

# PIRIHIMA WHĀNAU TRUST



## **2016/17 ANNUAL GENERAL MEETING**

Tahuwhakatiki (Romai) Marae, Welcome Bay Road, Tauranga

**SATURDAY 18<sup>th</sup> FEBRUARY 2017**

9:30am – Registrations | 10:00am – Meeting Commences

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# 2016-17 ANNUAL GENERAL MEETING OF SHAREHOLDERS

10.00am, Saturday 18<sup>th</sup> February 2017  
Tahuwhakatiki (Romai) Marae, Welcome Bay Road, Tauranga

<u>Trustees:</u>	Marita Ranclaud (Chairperson) Colin Reeder Neihana Jacob Wayne Hudson
<u>Financial Advisor:</u>	Nick Dykzeul – Finlay & Dykzeul Limited
<u>Auditors:</u>	BDO Limited
<u>Secretary:</u>	Te Awanui Huka Pak Limited

## A G E N D A

**9.30am: Registration of Shareholders**

**10.00am: Meeting Commences**

1. Mihi/ Karakia
2. Apologies / Proxies
3. Introduction of Trustees and Advisors
4. Acceptance of 2015 AGM minutes dated 29<sup>th</sup> August 2015
- ❖ Matters arising from the Minutes
5. Reports
  - ❖ Chairperson Report – Marita Ranclaud
  - ❖ Financial Report – Nick Dykzeul (Finlay & Dykzeul Limited)
  - ❖ Orchard Report – Rhys Rushton & Ray Gordon (Seeka Limited)
6. Review of Strategic Plan
7. Sale of Māori Freehold Land – Kairua Road
8. Election of Trustees
9. Annual Distribution
10. Appointment of Auditor
11. General Business

**Notification of this meeting has been sent to all shareholders for whom an address is known.**

# Chairperson's Report for Year Ended March 2016

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*Vision: "Realising the potential of the whenua for the wellbeing of the Pirihiima whānau"*

Over the 12 months April 2015 to the end of March 2016 the Trust has diligently continued to work at achieving the objectives as outlined in its Strategic Plan 2014-2019. I am pleased to report that progress is steady as summarised below:

1. Patetu Lease/Farming – the formal lease of Patetu orchard land ceased early in the financial year. A payment plan is in place to ensure that all monies owed by Pirihiima to Patetu (profit share arrangement) are paid.
2. Orchard Productivity – as the core business of the Trust, improving kiwifruit production has been a critical focus. A modest harvest was welcome following the non-production of the previous year (due to hail damage). The relationship with Seeka (who manage both the avocado and kiwifruit orchards) is strengthening and to ensure we continue to push our productivity, trustees have become involved in training offered via the Tūhono Whenua initiative. The more we understand about kiwifruit, the better a position we are in to progress opportunities as they arise.
3. Pukenga JV Investment – this investment is in the process of being wound up. It is anticipated that substantive proceeds will be made available as a result of the exit. How those proceeds might be applied is still to be considered.
4. Woodhouse Loan – the Woodhouse whanau are using legal support to work with us to resolve this very complex issue.
5. Te Roha Loan – Pirihiima and Te Roha trustees are in negotiations to resolve the loan.
6. Forestry – with approximately 4 years still to go before harvest, the forestry block has been left to grow.
7. Papakainga – the Trust is working alongside Ngā Pōtiki a Tamapahore to administer the Papakainga units. No immediate plans are in action to expand the development.
8. Investment Land – an option for sale of the property at 224 Kairua Road will be put to the AGM. The basis for this proposal is about the Trust wanting to focus on core business i.e. kiwifruit. The property at 224 Kairua Road is significantly run down and will require approximately \$110k to bring it back to standard. While the return on this investment is acceptable, the funds could be directed at kiwifruit production that has a much, much higher rate of return.

The avocado orchard has a strip of bare land that has been assessed by Seeka as being appropriate for a new avocado variety called Gem. We are hopeful that discussions with Seeka could yield a plan for use of this land.

A mortgage is currently held by ANZ over the avocado block (loan used to fund the Papakainga build). Gaining the loan highlighted a long standing and unresolved issue relating to occupation of the block by the Le Livre whānau. Ensuring a proper and legal subdivision of the block occurs is a piece of work that will need to be added the Trust's work schedule.

The Trust has been approached by the Marae to consider use of land adjacent to the Papakainga for use as an urupā. Beyond this discussion, Pirihima are keen to understand the strategic vision of the Marae. Given the proximity of the two entities to one another, it makes sense that there be some shared planning.

9. Biodiversity – stage 1 of planting out the paddocks along the Waitao River will occur over the winter months. The previous year's planting undertaken by whānau behind the Papakainga and urupā have taken well.

Going forward the Trust aims to continue to move itself into a position of becoming a recognised Māori Kiwifruit Grower. Kiwifruit remains a high demand and lucrative industry within which, Pirihima Whānau Trust is more than capable of performing well in.

Nāku noa nā



Marita Ranclaud  
(Chairperson)

# Proposal to Shareholders for Sale of Property at 224 Kairua Road, Tauranga.

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## Background

Pirihima Whānau Trust is the registered proprietor of Māori freehold land known as Papamoa 2 Section 2B3C2B2 comprising 2,024m<sup>2</sup> and situated at 224 Kairua Road.

The property includes a house and garage which is tenanted by Andrea Kiwi (since 2011) at a rent of \$240.00 per week.

In May 2014, a review of the property and rental arrangement was conducted. A number of issues were identified confirming inadequate property administration and landlord performance by the Pirihima Whānau Trust. While some of the issues have been remedied, the property is substantively run down, is not weather tight and does not meet the requirements of the Residential Tenancies (Smoke Alarms and Insulation) Regulations 2016.

In July 2015, ABC Homes completed a House and Property Report (as a part of the Ngā Potiki a Tamapahore property renovations project). The report outlines significant issues regarding the state of the house and in discussions between ABC Homes and the Trust, an estimate cost of \$110,000 to bring the house up to livable standard has been quoted.

## Summary of Arising Issues

- The house at 224 Kairua Road is substandard requiring significant investment to remedy so that the Trust (as landlord) meets expectations as per the Residential Tenancies Act 1986 and its variation 2016;
- The financial position of the Trust to date, has made committing to repairs difficult;
- Application of funding to renovate 224 Kairua Road removes opportunity for the Trust to address other identified priorities e.g. improve orchard productivity, repay debt;
- It is unclear whether the return on investment for progressing with renovation and retaining the property as a rental makes the activity practical for the Trust;
- The tenant has expressed an interest in purchasing the property.

## Potential Options

1. Complete renovations and continue to rent the property;
2. Cease rental of the property, remove the house and find an alternative use for the land e.g. Gem Avocado;
3. Sell the property and use the funds to develop the adjoining block for Gem Avocado or other investment as determined by the Trust.

## Preferred Option

The Trust has a preference to sell the property and use the funds for other investment. Given the lands status with the Māori Land Court, any sale would require consent of 33% of the beneficial interest. Further, the Trust would seek to give the current tenant the first right of refusal where a sale approved. To this end, the following resolution for the AGM to be held 12<sup>th</sup> February 2016 is proposed:

***“Consent is given for the Pirihima Whānau Trust to sell the land block known as Papamoa 2 Section 2B3C2B2 and that first right of refusal for purchase is given to the current tenant – Andrea Kiwi”.***

It is acknowledged that this paper is a very high level overview of the situation regarding 224 Kairua Road. Those whānau who have questions about what is proposed are strongly encouraged to attend the AGM.

Nāku noa nā

A handwritten signature in black ink, appearing to read 'mRanclaud'.

Marita Ranclaud  
(Chairperson)

## PIRIHIMA WHANAU TRUST – 5 YEAR FINANCIAL SUMMARY

Statement of Financial Statements (Summary) for Year Ended 31 March 2016  
*(Prepared by Nick Dykzeul, Finlay Dykzeul Limited)*

Financial Performance	2016	2015	2014	2013	2012
<b>Income</b>					
Farm	-	-4,542	8,312	22,534	13,302
Kiwifruit - Green	266,764	311,812	438,156	556,330	502,262
Kiwifruit – Gold	95,408	-	-	-	-
Pinelands	-	-	-	-	700
Rental – Kairua Road	11,660	12,060	12,060	11,280	11,760
Rental – Papakainga	18,200	-	-	-	-
Other	40,465	36,587	29,642	30,384	27,038
<b>Total Income</b>	<b>432,497</b>	<b>355,917</b>	<b>488,170</b>	<b>620,528</b>	<b>555,062</b>

Statement of Financial Statements (Summary) for Year Ended 31 March 2016  
*(Prepared by Nick Dykzeul, Finlay Dykzeul Limited)*

	2016	2015	2014	2013	2012
<b>Less Expenses</b>					
Farm	12,440	2,577	315	3,906	627
Kiwifruit - Green	149,988	304,282	417,145	483,220	611,521
Kiwifruit – Gold	25,621	-	-	-	-
Pinelands	3,586	5,516	3,045	3,145	2,849
Rental – Kairua Road	1,985	5,366	3,634	3,837	3,174
Trust	107,083	84,717	78,171	71,592	61,973
<b>Total Expenses</b>	<b>300,703</b>	<b>402,458</b>	<b>502,309</b>	<b>565,697</b>	<b>680,144</b>
<b>NET SURPLUS/ (DEFICIT)</b>	<b>131,794</b>	<b>-46,541</b>	<b>-14,139</b>	<b>54,831</b>	<b>-125,082</b>



Statement of Financial Statements (Summary) for Year Ended 31 March 2016  
 (Prepared by Nick Dykzeul, Finlay Dykzeul Limited)

	2016	2015	2014	2013	2012
<b>Financial Position</b>					
<b>Total Equity</b>	<b>4,487,907</b>	<b>3,715,723</b>	<b>3,315,720</b>	<b>3,396,310</b>	<b>3,401,563</b>
Working Capital	781,844	241,036	286,325	332,126	242,966
Fixed Assets	2,827,552	2,826,674	2,512,551	2,598,740	2,669,725
Pukenga Holdings Joint Venture	612,442	164,582	161,122	146,746	152,202
Zespri Gold 3 Licence	4,843	5,144	5,447	5,750	-
Shares in Listed Companies	520,786	480,375	354,451	318,516	311,959
Livestock	-	-	-	-	24,711
Less Non Current Liabilities	-259,563	-2,088	-4,176	-5,568	-
<b>Net Assets</b>	<b>4,487,907</b>	<b>3,715,723</b>	<b>3,315,720</b>	<b>3,396,310</b>	<b>3,401,563</b>
* Working Capital is equal to Current Assets less Current Liabilities					

# Trustee Nominations

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## Election of Trustees

At each Annual General Meeting of Shareholders two trustees retire by way of rotation. This year three (3) vacancies exist due to the resignation of Colin Reeder and Neihana Jacob, and one (1) existing vacancy.

## Nominations

Nomination forms were sent to all shareholders on 21<sup>st</sup> December 2016 and closed on Tuesday, 24<sup>th</sup> January 2017. One person was nominated for election at the meeting on 18<sup>th</sup> February 2017:

1. Titihuia Pakeho

Titihuia's biography is included in this booklet for your perusal.

# TITIHUIA PAKEHO

81 Kairua Road, RD 5, Tauranga | 07 542 00144 | [Sylvia.Pakeho@bopdhb.govt.nz](mailto:Sylvia.Pakeho@bopdhb.govt.nz)

## Personal Profile

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My family is important to me my iwi, hapū and whanau are an integral part of my life which enhances my involvement as an active member of my marae as kaikaranga. My spirituality is important to me which has lead me to be an Awhina in the Ratana church. All of these things inform my nursing philosophy in delivering holistic care to my patients. I am married to Luke Pakeho and together we have five children and ten grandchildren. My hobbies include walking, Zumba and music.

## Personal Statement

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My vision is informed by the NZNO philosophy *"let us journey together for the health and wellbeing for all people of Aotearoa"*. I believe we can fulfil this by achieving our professional and industrial aspirations as an organisation. I believe I have the skills required and I will support the board of directors to achieve this.

## Governance Experience and Skills

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Engagement with NZNO and commitment to NZNOs vision.

I have been an active member of NZNO for eleven years and I have been active member of Te Poari. I am the current Chairperson of BOP/Tairāwhiti Te Rūnanga o Aotearoa NZNO, member of the BOP/Tairāwhiti regional council and a Regional convention organiser for Maori health and a worksite delegate. I am currently a member of the following NZNO committees:

- Joint Action Group (JAG);
- NZNO Bipartie Committee;
- Annual General Hui Planning Committee;
- Matariki Planning Committee;
- Florence Nightingale Scholarship Select Committee
- Te Akenehi Hei selection panel.

## Understanding of Nursing and the wider Health Sector

- I actively promote and embrace Te Tiriti o Waitangi in my nursing practice.
- I have an understanding of the health system and how the wider determinants of health impact on health and wellbeing.
- I have actively contributed to policy and research and have assisted with NZNO submissions on the review of the Coronial Act and I have initiated workshops for health professionals, whanau, hapū, iwi and the community in a marae setting.
- I have the good knowledge of the key issues that are driving nursing workforce issues for all nurses and health care workers.
- I have been a spokesperson for the organisation in national media and I have presented at an international forum (South Pacific Nurses Forum).

- I have been involved in developing relationships with other indigenous nurses group such as the Congress of Aboriginal Torres Strait Islanders Nurse and Midwives, Canadian Aboriginal Nurses, and South Pacific Nursing groups.

#### Business and Commercial Acumen

- I have contributed to the development of Te Poari and Te Rūnanga business operational plan
- I have supported the development of community strategy across the region.
- I have experience monitoring performance against the operations plan.
- I have been monitoring the sustainability of the organisation by monitoring membership growth.

#### Governance

- Current chairperson BOP/Tairāwhiti Te Rūnanga o Aotearoa
- Previously the Vice chairperson BOP/Tairāwhiti Te Rūnanga o Aotearoa
- An active member of Te Poari
- An active participant at the NZNO AGM which is the highest governing authority within NZNO.

#### Finance and Legal Compliance

- I have an understanding of financial statements
- I monitor and distribute funds for regional education
- I monitor financial statements for Te Rūnanga budget
- I support the development of remits to annual general meeting
- I support the development of the review for memorandum agreement between Te Rūnanga and Pharmac
- I understand the statutory requirements of NZNO as incorporated society

NZNOs commitment to the Te Tiriti of Waitangi, Tikanga Maori, Mātauranga Maori and NZNOs commitment to bicultural values and the role of Te Rūnanga o Aotearoa:

- I believe in Mana Motuhake and Tino Rangatiratanga
- I support the intent of the principles of biculturalism
- I will monitor and support biculturalism within the organisation of NZNO
- I will enhance the bicultural partnership between Te Poari and the Board of Directors
- I value all committees within the organisation of NZNO
- I am aware of the commitment made by the organisation under Te Tiriti o Waitangi
- Support NZNOs ability to recognise and understand Tikanga Maori

#### **NZNO Timeline**

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2010 – 2016	Current Board Member Te Rūnanga o Aotearoa (Te Poari NZNO)
2010 – 2015	Current BOP/Tairāwhiti Te Rūnanga o Aotearoa Chairperson
2010 – 2015	BOP/Tairāwhiti Regional Council Member
2010 – 2015	BOP DHB work place delegate
2009 – 2010	BOP/Tairāwhiti Te Rūnanga o Aotearoa Vice Chairperson

#### **Work Experience**

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July 2009 – 2016	Registered Nurse Kaupapa Ward (current)
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January - 2009  
July 2008 – January 2009

Registered Nurse Ward 1D Surgical  
Registered Nurse 2A Kaupapa Medical

### **Education**

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2016	Portfolio Certificate of Achievement Proficient Level
2016	Te Ataarangi night class Te Reo
2015	Te Ataarangi night class Te Reo
2014	Presentation at South Pacific Nurses Forum in Tonga
2013	Poutama Preceptor Course
2011	Te Ataarangi (Te Reo)
2011	Preceptor Course
2009	Portfolio Certificate of Achievement Competent level of Practice

### **Affiliations**

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Current	Active marae member (Kaikaranga)
2016	Current Chairperson Anamaria Trust Papamoa 2B1B
2015	Ordained into the Church of Ratana.
2015	Current Chairperson Anamaria Trust Papamoa 2B1A

### **Candidate Profile**

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I am a registered nurse and remain a passionate and experienced level 4 delegate for NZNO.

I have experience at Regional Council, Te Poari and the Te Rūnanga Governance Representative. I am also a volunteer at a governance level working for a Non-profit Organisation and Charitable Trust.

I am the newly appointed Tumuwahakarae for Te Rūnanga o Aotearoa New Zealand Nurses Organisation.

Conflict of Interest: None



# Pirihima Whānau Trust

## PROXY FORM

Proxy Form to be used at the 2016-17 Annual General Meeting of shareholders to be held  
on  
Saturday 18<sup>th</sup> February 2017.

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\_\_\_\_\_ of  
(Full Name)

\_\_\_\_\_  
(Full postal address)

being a shareholder of the Pirihima Whānau Trust **DO HEREBY APPOINT**

\_\_\_\_\_  
(Full Name)

as my proxy. My Shareholder Number(s) is/are \_\_\_\_\_.  
(if known)

\_\_\_\_\_  
Signature of Shareholder/Trustee/Executor

\_\_\_\_\_  
Date

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### WITNESS:

\_\_\_\_\_ of \_\_\_\_\_  
(Full Name)

\_\_\_\_\_  
(Full postal address)

\_\_\_\_\_  
Signature of Witness

\_\_\_\_\_  
Date

The persons following are qualified to act as witness:

Kaumātua, Solicitor of the High Court, Justice of the Peace, Postmaster, Licensed Interpreter of the Maori Language, Registered Medical Practitioner, Officiating Minister, Registered Nurse, School Teacher, Officer of the Department for Courts, Chartered or Registered Accountant.

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**Proxies must be received by the Secretary by 4pm, Thursday 17<sup>th</sup> February 2017.**

Please return to:  
**Pirihima Whānau Trust**  
C/- Te Awanui Huka Pak Ltd, PO Box 4626,  
Mt Maunganui South 3149





# Shareholder Database Details Update Form

## Pirihima Whānau Trust

*If you have recently changed your contact details or bank account information please complete and return this form to the secretary.*



### Shareholder/Owner Details:

First Name(s): \_\_\_\_\_ Surname: \_\_\_\_\_

Also known as: \_\_\_\_\_

Date of Birth: \_\_\_\_ / \_\_\_\_ / \_\_\_\_

*Or if shares are owned by a Whānau Trust, please complete below:*

(or) Whānau Trust Name: \_\_\_\_\_

Contact Trustee: \_\_\_\_\_ Trust Formation Date: \_\_\_\_ / \_\_\_\_ / \_\_\_\_

### Shareholder/Owner Contact Information:

Postal Address: \_\_\_\_\_

\_\_\_\_\_ Postcode: \_\_\_\_\_

Home Phone: \_\_\_\_\_ Mobile: \_\_\_\_\_

Email: \_\_\_\_\_

IRD Number: \_\_\_\_ - \_\_\_\_ - \_\_\_\_

### **Bank Account Details:**

*Please attach a copy of your bank account deposit form or a bank generated form showing your account name and number in full (bank, branch, account number and account suffix). Payments will not be made to an account name that does not match the shareholder database name.*

Bank Name: \_\_\_\_\_ Branch: \_\_\_\_\_

Bank Account No: \_\_\_\_ - \_\_\_\_ - \_\_\_\_ - \_\_\_\_

*If you are supplying overseas bank account details, please also provide your bank branch name, branch address and the international bank swift code.*

Signature: \_\_\_\_\_ Date: \_\_\_\_\_