



May 2012
Issue 7
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Tauwhao Te Ngare Trust - Chairmans Report

Tena koutou te whanau o Tauwhao me Te Ngare. Welcome to our mid year newsletter. The purpose of these newsletters are to bring you up to date with the 'happenings' of the Trust over the past 6 months and give you a preview of ventures coming up that may interest you, mainly from a business point of view, but also from a social / whanau perspective. I hope this newsletter achieves that.

Firstly, I'd like to put everyone at ease with regards to one of the agenda items discussed at the AGM held in October last year - the voting process of the Manager also holding a position as a board member. Some may have seen this exercise as a waste of time, others not so. It was a discussion and process that needed to take place as in some shareholders minds this didn't look right. There were valid reasons for and against this arrangement and from the close result of the voting, it was decided not to make a decision at the time. The result itself slightly favoured that the manager not hold a position on

the board. Due to this result we have sat down as a board and discussed this further. This process was approved by Judge Clark from the Maori Land Court and from here it was decided that we leave it as status quo for the time being and work through processes that won't compromise both the Manager and the Board. The board is confident we can move forward now and put this behind us.

There has been significant progress made in our Papakainga development. We have been successful in applying for a grant from the Social Housing Unit to assist us in completing the infrastructure of the Papakainga area and the construction of four 2-bedroom kaumata units and one 3-bedroom house. Coralie, our Papakainga Project Coordinator, has some exciting news in her section of the newsletter so I won't spoil it for her, but I must say that after over 2 years of working on this project, we are finally seeing our dream of bringing our people home become a reality. To our whanau from Te Ngare, don't think you have been forgotten - not at all. This project

is a staged project and as you know a papakainga area in Opunui has been allocated and will also have homes built there in the future. If you would like to contact myself or the trust and discuss where you are at with your Marae Committee or anything at all, we will be pleased to meet with you.

Earlier this year I was part of a delegation commissioned by Zespri, to represent them at their annual Trade Conference held in Japan. Along with other trust representatives and other Māori business organisations, we were hosted by Zespri staff in Japan and some of our Japanese customers for 7 days. In this time we were shown the Japanese value market chain where we visited the marketplace where our kiwifruit end up in Japan and the Big Fresh processing plant. We experienced how valuable our export kiwifruit is as well as *(continued on page 2)*



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how other export products are regarded in Japan. We also got to meet and mix with our Japanese customers which was one of the objectives of the visit. The Japanese people are so much like Māori in many ways, especially spiritually. The value of building a good relationship with our customers cannot be underestimated. By this, I mean the opportunity to diversify into other produce and export direct could be a follow on from this relationship. For me the trip fulfilled its purpose, in that I saw how the other side of the market functions and met those that make it function, as well as getting an insight from customers towards the value of our kiwifruit.

I won't dwell too much on the PSA situation. Brendon will cover the subject in his report. All I can say is that the subject has been widely covered in the media and if anything, has gotten worse in the past 6 months. We are fortunate that we do not have the disease on our orchards and hopefully

never will. With this disease, unfortunately, has come added costs to all growers in the industry and we ourselves have had to adjust our budgets accordingly. We are doing everything in our power to keep this disease away and the trust appreciates your vigilance and understanding when coming over to the Island. We will continue to scope other cropping options but the priority for the trust is looking after our biggest asset, the kiwifruit orchards. Kiwifruit still remains one of the top export marketing products so we must continue to take all measures to keep us in that zone.

On behalf of the board I hope you and your families are all having a prosperous year and taking care of each other. Times are a little tough at the moment but solidarity and unity will see us all progress both spiritually and profitably. See you all in October.

Phil Gardiner
Chairman



Manager's Report—Brendon Taingahue

Kiwifruit picking started for the 2012 season on March 31st and was completed on April 13th.

Production was down considerably this year with a final pack out of 118,000 trays; fruit count size of 32.68; and reject rate of 12.63%. The final production pack out was disappointing but was expected due to some unforeseen bad hailstorm and wind storm weather events in November - spring time 2011 which had a significant effect on fruit lets and leaf, vine damage. Another problem we experienced during the 2011/2012 growing season was the amount of copper sprays we had needed to apply during the year to protect ourselves from Psa-V. The kiwifruit industry has been at the mercy of Psa-V now for coming up to 2 years and is still not able to identify a cure

for the disease. The spraying of different copper compound chemicals for Psa-V is the only known scientifically proven form of protection. This has had a huge impact on the kiwifruit industry in New Zealand through deteriorating vine health to loss of production. We are and hope to continue to be Psa-V free on Rangiwaea Island.

The embankment around the seaward side of Rangiwaea Island from Opunui point back towards the Rangiwaea Marae has been cleared and planted in Native plants to stop the erosion and more whenua being lost into the Te Awanui Moana. This will in time have significant pay backs for the hard work and costs that the trust has undertaken through the strengthening of the islands embankments.

We picked 57 bins of avocados on 22nd February, 2012. This was an increase from the previous

year, however the prices collectively were still low because of an over supply in the Australian market, who are our main country of export. We have introduced a water irrigation scheme into the avocados that should help lift production and quality for the years to come.

This coming year will be a testing time for Tauwhao Te Ngare Trust. We will continue to be alert and vigilant for the kiwifruit vine disease Psa-V and strive to make good robust decisions in the Trusts business of kiwifruit, avocados, forestry, farming and the soon to be Papakainga development that will be an exciting milestone and possibly put Rangiwaea Island back into a thriving community like it was back in the earlier years.

Nga mihi
Brendon Taingahue
Trust Manager

Papakainga 2012 Update

Kia ora whanau, 2012 looks to be an exciting and productive year for the Papakainga.

I was advised late in December 2011 that our Government funding application for the Niche fund was approved. After negotiating the Grant Contract between the Trust and the Social Housing Unit, we were able to come to an agreement and the Contract for \$1,310,000.00 was signed in May 2012.

The objective of our application was to secure funding to install infrastructure and services to the Rangiwaea papakainga area and to build 4 x 2 bedroom kaumata units and 1 x 3 bedroom family home for rental accommodation, this is stage one of our Papakainga project. The five houses to be built will be owned by the Trust for social housing purposes so certain criteria needs to be met by the potential occupants. However these houses will only be rented to the Trusts beneficial owners and their descendants. By the end of the year I will be contacting those that indicated they would be interested in moving back to Rangiwaea on their 2011 housing assessment needs survey to gage their current position.

Although this process has taken some time we have moved forward so that we are in a state of readiness when the first funding drawdown is made. This year we have:

- ◆ Established the Project Control Group which will oversee project delivery
- ◆ Engaged an Independent Chairman and mentor for the Project Group
- ◆ Engaged a Project coordinator
- ◆ Identified, interviewed and after reviewing proposals engaged an Architect
- ◆ Engaged a Consultant Engineer
- ◆ Secured TPK funding to help pay for some of the admin and consultant fees.

If all is going to schedule the construction phase will begin in December 2012/January 2013. During the construction phase of the project we would like to invite whanau who are qualified tradesmen and those studying towards a trades certificate to take part in the Civil works and Construction of the houses.

To register your interest, an application form can be downloaded from the Tauwhao Te Ngare Trust website under 'Papakainga' or you can contact me on (07) 578 1045 or via email coralie@tauwhaotrust.co.nz.

Your application form and a CV with two references can be posted to me at:

Coralie Gardiner
Tauwhao Te Ngare Trust
PO Box 32
Tauranga

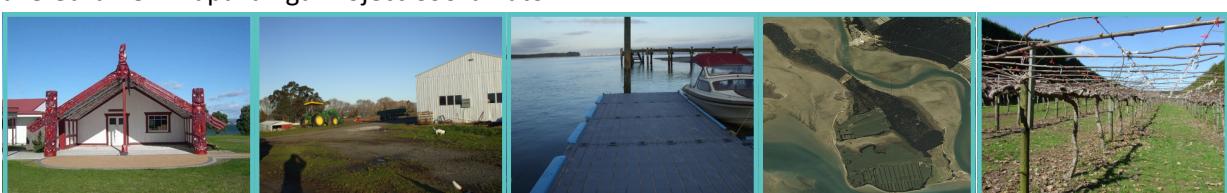
After vetting, applicants will be shortlisted and suitable applicants will then be called to an interview by the Construction Project Manager. Successful applicants will be employed by the contractors, not by the Trust and will be accountable to them. However be advised that this phase of the project will not happen until the later part of the year.

In summary, we have completed a lot of the preliminary work for the establishment of our Papakainga. Infrastructure is due to start within the next coming months, an architect is working on a master plan, concept plan and house plans for stage one of the papakainga area.

For the shareholders who are looking at building their own homes, very little will change. Trust eligibility and criteria will still need to be met before a Licence to Occupy will be issued.

For further information regarding the Papakainga project or to discuss building your own home do not hesitate to contact me.

Noho ora mai, nga mihi,
Coralie Gardiner - Papakainga Project Coordinator





Available Grants

Koroua/Kuia grants of \$150.00 are still available for beneficial owners or descendants who are 65 years of age or older. If you require a form please contact Kelly Morgan on (07) 572 5955. Applications for 2012 must be received no later than **30 November 2012**. Payment will be made mid-December.

Tangihanga grants are available to shareholders and their immediate whanau. Application forms are available to download from our website.

Education: A Tertiary Education Assistance Grant is available to all full time students who are in their 2nd year of study onwards. Applications must be received by **31 March** each year.



Applications for 2012 are now closed.

For further details of criteria please check the website: www.tauwhaotrust.co.nz.

Highlights from 2011 AGM

- A Shareholder Dividend of \$100,000 was approved.
- Will Gardiner was re-elected as trustee.

Shareholder Database

To confirm or update your contact details please contact Kelly Morgan on (07) 572 5955 or Kelly@teawanui.co.nz.

2012 AGM to be held in October



Sporting Achievements grants are available for amateur sports only. Only one application per applicant per year and all applications must be received prior to the event commencing. Applicants must be owners or descendants of owners. Please put your request in writing outlining details of your request for sponsorship.

Charitable Community grants are available for shareholders and beneficiaries for Community Development. If you wish to apply for this grant please put your request in writing to the Trust and supply your whakapapa details.

Rangiwaea Marae: Tauwhao Te Ngare Trust donate a fixed amount of \$5,000 per year to the Marae.



Current Trustees

Phil Gardiner - Chairman

Brendon Taingahue - Manager

Jason Murray

Makoha Gardiner

Will Gardiner

Hemi Rolleston - Advisory Trustee

Advisory Kaumatua:

Mawete Gardiner

Bobby Rolleston

Hinewai Taingahue

Financial Advisor:

Nick Dykzeul - Greg Finlay & Associates Ltd

Tauwhao Te Ngare Trust — Contact Details

Rangiwaea Island
PO Box 32
TAURANGA

Trust Manager: Brendon Taingahue

Trust Secretary: Kelly Morgan

Papakainga: Coralie Gardiner

Rangiwaea Marae Website:

Phone: (07) 578 1045
E-mail: tauwhaotrust@netsmart.net.nz
Website: www.tauwhaotrust.co.nz

Phone: (021) 605 099

Te Awanui Huka Pak Ltd
Phone: (07) 572 5955
E-mail: kelly@teawanui.co.nz

Email: coralie@tauwhaotrust.co.nz
www.naumaiplace.com/site/rangiwaea/