



New Zealand
Farm Environment Award Trust®

Annual Report

30th June 2009



Ballance
Farm Environment Awards®
Promoting Sustainable Profitable Farming

Contents

	Page
Chairman's Report	1
General Manager's Report	4
Treasurer's Report	10
Financial Summary	13
About the Ballance Farm Environment Awards	14
Supreme Winners for 2008	17
Testimonials From Past Entrants Of The Ballance Farm Environment Awards	18
National Sponsors	25
Regional Partners	28
Strategic Partners	32
Directory	33

Chairman's Report



It's a real pleasure to present this 2009 Annual Report on the activities of the New Zealand Farm Environment Award Trust (NZFEA Trust) and in particular on its 'flagship' the Ballance Farm Environment Awards (BFEA).

We set out to provide a very public forum for New Zealand agriculture and to demonstrate that people on the land care very much about how they go about managing their resources. We have once again seen magnificent examples of this, provided by the many entries into the BFEA programme. We sincerely thank all entrants and encourage others to give it a go.

New Zealand Farm Environment Award Trust

The NZFEA Trust takes on the responsibility to deliver upon a clearly focused strategic intent. The ability to deliver though rests on the efforts of many supportive individuals, sponsors, partnerships, and businesses.

One of the highlights of each year is the Sustainability Showcase. This year, the BFEA Supreme winners were hosted by the Minister of Agriculture, the Hon David Carter in Parliament Buildings in Wellington. It was a magnificent event. We are extremely grateful to the Minister for hosting us and from the comments received back from those present; all attendees thoroughly enjoyed and valued the event.

Tony van Deursen produced his usual masterpiece DVD production, albeit under strict budget constraints. Thanks Tony.

Next year will see the Sustainability Showcase hosted in Canterbury. I'd certainly encourage attendance at this premier farming event.

The partnerships we have directly linked to the NZFEA Trust have once again proved extremely worthwhile to all involved.

The NZFEA Trust-MAF Scholarship is a fantastic award and is presented annually at the Sustainability Showcase. The scholarship is provided for study that assist the aims of promoting the improvement of long term sustainability for New Zealand farmers.

We are extremely grateful to MAF for funding this scholarship which provides our top farmers with an opportunity to provide insights on sustainability back to the farming community.

Our first year recipients, David and Hilary Ward have presented us with a well researched booklet on the opportunities they see for more use of Lucerne on New Zealand farms.

The Minister of Agriculture, the Hon David Carter presented this year's Scholarship to Richard and Sarah Burdon. Richard and Sarah were the Otago BFEA Supreme winners in 2008, they farm a high country station, 'Glen Dene' which is a 15,000 stock unit property near Wanaka.

The MAF Sustainable Farming Fund (MAF SFF) has once again partnered us. This partnership has ensured that MAF SFF has access to top performing farmers for positions on their panels. This working relationship has been much appreciated by the NZFEA Trust and I know it has been of great value to those involved.

The QEII National Trust is a natural partner for the NZFEA Trust and they proudly publicise the many examples of covenanters who come through the BFEA programme. Their 'Open Space' publication is enlightening and provides a positive reflection of how farmers do think long term about protecting their land assets.

Federated Farmers of New Zealand (Inc) has also provided the NZFEA Trust with good support, encouraging members to participate and enter into the BFEA programme.

Fonterra, New Zealand's largest dairy company partners the NZFEA Trust by encouraging dairy farmers to be proactive and show off the good farming practices that the majority of their suppliers already carry out. The opportunity to profile top performing dairy farmers in Fonterra publications, who have come through the BFEA programme, no doubt assists in building market and consumer confidence of New Zealand's dairy farming practices. Fonterra has a huge network and it's gratifying to see this network increasingly involved in this promotion.

We have a very active partnership with DairyNZ. The NZFEA Trust is contracted to work alongside DairyNZ to deliver a training/learning programme that encourages dairy farmers to take up leadership positions to assist the industry promote good environmental stewardship. This programme has been a huge success with many participants from the last two years BFEA programmes taking up the challenge to become involved at whatever level they are comfortable with. Once again, David Natzke will detail some of the areas where those involved with the programme have shown up. I think this has been an excellent initiative for the industry and a very worthwhile investment of levy funds.

We are extremely grateful for these partnerships and sincerely thank you for your support.

Moving on to our Flagship 'Ballance Farm Environment Awards'

The BFEA lead the way in New Zealand's 'promotion of profitable, sustainable farming'. Increased entry numbers are encouraging and importantly, we see a number of entrants coming back to re-benchmark their businesses.

Once again we successfully operated the BFEA in eight regions around the country. We are committed to take the program into further regions. However, the NZFEA Trust recognises the pressures the current economic situation was beginning to make across New Zealand and businesses. Therefore, we have taken a softly, softly approach but we have high hopes that we can resume our growth strategy ready for the 2011 Award year.

Ballance Agri-Nutrients, the principal sponsor has once again been pivotal to the success of the BFEA. Their ongoing commitment for a further three years is fantastic and a very good acknowledgement of the efforts to ensure further successful BFEA throughout the country. Likewise the support Ballance Agri-Nutrients and our other family of sponsors provide is an acknowledgement to the many entrants who put their personal lives out into the public arena.

The BFEA could not operate without the financial and personnel support that our team of sponsors and participating Regional Councils make.



Hills Laboratories', along with other leading agriculture businesses, LIC, PGG Wrightson, Silver Fern Farms and Gallaghers have provided outstanding support across the regions. It's encouraging to note that these leading agribusinesses recognise the value of connecting their brand with the BFEA. Because of their sponsorship and commitment, viable, sustainable farming is promoted as non-negotiable in today's world.

While Gallagher Group Ltd were farewelled at the Sustainability Showcase this year after many years of excellent involvement, it is exciting to welcome Massey University to the sponsorship team. Massey University, as a center of agriculture excellence, will provide the BFEA with a further skill base to compliment our processes.

Regional Council involvement once again has provided a very good link between farming and policy and regulators. Northland, Environment Waikato, Environment Bay of Plenty, Horizons, Greater Wellington, Environment Canterbury and Otago Regional Councils support and involvement is crucial and much appreciated. The ability to understand the pressures and actions from all sides is a positive outcome for all. Thank you to Councils and staff for your contributions. Southland Regional Council does not make a financial contribution to date, but as better links are developed in that region, we hope to see involvement in the future.

We are grateful to the huge voluntary time and effort that has been invested by many individuals within the regions. These include those who participate on the local committees, the Regional and Judging Co-ordinators and the many other volunteers who manage the regional committees, judge entrants and organise the events for each region.

David Natzke, as General Manager will report on the activities of the past year and we will once again include in this Annual Report some of the many supportive testimonials we receive from farmers who have participated in the BFEA and other events.

Peter Nation, as Treasurer will report on our financial result for this past year. Budgets have been tightly managed and scrutinized throughout the year. David, with assistance from Faye Shaw manages a very tight operation. Thanks to each of you for that effort and good management.

The NZFEA Trust and the BFEA continue to go from strength to strength. The 2009 year has been no exception and I believe, due to the supreme efforts of all involved. David, thank you to you and your team of dedicated personnel for all the good work, management and involvement. To the Committees in each region and fellow Trustees, thank you for your input, support and wise counsel.

Jim Cotman
Chairman

General Manager's Report



Last year I reported that it had been a successful year for the New Zealand Farm Environment Award Trust (NZFEA Trust) and the Ballance Farm Environment Awards (BFEA) programme.

This year is no exception, the success continued as we operated another BFEA programme in eight regions of New Zealand. The brand recognition of the BFEA programme, its aims and objectives continue to receive widespread support and acclaim from farmers, agri-business and a whole host of observers.

A common question that is posed is where do you get these showcase farmers from each year? Well the answer is there is no shortage of farmers out there who are farming in a sustainable and profitable manner.

A while back it was not “PC” to promote yourself or seek recognition for what you do well. Those times have changed and as the BFEA programme has grown in strength, popularity and credibility, farmers have become more accepting to giving it a go and entering.

Included with this Annual Report are testimonials from past entrants. It would be fair to say that most of them were reluctant starters and had to be “persuaded” to enter the Awards. However, having done so they have become great advocates for what the BFEA programme is all about.

As they say, there are those who make things happen, those who watch things happen, and those who wonder what happened. The BFEA programme is owned by the NZFEA Trust and it has a group of Trustees who make things happen, not only in their overall management of the NZFEA Trust but also their own businesses. We have a committed group of sponsors and partners who all have strong links with the agriculture sector; they are all detailed later in this Annual Report. All of these entities have strong business values and ethics and are committed to making things happen. Add to this the group of Regional Co-ordinators, Judging Co-ordinators and the army of volunteers and you have another lot of people who make things happen.

The final and most important ingredient in the mix is farmer entrants and there can never be any doubt about the ability of these people to make things happen.

Sustainability is a moving target; it changes day by day, week by week, month by month and year by year. It is a journey and we are delighted to have farmer entrants taking part in the journey to promote sustainable profitable farming by their association with the BFEA programme.

The 2009 Ballance Farm Environment Awards

As mentioned, we ran the BFEA programme in eight regions again this year, Northland, Waikato, Bay of Plenty, Horizons (which takes in Manawatu/Rangitikei, part of Wanganui and part of Taranaki) Greater Wellington, Canterbury, Otago and Southland. Because of the diversity associated with these regions that guaranteed us a diversity of entrants.

Last year I reported that we were down on entry numbers and there was no doubting that climatic conditions had a lot to do with that. There is still of a bit of a perception out there that your property has to look picture perfect to enter.

Extreme climatic conditions are part of farming, and the judges are always going to look past the short term impacts of drought or flooding to get a real picture of how sustainable an operation is. So it is not about a farming operation being picture perfect.

This year we were up on entry numbers and it was pleasing to see a number of return entrants. Furthermore, some regions reported a record number of dairy entrants in relation to previous years; five of the Supreme winners this year were dairy operations.

For the 2009 BFEA programme, we changed the entry provision to enable farmers to be nominated. We have found that sometimes, farmers are reluctant to enter themselves into the Awards programme. Sponsor representatives did a great job this year encouraging their clients to enter the Awards and we anticipate they will continue that encouragement into the future.

Another feature of the success of the BFEA programme this year was the number of people who attended the Fielddays at the properties of the Supreme winners throughout the country. Some regions reported record attendance.

The achievements of all the Supreme winners and category winners have received a lot of publicity this year; I will comment more on this in the Communications part of this report.

To all those who entered the BFEA for 2009, thank you for taking part in the sustainability journey that the NZFEA Trust promotes by way of the BFEA programme.

To the Supreme winners and the category winners, congratulations.

Sustainability Showcase

This was the sixth Sustainability Showcase to be held and we were delighted to have the opportunity to hold this event in the iconic setting of the Banquet Hall at Parliament Buildings.

In the past this event has been held in regions and that has guaranteed a strong rural attendance because of the strength of farming in the regions. There were some who thought we may lose out on capturing the rural influence because we were in Wellington, the home of politicians, bureaucrats and people who sometimes struggle to have an empathy with agriculture.

However, it must be remembered that the Greater Wellington Regional Council, who is a strong advocate for the BFEA programme and is a valued participating Regional Council in the Awards, has a strong rural constituency, albeit over the hill in the Wairarapa and north of the Kapiti Coast.

We were therefore delighted to have quite an eclectic mix at the Sustainability Showcase, farmers from the Wairarapa and from the Manawatu and Rangitikei as well from other parts of the country, politicians, Wellington government officials as well as other Wellington based decision makers. They were complimented by the sponsors and partners of the NZFEA Trust and the BFEA programme who also attended.

One of the reasons for having the Sustainability Showcase in Wellington was to take the sustainable profitable farming message to a Wellington audience that makes decisions that have the potential to impact upon rural New Zealand. One industry official has subsequently commented to the Chairman and me that what we delivered that night was a major revelation to him.

The Sustainability Showcase is about showcasing the eight Supreme winners. As well as the function at Parliament Buildings, they also participated in a two day programme that enabled them to engage with decision makers, which included presentations from Warwick Catto, Head of Agro Sciences, Ballance Agri-Nutrients; John Hutchings, Sustainable Production Manager, Fonterra; Don Nicolson, President of Federated Farmers of New Zealand (Inc); Dr Paul Reynolds, Chief Executive, Ministry for the Environment; Tony Arthur, National Managing Partner, Agribusiness, BNZ Partners; Margaret McKee, Chief Executive, QE II National Trust.

They also had an opportunity to meet with the Minister of Agriculture, The Hon David Carter.

The event also provided for the announcement of the winners of the 2009 NZFEA Trust MAF Scholarship, Richard and Sarah Burdon from Otago. The topic Richard and Sarah have chosen to study is farm ownership structures for New Zealand sheep, beef and deer farms. Whilst the dairy farming sector has a wide range of ownership options available sheep, beef and deer farms are limited.



The overall success of the Sustainability Showcase in Wellington did exceed our expectations. Having an event like that in Parliament Buildings does pose some challenges because of protocols and security. Very many thanks to the Minister for his enthusiasm for hosting this event and also to his staff, in particular Lisa Kinloch and Gavin Forrest for their invaluable assistance.

Communications:

Website: We are now into year two of having a dedicated and combined NZFEA Trust and BFEA website.


It certainly is an integral part of our business operations and it is updated regularly. A number of specific enquires we receive are as a consequence of people accessing the site and requesting additional information.

The NZFEA Trust now has a considerable amount of archive material and history of sustainable profitable farming. This information is continually being posted on the website so as to be accessible to a wider audience.

The DVD footage posted on the website is proving to be very popular.

Before too long it will be necessary to conduct a full review of the effectiveness and efficiency of the website and the information posted on it. Websites must be relevant to the business they promote.

Website Details: www.nzfeatrust.org.nz or www.bfea.org.nz



Media: Key to the overall success of the BFEA programme is how it is marketed to farmers, stakeholders and the public in general. We are a good news story and it is a matter of capitalising on that.

Last year we produced 54 media releases. We introduced changes to the distribution method by contracting out this function, this has enabled us to present well branded stories associated with the success of the BFEA programme. Many thanks to Mike Bland who does a wonderful job researching the stories and writing them.

Our target news/media market is small provincial newspapers as they welcome the opportunity to print local stories about local people, it is not easy to engage the major daily newspapers to report on the activities of the NZFEA Trust of the BFEA programme. However, there are some exceptions.

Another key media market is ag-sector papers and also ag-sector radio, such as The Farming Show.

As well as the media generated by the NZFEA Trust and the BFEA programme, there is also a lot of other media generated as a consequence of journalists conducting interviews with Supreme winners and Category winners, this year there has been a lot of this. One Supreme winner commented that they were amazed at the amount of media interest their win in the BFEA Awards had created.

DVD Production: The NZFEA Trust has continued with its commitment and investment in its DVD programme but it has been necessary to modify what we produce so as to fit within budgetary considerations.

We have trialled a number of ways of producing these and we now have a product that meets our objectives and which is sustainable from a cost of production point of view. The DVDs make compelling viewing as they demonstrate innovative farmers at their best. They are made available to sponsors and stakeholders for promotional purposes within their enterprises thereby adding value to their sponsorship spend. We have also taken advantage of internet opportunities and have posted the DVDs on our website. Some sponsors are proposing doing likewise.

Sponsorships and Partnerships

All organisations that are dependent upon sponsorship have had to reassess their business operations. The current economic situation has meant that companies have become far more discerning about their sponsorship spend. For our part it has been crucial to provide sponsors with opportunities to leverage off their sponsorship investment.

The BFEA programme has been extremely fortunate to have a group of dedicated and committed sponsors, Regional Councils and partners. Their contribution in cash is equally matched with the in kind contribution they make; it would be fair to say their “Cashed Up” in kind contribution would match their dollar spend. Furthermore, we are grateful for the way in which they promote the BFEA to their clients by way of their communications and websites.

We could not operate the BFEA programme without the support of the around 300 volunteers we have access to. When it comes to judging, we are dependent upon having the expertise of rural professionals and that is where sponsors and partners once again front up. Sponsor and partner representatives are involved in every part of the judging process, from the judges training day, to the initial judging, then the final round judging and then the debrief. And when it is all over they volunteer to come back and do it again next year.

In November 2008, the BFEA programme was a finalist in the New Zealand Herald Sponsorship Awards thanks to a very comprehensive entry being submitted by the Marketing Manager of Ballance Ag-Nutrients, Vicky Williamson. We were up against some stiff competition from major corporates throughout New Zealand. Whilst we did not come home with the silverware, making it to the finals was a wonderful achievement and equally as wonderful was having the BFEA programme exposed to what was essentially a metropolitan audience at the awards evening in Auckland.

As the Chairman has reported, we farewelled Gallagher Group Ltd as a sponsor for the BFEA programme. Gallaghers association goes back to the time when the Awards started in the Waikato. Their sponsorship in cash, in-kind and product has been invaluable. Thank you Gallagher Group Ltd.

And it is welcome to Massey University. This is an exciting sponsorship for the BFEA programme and a complimentary fit with every one of our current sponsors, Regional Councils and partners.

Many thanks to the Marketing Managers, Communications Managers and other sponsor and partner personnel I deal with. Your willingness to assist me with promoting the BFEA programme is much appreciated; we could not achieve what we achieve without you.

Extension Programmes

From time to time, the opportunity arises to be involved in extension programmes that compliment the NZFEA Trust and the BFEA programme.

Sometime ago, there was the successful “Learning from Leaders” programme that the NZFEA Trust managed, this was funded through the MAF Sustainable Farming Fund.

The current extension programme the NZFEA Trust is associated with is “Building Dairy Environment Leaders”. The programme is part of the Environment Programme of Work initially established by Dairy Insight and funded by Dexcel; it now comes under the management of DairyNZ.

The objective of the programme is “To develop an active network of highly effective regional dairy farming leaders that are equipped to lead and engage on environmental matters within, and on behalf of, the dairy industry”.

A criteria for entry to the programme is that participants and their business operations must have been peer reviewed. Dairy farmers who have come through the BFEA programme and have become Supreme winners or have won the LIC Dairy Farm Award are eligible as are regional winners from the Dairy Industry Awards. Essentially it is targeted at emerging leaders.

Two programmes have been operated to date and DairyNZ has contracted with the NZFEA Trust for another programme for late 2009.

The feedback from DairyNZ is they are delighted with the outcomes. A number of programme participants have gone on to become involved with their Dairy Action Teams and other industry forums.

Summary

It has been a challenging year in which to do business but we have met the challenges and delivered upon the Mission Statement of the NZFEA Trust:

“To be the leading independent advocate for sustainable management of land and other natural resources on New Zealand farms”.

The NZFEA Trust and the BFEA are both strong brands that have a huge amount of respect. This respect has been earned by the involvement of a whole host of visionary people who are in the “making it happen” category I referred to in my opening comments.

Strong brands need protection and this year we obtained Trade Mark registration for the NZFEA Trust and the BFEA. Many thanks to Ballance Agr-Nutrients for managing this process for us through their Intellectual Property lawyers.

A strong brand and brand protection is no guarantee of success going forward, it is all about management and I am sure there will be no shortage of challenges to manage in the foreseeable future. However, because of the passion of everyone associated with the Awards programme, there is a shared vision and a determination to make the BFEA programme an even bigger success story than what is currently is.

There are a lot of organisations and businesses who want to be part of this successful Awards programme and that means we have to look at establishing “investment” opportunities for such entities. There is a cost to what we deliver and we need to engage with those who want a slice of the action so as to contribute towards the cost. That is not an easy task but we cannot be an organisation of public good without a greater degree of public good funding. There are some real challenges in addressing this.

Many thanks to Jim Cotman and his fellow Trustees for their support. To the Regional Co-ordinators, I thank you most sincerely for what you deliver in your regions and for what you contribute to the whole BFEA programme. And thanks to Faye Shaw for her financial expertise and assisting me with the financial management of the NZFEA Trust.

It is an absolute privilege to fulfill the role of General Manager of the NZFEA Trust and the BFEA programme; it is something I never tire of. And I take an immense amount of pride in the accolades that come our way; I unashamedly say they are well deserved by the team that delivers something unique year after year.

David Natzke
General Manager

Treasurer's Report



I am very pleased to be again furnishing the annual financial results for the New Zealand Farm Environment Award Trust (NZFEA Trust) which incorporates the Ballance Farm Environment Awards (BFEA). The financials carry an unconditional independent audit certificate.

It is pleasing to report another successful year financially. In these times of world wide recession it is very gratifying to report a good result which is a reflection of the NZFEA Trust's support by many people, industries and government, both central and local in addition to our loyal group of sponsors.

The NZFEA Trust remains in a sound financial position overall.

It is noted that the Trust did record a loss for the year - \$43,673. This loss is primarily due to a timing issue in that these financials show two years of "Showcase" expenses (\$117,582) which has impacted on the result adversely.

These costs relate to the 2008 and 2009 years respectively but have had to be expensed into the 2009 financial year.

Furthermore, NZFEA Trustees agreed to expend some \$30,130 on video costs for the 2009 BFEA to ensure the professionalism of the BFEA was upheld. This expenditure is much reduced from the DVD costs expended in 2008 of \$99,475. The NZFEA Trust was unable to secure a sponsor for the DVD costs and due to the envisaged downturn in the economy back in early 2008, NZFEA Trustees agreed to reduce this cost to a more realistic and managed level of \$30,130.


Given both the above one off factors the result is again considered acceptable due to the reserve funds the Trust has to cover such events.

The NZFEA Trust continues to be indebted to its many donor companies and organisations which include the Regional Councils.

The Councils, in all but one region, support the NZFEA Trust as a Regional Sponsor to a level of \$25,000pa per region plus in most cases, in kind and other resources to ensure the regional events are successful.

It should be noted that some Councils cover the annual expenditure directly while others choose to allow the NZFEA Trust to run the regional event directly, making their sponsorship payments directly to the NZFEA Trust.

The Councils, like all sponsors play an important role in the BFEA system due to the regional status and governance roles they play towards the BFEA.



As already stated the BFEA would not be possible without the continued support of many entities. The NZFEA Trust has some 13 major sponsors, four strategic partners and many other supporters. Included in this support group are some 300 volunteers.

The NZFEA Trust now has an income level in excess of \$650,000pa. However, the actual intangible income needs to be considered in order for the NZFEA Trust to run as it does. The considerable man hours, stationery, vehicle running costs and many other in kind donations allow the NZFEA Trust to run the most prestigious award event on the New Zealand rural calendar.

Thank you to everyone that has contributed in this way in 2009.

In addition to the family of sponsors that support the BFEA, the NZFEA Trust is also grateful for the financial support of The Ministry of Agriculture (MAF) and Fonterra which support the NZFEA Trust in specific projects like the NZFEA Trust-MAF Scholarship.

As part of the extension programme, which is a fundamental strategy for the NZFEA Trust, it has undertaken leadership programmes in conjunction with DairyNZ. At balance date the NZFEA Trust was well through this programme but has funds in reserve for some planned work in this regard into the 2009/2010 year.

The NZFEA Trust also has income from interest on its investments. The investments represent some reserve funds but are largely the sponsor funds which are held pending the award season and related costs.

The years annual interest income was \$29,156 (LY \$34,958). This income contributes positively to the NZFEA Trust's operating costs. This income reduced on last year, due to the massive reduction in investment interest rates available. The NZFEA Trust continues to take a very conservative approach to investment via low risk term deposits with trading banks.

As noted above, the NZFEA Trust is reliant on a loyal family of sponsors in order to deliver the Awards and other work. As a Not-for-Profit organisation the NZFEA Trust needs industry leaders to support the quest in the promotion of sustainable, profitable farming within New Zealand and importantly, enable the promotion of farmers showing responsible custodianship of the land and the many related facets which continues to lead the world.

The sponsors have shown continued commitment toward the Trust and its mission which is very much appreciated in these recessionary times.

However, nothing remains constant and during the year the NZFEA Trust was given notice of the withdrawal of a long term sponsor – Gallagher Group Limited.

Also during this financial year, Massey University has come on board as a major sponsor which has meant that there will be no adverse impact to the NZFEA Trust's income position.

The interest in the NZFEA Trust's activities remains strong which is a reflection of how the NZFEA Trust is viewed within the agricultural industry. It is imperative that the NZFEA Trust continues to retain its many supporters and associated income levels and attracts new supporters in order to maintain its current activities and grow further into the future.

The NZFEA Trust's financial affairs continue to be professionally managed by General Manager, David Natzke and assisted by Faye Shaw. Thank you for your continued focus on governance and compliance in this regard.

Lastly thank you for the support of the NZFEA Trust's banker, ANZ National Bank Ltd, the NZFEA Trust's accountants – Accountants on London Ltd and the NZFEA Trust's auditors, Staples Rodway (Hamilton NZ).

It is my pleasure to furnish this report to the Trustees of the New Zealand Farm Environment Award Trust.

Peter Nation
Treasurer



Financial Summary

New Zealand Farm Environment Award Trust

Contents of Financial Statements

For the Year Ended 30 June 2009

Directory	2
Audit Report	3
Divisional Statements of Financial Performance	4 - 5
Combined Statement of Financial Performance	6
Statement of Movements in Equity	7
Statement of Financial Position	8
Statement of Cash Flows	9
Depreciation Schedule	10
Notes to and forming part of the Financial Statements	11 - 13

New Zealand Farm Environment Award Trust

Directory

As at 30 June 2009

Nature of Business	Promotion and education of sustainable environmental farming practices.
Date the Trust was formed	24 December, 2004
General Manager	David Natzke PO Box 693 Hamilton
Office Holders	Jim Cotman, Chairperson, Te Kauwhata Peter Nation, Treasurer, Waikato Peter Cummings, Deputy Chairperson, Otago
Trustees	Jim Cotman, Te Kauwhata Peter Cummings, Otago Max Enerson, Christchurch Dougal McIntosh, Wanganui Martin Wallace, Morrinsville Chris Smith, Invercargill Peter Nation, Waikato Bruce Fraser, Whakatane Peter Mourits, Mt Maunganui Ian Pirani, KatiKati (Resigned 29/10/08) Grant McFadden, Christchurch (Resigned 29/10/08) Greg Glover, Waikato (Appointed 29/10/08) John Bourke, Bay of Plenty (Appointed 29/10/08)
Accountants	Accountants on London Ltd Chartered Accountants 3 London Street Hamilton
Auditor	Staples Rodway Chartered Accountants Hamilton
Bankers	ANZ Hamilton
Solicitors	Sharp Tudhope Tauranga

Auditor's Report

To the members of The New Zealand Farm Environment Award Trust

We have audited the financial statements on pages 4 to 13. The financial statements provide information about the past financial performance of the Trust and its financial position as at 30 June 2009. This information is stated in accordance with the accounting policies set out on page 11.

Trustees' Responsibilities

The trustees are responsible for the preparation of financial statements which comply with the generally accepted accounting practice and fairly present the financial position of the Trust as at 30 June 2008 and its financial performance for the year ended on that date.

Auditor's Responsibilities

It is our responsibility to express an independent opinion on the financial statements presented by the trustees and report our opinion to you.

Basis of Opinion

An audit includes examining, on a test basis, evidence relevant to the amounts and disclosures in the financial statements. It also includes assessing:

- the significant estimates and judgements made by the trustees in the preparation of the financial statements; and
- whether the accounting policies are appropriate to the Trust's circumstances, consistently applied and adequately disclosed.

We conducted our audit in accordance with generally accepted auditing standards in New Zealand. We planned and performed our audit so as to obtain all the information and explanations which we considered necessary in order to provide us with sufficient evidence to give reasonable assurance that the financial statements are free from material misstatements, whether caused by fraud or error. In forming our opinion we also evaluated the overall adequacy of the presentation of information in the financial statements.

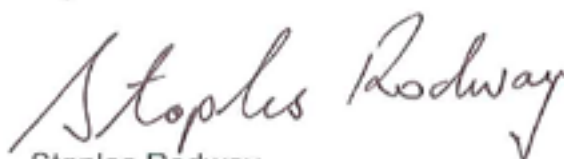
Unqualified Opinion

We have obtained all the information and explanations we have required.

In our opinion, the financial statements on pages 4 to 13:

- comply with generally accepted accounting practice; and
- fairly present the financial position of the Trust as at 30 June 2009 and its financial performance for the year ended on that date.

Our audit was completed on the 25 September 2009 and our unqualified opinion is expressed as at that date.



Staples Rodway
Hamilton

New Zealand Farm Environment Award Trust

Divisional Statement of Financial Performance

For the Year ended 30 June 2009

	Note	2009	2008
		\$	\$
BFEA			
Operating Revenue			
Sponsorship		318,000	330,000
Other Income		2,307	588
Sponsor Prizes		60,000	72,000
Regional Councils		63,000	63,000
Public Relations - Ballance		30,784	10,472
Net Revenue for the period		474,091	476,060
Less Expenses			
Administration Expenses			
Administration		2,362	3,093
Awards		-	535
Bank Fees & Charges		5	5
Computer Expenses		172	156
Conference		14,561	9,878
Public Relations		26,362	-
Freight & Cartage		1,921	501
Judges Expenses		2,475	5,460
General Manager		112,467	118,443
Postage, Photocopying		1,147	1,054
Printing & Stationery		15,895	3,887
Prizes		67,000	73,000
Showcase	4	117,582	36,710
Storage Expenses		1,671	1,741
Subscriptions & Licences		183	183
Telephone & Tolls		4,241	6,304
Travel Expenses		1,519	5,147
Trophies		1,289	1,298
Video Expenses		30,130	99,475
Website Maintenance		6,986	10,899
		407,968	377,769
Overhead Expenses			
Horizons		27,743	29,139
Judging Honorarium		5,000	7,000
Otago Expenses		35,545	38,292
Northland Expense		33,386	29,979
Public Relations		-	10,874
Regional Contributions		40,000	20,000
Southland Expenses		34,943	32,702
		176,617	167,986
Total Expenses		584,585	545,755
Net Deficit before Other Income		(110,494)	(69,695)
Other Income			
Interest Received		29,156	34,958
Net Deficit for the Period		(81,338)	(34,737)

The information appearing above must be read subject to the Compilation Report which is attached to these accounts.

New Zealand Farm Environment Award Trust

Divisional Statement of Financial Performance

For the Year ended 30 June 2009 (continued)

	Note	2009	2008
		\$	\$
NZFEA			
Operating Revenue			
Human Capabilities		22,500	-
Dairy NZ BDEL		71,000	-
Dairy NZ		-	109,911
Project Partners - Fonterra		20,000	20,000
Funds from MAF		45,000	10,000
Net Revenue for the period		158,500	139,911
Less Expenses			
Administration Expenses			
Administration		-	1,140
Contractors and Consultants		-	667
Scholarships		23,076	13,858
		23,076	15,665
Overhead Expenses			
Governance - Chairperson		2,500	2,500
Governance - National Judge		-	2,000
Farm Leader Training		-	61,955
Regional Co-ordinator		3,932	5,059
		6,432	71,514
NZFEA Expenses			
Airfares		13,926	-
BDEL		51,813	-
Habitat Award		8,000	-
Human Capabilities		5,000	-
		78,739	-
Total Expenses		108,247	87,179
Net Surplus for the Period		50,253	52,732

New Zealand Farm Environment Award Trust

Combined Statement of Financial Performance

For the Year ended 30 June 2009

	Note	2009 \$	2008 \$
Divisional Income			
Net Deficit from BFEA		(81,338)	(34,737)
Net Surplus from NZFEA		50,253	52,732
Total Divisional Income		(31,085)	17,995
Operating Revenue		(31,085)	17,995
Less Expenses			
Administration Expenses			
Accountancy Fees		3,386	-
Audit Fee		1,929	1,511
Legal Fees - Deductible		2,657	-
		7,972	1,511
Non Cash Expenses			
Depreciation		4,615	8,645
Total Expenses		12,587	10,156
Net (Deficit) Surplus for the Period		(43,672)	7,839

New Zealand Farm Environment Award Trust

Statement of Movements in Equity

For the Year ended 30 June 2009

	Note	2009	2008
		\$	\$
Revenue and Revaluations			
Net (Deficit) Surplus		(43,672)	7,839
Total Revenue and Revaluations for the Year		(43,672)	7,839
Equity at the Beginning of the Year		434,135	426,295
Equity at the End of the Year		390,463	434,134

New Zealand Farm Environment Award Trust

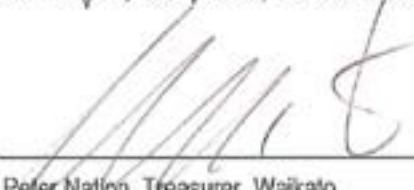
Statement of Financial Position

As at 30 June 2009

	Note	2009 \$	2008 \$
Current Assets			
Cash Balances	2	22,197	52,218
Other Receivables	3	3,221	5,841
Income Tax Receivable		1,082	1,082
GST Receivable		23,388	16,784
Prepayments	4	-	60,991
Investments	5	186,339	165,006
Total Current Assets		236,227	301,922
Non Current Assets			
Property, Plant & Equipment	6	12,541	6,550
Term Investments	7	235,246	216,663
Total Non Current Assets		247,787	223,213
Total Assets		484,014	525,135
Sundry Creditors	8	93,551	91,001
Total Current Liabilities		93,551	91,001
Net Assets		390,463	434,134
Trust Funds			
Trust Capital	9	390,463	434,134
Total Trust Funds		390,463	434,134


 _____ Trustee
 Jim Colman, Chairperson, Te Kauwhata

Date 25.09.2009


 _____ Trustee
 Peter Nation, Treasurer, Waikato

Date 25.09.2009



New Zealand Farm Environment Award Trust

Statement of Cash Flows

For the Year ended 30 June 2009

	Note	2009	2008
		\$	\$
Cash flows from operating activities			
Cash was provided from			
Operating Revenue		628,606	620,844
Interest Received		29,157	34,957
		<u>657,763</u>	<u>655,801</u>
Cash was Applied to			
Administration and Overhead Expense		637,263	658,697
		<u>637,263</u>	<u>658,697</u>
Net cash flows from Operating Activities	10	<u>20,500</u>	<u>(2,895)</u>
Cash flows from Investing Activities			
Purchase of Fixed Assets		10,606	950
		<u>(10,606)</u>	<u>(950)</u>
Net cash flows from Investing activities		<u>(10,606)</u>	<u>(950)</u>
Net increase (Decrease) in cash held		9,894	(3,845)
Cash at beginning of year		433,888	437,733
Cash at end of year	11	<u><u>443,782</u></u>	<u><u>433,888</u></u>

New Zealand Farm Environment Award Trust

Depreciation Schedule

For the Year ended 30 June 2009

	RATE & TYPE	% PVT USE	COST on HAND	OPENING WDV	ADDITIONS	DATE of ADDITION	SALE PRICE	PARTSALE PRICE	PROFIT (LOSS)	DISPOSAL DATE	COST	CAPITAL GAIN/LOSS	DEPN	ACCUM DEPN	PRIVATE DEPN	ACCUM PRIVATE	CLOSING WDV	
Plant & Equipment																		
Promotional Screens	15.60D		951	852	-	30/11/07	-	-	-	-	-	-	133	232	-	-	-	719
			951	852	-								133	232	-	-	-	719
Computer Equipment																		
Website Design	60.00D		16,750	5,698	-	01/04/07	-	-	-	-	-	-	3,419	14,471	-	-	-	2,279
Website Promotional Design	60.00D		10,606	-	10,606	14/05/09	-	-	-	-	-	-	1,063	1,063	-	-	-	9,543
			27,356	5,698	10,606								4,482	15,534	-	-	-	11,822
TOTAL			28,307	6,550	10,606								4,615	15,766	-	-	-	12,541

For the Year ended 30 June 2009

1 Statement of Accounting Policies

Reporting Entity

New Zealand Farm Environment Award Trust is a Discretionary Trust. The financial statements of New Zealand Farm Environment Award Trust are general purpose financial statements which have been prepared according to generally accepted accounting practice.

The trust is involved in the business of Promotion and education of sustainable environmental farming practices.

Statement of Compliance and Basis of Preparation

The accounting principles recognised as appropriate for the measurement and reporting of the financial performance and financial position on an historical cost basis are followed by the trust.

Specific Accounting Policies

The following specific accounting policies which materially affect the measurement of the financial performance and financial position have been applied:

(a) Revenue

Revenue is recognised on an accruals basis.

(b) Expenses

Expenses have been classified on their business function.

(c) Trade Receivables

Trade Receivables are recognised at estimated realisable value.

(d) Property, Plant and Equipment

Property, Plant and Equipment are recognised at cost less aggregate depreciation. Depreciation has been calculated using the maximum rates permitted by the Income Tax Act 2004. Gains and losses on disposal of fixed assets are taken into account in determining the operating result for the year.

(e) Income Tax

The Trust is not subject to income tax pursuant to the Income Tax Act 2004.

(f) Investments

Shares in listed companies are designated as financial assets at fair value through profit or loss. They are initially recorded at cost and subsequently revalued to market bid price as a measure of fair value. Gains and losses are recorded in the Income Statement.

(g) Goods and Services Taxation (GST)

Revenues and expenses have been recognised in the financial statements exclusive of GST except that irrecoverable GST input tax has been recognised in association with the expense to which it relates. All items in the Statement of Financial Position are stated exclusive of GST except for receivables and payables which are stated inclusive of GST.

New Zealand Farm Environment Award Trust

Notes to and forming part of the Financial Statements

For the Year ended 30 June 2009 (continued)

(h) Changes in Accounting Policies

There have been no changes in accounting policies. All policies have been applied on a basis consistent with those from previous financial statements.

2 Cash & Bank Balance		2009	2008	
		\$	\$	
Bank Account Balance				
ANZ Balance 00 Account		22,197	52,218	
3 Current Receivables		2009	2008	
		\$	\$	
Other Receivables				
Sundry Debtors		150	5,841	
4 Prepayments		2009	2008	
		\$	\$	
Prepayments - Showcase		-	60,991	
Due to the timing of the showcase event being late June and early July the financial statements reflect two years of costs. These are broken down into 2007/8 \$60091.00 and 2008/9 \$56591.23				
5 Current Asset Investments		2009	2008	
		\$	\$	
ANZ Online Call Account		186,339	165,006	
6 Property, Plant and Equipment				
	Cost	Depreciation Charged	Accumulated Depreciation	Closing Book Value
Property, Plant and Equipment 2009	\$	\$	\$	\$
Plant & Equipment	951	133	232	719
Computer Equipment	27,356	4,482	15,534	11,822
Total Property, Plant and Equipment	28,307	4,615	15,766	12,541
	Cost	Depreciation Charged	Accumulated Depreciation	Closing Book Value
Property, Plant and Equipment 2008	\$	\$	\$	\$
Plant & Equipment	951	99	99	852
Computer Equipment	16,750	8,546	11,052	5,698
Total Property, Plant and Equipment	17,701	8,645	11,151	6,550

New Zealand Farm Environment Award Trust

Notes to and forming part of the Financial Statements

For the Year ended 30 June 2009 (continued)

7 Term Investments	2009	2008
	\$	\$
ANZ Term Deposit - 0424 Investment 98200000260424 - Interest Rate 4.25%, Maturity Date 3 December 2009	64,842	56,432
ANZ Ballance Term Deposit- 110 Investment 98200000265110 - Interest Rate 4.50%, Maturity Date 23 February 2010	170,404	160,231
Total Term Investments	235,246	216,663
	\$	\$
8 Current Liabilities - Payables		
Accounts Payable		
Sundry Creditors	93,551	91,001
	\$	\$
9 Trust Capital		
Opening Balance	434,134	426,295
Plus:		
Net (Deficit) Surplus	(43,672)	7,839
Total Trust Capital	390,462	434,134
	\$	\$
10 Operating Surplus		
Net Operating Surplus	(43,672)	7,839
Add Non Cash Expenses		
Depreciation	4,615	8,645
Change in Working Capital		
(Increase)/Decrease in prepayments	60,991	(60,991)
(Increase)decrease in trade and GST accounts receivable	(3,984)	4,873
(Increase)/decrease in trade and GST accounts payable	2,550	36,739
	59,557	(19,379)
Net Cash Inflow/Outflow from Operating Activities	20,500	(2,895)
	\$	\$
11 Cash and Bank		
ANZ Ballance 00 Account	22197	52,218
ANZ Online Call Account	186339	165,007
ANZ Term Deposit	64842	56,432
ANZ Ballance Term Deposit	170404	160,231
Total Cash and Bank	443782	433,888
12 Contingent Liabilities		
The Trust has no contingent liabilities as at 30 June 2009, (2008 Nil).		
13 Capital Commitments		
The Trust has no capital commitments as at 30 June 2009, (2008 Nil).		

About the Ballance Farm Environment Awards

Sustainable Land Management - Our Main Objective

The overall objective of the Ballance Farm Environment Awards is to promote sustainable land management on New Zealand farms believing that role models and education are effective tools to improving farming practices.

This objective is achieved by:

- The judging process, which we aim to keep **mutually enjoyable** and informative.
- Our **commitment** to practical solutions, which benefit people as well as the land.
- Our **support for diversity** - there's never one right answer, it's about what works.
- Our deed requires us to use objective criteria to determine **sustainable management** where practical.
- Our **down-to-earth** approach to communicating sustainable management concepts which relies on real people and their stories.

These Awards are unlike other events. Entrants are not seeking major prizes or overseas trips. Most instead are seeking to share their ideas and expertise with the wider farming community. They are seeking to have a ruler run over their enterprise to provide a personal benchmark.

Notable among our entrants is a pattern of seeking methods, often in innovative ways, to find sustainable solutions to limitations that they encounter in their farming businesses. We see enormous skill demonstrated in tackling the challenges of the specific farm environment they encounter.

We see New Zealand ingenuity at its best, where many solutions are found through innovation, often by thinking outside the square. This ingenuity is driven by the desire to understand the constraints each property imposes and the desire to find solutions through careful planning, and the use of the outside consultation where necessary.

Supreme Winner

Supreme Award

The Supreme Winner is chosen from the 'Best of the Best' i.e. one from the group of finalists that is chosen to represent the region. – **\$3000 cash**

Principal National Sponsor **Balance Nutrient Management Award**



This Award focuses on the wise use of nutrients for productivity while demonstrating excellent care for the environment around them. A very good understanding of nutrient cycles will need to be demonstrated. Nutrient budgeting will be understood and well documented. The impacts of nutrients on both surface and ground water will need to be well understood and well managed. – **\$1000 cash/product**



LIC Dairy Farm Award

This Award recognises the dairy farmer who demonstrates in a practical way the choices that have been made to farm for the long term. Considerations will be made around the wise use of the land, labour and capital resource available or created. Increasingly the effects of dairy farming on both surface and groundwater and its impact on soil properties are factors the judges will consider. – **\$1000 cash/product**



Hill Laboratories Harvest Award

This award recognises the farmer who is predominantly involved in growing crops, (e.g. Grain, Seed, Viticulture, Horticulture) but also encompasses livestock farmers who demonstrate excellent pasture and soil management. Consideration will include the effect the farming system has on the land resource currently and in the long term. Its effect on the water resource, along with nutrient use and effect will also be considered. Some formal monitoring or measuring of effects of the growing system on these resources would be a positive. Demonstration of a good understanding of weed and pest management and treatments is also required. – **\$1000 cash/product**



PGG Wrightson Land and Life Award

This Award is focused more on the all important 'people' side of the farming business. The personal beliefs of pride and passion for the land will be a key part of the considerations. A community spirit will be evident, along with a very good relationship with external 'advice or support' from agribusiness people. Intergenerational thinking and planning is often a feature. – **\$1000 cash/product**



Massey University Discovery Award

The Discovery Award is given in recognition of new discovery and implementation of economically and environmentally sustainable farming systems. The Award recognises farmers and farming families who have been proactive in discovering new knowledge and applying that knowledge to move their farming business to a more sustainable state. The winner will receive \$1000, and in addition be able to nominate a person from their region to receive a fees scholarship to an appropriate professional development short course at Massey University (subject to entry requirements) – **\$1000 cash**



New Zealand Farm Environment Award Trust Habitat Improvement Award

This is for “special places” of habitat that have been protected or created to enhance the farm business. The habitat may add value by protecting stock or crops from adverse weather or may add value by adding to the diversity of the farm. It may include trees or other plantings, wetlands created or restored or unique characteristics of the land or area protected from stock or predators. – **\$1000 cash/voucher**

Northland Regional Council Water Quality Enhancement Award

Environment Waikato Water Protection Award

Environment Bay of Plenty Environmental Award

Horizons Regional Council Award (for the integration of trees)

Akura Conservation Centre Lifestyle Farm/Small Block Award

Environment Canterbury Water Efficiency Award

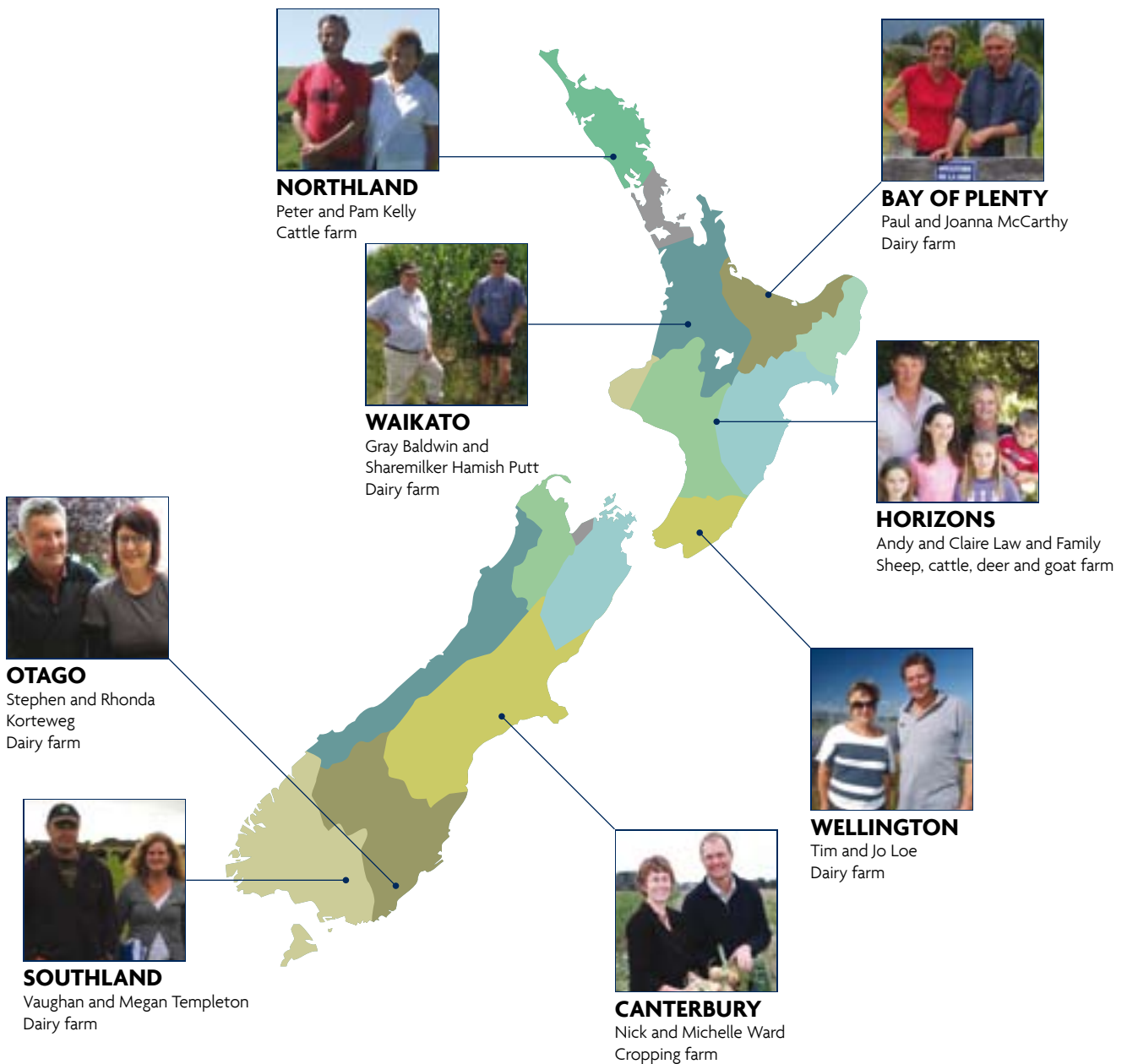
Otago Regional Council Sustainable Resource Management Award

Southland BFEA Water Quality Award

Regional Partners



Supreme Winners for 2009



Testimonials From Past Entrants Of The Ballance Farm Environment Awards

Entering the competition was “surprisingly simple” and Keith Holdom describes the judging process as an enjoyable and informative process.

“We just talked about why we did what we did. There was no right or wrong answer.

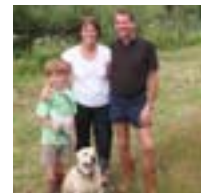
“I enjoy talking to people and one of the best things about this competition is that you get to meet a range of people from different walks of life and with different areas of expertise. It was a great way to build up contacts.”

The judges also offered useful feedback and advice, and Keith says he came out of the process feeling better informed about sustainability issues.

His advice to anyone considering entering the 2010 Bay of Plenty Ballance Farm Environment Awards is to have a try.

“I’d happily recommend it. Even if you don’t think you are doing anything particularly special, just put it out there and have a go. There are lots of different award categories and you might be surprised at what you get picked out for.”

Keith and Wendy Holdom, 2009 entrants, Bay of Plenty Ballance Farm Environment Awards



Lyn Nell says she and Bruce learnt a lot from their involvement in the competition. “It was very professionally run and it was a great experience to be judged by our farming peers. There seems to be a real family atmosphere among the people involved in the competition in this region and we really enjoyed the support we received.”

She also found out that the competition is not just about planting trees. “The judges take a holistic view of the whole operation and they also take factors like community involvement into account. Participating in the competition enabled us to compare our operation to others, find out where we stood, and find out how we could improve.”

Bruce and Lyn Nell, 2008 entrants, Canterbury Ballance Farm Environment Awards



After winning the Supreme title Ian Cummings went on to represent his region as an ambassador for environmental sustainability. He was also a judge for the 2009 Horizons awards – an experience he thoroughly enjoyed.

“It was great to get out there and meet new people and have a look at a lot of different farms. As a judge you get to see people doing a range of different things to improve sustainability. I’ve even been able to pick up ideas to use on my own farm.”

Improving sustainability is a long-term process and Ian says the farms entered in the 2010 competition will all be at different stages of the process.

“It doesn’t really matter if an entrant has just started a project. The important thing is that they can explain how they are doing it and what they hope to achieve.”

“I’d strongly recommend the competition to anyone who is considering entering. They should definitely give it a go.”

Ian and Kathy Cummings, 2008 Supreme Winners, Horizons Ballance Farm Environment Awards



Daniel Houston was encouraged to enter the 2009 Greater Wellington/ Wairarapa BFEA competition by a Land Management Officer from the Wellington Regional Council. He’d already heard a lot about the competition and decided entering it would be an interesting and worthwhile experience.

BFEA judges were clearly impressed, awarding the farm the Silver Fern Farms Livestock Farm award. They described Eringa as a very tidy operation, with good attention to detail, an outstanding regrassing programme and impressive erosion control plantings.

“We weren’t really expecting to win anything. Entering the competition just seemed like a good way to learn more so that we could improve the operation in future. And it certainly did provide a good learning curve. The judges were really good value in terms of the information they provided and their feedback was very positive. They also came up with some good suggestions for ways in which the farm could be further improved.”

Daniel says he would certainly recommend the experience to other farmers. “Being involved in a competition like this keeps you on your toes and teaches you to take a good hard look at what is happening in the environment around you.”

Daniel and Jo Houston, 2009 entrants, Greater Wellington Ballance Farm Environment Awards



Mike Crum says he saw entering the competition as a way to highlight some of the organic principles they were using and “put forward some ideas” that might be useful to other growers.

Mike says the judging process was enjoyable and more of a discussion than an inquisition. “We had a few laughs with the judges but they asked some challenging questions about what we were doing and why we were doing it. They also offered some good advice on things we could try in future.”

He says the Ballance Farm Environment Awards help “get the message out there” that orchardists are serious about environmental sustainability.

“It’s a great competition.”

Mike and Cathy Crum, 2009 entrants, Northland Ballance Farm Environment Awards



Canterbury farmer Mike Chaffey admits he felt a little nervous as he waited for the Ballance Farm Environment Award judges to visit his farm last year.

But he and wife Angela needn’t have worried. “They put us at ease straight away,” says Mike.

“They asked a lot of questions about what we were doing and why we were doing it, but it was all very informal. It was just like sitting around the table with a few mates having a yak about the farm.”

In fact, Mike says he probably learnt as much from the judges as they learnt from him. “We were a bit hesitant about entering the competition but I’m really glad we did because we got to meet a lot of different people and we picked up some very useful information on how we can improve our farm in future.”

Mike says one of the key advantages of entering the Ballance Farm Environment Awards was that he got to talk to farmers and scientists who had considerable expertise in irrigation and water management.

He says entering the competition was well worthwhile and he would certainly encourage other farmers to give it a go.

“You’ve got absolutely nothing to lose.”

Mike and Angela Chaffey, 2009 entrants, Canterbury Ballance Farm Environment Awards



It might have taken some arm-twisting to get George and Peggy Morrison into the Ballance Farm Environment Awards, but the Northland couple are glad they gave it a go.

“We actually enjoyed the judging process and the judges’ feedback was very positive. They also came up with some good suggestions on the type of native species we should plant on the farm.”

The judges have a wealth of knowledge from their own experiences, and you can gain plenty of ideas from them.”

On a broader level, she says the Ballance Farm Environment Awards are also a good way for farmers to show urban people some of the positive things that are happening on the farm.

“The awards are a great concept. A lot of work goes into organising this competition and I think it’s important that farmers support it.”

George and Peggy Morrison, 2009 Entrants, Northland Ballance Farm Environment Awards



After winning a merit award in 2004 Allan’s desire to improve the farm helped him secure two category awards in 2009 – the Hill Laboratories Harvest Award and the NZ Farm Environment Award Trust Habitat Improvement Award.

Allan regards participation in the Ballance Farm Environment Awards as a valuable learning experience and he’s happy to encourage other farmers to enter the competition.

“It’s very worthwhile.”

He says he enjoyed the feedback provided by the judging process. “One of the good things is that you get to ask questions of the judges. Its amazing how many things you can pick up.”

He says the Ballance Farm Environment Awards have excellent credibility and are great for the agricultural sector.

“The farming industry has a lot of awards, but this one is the most valuable because it focuses on sustainable farming and emphasises how important it is to look after land and stock.”

Allan says he will certainly enter the awards again in future. “I’ve got some things I want to work on and once I’ve got them right, I will definitely be going back in.”

Allan Roulston, 2009 Entrant, Otago Ballance Farm Environment Awards



Jason Miller admits the family was a little hesitant when asked to enter the Southland Ballance Farm Environment Awards last year.

“Our view was that there is still a lot of work to be done here, but then we started to realise that the awards are not about your farm being in a picture perfect state. They are more about the vision you are working towards.”

He says the awards’ judging process was conducted in a very supportive manner.

“It gave us a good opportunity to re-evaluate what we are doing and make some changes. The judges have obviously seen a range of different farms and they had a lot to offer in terms of ideas. For example, our planting programme was perhaps a little ad hoc at the start, but now we are taking a more planned approach and using free advice from Environment Southland to help us with this.”

Miller Family, 2009 Entrants, Southland Ballance Farm Environment Awards

Competing in the 2008 Waikato Ballance Farm Environment Awards helped reassure Peter and Marilyn Kidd they were on the right track as far as environmental sustainability goes.

“We wanted to see where we were at in the eyes of the judges and see if we were on the right track,” says Peter.

Effluent management is a major issue for dairy farmers and the industry has been much maligned for its performance in this area.

Peter says he believes this is one reason dairy farmers may have been reluctant to enter the Ballance Farm Environment Awards in the past. “They don’t want to stick their heads up because they are worried they might get them knocked off.”

“Don’t be afraid to put yourself out there. Many dairy farmers have a good story to tell and the industry needs good news.”

He says the biggest benefit of entering the Awards is the knowledge gained through the judging process. It challenges farmers to take a good hard look at their operations. “You learn a lot and get some great ideas out of it.”

“This competition is important because it helps capture hearts and minds in terms of what a good farmer should do.”

Peter and Marilyn Kidd, 2008 Entrants, Waikato Ballance Farm Environment Awards



Having picked up the Supreme title in the 2009 Bay of Plenty Ballance Farm Environment Awards, Paul and Joanna McCarthy could be forgiven for taking time out to savour their win.

But the opposite has happened. Paul describes the win and the leadership role that comes with it as “the most rewarding experience in my farming career”.

The McCarthy’s are now encouraging other farmers to enter the 2010 competition. Paul, who is now an assessor, says one of the key messages he wants to get across to potential entrants is that their farm doesn’t have to be in pristine condition to win an award.

“Don’t let a bit of junk behind the shed stop you entering the awards.”

He is also keen to stress that the competition is about “more than planting a couple of trees”.

During the judging process, which is conducted in a friendly and relaxed manner, entrants will be asked to explain the vision behind the work they are doing and talk about how they plan to achieve their goals.

Paul says other factors, such as community involvement, are also taken into account.

“There are many reasons people should enter and they should definitely give it a go.”

Paul and Joanna McCarthy, 2009 Supreme Winners, Bay of Plenty Ballance Farm Environment Awards

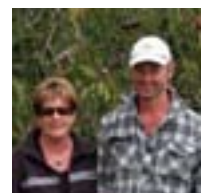


Southland sheep and deer farmer Dave MacGillivray doesn’t consider himself a “tree hugger”, but that didn’t stop him making the finals of the 2009 Southland Ballance Farm Environment Awards.

“I was a bit reluctant to enter,” says Dave who was one of just six BFEA finalists in the Southland region this year. “But I do believe in looking after what you have and where possible enhancing it. I have found these awards are more about sustainability, I have really enjoyed looking at it from that angle and have learnt a lot.”

Attending a BFEA field day on the property of the 2006 Southland supreme winners Graeme and Dorothy Dodd was a watershed moment for Dave. “That gave me the inspiration when I saw what could be achieved. I made contacts that day, it showed me how to go about doing things and that it’s never too late.”

Dave and Sandy MacGillivray, 2009 Entrants, Southland Ballance Farm Environment Awards



Glowing feedback from Ballance Farm Environment Award judges six years ago encouraged Bryan Tucker to continue a shelterbelt planting programme that provides major benefits for his Morrisons Bush dairy and pig farm.

In 2002, during the early stages of the planting process, Bryan was encouraged to enter the 2003 Greater Wellington/Wairarapa Farm Environment Awards.

Much to his surprise, he was named winner of the LIC Dairy Farm Award.

“It was very pleasing to win. I enjoyed the judging process and the judges made some very positive comments about how well we were doing.”

Bryan says the Ballance Farm Environment Awards are an excellent source of information for dairy farmers. “You learn a lot from the judges and from attending field days on the Supreme-winning farms.”

He says the awards are also good for the dairy industry in general because they show that dairy farmers are working hard on environmental management.

“I think all dairy farmers should support the awards and I’d definitely encourage other farmers to enter.”



Bryan Tucker, 2003 Entrant, Greater Wellington Ballance Farm Environment Awards

The winning of two category awards in the 2009 Waikato Ballance Farm Environment Awards was an unexpected but welcome acknowledgement of Terry and Sue Magill’s relatively short farming career.

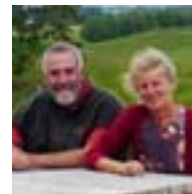
Terry says a friend had nominated them for the awards and while they were a bit hesitant at first, they found it a rewarding and enjoyable experience that made them take a good hard look at their business.

“I sat down beforehand and thoroughly scrutinised our operating costs, which is something I hadn’t done to that degree before.”

As well as providing a useful critique of the operation, he says the judging process also challenged them to think about their responsibilities to staff and the wider community.

Terry says the two awards he and Sue won were a welcome and credible recognition of the work they and their farm manager have done. The couple now get frequent requests from Fonterra and other organisations to host overseas visitors on the farm. “We are always happy to do that”.

He says the Ballance Farm Environment Awards are great for the dairy industry and he would urge any farmer to enter the competition.



Terry and Sue Magill, 2009 Entrants, Waikato Ballance Farm Environment Awards

National Sponsors



Ballance Agri-Nutrients is proud of its long-standing association as naming sponsors of the Ballance Farm Environment Awards. The awards have been the annual flagship sponsorship event for the company since 2003.

Ballance and the BFEA recognise the importance and synergy of sustainable land management, environmental values and farm profitability. More specifically, the awards promote best practice in whole-farm systems and role models those farmers with clear business direction and innovation. Ballance's vision, to be recognised as New Zealand's expert in agri-nutrient advice, is mirrored by award nominees who strive to be experts in sustainable farm management on a local level. This synergy and strategic alignment between Ballance, its customers and the NZ Farm Environment Awards Trust reflect our commitment as naming sponsor of BFEA.

Ballance acknowledges the benefits of profiling individual winners across a wide range of categories. Each category motivates farmers to become increasingly pro-active and innovative in their area of expertise. To this end the Ballance Nutrient Management Award focuses on the wise use of nutrients for productivity while caring for the environment.

The awards, now recognized as one of the most prestigious farming events in New Zealand, reflect an agri-nutrient sector seriously committed to promoting environmental sustainability. Ballance looks forward to acknowledging and celebrating innovation on New Zealand farms with the 2010 Ballance Farm Environment Awards.



As New Zealand's largest agri-business, PGG Wrightson are strongly committed to New Zealand agriculture and our company's sponsorship of the Ballance Farm Environment Awards is a tangible demonstration of that.

The community spirit demonstrated in the 'Land & Life Award' aligns with the key values of PGG Wrightson. Our chosen category is focused around the all-important people side of business. Entrants pride & passion for the land are a key part of the judge's considerations. Winners work actively within their communities, and boast a very good relationship with external "advice or support" from agribusiness people. The PGG Wrightson Land & Life Award also encourages intergenerational thinking and planning.

The 2009 entrants demonstrated their commitment to sustainable farming practises in many ways – and should be congratulated for their hard work.

We encourage farmers to seize this opportunity be recognised for the efforts that many of you put into protecting the environment, and to share your success story with others.



Sustainability is at the heart of all businesses – especially those relying on nature, and Livestock Improvement (LIC) maintains its ongoing commitment to fostering the highest standards of excellence through the Ballance Farm Environment Awards.

LIC is one of New Zealand's pioneer agricultural organisations, its roots dating back to 1909, the last 100 years seeing perhaps the biggest change to the landscape and environment than at any other time.

Today's farmers are challenged at every corner to extract maximum value from their animals and the land, without exploiting nature and the principles of stewardship of the environment is one embedded in LIC's core values, and its business philosophy.

LIC is proud to have been a major sponsor of the Ballance Farm Environment Awards since 2004. The LIC Best Dairy Farm Award showcases farmers and practices which are world leading and which add to the image of New Zealand, as clean and green, and demand for produce which is, quite simply, the best in the world.



Hill Laboratories has, since its inception in 1984, been committed to serving the soil and plant analytical testing needs of the agricultural industry in New Zealand. Throughout that time Hill's has had an extremely positive relationship with Ballance Agri-Nutrients and its shareholders as we work in tandem to ensure the primary industry is at its most productive and progressive.

It has been an honour to take part in the Ballance Farm Environment Awards (BFEA) structure and do our bit in recognising and acknowledging the high performing, sustainable farmers in our midst.

Hill Laboratories is the largest private analytical testing laboratory in New Zealand, concentrating on agricultural, environmental and food & bioanalytical testing, so the aims and coverage of the BFEA sit perfectly within the driving interests of Hill Laboratories.

Throughout the 5 years we have been involved with sponsorship of the BFEA it has been wonderful to see the innovative and socially conscious efforts being achieved throughout the farming industry in New Zealand and we are dedicated to supporting and promoting those efforts into the future.



The Gallagher Group have been involved with the Ballance Farm Environment Awards from their early inception. Gallagher have a strong focus on the community and supporting the many contributors of innovation.

From many years experience Gallagher have known that innovation will always bring improvements and efficiencies to the farming industry.

Participants in the Ballance Farm Environment awards show time and time again their willingness to use innovation and new ideas to improve their business and ultimately position New Zealand Agriculture as a worldwide leader.



The 'Made in New Zealand' tag represents a global assurance of food safety and consistent quality.

It's a foundation built on environmental best practice and a commitment to sustainable food production.

As New Zealand's leading procurer, processor and marketer of red meat products into the global market, Silver Fern Farms understands that quality and a guarantee of health underpin the success of our industry. As such we have been supporters of the New Zealand Farm Environment Award Trust and the Ballance Farm Environment Awards programme for the past four years.

While we are no longer formal financial sponsors of the awards programme, we fully support its initiative, its direction and the inspirational role it plays within our sector.

Regional Partners



The Northland Regional Council introduced the awards to our region in 2005-06, in partnership with the New Zealand Farm Environment Award Trust.

The key objectives of the Awards are to encourage sustainable land management and to display to farmers that profitability need not compromise and, in the best examples, can restore and enhance environmental values.

The awards reflect our role as environmental guardians, while encouraging the sustainable use of our region's resources to promote economic growth. The feedback and winners' profiles encourage other farmers to be proactive with their resource management as part of an economically viable agricultural enterprise.

It is our pleasure to continue to support the Ballance Farm Environment Awards, which acknowledge the success of land owners in achieving sustainable land management practices.

Jason Dawson
Community Relations Manager
Northland Regional Council



Environment Waikato has been a supporter of the Farm Environment Awards since their inception. One of the key things we've learned from those years with the New Zealand Farm Environment Award Trust is that good environmental management is as much a state of mind as a set of good practices.

Farming is a business of problem solving, and the best farmers have found solutions that others can learn from. The Ballance Farm Environment Awards gives us the chance to help farmers to learn from the best examples of farming. At the same time our staff get the chance to learn about the practical application of environmental thinking in a farm business setting. And of course it's also good to be able to publicly acknowledge the good work these farmers are doing.

Alan Campbell
Manager
Sustainable Agriculture



Working alongside farmers committed to sustainable land management practices is a positive way that the Regional Council can demonstrate its commitment to a better future for the region. We recognise that to look after the environment, people on the land need firstly to be profitable and the Ballance Farm Environment Awards programme recognises this in its objectives.

There are many tools we have available to help change behaviours and practices in the rural sector – these range from imposing conditions through the resource consent process and monitoring those and ensuring compliance through to providing advice and working alongside farmers. It is far more productive for us, the farmers and the community when we all adopt a collaborative approach to more sustainable farming. In the ten year plan we adopted in June this year, we were pleased to commit ongoing support for the very good work happening in the Bay of Plenty where a range of famers, orchardists, sponsors and rural professionals work together on the annual awards programme.

In this way we can help ensure that the water, land, air and coastal resources we enjoy today in the region will produce economic and social benefits well into the future.

John Cronin
Chairman
Environment Bay of Plenty



Horizons Regional Council values the role that the Ballance Farm Environmental Awards plays in promoting a more sustainable approach to farming.

The awards showcase best management practice that encourages more farmers to see that farming with environmental awareness is profitable, as well as providing a positive legacy for future generations.

The supreme winners of the award for 2009 in the Horizons region were Andy and Claire Law who have a sheep and beef farm, plus some deer and goats, east of Taihape. They were worthy winners and were seen as innovative farmers by their peers. This was highlighted when about 100 people turned out for the winners' field day on their property - a day that reflected the widespread interest in the awards as well as how economics and environment can work together.

We are happy to have the Ballance Farm Environmental Awards as one of many non-regulatory tools used by Horizons Regional Council to promote environmental standards and to achieve positive economic outcomes for the region.

Garrick Murfitt
Chairman
Horizons Regional Council



The Greater Wellington Regional Council has been involved with the Ballance Farm Environment Awards since 2002. In that time more than 120 farms have participated in the Awards, including a number of lifestyle blocks.

Sustainable land management is the cornerstone of much of Greater Wellington's work and this fits very well with the objectives of the awards. It shows that profitability need not compromise environmental programmes and in many cases those values can be enhanced.

Profiling the awards has encouraged other farmers to be more proactive and in many cases led to further entrants. While it is not always easy to encourage landowners to enter, all those that do are quick to acknowledge the benefits of entering and become strong advocates for concepts of the awards. Our judges, many of whom are volunteers also gain a lot from their participation in the awards and we have many of the same people that started with us in 2002.

It is a pleasure to continue to support the Ballance Farm Environment Awards and we look forward to continuing success for landowners, sponsors and volunteers.

David Cameron
Manager, Land Management
Greater Wellington



As chair of Environment Canterbury's Land portfolio, I am encouraged by the increased focus on sustainability by farmers. The Ballance Farm Environment Awards provide a high profile event which demonstrates the improved practices being used on farms of various types across Canterbury. The accompanying publicity portrays some innovative efforts and helps promote good standards amongst other farmers and within the wider industry.

Many farming families feel unfairly portrayed in a world of mass communications new media and increasing pressure from other sectors. Meeting day-to-day demands of shifting markets, adverse weather, livestock, crops, employment issues, and machinery make farming an unpredictable ride. Changing circumstances face the farmer every morning, and it is not easy to embrace the environmental and social responsibilities while striving to make a profit.

These innovative and resourceful winners are providing examples of how to achieve that balance. They are leading the way and represent best practice.

Ross Little
Environment Canterbury Councillor



The Otago Regional Council sees the unique structure and aims of the Ballance Farm Environment Awards making a significant contribution to environmental outcomes in Otago's primary production sectors. The Ballance Farm Environment Awards have provided valuable opportunities for farmers to show their leadership and skill in developing and managing sustainable programmes on their properties.

Otago Regional Council Chairman, Stephen Cairns said Ballance Farm Environment Award winners and entrants consistently demonstrate lateral thinking and on farm practices that sustain their families, staff, land, waterways and stock.

The Ballance Farm Environment Awards goals fit well with Otago Regional Council objectives and we are pleased to be able to support them.

Peter Taylor
Associate Director
Strategic Communications and Education

Strategic Partners of the New Zealand Farm Environment Award Trust



Fonterra became a strategic partner of the NZFEA Trust in 2008. The NZFEA Trust is delighted to have Fonterra supporting the initiatives of the Trust in promoting sustainable and profitable farming by way of the Ballance Farm Environment Awards programme.



QEII National Trust
Open Space New Zealand
Ngā Kaiārahi Papa

The QEII National Trust became a strategic partner of the NZFEA Trust in 2008. QEII covenantors are frequent winners of Ballance Farm Environment Awards, showing how environmental values can be restored and enhanced while displaying that profitability need not be compromised.



MAF became a strategic partner of the NZFEA Trust in 2008. MAF is the sponsor of the New Zealand Farm Environment Award Trust and MAF Study Scholarship which was awarded in 2008 for the first time. The Scholarship is to enable the recipient to undertake a major study topic relevant to sustainable and profitable farming as it relates to New Zealand.



Ministry of Agriculture and Forestry
Te Manatū Ahuwhenua, Ngāherehere

The MAF Sustainable Farming Fund became a strategic partner of the NZFEA Trust in 2005. In recent years, the NZFEA Trust has been invited to nominate past entrants in the Ballance Farm Environment Awards programme to sit on the various committees that allocate funds from the MAF Sustainable Farming Fund.



Profitability. Sustainability. Competitiveness.

DairyNZ contracted with the NZFEA Trust in 2007 to deliver a Building Dairy Environment Leaders programme as part of its Environmental Programme of Work. This programme is focused on providing emerging leaders within the dairy industry with information and leadership opportunities.

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Grant McFadden, Christchurch (Resigned 29/10/08)
Greg Glover, Waikato (Appointed 29/10/08)
John Bourke, Bay of Plenty (Appointed 29/10/08)

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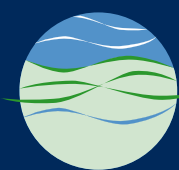
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New Zealand
Farm Environment Award Trust®

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