



New Zealand
Farm Environment Award Trust®

2010

Annual Report

30th June 2010



Ballance
Farm Environment Awards®
Promoting Sustainable Profitable Farming

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Chairman's Report



Welcome to 2010 New Zealand Farm Environment Award Trust Annual Report.

Whew! The past year has been pretty difficult for most of us within agriculture or the agriculture support sector.

An economic crisis, seemingly unprecedented in recent times, pushed and squeezed our bottom line performances.

The weather too as always was unpredictable bringing a summer of relentless wet to the lower South Island and the exact opposite to large areas of the North.

However, notwithstanding these pressures, the 2010 entrants to our Ballance Farm Environment Awards have been prepared to stand up and showcase their long term efforts of growing and supporting New Zealand agriculture.

We have once again seen many examples of farmers who make a long term commitment toward protecting, enhancing and adding value to the natural capital of the resources around us. However, for sure we must continue to earn the right to utilise and manage these sustainably if New Zealand is to prosper.

These snapshot examples help provide the 'proof' of the New Zealand brand.

We have seen innovation, passion, and straight out good management demonstrated by many, many farmers, not only over the past season, but since the Awards started in the Waikato many moons ago.

I urge you all to take a look at what farmers do so well. Take a good look at the examples we showcase at our Ballance Farm Environment Awards, at our on-farm field days, through our publications and media releases and at our annual showcase event of Supreme Winners.

Profitable productivity is being achieved by those farmers who follow good management practices. Efficient use of resources is the mantra for the coming farmer generation.

As a farmer, I feel proud to trumpet fellow farmer's successes and to speak of the innovation and resilience inherent within their farming systems. The challenges we face are ongoing and in fact this is nothing new! Forward thinking and adopting new methods and technologies, are all part of the challenge entrants in our Awards demonstrate on behalf of fellow farmers.

Our 'Video Ref', Tony Van Deursen continues to produce compelling clips of what happens down on the farms of our regional Supreme Winners. This is excellent viewing of the long term commitment of these top farmers.

Thanks entrants for putting your hands up. I often hear how you were reluctant to enter but having been convinced or deciding to do so, you absolutely engage with and enjoy the whole process.

Primary Producers Select Committee

A recent highlight for the NZFEA Trust and the Ballance Farm Environment Awards programme was taking up the invitation to make a presentation to the Primary Production Select Committee at Parliament.

A full committee including the Minister of Agriculture, the Hon David Carter, greeted our presentation with enthusiasm and noted the need to continue to position farming at the high value end of the food chain. This is of course enhanced through the promotion of good environmental stewardship, particularly on-farm.

We were grateful to George and Sarah Tatham, part of the 2010 Supreme Winners team, for joining our presentation and discussions. The Select Committee appreciated the chance to hear from some of New Zealand's up and coming new-generation farmers.

NZFEA Trust/MAF Scholarship

We are delighted that MAF has shown an ongoing commitment to sustainable agriculture and supported the NZFEA Trust by awarding a combined NZFEA Trust/MAF annual Scholarship. The option to apply for this Scholarship has been made available to all past Supreme Winners of the Ballance Farm Environment Awards.

This year the Hon David Carter presented the Scholarship to John McIntosh from the Bay of Plenty region. John will study and prepare a paper on farm forestry options.

The 2009 and 2010 Scholars papers are available on the MAF and NZFEA Trust websites.



DairyNZ Partnership

In December 2009 the NZFEA Trust put together, in partnership with DairyNZ, another very successful Dairy Leadership Development programme.

We are pleased to again partner with DairyNZ to host a further programme in 2010, once again focusing on environmental performance, looking at the way dairy farmers can achieve 'more from less'.

The programme provides an opportunity to combine the expertise of award winning dairy farmers from not only the Ballance Farm Environment Awards, but from dairy farmers from other award programmes that also celebrate dairy excellence.

Participants leave understanding more about the issues the industry faces and feel better equipped to continue to move the bar up in the on-farm management areas. They leave more comfortable to stand up and be counted and participate in the ongoing debates farmers need to engage in.

Ongoing top-line committed support

The NZFEA Trust values support from a diverse range of forward thinking supporters, partners and sponsors. We are fortunate in having a huge committed voluntary base of people in each of the regions that provide the grunt and enthusiasm to make it happen.

Naturally our **Ballance Farm Environment Awards Sponsorship team** has been superb. Against an economic backdrop of doom and gloom our sponsorship family led by **Ballance Agri-Nutrients** and solidly backed by **LIC, Hills Laboratories, PGG Wrightsons** and **Massey University** have shown that they will also stand up and be counted in forging a long term future for a successful agriculture-based future for New Zealand.

Regional Councils too have recognised the value of 'role model' promotion as a worthwhile change agent. **Northland, Waikato, Bay of Plenty, Horizons, Greater Wellington, Canterbury** and **Otago** Regional Councils support our approach.

A feature of the 2009 Awards was the number of Supreme Winners who represented the dairy sector. We have certainly been pleased to provide some push back to a relentless adverse publicity machine through the promotion of these examples of top-line stewardship.

I'm sure dairy industry leaders such as Trust partners **DairyNZ** and **Fonterra** and Ballance Farm Environment Award's sponsor, **LIC**, welcome the chance to put the record straight. A sector that provides \$11billion export income is not at all bad.

The NZFEA Trust values the ongoing support we receive from New Zealand's largest dairy cooperative **Fonterra** who recognise the need to take a leadership role in promoting profitable sustainable farming.

This year's Awards

The 2010 Awards season has seen the **livestock sector** lead the way in many regions. We have seen and recognises excellence from top performing properties, many displaying a long-term intergenerational stewardship of the properties they farm.

I note too that **Zespri** supports the awards at a regional level in the Bay of Plenty to recognise the efforts of some mighty fine kiwifruit growers.

The **arable** sector is also well represented in the awards along with some top line **viticulture** operations.

All in all, a good mix of innovation and skill that provides opportunity for good cross-pollination of good ideas.

When you add to this the judging team expertise in each region, now co ordinated through the effective leadership of Jamie Strang, the Regional Coordinator team, managed by General Manager David Natzke, the local committees or Trusts so capably lead by astute chairmen, and the support network assembled around these teams, we have a very comprehensive Awards programme.

Looking Forward

One of the options the NZFEA Trust has reviewed over the years has been the regional focus of our Ballance Farm Environment Awards where we identify and promote regional winners and a regional Supreme Winner.

National Winner

The NZFEA Trust is now confident in its processes and in being able to retain the integrity of the awards and add value to the regional Awards programme. Therefore, we are now able to consider selecting a 'National Winner' from the regional Supreme Winners team.

While we see each of our regional winners as Supreme Winners, competition amongst farmers is not a dirty word. The chance to make a National Award is always enticing, though I'm sure we will continue to need to convince these farmers that New Zealand really does need to see the fruits of many years of their hard but loved labour.

We will announce our inaugural National Winner(s) at a showcase event in June 2011 (prior to the Rugby World Cup!).

New Supporters

It's pleasing to now have a commitment from the **Hawke's Bay Regional Council** and **Gisborne District Council** to join up as the East Coast region for 2010 onwards.

We are also delighted to welcome **Beef + Lamb New Zealand Ltd** to our sponsor team from July 2010. This is a reinforcement for the drive Beef + Lamb New Zealand is making to improve long term viability on-farm and promote New Zealand product as sustainably produced.

The addition of Beef + Lamb New Zealand provides an excellent balance to the sponsor team adding impetus to the cross sector representation we embrace.

A formal agreement has also been reached with **Federated Farmers of New Zealand** to join as a partner of the NZFEA Trust.

I look forward with confidence to wider recognition of the importance of showcasing New Zealand farmers, through the Awards programme.

Operational

Thanks must go to the NZFEA Trustees for their input and sound governance and leadership. It is people such as these, who give so much time and input, that ensure that the NZFEA Trust performs at a high standard.

Likewise, General Manager David Natzke, continues to make a major contribution toward ensuring the success of all the NZFEA Trust activities and Ballance Farm Environment Awards.

We move forward this year refining the operational aspects of the NZFEA Trust as it grows in stature, in performance and in delivery.

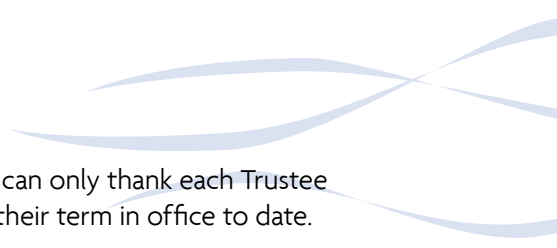
Clearer 'enterprise' management and reporting, with operational expectations and direction will strengthen the manner in which we operate and provide a more defined focus for management and performance for each enterprise.

AGM Elections

This AGM is our biennial election cycle when regional organising committees and regional Trusts affiliated to NZFEA Trust elect Trustees for a two year term.

Some changes have already been signaled by Trustees retiring and new faces will be around the board table from the AGM forward.

Likewise, the appointment of other Trustees including election for Chairmanship will not be confirmed until the AGM on 28 October.



As all changes will not be known until after publication of this report, I can only thank each Trustee for the superb work they have carried out for the NZFEA Trust during their term in office to date.

However, three Trustees have tabled their decision to stand down and it is fitting that their contribution is noted in this report.

Peter Cummings, (Deputy Chair), Peter Mourits (Trustee) and Peter Nation (Treasurer).

These three Trustees have lead from the front putting considerable time, thought and direction into the NZFEA Trust to ensure its enduring sustainability. Each of these individuals has made a significant difference toward guiding the NZFEA Trust into its current leadership position.

Thanks 'fellas' for a job well done!

Finally

We can all look forward to another great year for the NZFEA Trust, for our partnership projects and for our flagship, the Ballance Farm Environment Awards.

Jim Cotman
Chairman

General Manager's Report



I guess it is somewhat of a cliché to comment that we have had another successful year for the Ballance Farm Environment Awards as we say it each year. However, I am going to say it, we have had another successful year.

It is interesting that one senior agricultural executive we met with recently commented that awards of this nature generally have a shelf life as they sometime loose their momentum and relevance. He then went on to say that in his opinion, the work of the New Zealand Farm Environment Trust and the Ballance Farm Environment Awards programme show no sign of having a shelf life as the Awards get better each year. He commented that we should be very proud of what we achieve with the resources we have.

The Chairman has commented in his report that we have had a year where the economic situation has not been great internationally or nationally. However, this did not stop some 113 farming enterprises from the Northland, Waikato, Bay of Plenty, Horizons (which takes in Manawatu/ Rangitikei, part of Wanganui and part of Tararua), Greater Wellington, Canterbury, Otago and Southland regions from entering the Ballance Farm Environment Awards.

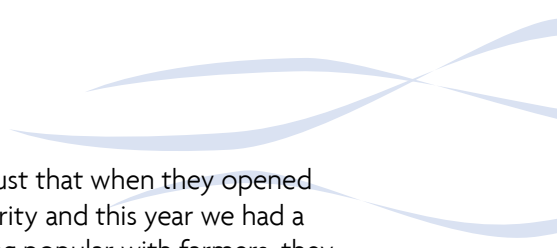
Congratulations to all those who entered and congratulations to those of you who were category winners and regional Supreme Winners. We have found from past experience that past entrants and winners are great advocates for the Awards programme. Further on in this report you will find testimonials from past entrants.

The common theme from these entrants is that they had to be “encouraged” to enter the Awards but having done so, they have not regretted their decision to enter. Without exception, they have all found the judging process to be beneficial to their farming enterprise and for some, they plan on coming back to have another go.

We maintain that the Awards programme is about a journey and to take part in that journey, you first have to become an entrant.

The common reason we often hear for not entering the awards is “the farm is not ready”. The reality is, when it comes to sustainability, the farm is never going to be ready because sustainability changes day by day, week by week, month by month and year by year.

In this regard the comments from Elliot King, the Supreme Winner for Southland this year are indeed poignant - ***“It doesn’t really matter if you are only 2-3 years through a ten year plan. The important thing is that you can show what you are aiming to do in future.”***



Elliott and all the other Supreme Winners had the opportunity to do just that when they opened up their farms for a Field Day. These Field Days are increasing in popularity and this year we had a large number of people attending them. Interesting that as well as being popular with farmers, they are also commanding the attention of rural professionals such as banks, consultants, accountants and the like.

Like every year, there are challenges associated with the management, planning and implementation of the Ballance Farm Environment Awards programme. This year was no exception but with the combined efforts of a cast of hundreds, we were successful in what we delivered and we look forward to doing it all again next year.

Sustainability Showcase

The Sustainability Showcase is the culmination of the regional Ballance Farm Environment Awards programme. Last year it was held in the Banquet Hall of Parliament Building and hosted by the Hon David Carter, Minister of Agriculture. The challenge this year was to deliver an event that complimented what we had last year.

The iconic Christchurch Town Hall was the location for the 2010 Sustainability Showcase, and the 2010 Supreme Winners were introduced to invited guests, and their properties were presented by way of a DVD. This event is a major celebration for not only the Supreme Winners, but for all entrants and the organisation as a whole.

As well as the Showcase, it is an opportunity for the Supreme Winners to get together and to share their past achievements and their plans for the future for their farming enterprises.

This year we changed the programme around so as to give them more time together to do just that. We also invited sponsors to have a dedicated session with the Supreme Winners. Later on, Supreme Winners and sponsors had the opportunity to have a session with the Hon David Carter, Minister of Agriculture.

The feedback we have received from the Supreme Winners is that they welcomed this change of format and we will be building on this for future Showcase events.

The Chairman has commented that for 2011 there will a National Winner announced at the Sustainability Showcase in the Hawke's Bay. This is an exciting development for the Awards programme. There have been a number who have questioned as to why this has not been a feature of the Awards programme to date.

The Ballance Farm Environment Awards programme has been something that has been evolving for a number of years. The programme is an integral part of the agricultural calendar and the time is now right to introduce a new element to it, a National Winner.

We anticipate that this new initiative will capture a lot of attention and it is only fitting that the announcement of the first National Winner will be part of the celebration of the success of all Supreme Winners at the Sustainability Showcase.

Media

In a world where people source their news from a number of outlets, it is important for us to ensure that we too are promoting the New Zealand Farm Environment Award Trust and the Ballance Farm Environment Awards through various media channels.

However, without doubt the most popular method is print media and we generate a fair degree of media targeted at this area.

It is difficult to get coverage through the major daily papers, so we do target provincial newspapers as well as rural specific publications. However, there is a large audience out there which really needs to see what award winning farmers are achieving, the urban audience.

In the coming year we will be working with sponsors and partners to develop strategies targeted at this market. There is, in some parts of the country, a major disconnect between urban and rural and we see an opportunity through the Ballance Farm Environment Awards programme to address this.

In the not too distant past, most urban children had an opportunity to visit a relative on a farm and so the rural environment was not so disconnected. That is not so much the case these days. There are some very exciting programmes being developed so as to introduce children to the realities of agriculture and the importance of agriculture to the nation. We are looking at getting alongside the people developing and introducing these programmes to get the sustainable and profitable farming message from the Ballance Farm Environment Awards out to a wider audience.

Media is an area that commands a lot of input and careful consideration. We are all aware of how well bad news captures attention and it becomes the yardstick by which a lot of people and/or industries are measured.

The challenge we face is making sure that the wonderful stories that appear in rural publications about the success of farmers get to be shared and appreciated by a larger audience. Because of the scale of the job, this is going to be something that is always work in progress.

Many thanks to those media outlets, print and radio, which have supported the Ballance Farm Environment Awards programme over the past year.

Sponsorship and Partnerships

The New Zealand Farm Environment Award Trust and the Ballance Farm Environment Awards programme have continued to have the confidence of a number of stakeholders. They have all made a strong commitment to pledge their support for the work of the Trust and the Awards.

Sponsorships have been subjected to a lot of scrutiny over the past few years in particular as companies have become more discerning about the level of their spend and the areas they are prepared to commit money to.

For our programmes of work, it is not only the cash spend we are dependent on, it is also the “In Kind” contribution that is crucial. The Treasurer in his report has commented on the components and value of “In Kind” contributions made by sponsors and volunteers alike.

For our part, we are committed to working with all stakeholders to ensure they get the maximum leverage opportunities off their investment.

All sponsors and partners have been given the opportunity to comment on their association with the Ballance Farm Environment Awards and the New Zealand Farm Environment Award Trust later in this Annual Report.

However, we would like to highlight them in this part of the report.

Balance Farm Environment Awards National Partners



Balance Farm Environment Awards Regional Partners



New Zealand Farm Environment Award Trust Partners



We do welcome the arrival of Beef + Lamb New Zealand Ltd as a sponsor for the Balance Farm Environment Awards. The company's recognition of the value of our business to their brand is a positive development in the ongoing success of the Awards. We look forward to working with their personnel in the same way as we work with all other sponsor and partner personnel in promoting the Awards, not only to farmers but to a wider New Zealand and international audience.

Many thanks to all sponsor and partner personnel I have the pleasure of dealing with.

Summary

The Chairman and the Treasurer have commented on the exciting development of having a new region joining the Balance Farm Environment Awards, the East Coast region being a combination of the Hawke's Bay Regional Council and the Gisborne District Council areas.

Many thanks to the Council personnel in these areas, who have championed the Awards to their senior management and elected representatives to include this new region being part of the Awards.

It is a very large region and that will mean there will be a few challenges associated with managing it. We are delighted to have Bruce Wills, a well respected farmer in Hawke's Bay chairing the management team. The administration side of the business will be managed by Kate Taylor who too has a long association with agriculture, business and organisations in the region.

A very big **WELCOME** to the new East Coast region.

The introduction of the National Winner as of next year is an exciting development in the Ballance Farm Environment Awards.

This initiative has the the total support of all sponsors, partners and stakeholders.

A feature of the current Awards programme is that entrants are not seeking major prizes or overseas trips. Most, instead, are seeking to share their ideas and expertise with the wider farming community.

We will be building on this philosophy in developing the National Winner package. It is recognised that entrants of the Ballance Farm Environment Awards are often at a different stage in their farming business than say the entrants to some other competitions; generally their farming business is more consolidated.

Bearing this in mind, the prize winner's package will be something that adds value to their farming business and to them personally as well as to their respective industry. It will be about an award, not an obligation. However, we anticipate there will be a fair degree of prestige associated with being the New Zealand Farm Environment Award Trust National Winner of the Ballance Farm Environment Awards.

Highlights for the year; well there have been plenty.

One aspect of the job I find very rewarding is meeting up with past Supreme Winners when I attend the regional Awards. It is a bit like a reunion really but the interesting thing is to see where they have moved on to and to see how being a Supreme Winner of the Ballance Farm Environment Awards has benefited them professionally and personally. Winning this Award has an immense amount of pride associated with it.

The invitation to present to the Primary Production Select Committee of Parliament has to rate as another highlight for the year. The fact there were no politics involved, despite the fact that all parties are represented on the Committee, was refreshing as too was their level of interest in what we do.

The main highlight was being a part of a team that delivered another successful year for the Ballance Farm Environment Awards. Behind the scenes there are always a number of challenging moments that test the resolve of people, but the thing that comes to the fore is the commitment of the cast of hundreds, in most instance volunteers, to be involved in something pretty special.

In this regard I would like to say many thanks to everyone who has had any sort of association with the New Zealand Farm Environment Award Trust and the Ballance Farm Environment Awards programme over the past year. Thank you for the time you have committed to what has been another successful year.

At this stage of the report I would like to pay a special tribute to Margaret Matthews. Margaret was the Regional Coordinator for the Ballance Farm Environment Awards for the Horizons region. She passed away peacefully on 8th June 2010 after a brief illness.

Margaret had the utmost respect from a whole host of people; farmers, sponsor representatives, regional and local government personnel and board members. Her ethos was that she was not into the politics of the job, she was not into polishing egos, she wanted to get the job done, have fun doing it and having got it done, have a few wines.

Her sudden death was a huge loss and she will be fondly remembered by many.



In conclusion, thanks to Jim Cotman and his fellow Trustees who set the policy objectives for the business operations of the Trust and the Ballance Farm Environment Awards programme.

To the Regional Coordinators who assist me delivering the Ballance Farm Environment Awards programme throughout the country, many thanks for your commitment and for the extras you do to highlight the importance of the Awards to your region. You are a great team of people to work with.

And a special thanks to Faye Shaw for the assistance she gives me and the Trust in managing the financial side of the business. This year we had a number of challenges to deal with but we succeeded in delivering a positive result.

It has been a pleasure to work with everyone this past year and I look forward to doing it all again next year.

David Natzke
General Manager

Treasurer's Report



It is my pleasure to be once again furnishing the annual Treasurer's Report for the New Zealand Farm Environment Award Trust, which incorporates the financial statements and affairs for the NZFEA Trust and the Ballance Farm Environment Awards.

I am pleased to report that the annual accounts again carry an unconditional independent audit certificate.

This financial year has again been challenging for the NZFEA Trust. At the beginning of the year when the Trustees considered the annual budget, the NZFEA Trust was facing a deficit in excess of \$100,000. It has been a real challenge to secure additional sponsors and further partners to ensure that the Trust can continue it's work on farm sustainability and education.

As we are all aware the economic challenges have not yet disappeared. The NZFEA Trust relies on industry, local government and the support of national partners to enable the organisation to continue it's good work and maintain its rightful position in the national agricultural calendar.


The potential deficit focused the Trustees to again consider where cost savings could be gained and a further focus on securing new sponsors long term.

I am very proud to be reporting on a very good result again for the NZFEA Trust overall. As a result of securing new sponsor money, some very prudent cost control by the NZFEA Trust's General Manager and some minor changes to our business operations, we were able to deliver small cash deficit of \$5,443 (after depreciation of \$7,205) for the year. A very pleasing result and a major turn around from what we were facing at the beginning of the year.

Within the year the NZFEA Trust was again able to deliver another leading award result, with the Ballance Farm Environment Awards being another huge success rounded off by a well attended Showcase in Christchurch. The NZFEA Trust was also able to deliver further educational focus again this year in the Building Dairy Environment Leaders programme.

It should be noted that the divisional income for the Ballance Farm Environment Awards was again a deficit and this is primarily as a result of the lack of two major sponsors to enable this award to be run effectively in terms of funding. With the announcement of Beef + Lamb New Zealand Ltd coming on board this coming year, their contribution, along with our other very loyal sponsors, will greatly assist this part of the business to be run within available funds.

The cash flow was not aided by the reduction in interest income from \$29,157 to \$16,604 as a result of lower term deposit rates from our bankers.



There have been some changes in income and costs this financial year. This has resulted from the NZFEA Trust now actively taking over the running of some further regions, e.g. Wellington. Previously this had been accounted for via the Greater Wellington Regional Council but is now funded by them to the NZFEA Trust and the costs including the Regional Coordinator are paid by the NZFEA Trust. It should also be noted that some sponsors are now gifting their prize contribution by way of product as opposed to previous years where actual cash contributions were paid and passed on in their entirety by the NZFEA Trust. None of these activities adversely impacted the Trust's cash flow but do alter the year on year comparisons and should be noted accordingly.

As already mentioned the NZFEA Trust's operations show a surplus of some \$53,115. This surplus enables the cost to be covered of the NZFEA Trust's General Manager who spends approximately 30 percent of his time working for the NZFEA Trust in running the Building Dairy Environment Leaders programme and coordinating the Scholarship programme. His time in this area is being further utilised and the General Manager's costs in running the NZFEA Trust's direct operations and projects will only increase. The balance of his time is allocated to running the very successful Ballance Farm Environment Awards side of the organisation.

Overall, a very pleasing financial result given the market, sponsor investment and ongoing support by the NZFEA Trusts many in kind, financial and partner relationships.

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

The Councils within each region support the NZFEA Trust as a regional sponsor to a level of \$25,000p.a. 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 awards system due to the regional status and governance roles they play towards the awards.

As already stated, the awards 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 many 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. The NZFEA Trust again acknowledges the support of so many volunteers and organisations that seek no brand recognition but are happy to support such a great event.

The NZFEA Trust will this year move into the East Coast region which will bring the total regions to nine and with this entry will bring another whole group of volunteers and organisations who will no doubt want to support the NZFEA Trust's work.

The NZFEA Trust remains indebted to its many industry supporters who are sponsors led by the naming right sponsor Ballance Agri-Nutrients. In addition there are also many partners who support the NZFEA Trust including New Zealand's largest company, Fonterra.

As a not for profit organisation, the NZFEA Trust relies on the continued good will of industry to support the work of the NZFEA Trust via its Ballance Farm Environment Awards and the other extension work. It will remain imperative that all parties continue to work together to support the ongoing education and development of farmers and the promotion of ongoing sustainability together with showcasing New Zealand agriculture as a world leader in this area.

As the NZFEA Trust continues to grow, we thank the existing loyal supporters and also look forward to welcoming potential new supporters to the family. This organisation is in very good shape and all parties are rewarded in their efforts through ensuring New Zealand agriculture continues to lead and create change to ensure our world competitiveness.

I am very pleased to furnish another good result and would like to thank General Manager David Natzke who is assisted by Faye Shaw for again managing the finances in a very professional and prudent way. This has enabled a result this year the NZFEA Trust can be proud of.

Many thanks also go to the NZFEA Trust's accountants, Accountants on London (Hamilton NZ), the NZFEA Trust's auditor, Staples Rodway (Hamilton NZ) and the NZFEA Trust's bankers, ANZ National Limited.

Peter Nation
Treasurer

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 Winners

A Supreme Winner will be selected from each of the 9 regions - Supreme Winners will be chosen from the group of finalists. – **\$3000 cash**

National Winner

A National Winner will be selected from the 9 regional Supreme Winners. The National Winner will be announced at the 2011 Sustainability Showcase. – **Prize package TBA**

Principal National Sponsor



Ballance 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**



Beef + Lamb New Zealand Livestock Farm Award

This Award recognises the livestock farmer (other than dairy) 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. Stock will be well cared for. Stock class and type will be well suited to the land contour and soil type and managed appropriately to suit those soils. – **\$1000 cash/services**



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/services**



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**

Regional Awards

Northland Regional Council Water Quality Enhancement Award

Environment Bay of Plenty Environmental Award

Environment Waikato Water Protection Award

The East Coast Farming for the Future 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

Regional Partners





Supreme Winners for 2010



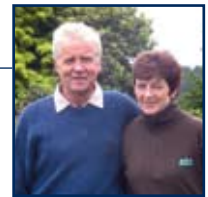
NORTHLAND
 Brian and Gaye Simms
 Dairy



BAY OF PLENTY
 Bruce and Tessa Calder
 Sheep/beef/forestry



WAIKATO
 Tony and Coby Brown, Barb and Tom Brown, Tracy and Wynn Brown
 Dairy



HORIZONS
 Ken and Sue Ballantyne
 Sheep & beef



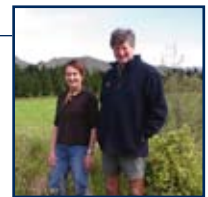
SOUTHLAND
 Janine and Elliot King
 Sheep & beef



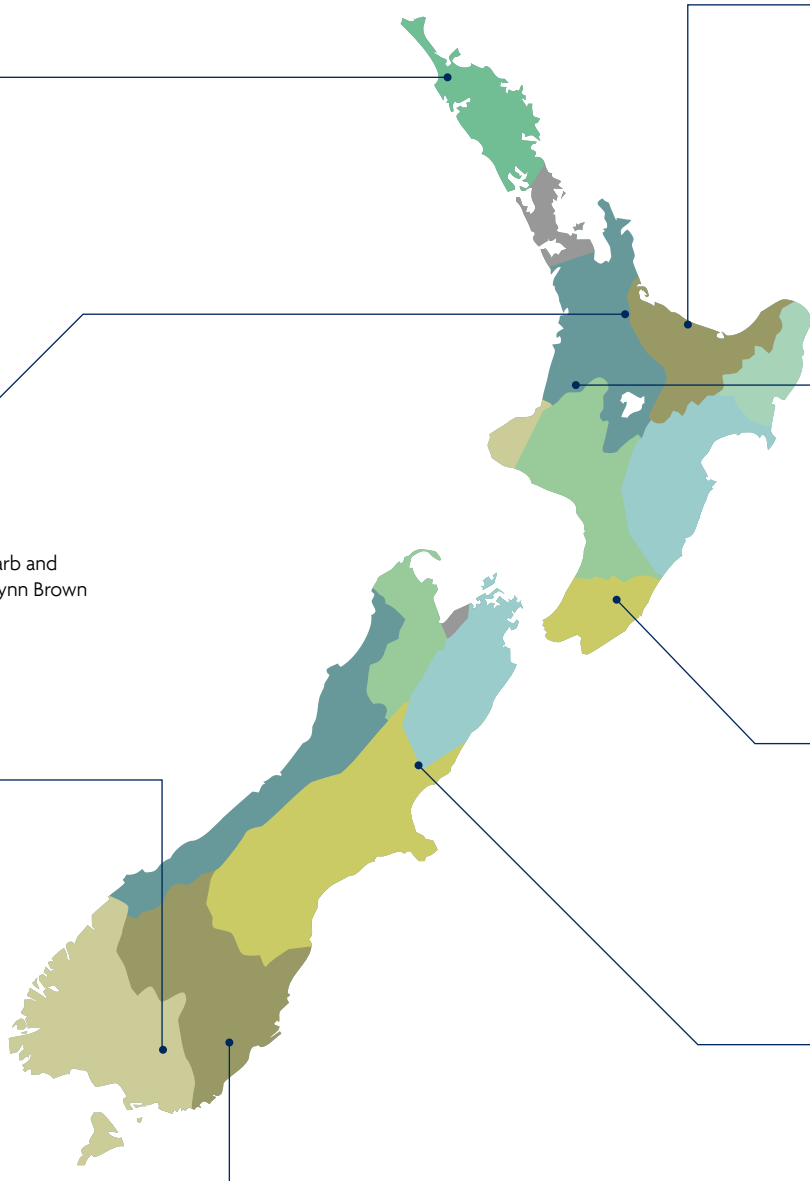
WELLINGTON
 George and Sarah Tatham
 Sheep & beef



OTAGO
 David, Carol and Ronald Alderton
 Sheep/beef/forestry



CANTERBURY
 Mandy and Dugald Rutherford
 Sheep/beef/deer/forestry



Testimonials From Past Entrants of The Ballance Farm Environment Awards

The Ballance Farm Environment Awards play an important role in highlighting some of the positive and innovative things that are happening in agriculture, says Canterbury farmer Craig Mackenzie.

He and wife Roz run an intensive arable operation on 200ha southwest of Methven, where they utilise precision agriculture and computer modelling to achieve excellent production from conventional and specialist crops.

They entered the Ballance Farm Environment Awards for the first time in 2010 and won two category awards – The Ballance Nutrient Management Award and the Environment Canterbury Water Efficiency Award.

Craig says they entered the Ballance Farm Environment Awards because they wanted to benchmark themselves against other farmers.

“We thought we were doing some fairly innovative things in terms of our water and nutrient management and winning these awards helped assure us we were on the right track,” he says.

“Farmers often underestimate their own abilities but there is a lot to be gained by entering.

“We’ve got a duty to support competitions like this because it shows the wider public that there is a lot of positive work going on in farming and that farmers really care about environmental sustainability.”

Craig and Roz Mackenzie **2010 entrants, Canterbury Ballance Farm Environment Awards**

Northland farmers Ken and Janine Hames had their first bash at the Ballance Farm Environment Awards last year and were delighted to win two category awards.

Ken and Janine, a vet at Ruawai, won the Ballance Nutrient Management Award and were joint winners of the PGG Wrightson Land and Life Award.

Ken says they entered the awards to benchmark themselves against other farmers and “to see where we were at” in terms of environmental sustainability.



Ken says his experience in the Ballance Farm Environment Awards has inspired him to keep improving, and he has set a number of achievable goals over the next five years.

“We’ve had fairly low profitability in the sheep and beef sector, so you can’t expect to do everything in year one. We’ve got to be realistic.”

Ken says the judges offered some very useful advice and he found the judging experience to be rewarding and educational.

He says he and Janine will certainly enter the competition again in future and he would encourage other farmers to give it a go.

“Some people worry that their farm isn’t ready, but you are never going to have the perfect farm. It’s always going to be a work in progress.” ”

**Ken and Janine Hames
2010 entrants, Northland Ballance Farm Environment Awards**

The Ballance Farm Environment Awards proved a highly motivating and rewarding experience for Manawatu dairy farmers Keith and Kim Riley.

Keith and Kim entered the Ballance Farm Environment Awards because they wanted to find out where their farming operation stood in terms of best practice.

“It also gave us the opportunity to be involved with like-minded people who share similar values,” says Keith.

Even though they were very pleased to win two category awards, he believes they still have a long way to go to achieve best practice

Keith believes the Ballance Farm Environment Awards are good for the dairy industry because they showcase best farming practices and show the wider public that dairy farmers are serious about environmental sustainability.

He urges other farmers to “back themselves” and enter the competition.

“It’s great for morale because it gets you alongside people who will motivate you to reach the next level.”

**Keith and Kim Riley
2009 entrants, Horizons Ballance Farm Environment Awards.**

Pikowai farmers Bruce and Tessa Calder have entered the Bay of Plenty Ballance Farm Environment Awards three times and have won several category awards, including best livestock farm. In 2010 they were thrilled to win the Supreme award.

Each time they entered the competition the Calders took careful note of the comments made by the judges.



“We came out of it with a list of recommendations, and we’ve worked on these suggestions over the last three to four years,” says Bruce.

“Tessa and I have got a lot out of these awards and the feedback from judges has been invaluable. For those who entered the competition before, I’d say come back next year and keep trying.”

He also urges first-time entrants to take the plunge and give it a go. They have nothing to lose, he says, and much to gain.

“Being involved in this competition is a very rewarding experience and you can glean a lot of information from it. I’d thoroughly recommend it to anyone else.” ”

Bruce and Tessa Calder
2010 Supreme Winners, Bay of Plenty Ballance Farm Environment Awards

The good news coming out of the Ballance Farm Environment Awards helps to dispel some of the negative perceptions urban people have about dairy farming, says Wairarapa sharemilker Bryce Baron.

“The awards are a good showcase for the dairy industry and farming in general because they show that most farmers are doing their very best to do a good job when it comes to environmental sustainability,” he says.

Bryce and Kylie are justifiably proud of their efforts and they entered the 2010 Greater Wellington Ballance Farm Environment Awards because they wanted to find out “where our business stood in terms of sustainability”.

They were thrilled to win two category awards - the LIC Dairy Farm Award and the PGG Wrightson Land and Life Award.

Bryce says participating in the awards was well worthwhile.

“The judging process was conducted in a relaxing manner but it was very interesting and we got a lot of information and some great feedback out of the judges. We also got a lot out of seeing what other entrants were up to. Some of the great things other farmers were doing really blew us away.”

The Barons are now enthusiastic supporters of the awards and Bryce says they will definitely be entering again in future.

“I think it’s a great experience for any farmer and it’s very good for the dairy industry.”

Bryce and Kylie Baron
2010 entrants, Greater Wellington Ballance Farm Environment Awards



Winning the supreme award in their first time in the Southland Ballance Farm Environment Awards came as a “real shock” to Waimea Valley farmers Elliot and Janine King.

Elliot says they were first asked to enter the Southland Ballance Farm Environment Awards four years ago, but, due to various projects and the pressures of bringing up three young children, were too busy.

But in 2009 they decided to enter and they were amazed when their operation was named supreme winner.

“Like many farmers we’d been working away for years and hoping we were doing the right thing as far as sustainability goes,” says Elliot.

“It was a huge surprise to win and while we still have a lot of work to do, being involved with the competition has given us the confidence that we are on the right track.”

As a result of participating in the awards, the Kings met a lot of highly skilled and motivated people who offered considerable expertise and support.

The initial judging process was conducted in a very relaxed and friendly manner and Elliot says they thoroughly enjoyed the experience.

“We didn’t feel under pressure to bang out figures all the time. It was basically a yarn around the coffee table and then a drive around the farm.”

Elliot says the judges were outstanding and they offered a lot of useful feedback.

His advice to first-time entrants is to think carefully about their planning.

“It doesn’t really matter if you are only 2-3 years through a ten year plan. The important thing is that you can show what you are aiming to do in future.”

Elliot and Janine King 2010 Supreme Winners, Southland Ballance Farm Environment Awards

The Brown family, that took out the Supreme title in 2010 Waikato Ballance Farm Environment Awards, is urging other farmers to enter the competition.

The Browns first entered the Farm Environment Awards in 2001 and won the Habitat Improvement Award. “We learnt a lot from the first time in the competition and we felt we’d made real progress,” says Wynn Brown.

“So we entered the 2010 awards to get more advice and find out if we were on the right track.”

Wynn says the judging process made them “step back from the coal face” and take a good hard look at their business and what they had achieved over the last 15-18 years.

He says the feedback offered by the judges after the first judging round was informative and reassuring.

They would certainly encourage other farmers to enter the competition, even if they feel their farm may not be ready.



“There are always a lot of things on the farm that are ongoing and the job is never finished, but this competition gives you a really good opportunity to benchmark yourself and see if you are heading in the right direction as far as sustainability goes,” says Wynn.

The Browns say the Ballance Farm Environment Awards serve a valuable purpose in highlighting some of the good things that are going on in the dairy industry and the wider farming world.

“Given the size of the rural sector and its contribution to the economy, we think it’s important that we have these awards to showcase and promote our industry and our country,” says Wynn.

**Wynn and Tracey, Tony and Coby and Tom and Barbara Brown
2010 Supreme Winners, Waikato Ballance Farm Environment Awards.**

East Otago farmer David Smith and his partner Sarah Ritchie entered the Ballance Farm Environment Awards to find out how to improve the long term sustainability of his family’s new farm.

While he didn’t win anything first time in, he still found the experience to be very beneficial and he certainly hopes to re-enter the competition in future.

David says the awards judging process was relaxed and informative.

“I didn’t really know what to expect, but the whole thing was very interactive. The judges were really helpful and they gave us some excellent feedback on what we were doing.”

David says he also enjoyed meeting other entrants in the competition and “seeing what they had been doing on their farms”.

He came out of the process comfortable that Mt Watkins was heading down the right track as far as long-term sustainability goes.

He would certainly recommend the experience to other farmers.

“It’s great for picking up free information”, he says.

“It’s also a good thing to be involved with, and you’ve got nothing to lose by entering.””

**David Smith and Sarah Ritchie
2010 entrants, Otago Ballance Farm Environment Awards.**

Bay of Plenty dairy farmers Jens and Min Wulff take huge pride in their Ngawaro farm, but they had no idea what the Ballance Farm Environment Award judges would think of “Bush View”.

“It was our first time in the competition, so we didn’t know what to expect,” he says.

But the nerves quickly disappeared when the judges arrived.



“It wasn’t nearly as daunting as I first thought. The judges were very friendly and they just asked genuine questions about what we were doing and why we were doing it. They made us feel very relaxed.”

He says the judging feedback from the judges was extremely valuable and provided confirmation they were doing things correctly.

It also encouraged the couple to continue planting and fencing and they have a plan in place to have most of the work completed within five years.

Jens says sustainability is a big issue for the dairy industry.

“It’s definitely something we have to address if we want customers to keep buying our products.”

Jens says the Ballance Farm Environment Awards are good for the industry because they show that a lot of farmers are doing a good job of improving sustainability.

His advice to farmers considering entering the competition is to go for it.

“The feedback alone makes it well worthwhile.”

Jens and Min Wulff

2010 entrants, Bay of Plenty Ballance Farm Environment Awards

The Ballance Farm Environment Awards help to correct perceptions that arable farmers are mismanaging soil and water resources due to the intensive nature of their operations, says Canterbury farmer Michelle Ward.

Michelle and husband Nick won the Supreme award and three category awards in the 2009 Canterbury Ballance Farm Environment Awards.

Michelle says participating in the annual awards was a hugely rewarding experience and she and Nick would certainly encourage other farmers to “give it a go”.

“It’s a fantastic event to be involved with because it makes you take a good hard look at your whole farm business and where you are heading,” she says.

Michelle says many farmers would like to enter the competition but hesitate because they don’t think they are ready.

“But the judges don’t worry if things aren’t finished. They just want to see what you have achieved and what your plans are.”

She says farmers who have entered the awards previously should also consider having another go.

“It’s a very positive competition to be involved with because it encompasses sustainability, profitability and community involvement.

“Regardless of whether you win or not, I think this is something that everyone will get something out of.”

Nick and Michelle Ward

2009 Supreme Winners, Canterbury Ballance Farm Environment Awards



National Sponsors



Ballance Agri-Nutrients is proud of its long-standing involvement as naming sponsor of the Ballance Farm Environment Awards, now recognised as one of the most prestigious farming events in New Zealand. These Awards have been the major sponsorship event for the co-operative since 2003.

It has been exciting to witness the continual expansion of the awards concept to now include nine regions, and Ballance is delighted by the NZ Farm Environment Award Trust's decision to honour a National Winner from 2011.

The Awards promote best practice in whole-farm systems and identify role models who have clear business direction and innovation. They act as a conduit for those incredibly talented farmers to share best practice and transfer their knowledge to others in the rural community.

Ballance shares the Trust's enthusiasm for sustainable land management, environmental values and farm profitability. 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 Award Trust reflects the company's commitment as naming sponsor of the Ballance Farm Environment Awards.

Ballance sees significant merit in recognising individual winners in wide range of categories, as 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 environmentally sustainable use of nutrients for productivity.

Ballance looks forward to acknowledging and celebrating innovation on New Zealand farms through the 2011 Ballance Farm Environment Awards.



PGG Wrightson is New Zealand's leading provider to the agricultural sector, offering a wide range of products, services and solutions to growers, farmers and processors in New Zealand and internationally.

Our vision of being leaders in the field is underpinned by the knowledge and expertise of our people and we are strongly committed to agricultural sustainability.

Our longstanding sponsorship of the Ballance Farm Environmental Awards supports our view that sustainability is ultimately linked to profitability.

The 'Land and Life' Award aligns with our purpose of Growing the Country and is clearly focused around the 'people side' of our business. Winners work actively within their communities and have a keen understanding of the role they play in local and regional prosperity.

The 2010 entrants have subscribed to sustainable farming practices in every sense of the word and can be commended for their hard work and success.



Our country's environment, reputation and economic future must be secured over the long-term, which is why LIC endorses sustainable farm practices.

LIC is proud to have been a major sponsor of the Ballance Farm Environment Awards since 2004, and before that the Farm Environment Awards Trust (2001).

LIC operates (alongside farmers) at the heart of New Zealand's dairy industry and realises as a farmer-owned co-operative, its responsibilities go well beyond the farm gate, and sees environmental issues as being the key to the ongoing sustainability and profitability of farming in New Zealand.

LIC believes in celebrating and championing success within the rural sector, and believes that entrants competing for these awards are farmers who care for the environment in which they work, live and play. Our sponsorship is a way of recognising and rewarding the work, effort, pride and expense that many dairy farmers put into making their farms sustainable.

The Ballance Farm Environment Awards closely align with three of LIC's core values – teamwork, innovation and integrity – as it is by working together, thinking outside the square and sharing the lessons learned on farm that we will make New Zealand a truly sustainable farming nation.

The LIC Dairy Farm Award, recognises the dairy farmer who best demonstrates best practices through long term, practical, environmental planning and their commitment to the entrenchment of our country's clean, green image through their stewardship of the land.



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, Hills 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 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 Ballance Farm Environment Awards sit perfectly within the driving interests of Hill Laboratories.

Throughout the seven years we have been involved with sponsorship of the Ballance Farm Environment Awards 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 Awards showcase farmers who are implementing best environmental practices “and get others thinking along the same lines.”

Beef + Lamb New Zealand is sponsoring the Livestock Farm Award in this year’s competition and the organisation is proud to be supporting the Awards.

Beef + Lamb New Zealand has put a lot of effort into highlighting environmental issues and promoting environmental sustainability. So it’s good for us to be involved with the Awards because we share the same goals.

The awards also provide wider benefits for the New Zealand economy.



MASSEY UNIVERSITY

Massey University is unique. It's rich history mixes leadership in agri-food, creativity and innovation across campuses located at Manawatu, Wellington and Albany, attracting students from across the country.

The University also has a record of engagement with industry and the community, and so has been able to respond positively to the challenges of the new tertiary environment by making a distinct contribution to local, national and global communities.

Massey is an outward looking university that works closely with its partners and stakeholders. Involvement in the Ballance Farm Environment Awards is testament to our commitment to defining sustainable production systems.

In research and knowledge transfer, whether to students or community, it is our willingness to engage, both internally and externally, that most defines us. This is because Massey has always wanted to make a contribution.

In the context of a world that is transforming, we intend to enhance our reputation for making a difference. Working with farm environment leaders is part of the commitment and strategy for New Zealand's future.

Regional Partners



The Northland Regional Council introduced the awards to the Northland 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.

Mark Farnsworth
Chairman
Northland Regional Council



As one of the founding organisations of the Ballance Farm Environment Awards, Environment Waikato is proud to continue its support for what is a strongly positive initiative. The challenges for farmers in managing the environment have never been greater and will continue to grow. Unfortunately it is true that a small minority are not taking up that challenge and continue to undermine the reputation of the majority. Therefore it is doubly important that the leaders in the industry who are showing what can be achieved should be recognised and celebrated.

It is the shared learning that is consistently identified by entrants as the greatest value of the Awards. In a similar way Environment Waikato appreciates the opportunity to work alongside others and learn from those leading farmers in their endeavours to improve environmental outcomes.

Peter Buckley
Chairman
Environment Waikato



The Bay of Plenty Regional Council sponsors the Bay of Plenty Ballance Farm Environment Awards and more broadly the Trust as it has proved to be a constructive and pro-active avenue for promoting sustainable land management practices.

The environmental and economic future of our region is largely in the hands of farmers and other landowners, and while Council has a range of tools – including resource consents, awareness programmes, education and advice – to encourage a sense of responsibility among these farmers for managing the effects of their land use activities, we cannot do this alone. It is important then that we build strong partnerships with organisations like the New Zealand Farm Environment Award Trust to assist in promoting good sustainable practices; organisations that represent and are closely affiliated with farmers themselves.

We think our relationship with the New Zealand Farm Environment Award Trust is in good shape and it provides a positive avenue for us to collectively promote sustainable land management practices. We are committed to continuing this relationship and to ensuring that we support the growth of our region's economy while protecting the natural resources that underpin it.

John Cronin
Chairman
Bay of Plenty Regional Council



Horizons Regional Council appreciates the value that the Ballance Farm Environmental Awards add to sustainable farming in New Zealand.

The 2010 winners Ken and Sue Ballantyne have a hill country farm on the northern boundary of the Horizons Region. The couple have used our assistance to complete their whole farm plan outstandingly and it's really great to see these sorts of achievements recognised publicly.

The awards highlight the reality of combining aesthetic appeal with land protection, recognising the passion and commitment of local landowners.

We are pleased to continue to support the Ballance Farm Environmental Awards as part of our drive for sustainable farming practices to achieve lasting productivity.

Garrick Murfitt
Chairman
Horizons Regional Council



Greater Wellington Regional Council is proud to be involved in the Ballance Farm Environment Awards.

By promoting and recognising innovative approaches to sustainable land management, the Awards have a strong connection to our aim of ensuring the Wellington region's environment is protected while meeting the economic, cultural and social needs of the community.

A unique aspect of the Awards is that they show that profitability can successfully be combined with restoration and enhancement of environmental values. The Awards also help farmers find practical solutions to sustainability issues, while at the same time provide a unique opportunity to share innovative farming practices amongst peers. Our judges, many who are volunteers, also gain important insights from their participation, which is reflected in their on-going involvement and commitment to the Awards.

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.

Fran Wilde
Chair
Greater Wellington Regional Council



The Ballance Farm Environment Awards are a key to acknowledging the importance of sustainable management of farming practices in Canterbury. The awards encourage farmers to work collaboratively, helping them to keep best practice and sustainability at the top of their priority lists.

Meeting market demands and changing circumstances is also a challenge while still keeping in mind the goal of effective sustainable management of natural resources. The markets are extremely challenging and sound environmental management is definitely at the top of the list. Ensuring sustainable management whilst still maintaining the day-to-day demands of running a farm is also vital.

Sharing this information through the Ballance Farm Environment Awards continues to be a fantastic way to bring New Zealand farmers together to find solutions to specific environmental issues that all farmers face.

It is Environment Canterbury's continued pleasure to support the Awards and look forward to learning more about effective ways of farm environmental management through local farmers.

Dr Bryan Jenkins
Chief Executive
Environment Canterbury



The Otago Regional Council is pleased to support the Ballance Farm Environment Awards, which recognise excellence in environmental management and stewardship through innovation and best practices in many types of farming.

The Awards offer valuable opportunities for farmers to showcase their skills and sustainable management techniques, which help support the economy while at the same time preserving our precious environment for future generations.

At a time when the Otago Regional Council is fostering a new effects-based approach for the maintenance of rural water quality in our rivers, lakes and streams, the value of the Ballance Farm Environment Awards in motivating all farmers to think laterally about modern farm practices that sustain their families, staff, land, waterways, crops and stock, cannot be underestimated.

The awards' goals complement Otago Regional Council strategies of working directly with local communities to improve rural environments and we are pleased to continue our association with them.

Stephen Cairns
Chairman
Otago Regional Council

Strategic Partners of the New Zealand Farm Environment Award Trust



Dairy for life

Farmers are practical and pragmatic people. When it comes to building sustainable practices into their farm management systems, they want to be confident of maintaining productivity and profitability while taking care of the environment.

The New Zealand Farm Environment Award Trust and the Ballance Farm Environment Awards play a valuable role here. They give fellow farmers practical examples of how farming systems can be organised so that profitability and production are maintained while the farm's productive future is protected. They take the theory of sustainability and make show it at work on-farm in ways which can be adopted by others.

That's important, because for agriculture's contribution to the economy to grow, the public at large needs to be convinced this can be done without environmental impacts. Too often, it's the poor performers who get the spotlight. The role models celebrated in the Ballance Farm Environment Awards are living proof that farmers do take the environment seriously and recognise the need for responsible practices.

Fonterra strongly supports the New Zealand Farm Environment Award Trust and the Ballance Farm Environmental Awards and the philosophy behind them. By celebrating our top performers, they show all farmers that sustainable practices are possible, practical and profitable.



QEII National Trust
Open Space New Zealand
Ngā Kaiwhiri Papa

QEII National Trust is proud to be a supporter and partner to the New Zealand Farm Environment Award Trust.

The Ballance Farm Environment Awards celebrate the very best in farming practice and it is a pleasure to be involved.

The QEII National Trust helps landowners identify and protect special natural features on their land and provide long term protection by way of an open space covenant for the benefit of future generations of New Zealanders. Many of the properties entered in the awards have natural areas legally protected within the working farm.

It is our pleasure to work in partnership with the New Zealand Farm Environment Award Trust the Ballance Farm Environment Awards, and share in acknowledging and celebrating the very best of New Zealand farming.



The Ministry of Agriculture and Forestry is committed to enhancing New Zealand's natural advantage, working to achieve the following outcomes; sustainable economic growth and prosperity for all New Zealanders, and maintained and enhanced economic, social and cultural benefits from the natural environment.

The New Zealand Farm Environment Award Trust and the Ballance Farm Environment Awards help MAF fulfil this commitment through celebrating excellence in sustainable farming.

The awards' emphasis on sharing expertise ensures that success benefits the farming sector as a whole, as well as recognising the innovation and vision of individual farms.

MAF's work on international trade negotiations and inter-governmental efforts underline the importance of New Zealand's reputation for supplying safe, sustainable and natural primary produce to our export markets.

The Ballance Farm Environment Awards are one very good way to marry Kiwi farmers' tradition of innovation with their role as guardians of the land and water - safeguarding that reputation for the future.



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.



DairyNZ is proud to be a partner of the Farm Environment Award Trust. The work the Trust does to promote responsible stewardship of the land is significant.

The Farm Environment Award Trust plays a part in encouraging dairy farmers to take proactive steps on their farms to ensure the sustainability of their farm businesses. Importantly, it also gives those farmers the recognition they deserve for their efforts and promotes their successes to the wider community.

The Trust delivers the Building Dairy Environment Leaders programme which we fund to give dairy farmers an insight into complex environmental issues and skills to help them work through them.

Creating leaders at the farm gate is important work and we are pleased the Trust is delivering to the high expectations of our farmers.



Federated Farmers and the NZFEA: farming for generations

Federated Farmers is pleased of its partnership with the New Zealand Farm Environment Award Trust. We are both committed to a sustainable, profitable and progressive future for New Zealand's farmers.

Members of the Federation have been involved since year one of the Awards, either as entrants or as judges. It also continues a long and proud tradition of leadership inside and outside of the farm gate.

Farmers, if anything, are guilty of underplaying the key role they have in promoting biodiversity. From the formation of the QEII National Trust as well as the New Zealand Landcare Trust, Federated Farmers and it's members have been to the fore in progressing the protection of our fauna and flora. A key thing about the New Zealand Farm Environment Award Trust, is that it covers all facets of the farm system as well as economic, social and environmental factors.

The words 'sustainability' and 'profit' are not mutually exclusive but need one another. Ultimately, it's about successful and sustainable farming for generations. Federated Farmers is proud to formalise our relationship with the New Zealand Farm Environment Award Trust.

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and 50% recycled paper for the covers.



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Farm Environment Award Trust®

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