

Tauwhao Te Ngare Trust - Chairpersons Report

Tena Koutou Katoa,
Ka nui te mihi ki a koutou, te whanau o Tauwhao me Te Ngare.

Firstly, it is with regret I announce that Will Gardiner resigned from the role of Chairperson in February after 13 years in the role of chairperson. I have been elected as chairperson for the next 3 years, which under the trust order is the rollover period for the chairpersons role. I would like to acknowledge Will, on behalf of the committee, for his unquestionable loyalty, commitment and hard work during his time as chairperson. He has shown a great sense of character in Trust matters and has always kept the interests of the shareholders at the forefront when the committee had to make tough decisions. The good news is that he will stay on as a Trustee and we won't lose all the experience he has. Kia Ora Will.

From my time as a Trustee and now in the position of chairperson, I'm confident that we can go forward, as in the past, and continue to be a successful Trust. The team we have on the committee have a huge amount of experience. The younger members have and will be drawing from the older members some of those experiences. The expertise and knowledge from each Trustee covers a wide range of life and business interests therefore I am humbled to be a part of this group.

We are at present in the top group of local kiwifruit producing organisations and are striving to not maintain our position but to be the best overall. Our avocado operation is still very young and we still have a little way to go before we can compete with the 'Big Boys' in this area.

In the previous newsletter it was mentioned that we were putting a bit more emphasis on the purchase of a commercial property and reviewing Papakainga areas on Rangiwaea Island. We haven't lost that focus however as far as the commercial property purchase goes, experts have informed us that the timing isn't quite right at present due to the state of the market. We have qualified people keeping a close eye on available properties and when the time is right, we hope to make the right decision on your behalf. We got off to a great start with the Papakainga research but due to unforeseen circumstances our project leader had to relinquish his position so we are in the process at present of getting the project underway again. We realise that through your enquiries there is a growing interest in establishing new Papakainga areas and that whanau are wanting to return home.

The 70 hectares of land that was being developed for grazing has been finalised and we now have a lease agreement with a local farmer in place. The 10 hectares of land leased

out for watermelon (up to Xmas) will now have squash and other vegetables growing there. The terms of the leases are short term so we have the opportunity in the future to use this land ourselves if we wish.

There are other exciting projects in the pipeline which will be covered throughout this newsletter so rather than ramble on, I'll leave my report here and wish you all the very best for the rest of the year. See you all at the AGM in October.

Ka Kite ano,

Phil Gardiner



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FoMA
Federation of Maori Authorities
Me Uru Kahurangi

The FoMA (Federation of Maori Authorities) conference is an annual national conference aimed at providing Maori/Iwi organisations, trusts, and corporations, with information and initiatives designed to aid business and economic development.

The FoMA Board of directors are represented on a waka basis and they meet once a year for their AGM and conference.

This year the conference focused on new innovative ideas, supporting information, and initiatives from Government agencies.

Private business organisations gave presentations on current ventures sharing information, ideas and important lessons along their

development paths.

All our trustees attended the hui and found it to be most informative and beneficial to our future strategic planning

Some important topics included:

- Climate changes and policies and its effect on land-based businesses
- Domestic and global outlook of the economy from the banking institutions
- Environmental sustainability for land utilisation – forestry, farming agriculture, horticulture etc.
- Joint ventures and initiatives

The Conference was enjoyed by all.

FoMA 2007

Te Awanui Huka Pak

Te Awanui Huka Paks' excellent location, modern plant and sound financial base means the company is well placed as a key player in the kiwifruit industry.

• From 400,000 trays in 1991 to 5 million trays in 2007.

• Te Awanui™ brand exports to India, Malaysia, Indonesia, Australia, North America through collaborative licenses.

• Competitive pricing and storage changes.

• Optimum export pack outs.

• Above average fruit storage results.

• Superior returns to growers.

The Company

Te Awanui Huka Pak Ltd was incorporated on 28th November 1991.

The two founding shareholders are Te Awanui Huka Pak Co-operative Ltd and Coolstore Management Services Ltd.

The Company's assets and business comprises of a five million tray kiwifruit packhouse and coolstore facility, situated on 3.33ha of prime industrial land at the southern end of Totara Street, Mount Maunganui and Omega packhouse and coolstore No 1 Road Te Puke.

Packing and Coolstorage of kiwifruit and avocado are the core business activities. The company also manages and leases 108ha of kiwifruit and avocado including 57ha of 15 to 20 year development leases. Further activities include export of kiwifruit and avocado (including KNZ approved collaborative marketing arrangements to India, Malaysia, Indonesia and North America) coolstorage of dairy products for Fonterra and dry storage.

The Co-op own approx 42% of The Te Awanui Huka Pak Limited and Tauwhao Te Ngare Trust owns approx 12% of the Co-op. The Co-op also own an adjoining 2.5ha industrial lot next to the packhouse.



Representatives from Tauranga Moana at the 2007 FoMA Conference

Raupatu

Tauwhao and Te Ngare are involved in the Treaty of Waitangi claims process with the Crown through our Claims Wai 755 and Wai 807

Wai 755 is a claim lodged by the late Tureiti Ihaka Stockman, Des Tata and Puhirake Ihaka for Rangiwaea Island, where many of the original owners lost their land by the Crown's processes

through its agents, namely, the Maori Trustee, Maori Land Court and Maori Affairs Department during the period from the late 1950's to the early 1970's.

Wai 807 is a claim lodged by Des Tata, Toa Faulkner and others, for Motiti Island on behalf of Te Whanau a Tauwhao for the illegal sale of the

"Tauwhao block" during the contemporary claims era.

Our two claims are currently being considered for inclusion in a consolidated claims process of Nga hapu o Ngai Te Rangi for progressing a settlement with the Crown.

Notes and Resolutions from the AGM 5th October 2007

The Tauwhao Te Ngare Trust AGM was held on the 5th October 2007. The former chairman Will Gardiner gave his report highlighting current activities and potential expansion opportunities including the following :

- Purchasing a commercial property to expand and diversify the investment portfolio.
- Joint venture partnerships to expand kiwifruit and avocados on undeveloped land.
- ABN Amro Craigs Ltd to manage share portfolio.
- Agricultural opportunities.

Papakainga:

The Trustees have had two written applications to erect houses in the papakainga. The trustees are currently considering a housing policy for Rangiwaea.

Elections of Trustees:

Hemi Rolleston resigned as a Trustee and was subsequently elected as an advisory trustee. There were four nominations for responsible trustee. A question was raised from the floor if there was a conflict of interest as one of the candidates was the Orchard Manager. The Trust's solicitor explained that since 1982 there was

a clause in the trust order that allowed an employee to also be a responsible trustee. The successful candidate was Brendon Taingahue. The chairperson congratulated Brendon on his appointment. The appointments of Hemi and Brendon have been approved by Judge Clark of the Maori Land Court.

Long Term Goals:

To build the assets of the trust around profitable horticultural, cropping, forestry and investment activities achieving a sustainable net profit of \$700,000.00 per annum by the year 2012.

Tauwhao Te Ngare Trustees



Back Row: Philip Gardiner, (Chairperson) Easton Taikato, Hemi Rolleston, (Advisory Trustee), Desmond Tata, Brendon Taingahue.
Front Row: Puhirake Ihaka, Hinewai Taingahue, William Gardiner.

Managers Report

I am pleased to report that we have completed kiwifruit picking in early April, picking and packing 153,000 trays with an average fruit count size of 30 and a 11% reject rate.

This is a busy time of year for us organizing contractors and barges to ensure our fruit is delivered to the packhouse and to also ensure our fruit is handled in the best possible way to maximize returns in the Japanese market.

Pruning and tying down will begin in Mid May and will be completed by the end of August, and then our summer pruning begins which focuses on allowing as much light as possible into the fruit canopy which assists the size of our kiwifruit.

We picked and packed 39 tonnes of avocados in January / February of which 60% of the crop was exported overseas and the balance distributed in the NZ market. This equates to 15.1 tonnes per hectare.

We currently lease 70ha to Jag Farms for grazing beef steers, replacement heifers and calves and Geoff McKeowan leases 10 hectares for mixed cropping and planted sweetcorn and squash in the 2007 / 2008 season.

We aim to utilize as much productive land as possible to maximize our returns for the shareholders.

Nga mihi, Brendon Taingahue

Trustee Profile - Des Tata

He honore he kororia ki te atua
He maunga rongu ki te mata o te whenua
He whakaaro pai ki nga tangata katoa

Kia ora nga uri o Tauwhao me Te Ngare
I have been a Trustee on the Board of Tauwhao Te Ngare Trust since 2002. I see my role of trustee as specific to establishing the Trusts' vision and direction, ensuring the key objectives align towards achieving this vision, establishing and developing policies that set out guidelines on how the Trust shall conduct its business and ensuring that the Trust complies with all relevant legislation and protects the rights and interests of the organisation and its shareholders.

I hold a position within the raupatu portfolio of the Trust. I have a dedicated interest in the whakapapa and the history of our people and through years of research I have developed an extensive collection of historical data.

Kaua e rangiruatia te ha o te hoe, e kore to tatou waka
e u ki uta

*Do not lift the paddle out of unison or our canoe will
never reach the shore.*

No reira, tena koutou mo o mahi manaaki i a matou
tautoko i te kaupapa. Tena koutou, tena koutou, tena
koutou katoa.

Des Tata



"Spot the Trustees!"

Contact Details

Rangiwaia Island
PO Box 32
TAURANGA
Phone: 07 578 1045
E-mail: tauwhaotrust@xtra.co.nz
Trust Manager:
Brendon Taingahue
Phone: 021 605 099
Trust Secretary: Jenny Rolleston
Te Awanui Huka Pak Co-op Ltd
Phone: 07 572 5955
E-mail: jenny@teawanui.co.nz

**NB: Check out the Marae website
It's awesome!!**

[www.naumaiplace.com/site/
rangiwaia/](http://www.naumaiplace.com/site/rangiwaia/)

Education Grants

The Tauwhao Te Ngare Education Grant applications closed on the 31st March 2008.

A total of 21 students applied for the Education grant of which 17 were eligible

4 Scholarships were awarded for outstanding achievement to Jamie Flint, Huhana Rolleston, Julian Rolleston and Shadrach Rolleston.

Scholarship Students

Jamie Flint is a 3rd year student at Waikato University studying towards a BA in Maori.

Huhana Rolleston is a 4th year student at Waikato University studying towards a Law. Degree

Julian Rolleston is a 4th year student at Waikato University studying towards a Bachelor of Management Studies.

Shadrach Rolleston is a 4th year PhD Student. His thesis is on urban design from a Maori perspective and the assumptions in the professional Urban Planning world is that indigenous perspectives should be drawn into the dominant cultural paradigm.

We congratulate and wish all of our Education Grant and Scholarship applicants and recipients every success in their studies for this year.



Shareholder Database

Te Awanui Huka Pak Co-operative Ltd oversee our shareholder database and if you would like to check that your details are correct, please do not hesitate to contact Tania Smith or Jenny Rolleston on 07 572 5955.

Grants

Grants available to Tauwhao Te Ngare Shareholders:

- Kaumatua / Kuia Grants of \$150.00 are available once recipients are 65 years of age and are available after the AGM
- Tangihanga Grants are available to shareholders and their immediate whanau (Mother, Father, Daughter, Son, Mokos)
- Education Grants are available to eligible recipients who are enrolled full time from their 2nd year of tertiary study.
- Community Grants for Shareholders and Beneficiaries and the funds are being sought after for Community Development.

Cedric Friis Memorial Scholarship

Jackson Reeves have been the Trusts solicitors since its establishment in 1982, and the partners of the firm have established a scholarship for 2009 to recognise this long standing relationship.

The scholarship will be known as the Cedric Friis Memorial Scholarship and will be for text books and other legal material to the value of \$1,000.00. The scholarship will be open to beneficial owners and their descendents who are undergraduates in their third or fourth year of study towards an LLB or graduate LLM students at any one of the five law schools in New Zealand.

The inaugural scholarship will be available for the 2009 academic year. It is anticipated that applications will close in late January with the selection to be announced mid February.

Cedric Friis was a respected local solicitor who spent most of his career as a partner at Jackson Reeves. He did all the legal work to establish the trust and develop the orchard and forestry block. Cedric enjoyed providing the trust with legal advice and in particular working with the early trustees such as Moulder Gardiner, Turi Te Kani, Ron Taingahue and Ted Rolleston. He continued to act for the trust right up until his death in 1995. His widow Jill Friis is fully supportive of the scholarship.

Unlike the other scholarships offered by the trust, this will be funded and administered by Jackson Reeves. The selection committee will comprise of Hinewai Taingahue from the Trust and John Koning and Shirley Hiamoe from Jackson Reeves.

In the future the partners hope to offer the successful candidate with an opportunity to work at Jackson Reeves as a law clerk during the summer holidays.

John Koning