations. We have had good support from the Gisborne District Council Soil Conservation staff and have found them to be helpful in addressing our residual 3A issues.

With the support of DOC we have been able to fence off the bush areas from Pakihiroa. This fence is around 19 km long and in rough terrain.

FOCUS AREAS

The priority for the next 3 years is to address the last of the 3A areas to be treated.

Jane Scragg has been given a budget to start to plant aesthetic (and fruit) trees at strategic locations around Pakihiroa. She is also responsible for the developing areas of garden around the homes.

KEY STRATEGIES THAT WE ARE IMPLEMENTING

A small area adjoining Pakihiroa belongs to another family. For the purposes of Overlay 3A we need to treat the remaining area of Pakihiroa in conjunction with this block. Presently we are consulting with that whanau to agree on a strategy to address this area together. We have lodged an application for Eucalyptus Carbon Forestry Plan (ECFP) funding with MAF.

We hope to plant eucalyptus for carbon although the use of a high density pole regime has not been discounted.



»» Pakihiroa Station

SOCIAL, COMMUNITY AND NGA TIKANGA MĀORI

OUR COMMUNITIES

*Ko Hikurangi te maunga,
Ko Waiapu te awa,
Ko Ngāti Porou te iwi,
Pakihiroa is synonymous with Hikurangi.*

Pakihiroa is the home of Nukutaimemeha, Maui's waka that rests upon Hikurangi and the 9 pou that form the Maui whakairo.

Pakihiroa belongs to Ngāti Porou. It is vital that we use the property to benefit iwi and our wider community.

PFL pays an annual rental for the station and has a policy of paying 50% of our profit to TRONP. The application of these funds is determined by TRONP.

Pakihiroa participates in and supports various discussion groups, including Sheep for Profit and The Tapuaeroa Project Group. PFL initiated the Ngāti Porou Land Owners forum; a group we share information with. PFL has lobbied on behalf of our community on matters ranging from District Council Rule Changes (Overlay 3A), to the ETS. We have worked with others on Carbon Farming and currently we are working on a micro hydro generation projects in association with local marae. PFL has also been involved with the developing the Ngāti Porou "Food Supply Strategy".

Public access to Hikurangi is available through Pakihiroa. The track is closed only around lambing time and New Year's Eve.

We support the various iwi initiatives and outside of our shareholder we are one of the largest contributors to these. Events we support range from the annual New Year's Dawn ceremony, East Coast Players Trust, to Pa Wars Events.

Each year we budget for koha and the Chair has delegated authority to determine the events and appropriate amounts.

TIKANGA MĀORI

Pakihiroa is a Ngāti Porou owned company and tikanga is a normal part of everyday life for us all.

KEY STRATEGIES IN IMPLEMENTING OUR GOALS

Continue to live by our core values. Honour our Tipuna. Create a better place for our mokopuna.

RESULTS

Te Kani a Takirau, when offered the Kingship, likened himself to Hikurangi, steadfast and resolute, comfortable in his own inherited authority - mana tuku iho - which is sourced first and foremost in the soil of the land and in the toil of those Tipuna passed down to the current generation, who continue to occupy the lands. This whakatauaki provides the ultimate success indicator for PFL and that is, that the land will remain forever nurturing and sheltering our mokopuna, the descendants of nga hapū o Ngāti Porou mai i Potikirua ki te Toka a Taiau

»» Pakihiroa Station

FINANCIALS

YEAR	2008/09		2009/10	
SALES	\$	No.	\$	No.
Lambs	342,836	4,053	288,914	4,261
Sheep Other	73,491	1,147	96,181	1,171
Cattle	179,968	368	257,246	434
Sub Total	596,295		642,341	
Less Purchases				
Sheep	16,800	68	6,300	9
Cattle	9,300	5	23,100	7
Sub Total	26,100		29,400	
Net Stock Sales	570,195		612,941	
Wool	62,026	28,026kg	57,616	28,651kg
Other Farm Income	-		-	
Livestock Movement	14,940		(936)	

			B+LNZ ES ECNI Class 3 average \$/SU***			B+LNZ ES ECNI Class 3 average** \$/SU***
		\$/SU			\$/SU	
Gross Farm Income	647,161	61.43	49.77	669,621	62.56	57.29
EXPENDITURE						
Wages	136,116	12.92	5.80	136,956	12.79	6.14
Animal Health	40,886	3.88	2.71	31,224	2.92	2.81
Electricity	8,180	0.78	0.44	9,892	0.92	0.48
Feed	5,508	0.52	1.23	4,382	0.41	1.24
Freight and Cartage	10,571	1.00	0.65	12,556	1.17	0.69
Fertiliser/Lime/Seed	-	-	3.89	113,898	10.64	4.79
Weed and Pest Control	250	0.02	0.95	2,495	0.23	0.96
Shearing Expenses	28,974	2.75	3.09	32,960	3.08	3.28
Repairs and Maintenance	110,556	10.49	3.37	71,952	6.72	4.13
Vehicle Expenses	20,633	1.96	2.13	18,212	1.70	2.20
Administration	15,229	1.45	1.94	36,754	3.43	2.06
Standing Charges	23,828	2.26	2.63	23,441	2.19	3.05
Other	6,207	0.59	0.17	4,779	0.45	0.20
Total Working Expenses*	406,938	38.63	29.00	499,501	46.66	32.03
FARM SURPLUS	240,223	22.80	20.77	170,120	15.89	25.26

Note - Mortgage Interest & Land Rent deducted from Expenditure and added to Surplus

**Provisional

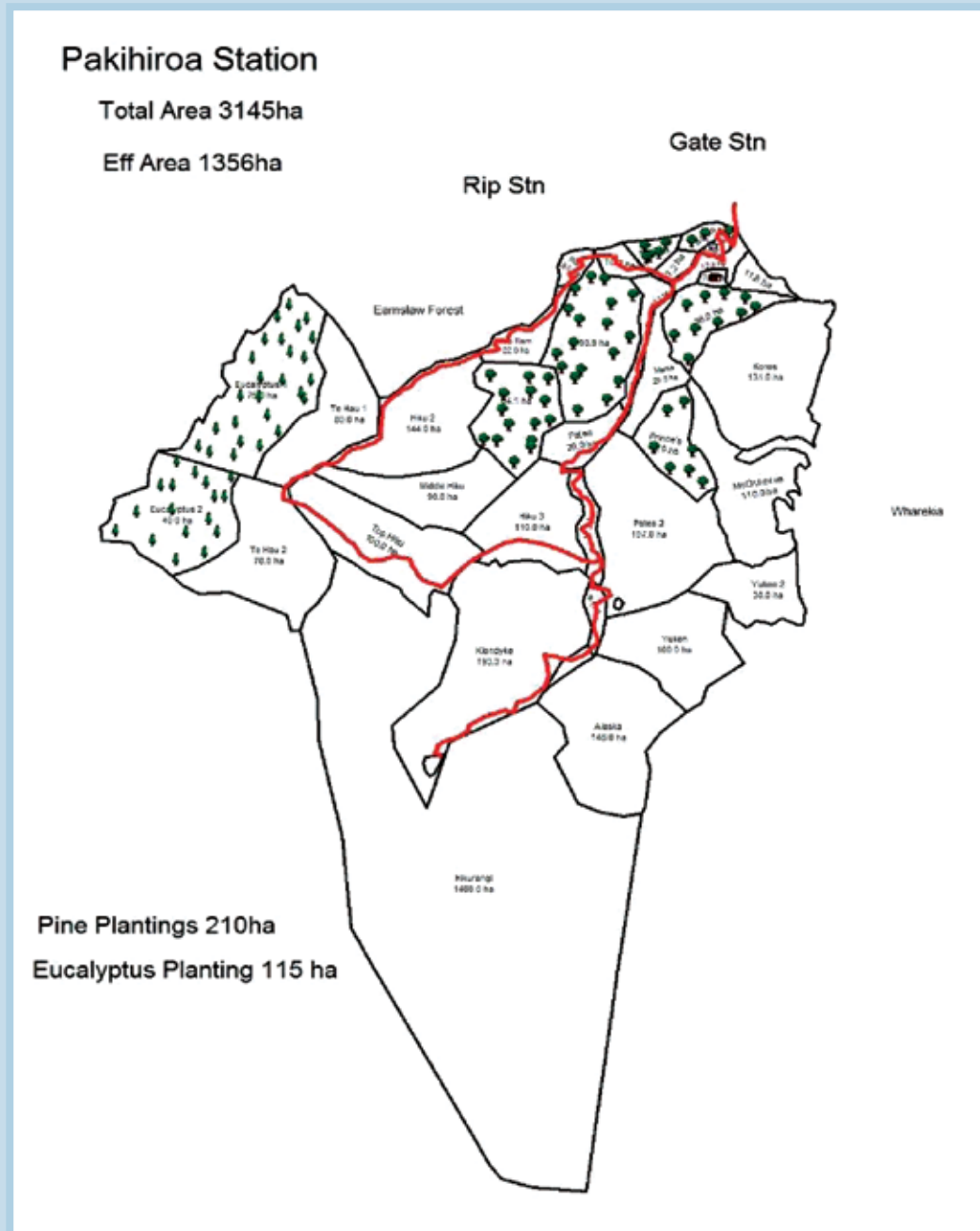
*** SU values for animal class are slightly different in some cases between farm and B+LNZ ES (Beef+Lamb New Zealand Economic Service)

Note also that ECNI is an abbreviation for East Coast North Island, Class 3 relates to North Island Hard Hill Country



»»» Pakihiroa Station

FARM MAP



»»» ABOUT THE JUDGES

The Ahuwhenua Trophy judges have always played a vital role in selecting finalists and providing entrants with detailed and high quality feedback. These industry experts give freely of their skills, knowledge and time to ensure all competitors get the most out of the Ahuwhenua Trophy experience.

There are two judging panels. The first is a four member panel which visits all entrants' properties to choose the three finalists. The second panel of four judges have the challenging task of picking the winner of the Ahuwhenua Trophy. The Ahuwhenua Trophy Management Committee and competition organisers greatly appreciate the support of those sponsors who have made these top class agribusiness experts available.

FINALIST JUDGES

Dana Blackburn – Chief Judge

The 2011 Ahuwhenua Trophy competition's chief judge, Dana Blackburn (Ngāti Rangī, Atihau and Paparangi, Tuwharetoa), is also chair of Atihau-Whanganui Incorporation (AWHI). This is his first year as chief judge, a position he took over from former Chair of the Meat Board, John Acland. Dana was a member of the AWHI board when the central North Island incorporation won the Ahuwhenua Sheep and Beef Trophy in 2007. Dana began his working life in the banking and insurance industry but 30 years ago he decided that it was the farming life for him. He now farms an 800 hectare semi intensive sheep and beef unit at Karioi, Ohakune, a property initially developed on family and ancestral land.

Dr Tanira Kingi

Dr Tanira Kingi (Ngāti Whakaue, Ngāti Rangitahi, Ngāti Awa) – Science Advisor with AgResearch. Tanira has a background in agricultural economics and farming systems analysis and has extensive experience in working with Māori authorities throughout the country. He is currently the chair of Waerenga-Pukahukiwi Ltd and a past committee member of Ngāti Whakaue Tribal Lands and Aohanga Incorporation. Tanira is also a director of AgITO.

Sam Johnson

Sam Johnson is a banker with his feet planted firmly in the soil. He and his family run 20 heifers on a five hectare block in Kamo, outside of Whangarei. He completed a B.Agr.Sc degree from Massey University before starting his career as a manager for Rural Bank. He joined BNZ as an Agribusiness Manager and Sales Manager in 1995. As one of BNZ's Managing Partners, Sam leads a team of agribusiness, commercial and private banking partners.

Malcolm McConochie

Nelson Lakes farmer Malcolm McConochie farms Lake Station an 1,100 hectare sheep and beef property with his daughter and his brother. The property has a Hereford stud and he is a past treasurer and president of the New Zealand Hereford Association and also past chairman of New Zealand Performance Beef Breeders. He is the current national chair of the Beef + Lamb New Zealand Farmer Council, as such he acts as a conduit between the board of Beef + Lamb New Zealand and its constituents.

FIRST ROUND JUDGES

Peter MacGregor

Peter (Ngāti Kahungunu; Ati Hau Nui a Papaarangi; Ngāti Raukawa; Maniapoto and Ngāti Paoa) is AgITO's Strategic Relationships Manager and has a long association with the Ahuwhenua Trophy competition. He has been energetically promoting the benefits of the reinvigorated competition at field days, and to farm workers and employers as part of his day job, since AgITO became a bronze competition sponsor in 2005. Peter says the Ahuwhenua competition gives young people something to aspire to. Peter previously worked in the former Department of Māori Affairs in Housing, Education and Training and the Land Development divisions and several other positions through to Te Puni Kōkiri.

Garry Pevreal

Garry Pevreal has plenty of practical farming experience but his banking career began in 1981 as an appraiser with the Rural Banking Finance & Corporation. After 10 years with the Rural Bank, Garry sought wider experience in retail banking and was appointed by Westpac Banking Corporation as the first Agribusiness Manager in the Northern North Island. In 1999 he took up an appointment as an Agribusiness Manager with BNZ with broad-ranging responsibilities which included managing portfolios in the Te Awamutu and King Country districts. Garry has a B.Ag.(Com) in Farm Management and Valuation from Lincoln University.

Dr David Stevens

Dr David Stevens is a senior scientist with the AgResearch Farm Systems team at Mosgiel. David specialises in the provision of animal nutrition and pasture management information to farmers. Dr Stevens David leads teams developing learning packages for the agricultural industry. He was awarded the New Zealand Society of Animal Production Sir Arthur Ward award for technology transfer in 2007, and the New Zealand Grassland Association award for significant contribution to technology transfer in 2004.

Gary Walton

As Beef+Lamb New Zealand's Extension and Uptake Manager, Gary Walton has spent the last two years developing and delivering extension programmes like the Demonstration Farm Programme and the Beef Profit Partnership. Gary has worked with Beef + Lamb New Zealand and its predecessors, in a variety of roles, most recently as the Northern South Island Regional Manager of the Beef + Lamb New Zealand Economic Service. Based in Christchurch, Gary has a strong background in farm management and analysis and is a registered farm management consultant.





ABOUT THE COMPETITION

AIMS

- To recognise excellence in Māori farming
- To encourage participation in the competition and ensure its sustainability
- To use the competition to showcase achievement in the Māori farming sector, in particular successful approaches to governance, financing, management and the recognition of ngā tikangā Māori
- To use the competition to highlight excellence in the Māori farming sector to all New Zealanders
- To acknowledge the contribution the Māori farming sector currently makes to the New Zealand economy and highlight areas for future growth.

BENEFITS TO THE ENTRANTS

By entering the Awards competition, participants will gain:

- Recognition for excellence in sheep and beef farming and the wider New Zealand farming industry
- Judges' expert advice and guidance can be used to improve farming operations
- Access to a network of progressive and likeminded individuals and organisations involved in farming
- Exposure to practices and approaches of other Māori farmers
- Significant enhancement to the productivity and profitability of their farming operations
- Recognition of the major role Māori farmers have in the New Zealand economy.

AWARDS

The winner will receive a replica of the Ahuwhenua Trophy, a medal and prizes to a value of not less than \$40,000. The three finalists will receive a medal and prizes to a value of not less than \$15,000.

JUDGING

Judging will be based on:

- The efficiency with which the property is farmed relative to its potential
- Financial results
- The effectiveness of the Governance of the farming enterprise.

But will also take account of:

- Triple Bottom Line Reporting
- Cost of Production Analysis.

IN CONSIDERING THIS THE JUDGES WILL UTILISE AS A GUIDELINE THE FOLLOWING WEIGHTING:

CRITERIA	MAX. POINTS AWARDED	FACTORS TAKEN INTO ACCOUNT INCLUDE THE FOLLOWING (WHERE POSSIBLE JUDGES WILL COMPARE WITH INDUSTRY BENCHMARKS AND BEST PRACTICE)
Governance	20	• Fit of business with farm resources • Mandate for activities from the owners • Communication with owners and processes for electing governance team • Strategy development including a documented Strategic Plan with KPIs • Implementation and monitoring • Identification and management of risk • Flexibility in coping with changes in markets, climate, regulations etc • Participation in governance training • Mix of governance skills • Developing new governance people • Selection and management of advisors • For finalists: field day performance – presentation and response to questions.
Social/ community/ ngā tikangā Māori	10	• Contribution to, and participation in, communities of interest to the organisation e.g. support for local hapū, Marae, and wider local community affairs (such as rural community or farm associations) • Governance or management team's ability to manage tikangā Māori aspects of the business • Commitment to Māoritanga, and for finalists in particular presentation of the organisation as an exemplar of Māori excellence in the business of farming • Identification and protection of cultural sites.
MANAGEMENT AND PERFORMANCE		
Financial – including trends over time	20	• Economic Farm Surplus (EFS) • Wealth creation • P&L and balance sheet ratios • Cost of production analysis.
Productivity	9	• Best available productivity measures appropriate across a range of farm classes will be compared with industry databases such as Beef + Lamb New Zealand Economic Service Survey farms in the same farm class/ district e.g. meat/ha.
Farm/Stock	9	• Stock health and welfare • Genetic improvement • Reproductive and growth performance • Feed supplies – quantity and quality relative to farm resources • Feed utilisation • Purchasing and marketing skills.
Employee	9	• Employment agreements and job specifications • Performance review approach • Training support.
Environment/ Sustainability	12	• Land Environment Plans in place and being actioned including: – Nutrient management – Measures to minimise nutrient leaching and soil erosion and damage including planting of trees etc – Riparian management and water source protection – Effluent management where relevant • Understanding of carbon reduction including sequestration (sinks) and incorporation into management.
Entrepreneurship and Innovation	11	• Adoption of proven new technology and systems management approach.
TOTAL	100	



BNZ MĀORI EXCELLENCE IN FARMING AWARD 2011 SHEEP AND BEEF

»» PLATINUM SPONSOR



As the platinum sponsor BNZ is proud to support the Māori Excellence in Farming Award. With a team of 150 dedicated Agribusiness Partners and support staff around the country, we remain committed to continuing our extensive role in the New Zealand agribusiness sector.



AHUWHENUA TROPHY

»» GOLD SPONSORS



AgResearch is one of this country's leading research organisations. It comprises a number of renowned research centres, but most importantly it is made up of individual scientists, technicians and their teams. Many are world leading in their fields.

AgResearch's operations are critical in ensuring the prosperity, security and ecological sustainability of New Zealand's pastoral sector.



Te Puni Kōkiri
REALISING MĀORI POTENTIAL

Te Puni Kōkiri celebrates Māori success and excellence. It proudly supports the pre-eminent accolade within Māori farming – the Ahuwhenua Trophy. The award epitomises innovation and new approaches by Māori farmers; in so doing honouring its founder of 70 years plus years ago, Sir Apirana Ngata. The competition sets the benchmark for exceptional performance amongst Māori farmers.



Beef + Lamb New Zealand is proud to support the Māori Excellence in Farming Award 2011. The Ahuwhenua Trophy is a prestigious award that recognizes excellence and innovation in Māori farming. These are values Beef + Lamb New Zealand promotes through levy-funded industry good work on behalf of sheep and beef farmers. Beef + Lamb New Zealand is committed to providing farmers with information and tools to help them optimise performance.

»» SILVER SPONSORS



»» BRONZE SPONSORS



»» SPONSORSHIP SUPPORT HAS ALSO BEEN PROVIDED BY LANDCORP, TOHU WINES, DB BREWERIES AND AOTEAROA FISHERIES LTD.