



AGMARDT

FUTURE SHAPERS

ANNUAL REPORT

2022/2023

**Delivering on
Our Compelling
Purpose**

"I'd like to inspire other brands to team up with farms and work with this ethical model, where everything is done as locally as possible, and we really showcase our wool, our people and our unique whenua."

- Sophie Pullman, business owner, creator of crazy ideas, future shaper

REFRESHING THE
GRANTS PROGRAMME

CONNECTING ACROSS
THE SECTOR

INVESTING FOR IMPACT

OUR TE TIRITI JOURNEY



**Building
relationships
that lead us into
the future**



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the Chair and General Manager

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A word from the Chair and General Manager

What inspires AGMARDT, what keeps driving us forward when faced with challenge, when navigating an unknown future?

Last year, as we came out of nearly three years of pandemic-related restrictions, as national conferences and international travel began once again, as we began to rebuild momentum in many parts of our agrifood industry, the East Coast was hit with devastating storms that, in some places, wiped out generations of farmland within minutes.

It can be hard to grasp the financial, mental and physical toll that those who were hardest hit have had to grapple with and have continued to carry.

Others are uncertain and challenged by the big shifts that need to be made as we transition toward Net Zero emissions.

We know that the world is changing; we also know that with the challenges, come opportunities.

So, what is it that inspires us, that helps us see opportunity – what keeps driving us forward?

At AGMARDT, we believe it's our why, understanding our compelling purpose and what we want to create – a resilient and growing food and fibre sector and a regenerating environment, one that provides a better future for our families, our industries, our country, and even our world.

In many ways, this why has driven our decision-making from the beginning and allowed us to fund early-stage ideas that have grown from their initial inception to impactful initiatives that we are reaping the benefits from today.

Earlier in the year, the AGMARDT board and team carved out time to focus on our strategic context, our role and compelling purpose. There were three main themes that emerged:

1. Being bold in driving the sector forward
2. Putting people at the heart of what we do
3. Focussing on the things that will create the most impact

This report highlights how we are delivering on our compelling purpose.

We're proud to present the report and to showcase:

- The inspiring people and ideas we have had the privilege of funding over the last year. For only the second time in AGMARDT history, grants were oversubscribed (\$5.2 million awarded within the financial year).



- The AGMARDT Trust Fund, which provides the income to fund the grants programme, bouncing back finishing the year at \$87.6 million, remaining ahead of the Real Capital Level of \$76.3 million.
- The roll-out of our refreshed grants programme, which has a sharper focus on bringing out the best new ideas, as well as the new partnerships category – because we believe to meet future challenges, we must work together.
- The insights we've gathered from key stakeholders on the food and fibre governance landscape in New Zealand, including the gaps in training and people development that need to be filled.
- The work the Trust has been doing to explore ways in which AGMARDT can further support New Zealand's food and fibre sector by changing the focus and size of our New Zealand investments.
- The journey to deepen our understanding of Te Tiriti O Waitangi and to work through how we can honour the treaty in our organisation's context and best support Māori agribusiness.

In spite of all the challenges over the last year, there is much to celebrate: It's exciting to think that the funds granted and the work done over the last year will help set the sector up for long-term success.

As always, we're grateful to our team and trustees who give their time and effort. And we're grateful to the partners, risk-takers and future shapers who present their ideas, share their inspiration and work toward the same goals for the sector.

We are confident for the future – a future we know we cannot and do not create alone. We hope this report fills you with the same confidence.

Nick Pyke
Chair

Lee-Ann Marsh
General Manager

The logo for AGMARDT, featuring the word "AGMARDT" in a bold, black, sans-serif font on a bright yellow rectangular background.

FUTURE SHAPERS

WHO WE ARE

AGMARDT is an **independent, not-for-profit** organisation.

It was established by the government in 1987 with **funds of \$32M** which have **grown to nearly \$90M**.

Since our establishment, we've provided more than **\$105M of funding** through more than **1900 grants**.

We're not interested in business as usual - **we work at the 'edges'** and are willing to invest in higher risk initiatives.

We take a **long-term investment** approach to ensure the sector remains **vibrant and successful** for generations to come.

OUR LONG-TERM OUTCOMES

- Regional resilience and growth
- Improved environmental performance
- Growing economic value for New Zealand at farm, community, regional or national level
- Collaboration and partnership

OUR VALUES

CONNECTED
COLLABORATIVE
COURAGEOUS
ACTIVE



FUTURE FOCUSED

Growing our understanding of food and fibre future trends to ensure we can focus on the 'big things' that count

PARTNERING AND COLLABORATING

Build strategic relationships with funders, thought leaders and innovators

OUR STRATEGY

Igniting a better future
for food and fibre in Aotearoa
New Zealand

STRATEGIC LEADERSHIP

Accelerate change by working at the 'edges' by investing in higher risk initiatives than other funding sources would support

BEING CLEAR

Telling our story as a future shaper for the food and fibre sector and connecting with the right change makers

INVESTMENT PRINCIPLES

Clearly defining and calling for interest in priority areas where change is needed, to develop people, build sustainable systems and add value

FUTURE SHAPERS

36 Years of Delivering Impact

Over the last 36 years, AGMARDT has supported the evolution of New Zealand's food and fibre sector by funding bold, risk-taking ideas, developing leaders and taking a long-term investment approach to ensure the sector remains vibrant and successful for generations to come.

Cumulative Grants Awarded: \$3.0 million
1987 - 1989

ESTABLISHING THE TRUST

Fund: \$32.0M - \$40.9M

- The Agriculture and Marketing Development Trust was established **October 1987**.
- The objective of the Trust was to fund, promote and encourage research and development to the benefit of New Zealand agricultural, pastoral and horticultural industries in the national interest.

Cumulative Grants Awarded: \$66.6 million
2009 - 2014

ENCOURAGING MORE FOR LESS

Fund: \$61.0M - \$83.6M

- A greater focus on sustainable production and higher value agrifood and fibre products emerged during this period and a **new vision** was developed: *"To catalyse and enable compelling innovation and leadership."*
- The AGMARDT **"In-Market Grant"** programme was launched in 2012 and the very first group to receive a grant was the New Zealand Primary Sector Bootcamp via The Merino NZ Limited (which would later become Te Hono).

Cumulative Grants Awarded: \$84.1 million
2015 - 2018

ACCELERATING LEADERSHIP AND INNOVATION

Fund: \$83.6M – \$91.5M

- This period saw a greater **focus** on **leadership development** with the first Leadership Scholarships being awarded in 2015, as well as support for the Agrifood Leaders Tour of the Netherlands.
- In 2016 AGMARDT partnered with newly established Sprout Agritech to support entrepreneurial capability development, and the mentoring of promising start-up agrifoodtech companies.

Cumulative Grants Awarded: \$36.2 million

1990 - 2000

SUPPORTING GRASSROOTS

Fund: \$40.9M - \$60.0M

- In 1997 the “**Progressive Farming Grants Programme**” launched, aimed at encouraging farming groups to address opportunities and seek solutions for problems at grassroots levels.
- During this period, AGMARDT encouraged projects for alternative forms of land use and the development of better water utilisation techniques.

Cumulative Grants Awarded: \$53.9 million

2001 - 2003

BUILDING MARKET CAPABILITY

Fund: \$60.0M - \$61.0M

- During this period, the “**Market Driven Farming Innovation**” programme was launched, designed to foster innovation by encouraging entrepreneurial approaches to capturing market and supply chain opportunities.
- This new focus led to the “**International Executive Immersion Programme**” for young agribusiness executives, later renamed to **FAME**. It captured 51% of the total grants awarded by AGMARDT in 2004.

Cumulative Grants Awarded: \$105.4 million

2019
- Present

PARTNERING FOR IMPACT

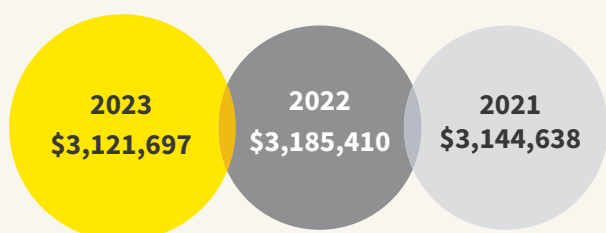
Fund: \$91.5M - \$87.6M

- In 2020 a new strategy was developed, and AGMARDT’s purpose evolved to “*Igniting a better future for food and fibre in Aotearoa New Zealand.*”
- A greater focus was put on **strategic grant-making to deliver impact**. As part of this focus, there was a refresh of the grants programme, including an emphasis on delivering outcomes through partnerships.

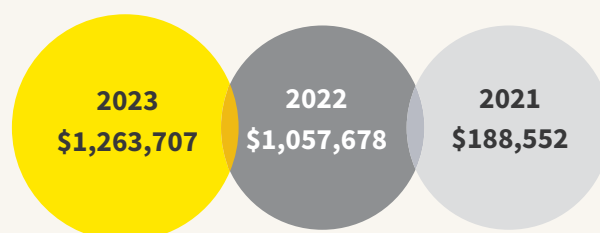
2023 Grant Highlights

For only the second time in AGMARDT history, our grants programme was oversubscribed, meaning we allocated all funding within the financial year. Our Agribusiness Innovation Grants (AIGs) made up 60% of that funding, and we were encouraged by the strong ideas and leaders coming through the pipeline.

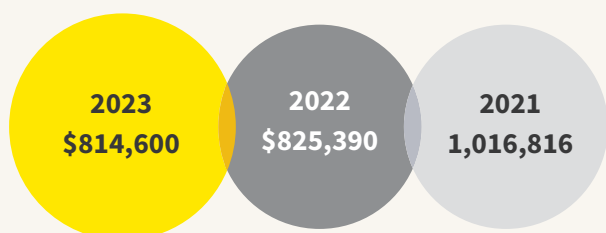
Agribusiness Innovation Grants



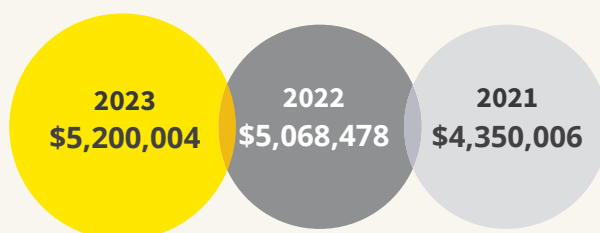
Capability Development Grants



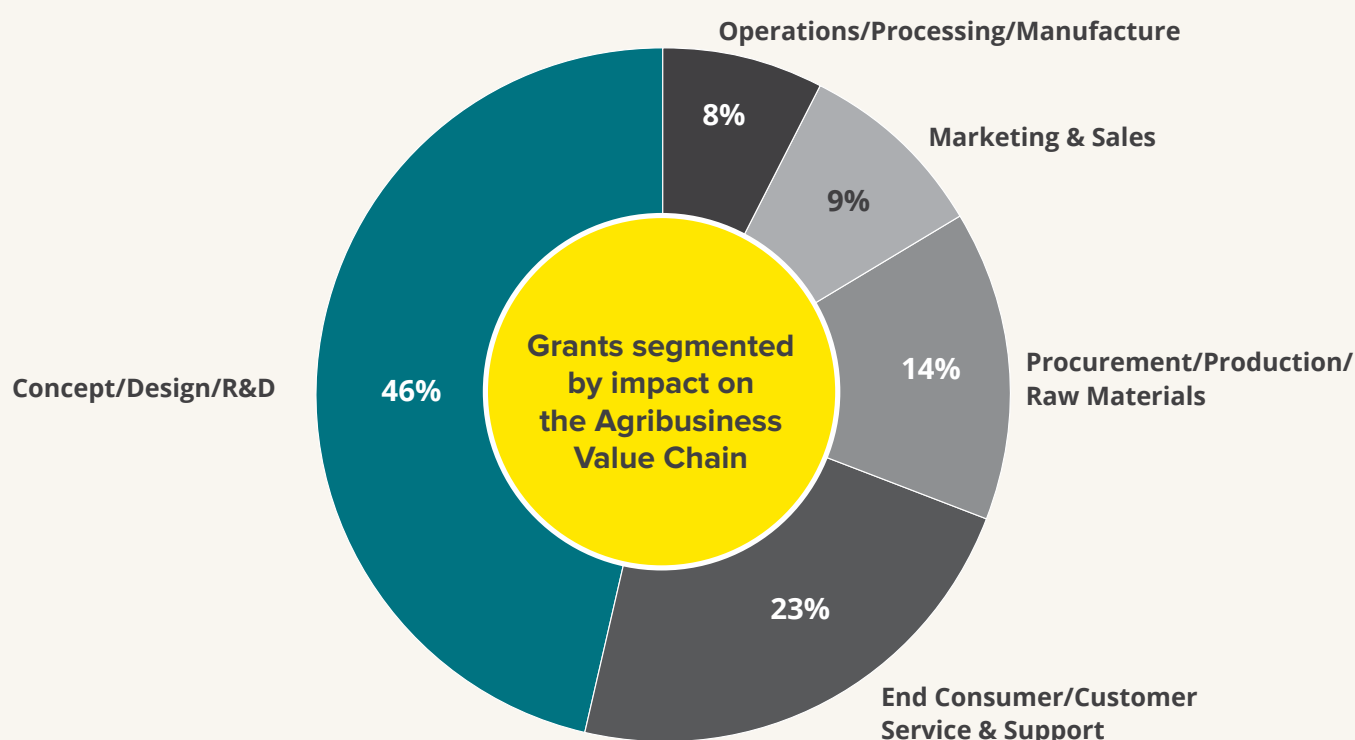
*Other



TOTAL GRANTS AWARDED



*From mid 2023 AGMARDT no longer offers market insight and conference support grants, in line with our strategic focus areas market insight and conference support. See page 12 to read more about the refreshed grants programme.



Grants Approved

by regional spread during 2023



Our Trustees & Team



Nick Pyke
Chair

“AGMARDT can play a major role in shaping the future of the sector by enabling people with the vision and the passion to prove and perfect the new ideas that will make a difference.” - Nick Pyke, AGMARDT Chair



Justine Gilliland
Trustee



Miriana Stephens
Trustee



Ben Tosswill
Trustee



Lee-Ann Marsh
General Manager



Kerryl Brazendale
Grants Administrator & Support



Fiona Hatzilamprou
Financial Accountant

Delivering on Our Compelling Purpose



Refreshing the Grants Programme

As AGMARDT has continued to evolve, so too, has the grants programme – with new fresh thinking and stronger alignment with our impact model.

We took a step back in early 2023 and asked: “How do we attract the right kind of applicants with visionary thinking; how do we build the talent pipeline, support capability, and collaborate to drive the sector forward?”

Out of this overall work, we created simple and clear application forms and reports that ask applicants to think beyond the immediate innovation project or development programme. The new reporting measures allow AGMARDT to better collect data to measure the impact of our grants.

We also revamped the grants programme with three refreshed broad grant categories. We ceased offering standalone conference and market insights grants to focus on the things that we believe will have the greatest impact for the broader sector.

This new structure is clear, focused and targets the right ideas from the right people. Here’s a quick look at each of the grant categories:

- **Agribusiness Innovation Grants** continue to support the development of ideas that we believe have the power to shape the future.
- **Capability Grants** ensure there is a pipeline of talented individuals ready to take on leadership roles and drive innovation. This includes both group and individual capability.
- **Partnerships** is a new category that focuses on partnering and collaborating on **cross-sector** initiatives that sets our sector up for future success. This is a closed, invitation-only grant that might include one-off or multi-year projects or initiatives.

“I have to say, [I] thought the grant application process was excellent – the process of writing a development plan down on paper made me think in greater detail about how everything fits into my wider goals.”

- Anna Benny, Applicant



Driving Innovation

Risk-taking that creates solutions and pushes beyond business as usual: Agribusiness Innovation Grants (AIGs) recognise that people with big ideas need pre-seed funding to make their ideas a reality.

But what does innovation look like at AGMARDT? It's a question we've been reviewing and refining this year in order to grow a strong sector innovation pipeline.

To us, innovation encompasses ideas, products or solutions which have the potential to transform and it's not limited to start ups – ideas can come from anywhere in food and fibre including established groups.

Ideally, innovation is collaborative across the ecosystem with a mix of growers, farmers, scientists, engineers, processors and marketers.

It demonstrates expansive thinking: mapping a pathway to export from the market back, telling a compelling provenance story and bringing value to New Zealand.

AIGs made up **60%**
of the total grants
approved for the year
ended 30 June 2023

AGMARDT approved
\$3,121,697 in AIGs
in 2023 compared to
\$3,185,410 in 2022



“We’re indebted to AGMARDT; often in the early stages of a start-up, your rate-of-progress is so dependent on funding.”

- John Powell, Co-Founder Cider Apples New Zealand

Head to page 26 to discover how Cider Apples New Zealand is leveraging experience and ingenuity to create new cider apple cultivars, ripe for a premium export market.



Building Capability

Along with empowering and funding innovative ideas and bold thinking, AGMARDT recognises the need to both fund and create opportunities for growth and professional development, allowing future shapers to gain critical experience and skills they'll need to drive big ideas, collaborate across the sector or be ready for leadership roles.

This development can – and is – taking place at the individual level and through cohort learning and travel. And we continue to partner with committed organisations focused on developing leaders, during various stages of their journey.

AGMARDT approved
\$1,263,707 in Capability
Development Grants in 2023

Approved Capability
Development Grants increased
by **19%** from 2022 and made
up **24%** of the total grant
allocation for the year

“We know that when you get off the farm, you gain so much perspective; it’s a chance to take the blinkers off.”

- Laura Keenan, Director at KS Agri

Check out page 30 to read about the two-week Arable Study Tour that’s building capability and delivering long-term impact for New Zealand farmers.

Exploring the Governance Landscape

Over the last year we've been exploring the food and fibre sector governance landscape to better understand where the opportunities lie in strengthening decision-making.

We've connected with two groups, including:

1. Established directors – to learn more about the skills and experiences that are being sought in future directors
2. Emerging directors – to learn about the pathways to governance and the challenges some are facing along the way.

In early 2024 we'll share our learnings in a summary report that will highlight the skills and knowledge required of future directors and what support looks like for those already in the governance pipeline.

“We heard time and again how curiosity was one of the most important traits in governance. One Director said they always ask what potential Board Observers are reading because they want to know they’re interested in something outside their day-to-day.”

– Lee-Ann Marsh, AGMARDT General Manager

Sneak Peek: What Makes for a Good Director Candidate?



Connecting Across the Sector

After nearly three years of restricted gatherings, it was inspirational and rewarding to gather with people from all parts of the food and fibre sector again. This is where innovation and collaboration meet, where ideas are sparked and status quo thinking is challenged, where leaders are developed and where our future is collectively shaped.

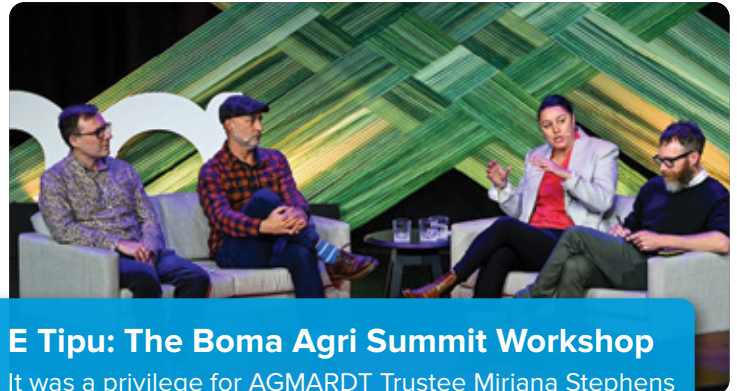
AGMARDT is proud of the partnerships that are driving the sector forward. Here are some of our top highlights from the past year.



Field Days 2023

Proud as a director of AGMARDT, and Manaaki Whenua - Landcare Research to have our teams there, supporting innovation, biodiversity and, fundamentally, people.

#innovation #foodandfibre #research #capabilitybuilding



E Tipu: The Boma Agri Summit Workshop

It was a privilege for AGMARDT Trustee Miriana Stephens to join other Māori leaders and discuss how indigenous wisdom, especially mātauranga Māori, can drive transformation.

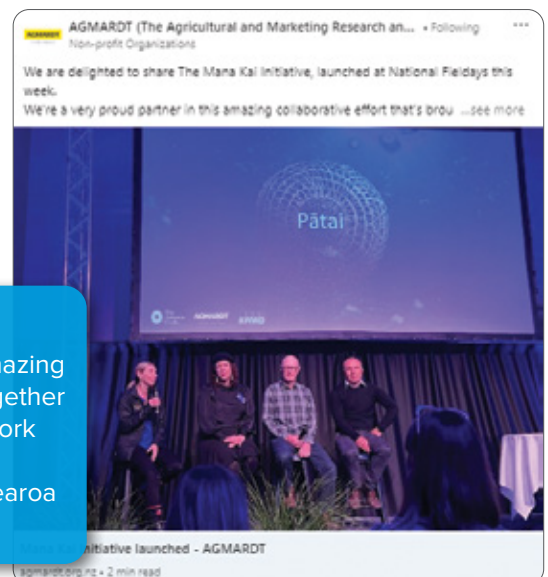


E Tipu: Boma + Sprout Agritech

Excited to get started at the E Tipu: The Boma Agri Summit breakout session hosted by AGMARDT and Sprout Agritech. It's going to be a great session on supporting the ag innovation ecosystem!

Mana Kai Launch

We're a very proud partner in this amazing collaborative effort that's brought together experts to build a national food network that creates a productive, inclusive, sustainable food system here in Aotearoa New Zealand.

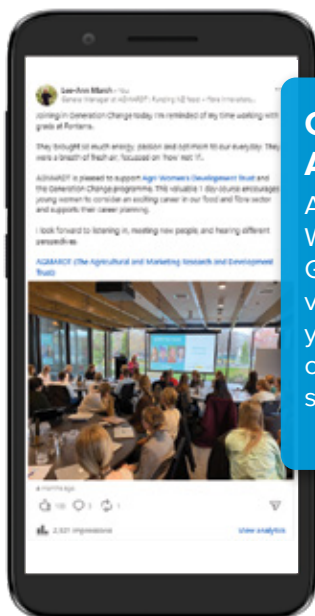


STAMP Arable and Seed Day

What a weekend with the STAMP group! Checking out the Aotearoa Arable and Vegetable seed sector, supported by AGMARDT.

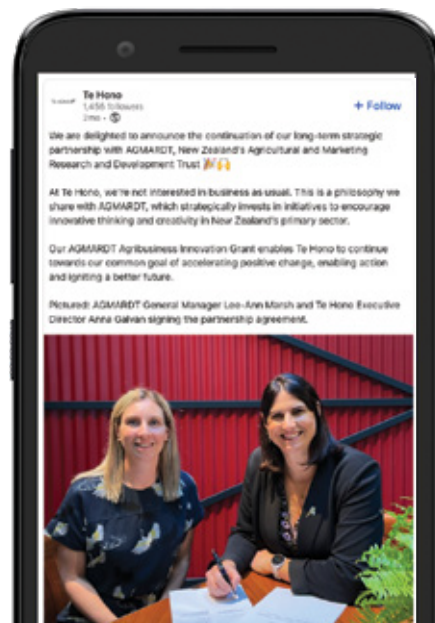
25 young Agri-Leaders spent the weekend across Canterbury with multiple site visits and a case-study competition.

#Arable #Leadership #Development



Generation Change with AWDT

AGMARDT is pleased to support Agri-Women's Development Trust and the Generation Change programme. This valuable 1 day course encourages young women to consider an exciting career in our food and fibre sector and supports their career planning.



Te Hono Partnership

Our AGMARDT Agribusiness Innovation Grant enables Te Hono to continue towards our common goal of accelerating positive change, enabling action and igniting a better future.



2035 Oceania Summit

In 2035, AGMARDT anticipates looking back and clearly seeing how the 2035 Oceania Summit inspired vital innovation at a time when our food and fibre sector was at an inflection point.



AWDT Escalator Programme

Congratulations 2022 AWDT Escalator Alumni. Celebrating the graduation of 14 female leaders - connected, committed and ready with the mindsets, skills and courage to lead positive change in Aotearoa New Zealand's primary sector and rural communities.



Agribusiness in Schools' 10-Year Celebration

Proud to support this critical initiative from the start. Over 49,000 students have been exposed to or been offered an opportunity to study the Agribusiness curriculum since 2018 and over 3,000 have completed the programme in 2021.

#partnerships #leadership #connection #opportunity



Investing for Impact

Long-term impact requires long-term, committed capital.

Over the years, there has been a growing desire within AGMARDT to invest more directly in the food and fibre sector beyond grants, as some early innovation projects move from pre-seed to seed funding and an idea has transitioned from being 'grantable' to 'investible.' In fact, this has been happening to a small degree over the last 3 years.

We know from applicants and wider sector feedback that there is a need for committed investors for work that takes time, whether supporting research and development or taking a game-changing product to market within and beyond the shores of New Zealand.

And so, we have been exploring ways in which AGMARDT can further support New Zealand food and fibre innovation; this might include changing the focus of our existing New Zealand investments as well as increasing our level of investment.

Any investments made will continue to support AGMARDT's overarching strategy and activities and will complement the grants programme that AGMARDT is known and valued for.

Where to from here?

AGMARDT will continue to explore and seek advice on what a New Zealand food and fibre focussed investment strategy could look like, aligned with the Trust's Statement of Investment Policy and Objectives (SIPO).

Purpose of AGMARDT investing into New Zealand's Food and Fibre Sector:

1. Directly contribute towards the Trust's purpose and strategic priorities.
2. Diversify the asset base relative to what is available in public markets.
3. Earn a return at least in line with the investment objective.
4. Enable AGMARDT to form strategic partnerships and joint ventures where these are in keeping with our overall objectives and to mitigate risk, reduce costs and gain access to opportunities.

Over \$60m has been raised in follow-on funding from those who've gone through the AGMARDT Sprout Accelerator, including several businesses that have received AGMARDT grant funding.

(based on reporting from companies, Sprout estimates and R&D grants)

AGMARDT's Te Tiriti Journey

The AGMARDT story is deeply connected with the land and its people. And while there has always been support for Māori-led innovation, businesses and ideas, it's been more organic than intentional.

In recent years, it's become increasingly clear that to truly engage and work collaboratively with Māori agribusiness, we needed to gain a better understanding of Te Tiriti o Waitangi and Te Ao Māori to determine how this might be best woven into the AGMARDT context in which we work and influence.

In 2023, we committed to that journey as a team and engaged Tania Te Whenua from Te Whenua Consulting to lead two separate one-day workshops that helped us gain an understanding of Te Tiriti O Waitangi and build our Māori cultural competency.

We've been thinking deeply about how this all integrates within AGMARDT and how we can uphold treaty principles while partnering with Māori.

We understand the path to true partnerships is a journey, and it is one that AGMARDT is committed to.

“Ehara taku toa i te toa takitahi, he toa takitini.

Our future success and strength of both the sector and AGMARDT is not as individuals, but as a collective. This coupled with ambition and courage will be needed more than ever over the next 3 years. Karawhiua, let's give it heaps!”

- Miriana Stephens, AGMARDT Trustee

“As we continue to create, we want to ensure that we're set up for Māori kiwifruit growers and for the future.”

- Amy Tocker, General Manager Māori Kiwifruit Growers Inc.

What began as a capability journey between Māori Kiwifruit Growers Incorporated and AGMARDT has led to a growing partnership with an expansive vision for thriving – read the full story on page 24.





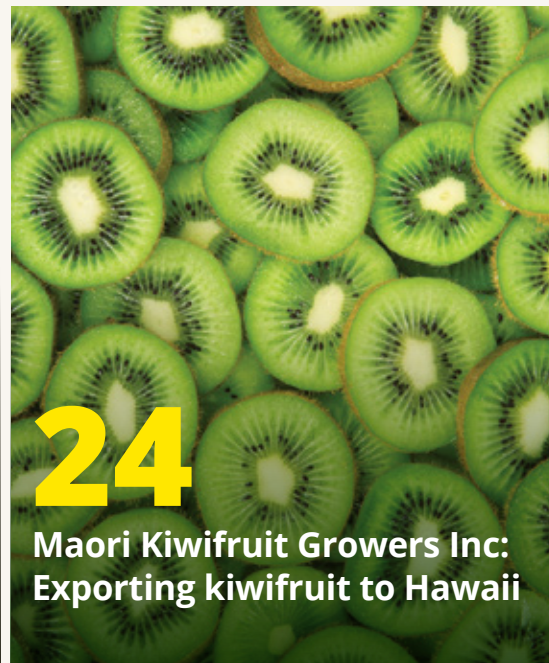
IMPACT STORIES

(above) Sophie Poelmen gets to know the team at Palliser Ridge during the annual shearing of the 29.5-micron lambswool from their Romney crossbred sheep - the very same wool she's using in her acoustic interior products.



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Studio Alida Ltd: Strong wool meets acoustic interior products



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Maori Kiwifruit Growers Inc: Exporting kiwifruit to Hawaii



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Cider Apples New Zealand Ltd: The hunt for the perfect cider apple



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Leadership Profiles



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Arable Study Tour: Out of the farm gate and into the international market



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Cropsy Technologies Ltd: From small beginnings to solving a world-wide vineyard problem

Meet the future-focused textile designer who's on a mission to create acoustic interior products with New Zealand strong wool

If you ask textile designer Sophie Poelman what her superpower is, she'll tell you: "I think of crazy things!"

It's that kind of thinking, that risk-taking spirit, and the ability to ask, "why not?" that led her into a textile degree in university when there was only one major job offer in New Zealand for all graduates.

It led her to snowboarding adventures in North America, and then onto designing ski clothing and functional fabrics for outdoor sports.

When she returned to New Zealand in 2014, Sophie worked extensively with merino, and as she did, she began thinking more about wool, specifically strong wool (29+ micron wool and 32+ micron coloured wool).

"Merino is premium, super valued in the industry," she says. "But I was curious about strong wool – I couldn't believe it's not valued more.

I began asking questions, doing more research. The reality is, strong wool is an abundant, undervalued fibre in New Zealand – in fact more than 80% of our wool is strong wool. Yes, it's great to make insulation and matting, but I think we can do more than that, where we celebrate it, touch it and use it – not hide it behind walls!"



Sophie also dreamed of a better relationship between farmers and designers.

“Right now, strong wool is just shipped, classified, blended, and sold at auction to the highest bidder. There’s no provenance, no traceability, all the unique characteristics of the farm are lost. I believe we can do better.”

There’s also potential on the global scale: The global acoustic insulation market size was valued at USD 14.08 billion in 2021 and is projected to reach USD 17.07 billion by 2026, growing at a CAGR of 3.9% from 2021-2026*. This is due in part to growing concerns of noise pollution and its effect on wellbeing and productivity.

And so, an idea was born: to design an acoustic interior textile product by working directly with a farm partner to source wool, while building a team of experts who help her bring her brand (Lof) – and a scalable business model – to life.

It’s a product that will showcase the durability, strength and beauty of strong wool, and one she hopes will set a precedent for how New Zealand designers and farmers can work together, so farmers earn a premium for their wool.

While she can’t reveal the actual product quite yet, there’s nothing like it in the market.

Today, Sophie is partnered with Palliser Ridge farm for their wool, Woolyarns who are developing coarse wool into yarn, and Industrial Designer Alain Brideson, who brings years of expertise in product design and CAD modelling. (He also happens to be Sophie’s husband, which means lots of creative discussions under one roof!)

And, she has a team of people around her who, she says, help bring her wild ideas to life, but also push back when needed.

While the past the years have been a deep dive into wool for her, experimenting with digital felting, weaving, knitting, dyeing, it’s been the funding from both MPI and AGMARDT that have allowed her to focus on bringing her product to life in the next year.

“It’s so amazing that AGMARDT has supported me because they’ve allowed me to move into that next level of business. Wool is a large-scale operation... I can’t just buy a kilo of wool. I have to buy a 300-kilo bale and get it made into yarn.

The funding is allowing me to focus on the business, to experiment and find new solutions. It’s allowing me to do things properly, to get the IP in place, find the right manufacturers and build the right partnerships.

Without it, I would have to work on such a small-scale level – and it’d take me years and by that time it’d be irrelevant.”

Ultimately, as she develops her acoustic interior product, Sophie wants to be an example of a better way of innovating:

“I’d like to inspire other brands to team up with farms and work with this ethical model, where everything is done as locally as possible, and we really showcase our wool, our people and our unique whenua.”

Her vision is inspiring, and her excitement contagious. We can’t wait to see what she and her partners produce in the coming year.

Sophie Poelman’s wool brand is www.lof.nz

Alain Brideson’s design consulting can be found at www.brideson.com

*According to MarketandMarkets’ “Acoustic Insulation Market Analysis,” updated 31 January 2023

Building relationships that lead us into the future

Māori Kiwifruit Growers Incorporated launches into the Hawaiian market with help from AGMARDT

Currently, Māori growers make up 10% of kiwifruit growers across New Zealand, yet, like many others, have limited understanding of the market opportunities for kiwifruit and how to access them.

There's also a great Māori provenance story waiting to be told, one that connects the whenua (land), tangata (people), whakapapa (genealogy) and hītori (history) together.

While the idea had been in the making for years, in 2017, Māori Kiwifruit Growers Incorporated (MKGI) was officially established with the goal of increasing capability for Māori kiwifruit growers, so they can move beyond the orchard gate and into the export market.

In 2022, a collaborative marketing agreement was formed with Zespri, allowing MKGI to become the sole export provider to the Hawaiian market.

This journey-to-export takes time and insight, and AGMARDT came alongside to fund early market research.

“We’re hugely grateful to AGMARDT. In the initial stages of growth, it’s so important to have funding for research, but that’s also hard to come by. AGMARDT empowered that research,” says MKGI General Manager Amy Tocker.



The AGMARDT-supported project allowed MKGI to gain a deep understanding of the export market to Hawaii and, more importantly, build relationships with their main distributor.

Amy and the team connected with their Hawaiian distributors, Aloun Farms, almost immediately and were struck by their alignment in values.

Or as she says: “They were just cool!”

“[The Hawaiian team] are so connected with and invested in their community, employing locals, upskilling kids to cook. There’s a natural indigenous connection. There’s a desire to respect their land and grow their own food.

We saw heaps of opportunities for capability building, for their team to learn from New Zealand growers and vice versa.”

Building off of this market research, MKGI exported three end-of-season containers to Hawaii in August 2023. While this shipment was achieved in partnership with Zespri, MKGI will take sole responsibility of all exports from 2024 – aiming to ship 17 containers (100,000 trays of kiwifruit) throughout the entire year.

The first shipment, targeted for the end of May 2024, will also bring to life the Māori kiwifruit provenance story and coincide with the Pacific Arts Festival.

While MKGI is a collaborative representing Māori growers, the group exported kiwifruit from the general kiwifruit pool, benefiting the entire industry.

With that initial export completed, the MKGI team is now looking to the future, preparing for a full year of export and creating training and capability courses for Māori growers.

This unique and collaborative indigenous market export approach aims to equip New Zealand kiwifruit growers so that they have their own understanding of the industry, and so that they can lead and have a voice in shaping their export future.

AGMARDT continues to play a part in this collaboration by funding operational costs with an interest-free loan, which is helping MKGI establish structures and practices that will enable them to be innovative and adaptive.

“With the launch our new Partnerships category this year, we saw an excellent opportunity to deploy a short-term interest free loan that impacts a significant number of growers within New Zealand’s kiwifruit industry,” says AGMARDT General Manager, Lee-Ann Marsh.

Ultimately, Amy adds, “As we continue to create, we want to ensure that we’re set up for Māori kiwifruit growers *and* for the future.”



The hunt for the perfect cider apple

How one group is leveraging experience and ingenuity to create new apple cultivars, ripe for a premium export industry

The roadmap for developing a billion-dollar cider industry started at home, on a lifestyle plot in Tamahere. Here, John Powell was faced with a problem: abundant trees producing a plethora of apples, none of which his family was interested in eating.

So as the old saying goes: When life gives you ... apples, make cider. (Humour us!)

That's exactly what John did 12 years ago, little knowing that he'd develop a life-long love for cider. He began to travel the world, taking courses, meeting cider makers and eventually creating the Cider Collective Cider School in the Waikato.

Throughout his learning and exploration, one thing stood out: It was nearly impossible to buy good cider apples in New Zealand.

While New Zealand growers breed delicious eating apples (Gala, for instance), there are currently no New Zealand apple cultivars bred specifically for cider-making. Eating apples tend to be too sweet, and lack the depth and tannins needed to produce the complex, premium cider consumers are demanding*.

From here, an idea was born: John partnered with renowned apple breeder Allan White (think Jazz and Envy apples) to create Cider Apples NZ, with the mission of creating new cultivars of cider apples, the type that will excite cider drinkers around the world and create a new, premium export market for New Zealand.

*Premium-plus categories in beer, cider, wine, spirits and RTDs all showed growth in 2022 – with cider up 11% – according to data from IWSR Drinks Market Analysis. Premiumization continues to drive US alcohol sales.



To do so, they've created an accelerated cider apple breeding programme in the Hawke's Bay to reduce a typically 15-year breeding process to just 7 years.

In year 2 of the programme, the team already have over 5,000 seedlings. To their knowledge, it's the largest cider apple breeding programme in the world, and thanks to AGMARDT funding – the fastest.

As they pollinate, germinate and then grow the apples, they're looking for a single variety that creates crisp, delicious cider, with just the right mix of tannins and stunning aromatics.

On top of the accelerated breeding programme, the team are also developing IP that will allow rapid screening of apples for cider potential.

While there is huge potential to develop a billion-dollar export industry, John sees benefits well beyond just the numbers:

"There are so many environmental benefits. Cider apples allow growers to reduce chemicals and orchard management to one third the cost of a standard orchard. There are carbon sequestration opportunities for pastoral farmers.

And we're future proofing against climate change, developing varieties that can perform well in warmer climates."

This mix of innovation, risk-taking and future proofing attracted AGMARDT funding from the get-go and John says the team would have struggled without it.

"We're indebted to AGMARDT; often in the early stages of a start-up, your rate-of-progress is so

dependent on funding. [The team] have been so easy to work with, the process was straightforward, and the funding has given us the opportunity to do more."

John and Allan are also working closely with commercial cider makers through the Cider New Zealand Association, including Carmen Gray from Elemental Cider and Simon Pearce from the Cider Factorie.

In January, AGMARDT supported their trip to CiderCon in Chicago, USA; it's the largest cider industry conference in the world, attracting more than 1,000 cider professionals.

Here, the team had the invaluable opportunity to build international relationships and better understand the global cider industry as well as the type of characteristics consumers will value in future cider apple cultivars – all knowledge they're applying to their current work.

Asked if we should be planning to sip a new range of palate-pleasing new ciders by 2029, John is very optimistic:

"We have the knowledge, the competencies, the skillset here in New Zealand. We have great apple growers and wine-making expertise we can leverage. And, we have thousands of seedlings, out of which I believe we'll create the perfect cider apple."

Leadership Profiles

Simon Love

In 2022, Simon Love found himself in a unique position: leading the environmental and sustainability programme rollout for New Zealand's government-owned food assurance provider,ASUREQuality. The organisation itself is relatively big, but Simon's Environmental Assurance team is just eight people, running as a start-up venture within the larger group.

“While ‘innovation’ and ‘assurance’ are often seen as opposites,” Simon says, “programmes like NZ Zero show that new ideas that validate the efforts of those who dream big can actually provide value for action on-farm and the sector as a whole.”

It's these big ideas Simon and his team want to encourage and co-create. And while he felt confident about his sustainability knowledge and big picture understanding of the challenges facing the primary sector – he recognised the need for more leadership training.

Simon proposed a programme of learning that included two Harvard Business School courses focused on leadership in sustainable business, as well as a digital transformation masterclass and Agile fundamentals training.

AGMARDT funding made it all possible.

Simon completed three of the four courses throughout 2023 and is already reaping the benefits: “Harvard's ‘Power and Influence for Positive Impact’ was really excellent and I can apply the principles in a numbers of ways – to business development, mentoring others, facilitating collaboration, and having an overall understanding of the value I bring to my work and how I can use it for the greatest impact.”



He has also been able to apply his Agile learnings to improve the rollout of the Freshwater Farm Plan appointment system by helping his team to rethink the cadence of deliverables and prioritise the work – knowledge he didn't have before taking the courses.

“AGMARDT funding allows much more than course attendance that wouldn't otherwise happen: it really pushes applicants to customise their learning to their specific situation.”

Fun fact: Simon worked with AGMARDT grantee NZ Zero to develop the NZ0 Standard, a robust, structured certification given to farmers and producers who eliminate fossil fuels from their operations.

Charlotte Glass

When Charlotte Glass founded the farm-based consultancy firm, Agri Magic Ltd in 2015, her work was completely client-focused. But as the team and her clients grew, she began to shift more toward business leadership, strategy and management.

Over the past eight years, Charlotte and her team have guided and advised hundreds of farming businesses on the design and implementation of effective environmental strategies.

Despite the variety of work and leadership experience Charlotte has, she noticed a gap:

“Throughout the duration of my professional career in New Zealand, I’ve had limited connection with government from a policy development perspective.”

She believes this is crucial for supporting farmers, because “as New Zealand becomes increasingly centralised with regard to the policies that impact agriculture, we have a responsibility to become better at connecting with policy makers to ensure that quality standards are met but in an efficient manner – and that pragmatism is not lost in the process.”

So, with the help of an AGMARDT grant, Charlotte decided to apply to the international Leadership Development Programme offered through the Institute of Agricultural Management.

Her interest was less about domestic policy and more about international trade – how to position farming clients for more effective and valuable trade opportunities.

“By connecting with [people] in the UK and Europe through the programme, it made me aware of how history and culture play a crucial role in leadership and understanding context of situations, especially in industries that trade globally.”



“This reinforced the fact that as exporters we need to understand our markets and earn the right to supply them.”

Charlotte believes it’s essential that her team, who are supporting farmers, experience these markets first hand.

Off the back of the course, she’s set up an exchange programme with a UK colleague to send junior members of her team overseas to gain international perspective.

And, she plans to team up with a local farm to case-study a platform another colleague is developing, with the goal of leveraging some of their progress on biodiversity and ecosystem health.

For Charlotte, the programme has expanded her thinking and developed connections she wouldn’t have otherwise. She is deeply appreciative that AGMARDT made this all possible and plans to provide an excellent return on the investment!

Out of the farm gate and into the international market

A two-week Arable Study Tour broadened horizons, built capability and is delivering long-term impact for New Zealand farmers

Two years ago, Laura Keenan and her partner James Abbiss realised there was a gap in international learning opportunities for rural professionals and farmers.

“We know that when you get off the farm, you gain so much perspective; it’s a chance to take the blinkers off.”

Combine years of pandemic isolation, the challenges of cost inflation and the burden of environmental legislation – that perspective, that ability to see beyond their own farm gates – is something Laura and James knew people desperately needed and would benefit from.

“As farmers, we need access to wider sources of information to make better decisions on farms,” Laura adds.

And so, they set about designing a programme that was short enough for farmers to leave their work, yet packed with impact, education and networking.

What made them choose the United Kingdom?

They knew farmers in the United Kingdom would be a great source of knowledge: they’re a step ahead of New Zealand when it comes to fertiliser application over arable and pastoral crops – particularly the use of precision tools, variable rate, application technology, and matching crop demand with crop supply for nutrients due to the scale differences. All of this allows for greater investment in R&D.

With the help of AGMARDT funding and some guidance in the planning to ensure the tour was as future focussed as possible, the Arable Study Programme was developed. Over a 12-day period in June 2023, Laura, James and 13 other New Zealand farmers headed to the UK, where they visited at least two farms each day.

Here, they learned about everything from AI-advancements like robotic weeding and driverless technologies to seed technologies that are more disease-, pest- and drought-resistant.





They connected with farmers around the nature of change and diversification models to secure additional income, which is especially relevant in the UK, as farmers have faced the loss of substantial subsidies through policy changes.

And, Laura shares, one of the biggest learnings came from talking about the business of farming, particularly how to incentivise staff and bring them along on the journey.

After each farm visit, the atmosphere on the bus was so engaging and stimulating, shares rural professional and participant Steph Sloan.

“There were so many ideas discussed, and there was a renewed vigour that we can tell our story more effectively to gather attraction and create better outcomes for landowners and regions.”

Ultimately, Laura and James hoped that farmers would bring these learnings and optimism back to New Zealand and share them far and wide – and that’s what’s happening.

“These past few months I’ve engaged with over 60 people around some of the learnings that came from the study tour, both rural professionals and farmers,” says Steph.

“The tour has been invaluable to everyone, helping people to set their sights on what their future arable business might look like, combined with effective ways to work new technology into the business, all while dealing with regulatory challenges.”

From small beginnings to solving a world-wide vineyard problem

How AGMARDT funding is helping tech start-up Cropsy tackle ghost vines

For Cropsy co-founders Ali Alomari, Leila Deljkovic, Rory Buchanan, and Winston Su, an idea sparked fresh out of university, when Ali was interning with a hydroponics company.

Here, he realised indoor growers face huge problems with pests and diseases, but mainly because they can't be there to check on every plant all the time, giving infections and infestations time to spread.

"We figured this must affect all growers, especially the ones growing at large scale outdoors," says Leila. "Wine grapes are huge in New Zealand, and that was our in."

Together, the team of four began working on a prototype for AI-enabled hardware that attaches to a vineyard's vehicle, collects data and optimises management of pests and diseases across a vineyard.

The goal: minimising crop loss through early detection; better estimating yields; and saving potentially millions in resource time and treatment applied to entire vineyards.

In those early days, funding was hard to come by.

"The first funding we received from AGMARDT was critical ... it helped take a new idea we had into a prototype which actually forms the basis of Cropsy's product today," says Leila.

"Hardware and deep tech companies are at a real risk of falling through the cracks when it comes to early-stage investment, and that's where grant support is crucial. So more than anything, **[AGMARDT funding] gave our business the legs it needed to continue.**"

"This is what AGMARDT is here for and what we love to enable: an early idea that develops and eventually attracts interest and investment, both from growers in New Zealand and overseas," says AGMARDT General Manager Lee-Ann Marsh. "It's a been a privilege to seed fund the initial project and to now partner with Cropsy as they take their business to the next level."





Now, after launching their initial product and partnering with some of the largest wine producers in New Zealand, the Cropsy team is taking their business to the next level by tackling what they've termed "ghost vines" – the up to 13% of vines that are missing, dead, or unproductive for a number of reasons, including trunk and viral diseases.

Ghost vines pose a real threat to the sustainability of the industry, both environmentally through inefficient land use, and financially through lost production and unnecessary vineyard expansion.

On the flip side, if the ghost vines can be identified individually and removed, growers can replant without expanding and fully maximise every part of vineyard land.

The challenge lies in monitoring the health and productivity of every vine reliably and at-scale. With current practices and technologies, this is simply impossible.

But the Cropsy team have a plan, one that AGMARDT was thrilled to help fund once again.

To tackle the ghost vines, the team are building on their existing commercialised functionality to develop new IP that monitors vine performance over time and provides growers with individual vine performance assessments and locations of ghost vines.

Ultimately, this first-of-its-kind technology will give growers never-before-accessible knowledge about their individual vines and empower them to plan precision replanting programmes.

Leila sees huge potential for a world-leading product that works for growers and helps create healthier, more efficient and more sustainable vineyards – and loves that their research, innovation and work can be based in Aotearoa.

"I [think] New Zealand is [one of] the best places in the world to start a viticulture tech company. Marlborough is also rare in that there's a lot of vineyard area in a relatively small region, and the vineyards are very consistent, making it perfect to test technology at scale easily," she says.



Fund Performance



Fund Performance for the year ended 30 June 2023

Overall Fund Performance

The AGMARDT Trust fund totalled \$87.6 million as at 30 June 2023. As illustrated in the chart, the Trust Fund remains ahead of the Real Capital Level of \$76.3 million (2013: \$59.5 million).

It was a mixed year for investment returns, as markets overcame concerns about inflation and rising interest rates as employment remained resilient and inflation eased.

AGMARDT's Trust Fund returned 8.4% for the financial year ending June 2023, marginally outperforming its strategic benchmark of 8.3%. Equities delivered double digit returns over the year despite the higher interest rate environment which led to majority of this performance.

Over the course of the financial year, investment market performance was strongly influenced by a global backdrop of persistently high inflation and expectations of an economic slowdown induced by an aggressive monetary tightening undertaken by major Central Banks. Although slower growth across developed economies was widely anticipated by investors, economic activity has so far proven relatively resilient to higher interest rates. Unemployment rates remain historically low across most developed regions.

In the first quarter of 2023, investor concerns about the inflation outlook continued to ease. A focal point for markets during the quarter were indications of emerging stress in the banking sector in both Europe and the US. In the US, Silicon Valley Bank (SVB) (a top 20 US bank) went into receivership after experiencing a 'run on deposits', as depositors sought to withdraw

funds due to solvency concerns. In Europe, regulators stepped in to arrange the sale of Credit Suisse to UBS, following a period of heightened concern about the bank's poor operational performance, a series of reputational issues and weaknesses in its financial reporting. Market sentiment improved gradually in the weeks following as policy makers stepped in to offer support to the sector.

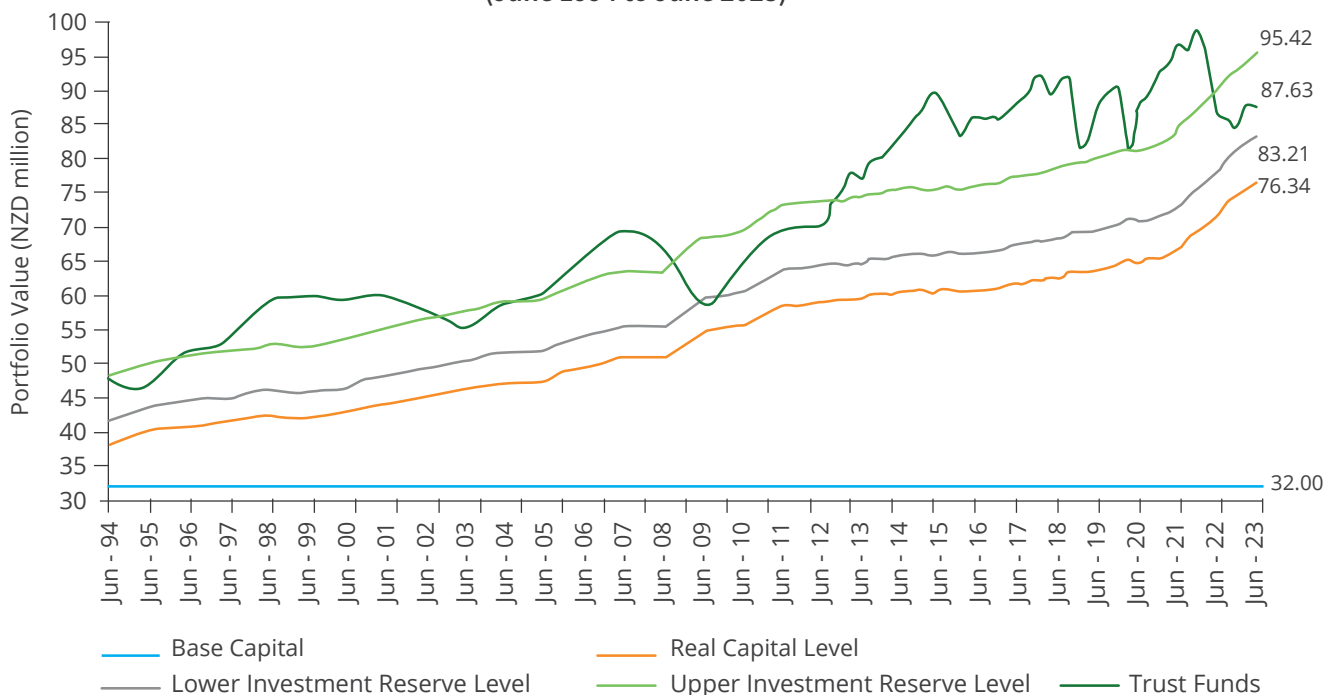
Toward the end of the financial year, inflation rates continued to ease across most major economies, whilst economic activity has remained surprisingly resilient, despite the largest and fastest monetary tightening in decades. The US Federal Reserve paused its policy rate rises at the June meeting, to allow time to assess the impact of the tightening to date. Developed market equities were generally stronger over the Quarter.

New Zealand experienced a large amount of pain through the financial year, with the RBNZ leading the worldwide charge in aggressively increasing rates to a current all-time 14 year high of 5.5%. Financial conditions worsened in the second and third quarter of 2022, with mortgage rate spikes in response to increases to the Overnight Cash Rate (OCR). Asset prices, including house prices, also declined. Additionally, concerns about a recession in New Zealand intensified after the country's GDP surprisingly contracted by 0.2% in the previous quarter. New Zealand annual inflation was 7.3% in the June quarter from 6.9% in the March quarter, the fastest acceleration in 32 years. Consumer prices gained 1.7% from three months earlier, exceeding the 1.5% median estimate. Unemployment was at a record low of 3.2% amid a labour shortage, and the risks of a recession loomed as higher borrowing costs hurt consumer and business confidence and house prices declined.

The beginning of 2023 was difficult for New Zealand, with already persistent inflationary pressures being exacerbated by the arrival of Cyclone Gabrielle on the North Island and severe flooding in Auckland in January. A poor outlook was expected, with expectations of the prices of goods to increase, weakened activity, and export revenue to suffer. The additional strain on resources including food, used cars, construction and maintenance materials, forecasted to increase inflation by around 0.3 percentage points in both the March and June quarters. Pressures arose in the housing market, with the amount of people behind on loan repayments surging due to soaring interest rates. With New Zealand inflation sitting stubbornly at 7.2%, New Zealand braced itself for a recession as plummeting house prices and increasing interest rates hurt consumer confidence and put a damper on household spending.

By the end of the financial year, New Zealand had fallen into a technical recession, meaning two quarters of negative growth, after the RBNZ led the worldwide charge in aggressively increasing rates to battle rising inflation. Households have continued to pull back on spending as approximately 40% of borrowers roll off their fixed rate mortgages and onto higher ones this year. Housing prices have been bottoming nationally as rates have approached their peak, but costs are expected to restore fastest in places that fell the greatest, including Auckland and Wellington. The rise in the labour force, boosted by gains in immigration, may assist in easing demands for higher wages, further compressing inflation pressures. The expectations around the recession is that the severity would be less than those in the 1990s or 2009, mainly due to the low unemployment rate of 3.4%. The official cash rate is at an all-time 14 year high of 5.5%, with the RBNZ having lifted its cash rate by 5.25% since October 2021.

AGMARDT Real Capital Level and Trust Funds
(June 1994 to June 2023)



Investment Strategy

Following the increase in allocation to the growth assets by 10% in the Strategic Asset Allocation (SAA) in financial year 2019/20, there have been no subsequent changes to the allocation in the last financial year.

In order to preserve the current value of the portfolio for the uncertainties in the market and maintain its capacity to donate, the Trust remains well diversified but positioned conservatively in the medium-term strategic asset allocation relative to the long-term asset allocation.

Asset Allocation as at June 2023	Strategic Asset Allocation (%)	Actual Allocation (%)
Growth Assets		
Global equities	29	31.6
New Zealand equities	8	7.1
Property	12	11.9
Growth alternatives	16	20.4
	65	71.0
Defensive Assets		
International fixed interest	13	12.9
New Zealand fixed interest & cash	12	7.5
Defensive alternative assets	10	8.7
	35	29.0

Note: Proportion of foreign currency exposures are hedged.

AGMARDT's investment managers at the end of the year were JANA Investment Advisers, ANZ, Nikko Asset Management, Bentham Asset Management and Morrison & Co. BNZ provide a currency hedging overlay for a proportion of the foreign currency exposure.



Funding Allocation

Grants Approved for the year ended 30 June 2023

AGRIBUSINESS INNOVATION GRANTS

Sprout Agritech Limited Strategic Partnership 1 Year Extension	A20036 \$172,500.00	New Zealand Forest Research Institute Limited (Scion) Novel pesticide blends for control of the hard-to-kill Eucalyptus tortoise beetle	A23014 \$200,000.00
Nanobubble Agritech Limited Determining the impact of nanobubbles in agriculture and horticulture - Phase 2 Additional Funding	A22014 \$83,070.00	Donald Cornwall Automated moving fence	A23015 \$30,000.00
Bambax Limited Horizon 1 Prototype 1 Additional Funding	A22040 \$1,840.08	Meat the Need V2 Meat the Need	A23016 \$10,000.00
BCB Productivity gains from pre-formed honeycomb	A23001 \$30,000.00	Cider Apples New Zealand Limited Accelerated Cider Apple Breeding Programme	A23017 \$29,990.00
Alps2Ocean Foods Tapui Limited Yearling dairy beef into high value beef and honey snack product	A23002 \$14,087.50	Jeenks Group Limited Grain Crawler prototype	A23018 \$29,500.00
Onions New Zealand Inc Novel Screening of Bioherbicide	A23003 \$30,000.00	Nunatak Limited Nunatak Science Engine Prototype	A23019 \$30,000.00
Thoughtful Viticulture Limited Performance of common grapevine rootstocks under water limited conditions	A23004 \$18,000.00	CropX Limited Soil Health Direct Measurement PoC	A23020 \$199,875.00
The Biological Husbandry Unit Organics Trust Feasibility of Poultry Integration in Apple Orchards	A23005 \$19,076.00	The Development Kitchen Limited Partnership Variation in meat quality	A23021 \$190,875.00
Cropsy Technologies Limited ‘You know I can’t harvest your ghost vines’: vineyard-scale monitoring of unproductive vines to optimise vineyard land use	A23006 \$200,000.00	Kabocha Milk Co. Kabocha Innovation Project #2	A23022 \$259,345.16
Good Grub Agritech Tailoring nutrition of Black Soldier Fly for larval biomass and fitness	A23007 \$18,885.30	Greenlea Premier Meats Limited Low Carbon Beef Assurance Programme	A23023 \$34,500.00
Aerolab Holdings Limited Applications of Unmanned Aerial Vehicles (UAV) for Carbon Sequestration Calculation	A23008 \$165,048.00	ProTag Limited Large Scale Deployment and Analysis of the ProTag Ear Tag	A23024 \$200,000.00
Lincoln University Contribution of pollinator’s microbiome to fruit production in blueberry	A23009 \$30,000.00	Tokaora Diagnostics Limited Facial Eczema RAT Prototype Development and Field Testing	A23025 \$57,957.76
CellCo Limited New Fifth Quarter Products – CellCo Aotearoa	A23010 \$30,000.00	Massey University Hyperspectral remote sensing for maintenance of seed varietal purity	A23026 \$50,000.00
AXIS7 Limited Automating the harvest and yield estimation of NZ broccoli	A23011 \$150,000.00	Liz Mitchell Home Limited Felted Wool Research Project	A23027 \$29,500.00
Wool Research of New Zealand (WRONZ) Thermosetting Wool and Wool Composites	A23012 \$200,000.00	Delta Waterways Limited Technical Validation of Satellite Models for Water Quality	A23028 \$25,000.00
Studio Alida Limited Medium and Strong Wool Knitted Acoustic lighting	A23013 \$37,011.00	Bambax Limited VTR Project	A23029 \$30,000.00
		Ubiquetherm Limited Enabling next generation heating and cooling	A23030 \$20,636.00
		NZ Functional Foods Limited (NZFF) Oat Based Dairy Analogues	A23031 \$115,000.00
		Te Hono Accelerator Programme 2 Year Agreement	A23032 \$380,000.00

CAPABILITY DEVELOPMENT GRANTS

New Zealand Rural Leadership Trust Kellogg & Nuffield Programme <i>AGMARDT Scholarship</i>	L20023 \$20,000.00	Farmlands Cooperative To the Core 2023	L23006 \$35,000.00
Agri-Women's Development Trust (AWDT) Accelerating Primary Sector Change <i>AGMARDT Scholarship</i>	L20025 \$20,000.00	The NZ Federation of Young Farmers Clubs Incorporated NZ Young Farmers National Committee - Leadership and Governance Development	L23007 \$28,750.00
New Zealand Institute of Primary Industry Management Incorporated NZIPIM Leadership Development Forum (2022) <i>Additional Funding</i>	L22006 \$6,000.00	Smedley Foundation Smedley Foundation: Growing People & Linking Success	L23008 \$120,000.00
New Zealand Institute of Primary Industry Management Incorporated Professionalising the primary industry advisory system	L22018 \$69,000.00	Ministry of Primary Industries Primary Industries Good Employer Awards 2023	L23009 \$20,000.00
Arable Study Tour Agronomy Study Tour - Future Proofing New Zealand's Arable and Pastoral Sector	L23001 \$55,400.00	New Zealand Rural Leadership Trust NZ Rural Leaders - Industry Leadership Programmes <i>Strategic Partnership - 3 Year Agreement</i>	L23010 \$414,000.00
Cleo Gilmour Global Women in Entrepreneurship	L23002 \$7,500.00	New Zealand Institute of Primary Industry Management Incorporated Leadership Development Framework for Primary Industry Professionals <i>Strategic Partnership - 3 Year Agreement</i>	L23011 \$270,000.00
Beef + Lamb New Zealand Limited Pushing the Paradigm - A Focus on The Future Awards Breakfast Forum	L23003 \$3,750.00	NZ Institute of Agricultural & Horticultural Science AGMARDT Knowledge & Technology Transfer Award	L23012 \$3,450.00
Pasture Conferences Limited Pasture Summit Spring Field Days 2022	L23004 \$9,200.00	Sector Governance Insights Emerging Directors	L23013 \$28,750.00
Caroline Hope MPhil in Engineering for Sustainable Development - University of Cambridge	L23005 \$20,000.00		

CONFERENCE GRANTS

Wharf42 Limited 2035 Oceania Summit	C23001 \$30,000.00	Creative HQ Talk Innovation Leadership	C23007 \$16,500.00
New Zealand Plant Protection Society NZPPS Symposium 2022	C23002 \$2,700.00	World Avocado Congress NZ Limited World Avocado Congress	C23008 \$30,000.00
New Zealand Winegrowers Research Centre Beyond Vineyard Ecosystems: Growing for the Future	C23003 \$10,245.00	BioTechNZ Life Sciences Summit	C23009 \$7,250.00
Te Hono Te Hono Aotearoa Bootcamp 2022 <i>Strategic Partnership</i>	C23004 \$84,995.00		
Wairoa Community Development Trust East Coast Farming Expo	C23005 \$16,000.00		
Boma E Tipu IFAMA 2023 World Conference & 2024 Summit <i>2 Year Agreement</i>	C23006 \$260,000.00		

ADVANCED LEADERSHIP SCHOLARSHIP	
Ernslaw One Limited Buck Trafford	E23001 \$23,726.14

LEADERSHIP SCHOLARSHIP GRANTS	
Kayla Martin	S23001 \$14,600.00
Charlotte Glass	S23002 \$15,000.00
Simon Love	S23003 \$9,700.00
Zellara Holden	S23004 \$10,000.00
Cameron Massie	S23005 \$14,771.00
Gemma Hogan	S23006 \$15,000.00
Chris Ford	S23007 \$15,000.00
Shanna Cairns	S23008 \$8,210.00
Beck Smith	S23009 \$6,900.00

MARKET INSIGHT GRANTS	
New Zealand Asparagus Council Revitalising exports of premium fresh New Zealand asparagus	M23001 \$49,910.50
Māori Kiwifruit Growers Incorporated MKGI Collaborative Marketing Programme	M23002 \$57,500.00
Cider Apples New Zealand Limited Cider Market Insight Study Tour USA	M23003 \$19,500.00
Leaft Foods Environmental Food Systems & Leaf Protein	M23004 \$200,000.00
Te Wanawhenua Limited Taranaki Miscanthus growers' international famil	M23005 \$30,000.00

“New Zealander’s have the skills and smarts to grow and capture greater value, sustainably, by taking risks, investing in and supporting others. A positive/growth mindset is critical, and we can collectively build this mindset more – having vision and future aspirations that excite our people and future generations.”

- Justine Gilliland, AGMARDT Trustee



Summary Financial Statements

Agricultural and Marketing Research and Development Trust
For the year ended 30 June 2023

Statement of Responsibility

Agricultural and Marketing Research and Development Trust
For the year ended 30 June 2023

The Trustees of the Agricultural and Marketing Research and Development Trust (the Trust) accept responsibility for the preparation of the Summary Financial Statements and the judgments made in them.

The Trustees of the Trust have the responsibility for establishing, and maintaining a system of internal control designed to provide reasonable assurance as to the integrity and reliability of financial reporting.

In the Trustee's opinion, these Summary Financial Statements fairly reflect the financial position and operations of the Trust for the year ended 30 June 2023.

For and on Behalf of the Trust



Chair

Dated: 12 September 2023



Trustee

Dated: 12 September 2023

Summary Statement of Comprehensive Revenue and Expense

Agricultural and Marketing Research and Development Trust

For the year ended 30 June 2023

	2023	2022
Revenue		
Interest Revenue	14,528	5,708
Portfolio Revenue	6,669,719	(6,697,500)
Investment Fee Rebates	40,552	70,952
Gain On Sale Of Investment	7,000	-
Total Revenue	6,731,799	(6,620,840)
Expenses		
Other Expenses	351,490	271,023
Personnel Costs	244,722	222,415
Trustees' Remuneration	77,760	77,760
Auditors Remuneration	22,224	22,296
Depreciation and Amortisation	25,410	31,536
Investment Advice and Management	138,232	156,026
Rent Expense	4,776	8,186
Total Expenses	864,614	789,243
Surplus (Deficit) of Revenue over Expenditure before Allocation of Grants	5,867,185	(7,410,082)
Net grants allocated this year		
Grants Made This Year	5,200,004	5,068,479
Grants Amendments	(344,428)	(584,803)
Total Net grants allocated this year	4,855,576	4,483,676
Net Surplus (Deficit) for the year	1,011,609	(11,893,758)
Total Comprehensive Revenue for the Year	1,011,609	(11,893,758)



Summary Statement of Changes in Equity

Agricultural and Marketing Research and Development Trust

For the year ended 30 June 2023

	2023	2022
Statement of Changes in Equity		
Opening Equity		
Capital	32,000,000	32,000,000
Capital Maintenance Fund	39,995,786	35,097,657
Accumulated Revenue	10,656,320	27,448,207
Total Opening Equity	82,652,106	94,545,864
Comprehensive Revenue		
Transfers to Capital Maintenance Fund	4,319,748	4,898,129
Transfers to Accumulated Revenue	(3,308,139)	(16,791,887)
Total Comprehensive Revenue	1,011,609	(11,893,758)
Closing Equity		
Capital	32,000,000	32,000,000
Capital Maintenance Fund	44,315,534	39,995,786
Accumulated Revenue	7,348,182	10,656,320
Total Closing Equity	83,663,716	82,652,106



Summary Statement of Financial Position

Agricultural and Marketing Research and Development Trust

As at 30 June 2023

	30 Jun 2023	30 Jun 2022
Trust Funds		
Capital		
Capital	32,000,000	32,000,000
Capital Maintenance Fund	44,315,534	39,995,786
Total Capital	76,315,534	71,995,786
Revenue Reserves		
Accumulated Revenue	7,348,182	10,656,320
Total Revenue Reserves	7,348,182	10,656,320
Total Trust Funds	83,663,716	82,652,106
Assets		
Current Assets		
Cash and Bank	1,521,749	251,211
Trade and Other Receivables	31,469	213,448
Investments	1,474,464	1,827,448
Total Current Assets	3,027,682	2,292,107
Non-Current Assets		
Investments	86,160,418	86,160,194
Property, Plant and Equipment	3,446	7,706
Intangible Assets	38,350	25,000
Total Non-Current Assets	86,202,214	86,192,900
Total Assets	89,229,896	88,485,007
Liabilities		
Current Liabilities		
Provision for Grants (current)	4,589,603	4,711,279
Trade and Other Payables	249,676	516,459
Employee Entitlements	22,045	11,444
Total Current Liabilities	4,861,323	5,239,183
Non-Current Liabilities		
Provision for Grants (Non-current)	704,857	593,718
Total Non-Current Liabilities	704,857	593,718
Total Liabilities	5,566,180	5,832,900
Net Assets	83,663,716	82,652,106



Summary Statement of Cash Flows

Agricultural and Marketing Research and Development Trust

For the year ended 30 June 2023

	2023	2022
Statement of Cash Flows		
Cash Flows from Operating Activities		
Cash was provided from:		
Interest Income	14,528	6,264
Investment Rebate	40,552	70,952
Total Cash Provided:	55,080	77,216
Cash was applied to:		
Payments to Suppliers and Employees	1,100,908	771,331
Payments for Grants	4,866,113	4,267,926
Total Cash Applied	5,967,021	5,039,257
Total Cash Flows from Operating Activities	(5,911,941)	(4,962,041)
Cash Flows from Investing Activities		
Cash was provided from		
Gain on Sale Investment	7,000	-
Maturity and Sale of Investments	14,415,276	9,244,787
Loans Repaid	187,500	62,500
Total Cash Provided	14,609,776	9,307,287
Cash was applied to:		
Purchase of Investments	7,392,797	5,086,740
Purchase of Fixed Assets	-	12,043
Purchase of Intangible Assets	34,500	-
Total Cash Applied	7,427,297	5,098,783
Total Cash Flows from Investing Activities	7,182,479	4,208,505
Net Increase (Decrease) in Cash and Cash Equivalents	1,270,538	(753,536)
Cash and cash equivalents at beginning of year		
Cash at bank	251,211	1,004,748
Total Cash and cash equivalents at beginning of year	251,211	1,004,748
Closing Cash Balance	1,521,749	251,211



Summary Statement of Accounting Policies

Agricultural and Marketing Research and Development Trust

For the year ended 30 June 2023

The Agricultural and Marketing Research and Development Trust was established by a Deed of Trust dated 20 October 1987 and the financial statements have been prepared pursuant to Clause 17 of the said Deed and the Public Finance Act 1989.

1. Statement of Accounting Policies

Reporting Entity

The Trust has designated itself as a public benefit entity (PBE) for financial reporting purposes.

The full financial statements for the Trust are for the year ended 30 June 2023 and were approved by the Trustees on 12 September 2023.

2. Basis of Preparation

The full financial statements have been prepared on a going concern basis, and the accounting policies have been applied consistently throughout the period.

Statement of Compliance

The financial statements of the Trust have been prepared in accordance with the requirements of the Crown Entities Act 2004, which includes the requirement to comply with New Zealand generally accepted accounting practice (NZ GAAP).

The full financial statements have been prepared in accordance with Tier 2 Public Benefit (PBE) Accounting Standards on the basis that it does not have public accountability and annual expenditure does not exceed \$30 million.

The summary financial statements comply with PBE FRS-43 Summary Financial Statements.

The full financial statements comply with PBE Public Sector accounting standards.

Measurement Base

The financial statements have been prepared on a historical cost basis, except for the measurement of equity investments and derivative financial instruments at fair value.

Presentation currency and rounding

The financial statements are presented in New Zealand dollars, to the nearest dollar.

Full Financial Statements

This summary has been extracted from the full financial statements that received an unmodified audit opinion dated 12 September 2023.

This summary cannot be expected to provide a complete understanding of the Trust's financial performance and position as the complete financial statements.

A copy of the full financial statements for the Trust are available from the Trust's office.



Directory

Agricultural and Marketing Research and Development Trust
For the year ended 30 June 2023

BOARD OF TRUSTEES

Nick Pyke (Chair)

Justine Gilliland

Miriana Stephens

Richard Green (finished 31/07/2022)

Ben Tosswill (commenced 01/08/2022)

MANAGEMENT

Lee-Ann Marsh (General Manager)

TRUST OFFICE

Level 1, 8 Weld Street, Feilding

PO Box 472, Feilding, 4740

Tel: (06) 323 8766

INVESTMENT ADVISER

JANA Investment Advisers Pty Limited

AUDITOR

CKS Audit

on behalf of the Auditor-General

BANKERS

ASB Bank Limited

Bank of New Zealand Limited

SOLICITORS

Minter Ellison Rudd Watts

CHARITABLE NUMBER

CC20167

INDEPENDENT AUDITOR'S REPORT
TO THE READERS OF
AGRICULTURAL AND MARKETING RESEARCH AND DEVELOPMENT TRUST'S
SUMMARY FINANCIAL STATEMENTS FOR THE YEAR ENDED 30 JUNE 2023

The summary financial statements of Agricultural and Marketing Research and Development Trust, that comprise the summary statement of financial position as at 30 June 2023, the summary statement of comprehensive revenue and expense, summary statement of changes in equity, and summary statement of cash flows for the year ended on that date, and related accounting policies and notes, are derived from the full financial statements for the year ended 30 June 2023 that we have audited.

In our opinion, the summary financial statements are consistent, in all material respects, with the full financial statements for the year ended 30 June 2023, and are prepared in accordance with PBE FRS 43: Summary Financial Statements issued by the New Zealand Accounting Standards Board.

Summary financial statements

The summary financial statements do not contain all the disclosures required by generally accepted accounting practice in New Zealand. Reading the summary financial statements and the auditor's report thereon, therefore, is not a substitute for reading the full financial statements and the auditor's report thereon.

The full financial statements and our report thereon

We expressed an unmodified audit opinion on the full financial statements for the year ended 30 June 2023 in our auditor's report dated 12 September 2023.

Board of Trustees' responsibility for the summary financial statements

The Board of Trustees are responsible on behalf of the Agricultural and Marketing Research and Development Trust for the preparation of the summary financial statements in accordance with PBE FRS-43: Summary Financial Statements.


Auditor's responsibility

Our responsibility is to express an opinion on whether the summary financial statements are consistent, in all material respects, with the full financial statements of Agricultural and Marketing Research and Development Trust. Our opinion on the summary financial statements is based on our procedures, which were carried out in accordance with the Auditor-General's Auditing Standards, which incorporate the Professional and Ethical Standards and the International Standards on Auditing (New Zealand) issued by the New Zealand Auditing and Assurance Standards Board.

Other than in our capacity as auditor, we have no relationship with, or interests in, Agricultural and Marketing Research and Development Trust.

Vivien Cotton
CKS Audit
On Behalf of the Auditor-General
Palmerston North, New Zealand

12 September 2023



“As leadership paradigms change, new technologies are harnessed, and science aligns with indigenous and grower knowledge, we have the opportunity to grow real wealth for New Zealand. There are so many opportunities to grasp. The future is bright if we choose it.”

- Ben Tosswill, AGMARDT Trustee

AGMARDT

FUTURE SHAPERS