

HE PANUI

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Chairman's Message

Planning Today for Tomorrow

Te Uranga B2 Incorporation has a growing reputation as thought leader in Maori Agribusiness. We've always been ahead of the times in our thinking and approach to farm management and business. While others are just starting to talk about sustainable management, our environmental management programme has been up and running for almost 30 years. We work hard with our Farm Management Team to ensure our Farms are prosperous and successful. We all know that to get best returns from our farms and forests, we need to take care of our whenua and our whanau.

We recognise the strategic vision of our tupuna in establishing Te Uranga and the leadership of former Committee of Management that has brought us to where we are today. We also know that we need to plan now for our future. With this in mind, as part of our succession planning, we have appointed an 'Associate Committee of Management' position. This is a 3 year position and provides the opportunity for the appointee to learn about Maori Agribusiness governance and leadership. We are pleased to announce that Donna Tuwhangai is our inaugural Associate Committee member. I know you'll join with us in congratulating Donna in her new role.

We're proud of our achievements and look forward to talking with you about our progress over the last 12 months and our plan for 2015 at our Hui A Tau in November.

Noho ora mai. *Traci Houpapa MNZM JP Chairman*

Warning – A Rocky Road Ahead!

As we head into spring of 2014 we are faced with some interesting challenges for the year ahead.

In the short term we have seen pasture growth conditions in the Central Plateau "stall" and we are waiting for the much promised warm rain to arrive (I know seems strange asking for rain coming out of winter!). For the last two months the region has only received 48% of normal rainfall, yes that's right less than half. Temperatures have also been low in Taumarunui with the last month there being only 5 nights where the temperature has stayed above 5 degrees! Anyway enough about the weather – we can't change it but it has not been as kind as we would have liked.

In the medium term the dairy scene is heading for some rocky times and we have seen a significant price drop in the space of six months. At present the payout forecast is \$6.00 / kg MS compared to \$8.40 / kg MS that was received last year (albeit this was a record year). This is a significant drop which for comparison drops the potential income for Te Uranga B2 by \$400,000. This is significant given this is completely out of any ones control. History tells us that we typically have two good years followed but a significant drop and it looks as though yet again history will be right.

This means a revision in the strategy for the year ahead to ensure that the farms "batten down the hatches" to keep profit on the right side of the line. It is years like this that test farmers and thankfully the strategies of "sensible" debt loading and improving productivity that have been taken on by the Incorporation will ensure that we will come out the other end of the low cycle unscathed and be ready to increase profitability yet again.

For the 2014/15 season it will be the diversified business that has been built up by the Incorporation that will give some level of consistency and reliability to the profit for the year. Here's looking to beef meat, sheep meat and wool, and forestry royalties to pull us through!
Darren McNae, AgFirst Consultant

Ka tangi te ngakau mo te mate o ta matou whaea a Patricia. No reira e te whaea kaore koe he warewaretia to tino mahi e waenganui o nga whenua o Maniapoto me Tuwharetoa.

Tena koutou katoa nga kai whenua o Te Uranga, First of all I'd like to acknowledge Patricia Waitasek a great colleague and friend who very sadly passed away in July just as she was enjoying well deserved retirement. It was a great pleasure working with Patricia to blitz the un-paid monies and un-known addresses' lists (In Patricia words "We Make a Great Team"). Our last panui farewelled her from her work!

To date the Share Register Update Project has achieved a 32.4% reduction in the total un-paid monies held by the Incorporation, another excellent result!, we have been able to settle a number of historical estates and pay the monies to those determined entitled by the Maori Land Court. Both Evelynne Keenan (Balance Chartered Accountants) and I continue to assist with succession and shareholder inquires.

Naku noa, Alan Cockle Committee of Management

2014 AGM – Saturday 1 November

Set aside this time to meet up again with whanaunga; to set foot on your whenua to feel what's been left today, for you, and tomorrow for your children.

Meet at Nga Kōhatu (the rocks) at 9.45am for mihi whakatau then on to Paatara and Upoko farms followed by AGM at Ngakonui Hall ending with lunch.

People the world over know who we are

... and so can the rest of your whanau and friends by visiting www.teurangab2.co.nz. Our most visited page is Te Uranga B2 History. It gives the names of those 49 wise and intrepid Tūpuna who resisted temptation to swathe themselves in woollen blankets so that their offspring would have a place to call their own.

Hura Kōhatu – Headstone Unveiling

The headstone of Rangi Harry Kereopa will be unveiled at Waimiha Urupa at 11.00am on Saturday 20 September 2014.

This is a time to help the Whānau Pani (bereaved family) overcome their grief and know their loved one is not forgotten: to catch up with long-lost relatives or meet them for the first time: a chance for the whānau to re-acquaint themselves with Aunts, Uncles and cousins: and if you missed the tangi then this is when you can pay your last respects.

Moe mai i roto i te Rangimarie.

General Elections - Saturday 20 September

If you're going to be away on Election Day, like at Uncle Harry's unveiling, then you can vote beforehand.

To find out where you go to vote call this toll free number 0800 3676 5669 or visit

www.elections.org.nz.

You cannot cast your vote electronically (on the computer).

Kārearea – NZ Falcon

Other names: bush *hawk*, sparrow *hawk*, bush *falcon*, southern *falcon*, eastern *falcon*, quail *hawk*.

Te Uranga B2 is a sponsor of a male juvenile Kārearea that we have named 'Rangi'. Rangi's parents hunt in the Kaingaroa Forest. Guess who's its name sake?



Frost at Upoko Sheep & Beef farm - are your coats like these?

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TE URANGA **B2** INC.

*Te toto o te tangata, he kai, Te oranga o te tangata he whenua
Food supplied the blood of man; his welfare depends on the land*

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