

ACKNOWLEDGEMENTS FROM THE CHAIRMAN

Tena Koutou katoa

Tena Koutou katoa I roto I nga ahuatanga o te wa.

Beginning of March already, and I'm sure people everywhere are starting to gear up for a busy few months ahead for all of us. Since our last Pānui, I've been working closely with Amy meeting industry staff and representatives from Zespri, NZKGI, Hort NZ as well as Government representatives from TPK, MBIE and MPI.

The purpose of those hui have largely been threefold;

1. To outline the background of the Māori Kiwifruit Growers Forum Incorporated
2. To establish and improve relationships
3. To identify areas of common purpose to collaborate and seek their support on

The Executive Committee have been busy building on the broad objectives of the forum and refining those into an Annual Plan with 4 key priorities;

1. To lead with information, communications, visibility, representation and advocacy
2. To identify and provide for training and education needs
3. To support increased returns to growers
4. Financial sustainability of the forum.

Over the course of the next few months, I'll start to outline more details under each of those priorities.

Starting with this Pānui, you'll see a real effort behind the first priority of improving information sharing. Details of key kaupapa such as the Zespri Roadshows, proposed commodity levy and G3 licence dates are attached and outlined further for your information.

But to help share this information, we really need your feedback to get more contact details for Māori growers, trusts, trustees and owners. So any assistance and contact details that can be forwarded on to Amy will be much appreciated.

Financial sustainability of the forum is continuing on the discussion from Te Kaha last year about how the forum will fund and sustain itself. You might recall that my view was to "taihoa for a bit" and wait until the forum can establish itself and demonstrate what value it can provide to you as growers and as landowners before we consider how much it will cost and more importantly who and how is it going to be paid for.

To that end, the discussions with Government departments have been really positive in terms of initial support of the forum as well as the generous backing already provided by Zespri and NZKGI which is critical especially for the first few years of our existence.

But ultimately, if our forum is to succeed as originally intended by Māori for Māori, we need to own that and support that and actively contribute to that.

With your patience, support and involvement I'm confident we will get there.



Māori Kiwifruit Grower Executive Committee held their first Strategic Planning hui in Auckland

CONTENTS

Pg

ACKNOWLEDGEMENTS FROM
THE CHAIRMAN

1

BOP YOUNG FRUIT GROWER 2017
ABOUT KVH

2

2

IMPORTANT DATES

2

THE ZESPRI BRAND TURNS 20

2

NGAI TUKAIRANGI TRUST SEALS \$40 MILLION
DEAL

3

REGIONAL REPRESENTATIVES

CONTACT LIST

4

BAY OF PLENTY YOUNG FRUIT GROWER 2017

Congratulations to Erin Atkinson for taking out the Young Grower Competition for 2017, Erin is the Technical Advisor for Apata Group Limited Te Puke.

Big congratulations to Hohepa Tatana one of six young horticulturalists who were selected to compete in this years competition.

29 year old Hohepa is a Senior Assistant Orchard Manager for Onyx Horticulture Limited based in Whangarei. Hohepa has completed both orchard skills in kiwifruit and advanced skills in kiwifruit Level 4 through Bay of Plenty Polytechnic. While his role is mainly focused on Kiwifruit, Hohepa is also experienced in working with avocados, raspberries and figs. While still fairly new to the horticulture industry he is looking forward to being part of its development in the Northland region.



HOHEPA TATANA

KVH

KIWIFRUIT VINE HEALTH



ABOUT KVH

Kiwifruit Vine Health Inc is a grower-driven, pan-industry organization established in December 2010 to lead the New Zealand kiwifruit industry response to the Psa incursion. In November 2012, KVH was tasked by the kiwifruit industry to manage the wider biosecurity readiness, response and operational role on behalf of the kiwifruit industry.

KVH works with kiwifruit growers, Zespri, NZKGI, post harvest and associated industries such as beekeepers, pollen providers, nurseries and transporters; and the Ministry of Primary Industries (MPI).

THE ZESPRI BRAND TURNS 20



IMPORTANT DATES



NZKGI Forum Hui

23rd Mar 2017

Classic Flyers

9 Jean Batten Drive, Mt Maunganui

Commodity Levy Referendum

24 Feb 17 - 17 Mar 17

Make your vote count



Gold3 Licence Application Opens

1 March 2017

Gold3 Licence Application Closes

15 March 2017

Woman in Kiwifruit (no charge)

6 March 2017 | 9:30am - 1:30pm

ASB Arena

Sustainability Breakfast (no charge)

10th March 2017 | 7am - 8:50am

ASB Arena

Momentum Conference

10th March 2017 | 9am - 6pm

ASB Arena

NGĀI TŪKAIRANGI TRUSTS SEAL \$40MILLION DEAL



Matapihi-based Ngāi Tūkairangi Trust's acquisition of one of New Zealand's largest kiwifruit orchards was formally concluded in Hastings on Tuesday.

The record \$40.2 million transfer of the 60 canopy Hectare orchard formally concluded with a powhiri at Omaha Marae in Hastings where the previous owners, the Eriksen family, officially handed over the orchard to Ngāi Tūkairangi Trust.

The sale was announced in January and ANZ has praised the purchase, describing it as an example of the increasing leadership roles Māori are taking in New Zealand business

"This landmark deal is an exciting opportunity for Ngāi Tūkairangi. From humble beginnings they've established themselves as top performers in the kiwifruit industry," says ANZ Head of Māori Relationships David Harrison.

"Opportunities to double your size and build scale and diversification don't come around often. Ngāi Tūkairangi have seized that opportunity, reinforced their

leadership in the kiwifruit sector, and expanded their footprint."

Ngāi Tūkairangi trustee Neil Te Kani says the acquisition marks an important milestone for the trust. In 2016 the trust developed a strategy to acquire more land and this purchase is a natural progression for Ngāi Tūkairangi, he explains.

"We have always been leaders in the kiwifruit industry, and we've maintained our long-term commitment to the sector despite challenges the industry has faced.

"It's a strategic decision, we signaled it at last year's AGM we said we need to get bigger in terms of our footprint in the industry. We see that footprint having an impact on returns back to growers so it's an exciting industry and we wanted to continue the legacy of our grandparents who started with this.

"Most importantly this new 60 canopy hectare orchard helps grow our capacity to sustainably provide tangible benefits to our current and future owners."

Buying the Hawke's Bay orchard provides Ngāi Tūkairangi with geographic diversification of their crop, but moves them outside their traditional tribal boundaries into the Ngati Kahungunu region. Ngati Kahungunu iwi leader Ngahiwi Tomoana welcomes the deal.

"We welcome Ngāi Tūkairangi into our rohe as we want to renew whakapapa relationships and create co-investment opportunities with other Māori groups that provide economic benefits to local whanau," says Ngahiwi.

The sale comes as the Kiwifruit sector continues to see strong growth as it recovers from the PSA outbreak in 2012.

ANZ Northern Region Commercial & Agri general manager Kellie Burbidge says kiwifruit is the country's largest horticultural export, and shows how the New Zealand economy is diversifying beyond dairy.

"The industry has shown real resilience and ability to rebuild, which is fantastic to see, and it's important for us to support

NGĀI TŪKAIRANGI TRUSTS SEAL \$40MILLION DEAL

high performing operators, like Ngāi Tūkairangi.”

NZ Farmer reports the trust bought five orchards comprising the 66.47 hectare Fernhill properties, marketed by Stan and Chris Robb at PGG Wrightson Real Estate, Tauranga.

PGG Wrightson Real Estate general manager, Peter Newbold says it is one of the largest sales, by value, of any New Zealand rural property.

“Many observers will also be gratified knowing this transaction took place between two New Zealand-based entities,” believes Peter.

“Even for sales of this magnitude, locals have the capacity to purchase New Zealand rural property, despite competition from overseas interests.”

The orchards are in their third year of producing SunGold, and are yet to reach maturity.

“At present about 5-600,000 trays are being harvested, but there is potential to reach up to 1 million trays,” says Stan Robb.

Located 12 kilometres north-west of Hastings, the orchards were developed over 20 years ago. They have artificial shelter,

frost protection and irrigation.

At just over \$700,000 per canopy hectare, the 66.47-ha Hawke's Bay sale is slightly cheaper than an earlier purchase of a Te Puke kiwifruit orchard, which went for more than \$800,000 per canopy ha. Prices for gold kiwifruit orchards have soared in the past two years, from \$450,000 per ha in 2015 and leaping to \$600,000 per ha last year.

In response to global demand for the SunGold variety, Zespri has been steadily releasing more licences to grow it. Kiwifruit growers have paid out a median price of up to \$200,000 per ha each for licences to the sought-after variety.



REGIONAL REPRESENTATIVE CONTACT LIST

Rohe	Name	Contact Email
Te Tai Tokerau	Pita Tipene	pita@nhht.co.nz
Tauranga	Marita Ranclaud	marita.ranclaud@lakesdhb.co.nz
Tauranga	Kiritapu Allan	kiritapu.allan@tetumupaeroa.co.nz
Te Puke	George Skudder	whanau560@xtra.co.nz
Te Puke	Homman Tapsell	hommantap@gmail.com
Rangitaiki	Tiaki Hunia	tiaki.hunia@tetumupaeroa.co.nz
Opotiki	Arihia Tuoro	arihiatuoro@gmail.com
Te Whanau a Apanui	Haki McRoberts	mcroberts833@gmail.com
Te Tai Rawhiti	Alan Haronga	alan@gisnz.co.nz
Te Tau Ihu	James Wheeler	james@wheelermail.com
NZKGI Iwi Representative	Neil Te Kani	neil.tekani@xtra.co.nz
Senior External Relations Advisor - Zespri	Amy Porter	amy.porter@zespri.com