

ACKNOWLEDGEMENTS FROM THE CHAIRMAN

Tena Koutou katoa

First and foremost, our condolences to those orchard and landowners affected by the recent cyclone and flood events. I'm sure you will all join me in hoping for a positive recovery from such events outside of our control.

In the latest issue of the Kiwifruit Journal you may have seen a letter to the editor from Don Brash, questioning the relevance and need for a Māori Growers Forum. The letter has been included further on in the Pānui along with my response for your reference. In reflection it highlights to me more than ever the need for our Māori Kiwifruit Growers Forum, to support and encourage each other in times of need, be it for environmental, political, economic or any other reason.

I've previously mentioned the positive meetings we've had with Government Ministers and departments, and am pleased to confirm that we've been successful in applying for operational funding support from Te Puni Kokiri. The financial sustainability of the forum is one of our 4 key strategic objectives, so by securing this funding it allows our committee scope to focus on the remaining 3 objectives :

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

Recently Te Tumu Paeroa and Quayside Holdings Ltd announced the launch of a Kiwifruit Development fund to establish new orchards on Māori freehold land. These new greenfield developments will contribute to local economic development and Zespri's goals of forecasted revenue of \$3 billion by 2020, and along with all the positive developments on Māori kiwifruit orchards help raise the profile and significance that you all contribute to the industry as Māori growers.

In conclusion, through NZKGI we've been asked to comment on the Horticulture industry's position on freshwater and a special acknowledgement to Kiritapu for her expertise on this matter, and finally I'd also like to congratulate Kiritapu on her listing within the Labour Party and wish her all the best for this year's general election.

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Nga Mihi ki a koutou katoa, ma te waahi ngaro tatou e manaaki i nga wa katoa.

Tiaki

INDUSTRY NEWS



NZKGI Forum
Thurs 1st Jun 8.30am
Classic Flyers
9 Jean Batten Drive
Mount Maunganui



Zespri AGM
Thurs 24th Aug 1pm
ASB Baypark
81 Truman Lane
Mount Maunganui

TAURANGA MOANA MAORI KIWIFRUIT GROWERS FORUM

On Wednesday, 22nd March Kiritapu Allan and Marita Ranclaud (the Tauranga-Moana representatives) alongside Neil Te Kani (NZKGI Iwi representative) and Amy Porter (Zespri) hosted the inaugural Tauranga-Moana Māori Kiwifruit Growers Forum hui at Poututerangi Marae in Te Puna.

Uncle Jimmy started the evening off by welcoming growers on to Poututerangi. After the pōwhiri, the Rolleston whānau provided the fantastic evening meal (and sponsored the whole evening) which started the meeting off well. Around 20 growers attended the meeting to share their aspirations for whānau from kiwifruit,

and identified areas that growers wanted to develop, including understanding the whole kiwifruit industry.

Job opportunities for whānau members were identified as a priority as well as increasing the management capabilities to increase OGR on-orchard.

Thank you to Whetu Rolleston for working with the Forum members to make the hui a success and the whole whānau for supporting the evening.



TE HERIKO NURSERY OPENING TE KAHA

Minister Te Ururoa Flavell officially opened the Te Kaha Nursery 'Te Heriko' on Friday, 21st April 2017.

Te Heriko is owned and operated by Te Kaha Landowners Limited Partnership, comprised of six trusts that all have kiwifruit orchards in Te Kaha, over 80 people attended the opening.

Tina Ngatai is the General Manager.



WHAT ARE YOUR TRAINING NEEDS?

Is your trust/entity in need of training?

Governance?

Orchard Management?

Industry Training?

Something else?

One of our 4 key priorities for focus is to identify and provide for training and education needs for growers.

We would like to hear from you with your thoughts, suggestions and training needs.

If you would like to discuss further, please contact Amy Porter - Project Manager Māori Grower Forum
amy.porter@zespri.com or 027 483 8575



EDGE CUMBE FLOOD RESPONSE

Forum members Tiaki Hunia and Kiritapu Allan worked with the Rural Support Trust during the Edgecumbe Flood response alongside Zespri, NZKGI, Federated Farmers, Fonterra and others to ensure that Kiwifruit growers in the region were adequately resourced during the responses.

This included liaising with the Regional Council, Federated Farmers and NZKGI to receive priority water pumping for those orchards that were flooded.

Tiaki and Kiritapu also worked with local Edgecumbe and Te Teko residents to provide assistance to whanau including securing 2 crates of OPAC boxes for food parcels for families and working with Kokohinau Marae to provide meat and other resources for families in need and displaced by the flooding.

Most of the Māori owned kiwifruit orchards within the catchment suffered only minor damage.



TE HAU MARAMA - DUBAI

In March a Māori cultural delegation led by Kihī Ngatai officially opened and blessed the new office in Dubai, installing a Māori whakairo in the office.

The carving is named Te Hau Marama which translates to the Wind of Understanding and embraces traditional architecture of the region which takes advantage of desert winds to keep a comfortable breeze for its inhabitants.

The carver James Tapiata has carved several pieces for Zespri located in offices in New Zealand and around the world.



\$30M INVESTMENT IN KIWIFRUIT WILL BOOST MAORI ECONOMY

Te Tumu Paeroa, in partnership with Quayside Holdings, announced a \$30m investment programme to build 10 kiwifruit orchards on Māori land in the Bay of Plenty and Gisborne over the next 18 months.

This will be the single largest kiwifruit investment ever made on Māori land. Over 90 hectares of semi-and unproductive land will be converted into successful grower businesses for the long-term benefit of owners and their community.

Te Tumu Paeroa has developed a unique model to establish new enterprises on Māori land. The model allows full ownership of the orchards to transfer to land owners in an estimated 12-17 years, after achieving a targeted rate of return on capital invested. In the interim, the land will be leased and Te Tumu Paeroa will build and operate the high-performing businesses, carrying the financial risk.

"Our programme allows land owners to participate in developing a successful kiwifruit orchard on their land and see the ownership of the business transfer to them by 2030, creating a legacy for generations to come," said Jamie

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\$30M INVESTMENT IN KIWIFRUIT WILL BOOST MAORI ECONOMY

Tuuta, Māori Trustee and Chief Executive Officer of Te Tumu Paeroa.

"A core part of our programme is building the capability of land owners to successfully govern the business when it comes time to transfer ownership to them. We want to see Māori land owners involved in the whole process - developing skills and hands-on experience in running kiwifruit orchards on the ground as well as in the boardroom."

By 2030, based on today's return, the orchards are expected to generate over \$80,000 per hectare per annum or \$7.1m by growing a mixture of premium Gold kiwifruit and traditional Green kiwifruit. In the 2015/16 season the average return for Green kiwifruit was a record \$56,673 per hectare.

"It's difficult for Māori land owners to develop businesses on their land unless they have access to capital from other members, because many don't want to use the land as security on a loan. As a result, owners

usually contract out the land to businesses who do have access to capital and can reap the financial rewards for taking the entrepreneurial risk. Māori land owners are missing out. Our programme addresses that, putting businesses in the hands of land owners."

Te Tumu Paeroa has successfully piloted the approach, building two new orchards in the Bay of Plenty over the past three years. Over nine hectares of kiwifruit vines were planted in 2016 and the first fruit will be harvested from the orchards next year. The properties are managed by professional kiwifruit management companies Southern Cross Horticulture and OPAC.

"The benefits of this programme are more than just financial. It will enable owners to reconnect with their whenua and support them to achieve their long-term aspirations for their land." For example, as part of the redevelopment of their land and the building of the orchard, owners of Whai Orchards, established on Te Uretureture,

Matakana, have set up a Māori reservation to restore historic pā sites and established an urupā."

"Kiwifruit is a thriving industry with a very positive, long-term growth projector. It's also a fruit which growers can delegate the services for production and marketing to others, which is critical for owners who are not kiwifruit growers already."

Te Tumu Paeroa has identified 10 blocks of land in the Bay of Plenty and Gisborne, which have the characteristics that would make it a successful kiwifruit orchard, including a suitable climate, high quality soils, flat land and access to water and supporting services.

Te Tumu Paeroa is currently engaging with trustees and land owners to ensure they have the knowledge needed to make an informed decision about participating in the programme. "We expect to be able to name the blocks in a few months' time when building is set to begin."

REGIONAL REPRESENTATIVE CONTACT LIST

Rohe	Name	Contact Email
Te Tai Tokerau	Pita Tipene	pita@nhht.co.nz
Tauranga	Marita Ranclaud	marita.ranclaud@lakesdhub.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