

FAME

FOOD & AGRIBUSINESS MARKET EXPERIENCE

2007 PARTICIPANTS



Massey University



Lincoln University
Te Whare Wānanga o Aoraki



AGMARDT

THE MAJOR SUPPORTER

ASB





Dean Astill — Dean is currently an Export Manager for Delica Ltd, a Turners & Growers Group company. This role includes the procurement, sales and marketing for a diverse range of fresh fruit and some vegetables. Dean has a strong background in production horticulture with a New Zealand certificate in Horticulture. He is currently completing a Diploma. In 2005, Dean was the New Zealand Young Horticulturalist of the Year. In 2006, he took part and graduated from the Leadership

New Zealand course and is currently a member of the Eastern Institute of Technology Horticulture advisory board, as well as a Director of Mt Erin Fruit Services, a post-harvest facility based in Hawke's Bay. Dean's other interests include squash and motorsport including driving his own competition Rally Car. He is married to Tanya.

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Ed Butler is the strategy advisor for Crop & Food Research. In this capacity, he is involved with developing the institute's overall strategy, and assisting with funding applications. Crop & Food Research has research capabilities that support the wider food sector, develops new added value products (for example new food formulations), and works closely with the vegetable, arable, floriculture and seafood sectors. Ed worked for the Crown Company Monitoring Advisory Unit (CCMAU) overseeing aspects of the Crown Research Institutes' operations. Before joining CCMAU, Ed spent four years with the Foundation for Research, Science and Technology helping allocate research funding in the food and fibre research area. Ed has a PhD in geology and has completed part of a Masters in applied finance.

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Tony Craig is currently the Quota Manager and part of the Strategy and Planning team for Aotearoa Fisheries Limited, New Zealand's biggest seafood company. This role includes legislative and regulatory protection of assets, strategic development planning and the identification and analysis of strategic commercial acquisitions. He has also been responsible for implementing a cost of capital approach across the company. Tony's strong innovative and creative skills have meant a strong bias towards commercial entrepreneurialism.

He is a director of a number of companies and has presented papers on incentives for property rights frameworks in fisheries management. Tony was recently recognised by the Government for his contribution to the introduction and ongoing development of New Zealand's world leading Quota Management System.

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Colin Foster is the General Manager Finance & Corporate Administration for the Tatua Co-operative Dairy Company. He has worked in the dairy industry's manufacturing sector, in various accounting and finance roles, for 22 years. Prior to joining Tatua he worked for Anchor Products for ten years. His industry experience includes a wide range of consumer and commodity products, from baby foods to UHT milk. Current responsibilities include treasury, accounting and finance, information technology and human resources.

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Ken Hames — after completing a degree in agriculture, Ken purchased a sheep and beef property in Northland. Together with his wife Janine, he farms a 300 ha bull unit at Paparoa. They also have an equity partnership in a 250 ha dairy farm milking 520 cows at Wellsford. Ken is a member of the Green to Gold discussion group which focuses on business analysis and growth.

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Matt Harrington is a Rural Manager with ASB Bank covering the Mid Canterbury area. Matt has been sourcing new business for the bank for the last six years out of Ashburton. Prior to this, he worked for ASB covering the central/north Canterbury areas, after graduating from Lincoln University with a BCom (Ag) degree in 1998. He has a personal interest in farming being involved in two equity dairying syndicates. His role in the farming syndicates involves strategic planning, growing the business, and all administration work. Matt has completed

stages of the Institute of Directors courses in New Zealand.

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Glenn Hawkins — Based in Rotorua, Glenn established an accounting and consulting practice in 2005. As a Chartered Accountant, he has a varied background that includes roles as General Manager of the New Zealand Maori Arts & Crafts Institute, Management Consultant with Ernst & Young, and Management Accountant for a manufacturer and exporter. Glenn has extensive experience with Maori service providers, trusts, incorporations and non-profits. He is passionate about Maori business development and has helped numerous Maori commercial organisations in industries as diverse as tourism, education, health, fishing, agriculture, forestry, health and aquaculture. Glenn is a Director of Whakauae Farming Ltd, a large tribal land owner in Rotorua, and a Director of Te Arawa Fisheries Ltd, recipient of Te Arawa's Treaty of Waitangi fisheries settlement.

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Debbie Hewitt is based in Waipukurau, Central Hawke's Bay with her husband Hamish and their three children. Their business partnership includes a commercial asparagus growing and marketing operation, farming, property investment and an independent stock agency business. Building on her family farming background, Debbie has had significant experience in the Hawke's Bay wine industry, and is now extensively involved in the horticultural industry at large. This includes being a grower-elected member of the board

of Horticulture New Zealand — the industry organisation representing the country's 7000 commercial fruit, vegetable, olive and berryfruit growers. She is a graduate of the Kellogg Rural Leadership Programme; and is currently completing her dissertation project towards a Masters degree majoring in Agribusiness through the Lincoln University Executive Development Programme. Between family, study, and work commitments, Debbie enjoys a range of sporting activities including the occasional round of golf.

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David Holdaway Together with his wife Lucy, Dave runs a mixed operation including dairy, beef and lamb finishing on four properties in Eastern and Northern Southland. He graduated from Massey University in 1998 with a Bachelor of Applied Science (Agriculture) and has spent the last nine years farming in Southland. Dave won the National title in the Young Farmer of the Year Contest in 2005, and with it a scholarship for the FAME programme.

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Graeme Jensen has been an Area Manager for the Lower North Island ASB Rural Banking for the last seven years. He has been working in Rural Banking since 1989. This included being involved in the establishment of and working in ASB Rural Banking to the Hawkes Bay / Wairarapa regions since its introduction in 1994. Closely aligned to this role, his outside interests include hands-on farming businesses that include sheep and beef but he also has ownership in viticulture and horticulture.

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Peter Jones has been in the meat industry for 27 years. Commencing at the Phoenix Meat Works in Greymouth, he has held many positions including Marketing Manager, Production Manager and was in the position of Operations Manager when ANZCO bought the company in 2000. With the purchase, he moved to Ashburton taking up a similar position at CMP Canterbury and, in 2006, returned to the CMP Kokiri site as General Manager. Peter has a team of 180 employees at CMP Kokiri and the company processes beef and bobby calves year round. The majority of products is exported to USA, EU, Korea, Japan, and Taiwan.

"The FAME programme offers me the opportunity to gain a more in depth perspective on global markets and the challenges faced by the primary sector. Bringing the knowledge gained back to the wider ANZCO Group will be of significant benefit to the business"

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Richard Jones has tribal affiliations to Ngati Maniapoto and Te Arawa. He has been Chief Executive of Poutama Business Trust since 1999. In a happy coincidence, Poutama is a family name several generations back in Richard's whakapapa (genealogy), which gives his present position an extra resonance for him. Richard has focused the Trust's efforts on driving the development of the Maori tourism sector, initiating collective and cooperative activity within the Maori primary sector and taking Maori businesses international. Richard

is also a trustee of the Tiroa E & Te Hape B Farm Trusts. The Trusts own a 7,000ha sheep and beef farm in the King Country. Richard's roles with the Trusts include strategic development and off-farm diversification.

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Te Horipo Karaitiana (Ngati Kuhungunu, Kurakura Kai Tahu, Kati Mamoe, Waitaha, Rapuwai, Hawea) has been a Director on the Wairarapa Moana Incorporation for seven years. Based in the Southern Waikato, the \$151 million Māori incorporation is involved in dairy, sheep, beef, forestry, and properties, and has investments both on- and off-shore. Wairarapa Moana has been awarded the Taupo Business Enterprise Award and Māori Farmer of the Year,



and is regarded as one of the more innovative and progressive Māori incorporations and corporate agribusinesses in Aotearoa. Over the past 20 years, Te Horipo has had senior management and governance roles for Māori organisations, commercial incorporations, and businesses — spanning education, science, and cultural sectors. He holds an MBA, a post-graduate Diploma in Corporate Management, and is a member of the Institute of Directors. His interest is in Maori and First Nations development, focussing on the governance and leadership of inter-generational organisational constructs to achieve cultural, social and economic transformation.

Wairarapa Moana Incorporation

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Simon Karipa is a Senior Solicitor at Te Ohu Kai Moana Trustee Limited, the trustee of Maori fisheries assets received as part of a Treaty of Waitangi settlement between Maori and the Crown in the early 1990s. He is of Ngati Apa, Te Atihauuni a Paparangi, Ngati Hauiti and Pakeha descent and has a degree in law, a first class honours degree in political science and a postgraduate diploma with distinction in management. Simon has worked extensively with iwi groups to assist them to meet the constitutional and governance requirements of

the Maori Fisheries Act to allow the allocation and transfer of fisheries assets to iwi. He has provided a number of in-house legal services, including commercial contract drafting, HR advice and managing external counsel. His medium term goal is to move into a commercial role within Te Ohu Kai Moana Group.

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John Lindsay farms an 1126ha intensive, breeding and fattening property in Central Southland. The property runs 12,500 stock units — sheep, cattle, deer (venison and velvet) — and some grain. The business has grown substantially over the last 15 years and has met the top benchmarks for the industry over all the enterprises. John has received industry recognition within the southern region as a MAF Sustainability Focus Farmer and through the Duncan & Co Deer Farmer of the Year and AC Cameron Rural Excellence Award competitions.

He has served as a director on the board of Alliance Group since 2003. Outside farming, John has played representative rugby and keenly follows most sport as well as the interests of his early-teenage family.

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Jeanette Maxwell is a business partner with her husband in a sheep and beef farm in the foothills of Mid Canterbury. Jeanette is a qualified veterinary nurse and, prior to getting this qualification, worked in advertising. In 2006, she participated in the Kellogg Rural Leadership Programme. Jeanette has been actively involved in Federated Farmers for four years. The first two years were working with a team to help develop wetland management plans for Environment Canterbury's Natural Regional Resource Plan (NRRP). She is now the

chair for the Meat and Fibre section of Mid Canterbury. Recently she was elected to the National Meat and Fibre executive. Her industry passion is strong wool and its future in the international market place. She is also very interested in the export lamb industry.

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John McCaw — after completing a B.Agri.Sci at Lincoln, John worked on cropping farms in Denmark for 18 months. On his return to NZ in 2001, he joined NZ Young Farmers and entered the Young Farmer Contest for the first time. On his third attempt, John won the National title in 2006 and with it a scholarship for the FAME program. Recently engaged to Melanie, John now farms in partnership with his parents on their family farm near Methven.

The arable farm produces a range of crops including herbage seeds, cereals, vegetable seeds and wildflowers. The operation also trades lambs, winters approximately 900 dairy cows and incorporates a commercial seed cleaning and retailing business in the nearby township of Methven.

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Andrew McDouall (BCA, Dip NZX) is a NZX Stockbroker and a member of the Institute of Directors. He is a Director of Allied Farmers Limited (and its subsidiaries); Tolhurst Group Limited, (an Australian sharebroking and institutional banking firm), and other private companies. In 2002 he established a sharebroking and investment banking firm McDouall Stuart Group, with its retail sharebroking arm, McDouall Stuart Securities having recently raised \$85 million as Lead Manager for the successful Pike River Coal share issue. During Andrew's financial career, he has undertaken many transactions in the rural sector including capital / debt raising for Fonterra, Pyne Gould Corporation, Richmond, and Allied Farmers; and has acted in transactional and advisory work related to ENZA, Kapiti Cheeses and Landcorp. Andrew holds a keen interest in agricultural business; he is an avid sports fan, and has a weakness for antique furniture. From Wanganui originally, Andrew currently resides in Wellington with his wife, Denys, and three children.



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Lachlan McKenzie, in partnership with his wife Heather, owns and actively farms a 600 cow dairy unit north of Rotorua. They also, in partnership with two other local farmers, are developing 1200ha of forestry land to intensive pasture land. Over the last five years, Lachlan has been involved in numerous community activities including a four-year stint on the Ministry of Economic Development Small Business Advisory Group. Currently, Lachlan holds the post of DFNZ (Dairy Farmers of NZ)

Vice Chairman, is a member of the Rotorua District Council Economic Advisory Board, and Committee Member on various boards with an emphasis on solutions to on-going environmental issues.

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Scott Montgomerie resides in South Auckland with his wife, Sarah, and daughter, Olive. The family have been farming in the region for four generations. The family business, with two other shareholders, has recently purchased a 2500 dairy cow operation in the North Waikato. Scott graduated from Lincoln College with a Diploma in Agriculture in 1985 and has been farming since then in a managerial, share milking and owner capacity. Scott has been actively involved in "on-farm monitoring" and research of both the physical and financial aspects of dairy farming. He recently attended an Institute of Directors comprehensive five day course. He has a passion for agribusiness and continually strives to improve farm efficiency, productivity, herd numbers and business net worth.



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Mike O'Connor is a dairy farmer and businessman who achieved first farm ownership in 1992 after a twelve year 50/50 sharemilking career. Since then, he has been involved in managing his own farm and developing equity businesses. These businesses now involve equity farming ventures in the Waikato, Canterbury, Northern Southland and Missouri USA, and a residential property business in the greater Waikato. Mike has held a number of community roles locally. His current focus is on the structural health and governance of the businesses he is involved with, which minimises his physical involvement on farm.



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David Shaw was recently appointed to the board of PPCS, a meat processor and exporter, and New Zealand's tenth largest company. He owns a large-scale farming business based in South Otago, with interests in sheep, beef, cashmere goats and farm forestry. Last season, in excess of 30,000 lambs and 500 cattle were finished. David is a graduate of Lincoln University and the University of Minnesota, USA, and past runner-up New Zealand Young Farmer of the Year. He has held numerous leadership roles in community and primary

industry organisations.

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Phillipa Stevens manages the Bioprotection research group at the New Zealand Institute of Horticultural Research (HortResearch). This research group comprises approximately 120 scientists and technicians. It carries out research to manage pests and diseases of horticulture, and includes a focus on biosecurity and market access research. Prior to moving into a full time management role, Philippa spent approximately 15 years as a research scientist specialising in pest management of sub-tropical crops (kiwifruit, citrus, avocados) as well as pest risk analysis to facilitate international trade of fruit. She has also been involved in some research projects in Samoa. For the last two years she has been the President of the New Zealand Plant Protection Society. She has an intense interest in sustainability of fruit production with a focus on agrichemical use.



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Craig Young is the Senior Rural Manager of the Te Awamutu and King Country ASB rural teams. Craig has nine years experience in rural banking in a mixture of service, acquisitions and leadership roles and has spent three years in various banking roles in the UK. Outside of the work environment, Craig is an active shareholder of a 300 cow dairy farm on the outskirts of Hamilton, and is coaching the local college U15 rugby team.

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