

Tauwhao Te Ngare Trust - Chairmans Report



Tena Koutou katoa. Greetings to you all. I hope everyone is fit and well. I know its a few months past already, but I trust everyone had a great xmas break with their whanau and received what they wished for under the xmas tree.

We had a few whanau passing on in the past 6 months so to all those who have left us, haere, haere, haere atu ra. One of those was our kaumatua "Dicktator" and I would like to acknowledge him for a moment. He had a style of his own when on the paepae. As a matter of fact he had a style of his own away from the paepae as well. He appeared to some, to be a bit cheeky and sometimes abrupt, but underneath that exterior was a caring and committed marae man who will be missed by us all.

Since the AGM and beyond, the board has been actively analysing why we had such a bad harvest the previous year. The main reason was obviously some adverse weather conditions experienced last year. The other less obvious was the process put in place to combat Psa. This included the introduction and use of certain sprays applied to our orchard. If any other factors had an input then they weren't evident as all the other orchard protocols were followed. Although our structures and processes are in place, new innovative ideas and systems are continually being established and

if they are seen by the board as being beneficial to our operation, we are not afraid to have a look at it.

One such idea is the Tuhono Whenua - Maori Orchard Productivity Project which is being run via Te Awanui Huka Pak Ltd but with input from other major industry organisations. Last years results put us in the bottom half of the overall orchards under Huka Pak, production wise, so when this project was being discussed, it was only natural that we sit up and take notice. There is a more detailed insert about this project later in the newsletter, but it is basically a group of experienced and knowledgeable kiwifruit and orchard professionals working together to bring the growers harvest up to at least the average if not better. This group, in effect, will take away the necessity to use the kiwifruit consultants we have used in the past. They will provide professional advice and make recommendations to the board and orchard manager and provide accurate data throughout the year. We have committed to this project commencing April 2013 and look forward to a profitable working relationship.

We want to get back to where we were pre Psa days, where we were able to pay shareholders a dividend and have funds available for education, kaumatua, sport and community grants. We see this project as one way to assist in achieving this.

The other main focus we have

been putting a great deal of attention to is our papakainga project. The four papakainga buildings and 3-bedroom house are due to be completed by July this year. It is certainly an exciting time as we will now be able to accommodate our kaumatua and low income earning whanau who want to return home.

All the other areas of the trust have not been forgotten, but less emphasis have been put on these for the time being. We are making preparations for our forestry harvest so when the time comes we will be ready. The same can be said for alternative crops.

The AGM is scheduled for 5th October this year so I am hopeful that we can provide you all with good harvest results and a new picturesque papakainga area for our kaumatua.

Before I sign off, I would just like to acknowledge my father who is one of the largest shareholders in the trust and whose land is primarily where the majority of the orchards are situated today. He will turn 95 years old in October and I know he won't like it, but I'd like it be known that he has hit quite a significant milestone and my family and me are very lucky to have him still with us (and our mother as well).

No reira e te whanau, tena koutou, tena koutou, tena koutou katoa.

Phil Gardiner
Chairman



Manager's Report—Brendon Taingahue

The 2012/13 kiwifruit season has been met with a number of challenges. Psa has changed the way the industry has moved ahead and this has certainly been a big learning curve for me as Manager of the Tauwhao Te Ngare Trust Orchard.

Since the confirmation of Psa in Te Puke in November 2010, we as Orchardists have had to learn how to grow our kiwifruit crops under such trying times. Many growers have left the Industry because the disease has devastated their vines and left them with little or no income. We are fortunate that apart from a little leaf spotting, we are continuing to grow a crop with no effects of Psa on the kiwifruit vines health.

Vine Health and Nutrition has played a huge part in maintaining a good balance within our kiwifruit canopy management during the 2012/2013 season, a healthy vine structure has been my main focus in order to keep Psa out.

The inclement summer period

drought we have experienced in New Zealand, is possibly a sign of the future times ahead of us. Because of the summer drought, fruit has been small with no weight to them over the entire industry. We are no different. With the investment of our irrigation system in 2011 for the Trust (which covers 3.5 hectares of kiwifruit) this area had big fruit because of water applications three times a week. We may look at extending the irrigation system through other parts of the Orchard this coming season.

Kiwifruit picking started on Monday 25th March 2013. We picked a reasonable portion of our crop within the best time payment period of the season being in week 13 and 14, then had trouble getting maturity clearances for the final part of our Orchard and have only just finished picking the Hayward crop on Saturday 13th April. We still have our new variety block or G14 block to pick which will be in the end of April

sometime. I haven't got our final kiwifruit packout report back from Huka Pak for picking, so I can't give you an update as yet, however it will be much better than last years results.

Avocados were picked in January 2013 and we decided on a different strategy this year. We picked our crop which was a small crop and graded the Avocados ourselves at the Island and transported them in crates to Vision Fresh Fruit and Vegetable Wholesalers, who sold them to the local markets in New Zealand direct. This gave us a better return and prices were better than what we would of returned packing through Seeka. This year we are holding a reasonable sized crop being the bi-annual year and we will look at picking under the same regime as this season for next seasons crop.

*Brendon Taingahue
Manager*



Orchard Productivity Manager's Report—Robert Humphries

Kia ora koutou,
Tūhono Whenua – Is a project initiated by the Federation of Māori Authorities and the purpose of the programme is “To lift the sustainable productivity & progression into value chains of Maori trusts and incorporations”.

How are Te Awanui Huka Pak and Tauwhao Te Ngare involved?

Te Awanui Huka Pak (TAHP) has been working with the Federation of Māori Authorities to create a cluster of green kiwifruit orchards to work with and develop the programme. TAHP are the first group to start due to is natural cluster of orchards.

Tauwhao Te Ngare Trust has come forward and signed on to be part of the project.

What does the Trust receive?

- Professional and independent advice from a committed and results proven group of industry people. This advice is on-going throughout the season and the 3 years of the agreement.
- This 'Advisory group' has two leading orchardists and also representatives from Zespri and Plant & Food research working alongside the Productivity Manager.
- On-going and continual assistance to the Orchard Manager from the Productivity Manager.
- A 'future state' plan for the orchard that sets realistic but structured targets for achieving higher yields and returns whilst

managing costs and the assets (whenua).

What stage is the project up to?

- We have orchards signed up to the project.
- We are collecting and analysing past history of production for each orchard.
- Creation of 'future plans' in consultation with Trustees and advisory group.

As the productivity manager I look forward to working with your Trustees and Orchard Manager in the future and believe that together we can make your orchard an industry leading orchard.

*Robert Humphries
Orchard Productivity Manager*

Papakainga Update

Tena koutou katoa. Kanui mihi aroha kite tau hou.

Since the last newsletter the Papakainga project has progressed considerably. All funding sources for the project have been confirmed and construction has commenced, so for 2013 it has been all go on Rangiwaewa Island.

On the 30th January a barge with building supplies and machinery were delivered to Rangiwaewa Island, work on site commenced immediately.



The first order of business for the contractors were the trenches for the common services and preparing the sites for the piles of the whare. The contractors then started laying the floors, followed by the erection of the prefabricated framework for the 5 whare. All of the rooftops are now on and the aluminium joinery has been fitted into place, currently the builders are working on lining the exterior and interior of the whare.



It is expected that the kaumatua houses (4 available) and the family home (1 available) will be ready for occupation by July this year. The rent for the kaumatua units has been set at \$100 per week. The rent for the family home is still yet to be confirmed however it will be slightly higher than the kaumatua units.

Eligibility for the houses will be assessed on the following:

- ◆ Be a beneficial owner of the Trust or a descendant of an owner
- ◆ On a low-moderate income
- ◆ On a HCNZ waiting list
- ◆ Those receiving or needing some form of income support (superannuation/sickness benefits)
- ◆ Those receiving or needing housing affordability assistance
- ◆ Households who would benefit from tenure stability or better quality housing
- ◆ Preparedness to play an active role on the Marae and within the Island community
- ◆ Have a strong desire to return to the Island

Potential tenants do not need to meet all criteria. The eligibility is by no means restrictive and allocation is at the discretion of the Trustees.

If you are interested in moving into one of these whare, please fill in the insert provided within this newsletter and return it back to me by the deadline date of **17th May 2013**:

To: Coralie Gardiner
PO Box 32
Tauranga 3140

Or if you have any questions regarding eligibility or tenancy do not hesitate to contact me via email coralie@tauwhaotrust.co.nz or phone (07) 578 1045.



Shareholder Grants



In previous years Tauwhao Te Ngare Trust have provided a number of different grants to groups and individual shareholders each year through Tertiary Education and Scholarships, Kaumatua, Tangihanga, General Community and Sporting Sponsorship Grants.

At the 2012 Annual General Meeting of Shareholders held on 6 October 2012 the Trust advised that all grants, except Tangihanga, were to cease for the next few years. This decision was made due to the financial situation of the trust as at the end of February 2012. The Trustees hope to bring the grant facilities back into operation as soon as possible.

Therefore for the 2013 year unfortunately there will be no tertiary education grants or scholarships, koroua/kuia grants, general community grants or sporting sponsorship grants.

TANGIHANGA GRANTS: These remain available for application. The deceased must be an owner or a descendant of an owner in the Trust. If you wish to receive a Tangihanga grant application form please email the Trust Secretary amy@teawanui.co.nz or call Te Awanui Huka Pak Ltd on (07) 572 5955.

Shareholder Database

To confirm or update your contact details please contact Amy Porter on (07) 572 5955 or amy@teawanui.co.nz.

New Trust Discount!

Placemakers Mt Maunganui

*10%-20% discount

* Purchases must be paid for on the day of purchase

More Info

Contact Phil Gardiner—Ph: 021 220 8839



**Conditions Apply*

Highlights from the 2012 AGM

- ◆ Grants deferred for 2 years (*excluding Tangihanga*)
- ◆ Phi Gardiner re-elected—unopposed
- ◆ Focus on lifting orchard production
- ◆ Papakainga commencing

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

Legal Advisor:

John Koning - Koning Webster Lawyers

2013 AGM Date: Sat, 5 October 2013



Tauwhao Te Ngare Trust — Contact Details

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PO Box 32

TAURANGA

Trust Manager: Brendon Taingahue

Trust Secretary: Amy Porter

Papakainga: Coralie Gardiner

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www.naumaiplace.com/site/rangiwaia/