

HE PANUI

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Chairman's Message

Tena ra tatou katoa,
 We've been busy since our last panui! We've farewelled our Farm Manager Jack Valois and welcomed Rod and Vanessa Walker to lead the Upoko Team. Jack has been an important part of the turnaround for Te Uranga and we are really sorry to see him go. Jack has taken up a management role with our whanaunga Ati Hau Whanganui Incorporation in Ohakune. We know this is a step-up for Jack in his career and wish him, Robbie and whanau all the very best. We'll be keeping in touch and look forward to hearing how Jack is adding value to the Ohakune farming scene.

Rod and Vanessa have been managing Pukepoto Station in the Ohura Valley and we're thrilled they have agreed to join the Te Uranga Whanau. Rod and Vanessa have four boys; two adult sons who are farming with the two younger boys at college in New Plymouth. Both are well known in our town and community, and Vanessa will be familiar to many of you who shop at Farmlands.

As Matariki falls and we welcome the beginning of a new year, we are also busy finalising end of year reports and setting the business plan and work programme for the year ahead. In the coming 12months we are planning on a better reporting format so we can track performance and productivity, and how we can get better returns on farm.

Nei ra te mihi o te Matariki ki a tatou ra!
 Mauri ora, *Traci Houppapa, MNZM JP Chairman*

China sneezes, we all get a cold...

What a roller coaster ride farming on at the moment. The dairy industry is about to head through some tough times and the current season milksolids payout (\$4.40 / kg MS) will be the lowest since 2007, and pretty close to 50% of what was received last year!. Unfortunately over this time the cost of farming has gone the other way meaning that the margin (profit) to be made this year will be very slim. The outlook for next season

is not much better at \$5.25 / kg MS and if this pans out it would only be a few cents better than we got in 2009. The industry had been told to expect volatility (the ups and downs) but no one expected it to be this extreme. This goes to show how reliant we are on China to buy our product and why it is beneficial not to have all of the eggs in one basket! It also reinforces the saying that when China sneezes we all get a cold.

Across the road on Upoko the sheep and wool sectors are very much in "steady as she goes" mode and the beef looks like having a strong run for a few years. This all amounts to Upoko being the anchor for the next few years as the dairy market looks to recover. A good challenge for Rod Walker, the new man on Upoko.

On a positive note the approach to business for Te Uranga over the past decade on improving productivity and efficiency coupled with managing bank debt at sensible levels means that there will still be money to be made this year. It also creates opportunities for the Incorporation and there is plenty of focus and review at present on ensuring that all facets of the business are operating as well as they can.

On a positive note the farms are well set up for the winter and comparably well ahead of last year, so the focus on growing meat and making milk at a low cost should help the bottom line look respectable come 30 June 2016.

As they say – that's farming!
Darren McNae - AgFirst Consultant

Forebears leave our future plans for dead...

When checking out investment options, time is one of the major factors – will it be short, medium or long term. Current management innovations include strategic and business plans looking five years into the future and we congratulate ourselves on our foresight. However our forebears leave our future plans for dead, selected totara trees for waka building, were carefully split in half, to be used in 200 years' time. European cathedral builders would plant an oak forest, knowing that

the new cathedral would need repairs and renovations in 200 years' time. We must choose our actions carefully today, and sow the seeds for tomorrow, perhaps in 200 years' time even. Currently we hold investments in shares and bonds worth over \$400,000. We have been treated very favourably by the share market, over the last few years, as interest rates on savings has been very low, and people have looked to the share market for better returns. However we now face the dilemma of has the share market reached its peak, and should we cash up and crystallise our gains, or hold on for further growth. We are carefully reviewing our current position.

Richard Burgess, Committee of Management

Five Bee hive sites on Te Uranga B2 Inc.

Plans are underway to increase the number of sites from 2 to 5. A hive is a stack of boxes with the queen occupying the bottom (brood) box where she lays eggs, with the honey stored in the upper boxes. Today 4 hives are stacked on a pallet for ease of relocation and a site can have any number of hives. Tweeddale Apiary has had hives on the farms for several years but only in the last couple of years have owners been given 1 kg honey pots at the AGM. Tweeddale now also pay us \$1000 per site per annum.

Tweeddale has been involved in the Manuka Research Partnership (MRPL) with Comvita NZ, Aborex Industries in Wairarapa, Taranaki firm Nukuhau Carbon, Landcorp and Hawke's Bay Regional Council.

The research project aimed to increase the medical-grade quality of manuka honey; double the number of hives by planting blocks at optimum density with plants that flower strongly and produce abundant nectar; double the land area in manuka that is easily accessible for beekeeper.

To enable harvesting of manuka honey from Taumarunui Tweeddale will give us 11,000 manuka seedlings to plant this winter within our riparian strips. And after 3 years when the manuka nectar will be sufficiently mature to make manuka honey we will review the payment structure between Tweeddale and Te Uranga B2.

Derek Wooster, Committee of Management

Get voting and get involved...

There are seventeen (17) candidates who have put their hand up for the six (6) generally elected positions to the Maniapoto Maori Trust Board.

The candidates range from young and old, male and female, all talented with varying skills and backgrounds. It is awesome to welcome this new blood, a sign that the tide is about to change with this nucleus heading a new and invigorated Board.

Alongside these 6 generally elected members will be representatives from the Kaumatua Council (1), Kingitanga (1) and the Regional Management Committees (7).

This new Board will not be without its challenges – particularly how it will allow participation in a full and final Treaty Settlement by all Te Rohe Potae iwi.

So whanau get voting and get involved – only a few days left - if you are a registered member and have no voting details yet get in contact with the MMTB on 0800 668 285 or go to www.maniapoto.iwi.nz. If you want to become a registered Maniapoto member, go to the same website or make the same phone call.

The Maniapoto Maori Trust Board elections close on Friday the 19th of June.

Comments and contributions welcome

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The following bee hive sites have been identified as those being most suitable –

- easy road access
- no impediment to day to day farm operations
- all-season vehicle access
- distance from hive to nectar sources no more than 3 km
- flight path clear of large and occupied structures
- hives easily contained within single wire/waratah fence
- water source nearby
- clover



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*

www.teurangab2.co.nz