

**MINUTES OF THE MEETING OF OWNERS OF OWHAOKO B & D TRUST
HELD AT MOAWHANGO MARAE, TAIHAPE, SATURDAY 10 APRIL 2021**

PRESENT

Trustees: Richard Steedman (Chairman), Cyril Mako, Angus Hartley, Terence Steedman, Ngaire Anne Kauika-Stevens, Barbara Ball and Mark Ross

51 Owners as per the Succeeded Owners Register.

18 Other Attendees as per the Non-Owners Register.

26 Apologies as per the Apologies List.

The meeting started at 10.40am with mihi by R Steedman welcomed everyone to the meeting and declared it open. Trustees and kaimahi introduced themselves.

1. APOLOGIES

Motinitia:

That the apologies as per the apologies list be accepted.

L Mariu / B Ball

Whakaae!

2. MINUTES OF PREVIOUS MEETING

Key discussion points included:

- The limited partnership, policies, Mokai Patea Waitangi Claims Trust loan, rangatahi representatives, and mana whenua over trust lands will be discussed later in the meeting.
- A Twomey asked about track maintenance. R Steedman said the trust has sought legal advice because the mountain bike track was put in without the trust's knowledge. A Twomey asked what our stance will be on the matter. R Steedman said we had to get some consultants in to look at the track. The Trust agreed it was not economical to maintain the track. So we need to address it as a separate piece of work.
- A Twomey noted the website address is on the back of the meeting pack.
- A Twomey referred to a letter received by the Trust on 9 April 2021 regarding tax penalties discussed in the 2019 owners meeting. R Steedman replied that the Trust will reply to the letter by letter.

Correction to minutes – ensure all references to Moira Raukawa-Haskell are consistent throughout the minutes.

Motinitia:

That the minutes of the Meeting of Owners dated 30 March 2019 are a true and correct record, subject to the above correction, and the Trust's consideration of the letter received on 9 April 2021.

D Saunders / K Smallman

Whakaae!

3. REPORTS

a. Chairman's Report

The Chairman's report was presented by R Steedman. There were no matters arising from the report.

Motinitia:

That the Chairman's report be received and accepted.

F Karaitiana / D Bennett

Whakaae!

b. Oha Owhaoko Honey Limited Partnership Report

The Oha Owhaoko Honey Limited Partnership ("OOHLP") report was presented by R Steedman. The OOHLP Chief Commercial Officer, Ben Bateman then gave an additional presentation on the entity.

Key discussion points included:

- B Bateman said that with heli hives you cannot pick the dates to fly in and out which makes optimising yields more difficult. It was a cold November and December in the central plateau, so we flowered later than normal. Regardless the LP is happy with the results this year as we had strong beehives. This year we harvested half the honey but with an average UMF of 17. Of the total harvest of 18,700kg, there was 6,500kg of high quality honey. The LP is working through our pricing as the market is moving around. However, the value of our honey is holding up in the market, as we had good mono-floral stock.
- F Karaitiana asked about the partnership interest of 15.52%. She expressed concern about being undermined in terms of payout of what we get versus what OOHLP gets. R Steedman replied that there are two streams of honey income for the Trust. There is the honey harvest from our land, where we pay 50% of the expenses, and we get 50% of the income. At another level, as a limited partner of OOHLP, we get 15.52% of the profit of honey harvested from other land trusts. R Steedman also explained that when the LP was reviewed we wanted another who had better channels to overseas markets.
- D Saunders asked for further details regarding the timing for flying the hives in and out of the blocks. B Bateman said this year they flew them in late December, then took them out in late January to mid-February. The flower this year was late and short. Once the bees get orientated they can fill a box with honey in 4-5 days.
- L Chase asked that if we can broker deals with our whanau trust do we benefit directly, to which the response was, yes.
- W Winiata asked about the quality of UMF and where we sit on the scale. B Bateman replied that 25+ honey makes up less than 1% of all honey. The majority of Oha honey is 13-15 UMF. The Trust's lands produce 17-19 UMF, which puts us in the top 20 in the country. A Twomey asked about honey value. B Bateman replied that approximate values are UMF 25+ = \$200 per kg, 17+ = \$130 per kg, 15+ = \$80 per kg and 5+ = \$10 per kg.
- L Mariu spoke about the price of 10+ UMF honey selling in Taupo. B Bateman said the retailer will take a margin as well. He added that OOHLP aims for transparency in terms of providing to owners the honey qualities, cost, price and the values.
- L Winiata asked about honey maturity. B Bateman said the honey is store for two years at 20+ degrees celsius. OOHLP pays what the honey will be worth at maturity, which is a different calculation than what other honey companies usually pay out. OOHLP is also doing a lot of innovation and R&D to look at value add products.
- S Ataria asked about honey expiry dates. B Bateman advised that honey never goes off, but we have to put an expiry date on products, so we use a 3 year expiry date.

- B Bateman talked about the LP's focus on getting closer to the market as that will improve returns. Oha has a lot of sales partners in Germany and China that take our honey. He also spoke about the national decrease in hive numbers, the glut of honey, the impact of the MPI definition of honey, and the importance of the Taku brand. The brand is being introduced to China and North America as a premium Aotearoa brand. Ben advised there are 20 beekeepers in the central plateau, based in Taupo, Turangi, and Omori. A landowner hui will be held on 22 April in Turangi.
- L Mariu asked about the varroa mite. B Bateman replied that the LP has this under active management.

Motinitia:

That the Oha Owahaoko Honey Limited Partnership reports be received and accepted.

K Byford / L Winiata

Whakaae!

c. Owner Benefits Report

The report on owner benefits was presented by N Kauika-Stevens who advised that the Trust had provided the following benefits to the owners:

- Beekeeping Course
- Kaumatua Grants
- Marae Grant
- Owner Access Vouchers
- Sports Grant
- Annual Owners Hiko

A Twomey asked sought clarification of the timing of the kaumatua grants. Applications for the grants were released at the end of October. F Karaitiana asked to be sent some forms. The kaumatua grant used to be a set amount, but is not capped as we cannot afford uncapped growth and we have other grants to distribute.

B Ball gave an explanation of the rationale for the marae that whakapapa or are affiliated to the Trust. She said the intention was to be inclusive rather than exclusive.

Motinitia:

That the Owner Benefits Report be received.

M Raukawa-Haskell / L Chase

Whakaae!

d. Health & Safety Report

B Ball presented the health and safety report. Key queries were:

F Karaitiana asked about the cost of searching for missing hunters. B Ball replied that the Trust did not pay for the incident. L Winiata asked if hunting is done through contractors. B Ball advised only Helisika is contracted to provide access for hunting parties. Health and safety inductions are done by Helisika.

Motinitia:

That the Health and Safety Report be received.

J Haines-Winiata / S Cashell

Whakaae!

e. Kaitiakitanga and Whenua Activities Report

The Kaitiakitanga and Whenua Activities Report was presented by M Ross who also presented a slideshow of the huts.

K Smallman asked about owners hut cost. Mark said there are 10 free bookings a year to the owners hut. For the other 7 huts, we have a discounted rate for them but owners have to pay for their flights.

M Ross said the trust has looked at native weka reintroduction on our land. There used to be a lot of them but they have not survived competition and the North Island Weka is now extinct in the Mokai Patea area. Weka distribute the seeds of plants, control rodents and assist with forest regeneration. They were a traditional resource and reintroduction could provide an opportunity to involve our people with their whenua. However, their reintroduction could have unexpected impacts on other endangered species and other attempts at reintroducing weka have had minimal success.

Motinitia:

That the Kaitiakitanga and Whenua Activities Report be received

L Mariu / M Huxtable-Bennett

Whakaae!

f. Old Golden Hills Hut Report

T Steedman presented the Old Golden Hills Hut report which included a slideshow presentation.

D Saunders asked about the two golden hills huts. T Steedman advised that the old hut used to be used by Ngamatea Station. The new hut is to the south of the old one.

A Twomey said someone else built the old hut on our lands. She asked about contribution from Ngamatea Station to the hut maintenance, and noted that there is still a track from Ngamatea to the hut.

Motinitia:

That the Old Golden Hills Hut Report be received

H Biddle / A Martin

Whakaae!

5. ANNUAL ACCOUNTS

A Hartley presented the financial statements for the years ended 30 June 2019 and 30 June 2020. Key points highlighted and discussed during the presentation included:

- The audit opinion is qualified because the Trust does not put a dollar value on its whenua and the limited partnership accounts are unaudited.
- Putting more manuka plants on our land may impact the quality already on the land, so we need to take a slow response to increasing the manuka plantation.
- We own 15.52% of OOHLP, and have options to increase that holding, but it depends on the value of the LP at the time of the negotiations.
- Net surpluses and deficits from 2015 to 2020 showed our revenue streams changing significantly due to the net honey income fluctuations.
- Our balance sheet is more stable now.
- The value of our NZUs has increased significantly.

Motinitia:

That the audited financial statements for the year ended 30 June 2019 be received and accepted.

H Biddle / M Raukawa-Haskell

Whakaae!

Motinitia:

That the audited financial statements for the year ended 30 June 2020 be received and accepted.

H Biddle / M Raukawa-Haskell

Whakaae!

Motinitia:

That Spooner Hood Redpath Ltd be appointed for the year ended 30 June 2021

K Byford / D Bennett

Whakaae

It was suggested that the Trust could mail out the AGM book to kaumatua.

H Biddle asked if the trustees were happy with the results to which R Steedman responded they were. R Steedman said the LP is the most valuable asset, and we have received \$2.3m from honey harvests since working with limited partners. He advised the LP name reflects the major owner. Secondary income is from Helisika.

P Steedman said he was on the trust when they were just going into the honey. The dream was to make \$1m and that has been achieved. He suggested working smarter by leasing a helicopter or leaving hives on Ngamatea to winter.

The meeting fees reflect the increased number of meetings held during the change in ownership and restructure of the limited partnership.

6. ELECTION OF TRUSTEES

R Steedman asked the nominees to speak to their profile in the order of A Hartley, B Ball, L Chase, T Lawless and T Steedman. Once the trustees addressed the attendees, R Steedman reminded owners to cast their vote. He said the votes will be counted during the lunch break and the results announced after lunch.


7. GENERAL BUSINESS

- a) A Twomey asked about rangatahi positions on the board. R Steedman said that due to the LP changeover, we did not go forward with this matter. However, the Trust will continue to use the hikoī to engage with rangatahi and encourage their further involvement with the Trust.
- b) H Biddle asked about a travel koha for owners travelling from afar. He also said the Trust seems limited in income options and suggested moving into cryptocurrency and bitcoin. He gave further details on cryptocurrency and said that everyone should consider it as an alternative investment, post completion of their own due diligence. A Hartley expressed concern about investing in cryptocurrency, given the Trust's averse investment risk perspective. H Biddle reiterated that he only asked the trustees to consider it. R Steedman said we are constantly reviewing our investments.
- c) A Twomey asked about the ability for everyone in trusts to be able to vote, rather than one vote per trust if the trust is the registered owner. She said we should not be penalised for keeping our land together, rather than fragmenting it by distributing shares to individuals. R Steedman said legally, the whanau trust is 1 owner, and therefore gets 1 vote. However, for the Trust, all beneficiaries of a whanau trust can receive a kaumatua grant. He advised that we have the name of the whanau trust and the responsible trustees on record. D Bennett said he has a korero with his whanau and then he puts forward the whanau trust vote based on that.
- d) L Mariu asked if the trustees have thought about succession planning in the form of associate trustees. F Karaitiana said that this diminishes the election process and that associate trustees may be appointed on skills but not whanau connections which might not work in the favour of whanau.

- e) Tracey Hiroa spoke on the whanau trust structure and said that everyone knows the legal process to follow. She also said they have given individual shares to their children so they can participate as owners.
- f) J Winiata-Haines congratulated the trust on the reports. He noted the performance of the honey venture and suggested tourism options should still be explored, perhaps as a Mokai Patea collective. He said that Te Koau are open to discussions about working together. He also thanked the Trust for the Winiata Marae grant and for upholding the whakaaro of our tupuna and their contribution over the years.

Mihi and Karakia Whakamutunga: J Haines-Winiata at 2.10pm

CONFIRMED AS A TRUE AND CORRECT RECORD.



CHAIRMAN

2 April 2023

DATE