

Minutes of
OWHAOKO A EAST & A1B BLOCKS TRUST
GENERAL MEETING OF OWNERS (AGM)
21 September 2019 at 10.00am
Venue: TAUPO COSMOPOLITAN CLUB,
Tongariro Room, 5 Taniwha Street, Taupo

1. **Mihimihi and Karakia**: Arapiu Seymour

Introduction of Trustees, Associate Trustees and Trust employees. Welcome to those present.

Present:

Trustees: Arapiu Seymour (Chairman), Doug Gartner (Trust Manager), Fred Nicoll, Mackie Herewini, Rose Spain

Ass. Trustees: Kate Anderson, Tere Lambert

Owners: Alwyn Marjorie Thompson, Phyllis Totahi Tahau, Rangataua Te Ahuru, William Nicoll, Pine Nicolls, Rebecca Maniapoto, Edina Katoa

Others: Sonja Nicholls, Amy Adams, Chad Anderson, Bobby Leef, E Te Ahuru, Nina Andrews, Phill Andrews

Minutes: Carol Payne

2. **Apologies**: John and Virginia Church, Cherie Gray, Fiona Tipu, Raewyn and Jimmy Hill

3. **Minutes of 29th April 2017** read by Tere Lambert and Kate Anderson

RESOLUTION:

(1) MINUTES OF 29TH APRIL 2017 GENERAL MEETING OF OWNERS ARE A TRUE AND CORRECT RECORD.

Moved by Rangataua Te Aruhu, seconded by Pine Nicolls. Carried.

4. Matters Arising from the previous minutes

Doug Gartner made mention of:

P8 – Kaumatua Grants and Guided Trips will be addressed in the Manager’s report.

P9 – Resource Consent. Of the 80 huts in the Kaimanawa and Kaweka region, the Trust cabin is the only hut with resource consent. This was required for insurance cover in case guests or visitors sue for damages.

P11 – Gift Market for honey. The Trust presented a proposed honey-related gift to a Taiwanese focus group organised by KPMG. It was found that the Taiwanese idea of a gift was different to the Trusts, and that the Trust’s trial product would not be suitable for the Taiwanese market.

P12 – The topics Nga Whenua Rahui application, and Organisation Capacity/Employment, will be addressed in the Manager’s report.

P13-16 – Changes to Trust order and Re-election of Trustees. Nominations were called for from owners for two new Trustees. Current Trustees will remain or retire according to the new rotation cycle. This will be addressed in the item on “Election of Trustees”.

5. Chairman’s Report

Arapiu Seymour read the Chairman’s Report.

RESOLUTION:

THE CHAIRMANS REPORT IS RECEIVED.

Moved by Arapiu Seymour, seconded by Fred Nicoll. Carried.

6. Manager’s Report

Doug Gartner presented the Manager’s report. He paid tribute to the work of the Trustees and Associates Trustees.

a) Doug showed a map of the Owhaoko land blocks on a screen, and mentioned:

- i. history of two pa
- ii. source of major rivers
- iii. the Trust has collected a lot of history from land court records and now has stories to share with whanau and visitors, but there is still more to learn.

b) The Trust Brand Wheel was presented on screen

- i. Referenced Haumia Tiketike (land has the history of being a food bowl of uncultivated foods, wild fish and animals)

- ii. The Trust strapline is 'WILD PERFECTION'. This is being patented.

c) Honey Harvest

- i. Owhaoko land yields high grade honey of up to 20 + UMF.
- ii. Bobby Leef of Mana Kai Ltd introduced himself and the company. He has been beekeeping for 9 years and Mana Kai business activities range from hive management, to exporting honey products. They harvest and extract Owhaoko honey. Mana Kai is one of the largest independent privately Maori owned beekeeping businesses.

Both he and business partner Sera Grubb have enjoyed their relationship with the Trust leadership and appreciate being 'whanau'.

d) Honey

- i. **History**

The Trust has generated most of its income from its honey, harvested since 2013. Because the Trust owns some of the honey produced off its land, there is scope to use that honey to produce Owhaoko branded products.
- ii. The Trust has considered producing honey for retail, and to produce honey-based cosmetics. In 2017 the Trust visited Taiwan to investigate the possibility of exporting honey and cosmetics to that country.
- iii. The Trust subsequently sought advice from Blair Matheson, previous owner of the 'Honey Hive' in Taupo and decided to concentrate initially on honey sales in the NZ domestic market, before focusing on exporting.
- iv. The Trust eventually packed its own honey using glass jars and carton packaging for retail under its brand, 'OWHAOKO'. It targeted the boutique market.
- v. **Export Market**

The Trust now has a Commercial Manager, who will help develop the Taiwan market through already established Taiwanese relationships.

e) Tourism

- i. Marketing Te Whare Ruruhou cabin

The Trust has engaged a marketing company 'Legend', to provide advice on marketing the Trust's 'Te Whare Ruruhou' tourism venture.
- ii. **New glass room extension**

The Trust upgraded, what started as a 'hunting cabin', by adding a unique glass roofed/walled bedroom extension.

The upgraded cabin facilities includes solar power, a gas fridge and stove, hot water, and an outdoor soaking bath.

The target market for the cabin is the high-end market that includes international visitors.

The goal is to launch the wilderness stay experience Nov/Dec 2019.

iii. **Hosts**

The Trust has advertised for hosts to take full care of the guests.

iv. **Qualmark**

An application has been made to have Te Whare Ruruhou tourist operation Qualmark registered.

f) Science and Research

Native Flora

- i. Interest has been received from a Chinese company to produce health products from the Trusts native flora.
- ii. Applications for funding from MBIE (thanks to Tere) have been successful for:
 - Securing a Commercial Advisor – Alan Groves of Tuia Group
 - Science research – Iona Weir (lead microbiologist who has already manufactured her own products and is the inventor of golden kiwifruit) and Ian Hall (truffles expert)
- iii. It is expected that the scientists will have a product ready to manufacture by the end of June 2020, at which stage the Trust will consider possibly engaging a business partner.

Bee Foraging

- i. Plant and Food were engaged to research what plants bees forage on from Trust land. The Trusts honey was analysed and the plants bees foraged from identified.

g) Environment Management

- i. A Nga Whenua Rahui Kawenta was signed at Nukuhau Marae by the Trust Chairman and the Minister of Conservation, Eugene Sage on 24th April 2019.
- ii. DOC/NWR will engage two of its whanau for a year in the areas of pest and weed control, deer management and protection of endangered species. When not working on the block, DOC will use them on their own projects.

h) Water Conservation Order

- i. The Chairman noted that the Trust has been collaborating with Owhaoko B&D, C and East Taupo Lands Trust to challenge the upper Ngaruroro river Water Conservation Order.

- ii. It has been highly disappointing that the Tribunal has made little effort to inform landowners about the WCO, and eventually imposed the WCO on the Ngaruroro River that borders Trust land.

RESOLUTION:

(1) THE MANAGER'S REPORT IS RECEIVED.

Moved by Doug Gartner, seconded by Rangataua Te Aruhu. Carried.

7. Financial Report

Doug Gartner presented the Financial Report.

P5 of 17 – Noted the Gross surplus of honey sales \$539,822

P7 of 17 – Significant Operating Costs include the cost of advisors and consultant expertise for the business activities and marketing. The Trust Manager salary will be reviewed with respect to the appointment of the Commercial Manager taking over some of the manager duties.

P10 of 17 – The cash assets held by the Trust means the Trust is in a strong financial position. Noted by the Chair that the money will not all be spent tomorrow!

Kaumatua Grants for 2019 – these are currently non-taxable as the Trust has tax credits available to offset any potential tax liabilities.

No questions from the floor.

RESOLUTION:

(1) THE FINANCIAL REPORT IS RECEIVED.

Moved by Arapiu Seymour, seconded by Mackie Herewini. Carried.

8. Election of Trustees

Only two nominations were received so a competitive election process is not required.

The two nominees, Tere Lambert and Kate Anderson, presented their personal profiles to those present.

RESOLUTION:

(1) Having received nominations for Trustee of Owhaoko A East & A1B Blocks Trust from Tere Lambert and Kate Anderson, and received their presentation of personal profiles including their reasons for wanting to become Trustees, it is proposed that:

Tere Lambert, and

Kate Anderson,

be appointed as Trustees of Owhaoko A East & A1B Blocks Trust for a term of six years.

Moved by Arapiu Seymour, seconded by Rose Spain. Carried.

Rose Spain retired as Trustee not seeking re-election and the Chairman gave thanks for her past work as a Trustee.

9. General Business

No questions from the floor.

a) Honey to Owners

An email from Raewyn Hill had been received and submitted to the Chairman.

“that Kaumatua are given a regular supply of honey specifically for Rongoa”.

There was discussion on the request, after which Arapiu Seymour noted:

- i. The Trust is unable to give a regular supply of honey.
- ii. The Trust can discount honey to owners for a supply.
- iii. The Trust will not contest the usage for Rongoa or otherwise.

Marjorie Thompson and Edina Katoa agreed with the discount.

Doug Gartner noted:

- i. The Trust will discuss the level of discount at the next Trustee hui
- ii. There could be a limit per person per year.

The concept of a limit per person received support from those present.

b) Farewell presentation was given to Carol Payne, an employee leaving in October 2019.

Meeting closed 12.30pm with a Karakia.
