



MAY 2020

## REREAHU MANU KORERO

E nga rau rangatira mā tenei ra te mihi kia koutou mai nga maunga whakarei tainoa kia tatou tenei ra te mihi maioha kia koutou katoa.

## COVID - 19

## UPDATE TO SHAREHOLDERS

As the world faces an unprecedented challenge with much uncertainty, the Trustees wanted to provide our shareholders with an update on our business.

Over the past weeks, we have closely followed the guidance of Government and leading public health institutes, to ensure we are taking measures to protect the health and well-being of our people and maintain business continuity as much as we possibly can.

Administration staff & trustees have been working remotely and leveraging our digital IT tools to continue operating the business efficiently. We are maintaining a close dialogue with our customers and suppliers, who are all facing similar challenges.

There is no question that the issues and uncertainties associated with the coronavirus pandemic will present some challenges for Tiroa E & Te Hape B Trusts and will have an impact on our near future performance. The disruption is being felt in the processing of livestock and the next year will be tough, however there is still a demand for food - our industry is one that has so far been able to continue, We hope to come out the other side well-positioned to continue on our path of full-potential performance.

The response of Tiroa E & Te Hape B trustees and employees should give shareholders comfort, knowing the dedication, innovation and flexibility of each and every one of our employees, working tirelessly to ensure minimal operational disruption. I am confident that our hard work will pay off as conditions return to a new normal.

We have determined that for the duration of the global pandemic crisis, we will focus as a business on the following two priorities:

- The health, well-being and support of our employees and shareholders
- Continue to run your business to the best of our ability.

We've united against Covid-19 and by continuing to work together we can earn the opportunity to move to Alert Level 2. When we move to Alert Level 2 we can leave our bubbles and reconnect with friends and family. Life at Alert Level 2 means we can resume many of our everyday activities – but we have to do so safely. Alert Level 2 is not life as normal, some restrictions and other measures remain in place to reduce the risk of transmission.

The trust is providing updates through various means of communication to shareholders. This includes the following:

- Newsletters
- Shareholder Survey
- Tiroa E & Te Hape B Website - [www.tiroatehape.maori.nz](http://www.tiroatehape.maori.nz)
- Tiroa E & Te Hape B Facebook

For more detailed information go to: <https://covid19.govt.nz/>

**Kia kaha, kia toa, kai manawanui !**

Nga Mihi  
Rowyne Yeatman, Chairperson



**Some whanau have made requests to the Trusts for Covid-19 assistance. Through our Charitable Trust we are asking shareholders to complete a questionnaire/application. This is included with this panui - please complete and return if applicable. If you require assistance completing the form, please do not hesitate to contact us.**

## 2019 Annual General Meeting

The Annual General Meeting of Shareholders was held at the Waitete Rugby Clubrooms, Te Kuiti on 29 November 2019. There was a pleasing turnout with shareholders coming from near and far. Discussions were held on several issues, but not limited to the following:

### Chairperson Report

Strategic Pillars being:

- Economic Prosperity
- Social Responsibility
- Environmental Sustainability
- Cultural Preservation

Trustee Portfolios

- Grants
- Shareholder Dividends

### Farm Operations

Summary of Key Points

- Farm Structure / Staff
- Product Prices
- Climatic & Farm System Overview
- Production Overview

Stock Losses on Tiroa Trust was of major concern, and the overall performance was simply not an acceptable outcome.

Purchasing the new farm is an exciting addition that will provide opportunities in the future.

**Election of one Trustee.** Successful nominee elected was Martin Te Rahui Hepi.

### Financial Accounts

#### *Tiroa E Trust Result*

Overall nett profit before tax down \$1.5m  
Investment in new property of \$3.4m

#### *Te Hape B Trust Result*

Overall nett profit of \$2.9m  
One off forestry income of \$1.5m  
Investment in new property of \$3.4m

### Crusader Meat NZ Update

Currently negotiating terms of new lease  
SGM will be held 2020

### Charitable Trust Update

Recently hired a temporary project manager – Moana Davey  
Presentation of the proposed website

### Other

KPMG was reappointed as the Auditor for 2019/20 financial year  
The sum of \$286,561 be paid to Te Hape shareholders in the form of a dividend  
Tiroa E Trust is unable to pay a shareholder dividend due to not reaching the profit threshold.  
New property – Te Awa Rua Farm.

**Prize Draws took place at the AGM. You will find a list of lucky winners included in this panui. Below are just some of the items our generous sponsors donated**



## Rotation of Trustees & Options

At the 2017 Annual General Meeting two options were tabled to amend the Trust Deed to allow a more realistic approach when the majority of trustees are due to retire by rotation all at once, however unfortunately no outcome was reached. When the majority of trustees retire all at once, it becomes risky and may have implications to carry on 'business as normal' for the Trusts. The two options recommended and tabled are as follows (please note the alterations are in red only):

### Variation 1

#### 40. Qualifications, Disqualifications and Removal of Trustees

The number of Trustees in office at one time shall not be more than seven (7).

The majority of Trustees shall be beneficial owners or descendants of beneficial owners in Tiroa E or Te Hape B Block.

The term of office for Trustees shall be for a period of three (3) years from the date of their appointment by the court or

In the case where the majority of Trustees have been elected in the same year then the term shall be a rotation of two (2) trustees in the third (3<sup>rd</sup>) year, then two (2) trustees the fourth (4<sup>th</sup>) year and then the remaining three (3) trustees in the fifth (5<sup>th</sup>) year.

OR:

### Variation 2

#### 40. Qualifications, Disqualifications and Removal of Trustees

The number of Trustees in office at one time shall not be more than seven (7).

The majority of Trustees shall be beneficial owners or descendants of beneficial owners in Tiroa E or Te Hape B Block.

The term of office for Trustees shall be for a period of five (5) years from the date of their appointment by the court or

In the case where the majority of Trustees have been elected in the same year then the term shall be a rotation of two (2) trustees in the fifth (5<sup>th</sup>) year, then two (2) trustees the sixth (6<sup>th</sup>) year and then the remaining three (3) trustees in the seventh (7<sup>th</sup>) year.

At this years AGM (2020) five trustees are due to retire by rotation, which again opens up a risky situation. Please give the options above your consideration – we will table again at this years AGM with the hope of reaching a satisfactory resolution.

## Dwelling Upgrades

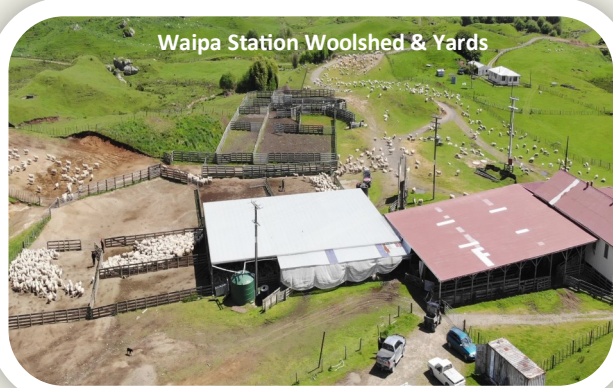
Upgrading of all farm dwellings continues. New floor coverings, exterior & interior painting, double glazing, new drapes and building maintenance work where required. Annual fire place & smoke alarms checks have been completed prior to winter.



1993 Mangaokewa Road - Wharekiri Station 2020

## Farm Update

It is amazing how much things can change in the space of five months. Back in December the farming sector could do no wrong. The year was shaping up to being one of the best with grass growing strongly and markets that were at record levels and set to continue. Now the farming sector has had to deal with a severe drought and the impact of COVID-19 on top of this as well. With regard to the drought, we have now had some relief in the King Country but the region, and the Trust



Waipa Station Woolshed & Yards

farms are still in a less than ideal position heading into winter. How bad was it? Well the last big drought that the region experienced was in 2013 but this was far worse and an indication was that there were puna on the farm that dried up that no one had recalled these doing so before. The investment in water reticulation really paid off this year! This meant a major revision of the farm plan in later summer and the need to sell stock off the farm earlier and at lighter weights than planned – this is all to ensure that the impact of this drought is contained to this year as much as possible. Talk to any farmer in the North Island and they will tell you that it has been more of an issue dealing with the drought than it has been dealing with COVID-19 and we feel for those regions such as the Hawkes Bay who are still dealing with a very dire situation.

Added to this has been the impact of COVID-19. While farms have still had the ability to keep operating through this situation, it has still had a big impact on the markets that stock are sold through and the prices that stock are sold for. Meat processors were already facing a tough time with the overseas demand for product dropping and on top of this had to operate under significant restrictions when we went to “Level 4”. This dropped the price they were able to pay markedly. With falling prices, market uncertainty and drought in many regions, the market for store stock then dropped considerably – not to mention that the sales yards had to shut down. Selling wool has been “off the cards” as worldwide demand has plummeted, the auction system is not operating and to top it off the wool stores are all “chocka” and can’t fit another bale in. Operating a farm safely has meant new protocols in place for any one coming on farm – only people key to the farms operation were allowed in the front gate. In short - if you are not there to help the farm operate, you can’t be there. This is for the safety of our essential workers.

Much has been said that the farming sector will remain the backbone of the New Zealand economy and will help to bring the country through this situation but what has not been considered is that it has been bloody tough operating a farm business at this time and all farming businesses have faced a major reduction in profit for this year. And next year is not looking much better. Being in the business of producing food is likely the best place to be right now and New Zealand is incredibly well placed to stamp our mark as a producer of high quality, nutritional and safe food products. What we need to keep in perspective is that the world will still need our food, they will just have less money to be able to pay for it. A farming business is still strong, but the gloss has come off for a year or two. We convey our thanks to all of the farm staff that have continue to put in the mahi at this challenging time.

### Nga Whenua Rahui (NWR)

The original kawenata signed up for both Trust’s is coming up to its 25 year expiry date and the Trust is currently working with the NWR team with a view to extending the kawenata. Importantly, the Trust is reviewing this option carefully and ensuring that any extension would be in the best interest of the Trust and the whenua. A major positive of the discussions to date has been the strong and valued relationship that is in place between the Trust and NWR. As one of the first Trust’s to sign up with NWR back in the 90’s, they have recognised this and both the new and old NWR team are very keen to continue the strong working relationship into the future. Their rangatira, Mike Mohi, was there when the original agreements were signed and while he is now moving into retirement, he has been happy to share his wealth of knowledge with the Trust and this is helping to guide the decisions to be made regarding the future. We look forward to updating you further on this as we progress this journey.



Wharekiri Managers House and New Implement Shed





## TAUPIRI EXPRESSWAY BLESSING

14 February 2020

Tiroa Te Hape Charitable Trust were proud to support and be part of the opening of the Taupiri Expressway. A blessing of the road was led by Waikato Tainui kaumatua and the Maori King, Kingii Tuheitia Potatau Te Wherewhero te tuawhitu. Minister of Transport Phil Twyford, and representatives from the iwi, Fulton Hogan, HEB, NZTA, local

government and stakeholders followed in buses as the blessing progressed.

The blessing concluded with Kingii Tuheitia cutting the ribbon at the northern interchange, before proceeding back through the site to stop off at the Taupiri summit to look at the pou. Warren McGrath, the Manutaki (master carver) spoke in detail with the Maori King and Minister Twyford about the pou design and what it represented. The tour finished at Te Iringa lagoon for speeches and morning tea.

Fulton Hogan project director Tony Adams was presented with a Pouwhenua. The Pouwhenua (long handled weapon) is named Kahu-pokere, which is a reference to one of the final stages of creation as referenced in the ancient Tainui Whare Waananga (house of learning). The name was bestowed on the Pouwhenua by kaumatua of Taupiri marae, specifically for the whakanoa ceremony. On the morning of the whakanoa, Kahu-pokere was passed between the Tohunga waerea, as each took their turn to recite the Waerea (ancient incantations) utilised on this historic occasion. Kahu-pokere was created by the renowned Waikato carver Kingi Tawhiao for this historic occasion.

## TAUPIRI EXPRESSWAY

Four-lane State Highway 1 through Waikato is the biggest single infrastructure project ever undertaken in the region.

The 15km Huntly section takes traffic away from congestion points at Huntly and Taupiri, across lowlands and streams, and over the Taupiri Range. It will be a time-saver and provide a much safer route for travellers with its central and side barriers. The \$384 million project has been delivered for Waka Kotahi NZ Transport Agency by a joint venture between Fulton Hogan and HEB Construction. Construction started in late 2015.



A feature of the project and the biggest challenge was a 57m cutting at Taupiri Pass. This required 1.3 million cubic metres of earth and rock to be removed. The cutting lowers the gradient to less than five per cent so heavy vehicles can maintain speed.

All up, the project saw more than four million cubic metres of earth moved – with giant culverts installed in steep ravines and filled with cut material.

There are **nine** bridges on the route, including one at 80m over the Main Trunk Railway Line at the Northern Interchange.

Another feature of the project has been a wetland creation off Evans Road, adjacent to Lake Kimihia.

Improving the ecology in the area has seen four years of pest control, with the project team winning the battle against goats, possums, rats and stoats. This has led to big improvements for flora and fauna in the neighbouring Taupiri Scientific Reserve.

## MAHI MIHI NUI (Great Work—Congratulations)

Education Grant Recipient - Melissa Keith



Kia ora koutou katoa. My name is Melissa Keith and my parents are Rua and Leonie Joseph. I'm only doing one paper through Massey University this year. I have 7 papers to go until I complete the Bachelor of Business. It has been challenging studying part-time and raising a whanau. In 2014 I changed my major from accountancy to management as I am keen on the idea of managing some organisation one day, maybe a rest home? I'm more of a people person and over time with support including financial support and encouragement from whanau and friends, I have gained more confidence over time to keep going and finish the degree.

I've also started another degree this year being the Bachelor of Applied Theology at Carey Baptist College. Because of my grades and having completed the Diploma in Chaplaincy in 2018, I've had 12 papers cross-credited towards the degree (with 12 papers to go). This semester I am studying Te Ao Maori for and I love it! I'm also enrolled in their Ngaa Pou Amorangi programme which helps me to understand what it means to be Maori and a christian and how to minister to our maori people and in a bicultural context like my parents.

Thank you for all that you have done and the support you have given me.

Nga manaakitange (blessings)

## New Property – Te Awa Rua Farm

After several months of farming this new property, the Directors are pleased with the results and are looking forward to sharing some more information with shareholders in due course. As at end April 2020 Te Awa Rua Farm stock numbers are 6,607 sheep and 301 cattle. In October 2019 Andrew Blackmore was employed as farm manager and he is proving to be a valuable asset to this operation. We will also be recruiting a Shepherd in the near future to ensure we have the required amount of full time staff.



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## CRUSADER MEATS UPDATE

Negotiations are in the final stages and we hope to receive a draft lease shortly. We will then give shareholders a full update, and hold a Special General Meeting in the near future to enable the shareholders to consider the documents and resolve if we continue with a lease or not. A lot of time has been spent ensuring we are covering all aspects including shareholders concerns regarding cultural and environmental.

## Shearing Champs

Unfortunately due to the Covid 19 pandemic, this event was cancelled this year. The Trusts supply all sheep for this shearing spectacular held in April each year. We look forward to the 2021 event and will continue to support the NZ Shearing Championships.



Wayne Fraser (Farm Manager) & Kerin James (General Hand) - Tiroa Station 2020

## Annual General Meeting - Prize Winners

NORWOOD – Ride on Toy	Phillip Crown Jnr
AG FIRST - \$250 new world gift card	Speers Whanau Trust
AG FIRST - \$250 new world gift card	Hohepa Taniora Whanau Trust
DOYLE VALUATIONS – \$100 Mitre 10 Gift Card, Drink Bottle	Weherua Nathan Whanau Trust
FARMLANDS - \$100 New World Gift Card, Drink Bottle # 1	Anne Nathan
FARMLANDS - \$100 New World Gift Card, Drink Bottle # 2	Te Atawhai
FARMLANDS - \$100 Z Gift Card, Drink Bottle # 1	Noti Matena
FARMLANDS - \$100 Z Gift Card, Drink Bottle # 2	Doreen Anderson
PWC - \$100 Warehouse Gift Card, Drink Bottle # 1	Peggy Hughes Whanau Trust
PWC - \$100 Warehouse Gift Card, Drink Bottle # 2	Ruth Turu (Cuthbertson)
BALLANCE - \$100 Warehouse Gift Card, Drink Bottle # 1	Rahui Hepi
BALLANCE - \$100 Warehouse Gift Card, Drink Bottle # 2	Frances ????
BALLANCE - \$100 Warehouse Gift Card, Drink Bottle # 3	Packer Whanau Trust
BALLANCE - \$100 Warehouse Gift Card, Drink Bottle # 4	Victor Martin
BALLANCE - \$100 Warehouse Gift Card, Drink Bottle # 5	Jean Moana
OTO PLUMBING & GAS – \$50 Mitre 10 Gift Card, Brew Cup # 1	Gavin Malcolm
OTO PLUMBING & GAS - \$50 Mitre 10 Gift Card, Brew Cup # 2	Destiny King (Ordish)
OTO PLUMBING & GAS - \$50 Mitre 10 Gift Card, ATKINSON & ASSOCIATES – Casio Watch	Tutaki Waaka Whanau Trust
OTO PLUMBING & GAS - \$50 Mitre Gift Card, FLYBUYS – Ecostore Care Pack	Teina Bhana
FMG – Headlamp, Drink Bottle, Flask, Hat, Emergency Tool # 1	Robert Kapu
FMG – Headlamp, Drink Bottle, Flask, Hat, Emergency Tool # 2	Steven Turner
FMG – Headlamp, Drink Bottle, Flask, Hat, Emergency Tool # 3	Maria Shadrock
BNZ – Bag, Shirt, Picnic Blanket, Hat, Card Holder, Umbrella	Jennifer Tutaki
KPMG – Bag, Shirt, Picnic Blanket, Binoculars, Hat	Leanne Hughes
WAITOMO FUELS – Drink Bottle, T-Shirt, Hat, Pens, Lollies, Umbrella # 1	Frances Healey
WAITOMO FUELS – Drink Bottle, T-Shirt, Hat, Pens, Lollies, Umbrella # 2	Rowyne Yeatman
ATKINSON & ASSOCIATES – Headlamp, ROBINSONS WATER SERVICES – Shirts	Kiley Whatarangi
ATKINSON & ASSOCIATES – Watch, ROBINSONS WATER SERVICES - Shirts	Tui Anderson
ATKINSON & ASSOCIATES – Headlamp, ROBINSONS WATER SERVICES – Shirts	Kakenga King Whanau Trust
ATKINSON & ASSOCIATES – Vest, Hat, ROBINSONS WATER SERVICES – Shirts, Drink Bottle # 1	Mary Crown
ATKINSON & ASSOCIATES – Vest, Hat, ROBINSONS WATER SERVICES – Shirts, Drink Bottle # 2	Dianne Anderson
ATKINSON & ASSOCIATES – Vest, Hat, ROBINSONS WATER SERVICES – Shirts, Drink Bottle # 3	John Tutaki
ATKINSON & ASSOCIATES – Vest, Hat, ROBINSONS WATER SERVICES – Shirt, Drink Bottle # 4	Hazel Taane
ATKINSON & ASSOCIATES – Vest, Hat, ROBINSONS WATER SERVICES – Shirt, Drink Bottle # 5	Julia Chase
OTOROHONDA – Vest, CT SHEARING – Singlet # 1	Sharon Tutaki
OTOROHONDA – Vest, CT SHEARING – Singlet # 2	Te Irirangi Shefford

**Congratulations to all our winners ! We sincerely thank the above sponsors for their generous contributions**





## Unclaimed Dividends

As per the below lists - these are some of the shareholders we are holding unclaimed dividends on behalf of. If you know any of them, please ask them to contact the office so we can process and release funds to them.

### Tiroa E Trust

ID	First Name/s	Surname
349	Tony Kara	PEHIKINO
602	Peter	CROWN
605	Matthew Manawaiti	BELL
676	Michael & Veronica	REREKURA W T
797	Hawera Tera Dailey	MOKE
798	Kui Christine	MOKE
914	Jared Ashley	GRIGG
924	Jamal	CROWN
1074	Kaimaha Martha	KEREMATA
1288	Barbara	HEMARA
1289	Jack Larsen	HEMARA
1290	Lorne	HEMARA
1291	Vivian	HEMARA
1292	Phillipa	HEMARA
1409	David Joseph Te Puaka	ROMA
1410	Michael Thomas Taka	ROMA
1411	Theodore Pehitaia Mangu	ROMA
1412	Maria Joyce Kiritehanga	ROMA
1414	Joseph Malcolm	ROMA
1493	Daryle Wiremu	MAKO
1494	Dean	MAKO
1495	Earle Raymond	MAKO
1496	Gisborne Turanga	MAKO
1497	Hilton Ngatoru	MAKO
1498	Keri	MAKO
1499	Paul James	MAKO
1780	Quovadis	RAWIRI
1781	Tony	RAWIRI
1782	Andrei	RAWIRI

### Te Hape B Trust

ID	First Name/s	Surname
480	Armand Lee	CROWN
604	HEMANAWA	PIHAMA MATENA WT
623	Taylor Lesa'o	MARTIN-LALOATA
687	Danny Mutunga	KINGI
694	Pamela Sue	TWIGDEN
695	Raewyn Te Awe	KINGI
696	Shardia Rangikataina	KINGI
697	William Raymond	KINGI
699	Donna Rose	KEREOPA
702	Josephine Taku-Aroha	PANAPA
794	Shane	BRODERSON
810	Alice Waiata Eileen	MANAIA
939	Chantel Veralee Matewaina	APANUI
943	Jason Robert Miles	TURNER
1681	Kingi raua ko Ruihi	WETERE W T
1741	Richard Arthur	PACKER
1802	STALADI	NGAWAIRAU W T
1984	Cecil Raymond Davis	PENI
1986	Nelda Henrietta	PENI
2002	Morehu	STAFFORD
2003	Te Miira	STAFFORD
2005	Elizabeth Arohanui	HUKUTAI
2008	Rowena Ngahina	SINGH
2010	Linnie and Bobbie	TAINUI Putea Trust

**We invite Shareholders to forward any correspondence or information they would like included in the future newsletters.**

**We are planning to send information to shareholders via email in future, however we will continue to send via post for any shareholders that do not have email access. If you have an email address, please ensure to complete where indicated on the questionnaire/application included with this newsletter.**

*Invitation*

### Education & Marae Grants

The 2020 Education & Marae Maintenance Grants closed on 27 March 2020. We received 25 Secondary applications, 19 Tertiary applications and 2 marae maintenance applications. The total paid out was \$12,900 and payments were made to recipients in April 2020.

We encourage recipients to provide a profile of their successes so we can include them in our panui.



### Tangihanga Grant – Policy Changes to allocation

Due to not being able to source meat at times during the year, we have updated our tangihanga grant policy. The old policy allocation was \$500 and 3 boxes of lambs chops – the new allocation is \$1000 payment only. All other wording remains the same. If you would like to obtain a copy of the policy please contact the office on 07 8788640 or email [sharon@tiroatehape.maori.nz](mailto:sharon@tiroatehape.maori.nz)