

BNZ
MĀORI
EXCELLENCE
IN FARMING AWARD 2018
DAIRY



AHUWHENUA TROPHY
FIELD DAY HANDBOOK

WWW.AHUWHENUATROPHY.MAORI.NZ

»» PLATINUM SPONSOR



Te Puni Kōkiri
REALISING MĀORI POTENTIAL





THE AHUWHENUA TROPHY

»» CONTENTS

- 2 Mihi from the Minister for Māori Development, Hon Nanaia Mahuta
- 3 Mihi from the Minister of Agriculture, Hon Damien O'Connor
- 4 Introduction from the Chairman of the Ahuwhenua Trophy Management Committee, Kingi Smiler
- 5 History of the Ahuwhenua Trophy
- 6 Looking Back – the 2016 Dairy Finalists
- 10 2018 Ahuwhenua Trophy – Awards Dinner
- 11 **The Proprietors of Mawhera Incorporation**
246 Arahura Valley Road, Supply No. 30501, Arahura Valley, RD2, Hokitika
- 37 **Onuku Māori Lands Trust**
19 Northern Boundary Road, Supply No. 78873, Rerewhakaaitu
- 58 About the Competition and Judging Criteria
- 60 About the Judges



»»» FROM THE MINISTER FOR MĀORI DEVELOPMENT



Toitū te whenua, whatungarongaro te tangata!

Successfully caring for our people, our land and our waterways is one of the greatest responsibilities as we look to the future. We are in a unique position to build on the platform that has been established to engage landowners in decision-making regarding their whenua and its utilisation to develop and sustain livelihoods.

As Minister for Māori Development, Local Government and Associate Minister for the Environment, and as a mother, the link between sustainable development, regeneration and kaitiakitanga must be apparent as we forge a vision for a better future. It is finding the balance between the two that is the challenge and one which we can all rise to meet.

The Ahuwhenua Awards are a great way to celebrate those who seek to restore this balance, and a way of life envisaged by our tūpuna. The awards accentuate our desire to seek aspirational examples to forge a way forward so that those who follow can continue to excel along the way.

This year's finalists; Onuku Māori Lands Trust (Rotorua) and The Proprietors of Mawhera Incorporation (Hokitika) demonstrate the high calibre of expertise required to excel in agribusiness. They have remained resilient in trying times for the sector and are key contributors to their whānau, community and region's economic development.

Hard work, fortitude and innovation have seen both groups get to where they are today. They are creating jobs, engaging young people, developing ideas and new ways of doing things. I applaud them for their commitment to their work and their drive towards sustainable prosperity for both their whenua, and their people.

Managing resources in a way that sustains them and allows for prosperity, this is a worldview that characterises Māori aspiration and development opportunity. I see the finalists' achievements as a combination of training and experience, as well as combining mātauranga from their own background and forefathers. Every day they demonstrate how traditions of environmental and economic sustainability can be part of normal business practices and responsible community membership. Onuku farms for example, are part of a voluntary local farming project to protect local waterways and lakes. There is so much to be learned from these experiences.

Development is one of my priorities as I shift greater focus to whānau enterprise and development at the community level. I am committed to supporting whānau to realise their aspirations for prosperity and resilience on their own whenua and ensuring that whenua is passed on to future generations as a sustainable taonga.

Congratulations to the finalists on their successes. I wish them, the communities they are part of, and you, all the best for the future.

Pai Mārire

Hon Nanaia Mahuta

MINISTER FOR MĀORI DEVELOPMENT

MINISTER OF LOCAL GOVERNMENT

ASSOCIATE MINISTER FOR THE ENVIRONMENT



»»» FROM THE MINISTER OF AGRICULTURE



Tēnā koutou,

Nā te oneone ka tupu te ora o te tangata

A revolution in New Zealand's agricultural food and fibre sector has been ongoing for 85 years – since the Ahuwhenua Trophy was initiated by Sir Apirana Ngata and Lord Bledisloe. On-farm technology is often highly innovative and our country is proudly one of the most efficient producers in the world.

Māori play a vital role in the agricultural sector, with more land being farmed in more innovative ways than ever before. We are seeing developments in all productive sectors and a trend for Māori to play an increasingly significant role in producing higher value food products. The rise of Māori agribusiness is impressive, especially given its unstinting commitment to all aspects of sustainability, particularly the environment and people.

Change demands innovation in products, services and processes and Māori businesses are adapting and seizing opportunities to match our customers' expectations. With substantial opportunity for further growth, this trend to improve productivity through sustainable innovation will continue.

Sir Apirana Ngata and Lord Bledisloe, both men of the land, had a vision and set of goals for Māori agribusinesses that are still relevant 85 years on from that first competition. While they may not have imagined such development and progress within the agricultural sector, the values embodied within the trophy and the associated competition have been a major factor in lifting the profile and highlighting the contribution of Māori agribusiness to New Zealand.

They encouraged Māori farmers to be more efficient, entrepreneurial, and competitive in the agribusiness sector. Those values have inspired Māori farmers over the decades to seek and achieve excellence and what we have now is an impressive alumni of past winners and finalists.

The Young Māori Farmer Award is an excellent dedicated competition for young Māori farmers. This highlights the leadership role existing Māori agribusinesses are taking in preparing the next generation of Māori farmers for whatever challenges lie ahead. Skills will be a major factor in the future success of Māori.

I'm impressed that smaller Māori trusts are collaborating and forming larger and more economically viable entities that can return greater benefits to their people. It's a combination of size, efficiency, innovation and people that will make the difference and set up solid platforms for future generations.

I congratulate this year's finalists and wish them well as they showcase their properties to the judges and those who attend the field days. By entering this competition you are living the vision of Sir Apirana Ngata and Lord Bledisloe by becoming role models for your peers.

Hon Damien O'Connor

MINISTER OF AGRICULTURE



»» FROM THE CHAIRMAN



Kei te whenua te wai-u mo ngā uri whakatipu

One of the reasons that the Ahuwhenua Trophy competition remains so vibrant is that every year our finalists create history.

They bring new success stories to the impressive archive that has built up over the past 85 years. History is about storytelling and matching the statistical achievement with the people that put in the hard effort to attain those goals. It is very easy to get taken in by such things as productivity or high stocking rates and put the people element to one side.

What makes this competition different from many others is that people are number one. We look for statistical success, however we know this is the result of people creating a vision, setting goals and motivating themselves and others to try that little bit harder and achieve a percentage point more than they did last year. This past season our dairy farmers have done just that as they struggled to cope with major climatic changes and market conditions.

It is the committed caring by these people for the land that is the cornerstone of the Ahuwhenua Trophy.

Financial rewards and surpluses are important, but pastoral care of our workforce so they know that they and their families are respected and valued counts. We spend a lot of our lifetime at work and what we are doing in this competition is encouraging our farmers and our people to look after each other. Once they have done this, the land, stock and crops will flourish.

The Ahuwhenua Trophy competition is based on enduring values. One of the most popular elements at our awards dinner is the short films that we show about past winners and the great pride their descendants still have in their forebears. These past winners were inspired by the leadership of Sir Apirana Ngata and Lord Bledisloe and took up the challenge of the day.

Farming is not easy despite the advent of new technology. The vagaries of volatile markets, the effects of the weather and the demand for better environmental care is challenging for any farmer to manage.

We are inextricably and intimately connected to the land both physically and spiritually and that in my view is why today in this high technology age we can add our voice to the solutions needed to take care of our land for those generations to come.

This is a gift from the past to the present and something we should be proud of and celebrate. The Ahuwhenua Trophy competition is about excellence in farming which is borne out by another fine cohort of finalists who have joined the Ngata/Bledisloe alumni.

I wish them well, both in this competition and in the future. May they uphold the proud traditions of this unique award.

Kingi Smiler

CHAIRMAN, AHUWHENUA TROPHY MANAGEMENT COMMITTEE



»» History of the Ahuwhenua Trophy



The Ahuwhenua Trophy is the most prestigious award for Māori agriculture. It is now 85 years since the visionary Māori leader Sir Apirana Ngata and the Governor General at the time Lord Bledisloe launched this award. Since the re-launch of the competition fifteen years ago Māori agribusiness is now seen as an integral part of the New Zealand economy.

The Ahuwhenua Trophy competition was introduced to encourage skill and proficiency in Māori farming. Sir Apirana Ngata realised the importance of retaining and improving what remained of Māori land was critical. He led the renaissance of Māori land development which had been decimated during the colonisation of New Zealand by forced sales and lack of opportunity and access to development capital.

The inaugural 1933 competition was open to individual dairy farmers in the Waiariki Land district and was won by William Swinton from Raukokore, Bay of Plenty. The following year the competition was extended to include entrants from North and South Auckland, Gisborne, Whanganui and Wellington.

In 1936 the cup was won by Henry Dewes, a sheep farmer from Tikitiki. The Trophy was displayed in the Waiapu Farmers store which two weeks later caught fire and destroyed the cup. It was replaced with a new cup in 1938 but six years later that trophy was lost during a rail trip from Rotorua to Wellington. It was eventually found in 1946 in a Frankton store after being mislaid with someone's personal belongings at the railway station.

The inappropriateness of comparing dairy with sheep and beef farms became increasingly evident and in 1954 the competition was divided into two separate awards, each with their own trophy. Once again, Lord Bledisloe donated the companion cup.

The competition continued up until the 1980s but interest started to wane and the last of the original competitions was held in 1990. It was Gina Rudland and Wayne Walden who along with Meat New Zealand chairman John Acland re-launched the awards in 2003. The new criteria for the awards took into account the changing face of Māori farming and the increasing

importance of Māori Incorporations and Trusts in the agribusiness sector.

In 2005, the Ahuwhenua Trophy Management Committee decided on a new structure for the competition with sheep and beef and dairy competitions being run in alternate years.

The Ahuwhenua Trophy competition Trustees are the Minister for Māori Development, the Minister of Agriculture and the Chief Executive of Te Puni Kōkiri. They delegate their authority to the Ahuwhenua Trophy Management Committee to manage and supervise the competition. The current Chairman, Kingi Smiler, has held that position since 2007.

The first bi-annual dairy competition, held in 2006 was won by the Parininihi ki Waitotara (PKW) Incorporation's Farm 12 in Taranaki under the chairmanship of Spencer Carr and Secretary Peter Charleton. Previous Chairmen of PKW Edward Tamati and Charles Bailey were dual winners of the Trophy as individual farmers in 1965 and 1971, 1970 and 1976 respectively.

A new award for young Māori farmers was introduced in 2012. The first winner of the Ahuwhenua Young Māori Farmer Award was Tangaroa Walker. The 2016 dairy award was won by Jack Raharuhi.

Today the Ahuwhenua Trophy remains the pre-eminent accolade to win in Māori farming and is recognised as the most prestigious and comprehensively judged award in New Zealand. The entrants, finalists and eventual winners all share and live the enduring values, goals and vision of Sir Apirana Ngata and the competitive spirit of Lord Bledisloe.

A special book, 'Ahuwhenua – Celebrating 80 years of Māori Farming' was launched by the then Minister of Māori Affairs, Hon Dr Pita Sharples in 2013. It was written by the eminent historian Dr Danny Keenan and traces the history of the Award and gives a quite brilliant insight into the development of Māori farming over 80 years. This book shows just how much Māori farming has developed over the years and how the Ahuwhenua Trophy has established a strong platform for future growth.



»» Looking Back

THE 2016 DAIRY FINALISTS

The Proprietors of Rakaia Incorporation – Winner 2016

The Proprietors of Rakaia Incorporation's Tahu a Tao farm is located at Dorie, 30 km from Ashburton in Mid-Canterbury. The Incorporation won the 2016 Ahuwhenua Trophy for dairying excellence.

It was the first time a South Island dairy farm entrant had taken out the top prize.

Rakaia has been dairy farming its land for 20 years and their story is one of taking the dairying vision of the Committee of the time; combining this with good advice (and a willingness of the Committee to listen to that advice); having a passionate, knowledgeable and dedicated farm team, resulting in a farm that by any standard is top class.

Entering the awards was in part to compare the Incorporation against other outstanding farms, and to also see what more they could do to improve the farming operation.

"We thought we had a great farm but how did we compare across the board? Participation helped galvanise our values and the respect that owners have for the land, and the desire to care for it ake, ake, ake. It also gave mana to the Rakaia journey, those hard working visionaries and the day to day workers.

What evolved for us in the award process was bringing together all of the history, the farming practices used and benchmarking of data that was previously held in different places. We combined all this and wrote our journey in a book that we have since published for the owners".

Winning the award gave the Committee confidence



The Proprietors of Rakaia Incorporation

that they were on the right track across many of the criteria that the judging measured. Following the awards and with the support of BNZ (the Ahuwhenua Trophy Platinum sponsor) Rakaia searched for, assessed and acquired its third dairy farm some nine months ago. By leveraging its strong asset base Rakaia continues to grow. The long-term result will be that the Owners are continually rewarded through a predicted rising dividend stream. Life is improved when the 'spoils from the toil' are shared.

The prizes won as part of the competition have been put to good use. Examples include governance and on-farm training, plantings, and constructive feedback from an independent Health and Safety advisor. The greatest value however is having free feedback from knowledgeable judges, your peers in farming via the field day and those involved in the dairy industry. It brought together the whole team from the Owners, Committee, Advisors, and the Sharemilkers and their staff, which was extremely rewarding to both lead and participate in. The respect for what others do to get Rakaia to the top of the class has brought the stakeholders closer together.

Without doubt Rakaia's success would not be possible without the excellence of Sharemilkers



Mark and Julie Cressey and their team. The Farm Supervisor John Donkers has been involved since day dot, his guidance helps both the Sharemilkers and the Committee stay well-grounded and focused.

To those participating in the 2018 competition, be proud to put your farm forward and be open to the constructive feedback. Everyone in the dairy industry benefits when we are all willing to share knowledge.

Mō tātou, ā, ka uri ā muri ake nei
For us and our children after us

Tewi Trust

2016 Ahuwhenua Trophy finalist Tewi Trust is situated near the small South Waikato settlement of Okoroire near Tirau. The area is famous for its hot springs and its beautiful hotel.

Unlike some others that have entered the competition in the past, Tewi Trust are a smaller organisation but with a proud and successful history. It has just 53 shareholders and some of those are individual Trusts which are part of Tewi.

Tewi Trust is named after one of the original owners Tewi Hoera, who passed the land on to his daughters who then leased them to a local farmer. When the lease came up for renewal in 1941, the men of the Trust were overseas with the Māori Battalion and so the land was leased out again for 30 years. When this expired however, the Trust took back one parcel of land and a year later a second parcel to form the farm, but these were separated by a privately owned farm.

During this period a new shed was built and general improvements made to the farm. But the Trust faced further challenges and it was decided they employ a 50:50 Sharemilker. Finally in 1991 the Trust bought that farm that separated the two blocks to create the property as it exists today.



Tewi Trust

Since the competition two years ago the Trust has concentrated on keeping the farm running as best they could given the low milk price and dry summers. But with the up-turn in the milk price last season, coupled with a record 177,000 kgMS, they were able to retire some debt and expand the area that the effluent is spread over from 20ha to 32ha. This is mainly used to boost the chicory crops.

Tewi Trust is currently looking at replacing the existing pond and pumps to give more flexibility in application windows. Another major expense has been the installation of an ice bank to snap chill the milk during milking to meet the new cooling regulations.

The farm is still run by a 50:50 Sharemilker and consists of a 138ha effective milking platform on which a 430 Friesian herd are milked in a 40 aside herringbone shed. The land is flat to rolling with some steeper slopes. The soil is Tirau ash and is very good dairy land. The farm runs on system

two which means the cows are fed mainly grass and receive supplements such as palm kernal on the shoulders of the season and to cover unforeseen adverse events.

One of the main changes influenced by the Ahuwhenua Trophy is that the Trust realises they must keep expanding their assets and building on what they have. To this end at the beginning of next season they will take over a 83ha block 8 km away to use as

a dairy support. This block is 75% owned by the Tewi shareholders. The prizes won were all put to good use, paying for the annual grass seed and a lot of English Plane trees, with the cash going towards subsidising the shareholders to the awards dinner.



Ngāi Tahu Farming Limited

Since Ngāi Tahu Farming was a finalist in the 2016 Ahuwhenua Trophy dairy competition there have been further land developments at the Te Whenua Hou land block. Te Whenua Hou farming development is 40 km northwest of Christchurch and sits within the takiwā of Ngāi Tahu hapū Ngāi Tūāhuriri. There are currently seven operational dairy farms with the eighth dairy farm to come online next season. There are also five dairy support/wintering blocks. Conversion from forestry to grazing is underway on a further three farms. The total area of the development is 6,700ha and upon completion this will incorporate 150ha of native bush.



Ngāi Tahu Farming Limited

Sustainable farming practices have remained at the forefront of the business objectives and goals. Ngāi Tahu Farming has placed significant emphasis on using Ecotain as part of their pasture mix to reduce nitrogen leaching. Ecotain reduces nitrogen leaching from a urine patch by increasing the volume of cows urine which dilutes the concentration of nitrogen; reducing the total amount of nitrogen in the animal's urine, delaying the process of turning ammonium into nitrate in the urine patch, and restricting the accumulation of nitrates in the Ecotain-growing soil. Continued improvement of environmental outcomes is of the utmost importance to the farming operation and using Ecotain supports our values.

The Planting and Biodiversity plan is still operating and they look to plant a total of 1.5 million plants with around 200 plants per household, 800 – 1,800 plants around each dairy shed and 22,000 plants under centre pivot per farm. They are trialing sixteen varieties of manuka trees to see which are the hardiest in the often dry and windy conditions.

To make the most out of the variable rate irrigation system, the Regen programme has been implemented on all seven dairy farms. It provides the Farm Managers with a daily recommendation for the next ten days on how much irrigation water to apply. Farm Managers use an app to make decisions on when and how much water to use.

Ngāi Tahu Farming have also carried out their first electromagnetic mapping on Kohakaumu Farm. This farm has also been recently accredited with Synlait's 'Lead with Pride' Gold status. They are now working with our other three Synlait milk supply farms so that they can also be accredited.

The culture around Health and Safety within the business is continuously improving. Stemming from the values of manaakitanga and whanaungatanga, Ngāi Tahu encourage their people to constantly think of ways to keep themselves and their



workmates safe. As part of this they have created the Health and Safety Workers Committee which allows kaimahi to represent their farms and discuss and report back on all Health and Safety matters to their fellow co-workers.

There is continued emphasis to partake in research and development projects including forages for reducing nitrate leaching, green house gases and the lysimeters located on Paritea Farm.



Proudly supporting Māori farming now and for many generations to come.

***Platinum sponsor of the 2018 Ahuwhenua Trophy
BNZ Māori Excellence in Farming Award.***



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

Tēnā ko te toa mahi kai e kore e paheke.

The warrior who works hard at growing food will not fail.

Find out more  **0800 955 455**  **bnz.co.nz/agribusiness**



AHUWHENUA TROPHY

THE AHUWHENUA TROPHY AWARDS DINNER



2018 Awards Dinner

Friday 25th May

Wigram Air Force Museum, Christchurch

For further details email:

ahuwhenuacompetition@tetumupaeroa.co.nz

2016 – The winner, finalists, whānau and supporters celebrate Ahuwhenua Trophy BNZ Māori Excellence in Farming Awards Dinner for Dairy in Hamilton

**Growing and protecting through
supporting excellence in
Māori farming for our mokopuna**

www.mpi.govt.nz

Gold sponsor of the 2018 Ahuwhenua Trophy
BNZ Māori Excellence in Farming Award
Te Kāwanatanga o Aotearoa

Ministry for Primary Industries
Manatū Ahu Matua



GROWING AND PROTECTING NEW ZEALAND

»» The Proprietors of Mawhera Incorporation

*246 Arahura Valley Road, Supply No. 30501,
Arahura Valley, RD2, Hokitika*

Field Day: Thursday 5th April, 2018



»» The Proprietors of Mawhera Incorporation

FIELD DAY PROGRAMME

9.30	Pōwhiri at Whare Tipuna, Tuhuru, Arahura Marae, 1 Old Christchurch Road, Arahura, Hokitika 7882
10.00	Morning Tea
10.25	Introduction to the Field Day Programme and History of the Ahuwhenua Trophy
10.40	History / Governance / Structure / Strategy / Financial
11.30	Farm tour including two stops Stop 1 includes: Pasture and Cow Management / Health and Safety / Our Team Stop 2 includes: Soil / Nutrient Use / Pasture Renewal
1.15	Reconvene for Farm Summary
1.45	Award Ceremony and Presentations
2.15	Kai and Refreshments

Note: times are approximate

IMPORTANT NOTES FOR FIELD DAY ATTENDEES

The owners of the property wish to point out to all visitors to their property that several potential hazards exist in the course of travelling over the property, moving around the building, races, and in handling stock. Please assume all electric fences are going.

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.

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

Protect our industry - please arrive with clean boots to reduce the risk of spreading a disease, pest or weed.





The Proprietors of Mawhera Incorporation

WHAT IMPRESSED THE JUDGES

GOVERNANCE AND STRATEGY

- The Committee of Management (COM) has a diverse range of skills, backgrounds and experience.
- The Incorporation's accountant brings in-depth knowledge of the business and the strategy.
- Annual budgets set in conjunction with the Sharemilkers for Mawhera Tuatahi Dairy Farm and monthly reports are then completed for the Incorporation which are important to keep the COM informed of the farm performance.

SOCIAL / COMMUNITY / NGĀ TIKANGA MĀORI

- The farm is used for local training days, e.g., Primary ITO, school education days and discussion groups.
- Sharemilkers help with keeping marae grounds tidy and are involved with other community groups such as Dairy Women's Network.
- The Incorporation provides an annual fund to the local marae which is then distributed as seen fit. There are also various education opportunities available for its shareholders, such as that provided by the Mawhera Matauraka Trust for tertiary students.

FINANCIAL AND BENCHMARKING

- Secretary John Wheelans has a good understanding of the current position of the farm businesses.
- Monthly reports by the Sharemilkers ensure consistent communication giving the outlying nature of the property's location vs. the majority of the Incorporation's holdings. Farm Consultant Simon Pontin of LIC Farmwise visits the property every quarter with any queries discussed over the phone in between visits. He has been involved in the business since 2009.
- Historically this has been a low-cost farming system that has delivered strong cash surpluses. Judges acknowledge that this has been difficult to achieve in recent times due to the poor farming seasons.
- Very strong balance sheets that provides plenty of options for the Incorporation.

FEED PRODUCTION

- Good use of winter crops to manage rotation length in the winter while the farm has no feed pad facilities.
- Regrassing program of around 15ha/year.
- Low cost structure for the level of production achieved historically \$1.70/kgMS operating expenditure achieving 865 kgMS/ha in the 2014-15 season.

ANIMAL PERFORMANCE

- The herd was very quiet and cow condition appeared consistent throughout.
- Considering three tough seasons, per cow production has remained relatively consistent through using imported feed.

HEALTH AND SAFETY AND HUMAN RESOURCES

- An in-depth Health and Safety policy and procedures manual which is updated yearly. Staff meet three weekly and review as necessary.
- Both the COM and Sharemilkers are involved in assuring the safety of all people involved in the farm.
- The induction of new staff was industry leading. We especially liked how training was encouraged e.g., bike track for testing drivers' ability, Primary ITO course participation and funding upon completion.
- Personal protection equipment is provided for all staff.

ENVIRONMENTAL / SUSTAINABILITY GOALS AND STRATEGIES

- The effluent sump had a containment facility for unexpected overflow: a good practice.
- The river buffer zone is an excellent idea, as well as the 'little and often' approach for effluent spreading.
- The water diversion at the cowshed to prevent the pond being filled with rainwater is a great tool to have in this high rainfall environment.



»» The Proprietors of Mawhera Incorporation

Tribal Affiliation: The Shareholders affiliate to Ngāi Tahu and a number of the South Island Rūnaka/Hapū

Number of Owners: 1,650

COMMITTEE OF MANAGEMENT

James Russell, *Chairperson*

Janyne Morrison, *Deputy Chair*

Marie-Louise Tacon

Tuhorano Wilson

Tihou Messenger-Weepu

Tim Reriti

Tim Bateman

John Wheelans, *Secretary*

50:50 SHAREMILKERS

Mark Van Beek

Debbie Van Beek

FARM STAFF

Jason Burnett, *Farm Assistant*

Eleanor Te Rakau, *Farm Assistant (part time)*

Craig Douglas, *Farm Assistant (casual)*

Jake Van Beek, *Farm/Tractor Labourer (school holidays)*

INDEPENDENT FARM ADVISOR

Simon Pontin, *Farmwise LIC*

FARM DESCRIPTION

Mawhera Tuatahi comprises of 348ha in the Arahura Valley, north of Hokitika on the West Coast. The milking platform is 257ha, with an additional two support blocks totalling 35ha and an undeveloped support block of 55ha. There is potential to develop the 55ha as a support block in the future. The soils comprise of river silts over alluvial gravel. The climate is temperate with annual rainfall circa 3,500mm. The property has three houses, adequate sheds and a 44 bale rotary shed. There is a good supply of stockwater and power is circulated to all paddocks. Mawhera Tuatahi is milking 500 cows this season targeting 190,000 kgMS. All stock is wintered on farm. Mark and Debbie Van Beek are our 50:50 Sharemilking partners, who are in their twelfth season. They employ four staff to assist them.





The Proprietors of Mawhera Incorporation

HISTORY OF THE FARM

Mawhera Tuatahi Farm consists of 348ha in the Arahura Valley, north of the West Coast town of Hokitika. The milking platform is 257ha and the 500 cows produce 190,000 kgMS.

The historical formation of Mawhera Incorporation dates to the 1800s when Kāi Tahu, by conquest of Kāi Wairaki and Tumatakokiri, gained occupation of the manawhenua of the Tai Poutini (West Coast, South Island).

After the signing of the 1840 Treaty of Waitangi, the Crown purchased approximately 3.1 million hectares of land but excluded 4,139ha to be held in 54 reserves along the breadth of Tai Poutini. Of these 54 reserves, 39 were Schedule A Reserves (2,721ha) which were for individual allotments and clearly intended to be used and occupied by their Kāi Tahu owners. The balance was held in 11 Schedule B Reserves totalling 1,416ha and was leased to provide income towards the general social, religious and moral benefit of the owners.

The Arahura riverbed, of huge cultural significance due to its pounamu deposits, was exempt from the purchase.

The land within the Arahura Māori Reserve was leased out to European dairy farmers via perpetual leases by successive agents representing the Crown, including the Commissioner, Public Trustee and the Māori Trustee.

After changes to the law in 1967 Māori Affairs Amendment Act the owners took their concerns regarding the administration of the reserves to the Crown. In the 1973 a Royal Commission of Inquiry was set up to investigate the Māori Reserved Land. It recommended that 24 Tai Poutini reserves be constituted by statute, a Māori Incorporation, if the owners desired. They did, and on the 17th May 1976 the Governor General issued an Order in Council, cited as the Mawhera Incorporation Order 1976 effective from 31st May 1976, establishing the Proprietors of Mawhera Incorporation.

In 1993, the Incorporation made the visionary decision to acquire the lease interests in nine leaseholder properties on the south bank of the Arahura River (approx. 194ha) and to pursue administering the farms as successful businesses themselves.

The Incorporation brought European freehold titled land adjacent to the Arahura Reserve and the Mawhera Tuatahi Farm (62ha) in 1994 to increase the milking platform of the farm to 201ha. It acquired the Wellstar Farm in 2009, which consists of 12ha of Māori leasehold land within the Arahura Māori Reserve and 80ha of European freehold title adjacent to the Arahura Reserve and Mawhera Tuatahi. There is 55ha of the total land purchased to still be developed.

Since that decision in 1994, extensive development has occurred on the property using the profits made from farming in both new infrastructure and additional land. The Incorporation has always used 50:50 Sharemilkers to farm the land. They bring experience, motivation and technical expertise to the business. The current Sharemilkers, Mark and Debbie Van Beek joined the farm in 2006.

Dairy farming is now one of the Incorporation's major investments comprising of two farms within the reserve, Mawhera Tuatahi and Te Hewera and a third dairy farm on the Karamea Reserve called Umere. The Incorporation's other major investments include commercial and residential properties on the West Coast. This can only be done with a clear vision for best land use, sustainable profits and environmental practices.

The Committee of Management is: James Mason Russell (Chair), Janyne Morrison (Deputy Chair), Marie Louise Davidson, Tuhorano Wilson, Tim Reriti, Tihou Messenger-Wipou and Tim Bateman.

"The success of our investments would not have occurred without the passion, common purpose and support of our Committee, West Coast community and most importantly our shareholders".



»» The Proprietors of Mawhera Incorporation

GOVERNANCE AND STRATEGY

VISION STATEMENT

Kia whanakehia rangatira ai ko te whenua tūpuna ko ngā maunga, ko ngā awa, hei oranga a hāpori whakakoakoa kaiwhaipanga heke iho ki o rātou uri whakaheke.

To prudently manage our ancestral lands, mountains and rivers for the economic and social benefit of our shareholders and descendants.

STRATEGIC PLAN

Rangatiratanga – Leadership

We lead by example.

Tūponotanga – Integrity

We will take personal responsibility for our actions and will be open, honest, and ethical in our behaviour.

Kaitiakitanga Taiao – Environmental Sustainability

We will nurture our natural resources and people.

Ngaiotanga – Professionalism

We will ensure good governance management, policy and process.

Pukumahitanga – Diligence

We will be conscientious and strive to perform to do best in all critical areas.

These principles guide the approach, decisions and actions taken by the Mawhera Incorporation in all our activities.

GOAL 1 – Governance and Management Structure

To develop an organisational structure equipped to manage future challenges prudently, diligently and in accordance with the regulatory environment which the Mawhera Incorporation is governed.

GOAL 2 – Cultural Assets

To sustainably manage our cultural lands, rivers and pounamu resource for Shareholders and their descendants.

- Arahura River
- Pounamu
- Waitaki Historic Reserve
- Land of Historical Cultural Significance

GOAL 3 – Investment

To maximise the value of the asset base and return to the Shareholders.

The Mawhera Incorporation owns both core and freehold land. Core land is that owned by the original ancestral owners and transferred to the Incorporation under the Mawhera Incorporation Order 1976. It included commercial land within the Greymouth CBD, residential property in Westport, Greymouth and Hokitika and several rural land blocks throughout the West Coast. The Incorporation's freehold investments are in commercial and rural properties. No special restrictions are placed on the management of these assets. While traditional investments have been in these land holdings the Incorporation is actively exploring diversification into other industry sectors these include tourism, minerals and fishing.





The Proprietors of Mawhera Incorporation

GOAL 4 – Financial Policy

To develop an investment policy that facilitates our land and business development goals and supports our social and cultural responsibilities and aspirations.

Investment Framework

Mawhera Incorporation's policy is driven by the following principles:

- Individual commercial investments must meet the hurdle rate
- Retention of cultural and social investments that hold strategic significance
- Growth of assets with management of risk
- Rationalisation of non-cultural economic areas
- Diversification into new industry sectors
- Geographic diversification of investments
- Investment in assets for lease, joint venture partnerships, Mawhera Shareholder entities and private public partnerships and joint venture proposals with Crown owned organisations.

Hurdle Rate

The hurdle rate is currently 8.7%. This is reviewed annually.

Dividend Policy

The dividend policy is currently 40% of the Net Profit after Tax.

GOAL 5 – Communications

To promote greater engagement with Shareholders and relevant stakeholder entities. It is recognised that there is little known about the Mawhera Incorporation by stakeholder partners and the general public.

Communications Strategy

Taking a greater role in informing, educating and communicating with Shareholders, key stakeholders, media and the general public. Capturing and recording the knowledge, and history of the Mawhera Incorporation to have available for future generations is important and will be undertaken.

Mawhera Incorporation's Strategic Plan is reviewed every five years and is up for renewal 2018.

GOVERNANCE TEAM

Mawhera Incorporation is administered by seven Committee of Management (COM) members who are mandated by the Shareholders to direct the Incorporation. They are appointed at the Annual General Meeting and hold office for a term of three years with re-election possible. Their terms are staggered to allow for continuity.

There is a combination of skills on the Committee. The existing Chairperson has been a representative since the Committee's inception in 1976. The remaining balance of the COM have been appointed in the last two rotation rounds. Combined, their skills include human resource, banking, policy, community development and law.

The Mawhera Incorporation retain the administration services of Ashton Wheelans Limited from their Christchurch office until such time as an in-house facility is established to accommodate all intellectual property and archival information.

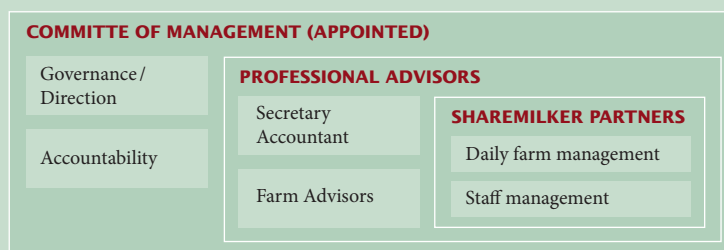


»» The Proprietors of Mawhera Incorporation

The Incorporation will develop a greater presence in Greymouth. This will lead to the eventual establishment of a where presence in Mawhera in the future. Aspirations are held to develop management capability by the COM to enable a move towards self-sufficiency in the future management of the Incorporation.

Specialist advice is sought from independent advisors to improve the quality of the COM's decision making. This is done for both the management of our current assets and when assessing future opportunities i.e., redevelopment of Mawhera CBD. When selecting advisors, trust and respect is always a fundamental premise. Mawhera strive to ensure that local consultants and advice is sought and used. Advisor performance is monitored by the COM.

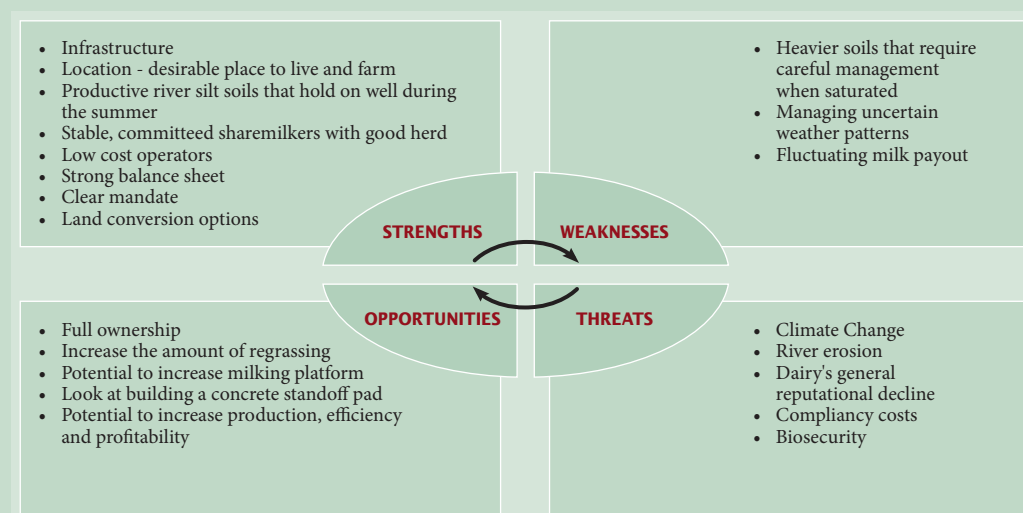
The COM has a high expectation around cultural responsiveness and reporting indicators that are not limited to solely financial.



Like similar Incorporations, Mawhera aspires to develop the capability of its COM to enable it the option and opportunity, to have full management by and for its people should it wish.

A Succession Plan is being developed to ensure vacancies on the COM can be filled by the Shareholders with the skills and knowledge required to grow and govern the affairs of the Incorporation.

Te pae tawhiti: kia tuu rangitira ai **Leadership, integrity and goodwill**





The Proprietors of Mawhera Incorporation

SOCIAL / COMMUNITY / NGĀ TIKANGA MĀORI

GOALS

Mawhera Incorporation has several significant regional and social responsibilities.

Whakamana te mauri: to protect and preserve in perpetuity those features of the Arahura River and our reserve lands within the catchment that are of historic, cultural, and ecological value and significance.

The Waitaiki Historic Reserve comprises a section of the Arahura River catchment, between and including the second gorge near the cesspool around Milltown, and up to Whakarewa (Lake Browning) – the source of the Arahura River. This area is approx. 12,436ha.

Mawhera is required to administer the reserve in accordance with the Reserves Act 1977, and in section 326 of the Ngāi Tahu Claims Settlement Act 1998, a condition is for the maintenance of free non-commercial public access to the reserve.

To do this Mawhera have prepared a Management Plan which will help ensure the integrated management of the historic and natural resources of the Waitaiki Historic Reserve. The plan involved an opportunity for the public and interested groups to contribute through a submission process and includes policies which cover:

- Waimāori – Freshwater
- Rauropi toi – Indigenous species
- Taru me kararehe kino – Pest plants and animals
- Mahi-ā-tākaro me te whai wāhi o te hapori – Recreation, public use and access; and
- Ngā mahi whai rawa – Commercial use and other activities.

Whakarato te mahi-ā-tākaro: Provide for, maintain, and manage access and other appropriate cultural, recreational and educational use of our lands for Shareholders and the wider public in a way that protects the wellbeing of the land, our river, our Shareholders, and the wider community.

Mawhera grants access to the Arahura River for educational recreation programmes such as:

- Aoraki Bound: a joint Outward Bound/Te Rūnanga o Ngāi Tahu personal development programme run twice yearly
- Tai Poutini Polytechnic Outdoor Education Course.

Local council/community development

Mawhera works closely with the Grey and Westland District Councils in supporting the development of the West Coast Cycle Trail. We are also active on the Tai Poutini West Coast Growth Study.

Our Committee members regularly give kōrero on the importance of pounamu within our catchment to various groups.



»» The Proprietors of Mawhera Incorporation

Support for local hapū, marae

The Incorporation is growing its relationship with the local marae. Mawhera gave a considerable piece of pounamu by way of koha, to be used for the tekoteko (the carved figure on the gable) of Tuhuru marae.

Social dividend

Mawhera has a three bedroom house situated at Lake Kaniere, 'Tāne Tiki'. It is available, at a nominal charge, for people who live outside of our region to return home and connect with their ancestral lands. Its purpose is to facilitate connection.

Education

Mawhera currently distributes \$5,000 annually by way of primary school grants. This year there were 30 successful recipients. The COM are considering how this could be increased to show the importance of education in facilitating the development of skill-sets that will be needed by this governance team in the future.





The Proprietors of Mawhera Incorporation

FINANCIAL AND BENCHMARKING

GOALS

Diversification

Increasing the diversification of Mawhera's asset base. Mawhera holds a large investment property portfolio which continues to be impacted by the fluctuations the local economy has experienced over recent years.

Tourism Development

Mawhera has signalled its commitment to developing a tourism type venture within the region and is part of the Tai Poutini Māori Tourism Strategy planning process.

CBD Development

Establishing and implementing a redevelopment plan to retain a viable commercial business centre for the Greymouth township as well as giving confidence to tenants and business owners is a priority for the Mawhera Incorporation.

One Billion Trees Programme

Mawhera assets, including the farm are susceptible to climate change and rising sea levels. Mawhera will explore the opportunity to convert parcels of suitable land to native forestry to:

- Provide potential employment in the future
- Combat the effects of climate change
- Provide important habitats for a range of native species
- Enhance natural landscapes.

Future Expansion of Dairying on the West Coast

Continually exploring acquisition of further dairy properties.

KEY PERFORMANCE INDICATORS

Mawhera Incorporation

- Operating within budget parameters
- Realise/exceed the hurdle rate of any investment
- Mawhera to make available at all times at least one COM member to represent on local and regional governing bodies and strategic groups. This is to ensure economic and social goals are an integral and considered part of decisions that affect the future of our people and investments.

Mawhera Tuatahi Dairy

- Working costs at or below \$1.50/kgMS + 20c/kgMS towards capital improvement – monitored throughout the season
- Achievement of budgeted milk, 2017/18 season 180,000 kgMS
- 90% six week in-calf rate, 10% empty rate and a <5% casualty rate
- Staff retention and recorded staff training and development
- Cashflow for farm operations and dividend distribution to Shareholders
- Benchmarking against comparable and reputable dairy businesses in the region.

All new capital expenditure must be supported by a business case clearly presenting the strategic/business rationale behind the request. To be considered, the proposal must include risk analysis (e.g. scenario planning using variations in milk payout) and financial analysis (i.e., cashflow, Net Present Value and Internal Rate of Return discount rate). Consideration of intangibles benefits is made by the COM in their decision making these include strategic, environmental, historical and cultural significance.



»» The Proprietors of Mawhera Incorporation

FUTURE STRATEGIES

- Potential development of the 55ha undeveloped area, this would allow the milking herd to increase to approximately 600 and increase production to 230,000 kgMS. Potential to move the Te Hewera farm boundary (neighbouring property) to also increase platform.
- Arahura does not have the ability to winter stock off on a run-off and make supplement. A run-off block located nearby and purchased at the right price would be beneficial to the whole farm.
- Constant review of effluent systems, to improve tracking and increase area currently spread.
- Surface drainage, weed rushes control to improve pasture growth and feed quality to stock.

CURRENT STRATEGIES

Land rationalisation

Mawhera are actively pursuing the purchase of property that comes onto the market within the Arahura River catchment to build our consolidated land holdings. It actively seeks freehold properties that are offered to the Shareholders first.

Engagement with Shareholders; communications

Mawhera are tendering excess housing within our portfolio to our Shareholders for removal.

Mawhera are actively seeking to increase our contacts for our Shareholders and transition towards electronic communications.

Mawhera have discussed a project to track Shareholders with no known contact details.

River strategy

As part of the river strategy Mawhera have drafted a series of access policies for recreational/ commercial and tribal access to the Arahura River catchment. This is included in the River Plan being developed by Boffa Miskell Ltd, an environmental consultancy company.

Health and Safety

Mawhera are progressively implementing our Health and Safety plans with an external contractor.

Diversification

Investment Funds – continuing steps to diversify our asset holdings. Mawhera have short listed three investment providers, the next step is the selection process and to interview and discuss at a Committee level.



»» The Proprietors of Mawhera Incorporation

BUDGET IMPLEMENTATION

By the 31st May each year a farm budget is set in conjunction with the 50:50 Sharemilkers and Farm Advisor and then forwarded to the COM for their consideration and approval.

The budget will be based on an analysis of the season to date, milk returns predicted by Westland Milk Products for the next season, essential repairs and maintenance, benchmarking with comparable farms in the region and proposed infrastructure requiring capital expenditure. Revisions are then made and finalised. The strongest measure of performance tool is the reporting to budget and the identification of significant variance.



»» The Proprietors of Mawhera Incorporation

FARM DATA AND KEY PERFORMANCE INDICATORS

FARM INFORMATION

Benchmark: Owners with a 50:50 Sharemilker West Coast Modelled Benchmark unless otherwise indicated.

MAWHERA INCORPORATION	2015	2016	2017	BENCHMARK
DESCRIPTION				
Effective dairy hectares	225	225	225	203**
Support block effective area	75	75	75	62**
Peak cows milked	600	500	495	461**
Milksolids (kgMS)	194,596	185,884	175,530	178,000
Staff numbers (FTEs)	4.8	3.3	3.7	3.3
Supplement fed (kgDM/cow)	960	500	602	924**
Soil fertility (P/pH)	23 / 5.8	34 / 6.0	30 / 5.9	25-40/5.8-6.2
Nitrogen (kg N/ha)	60	80	120	195
PHYSICAL KPIs				
Cows/ha	2.7	2.2	2.2	2.3
KgMS/ha	865	826	780	877
KgMS/cow	324	372	355	385
MS % cow weight (%)	75%	86%	82%	92%**
Cows/FTE	125	152	134	132**
KgMS/FTE	40,541	56,328	47,441	53,632**
Pasture eaten (TDM/ha)	10.2	9.7	8.9	9.3**
6-week in calf rate (%)	70%	68%	68%	78% *
LIQUIDITY (CASH)				
Net cash income (\$/kgMS)	2.88	2.10	2.36	2.36
Farm working expenses (\$/kgMS)	1.52	1.13	1.52	1.41
Cash operating surplus (\$/kgMS)	1.39	0.97	0.84	0.95
OPERATING PROFIT (\$/ha)				
Gross Farm Revenue (\$/ha)	2,489	1,735	1,842	2,069
Operating expenses (\$/ha)	1,468	1,225	1,681	1,552
Operating profit (\$/ha)	1,022	510	161	517
OPERATING PROFIT (\$/kgMS)				
Gross Farm Revenue (\$/kgMS)	2.88	2.10	2.36	2.36
Operating exp (\$/kgMS)	1.70	1.48	2.16	1.77
Operating profit (\$/kgMS)	1.18	0.62	0.20	0.59
Operating Profit Margin (%)	41.0%	29.4%	8.7%	–

*Industry Target Farm Information

**West Coast physical benchmark over ten farms



»» The Proprietors of Mawhera Incorporation

FINALIST COMPARISON

3 YEAR AVERAGE FOR EACH FARM

NAME	THE PROPRIETORS OF MAWHERA INCORPORATION MAWHERA TUATAHI	ONUKU MĀORI LANDS TRUST BOUNDARY ROAD FARM
District	Hokitika	Rerewhakaaitu
Business Type	Owner with 50:50 S/M	Owner with a Contract Milker
Effective Dairy Hectares	225	72
Support Block Effective Hectares	75	0
Peak Cows Milked	531	221
Total FTEs	3.9	1.2
Milksolids (kgMS)	185,336	93,153
PHYSICAL KPIs		
Cows/ha	2.4	3.1
MS/ha	824	1,294
MS/cow	350	421
Cows/FTE	137	179
kgMS/FTE	48,100	75,048
Nitrogen (kgN/ha)	86	99
Pasture Eaten (TDM/ha)	9.6	12.6
Supplement Fed (kgDM/cow)	687	1,095
LIQUIDITY		
Net Cash Income (\$/kgMS)	2.45	4.35
Farm Working Expenses (\$/kgMS)	1.39	2.88
Cash Operating Surplus (\$/kgMS)	1.06	1.47
OPERATING PROFIT		
Gross Farm Revenue (\$/ha)	2,022	5,602
Operating Expenses (\$/ha)	1,458	4,048
Operating Profit (\$/ha)	564	1,554
Gross Farm Revenue (\$/kgMS)	2.45	4.35
Operating Expenses (\$/kgMS)	1.78	3.13
Operating Profit (\$/kgMS)	0.67	1.22



»» The Proprietors of Mawhera Incorporation

FEED PRODUCTION

PASTURE MANAGEMENT, CROPS, SUPPLEMENTS

Mawhera Tuatahi Goals

- Maximise growth and utilisation of grass and crops grown
- Maximise feed covers and percentage of dry matter over peak milk
- Continued improvement of surface drainage and soil structure.

Strategy

Soil management is critical to the growth of the farm; managing and minimising pugging is essential for high growth rates. Frequent farm walks and feed wedges are used to calculate average pasture cover and growth rates. The captured data is then used to allocate paddocks to match available pasture with herd demand.

Mark and Debbie use the 3 leaf principle to maximise growth rates and determine rotation length.

Milk quality and production data from the Westland Milk Products portal in conjunction with farm data to assess feed strategies, e.g., determine pasture to supplementary feed rations.

Approximately 15ha of winter crop is planted and used in July. These paddocks are then re-sown into oats and annual ryegrass to provide high energy feed leading up to mating. This also enables nitrogen to be captured in a cover crop.

Additional oats and grass are sown in autumn to provide additional winter and early spring feed.

The farm makes 100 bales of baleage and 200 – 300 T DM of pit silage annually.

Between 600 and 800 bales of pea vine/grass seed straw bought in for winter/spring use. Any shortfalls in the feed budget are made up with palm kernel.

Dry matter intake in spring can limit production. The West Coast Monitor Farm Project shows that the West Coast can grow high ME (metabolisable energy) grass (12.5 – 13 MJME/kgDM) but intake is limited by dry matter percent. During peak production and leading up to mating dry matter percent is often only 12 – 15%, compared to the desired 16 – 18%. The Sharemilkers try to reduce the impact by topping pre-grazing and allowing the grass to wilt to lift the dry matter percent and increase overall cow intake.

SOIL MANAGEMENT AND FERTILITY

Annual soil sampling is undertaken on six representative paddocks. This information provides the basis of the fertiliser plan. Two seasons ago whole farm sampling was undertaken, providing an assessment of individual paddocks. The application of fertiliser to address the lower fertility paddocks identified over the last two seasons has seen a distinct improvement.

The fertiliser is applied over at least three dressings, reducing leaching and maximising utilisation. All the soil test and fertiliser information is stored using the 'My Ravensdown' programme.

Nitrogen is used predominately at times of low clover activity. On average 50 – 60 kg urea/ha is applied at each dressing. Lime is applied annually to the whole farm at 1 T/ha to maintain pH and dolomite or magnesium oxide is applied in autumn on the calving block to reduce the incidence of metabolic diseases in spring.

The paddocks have multiple gateways which reduce treading and pugging damage. Pinlock insulators are used along laneways so that cows can walk directly out of paddocks across the fence to be taken to stand off areas during winter.

A combination of aerating, rolling and spin draining increases pasture production by an average of 25%. Untouched paddocks grow an average of 8 T DM/ha compared to those developed at 13 – 14 T DM/ha. Last season aerated paddocks produced 80% pasture more than average paddocks.





The Proprietors of Mawhera Incorporation

ANIMAL PRODUCTION

HERD FERTILITY

The herd has been a CRV Ambreed sire-proving herd for over six years. Mark and Debbie have used CRV sires since they began Sharemilking in 2006. They believe CRV has a greater commitment to strong healthy cows with good legs, udders and traits other than production, which align with their own goals.

Prior to sire-proving, the herd was gene-screened, this enabled them to select mate cows to reduce undesirable traits in the herd. Bulls are selected for protein percentage, capacity, and longevity. The herd is a three way cross using Jersey, Friesian and Ayrshire semen, this results in an animal able to handle the West Coast conditions. Some families of cows have been retained as purebreds for contract and sire producing purposes.

As a fully recorded herd in the sire-proving programme, Mark and Debbie's data was used in the development of CRVs 'Low N Sires' and they have access to their cows MUN (milk, urea, nitrogen) values. This will help Mawhera in the future as more environmental monitoring is required.

Pregnancy testing was done 14th February 2018, with 10% empty after nine weeks of mating. Cows are mated using CRV semen for four and a half weeks and then run with Hereford bulls until week eight, followed by two weeks of Jersey bulls.

DAIRY REPLACEMENT

All replacements are run on the dairy platform. 25% replacements are kept for the herd.

Calves are run in mobs of 40 until weaning at 80 – 100 kgLW and then grazed on the Wellstar Block which grazes the young stock.

Heifers are mated one week prior to the planned start of mating of the herd. Jersey bulls are used for the heifers.



»» The Proprietors of Mawhera Incorporation

HUMAN RESOURCES

MANAGERS AND STAFF

Mawhera Incorporation Goals

Mawhera has a depth of talent and seeks to include our Shareholders in various professional, on-farm and advisory roles.

Participation in the agribusiness sector is diverse and at all levels. We need Māori leaders within the farming sector and ancillary sectors, especially science based research and development and professional services.

Mawhera has the ability to grow people into owning their own farms, thereby creating the stepping stone to a collective independence.

It is able to support workforce development opportunities in the land based sector, agriculture and the dairy industry.

Mawhera aims to be a preferred place of employment enabling us to attract and retain highly skilled Sharemilkers. This is seen as a critical component to the farm's performance and the success of the Incorporation.

Mawhera Tuatahi Sharemilker Goals

Mark and Debbie aim to be an employer of choice in the district. They do this by:

- Taking the opportunities to continuing to grow themselves through professional development, particularly in governance, agribusiness financial management and rural staff management training
- Encouraging staff to further their industry training
- Ensuring the farm meets legislative and compliancy requirements
- Providing a safe, healthy and fair workplace
- Maintaining low staff turnover
- Effective communication channels
- Fostering a team culture – taking time to know staff and their families, understand and celebrate their successes, provide support in times of need and develop respect, trust, and confidence in one another; provide work shouts and acknowledgement for work well done, BBQs to survive spring, welcoming Christmas time
- Encouraging staff to have a balance between work/family/interests/sports. Allowing flexibility within the roster. Rosters generated three-monthly so that holidays may be discussed and booked in early.

STRATEGIES

Mawhera Incorporation

- Provide an efficient and safe workplace
- Provide fair compensative remuneration
- Provide a high standard of housing
- Implementing and maintaining a high standard of infrastructure
- Encourage training and growth of staff
- Provide Shareholder's whānau with a pathway to a career in dairying
- Career growth within the industry, on and off farm
- Open communication with Sharemilker, staff and key stakeholders
- Staff integration with the community
- Encourage the professional development and profile of our Sharemilkers.





The Proprietors of Mawhera Incorporation

Mawhera Tuatahi Sharemilkers

Staff are one of Mark and Debbie's most important assets. How they recruit, manage and retain them is integral to both parties success. They use a well-planned recruitment process encompassing:

- Where they advertise
- A shortlist system
- An interview process which includes a practical component to assess their actual experience and work practices
- Assessing their fit with the team
- Reference checking
- Providing a job description for the role and recognised employment agreement. Clearly outlining the responsibilities/requirements of the job.

Once on the job they use a planned and structured orientation period.

- Use of DairyNZ Quickstart templates and Farmsafe Templates. Tasks checked off and dated as they are completed to ensure nothing is overlooked or forgotten.
- Clear rosters and timesheets.
- A daily catchup after morning milking to deliver the days plan, e.g., pasture rotation, changes to plans, animal health issues, hazards and contractors or visitors on farm.
- Regular three weekly meetings to discuss and plan weekly and seasonal duties, as well as farm goals.
- Working alongside staff to assess their level of skill and on-going training needs.

Performance reviews

Structured performance reviews are currently completed annually. Informal and formal coaching is done when Mark works alongside the staff members as they perform their farm tasks. Staff are not promoted until they can do the job successfully and consistently. Mark and Debbie work with individuals to identify a progression pathway for them to set and achieve their goals.

Training

Training needs are identified for staff at the beginning of employment. Some courses are a requirement during the orientation phase e.g., milk quality courses, Health and Safety training, machinery and vehicle training. Each staff member has a training log in their file. The training received is described and then signed and dated by the staff member when completed. Both on-farm training and external training are provided. Two staff members are currently undergoing training with Primary ITO. Jason Burnett is studying Pastures and Livestock Feeding with a view to developing his herd management skills and Eleanor Te Rakau is studying Milk Quality Level One as a refresher to update herself with dairy shed hygiene.

Rural professionals

It is Mawhera's preference to utilise farm consultants and advisors who are based in the Tai Poutini region and know and understand the nature of the people, iwi, environment, economy, politics and climate.

When appointing advisors we consider:

- An evidenced commitment to understand the complex nature of our portfolio and legislative constraints.
- Their relative preparedness and effort to incorporate cultural components within their work where appropriate.

Of our existing advisors, our Secretary/Accountant firm are an intergenerational appointment, this ensures a high level of institutional and legislative, compliance knowledge, particularly around the Te Ture Whenua Māori Act.



»» The Proprietors of Mawhera Incorporation

ENVIRONMENTAL / SUSTAINABILITY

GOALS

Hei whakamana te mauri o tō tātou tupuna awa o Arahura, mai i whakarewa ki te Tai o Poutini mō tātou, a, mō kā uri a muri ake nei:

The Arahura River is integral to manawhenua; it is a significant source of pounamu and remains an important mahinga kai (traditional food source) for our people. It is considered a part of our identity and revered with pride. Ensuring that it is kept pristine and any interface with our farms is of critical environmental importance to us.

To uphold the mauri of the Arahura River and its catchment in a manner that maintains and protects its outstanding water quality, as well as its cultural, ecological, and historical significance.

Whakakaha ngā tūmomo koiora:

To protect, preserve and enhance indigenous biodiversity, ecosystems, flora and fauna and the natural environment. In particular by minimising the impacts of land use activities and the threats of pest plants and animals.

Whakarato te mahi whai rawa:

To provide for the sustainable commercial use of our lands and farms in a way that is compatible with the protection and maintenance of the mauri of our tūpuna awa and whenua

KEY PERFORMANCE INDICATORS

- Completion of the Arahura River Plan
- On-farm, complete the tasks identified in the Riparian Management Plan
- Completion of the Farm Environmental Plan
- Maintain the effluent system to ensure there is correct effluent application and no contamination of waterways
- Fencing of waterways is completed.

FUTURE STRATEGIES

Mana Rangatiratanga – Farm and Environmental Planning

- Develop the Arahura River Plan to guide river management and help manage adjacent land use and impacts. Due end of 2018.
- Develop a Farm Environmental Plan that complements our operational farm plans and the proposed Arahura River Plan. Due end of 2018.

Waimāori / Freshwater Use and Protection

- Identify, measure, monitor on-farm water use.
- Implement appropriate changes to existing practices and systems to eliminate unnecessary waste and improve the efficiency of water use.



»» The Proprietors of Mawhera Incorporation

Nutrient Management

- Measure and monitor both the application and potential losses of nutrients from our farms.
- Implement appropriate changes to existing practices and systems to eliminate unnecessary use and waste of fertiliser inputs, leaching of nutrients, and improve the overall effectiveness of nutrient use.

Ecology

- As part of the Arahura River Plan, undertake an ecological assessment of the river adjacent to our operational farms to identify key areas and species requiring protection and/or enhancement. Due end of 2018.
- Develop and implement a programme of fencing and planting along all waterways as well as key areas of ecological significance, including wetland and spring areas.

CURRENT STRATEGIES

Many of these aspects will be addressed in the Arahura River Plan that Boffa Miskell Ltd are developing.



»» The Proprietors of Mawhera Incorporation

ENTREPRENEURSHIP AND INNOVATION

- The farm is part of a project to measure pasture by satellite and will compare to on-farm pasture walk results.
- Involvement in regional and local development plans.
- Arahura River Plan.

FARM INFRASTRUCTURE

The farm operates a 44 bale rotary shed with a 350 cow round yard with backing gate. There was subsequently an additional 150 cow square yard added.

An underpass adjacent to the cowshed was recently built to allow easy access across the road and minimise the imposition and health and safety risk that cows crossing the road can have.

The farm layout means there are many different races on the property, however only 150 m of raceway requires regular attention. The farm race is designed to enable two herds to be milked and managed on the farm with ease.

Accommodation on the property consists of three staff houses, two have garages and out buildings, the third has a carport.

There are a number of sheds including:

- One fertiliser shed and a walled concrete pad
- Two calf rearing sheds and four calf shelters
- An old cowshed repurposed as a workshop and chemical store
- Reticulated water to all paddocks (although recent drought showed a need to increase the line and trough size for dry periods)
- Water troughs on laneways leading to cowshed
- The silage pit and one large silage pad can easily store 400 T DM. Each is located more than 150 m from the river.



»» The Proprietors of Mawhera Incorporation

FARM MAP





FONTERRA IS PROUD TO BE A LONG STANDING SPONSOR

of the Ahuwhenua Trophy and through
Fonterra Farm Source, supporting and celebrating
exceptional performance within Māori dairy farming.



Helping Māori grow their legacy



tetumupaeroa.co.nz





NOTES



Working for all New Zealand Dairy Farmers

DairyNZ is the only organisation to represent 100% of all New Zealand dairy farmers in protecting and advancing their competitive edge on the global market. We do this through collecting the dairy farmer levy and investing it in world class applied dairy science, biosecurity, pest control and the development of proven tools that ultimately achieve change in profitable, sustainable and competitive farming practice.



0800 4 DairyNZ (0800 4 324 7969)

dairynz.co.nz


PGG Wrightson

*Proud to sponsor the
Ahuwhenua Trophy
BNZ Māori Excellence in
Farming Award 2018*



PGG Wrightson has been a long-standing sponsor of the Ahuwhenua Trophy. Celebrating Māori excellence and achievements in the pastoral sector, this competition supports PGG Wrightson's vision of helping grow the country.

www.pggwrightson.co.nz

Helping grow the country



Celebrating excellence in sustainable production

now, and for future generations.

ballance.co.nz

Onuku Māori Lands Trust

*19 Northern Boundary Road,
Supply No. 78873, Rerewhakaaitu*

Field Day: Thursday 12th April, 2018



»» Onuku Māori Lands Trust

FIELD DAY PROGRAMME

9.30	Pōwhiri at Rerewhakaaitu Settlers Hall, Rerewhakaaitu
10.00	Introduction to the Field Day Programme and History of the Ahuwhenua Trophy
10.20	Morning Tea
10.40	Farm tour including two stops Stop 1 includes: Farm Management, Pastures and People Stop 2 includes: Stock Policy, Environmental Practices and Infrastructure
1.00	Return to Hall for Governance, Financial Performance and Community
2.00	Award Ceremony and Presentations
2.30	Kai and Refreshments

Note: times are approximate

IMPORTANT NOTES FOR FIELD DAY ATTENDEES

The owners of the property wish to point out to all visitors to their property that several potential hazards exist in the course of travelling over the property, moving around the building, races, and in handling stock. Please assume all electric fences are going.

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.

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

Protect our industry - please arrive with clean boots to reduce the risk of spreading a disease, pest or weed.



»»» Onuku Māori Lands Trust

WHAT IMPRESSED THE JUDGES

GOVERNANCE AND STRATEGY

- The Trust demonstrated a strong sense of responsibility to their people. We saw a mission statement and their vision and values that form the strategy. Onuku have diversified the business well and there is continued ongoing focus on this.
- The Trustees bring a range of skills to the business. Very good use of external advice to help the business achieve their goals.
- Good linkages and relationship between Trustees, Farm Consultant and farm employees. This allows the Trust to monitor performance to make sure the strategy is being achieved.
- The Trust is implementing a pathway for their people by taking full ownership of the cows. This will help with getting the right person into right position at the right time.

SOCIAL / COMMUNITY / NGĀ TIKANGA MĀORI

- Consistency of paying grants each year demonstrates the strong performance of this business.
- Judges thought it was a great idea to contact people who have been provided scholarships in the past, then encouraging them into the business whenever appropriate.

FINANCIAL AND BENCHMARKING

- Separating the accounts for all farms allows the Trust and the Farm Adviser to measure performance accurately and identify areas for improvement.
- Onuku charges each individual entity when purchasing feed or providing grazing services from within the business provides excellent clarity.
- The Boundary Road Farm displayed good levels of profitability. Achieving 1,294 kgMS/ha vs 1,116 kgMS/ha benchmark (three years average) with a \$3.05/kgMS operating expenditure vs. \$3.61/kgMS operating expenditure benchmark (last three year average including a management wage to bring the numbers into line with the DairyBase benchmark).
- Profitability is being generated by strong levels of consistent production while reducing operating expenditure – a great achievement.

FEED PRODUCTION

- The farm suits the system three operation due to the choice of not investing in feeding infrastructure at this stage.
- Judges observe excellent pasture quality, which is a result of Alan Rondon achieving target pasture residuals in the earlier part of the season.
- Good use of spring rotation planner and other tools to help pasture management decisions throughout the season.
- Palm kernal is a good fit for this farm with it being a safe (low risk of metabolic problems) and economic feed.

ANIMAL PERFORMANCE

- Management recognises achieving targeted cow condition at calving will bring more production/cow. This is also a driver of improved reproduction performance.
- Young stock are regularly weighed and achieving industry targets. If an animal is falling behind they are separated and well fed.
- Great to see the farm focusing on improving cow performance and genetic quality.

HEALTH AND SAFETY AND HUMAN RESOURCES

- Signing in and out procedures completed for both properties visited.
- Farm Manager enrolling in Primary ITO level 4 classes as an extension of prior completed training.

ENVIRONMENTAL / SUSTAINABILITY GOALS AND STRATEGIES

- Very strong awareness of the issues within the lake catchment and how this impacts the farm. Soil test completed regularly, and fertiliser application is based on these results.
- A proactive attitude towards environmental plans. A real focus to be ahead of the game.
- Great attention has been paid to the retirement and preservation of the lake edges.



»» Onuku Māori Lands Trust

DIRECTORY

Tribal Affiliation: Ngāti Rangitihi

Number of Owners: 4,404

TRUSTEES / BOARD

Moyra Bramley, *Chairperson*

Barnett Vercoe, *Trustee*
– *Farm Committee*

Les Stowell, *Trustee*

Maramena Vercoe, *Trustee*

Tina Ngatai, *Trustee*

Ken Raureti, *Trustee*

FARM STAFF

Alan Rondon, *Farm Manager*

Kama Langdon, *Farm Employee (casual)*

FARM DESCRIPTION

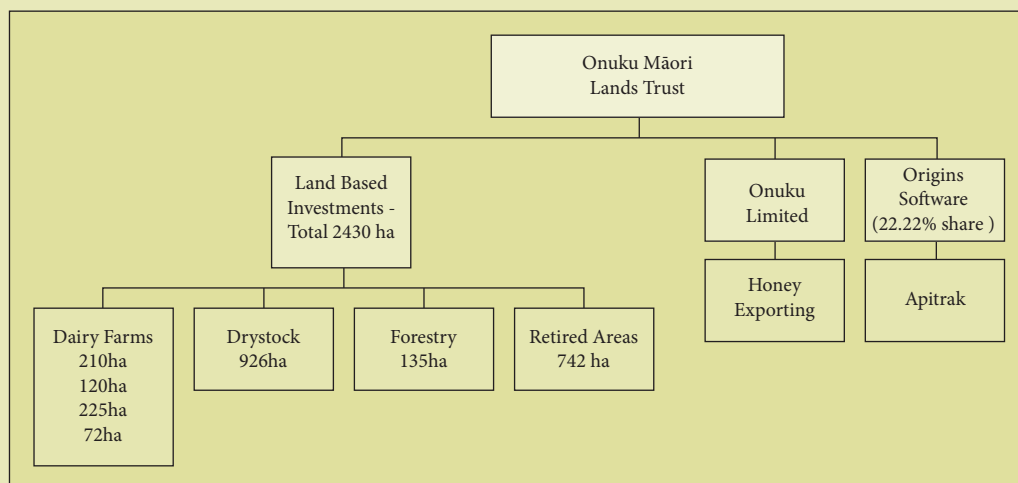
Boundary Road Farm is a 72ha farm milking 225 cows aiming for high productivity, business efficiency and strong guardianship of the natural environment.

The property has achieved an average of 1,215 kgMS/ha over five years and aims to produce at least 90,000 kgMS of grade free milk annually. This is achieved on a mainly grass based diet. Replacements are grazed off-farm from calves until 20 months of age, as are mixed age cows in winter.

The farm is of rolling contour, and is managed by one of Onuku's own, Alan Rondon and his partner, Kama Langdon.

The focus over the next three to five years is to lift per cow production from 400 – 450 kgMS through improved reproductive performance and herd quality whilst reducing the impact on the environment.

Boundary Road Farm forms a part of Onuku Māori Lands Trust which encompasses 2,430ha. The structure of Onuku is as follows:



»» Onuku Māori Lands Trust

HISTORY OF THE FARM

Ko Ruawahia te maunga

Ko Onuku kei te putake

Ko Rotomahana te moana

Ko Rangiaohia te whare tupuna

Ko Ngāti Rangitihi te iwi

Ko Te Arawa te waka

Ko Mokonuiarangi te tangata

Boundary Road Farm comprises a 72ha block near Lake Rotomahana, about 30km south of Rotorua. The Trust milks 220 cows which produce about 90,000 kgMS.

In 1882 the land now known as the Onuku Māori Lands Trust was partitioned and handed back to Ngāti Rangitihi. The Mount Tarawera eruption occurred on the 10th June 1886, wiping out the Rangitihi Pā located at Moura on the shores of Tarawera, and the world famous Pink and White Terraces on the shores of Rotomahana. The surrounding land, including that of Onuku, was covered with Rotomahana mud and portions of Tarawera ash and gravel. These soils today make up the base of the Onuku Farms. The estate stretches from Mount Tarawera in the north to Timberlands boundary in the south across State Highway 38.

From 1963 the land was developed and managed by the Department of Lands and Survey and handed back to Ngāti Rangitihi in 1982 when the Onuku Māori Lands Trust was formed. It had been run as one big drystock farming operation, but one of the goals of the Trust was to diversify, and dairy was a good choice. Today the Trust has developed to consist of four dairy farms, a drystock farm, forestry, natural reserves and a manuka plantation. Onuku has also developed outside the farm gates, starting an export honey business: Onuku Honey.

One of the strategic goals of Onuku has always been to acquire land on its boundaries and when the Rotorua District Council Northern Boundary Road dairy farm was put up for sale in 2004, Onuku felt they had to be a serious bidder. Hence this is the farm you see today. When purchased the farm was in a rundown state and required some work to bring back up to standard. As an investment, this farm has been a good performer averaging 1,214 kgMS/ha. The farm is 90% pasture based and the team uses Farmax and Overseer to assist with effective management decisions.

The farm has a strong environmental focus, with Onuku being part of Project Rerewhakaaitu, a voluntary local farming initiative to help protect local waterways and lakes. Management focus on reducing nitrogen and phosphate and achieving the highest possible animal welfare standards.

The more recent strategy for Onuku is the move from sharemilking to herd ownership and the Trust now owns the herds on both Dairy Two and Boundary Road Farm. Boundary Road Farm has allowed the Trust to realise another of its goals by 'growing our own' in the industry and on farm. Manager, Alan Rondón is of Ngāti Rangitihi descent, and his Grand Uncle was one of the original Trustees of Onuku. Alan originally worked for our Dairy One farm Sharemilker as his 2IC.

The strategy is for training Onuku owners in farm management on Boundary Road and creating a pathway through to the larger dairy farms on Onuku.

The Onuku board is actively involved with the various areas of its business, particularly on farm and they visit regularly. The Trustees are: Moyra Te Ariki Bramley (Chair), Barnett Vercoe, Les Stowell, Maramena Vercoe, Tina Ngatai and Ken Raureti.



»» Onuku Māori Lands Trust

GOVERNANCE AND STRATEGY

OUR VISION

Onuku, he taonga tuku iho, mō āke tonu atu.

As a guiding whakataukī, this statement encompasses all that is Onuku. The Trustees are passionate and committed to this vision, acknowledge the treasure that is Onuku and the mana that is entrusted to them to protect, enhance, and grow for the future.

OUR MISSION

To focus on realising and enhancing the present and potential value of Onuku while sharing its benefits and prosperity with our owners and their descendants.

The Trustees review the vision, mission, and strategic plan regularly. The last review was in 2017 where only minor changes were made to reflect the balance between the present and the future, both in relation to the whenua and the tangata whenua. Enhancing and protecting this generation, but not losing sight of the more distant horizon and the future generations who will whakapapa to this taonga.

“Sharing the benefits now and growing for the future” is our focus. Onuku ‘walk the talk’ by making distributions every year since 1992 and by growing our asset by \$1 million per annum since the Trust took back control of its lands.

OUR GOALS

For over fifteen years, the Trust has had a strategic plan in place. The recent strategy review conducted in 2017, refined and updated the goals of the Trust to reflect where it is now and the direction it is heading. These are:

1. To grow both the ownership and profit of farming activities through growing land ownership, moving towards herd ownership and achieving high farm returns, whilst still maintaining a focus on environmentally sustainable development.
2. Seek out and create opportunities to improve the Trust’s other business activities and grow the Trust’s asset base (diversifying into off-farm activities that create synergies with existing operations, enhancing the Onuku brand and forming partnerships).
3. Ensure capable and effective governance mechanisms are in place to achieve the sustainable development of the Trust.
4. Ensure governance decisions are made in the best interests of the Owners and their descendants.
5. Ensure we care for our lands and preserve the mātauranga Māori of Onuku.

OUR VALUES

The guiding principles for the Trust are:

- Honest – Pono: we are honest and keep our promises
- Professional – Tika: we act with integrity
- Kaitiakitanga: we care for our lands and preserve the mātauranga of Onuku
- Rangatiratanga: we are the owners of our destiny
- Innovative – Auaha: we seek ways to do things better
- Visionary – Mātaki: we look to the future to guide the decisions of today.



»» Onuku Māori Lands Trust

GOVERNANCE

Onuku has had the benefit of stable and consistent governance, evidenced by the fact that our Chairperson has been on the board for over 30 years. The Trust is comprised of six Trustees.

Trustee rotation was introduced in 2013 and every second year two Trustee positions are up for re-election. Current Trustees may re-stand for the position. This provides opportunity to bring new skills and ideas to the board whilst maintaining a consistent management, as board members are guaranteed a six-year term before standing again.

Onuku is fortunate to have a range of skills in different areas of business with very experienced Trustees who sit on several other Māori entities.

Trustees have responsibilities for different areas of the Onuku business; this is aligned with their skill base. For example, Barnett Vercoc oversees the farm buildings (thirteen residences plus numerous farm buildings), is the Director for Onuku Honey and is a representative for Project Rerewhakaaitu, Te Arawa Primary Producers and the Awhina Collective. Maramena Vercoc is a Director of Origins Software and Onuku Ltd. Les Stowell represents the Trust at a national level in the honey industry and is often called upon for comment and input in the manuka industry.

The Farm Committee representative has a solid farm industry knowledge and attends all farm meetings with the Farm Advisor. They both report back to the main Board meeting.

The Board meet monthly and reports on each area of Onuku business are submitted to them for discussion.

The Annual General Meeting is well supported each year. The Trustees take on the feedback at these meetings to make improvements that meet the Owner's aspirations for Onuku. A farm trip is held every second year so that Owners can have the opportunity to reconnect directly with the whenua and see the development taking place first hand.

Succession planning was identified as an area to work on in the 2017 revised strategy. The Trustees have started addressing this with an education grant recipient database that the Trustees can access to look for suitably qualified individuals with skills to awhi into management and governance roles.

The strategic planning objectives are divided into monthly tasks that are reported on monthly to the board, keeping the 'waka on its course'.



»» Onuku Māori Lands Trust

SOCIAL / COMMUNITY / NGĀ TIKANGA MĀORI

GOALS

Onuku's social aspirations are firmly aligned to benefit the Owners with a focus on:

- Acknowledgement and preservation of the unique cultural, spiritual, and geological heritage of Onuku, through the continued focus on farming in an environmentally sustainable manner – reducing the current footprint.
- Effective communication and engagement with Owners, through web and email, an annual Christmas report, the AGM and farm tour, Education grants, Kaumātua grants and Discretionary grants.
- Reducing the number of unclaimed dividends. Onuku are looking at ways to help Owners process successions and claim funds held.
- Reviewing and maintaining a solid distribution policy.
- Living the mission and sharing the benefits of the prosperity of Onuku for this generation and next is paramount.
- Onuku has maintained its distribution policy with a solid history of yearly Owners payments. A review to ensure that this still meets their needs and how to increase the payment to current Owners is being undertaken.
- Getting Owners involved in Onuku's businesses
- Onuku is focussed on creating pathways for young Ngāti Rangitahi to train, step to farm management, step up to Contract Milking then progress to Sharemilking and eventual farm ownership. The Boundary Road Farm Manager, Alan Rondon, is currently undertaking this pathway.

In addition, Onuku engages with the wider community through:

- the Rotomahana Fishing Club – giving access for owners to Lake Rotomahana.
- The local Rerewhakaaitu Rodeo which has become the local event of the year. Our drystock staff (Merv and Cory Church) and their extended whānau are nationally recognised in rodeo.
- Many school and community groups gain access to Rotomahana through Onuku for a variety of uses including the Hillcrest High School and Tarawera Ultra marathon.
- Taratahi Agricultural Training Centre are currently using the Trust facilities for training every week and observing and participating in various farm activities.

SITES OF SIGNIFICANCE

The Trustees recognise the special significance of the land and a lookout was built as a focal point for Onuku. The Pou on the lookout represent the eight beating hearts of Te Arawa.

The Trust is also proud of its carved signage which our late Trustee, Des Rogers explained as follows:

The Pou are two dimensional faces – front and back, looking at 360° of the Trust's whenua. They are able to observe the goings on all around them.

The Pou represent all the people who lived in the area NOT any particular ancestor(s) – mainly because we do not know who lived where. Whakapapa would come into it and we could well upset someone if we were to put specific names to the Pou.

The Spiral represents the link/connection between the land and our ancestors long gone. Similarly, this wairua comes back from the stars to us the living; who are looking after the whenua now.



»» Onuku Māori Lands Trust

BUSINESS MANAGEMENT

GOALS

Onuku has positioned itself to grow through targeted focus in three areas:

- Off-farm investments
- Expansion into neighbouring land
- Capital investment into farm

Over the total investment portfolio Onuku is targeting:

- Achieving a \$1.9m EBITDA
- Targeting a 5% return on the asset
- Diversifying assets and managing risk
- Creating a gateway to farming for Ngāti Rangitihi

Principal considerations in implementing this strategy are:

- Employment
- Direct investment
- Diversification

Social and financial objectives are paramount in any new investments considered, as are partnerships with iwi and other business professionals with synergies that align with the Onuku vision.

KEY PERFORMANCE INDICATORS

Onuku firmly believes that productivity and profitability are highly important so chasing a high production at any cost is not the focus on any of the farms.

Boundary Road Farm is consistently one of the better performing Onuku farms. KPIs for 2018 are:

Production

- 400 kgMS/cow
- 1,250 kgMS/ha

Reproduction

- Six week in-calf rate better than 65%
- In-calf rate 90%+

Cow wastage

- Deaths under 2% (five animals)
- Culling 10% or more based on lower productive traits

Milk Quality

- No grades, somatic cell count under 150,000 full season
- FEI (Fonterra Fat Evaluation Index grading system) A or B (advisory)

Environmental

- Working within nutrient management plan objectives
- Farm environmental plan outcomes implemented



»» Onuku Māori Lands Trust

INVESTMENT CRITERIA

Historically the Trust has had a very careful and considered approach to development. More recently the Trust has realised the need to use its equity to grow. The Trust continues to maintain a strong balance sheet, which affords them the ability to act quickly when opportunities arise.

To evaluate any new investment, the Trust undertakes a strict due diligence process that seeks to ensure that the proposed investment fits with the strategic objectives. This process includes the engagement of independent specialists when needed.

Onuku evaluates the investment opportunities using the following criteria;

- Employment of Ngāti Rangitihi
- Direct investment return
- Diversification – risk management

Boundary Road sits as a strategically located farm that creates an opportunity for Onuku to grow. Investment into any new infrastructure on this farm is therefore considered with an eye on the long term goal of acquiring more land and having flexibility to add and change the structure.

STRATEGIES

Onuku is actively diversifying on-farm policies to incorporate additional revenue streams that have a better environmental outcome such as sheep milking, deer and manuka.

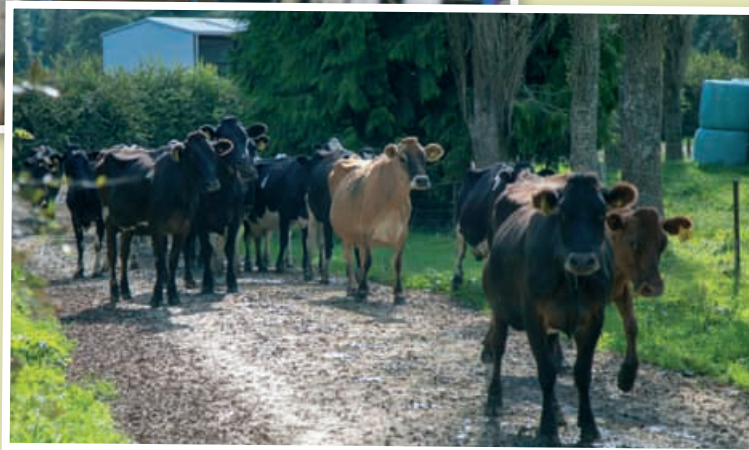
To invest in these alternatives, Onuku is seeking to improve its profitability across all its operations. To do this, tools such as Farmax are used to model alternative management options. These are used to evaluate where more profit can be gained. The Boundary Road Farm has shown that the current management practice is optimising returns.

Our budget is developed annually with input from the administration and farm advisory teams. This receives an overview from our accountant and is then presented to the Board for approval in May.

Any expenditure outside budget is presented to the Board for approval and we also review the budget through the year, depending upon climate or payout factors that may impact the bottom line.



»» Onuku Māori Lands Trust



»» Onuku Māori Lands Trust

FARM DATA AND KEY PERFORMANCE INDICATORS

FARM INFORMATION

Benchmark group BOP Owners with Lower Order Sharemilker or Contract Milker unless otherwise indicated.

ONUKU MĀORI LANDS TRUST	2015	2016	2017	BENCHMARK
DESCRIPTION				
Effective dairy hectares	72	72	72	138
Support block effective area	0	0	0	38
Peak cows milked	223	218	222	424
Milksolids (kgMS)	98,237	93,901	87,321	149,306
Staff numbers (FTEs)	1.3	1.1	1.1	2.4
Supplement fed (kgDM/cow)	1,135	1,076	1,074	786**
Soil fertility (P/pH)	48 / 5.9-6.2	Not tested	46 / 5.9-6.0	35-40 / 5.8-6.2
Nitrogen (kg N/ha)	111	96	90	131
PHYSICAL KPIs				
Cows/ha	3.1	3.0	3.1	3.0
KgMS/ha	1,364	1,304	1,213	1,082
KgMS/cow	441	431	393	356
MS % cow weight (%)	96%	93%	86%	78%**
Cows/FTE	139	198	201	171
KgMS/FTE	61,398	84,365	79,382	60,985
Pasture eaten (TDM/ha)	13.2	12.5	12.1	12.9**
6-week in calf rate (%)	60%	61%	60%	78% *
LIQUIDITY (CASH)				
Net cash income (\$/kgMS)	4.41	3.39	5.26	5.29
Farm working expenses (\$/kgMS)	2.84	2.83	2.96	3.23
Cash operating surplus (\$/kgMS)	1.57	0.56	2.30	2.06
OPERATING PROFIT (\$/ha)				
Gross Farm Revenue (\$/ha)	5,954	4,317	6,535	5,776
Operating expenses (\$/ha)	4,124	4,058	3,961	4,083
Operating profit (\$/ha)	1,830	259	2,574	1,693
OPERATING PROFIT (\$/kgMS)				
Gross Farm Revenue (\$/kgMS)	4.36	3.31	5.39	5.34
Operating exp (\$/kgMS)	3.02	3.11	3.27	3.77
Operating profit (\$/kgMS)	1.34	0.20	2.12	1.57
Operating Profit Margin (%)	30.7%	6%	39.4%	29.3%

*Industry Target

** Benchmark Whakatane/Galatea



»»» Onuku Māori Lands Trust

FINALIST COMPARISON

3 YEAR AVERAGE FOR EACH FARM

NAME	THE PROPRIETORS OF MAWHERA INCORPORATION MAWHERA TUATAHI	ONUKU MĀORI LANDS TRUST BOUNDARY ROAD FARM
District	Hokitika	Rerewhakaaitu
Business Type	Owner with 50:50 S/M	Owner with a Contract Milker
Effective Dairy Hectares	225	72
Support Block Effective Hectares	75	0
Peak Cows Milked	531	221
Total FTEs	3.9	1.2
Milksolids (kgMS)	185,336	93,153
PHYSICAL KPIs		
Cows/ha	2.4	3.1
MS/ha	824	1,294
MS/cow	350	421
Cows/FTE	137	179
kgMS/FTE	48,100	75,048
Nitrogen (kgN/ha)	86	99
Pasture Eaten (TDM/ha)	9.6	12.6
Supplement Fed (kgDM/cow)	687	1,095
LIQUIDITY		
Net Cash Income (\$/kgMS)	2.45	4.35
Farm Working Expenses (\$/kgMS)	1.39	2.88
Cash Operating Surplus (\$/kgMS)	1.06	1.47
OPERATING PROFIT		
Gross Farm Revenue (\$/ha)	2,022	5,602
Operating Expenses (\$/ha)	1,458	4,048
Operating Profit (\$/ha)	564	1,554
Gross Farm Revenue (\$/kgMS)	2.45	4.35
Operating Expenses (\$/kgMS)	1.78	3.13
Operating Profit (\$/kgMS)	0.67	1.22



»» Onuku Māori Lands Trust

FEED PRODUCTION

PASTURE MANAGEMENT, CROPS, SUPPLEMENTS

Stocking rate and grazing management systems are designed to optimise feed quality and utilisation. This is a high priority as it directly affects farm profitability.

The largely pasture based system is supported strategically with up to 90 T palm kernal in spring and 90 – 110 kgN/ha applied annually.

Seventy five percent of the herd is wintered off for six to seven weeks, this enables the soils to be protected from pugging damage and the targeted calving pasture cover of 2,300 kgDM/ha at calving.

The farming system aims to import under 15% of total feed eaten, and where possible source some of this as high-quality grass silage from the Trusts' drystock farm (40 – 50 TDM/yr).

Farmax modelling shows that around 12.1 – 12.5 TDM/ha of pasture is eaten annually.

Minimal pasture renewal has been required on this farm with strategic undersowing practised as needed. Cropping was discontinued some years ago. The policy is now one of introducing new species via direct drilling into existing pasture swards as required. This is both more cost-effective and environmentally friendly.

The pasture cover is monitored regularly and the feed plan updated to consider 'what if' analysis to ensure well focussed, objective decision making.

The Management team monitors post-graze residuals closely throughout the season. They use this as a basis for the timing of introduction of the appropriate supplement and changes to the herd grazing plan.

SOIL MANAGEMENT AND FERTILITY

An annual nutrient budget and associated nutrient input plan are completed.

The soil is relatively free draining and the seasonal spread of nutrient inputs is designed to minimise the risk of loss to ground water. Nitrogen use efficiency is in the 28 – 32% range.

Soil testing is conducted every second year.

Average soil test results are: pH at 5.9 – 6.0, Olsen P 40 – 55, potassium 7 – 9, and magnesium 15 – 20.



»» Onuku Māori Lands Trust

ANIMAL PRODUCTION

HERD OVERVIEW

This Friesian Cross herd has a Breeding Worth of 60 and Production Worth of 72 with 90% of the herd under nine years of age.

The aim is to maintain 225 cows producing 400 – 420 kgMS/yr, in the short term. With a gradual shift through breeding and selection to having 210 – 215 cows achieving 450+ kgMS/yr on a largely pasture based diet in the longer term.

There is a strong focus on minimising the herd wastage rate thereby allowing a higher proportion of culling/selection on productivity based traits.

Calving commences on 25th July and the aim is to confine this to a ten-week period.

Milk Quality

This farm has been an outstanding achiever with a grade free status for several years.

The Somatic Cell Count average over five years has been 139,000. The target is to be under 100,000.

Dairy Replacement

Calves leave the farm in December. The heifer replacement rate is 22%.

These are grazed on the Trusts' drystock farm and come back into the herd at 85 – 90% of mature herd liveweight. Last year the replacements were 419 kgLW in May and are on target for 435 kgLW or better this year.

Animal Health

In conjunction with the vets an annual plan has been prepared and is reviewed monthly.

Herd Fertility

This has been the subject of intense review of late with the aim of lifting the six-week in-calf rate from 60 – 61% to 65 – 70% in 2018/19 and up to over 75% by 2020.

The herd empty rate has generally been under 10%, well below the district average.

The breeding programme has been developed with a focus to lift breeding indexes as quickly as possible over the next three years. Following four and a half weeks of AB (artificial breeding) for replacements, short gestation Hereford is used for one week, this is followed by five weeks with bulls.



»»» Onuku Māori Lands Trust

HUMAN RESOURCES

MANAGERS AND STAFF

Goals

Onuku creating a pathway for success is a goal and Boundary Road Farm is the first step for aspiring Onuku Owners to start that journey.

Employment on Onuku Dairy Farms is a transitional way for Owners to move through the ranks, gaining skills and experience as they progress.

Alan Rondon, the current Manager on Boundary Road is in his first year on this farm. Previous to this he was employed as a 2IC on Dairy One, by the current Sharemilkers. His focus is on gaining skills to move to the next step of managing Dairy Two. This is a larger unit requiring additional skills before reaching Dairy Three, an even larger dairy unit.

Strategies

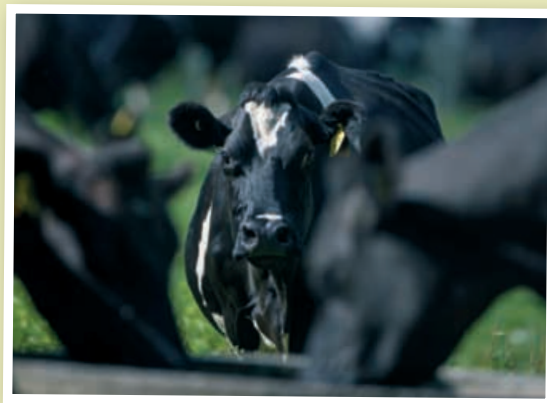
Onuku targets potential Owners to awhi into its transitional programme and has already got its sights on Alan Rondon's successor when he moves to the next step. This succession plan puts the Trust in a good position to attract young and aspiring farmers who can see a clear pathway ahead through Onuku – particularly as this cements their connection the connection to their whenua.

Key attributes sought in staff are a passion for farming and the ambition to improve and grow.

Training is a focus and the Trust is supporting Alan and Kama in furthering their education. Alan is currently studying level 4 Primary ITO and attendance at farm discussion groups and field days is encouraged.

A close working relationship with the Farm Advisor and farm committee Chair exists. Alan has been provided with clear goals to achieve and in his first year is proving to have great skills – particularly in pasture management. Agfirst provides a monthly plan and a hotline for any difficult scenarios. The monthly visits are an opportunity to discuss what is happening on farm and to formulate a clear written plan outlining any steps required. These monthly reviews provide training and support, rather than an inspection, and Alan has risen to all challenges that have been put in front of him with his calm sensible attitude.

The Trustees bring everyone involved in Onuku together at Christmas. This is a great opportunity for our Sharemilkers, staff from all operations and Trustees to get to see each other in a social environment.



»»» Onuku Māori Lands Trust

ENVIRONMENTAL / SUSTAINABILITY

GOAL

To continue farming in a profitable manner with a low to moderate environmental footprint.

KEY PERFORMANCE INDICATORS

Our KPIs not only centre around nitrogen and phosphorus loss, but all areas including dealing with waste, shade, and water use efficiency.

An Agfirst environmental audit of Boundary Road has suggested that we can reduce nitrogen and phosphorus losses through smarter management strategies. The Farm Environment Plan outlines a number of initiatives that the Trust is focussing on.

These include:

- Reducing nitrogen loss to ground water through the future use of alternative species and breeding 'fit for purpose' cows that have a lower environmental footprint
- Increasing area of effluent application by 10ha
- Reducing imported feeds and utilising feed from other Onuku farms
- Full recycling where possible (no inorganics on farm)
- Lifting genetic merit of herd to reduce stocking rate, whilst maintaining productivity.

The Trust is evaluating options such as herd homes/covered feedpad and different feed system regimes that might improve operational efficiency, sustainability and economic returns.

STRATEGIES

The Farmax modelling suggested that the farm could reduce cow numbers and keep to a similar production through genetic improvement of the herd. We are aiming to achieve a herd producing 450 – 500 kgMS/cow.

Since 2010, Onuku has been an active participant in the Lake Rerewhakaaitu catchment nutrient management programme: Project Rerewhakaaitu.

Our Farm Committee Chair is a member of this group, attending all meetings and reporting back to the Board. Project Rerewhakaaitu has been a voluntary initiative that has worked with the Bay of Plenty Regional Council and AgResearch. Onuku has carried out work over its total estate to ensure that its focus has been on long term environmental sustainability and protection of Lake Rerewhakaaitu and Lake Rotomahana.

Over its total estate, Onuku has set aside 742ha in reserves and retired areas.

Onuku has planted manuka as a means to balance our commercial use of the land and is gathering hau kāinga to nurture more seedlings for the area.

We have a longstanding relationship with Department of Conservation, working with them to protect those areas we have set aside under Ngā Whenua Rāhui kawenata and including regular inspections and pest control within those areas.

The planting of 135ha of pine forest around the edge of Lake Rotomahana was a strategic move to create a buffer zone for nitrates entering the lake.

Onuku is part of a Māori greenhouse gas (GHG) project funded by New Zealand Agricultural Greenhouse Gas Research Center to model GHG mitigation systems on Māori farms.



»»» Onuku Māori Lands Trust

ENTREPRENEURSHIP AND INNOVATION

Onuku has a great story to tell and is in the first stages of telling that story to the world through the development of its own brand. The Trustees recognise that to realise and enhance the present and potential value of Onuku, that this story and development outside the farm gate is important.

Onuku Honey was started approximately 18 months ago and buys, labels and distributes honey. As part of its strategic objectives, Onuku hopes to acquire a beekeeping business to secure supply. Origins software, traceability technology that Onuku has also invested in, is part of that innovation and is used as a point of difference for the Onuku products.

The brand development is a first step in further development of Onuku products for direct export. These will in future include manuka oil from the Trusts manuka plantation which was established in 2014.

Environmentally innovative, the Trust is exploring the conversion of some of its land to sheep milking and deer, which will provide diversification and substantially reduce nitrogen loss.

FARM INFRASTRUCTURE

This farm is well set up to optimise performance. The 20 aside herringbone shed has seen many years of service but is fit for current purpose.

A central working area is well supported with two large implement / calf rearing sheds and a concrete pad for palm kernel storage.

The effluent system was upgraded five years ago and consists of a lined pond with 35 – 40 day storage. The effluent is then applied to 12ha of irrigated area (being increased to 20ha).

The farm has 51 main paddocks, serviced by three main central races which are maintained annually. Most are within one kilometre of the dairy shed. Cow flow around the farm is very simple and efficient.

Water is supplied from a bore, and has a Dosatron in place to dispense minerals.

The farm has two houses, one of which is available for staff that can work across any number of the Trusts' five farms.

There is a strong annual maintenance plan across all the Trusts' houses and sheds.

A programme to modernise the farms internal fences was commenced in 2017.

The farm has a significant number of shade trees and a plan to extend this via a strategic planting programme will commence in 2018 (across all farms).

Races have been upgraded over the last two years with a strong emphasis on reducing cow lameness, maintaining water flow cut outs and water tables. The area around the shed entry / exit has been upgraded using 'stock rock' to provide a solid material base on the heavy traffic area.



»»» Onuku Māori Lands Trust

FARM MAP





Te Puni Kōkiri
REALISING MĀORI POTENTIAL

Te Kāwanatanga o Aotearoa



Ko te pae tawhiti, whāia kia tata; ko te pae tata, whakamaua kia tina.

Te Puni Kōkiri is a proud sponsor of the Ahuwhenua Competition.



massey.ac.nz

YOUR FUTURE KNOWS NO BOUNDS

Massey University is proud to support
the 2018 Ahuwhenua Trophy
celebrating Māori Excellence in Farming



agresearch

āta mātai, mātai whetū



Delivering
solutions
focused on
the **distinctive**
needs of
Māori in
the pastoral
sector

Driving prosperity by transforming agriculture.

If you have a pastoral, agri-food, agri-technology or value chain challenge we're here to help.

Connect with the scientists, technologists or engineers you need,
at AgResearch's Partnerships and Programmes Group.

07 834 6600 | info@agresearch.co.nz | www.agresearch.co.nz



NOTES

»» ABOUT THE COMPETITION

AIMS

- To recognise excellence in Māori farming.
- To encourage participation and ensure its sustainability.
- To use the Award to showcase achievements in the Māori farming sector, in particular successful farming approaches to governance, financing, management and the recognition of ngā tikanga Māori.
- To utilise the Award 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, participants will gain:

- Recognition for excellence in the dairy farming industry and the wider New Zealand farming industry.
- Judges' expert advice and guidance to improve their farming operations.
- Access to a network of progressive and like-minded individuals and organisations involved in dairy farming.
- Exposure to practices and approaches of other Māori dairy 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. Finalists will receive a medal and prizes to a value of not less than \$15,000.

JUDGING

Judging will be based on:

- A. The efficiency with which the property is farmed relative to its potential.
- B. Financial results.
- C. 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 and Strategy	20	• Strong leadership • Trustee understanding of the business • Good strategy • Monitoring of strategy • Implementation of strategy
Social/Community/ Ngā Tikanga Māori	15	• Contribution to, and participation in, communities of interest to the organisation; support for local hapū, marae, and wider local community • Governance or management team's ability to include tikanga Māori in aspects of the business • Identification and protection of cultural sites
MANAGEMENT AND PERFORMANCE		
Financial and Benchmarking	20	• Economic Farm Surplus (EFS) • GFR/HA • FWE as a % of GFR • Consistency over time • Wealth creation – Leveraging Asset Base, Internal Capital Investment/Development ROC • Understanding the Financials – Budgeting, Variance Reports, KPIs
Feed Production	10	• Development and sustainability of soil fertility • Quality of permanent pastures [composition and nutritive value] • Forage crop yields and integrated use • Use of least cost supplements and tactical use of nitrogen • Feed budgeting and grazing plans
Animal Performance	10	• Stock health and welfare • Genetic improvement • Reproductive and growth performance • Supply of products to market specifications • Purchasing and marketing skills
Human Resource	10	• Employment agreements and job specifications • Performance review approach • Training support and career development • Team culture and attitude • Health and safety plans and implementation
Environment/ Sustainability Goals and Strategies	15	• Environmental plans in place • Environmental plans are being implemented • Environmental performance is being monitored and promoted • Biodiversity is being enhanced
TOTAL	100	



»»» ABOUT THE JUDGES

The Ahuwhenua Trophy judges play a vital role in the success of the competition. All are very experienced people who are able to accurately assess each farm and provide valuable feedback to those in governance roles and those who are involved in the day to day management of the farms.

The competition has two judging panels. The first round judges have the task of selecting finalists – in effect the short list. At this point the finalist judges then have the task of selecting the eventual winner. They attend the field days at each of the farms and the running of these days is a part of the competition criteria. The Ahuwhenua Trophy Management Committee greatly appreciates the support of those sponsors who have made top class agribusiness experts available to judge the event.

FIRST ROUND JUDGES

Emma Hennigan, Lead Judge – BNZ

Emma Hennigan has been an Agribusiness Partner with the BNZ for seven years. Based out of Rotorua since early 2016, she manages a portfolio of clients including several Māori entities with a wide range of predominately agricultural interests throughout the Rotorua surrounds and wider Bay of Plenty and Central Plateau regions.

Originally from a King Country sheep and beef farm, Emma was educated in Hamilton and then attended Massey University gaining a Bachelor of Applied Science, majoring in Agriculture before traveling overseas. Emma's time based in the UK included working for Barclays Bank for over five years in both the Retail and Agribusiness sectors.

Mitchell Crosswell – Fonterra

Ko Hikurangi te Maunga
Ko Waiaapu te Awa
Ko Ngāti Porou te Iwi

Mitchell is of Ngāti Porou descent and grew up in the small rural town of Feilding in the Manawātū. He attended what was then Feilding Agricultural High School before heading to Massey University. Having grown up around the dairy industry Mitchell has always had a passion for it. Mitchell currently works for Fonterra as a Business Relationship and Development Manager delivering on its Māori strategy. Prior to this Mitchell was an Area Support Manager in Fonterra and prior to that role he came from a professional Rugby background spanning ten years. Mitchell enjoys the diversity of his current role, working alongside our farmers, whānau, hapū and iwi. Mitchell is very grateful for the opportunity to judge in the Ahuwhenua Trophy competition.

Peter Ettema – Ministry for Primary Industries

Peter Ettema has worked for the Ministry for Primary Industries (MPI) and its predecessors since 2005. He has worked in the agricultural sector both in New Zealand and overseas and is currently the manager for the International Environment team within the International Policy Directorate at MPI. Peter has a Bachelor of Agricultural Science and a Masters of Environmental Management. Key areas of his work include climate change, resource and environmental management and extension capability across the primary sector.

Stephen Canton – DairyNZ

Stephen Canton has spent fifteen years in Taranaki mostly working as a consulting officer for DairyNZ. Stephen also has a background in rural banking. In 2015 Stephen and his wife Meredith moved to the Waikato where he is now based in the Te Awamutu area working as a consulting officer. Stephen has had many years experience with judging the Dairy Industry Awards.

Abe Seymour – Competition Kaumātua

Abe Seymour affiliates to Ngāti Tūwharetoa, Ngāti Raukawa, Ngāti Kahungunu and Te Āti Haunui-a-Pāpārangi and is currently a Strategic Relations Adviser providing advice to a number of organisations including the Primary ITO. He is a shareholder in a number of trusts in and around the Central North Island and from time to time provides advice in those areas. He has also sat on a number of boards and directorships for Māori and is a strong advocate in training programmes for young Māori who are likely to be tomorrow's leaders. He is involved in tertiary programmes, programme design and delivery to a number of organisations including the Waiariki Polytechnic.



FINALIST JUDGES

Dean Nikora – Chief Judge

Having a person with the knowledge and skills of Dean Nikora adds great value to the judging panel. Dean (Ngāti Maniapoto me Ngāti Tama), has extensive experience in governance, representation and consultancy within the primary sector. He has worked with Fonterra Shareholders Council, AsureQuality and Ballance Agri-Nutrients on a wide range of issues.

Dean is an owner of a dairy farming operation in Central Hawke's Bay and is an owner and executive director of a travel company in Singapore. His experience and passion remains heavily focused on land based industries and activities and has been working across Asia specifically focused on start-up businesses.

David Handley – BNZ

Dave is Head of North Island Corporate Agribusiness – BNZ. He grew up on a sheep and beef farm in Hawke's Bay and also spent time helping out on friend's dairy farms.

He is a qualified chartered accountant and joined BNZ thirteen years ago, spending the first six years in rural lending based in Pukekohe. His current role is heading up the North Island region, where he is responsible for assisting with the BNZ's largest corporate farming clients, most of whom are involved in dairying. He is very familiar with analysis of dairy farming businesses including operational and financial metrics and KPIs.

He was a finalist judge in the 2014 and 2016 Ahuwhenua Trophy Dairy Awards and is looking forward to being involved in the 2018 Ahuwhenua Trophy competition.

Paul Bird – DairyNZ

Paul Bird is a senior project manager for DairyNZ. Over the last 25 years he has worked with dairy farmers in New Zealand and also Ireland and the UK. Paul has been involved with Māori owned dairy farms through Ahuwhenua and also general Whole Farm Assessments since 2008. He also works with farming families developing strategic plans through the Mark and Measure courses and facilitates training for farm consultants in Whole Farm Assessment.

Paul Radich – Fonterra

Paul Radich grew up in Stratford where he still lives on a farmlet with his family. He has a BA in education and has worked, as an educator, in New Zealand, Japan and England. He spent three years with the Taranaki Regional Council as an environmental educator, before moving to Fonterra as an Area Manager and then Regional Services Manager for the Lower North Island. Since 2010 he has been a Senior Area Manager in Taranaki.

Paul has a passion for the New Zealand dairy industry and the co-operative model. He says that being a judge in the Ahuwhenua Trophy is a great privilege and he is very excited to be involved again. "The Ahuwhenua Trophy competition has a tremendous history and it is great to be a part of this showcase of the very best in Māori farming."

Abe Seymour – Competition Kaumātua

Abe Seymour affiliates to Ngāti Tūwharetoa, Ngāti Raukawa, Ngāti Kahungunu and Te Āti Haunui-a-Pāpārangi and is currently a Strategic Relations Adviser providing advice to a number of organisations including the Primary ITO. He is a shareholder in a number of trusts in and around the Central North Island and from time to time provides advice in those areas. He has also sat on a number of boards and directorships for Māori and is a strong advocate in training programmes for young Māori who are likely to be tomorrow's leaders. He is involved in tertiary programmes, programme design and delivery to a number of organisations including the Waiariki Polytechnic.



BNZ MĀORI EXCELLENCE IN FARMING AWARD 2018 DAIRY

»» PLATINUM SPONSOR



As the platinum sponsor BNZ is proud to support the Māori Excellence in Farming Award. With a team of 180 dedicated Agribusiness Partners and support staff around the country, we remain committed to continuing our extensive role in the New Zealand agribusiness sector.

»» GOLD SPONSORS



Te Puni Kōkiri
REALISING MĀORI POTENTIAL

Te Puni Kōkiri celebrates Māori potential, success and excellence. It proudly supports the pre-eminent accolade within Māori farming – the Ahuwhenua Trophy. The competition sets the benchmark for exceptional performance amongst Māori farmers committed to tapping the full potential of their holdings in a significant sector of New Zealand's economy. Māori success is our success.

Ministry for Primary Industries
Manatū Ahu Matua



The Ministry for Primary Industries is a proud supporter of the Ahuwhenua Trophy, which showcases and celebrates Māori excellence in farming. Māori agribusiness is a growing contributor to New Zealand's economy, and we are committed to partnering with Māori to unlock the potential in New Zealand's regions. We congratulate all entrants for their continued and relentless commitment towards achieving the aspirations of their people and shareholders, and their outstanding accomplishments in farming.



Te Tumu Paeroa is an independent, professional trustee organisation which protects and grows the land and assets for over 85,000 Māori landowners. We manage 2,000 trusts, companies and joint ventures across 100,000 hectares of Māori land. We support excellence in Māori agribusiness and mobilising Māori land to create this generation's legacy.



Our purpose is to secure and enhance the profitability, sustainability and competitiveness of New Zealand dairy farming. DairyNZ represents all New Zealand dairy farmers in protecting and advancing their competitive edge on the global market. Demonstrating and delivering value to levy payers is crucial to our continued existence and is the key focus to our work.



Fonterra is proud to be a long-standing sponsor of the Ahuwhenua Trophy and to celebrate exceptional performance within Māori dairy farming. Fonterra is a global dairy nutrition company, co-operatively-owned by 10,500 New Zealand farmers. We are committed to supporting our Māori farmer shareholders to grow their farm operations and achieve their dairying aspirations, for generations to come.

»» SILVER SPONSORS



»» BRONZE SPONSORS



»» SPONSORSHIP SUPPORT HAS ALSO BEEN PROVIDED BY TOHU WINE AND WORKSAFE NZ.
The Ahuwhenua Trophy Management Committee supports SAFER FARMS.



**AHUWHENUA
TROPHY**