

AUGUST 2018

Rereahu Manu Korero



Tiroa E & Te Hape B Trusts

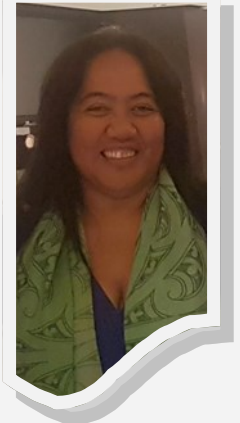
E nga iwi, e nga reo, e nga karangatanga maha o nga hau e wha, tēnei te mihi

CHAIRPERSON REPORT

Tēnā koutou e rau rangatira mā, e koro mā, e kuia mā, e te iwi e He honore he kororia ki te atua, he maunga rongō ki runga te whenua, he whakaaro pai ka ngā tangata katoa Tuarua ka mihi atua ki te kingi Māori a Tuheitia me tōna Whare o te Kahui Ariki, Paimarire Me mihi hoki ki ngā tini mate o te tau, o te marama, o te wiki, o tahi ra haere, haere, haere atu ra. Huri atu ki a koutou nga uri o Te Tiroa me Te Hape me nga hau e whā tēnā koutou, tēnā koutou, tēnā koutou katoa

HISTORICAL: Since being first surveyed in the late 1890's, the whenua that Tiroa E and Te Hape B Trusts oversee has gone through significant change in the last century and now serves primarily as a sheep and beef farm. Day-to-day management of the farms has always been carried out by experienced and skilled farm managers, some of whom have been in these roles for over ten years.

PRESENT: In the past year I have seen positive engagement and participation in discussing an important Kaupapa, Crusader Meats in Benneydale. There are several significant kaupapa that are being progressed and updates are provided in our newsletter in preparation for more information sharing at our Annual General Meeting. Providing you with an opportunity to participate and contribute to the kōrero and final outcomes. Gaining a collective voice has its challenges however ongoing kōrero and wānanga are to occur in the new-year. We continue to produce a more unified position.



Rowayne Yeatman
Chairperson

Our Mission "To nurture our environment, to grow our people and be culturally and socially responsible. To strive for excellence and innovation and be a catalyst for change"

SKILLS / QUALIFICATIONS DATABASE

Tiroa E & Te Hape B Trusts are forming a skills/qualifications database for shareholders and whanau members. This will record information for future employment or contract opportunities within the Trusts and our key partners. This is not limited to farming; it may include administration, painting, planting, casual work (docking, fencing, spraying etc), handyman tasks, building, cleaning etc etc....



We invite you to complete the enclosed questionnaire and submit to the office either by post, email or fax. Information held will be confidential and we will contact you if any suitable employment/contract opportunities arise. Please share with any whanau members that whakapapa to Rereahu. If you need additional forms, please contact the office or you can download from our website: www.tiroatehape.maori.nz



Kaumatuā Hui

Karanga mai, karanga mai e kui ma e koro ma karanga mai ra!

We have received feedback from our shareholders and fully support having a Kaumatua advisory group. Therefore we wish to invite shareholders 60 years and over to submit names and birth dates.

We will send out panui with more details closer to the time of holding this hui.



FARM CONSULTANTS REPORT

As we near the end of July, the positive is that technically winter is past half way and we have passed the shortest day of the year. While for many areas this means that spring is just around the corner, the truth is for Benneydale we still have a little way to go yet before we can say that winter is over. In reality we are coming to the tough period of the year when pasture growth slows and we become reliant on crops and silage to ensure that stock remain well fed. We are also coming up to the real money making time of the year with lambing and calving just around the corner. We are hoping now that the weather conditions remain settled so that survival of young lambs remains high.

The key markets for the coming year are looking relatively stable with the main income earner being lamb having a strong run at present. We are expecting the market to soften slightly by the time it comes to sell lambs but the returns should still be historically strong. The beef market is looking on par with last year and while there is some minor recovery underway with wool this is still from a low level. The low wool returns coupled with the major increase in shearing costs mean that there won't be much money in shearing sheep this year, if any.

The farm development continues with the major investments this year being in the completion of the water systems, construction of covered yards at Wharekiri, upgrade of the farm houses and further environmental works. The latter is becoming increasingly important as more public pressure comes on farming to be acting in a responsible manner.

The major news in the industry lately has been the outbreak of Mycoplasma Bovis which is affecting cattle herds throughout the country. While there have been no confirmed cases in the King Country to date all farmers must ensure that they are doing everything they can to try and eradicate this disease. On the Trust farms we are doing all we can to support this and, importantly ensure that we are taking all possible actions to prevent this coming on to the farms.

While there will always be challenges, all the above is pointing toward another strong year ahead for the Trust's meaning further opportunity to reinvest in the farming operations as well as reviewing other exciting opportunities for the betterment of the Trust operations.

Darrex McNae



Covered Yards in Progress
Wharekiri Station Woolshed



We regularly have updates on our Website (www.tiroatehape.maori.nz) and Facebook page (tiroa e & hape b trusts).



Have a look

Awhina Group

Tiroa E & Te Hape B Trusts are members of the Awhina Group. The Awhina Group consists of 22 Maori Land Trusts and Incorporations and the groups' primary function is to add value to its members in the Agricultural sector by way of group discounts from suppliers and better returns on sale of livestock etc. Tiroa E & Te Hape B hosted the group and some members for a meeting on 21 June 2018.



The NZ Shearing Champs were held 5th to 7th April 2018 in Te Kuiti. The Trusts are proud to continue to support this event by supplying over 3000 sheep. The farm staff must be commended as they put a lot of effort in to make this happen and this is greatly appreciated. Positive feedback regarding the condition of our sheep is always well received. A community and worldwide event we are delighted to be involved with.

VALUATIONS - Full valuations were completed by Doyle Valuations in July 2018. The previous valuations were completed in June 2015. Increases in values as follows:

<i>Tiroa</i>	<i>2015</i>	<i>\$30,478,000</i>	<i>2018</i>	<i>\$34,090,000</i>	<i>Increase of \$3,612,000</i>
<i>Wharekiri</i>	<i>2015</i>	<i>\$11,524,000</i>	<i>2018</i>	<i>\$12,630,000</i>	<i>Increase of \$1,106,000</i>
<i>Te Hape</i>	<i>2015</i>	<i>\$30,580,000</i>	<i>2018</i>	<i>\$32,245,000</i>	<i>Increase of \$1,665,000</i>
<i>Tiroa House</i>	<i>2015</i>	<i>\$ 682,000</i>	<i>2018</i>	<i>\$ 860,000</i>	<i>Increase of \$ 178,000</i>

Education & Marae Maintenance Grants

Tiroa E Trust Education Grant applications closed on 9th February 2018.

We had a good number of responses as follows:

Secondary 29 Applicants - \$200 each

Tertiary 17 Applicants - \$300 for 1st Year & \$500 for 2nd and subsequent years

A dream becomes a goal
when action is taken toward
its achievement.

Marae Maintenance Grants

All marae were invited to apply for maintenance grants. The following submitted the application, and grants were made of \$500 each.

Te Hape

Otewa

Te Ahoroa

Te Ihingarangi

Te Miringa Te Kakara



Te Hape Marae

All grants were paid on 5th March 2018. We wish them all the best with studies and future endeavours.

Our Farms & Current Employees

Tiroa Station (including Waipa)

3170 effective hectares

50% rolling, 50% hill country

Breeding Operation

9 dwellings, 2 woolsheds, 2 shearer's quarters

Wayne Fraser Farm Manager

Thomas Waaka Head Shepherd

Hoka Osborne Shepherd General

Kerin James Shepherd General

David Turner General Hand

Wiremu Tutaki Shepherd General

Vacancy Head Shepherd

Wharekiri Station

1080 effective hectares

70% rolling, 30% hill country

Breeding with emphasis on finishing

3 dwellings, 1 woolshed

Jason Taitoko Farm Manager

Mailan Muraahi General Hand / Fencer

Te Hape Station (including Waiatara)

3100 effective hectares

70% rolling, 30% hill country

Breeding & finishing unit

7 dwellings, 2 woolsheds, 1 shearer's quarters

Ian Valler Farm Manager

George Dawson Head Shepherd

Stuart Brown Shepherd General

Hayden Hall Head Shepherd

Joseph Ngatai Shepherd General

David Tutaki Shepherd General

Administration - Head Office, Tiroa House

Sharon Williams Office Manager

Helen McGillivray Administration Clerk

Camilla Ngatai Administration Clerk

Livestock Count

Independent Livestock Agents are engaged each year to count all livestock on the properties for auditing purposes. This was completed in June 2018 and the following is the number of stock that were on farm and the values:

Tiroa Station	22,649 Sheep	\$3,446,445.00
	2,693 Cattle	\$3,175,839.20
Wharekiri Station	2,703 Sheep	\$ 436,235.00
	1,157 Cattle	\$1,167,080.00
Te Hape Station	18,440 Sheep	\$3,351,875.00
	2,612 Cattle	\$3,065,040.00



Tiroa E Trust (Waipa Station) - Rounding up sheep for Stock Count June 2018

Farm Dwelling Maintenance

All dwellings have been thoroughly inspected and maintenance is ongoing. All houses are now fully insulated. Repairs and painting internally and externally has been completed in some. Old worn carpet, vinyl and curtains have also been replaced. We will be replacing all windows with double glazing in the near future – this will help keep the heat inside in the cold winter months. Plans have been drawn up for Farm manager dwelling renovations and upgrades.



Te Hape Station - June 2018



HEALTH & SAFETY - Training



First Aid Training

All staff and trustees have completed their First Aid Training. This is valid for two years.

Defibrillators

The Trusts have purchased two defibrillators for the farms. Farm Managers and appropriate staff have completed training on how to use these.



LUV's (Light Utility Vehicles), 4WD Utilities & Tractors

All farm staff have completed training with Master Drive Services. Feedback was very positive from staff, trustees and trainers.



Staff with Master Drive Trainer
Tiroa Station



Gabe Moana - Forestry Karakia - Allen's Road
Tiroa Station



Te Hape
Forestry
2018

FORESTRY

A Karakia took place for the commencement of felling forestry on 18 June 2018. A special thank you to our Kaumatua, Gabriel Moana for blessing our sites. It was great to see our Contractors, Employees, Trustees and Neighbours take part and thank you to all for participating. This shows how much respect we all have for this Kaupapa.

Harvesting is well underway on Allens Road (9.4 Hectares) which we hope will take 6 weeks to clear, with replanting to take place straight after.

Roading & tracks have commenced on Te Hape. Harvesting will begin on Te Hape's 60 Hectares and we are hopeful to have this completed in 5 months providing everything goes well and weather permitting.



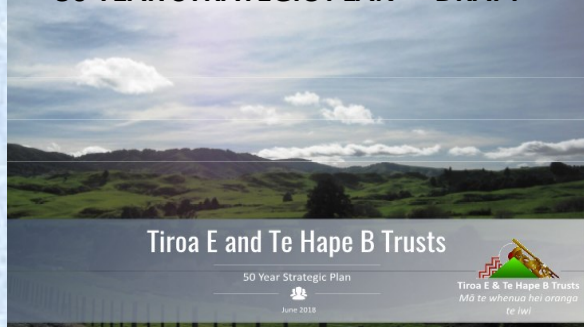
Whanau please Kia Tupato around these areas as Heavy machinery will be operating on and around these sites.

Watch this space whanau we may have some employment opportunities with replanting coming up and we will be looking at whanau to fill these positions first.

SHAREHOLDER WANANGA - This will be held in the New Year. An update will be given in our next newsletter.



50 YEAR STRATEGIC PLAN - "DRAFT"



The trustees worked closely with Wayne Tainui and Ken Munn from Price Waterhouse Coopers to develop our 50-year Strategic Plan draft capturing korero from shareholders, Kaumatua, stakeholders and other professionals producing a final draft for consultation. This will be presented at the 2018 AGM.

MAHERE RAUTAKI

With change comes a time for review. In the past we have spoken about presenting a reviewed draft strategic plan. To support our future aspirations, direction and economic development. Applying a holistic approach to our forward planning through;

POU RAUTAKI

STRATEGIC PILLARS X 4 They are economic prosperity, social responsibility, environmental sustainability and cultural preservation. We have identified a set of nine strategic goals to drive our strategy for the next 50-years. These drivers are our long-term organizational goals that help to convert our aspirations into specific plans and actions. They are: governance, business performance & growth, innovation & technology, capability & leadership, Rereahutanga, Partnerships, environmental protection, social responsibility and effective communication.

In formulating the draft plan, the Board has ensured due process has occurred to obtain input from all the Trustees, Management and our advisors; PwC & AgFirst, before presenting the document to the shareholders. It's important to recognise the Trusts past journey, where we are at present, and what the future journey looks like.

We pay homage to the first Trustees who had the courage to create an initial vision for the Trusts and create the platform to continue with its future. They were; Pai Tutaki, Koro Wetere, Kingi Tuheka Hetet, John Tutaki, Te Ra Putahi, Huatahi Mahuri, George Tutaki and Brian Simmons.

Crusader Meats Update

- ◆ A Special General Meeting was held on the 24th March 2018 we received confirmation from the shareholders to go into negotiations with Crusaders about the lease agreement.
- ◆ We have engaged an Environmental Specialist Marc Dresser from Beca to work with us on important aspects relating to sustainability of the whenua during the negotiations.
- ◆ Horizons Regional Council have met with us and Crusader Meats to discuss the Resource Consent application made by Crusaders. At this stage and time the discussions are ongoing.
- ◆ John Ramsey the owner of Crusader Meats has asked for an extension of 3 years on the current lease that is due to expire in 2019 this will allow more time for negotiations and should the lease be declined it will give the owner time to dis-establish the plant and move on.

CAPITAL MARAE GRANTS

Through our tripartite agreement between Maraeroa C Inc, Tiroa E & Te Hape B Trusts since 2010 we have distributed \$100,000 to each Marae in the form of a grant. A full Marae grant application is completed with supporting documents as requested. Regular reports are provided back to the tripartite group for monitoring purposes. The following Marae have received grants:

<i>Te Ihingarangi - Feb 2010</i>	<i>Mangapeehi - Apr 2010</i>
<i>Te Ahoroa - Apr 2010</i>	<i>Te Koura - 2013</i>
<i>Te Hape - Jun 2018</i>	<i>Otewa - Jun 2018</i>
<i>Hia Kaitupeka - Jun 2018</i>	

Te Miringa Te Kakara have not yet applied.

MATATIKA - OUR VALUES

Determine how the Trustees & staff operate & organise internally, how they relate to their shareholders, how they strive & promote organisational culture. Our values are shaped by traditional Maori values, our heritage & past experience.

FOMA – Federation of Maaori Authorities

FOMA was established in 1987 to foster and advance the economic interests of Maori authorities.

They deliver on their purpose by keeping registered members informed and connected. They provide pathways and tools for members to develop profitability, performance and sector specific skills. They provide members with a strong national voice. By regular communication with industry and government, they are able to represent members' interests on issues of national importance. The website www.foma.org.nz presents FOMA's purpose, services, and the benefits and privileges on offer to the membership. It also profiles the organisation's key people, and outlines the FOMA network – including Industry and Delivery partners.

Tiroa E & Te Hape B Trusts have been members of FOMA for many years and in the last 12 months the trustees have attended annual events including:

National Conference & Annual General Meeting

We attended the conference in November 2017 held in Rotorua it included a 30-year celebration of FOMA's contribution to the Maori economy and to our national economy that we know today.



Left: Trustees with FOMA members at the 2017 Conference.



Right: Traci Houpapa, Jacinda Ardern & Paul Morgan - 2017 Conference

Huihuinga Wahine - Maori Womens' Leadership Summit 2018

This year we attended the Huihuinga Wahine in Auckland this is an annual event held by FOMA, Huihuinga Wahine is a mainstay event on the Maori economic calendar.

Each year FOMA welcomes Maori women chairs, deputy chairs, CEs, GMs, directors, trustees and governors to a one day summit to discuss economic and commercial matters of interest and importance to us as Maori women leaders. The speakers are always uplifting, inspiring and challenging. They are people who are unapologetically focused on achievement and success of all New Zealanders, with a special commitment to Maori economic development.

The programme included:

- ◆ *Wahine Taking the Step Away From Government; Being Bold and Courageous*
- ◆ *Wahine Social Entrepreneurs; Working With Community at the Heart*
- ◆ *Wahine in Business - Standing at the Helm of a Multi Million Dollar Business*
- ◆ *The Huihuinga Wahine Powder Room - Wahine Doing Amazing Things*
- ◆ *Wahine on the Sports Field; The International Stage*
- ◆ *Pop Up Speakers*

Tiroa E & Te Hape B Trusts have 5 Wahine Maori currently sitting on the board of trustees we all whakapapa to Rereahu and are shareholders. We acknowledge whakapapa is a key aspect of our ability to sit as trustees and not necessarily gender.



Wahine Trustees & Key Note Speaker. From Left - Karyn Nathan, Destiny Ordish, Maxine Nathan, Chanz Mikaere, Barbara Moana, Rowyne Yeatman

Education Grant Recipients

Hear from some of our very talented whanau who have received our Education Grants

Mauri ora e te whaanau.

Ko Tuhua te maunga

Ko Waimiha te awa

Ko Waimiha te marae

Ko Te Ihingarangi te tupuna whare

Ko Rereahu te tupuna

Ko Darren Martin tooku matua

Ko Michelle Anderson tooku whaea

Ko Mabel Martin (Tutaki) toku kuia

Ko Nicholas Martin toku koro

Ko Te Oranga Mabel Anderson-Martin tooku ingoa.



I am currently a student at Waikato University studying a Bachelor of Arts with a first major in Te Reo Maaori and a second major in Tikanga Maaori. I finished high school in 2015 and went straight to university in 2016. In my first year of Uni I started with a course, Certificate of University Preparation (CUP) for A semester then in B semester

I started my degree. I am currently in my third year of studies and have one more semester next year (2019) before I graduate at the end of 2019. After I graduate I plan on going back to uni to study post-graduate teaching, by studying teaching this means I will become a qualified teacher. Once I have graduated with my degree and post-graduate teaching I am wanting to come home and teach the reo to our people. I have found university very interesting and challenging, it is a big step out of high school, you meet a lot of new people and make heaps of new friends. If you are reading this and are thinking about studying anywhere, go for it, don't let what other people think cloud your decision. I am grateful for being a recipient of the Education Grant from Tiroa E Trust and thank them for what they do for our people.

Education is our passport to the future, for tomorrow belongs to the people who prepare for it today.





Kia ora koutou! Ko Mona-Lisa Wareka toku ingoa, Ngati Wai raua ko Rereahu nga iwi, me Ateria hoki. Kia ora everyone, my name is Mona-Lisa Wareka, I was a recipient for the Tiroa E Trust Education Grant this year. I finished my Bachelor of Social Sciences last semester, and have just started my Honours in Anthropology at Te Whare Wananga o Waikato. Currently being the first of thirteen children to come to university is a massive deal to me, and I work to inspire and encourage all of my whanau to aspire to getting a higher education and promoting Maori culture in academics and throughout the world.

I am very much an academic, a 'nerd' some may say in my family but I embrace it. I'm in love with studying, and if there was something I wanted to do for the rest of my life, it definitely would be studying/researching. This year I have had the privilege of tutoring first year Anthropology papers, as well as a second year philosophy paper. Throughout my undergraduate, there hasn't been much I have been interested in, in terms of postgraduate research. Only recently have I sparked a fire within me to research and look more closely at Maori Wairuatanga, specifically looking for more makutu, taniwha and kaitiakitanga. Also, a new field of interest that has arisen is the field of traditional Maori ecological knowledge - how we live with and for the environment has

recently become a great concern and interest for me. I am hoping to get my Doctorate in the near(ish) future in Anthropology, but career wise, I'm hoping to carry out more research looking at Maori and other indigenous groups, but I also aspire to become a lecturer. As I said previously, I have been tutoring this year and really enjoyed being able to share my knowledge, but also help students understand and grasp concepts, particularly that of Anthropology, so I feel that maybe the path I should take, but you never know, things can change and I'm open to it!

Tino pai te mahi

Tena koutou katoa, my name is Kelsi Crown and I am currently a fourth-year student at the University of Waikato where I am studying a Bachelor of Management Studies with a double major in Strategic Management and Agribusiness, along with a specialisation in Internationalisation. My studies have been both challenging and rewarding. I am currently taking an entrepreneurial paper in which my group and myself are working towards a new venture and will present to judges in a Dragons Den project. This looks to take a hands-on approach to the start-up of our own business and develop the necessities to an entrepreneurial mind. During my time at University, I have learnt to value progress and change. This has come about in the perception that the number of Maori students completing tertiary studies is low and that there is lack of connection to the corporate sector. Thus, once I have finished my degree, I aspire to travel overseas to gain further experience and expertise in the corporate sector and once on return, I hope to bring all that I have learnt to give back to my iwi, hapu and whanau. Further, I aspire to facilitate the journey of Maori businesses with my skills and knowledge. Travelling overseas will help me to gain a new perspective of doing business in different countries with a greater understanding of the global economy. The value of collaboration resonates with myself in that I did not get to where I am or where I will be in the future without the help and support of my iwi, my family, friends, lecturers, and mentors. I am proud to be supported by Tiroa E Trust and my Rereahu iwi in my strives to work in the corporate sector. To come from such an enriched culture has enabled me to feel a great sense of belonging and strive for success in my studies.

