



New Zealand
Farm Environment Trust®

2012

Annual Report

30th June 2012



Ballance
Farm Environment Awards®
Promoting Sustainable Profitable Farming

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Chairman's Report



The 2011-2012 Year

Another stellar year for the New Zealand Farm Environment Trust!

The ongoing 'promotion of long-term farming sustainability' as a fundamental focus for the NZFE Trust is an unambiguous directional statement. I'm pleased to report on the ongoing leadership roles the NZFE Trust plays in order to deliver on this statement.

Like farming, the NZFE Trust is a 12 month business that requires ongoing good governance along with top management.

Planning too looks further ahead than the immediate 12 month period. In doing so we must ensure we maintain a strong, stable balance sheet.

While everything we do does not always go without hiccups, like the many farmers we meet throughout the year we attempt to minimise these hiccups. For sure, as in farming it is primarily because of the willingness of those involved to pull up their sleeves and get involved that makes the NZFE Trust such a successful business.

We are indeed fortunate to have support from motivated partners and sponsors who provide the collateral and personnel support toward achieving the goals.

We also recognise the contribution the other leading awards programmes such as the Ahuwhenua Awards, the Dairy Industry Awards and Young Farmer of the Year make toward promoting farming in New Zealand. Together we showcase what New Zealand agriculture is. The Best in the World!

This past year the NZFE Trust has implemented a number of more effective processes particularly around the administration portfolio. We have

improved efficiency to keep costs controlled but this past year's financial result has been enhanced through the time and effort put in by our General Manager David Natzke to take on tasks with limited resources.

To better future-proof ourselves we reviewed our staffing requirements. To further streamline the business we have replaced the National Regional Coordinator position with a newly developed Executive Administration position. I am very pleased to welcome Clare Rosser to this position. Clare will provide leadership and support to our regional Ballance Farm Environment Award's teams while also taking on broader responsibilities to allow for the increasing need for administration support.

The upgraded website is now an excellent hub and provides a raft of farmer-friendly information on how to do it, along with links to our partners and sponsors. This much-awaited revamp of the website will assist with our promotion and provide an exciting, informative public face.

Ballance Farm Environment Awards

Our most public face is, of course, this motivating awards programme. The awards promote farmers as true business people who understand the risks involved in farming and those who find successful, smart ways to manage the risks.

These flagship awards continue to attract good entry numbers across the nine regions we operate in around New Zealand. Most entrants come in to benchmark their progress along the continuum of sustainability. They see, and appreciate, the value in the judging process that the regional committees put together.

The continual improvement made to how we judge, what we judge and the information exchanged during this process is a testament to the hard work the regional teams put in place. They have been guided by Jamie Strang, National Judging Coordinator extraordinaire, whose inclusive approach is the link to ensure the skills are in place to provide consistency between judges and regions.

Committee Chairs in each region direct the debates, Regional Coordinators ensure the events are polished and judging is credible. The tentacles within each region reach well out into the community. Farmers, agribusinesses, financiers, Regional Council staff, policy makers and regulators all 'take their hats off' and join together toward our common goal. We are particularly grateful to those leading light Regional Councils along with the Gisborne District Council who partner with us and support the Awards. These Councils are essential parts of the success of the programme and they recognise that the promotion of sustainable farming is a win-win situation for their regions.

Sustainability Showcase

The 2012 event was in Wellington, with the final Showcase night in the Beehive.

"An event not to miss!" The Hon David Carter, Ministry for Primary Industries, hosted the night in the Beehive to a room full of guests and fellow farmers. We have certainly appreciated the Minister's ongoing support for what we do.

The Regional Supreme Winners from the nine regions the awards operate in were hosted by the NZFE Trust to three days of personal leadership development preceding the Showcase.

These exemplars from each regions viewed, shared and discussed each other's farm systems before participating in some stimulating debate with some of Wellington's leaders. Russel Norman, Co-Leader of the Green Party, too ventured into the lion's den and hopefully got a small taste of the stewardship values these farmers hold.

Meeting and mixing with similarly motivated successful farming people is always a highlight for these Supreme Winners. I hear from these farmers that the event provides a real stimulus to carry on driving toward their long term goals. Ongoing sustainability of our farmland and our heritage is for sure the real winner.

National Ballance Farm Environment Award - Winner of the Gordon Stephenson Trophy



The award of the Gordon Stephenson Trophy to one of the superb Ballance Farm Environment Awards Regional Supreme Winners certainly provides a fitting finale to the Showcase event.

This is the second year that this prestigious Trophy has been awarded.

The awardee will be recognised as an "Ambassador" for the promotion of sustainable and profitable farming in New Zealand.

I recommend viewing of the four minute Gordon Stephenson DVD as compulsory viewing to all New Zealanders on the NZFE Trust website at www.nzfetrust.org.nz.

The 2012 Winners of the Gordon Stephenson Trophy

Blair and Jane Smith from Otago were announced 2012 Winners at the stimulating Showcase event. Blair and Jane run Newhaven Farms Ltd – a North Otago sheep, beef, forestry and dairy support operation that spans three family-owned properties totaling 1528ha.

They, and their farming business, were earlier judged the 'best of the best' in Otago for 2012 by the Regional Ballance Farm Environment judging team. That team of judges noted that the Smiths, who are still in the early stages of their farming career, demonstrated excellent care of the environment. While sheep and beef production is the mainstay of their farming operation, they also have a significant dairy cow grazing component.

They have superb leadership skills and they are able to articulate how they can advance the cause of agriculture in New Zealand.

They are deserved winners of the Gordon Stephenson Trophy and they will make excellent ambassadors for New Zealand farming.

They too collected a 'Benefits Package' made up by the generosity of our family of sponsors and partners and our national strategic partners.

Details of their impressive farming credentials can be found on the website.

The inaugural 2011 Winners, Grant and Bernie Weller, have been superb 'Ambassadors for New Zealand Agriculture' over this last year. Grant and Bernie have participated at many events and seminars across the country promoting the New Zealand message of sustainable production systems of safe quality food.

General Manager, David Natzke also took them on a 'tour of duty' around New Zealand, meeting, greeting and learning what makes New Zealand agriculture tick. (The NZFE Trust is extremely grateful to our family of sponsors and partners along with our Regional Council partners who spent time with them.)

The next phase was an overseas trip to some of our key markets. There was a focus on Brussels and London where they shared their New Zealand experience while also looking closely at what the markets want. (Have a look on the website for a report Grant and Bernie prepared.)

This trip was arranged and supported by MFAT, Beef + Lamb New Zealand and Fonterra.

Development of an Alumni

This is still work in progress as other policies are implemented and bedded down. As farmers invariably do though, an Alumni is presently self-establishing without the formality of such a name. The regional Supreme Winners from each year maintain contact within the group, no doubt visiting and comparing farming notes.

This year at the Showcase the 'Class of 2011' all turned up (for their own party) and added a really good touch to the awards event. Also many others from previous years made the effort to attend. I hear that the 'Class of 2012' too intend to ensure they maintain contact and continue the friendships formed.

They all show leadership and understand the need to front foot the sustainability issues we all face.

Building Dairy Environment Leaders Programme

The NZFE Trust has a partnership with DairyNZ to deliver this leadership programme. We are delighted to have been awarded a further contract for the 2012 year.

The 2011 programme was held in the Waikato where we hosted around 60 top New Zealand dairy farmers to a three day session. The aim is to challenge their

thinking around environmental issues, the way the industry is facing up to the challenges and encourage leadership on behalf of fellow farmers.

The NZFE Trust again appointed Martin Bennett, a leading Waikato farmer, to chair the organising committee. He, along with the committee members, put together a programme that included sessions with a number of business leaders in the Waikato, and a visit to an award winning farm where a Harbour Care Group attributes improvements, such as riparian planting in the catchment, to the improved state of the local fisheries.

Beef + Lamb New Zealand Programme

The NZFE Trust is working with Beef + Lamb New Zealand to put together a similar programme for livestock farmers this coming year. We are all acutely aware that the challenges facing livestock farmers around the need to demonstrate good environmental practice is also high in the public and consumers eye.

Sponsors, Partners and Strategic Partners of the NZFE Trust

It is humbling to look at the list of who is involved and note the prominent position these businesses and organisations all hold in New Zealand agriculture. They are the leaders and we are grateful that they demonstrate their leadership through continued involvement with the NZFE Trust.

I encourage you to read the comments in this Annual Report from these businesses and our Regional Council Partners.

Two new sponsors have joined as Ballance Farm Environment Awards sponsors for 2012 onwards, now filling our quota set by the NZFE Trust. Donaghys Industries Ltd and Meridian Energy –welcome aboard.

A further strategic partner, Rabobank, has joined the ranks to sit alongside the magnificent team of Ministry for Primary Industries, Fonterra, DairyNZ, QEII National Trust and Federated Farmers. To all of you, thanks for your friendship and for putting your skilled support and money where it can make a difference.

Finally

I intend to stand down at the coming elections, October this year, and I want to take this opportunity to thank a number of people who have supported, encouraged and probably challenged my thinking over a number of years. I've been privileged

to have travelled around the country meeting so many amazing people.

Raewyn has endured years of me spending time away from home and the farm and then having to listen to me rave on about what I've seen. Thank you so much for putting up with me Raewyn.

To the NZFE Trust General Manager, David Natzke – thank you for your belief in this organisation and your dedication at all hours to make it happen. Sorry about contracting you on the premise it was only going to be a 23 hour a week job!

A special thanks to Jamie Strang, National Judging Coordinator. Jamie I really appreciate you answering my call for your leadership skills to make sure the integrity of the awards judging processes was maintained.

Fellow Trustees, your guidance and steady hand on the tiller ensures that this NZFE Trust is enduring. In particular, Joanne and Simon thanks for stepping up to the plate. Joanne as Treasurer and Simon as

Deputy Chair.

To Larry Bilodeau, CEO Ballance Agri-Nutrients, as sponsor representative on the NZFE Trust, your wisdom and full support for the NZFE Trust's activities underpins the excellent relationship we have with our team of sponsors.

Thanks too for the great support that Regional Awards Committees have shown to me as together we moulded the business and action plans to make it all happen and to work to meet our high expectations.

In particular a very sincere thank you to all the extremely capable, friendly and motivational fellow farmers and agribusiness professionals I've had the pleasure of meeting over the many years since Gordon Stephenson tapped me on the shoulder and said "boy have I got the job for you!"

Jim Cotman
Chairman

General Manager's Report



This has been another very successful year for the New Zealand Farm Environment Trust (NZFE Trust) and the Ballance Farm Environment Awards. The business of the NZFE Trust and the Ballance Farm Environment Awards has experienced considerable growth over the past few years and none more so than this past year.

I think it would be fair to say that what we have experienced over the past year by way of interest and recognition has far exceeded what we have experienced to date. We have always known we have a great product in the Ballance Farm Environment Awards and it is so pleasing to see so many others appreciating the product and what it achieves. The brand is out there, it is well respected and the interest factor continues to grow.

The NZFE Trust has recognised the fact that it is important for the growth to be managed and the future to be planned for. Bearing this in mind, the strategic planning the Board has undertaken has been timely and it has set in place a number of measurables the NZFE Trust must meet so as to effectively manage the business going forward.

Copies of the NZFE Trust's Strategic Plan and its Vision for the Ballance Farm Environment Awards are detailed on Pages 9 and 10 of this report.

However, as I have commented in previous reports, it all starts with the all important entrants and this year we had 114 entrants nationally. It was pleasing to see that a number of the entrants had entered before. The experience of having entered previously did not put them off wanting to come back and have another go. They valued the information and feedback they received from the judging process and they wanted to showcase what they had implemented and achieved. One return entrant couple, Michael and Karen Blomfield from Otautau

in Southland went on to be the Regional Supreme Winners for Southland.

All the regions in the Ballance Farm Environment Awards, Northland, Waikato, Bay of Plenty, East Coast, Horizons, Greater Wellington, Canterbury, Otago and Southland had successful programmes and the numbers of people they had attending their awards was well up on last year. For me it is very pleasing when attending the awards to have the opportunity to catch up with past entrants and Supreme Winners. What gives me a great degree of stratification is how proud they are to have been part of something positive, worthwhile and rewarding: they do enjoy seeing their industry, agriculture and horticulture, having this opportunity to be recognised and rewarded for excellence.

Long may it continue.

Resourcing

With the success of what the NZFE Trust has achieved and continues to achieve, the resources of the business have been stretched a bit of late. One of the contributing success factors is the number of volunteers who return each year to be part of the regional committees and the management teams. These teams are made up of farmers, some of whom are past entrants, sponsor representatives and rural professionals.

Their contribution and commitment is outstanding and we are indeed indebted to every volunteer for the time they willingly commit.

Underpinning them is a team of Regional Coordinators who are contracted to manage the administration and business operations of each region. They too are a dedicated group of people who work tirelessly and deliver exceptional results.

As mentioned by the Chairman, the NZFE Trust has committed to adding additional leadership and administrative capability by establishing an Executive Administrator position. Clare Rosser has been appointed to this position. Clare joins the team with a wealth of agribusiness/administration experience having worked for Federated Farmers for a number of years. It is great to have Clare on board and she has hit the deck running so to speak having taken on the position at the time the planning was well underway for the 2013 awards programme.

With Clare taking on a lot of the administration side of the business that I previously managed, it will allow me to focus on delivering on the NZFE Trust Strategy and the Ballance Farm Environment Awards Vision. A key consideration of this necessitates maintaining and enhancing existing relationships and fostering new ones.

Relationships

Over the years, the NZFE Trust has established strong relationships with a whole host of businesses.

We have forged sponsorship relationships with a number of premier agribusinesses, all of whom are committed to the NZFE Trust and the Ballance Farm Environment Awards programme. It is of interest that there has not been a lot of turnover of sponsors and as commented by the Chairman, we are now at a full compliment with Donaghys Industries and Meridian Energy joining naming right sponsor, Ballance Agri-Nutrients and other sponsors, PGG Wrightson, LIC, Hill Laboratories, Beef + Lamb New Zealand, Massey University and WaterForce.

Regional Council partnerships are an essential part of the mix, particularly for the Ballance Farm Environment Awards programme. Their rural ratepayers are our entrants and it is pleasing to see Regional Councils picking up on the success of entrants and promoting them as exemplars.

This sort of activity needs to be encouraged and I look forward to working closely with the Regional Councils to achieve this. Furthermore, we wish to continue to have staff from the Northland, Waikato, Bay of Plenty, Hawke's Bay, Horizons, Greater Wellington, Canterbury and Otago Regional Councils and the Gisborne District Council participating in the regional awards programmes by way of involvement on management committees and judging.

This year I attended the Fielday on the property of the Waikato Regional Supreme Winners, Chris and Vikki Nicholson. It would be fair to say I do not attend many Fieldays, this was the second I have

attended. I have always considered that if I got too up front and personal with agriculture I would lose my objectivity for my role as General Manager. Furthermore, farmers at these events enjoy spotting the guy with the shiny gumboots that do not get much wear, as was the case at Chris and Vikki's, I was spotted.

However, what struck me was that the Chairman of the Waikato Regional Council, Peter Buckley and Council staff were there and they presented. Yes they do have a regulatory role to perform but they were there mixing it with farmers and whilst not everyone was a cheerleader for the Council, they appreciated the fact they were there. This is another great example of what partnerships and relationships can and do achieve and we wish to encourage this.

The NZFE Trust has also established strategic partnership relationships with Fonterra, the QEII National Trust, the Ministry for Primary Industries, formerly MAF, DairyNZ and Federated Farmers and as mentioned by the Chairman, Rabobank has joined this influential team. All these entities have strong rural influences and as such are key partners for the NZFE Trust.

When you look at the aforementioned groupings, the NZFE Trust and the Ballance Farm Environment Awards do have an immense powerbase of influential agribusiness, all of whom have different drivers but all of whom have a strong sustainability focus as well as community responsibilities.

The resourcing capabilities of the NZFE Trust has introduced will enable us to have a stronger relationship role and I look forward to meeting with and working with key personnel so as to develop leveraging opportunities that will be benefit everyone.

As mentioned previously, we have a great product and a great brand and we wish to have the opportunity to promote both by way of the sponsorships and partnerships we have established. It is a huge vote of confidence in the NZFE Trust that these companies and organisations have made their brand available to us to use to promote the work of the NZFE Trust and the Ballance Farm Environment Awards.

It is because of the product and the brand that we have been approached by another Regional Council about taking the Ballance Farm Environment Awards into their region. This is work in progress but the discussions to date are very positive and if we add another region, it will go just that bit further of establishing the Ballance Farm Environment Awards as national programme. Watch this space.

National Award

At the 2011 Sustainability Showcase in Hastings, the inaugural National Ballance Farm Environment Award Winners and recipients of the Gordon Stephenson Trophy were announced, the winners being Grant and Bernie Weller of Southland.

This was a new initiative for the NZFE Trust having a National Winner. The benefit of hindsight is a wonderful thing and in looking back at the awards, what they had achieved and the way forward, the introduction of a National Winner was the right thing for the evolution of the Ballance Farm Environment Awards.

Of immense importance to this new initiative was the buy-in from sponsors and partners, they all embraced the concept and encouraged the NZFE Trust to go for it and go for it we did.

I had the pleasure of accompanying Grant and Bernie of a "tour of duty" throughout New Zealand to meet with NZFE Trust and Ballance Farm Environment Awards stakeholders. We stopped off at Parliament Buildings and met with the Minister, the Hon David Carter and Grant and Bernie also presented to the Primary Production Select Committee.

At the end of the week long tour, I am sure that Grant and Bernie were exhausted but they were not overwhelmed. I was very impressed with how they welcomed the challenge of being 'Ambassadors for New Zealand Agriculture' and their overall desire and commitment to the role. I do want to thank all those stakeholders who willingly took the time to meet with Grant and Bernie.

Many thanks to Beef + Lamb New Zealand, Fonterra and MFAT personnel for their great assistance in helping me put together Grant and Bernie's visitation programme in the UK, France and Brussels. And a big thanks to Grant and Bernie for trusting me with the planning and organisation of their offshore visit. I did enjoy working with you both.

I would also like to thank all the 2011 Supreme Winners. The National Winner was a new concept for the Ballance Farm Environment Awards programme and we did not have a lot to base our planning and assumptions on. The feedback we received from the 2011 National Winners was invaluable in planning the programme for the 2012 National Winner selection programme. We appreciated your comments and they did assist us with refining the process for 2012. Thank you.

As the Chairman has mentioned in his report, Blair and Jane Smith are the 2012 National Winners and

I look forward to working with them in the coming year.

Finances

The Treasurer, Joanne van Polanen will comment of the financial performance of the NZFE Trust in her report.

Over the past few years, there has not been a lot of wriggle room in relation to income and expenditure for the activities of the NZFE Trust. In setting budgets we have known what we have to achieve and it has been a matter of allocating expenditure to get the right outcomes. The board has always been mindful that our business activities are reliant on stakeholder monies to fund the business and as such, prudent financial management is a key element of what we do.

Where we have been able to make savings has been by centralising a lot of big budget items, in particular printing and DVD productions. Once again relationships with key suppliers have been crucial in maximising efficiencies.

With a full complement of sponsors and partners for the 2013 awards programme, we may be able to look at other areas whereby we can build upon what we have been delivering to date. However, the key driver will be improvement that will deliver benefits to the NZFE Trust and the Ballance Farm Environment Awards.

Summary

Each year delivers challenges and opportunities and each year delivers great outcomes and highlights and this year has been no exception.

The media coverage the work of the NZFE Trust and the Ballance Farm Environment Awards achieves has been exceptional this past year. Part of this has been to do with the introduction of the National Winner programme; it has captured a lot of attention.

We still struggle to get coverage in the major daily newspapers throughout New Zealand; they seem to be preoccupied with entertaining rather than informing. However, having said that there are exceptions and the stories written by Jon Morgan from Wellington do find their way into daily newspapers, Jon is a great supporter of our work. Furthermore the coverage we receive in rural specific publications has been excellent.

A highlight for us this year is that three past Supreme Winners have featured on Country Calendar and I know that others are in the pipeline.

The NZFE Trust has been indeed fortunate to have a number of visionary people serving as Trustees and it is a pleasure to work with them.

I would like to pay tribute to Jim Cotman who has indicated he is not seeking re-election at the Annual Meeting in October 2012. The NZFE Trust, the Ballance Farm Environment Awards programme and farmers throughout New Zealand have benefited immensely from Jim's commitment to the ethos of sustainability, what he lacks in stature he certainly makes up for in drive and determination. For me personally it has been an absolute pleasure to work with Jim and I thank him for his support and the friendship both he and Raewyn have always extended to me.

Knowing Jim like I do, he will have the NZFE Trust and the Ballance Farm Environment Awards in his blood forever.

As I have commented on many occasions, the success of the Ballance Farm Environment Awards is because of where it all starts, in the regions. Committee Chairs, Judging Coordinators, Management teams and Regional Coordinators all have the desire to make the Ballance Farm Environment Awards programme a feature of their community and they do it in style. Thank you all for what you commit and achieve.

Here's to another great year and ensuring that the Ballance Farm Environment Awards continues to build upon the successes of the past.

David Natzke
General Manager

New Zealand Farm Environment Trust Strategic Plan

To promote sustainable farming practices to protect and enhance the environment

New Zealand Farm Environment Award Trust Partners



Ministry for Primary Industries
Manatū Ahu Matua



What we want to achieve

**Recognised
Leader in
Sustainability Awards**

**Business Growth Across
all Enterprises**

Partner of Choice

Financially secure

2012-2013 Actions

Regularly communicate Trust Strategy and Policy with our Strategic Partners, Regional Council Partners, Sponsors and BFEA Regional team (General Manager and Trustees responsibility).

Encourage the use of the webpage as a trusted source of sustainable farming information.

Provide leadership, to the BFEA Regional networks to maintain consistent and credible national standards.

Continue to enhance the National Showcase and National Award.

Provide regular, direct updates to Ballance Agri-Nutrients.

Ensure all NZFE Trust Joint Venture programmes deliver to expectations.

Establish a further region for BFEA Programme by 2013.

Establish opportunities for an Alumni development.

Establish relationships with other relevant farming awards.

Achieve ongoing financial stability by meeting Financial KPI's.

Key Performance Indicators

- Government recognition
 - Financial support
- Farmer recognition – Annual Survey
- Agribusiness recognition – Media financial support
- Secure mutually agreed Regional Council partnerships

- Retain current sponsors of BFEA
- Regional awards growth
- Positive enterprise growth
- One new partnership project
- Alumni / network established

- Highly public primary sector support
- Ongoing partnerships and financial support
- Demonstrating leadership in promoting on-farm environmental management improvements

- Achieve & maintain annual positive budget
- Secure 3 year rolling funding across enterprises
- Well funded regional committees
- Established working relationships

Pathways to achieve Strategy

**Well informed
Governance Team**

**Administration
leadership**

**Ongoing Policy
Development**

**Communication
and Information**

**Seek Competitive
Advantage**

**Strong
Relationships**

Our Vision

To work alongside the NZFE Trust as the **Ballance Farm Environment Awards (BFEA)** to promote sustainable farming practices to protect and enhance the environment

Business Objectives

- To encourage farmers and landowners to participate in the Awards and other events aligned to the NZFE Trust banner.
- To use the BFEA brand to actively support NZFE Trust as a leader in the promotion of sustainable land management.
- To maintain mutually beneficial partnerships between sponsors, Regional Councils, supporters and volunteers across the regions.
- To manage the business professionally and efficiently.
- To have the BFEA recognised for the contribution it makes to promoting good sustainable practices.

Actions

- Run awards in each associated region across New Zealand.
- Use sponsors/supporters to encourage entries.
- Set targeted number of entries across regions/categories.
- Annually update the environmental sustainability criteria and related practices on farms.
- Provide positive media stories.
- Seek and secure regional partners
- Showcase regional winners.
- Maintain a close association with all parties.
- Retain a team of sponsors farmers see as credible.
- Ensure all processes are transparent.
- Work within budget.
- Partnership field days/venues for promotion.
- Encourage & support funding opportunities

Measures of Success

- Increased New Zealand-wide participation.
- Consistent entry numbers per region.
- Measure targeted entry numbers are achieved.
- Share of 'Awards' media.
- Successful partnerships.
- Annual Sustainability Showcase recognised as premier event.
- Signed up team of engaged sponsors.
- All accounts paid on time.
- Clear audit.
- Demonstrated farmer use of sustainable practices.

National Sponsors



Regional Partners



Treasurer's Report



It is my pleasure to be reporting on the financial results of the New Zealand Farm Environment Trust for the year ended 30 June 2012. The accounts carry an unconditional independent audit certificate.

This year's annual accounts mark the second year of changes to the format of the annual accounts as the NZFE Trust moves towards a transparent allocation and recognition of the four enterprises presently administered. These changes are reflected in the comparison of 2011 and 2012 figures with cost amalgamations being reported against their enterprise. This supports the NZFE Trust's strategy of financial security and business growth across all enterprises.

General Manager, David Natzke, and Clare Rosser, Executive Administrator, have worked diligently to assist the changes that have been made to the financial reporting system. A review and allocation of time has allowed the cost of administration to be recorded against each enterprise.

The Ballance Farm Environment Awards continue as the flagship enterprise for the NZFE Trust. The Awards begin in the regions through the planning and dedication of management teams made up of sponsors, Regional Councils, farmers and partner volunteers. The awards are held in nine regions with the Regional Council boundaries forming the regional award boundaries.

This year the Waikato Region elected to have their regional funding administered by the NZFE Trust bringing the total number of regions fully funded by this method to five. Two Regional Councils directly fund their awards programme through a Memorandum of Understanding with the NZFE Trust.

The NZFE Trust fully funds the Southland region as Environment Southland do not grant financial

support and partially fund the Otago region due to the Otago Regional Council meeting 50% of amount committed by other Regional Councils.

The seven regions funded by the NZFE Trust receive a budget to fund all award related activities with the NZFE Trust coordinating and managing the funding of DVD productions, public relations and printing of regional brochures and information for all nine regions.

Income for the BFEA programme increased due to the addition of WaterForce and the Waikato Regional Council sponsorship.

This year the Ballance Farm Environment Awards income records \$8,435 of Regional Income from six regions who sold a number of tickets to support the 2012 award evening. This coming year additional income from ticket sales will provide the Regional Management Committees with the opportunity to grow their 2013 regional award programme. The NZFE Trust congratulates and supports the resourcefulness of regional committees to recognise opportunities where they can grow their awards and meet their budget.

The Ballance Farm Environment Awards expenses are now recorded as General Administration Expenses and Regional Expenses which directly relate to operating the awards in the regions. The new Coordination heading refers to all regional and national coordination that is required to administer the awards and support the regions. While it is always pleasing to see a positive figure at the bottom of a balance sheet it also offers a positive foundation to progress. The role of Executive Administrator will operate for the full year in 2012/2013 and the coordination, administrative and financial support that will be given to regions will give them the opportunity to fully utilise the NZFE Trust regional funding.

Growth and delivery of the Ballance Farm Environment Awards programme is important to ensuring that sustainable farming practices are promoted to all New Zealanders.

Sponsor support and contribution to the National Showcase is recognised in the Financial Report with the sponsor contribution to the Showcase recorded as an expense to the Ballance Farm Environment Awards enterprise and income to the NZFE Trust.

The National Showcase, held at Parliament, was a traditionally more costly event and budgeted for accordingly. The Sustainability Forum held during the day prior to the Showcase was held at Wellesley Boutique Hotel with sponsors invited to attend and participate in the forum. Federated Farmers and QEII Trust hosted a pre dinner function for sponsors and Supreme Winners which was very well attended and received. The NZFE Trust value the family of partners and sponsors who continue to support the NZFE Trust and its business and who add value, beyond financial, through their attendance and support at Trust events.

The partnership with DairyNZ to deliver the Building Dairy Environment Leaders programme continues to be an excellent joint venture enterprise for the NZFE Trust and a valuable programme for developing environmental leaders within the dairy industry. \$10,233 was carried over from 2011 allowing for a higher number than normal to attend. The NZFE Trust looks forward to developing a similar programme with Beef + Lamb New Zealand in 2013 to support the development of leaders in the livestock farming industry.

The development of the National Award added another step to the process of selecting an ambassador with the introduction of an on-farm visit to all Regional Supreme Winners by two judges. This added extra cost but has proved to be an important part of the judging process and will continue to be part of the National Award budget. The overseas trip was supported financially and in-kind by the MFAT, MPI (formerly the Ministry of Agriculture), Beef + Lamb New Zealand and Fonterra. The NZFE Trust was very grateful for this assistance and will continue to seek financial support for the National Award.

The NZFE Trust is very grateful for the support it has received this year by way of a number of donations. These donations are for this year only and have been very timely.

The interest received of \$21,718 was from a modest reserve investment and largely from the investment of the sponsors annual funds which are held to manage the NZFE Trust's activities throughout the year.

Capital expenditure of \$9,005 was invested in a major revamp of the NZFE Trust website. The website is a valuable resource offering a point of contact, an online option for award entries, an archive of events, award winning farming articles and information on the NZFE Trust and its activities. Maintenance of the website will be managed by the Executive Administrator.

The NZFE Trust records a net surplus after depreciation for the year of \$40,116. This positive result, along with the addition of a new partner and sponsors and the enduring financial and personnel support of present sponsors, provides the NZFE Trust with the momentum and confidence to continue to strengthen and build on the existing enterprises it operates to promote sustainable farming.

Financial support to the NZFE Trust is very evident through the annual accounts but this does not reflect the volunteer support for the Trusts activities. I wish to acknowledge the volunteer support, most notably in the running of the Ballance Farm Environment Awards in the regions, where the volunteer time and effort is immeasurable and crucial to the success of the regional awards and all the enterprises the NZFE Trust operates.

The NZFE Trust is indebted to the partners, sponsors and Regional councils who continue to support the NZFE Trust activities.

I would like to thank General Manager, David Natzke who continues to professionally and diligently manage the NZFE Trust's financial business and Executive Administrator, Clare Rosser who has recently taken on the day to day management of the financial accounts.

Thanks also to the NZFE Trust's accountants, Accountants on London (Hamilton, New Zealand), the NZFE Trust auditor, Staples Rodway (Hamilton, New Zealand) and the NZFE Trust's bankers, ANZ National Ltd for their support.

Joanne van Polanen
Treasurer

National Judging Coordinator's Report



Regional Judging Coordinators met in Wellington on 31 August and 1 September 2011. This meeting began the 2011/2012 Ballance Farm Environment Awards judging year.

Eight regions were represented with Megan Templeton from Southland unable to attend due to work commitments. It has to be noted that August is a busy time work-wise for several Judging Coordinators and an annual meeting is not easy for them to attend at this time of year. It is suggested that this meeting could be held at the same time as the National Showcase event.

The merits of having a two day meeting have to be considered. 2011/2012 saw a big step forward in documentation and general agreement on that documentation. This included Judges' Workbooks, Judges' Manuals and Judging Coordinators Resource Manuals.

Four new Judging Coordinators were welcomed to their first year. This highlighted the need for the manuals mentioned above, as we now have reference material, not only for current Judging Coordinators, but also for incoming Judging Coordinators and Regional Judges. It is important to note that all Judging Coordinators had an input into this material and all regions now use it as their bottom line for judging in their regions.

Barbie Barton must be thanked for her time and input into preparing the Judges' Manuals. This was very much appreciated.

As there was a large amount to agree on, the 2011/2012 meeting was essential. Conference calls may well be all that is required for the 2012/2013 year. This is least time consuming for busy people.

Good communication of ideas between regions is vital. To this end all Judging Coordinators are being

encouraged to attend another region's Judges Training Day, Finals Selection Day or Awards Evening. This is seen as a positive way to help achieve even judging over the country.

This was the second year of the Gordon Stephenson Trophy Award. General agreement saw the modification of the judging process for this award. This began with the regions being required to use judging work books when judging on farm. Accurate and in depth recording and feedback reporting is the result. This led to the National Judging panel being presented with reports that followed the same format.

Two National Judges visited all Supreme Winners' properties this year. It is essential to continue with this in the future. A short report written by these judges should be presented to the National Judging panel judges before panel judging commences.

Even though there was much effort put into making sure Supreme Winners fully understood the national judging process, some still felt they could have done better if better informed. There was in fact a huge improvement on information provided over the first year.

A clear explanation of the difference between the requirements needed to win a Regional Supreme Award and those needed to win the National Award has to be addressed before this year's judging round. This will ensure that regional judging remains focused on the ideals of the Ballance Farm Environment Awards. Regions must understand that choosing a Ballance Farm Environment Award ambassador at the national level can only come after they have selected a Supreme Winner based on the Ballance Farm Environment Awards BFEA judging processes.

All Judging Coordinators submitted to the NZFE Trust requesting a clear explanation on remuneration for their group. This was resolved later in the year and as a result the NZFE Trust will give clear guidelines as to the amount of remuneration and how it will be distributed.

The NZFE Trust acknowledges the importance of the roles the Judging Coordinators play and all other judges and the part they play in the successful running of the Ballance Farm Environment Awards.

Jamie Strang
National Judging Coordinator



Financial Summary

New Zealand Farm Environment Trust

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For the Year Ended 30 June 2012

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New Zealand Farm Environment Trust

Directory

As at 30 June 2012

Nature of Business	Promotion and education of sustainable environmental farming practices.
Trust Formation Date	24 December 2004
Settlor	The Farm Environment Award Trust
General Manager	David Natzke PO Box 693 HAMILTON
Office Holders	Jim Cotman, Chairperson TE KAUWHATA Simon Saunders, Deputy Chairperson, LUMSDEN Joanne van Polanen ASHBURTON
Trustees	Jim Cotman, Te Kauwhata Greg Glover, Hamilton (resigned 27/10/2011) Joanne van Polanen, Ashburton David Cameron, Masterton Bruce Fraser, Tauranga Dougal McIntosh, Wanganui Martin Wallace, Morrinsville Simon Saunders, Lumsden Larry Bilodeau, Tauranga John Bourke, Katikati Royce Kokich, Whangarei
Accountants	Accountants on London Ltd Chartered Accountants 3 London Street HAMILTON
Auditor	Staples Rodway Chartered Accountants HAMILTON
Bankers	ANZ HAMILTON
Solicitors	Sharp Tudhope TAURANGA

INDEPENDENT AUDITOR'S REPORT

To the members of the New Zealand Farm Environment Trust

Report on the Financial Statements

We have audited the financial statements of New Zealand Farm Environment Trust on pages 4 to 13, which comprise the statement of financial position as at 30 June 2012, and the statement of financial performance, statement of changes in trust funds and statement of cash flows for the year then ended, and a summary of significant accounting policies and other explanatory information.

Trustees' Responsibility for the Financial Statements

The Trustees are responsible for the preparation of financial statements in accordance with generally accepted accounting practice in New Zealand and that give a true and fair view of the matters to which they relate, and for such internal control as the Trustees determine is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

Auditor's Responsibility

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with International Standards on Auditing (New Zealand). These standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgments, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation of financial statements that give a true and fair view of the matters to which they relate in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates, as well as evaluating the presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Other than in our capacity as auditor we have no relationship with, or interests in, New Zealand Farm Environment Trust.

Opinion

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

- comply with generally accepted accounting practice in New Zealand;
- give a true and fair view of the financial position of New Zealand Farm Environment Trust as at 30 June 2012 and its financial performance and its cash flows for the year ended on that date.



STAPLES RODWAY
HAMILTON
5 October 2012

New Zealand Farm Environment Trust

Divisional Statement of Financial Performance

For the Year Ended 30 June 2012

	Note	2012 \$	2011 \$
NZFET			
Partnership Income			
Fonterra		50,000	50,000
Ministry of Primary Industry (MPI)		15,000	22,500
NZFET Partnership Fee		25,000	15,000
Total Partnership		90,000	87,500
Joint Venture Income			
Dairy NZ BDEL		70,957	71,000
Total Joint Venture Income		70,957	71,000
Operational Income			
National Award		11,739	-
Showcase		6,246	6,435
Sponsor Contribution to Showcase		47,264	-
Total Operational		65,249	6,435
Other Income			
NZFET Trust Donations		12,241	-
Other Income		4,353	3,478
Interest Received		21,718	20,749
Total Other Income		38,312	24,227
Total Income		264,518	189,162
Less Expenses			
Operational Expenses			
Administration	9	63,117	61,112
BDEL		60,609	40,768
Governance		17,842	18,683
Scholarship		-	14,167
National Award		37,555	14,455
Showcase		94,528	76,599
Total Expenses		273,651	225,784
Deficit - NZFET		(9,133)	(36,622)

These financial statements are to be read in conjunction with the accompanying Notes and the Compilation Report. These statements have been audited.



New Zealand Farm Environment Trust

Divisional Statement of Financial Performance (continued)

For the Year Ended 30 June 2012

Note	2012 \$	2011 \$
Ballance Farm Environment Awards		
Income		
Sponsorship	427,500	387,413
Other Income	6,000	16,170
Regional Councils	143,000	112,717
Public Relations	27,189	35,379
Regional Income	8,435	-
Total Income	612,124	551,679
Less Expenses		
General Administration Expenses		
Administration	72,862	80,380
Public Relations	23,778	26,768
	96,640	107,148
Regional Expenses		
DVD Productions	28,945	35,300
Co-ordination	109,209	87,291
Printing & Stationery	51,439	50,116
Prizes	40,348	40,000
Promotional Design	4,955	1,125
Regional Awards	157,873	108,979
Regional Contributions	20,000	30,730
Website	3,040	5,369
	415,809	358,910
Showcase Expenses		
Sponsor Contribution to Showcase	47,264	-
Total Expenses	559,713	466,058
Surplus - BFEA	52,411	85,621

These financial statements are to be read in conjunction with the accompanying Notes and the Compilation Report. These statements have been audited.



New Zealand Farm Environment Trust

Combined Statement of Financial Performance

For the Year Ended 30 June 2012

Note	2012 \$	2011 \$
Divisional Income		
Deficit from NZFET	(9,133)	(36,622)
Surplus from BFEA	52,411	85,621
Total Divisional Income	43,278	48,999
Less Expenses		
Non Cash Expenses		
Depreciation	2,797	2,932
Loss on Sale of Fixed Assets	365	-
Total Expenses	3,162	2,932
Net Surplus	40,116	46,067

These financial statements are to be read in conjunction with the accompanying Notes and the Compilation Report. These statements have been audited.



New Zealand Farm Environment Trust

Statement of Changes in Trust Funds

For the Year Ended 30 June 2012

	2012	2011
	\$	\$
Revenues and Expenses		
Net Surplus	40,116	46,067
Total Recognised Revenues and Expenses	40,116	46,067
Trust Funds at the Beginning of the Year	431,087	385,020
Trust Funds at the End of the Year	471,203	431,087

These financial statements are to be read in conjunction with the accompanying Notes and the Compilation Report. These statements have been audited.



New Zealand Farm Environment Trust

Statement of Financial Position

As at 30 June 2012

	Note	2012 \$	2011 \$
Current Assets			
Cash & Bank Balance	2	10,881	27,090
Other Receivables	3	7,809	3,614
GST Receivable		29,258	27,501
Current Investments	4	532,918	463,855
Total Current Assets		580,866	522,060
Non Current Assets			
Property, Plant & Equipment	5	8,247	2,404
Total Assets		589,113	524,464
Current Liabilities			
Audit Fee Accrual	6	1,700	1,700
Sundry Creditors	6	116,210	91,677
Total Liabilities		117,910	93,377
Net Assets		471,203	431,087
Trust Funds			
Trust Capital	7	471,203	431,087
Total Trust Funds		471,203	431,087



 Jim Cotman, Chairperson



 David Natzke, General Manager

Date 05-10-2012

Date 05-10-2012



New Zealand Farm Environment Trust

Statement of Cash Flows

For the Year Ended 30 June 2012

Note	2012 \$	2011 \$
Cash Flows from Operating Activities		
Cash was provided from:		
Operating Revenue	848,921	714,839
Interest Received	21,718	20,749
	870,639	735,588
Cash was disbursed to:		
Administration and Operating Expenses	808,780	677,863
	808,780	677,863
Net Cash Flows from Operating Activities	61,859	57,725
Cash Flows from Investing Activities		
Cash was disbursed to:		
Purchase of Fixed Assets	9,005	-
	9,005	-
Net Cash Flows from Investing Activities	(9,005)	-
Net Increase in Cash Held	52,854	57,725
Cash at the Beginning of the Year	490,945	433,220
Cash at the End of the Year	543,799	490,945

These financial statements are to be read in conjunction with the accompanying Notes and the Compilation Report. These statements have been audited.



New Zealand Farm Environment Trust

Depreciation Schedule

For the Year Ended 30 June 2012

RATE & TYPE	% PVT USE	Cost on HAND	OPENING WDV	ADDITIONS	DATE of ADDITION	SALE PRICE	PARTSALE PRICE	PROFIT (LOSS)	DISPOSAL DATE	Cost	CAPITAL GAIN/LOSS	DEPN	ACCUM DEPN	PRIVATE DEPN	ACCUM PRIVATE	CLOSING WDV	
																	512
Plant & Equipment																	
Promotional Screens	15.60D	951	512	-	30/11/07	-	-	-	-	-	-	80	519	-	-	432	
		951	512									80	519			432	
Computer Equipment																	
Website Design	60.00D	-	365	-	01/04/07	-	-	(365)	30/06/12	16,750	-	-	-	-	-	-	
Trademark Promotional Design	60.00D	10,606	1,527	-	14/05/09	-	-	-	-	-	-	916	9,985	-	-	611	
Website Design 2012	60.00D	9,005	-	9,005	01/03/12	-	-	-	-	-	-	1,801	1,801	-	-	7,204	
		19,611	1,892	9,005				(365)		16,750		2,717	11,786			7,815	
TOTAL		20,562	2,404	9,005				(365)		16,750		2,797	12,315			8,247	

These financial statements are to be read in conjunction with the accompanying Notes and the Compilation Report. These statements have been audited.



For the Year Ended 30 June 2012

1 Statement of Accounting Policies

Reporting Entity

New Zealand Farm Environment Trust is a Discretionary Trust.

The financial statements of New Zealand Farm Environment Trust are general purpose financial statements which have been prepared according to Generally Accepted Accounting Practice in New Zealand (NZ GAAP).

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

Statement of Compliance and Basis of Preparation

The trust qualifies for differential reporting as it is not publicly accountable and is not large as defined in the Framework for Differential Reporting. The trust has taken advantage of all available differential reporting exemptions other than FRS 10 Statement of Cash Flows.

The accounting principles recognised as appropriate for the measurement and reporting of the Statement of Financial Performance and Statement of Financial Position on an historical cost basis are followed by the trust. The information is presented in New Zealand dollars.

Specific Accounting Policies

The following specific accounting policies which materially affect the measurement of the Statement of Financial Performance and Statement of Financial Position have been applied:

(a) Revenue

Revenue is recognised on an accruals basis.

(b) Expenses

Expenses have been classified on their business function.

(c) Trade Receivables

Trade Receivables are recognised at estimated realisable value.

(d) Property, Plant & Equipment

Property, Plant & Equipment are recognised at Cost less aggregate depreciation. Depreciation has been calculated using the maximum rates permitted by the Income Tax Act 2007. Gains and losses on disposal of fixed assets are taken into account in determining the operating result for the year.

Plant & Equipment	15.6% DV
Computer Equipment	60.0% DV

(e) Income Tax

Trust is not subject to income tax pursuant to the Income Tax Act 2007.

(f) Goods and Services Taxation (GST)

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



New Zealand Farm Environment Trust

Notes to and forming part of the Financial Statements (continued)

For the Year Ended 30 June 2012

(g) Changes in Accounting Policies

The financial statements have been prepared for the use by the trustees in a management capacity. Divisional statements of financial performance income and expenditure have been re categorised to present more clearly defined areas of operation. Comparative figures have been amended to fall within the revised reporting format.

	2012	2011
2 Cash & Bank Balance	\$	\$
Bank Account Balance		
ANZ Ballance 00 Account	10,881	27,090
Total Cash & Bank Balance	10,881	27,090
3 Current Receivables	\$	\$
Other Receivables		
Sundry Debtors	7,809	3,614
Total Current Receivables	7,809	3,614
4 Current Investments	\$	\$
ANZ Online Call Account	336,220	276,879
ANZ Ballance Term Deposit- 68	196,698	186,976
Total Current Investments	532,918	463,855

ANZ Term Deposit - 98200000480868 -Re-invested at an interest Rate of 4.4%, Maturity Date 23rd February 2013

5 Property, Plant & Equipment

	Cost	Depreciation Charged	Accumulated Depreciation	Closing Book Value
Property, Plant & Equipment 2012	\$	\$	\$	\$
Plant & Equipment	951	80	519	432
Computer Equipment	19,611	2,717	11,796	7,815
Total Property, Plant & Equipment	20,562	2,797	12,315	8,247
Property, Plant & Equipment 2011	\$	\$	\$	\$
Plant & Equipment	951	95	439	512
Computer Equipment	27,356	2,837	25,464	1,892
Total Property, Plant & Equipment	28,307	2,932	25,903	2,404

These financial statements are to be read in conjunction with the accompanying Notes and the Compilation Report. These statements have been audited.



New Zealand Farm Environment Trust

Notes to and forming part of the Financial Statements (continued)

For the Year Ended 30 June 2012

	2012	2011
6 Payables & Accruals	\$	\$
Accounts Payable		
Audit Fee Accrual	1,700	1,700
Sundry Creditors	116,210	91,677
Total Payables & Accruals	117,910	93,377
7 Trust Capital	\$	\$
Opening Balance	431,087	385,020
Plus:		
Net Surplus	40,116	46,067
Total Trust Capital	471,203	431,087
8 Operating Surplus	\$	\$
Net Operating Surplus	40,116	46,067
Depreciation	2,797	2,932
Loss on Sale of Fixed Asset	365	-
(Increase)/decrease in trade and GST accounts receivable	(5,952)	(5,997)
(Increase)/decrease in trade and GST accounts payables	24,533	14,723
Total Operating Surplus	61,859	57,725
9 Fees Paid to Auditor	\$	\$
Audit Fee	1,700	1,700
Total Fees Paid to Auditor	1,700	1,700

10 Contingent Liabilities

The Trust has no contingent liabilities as at 30 June 2012, (2011 Nil).

11 Capital Commitments

The Trust has no capital commitments as at 30 June 2012, (2011 Nil).

About the Ballance Farm Environment Awards

The New Zealand Farm Environment Trust has put in place a forward looking Strategic Plan which has the following key objective:

“To promote sustainable farming practices to protect and enhance the environment”

The objectives of the Ballance Farm Environment Awards are to display to farmers that profitability need not compromise and, in the best examples, can restore and enhance environmental values.

Through feedback and profiling winners, the Awards encourage other farmers to be more proactive in their resource management by providing them with role models for sustainable land management.

The Awards look at whole farm systems and strongly promote the positive. Every entrant is given feedback from specialist judges.

The key question the Ballance Farm Environment Awards asks is:

“Can what is being done now, still be working successfully in 100 years?”

Supreme Winners

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

National Award – Gordon Stephenson Trophy

The recipient of the Gordon Stephenson Trophy will be selected from the 9 regional Supreme Winners and will be announced at the 2013 Sustainability Showcase
– **Prize package TBA**

Principal National Sponsor



Ballance Agri-Nutrients Nutrient Management Award

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



Beef + Lamb New Zealand Livestock Farm Award

This Award recognises the livestock farmer (other than dairy) who demonstrates in a practical way the choices that have been made to farm for the long term. Considerations will be made around the wise use of the land, labour and capital resource available or created. Stock will be well cared for. Stock class and type will be well suited to the land contour and soil type and managed appropriately to suit those soils. – **\$1000 cash/services**



Hill Laboratories Harvest Award

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



LIC Dairy Farm Award

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



PGG Wrightson Land and Life Award

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



Massey University Discovery Award

The Discovery Award is given in recognition of discovery and implementation of economically and environmentally sustainable farming systems. The Award recognises farmers and farming families who have been proactive in seeking or developing knowledge and applying that knowledge to move their farming business to a more sustainable state. The winner, or their nominee, will receive a fees scholarship to further their professional development through a short course (subject to entry requirements), or period of private study, at Massey University.
– \$1000 cash/services



WaterForce Integrated Management Award

The WaterForce Award recognizes the farmer who has developed and implemented integrated water management systems and processes for water used within their farming system. This award will take into account the design of systems and the efficiency of monitoring water usage, water saved and cost effectiveness in any land based farming system.
– \$1000 cash/product



Donaghys Farm Stewardship Award

This Award is for the creation of special places on farm and may include protection and/or enhancement of cultural, historic, or unique natural or manmade features. There is also a need to demonstrate management systems that improve productivity and sustainability.
– \$1000 cash/product



meridian

Meridian Energy Excellence Award

The Meridian Energy Award recognises utilising on farm opportunities to generate or maximise energy efficiently. **– \$1000 cash/product**

Regional Awards

- Northland Regional Council Water Quality Enhancement Award**
- Bay of Plenty Regional Council Environmental Award**
- Waikato Regional Council Water Protection Award**
- The East Coast Farming for the Future Award**
- Horizons Regional Council Award (for the integration of trees)**
- Akura Conservation Centre Lifestyle Farm/Small Block Award**
- Environment Canterbury Regional Council Water Efficiency Award**
- Otago Regional Council Sustainable Resource Management Award**

Regional Partners



Supreme Winners for 2012



NORTHLAND
Clive and Jorja Walden, and
Murray and Liz Walden
Walden Farms Oruaiti Ltd,
Mangonui
Dairy



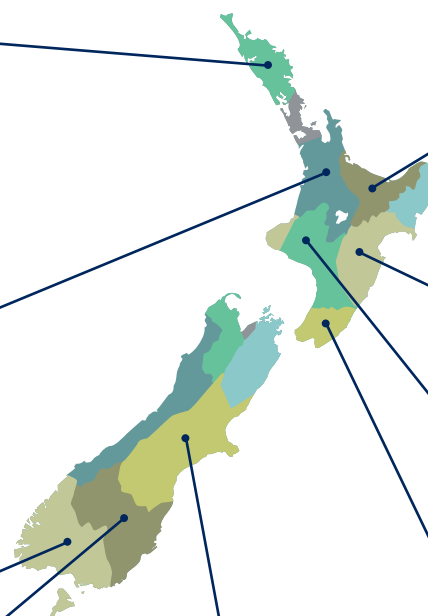
BAY OF PLENTY
Jim and Barbara Hitchcock,
and Rhys and Kim Meredith
Castlerock Farm, Rotorua
Dairy



WAIKATO
Chris and Vikki Nicholson
Hinemoa Quality Producers
Ltd, Pukekawa
Cropping



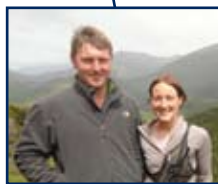
EAST COAST
James and Jane Hunter
Rangitoto, Porangahau,
Central Hawke's Bay
Sheep and Beef



SOUTHLAND
Michael and Karen
Blomfield
Otautau
Dairy



OTAGO
Blair and Jane Smith
Newhaven Farms Ltd, North
Otago
Sheep and beef



CANTERBURY
Dan and Mandy Shand
Island Hills Station, Culverden
High country



GREATER WELLINGTON
Derek and Christine
Daniell, and Simon Buckley
(Manager)
Wairere, Masterton
Sheep and beef



HORIZONS
Rangedale Station
Landcorp Farming Ltd, Paul
and Donna Edwards, Makuri,
Pahiatua
Sheep and beef

Judges Praise Teamwork and Passion of National Farm Environment Award Winners

“Passion, pride and productivity” is the motto Blair and Jane Smith apply to their award-winning North Otago farming business.

The Smiths were named national winners of the 2012 Ballance Farm Environment Awards, collecting the prestigious Gordon Stephenson Trophy at the New Zealand Farm Environment (NZFE) Trust’s Sustainability Showcase in June.

Jane Smith says winning the title was a complete but welcome surprise.

The Supreme winners from the other eight regions were all of an extremely high calibre, she says, and spending time with them was an “inspiring experience”.

“They are all great ambassadors for their industry and for good practice in environmental sustainability.”

Simon Saunders, deputy chairman of the New Zealand Farm Environment Trust and chairman of the national judging panel, said selecting a winner from the nine Supreme winners was no easy task. His experienced judging team, which included Jamie Strang, Warwick Catto, Jacqueline Rowarth, Alistair Polson and Paul Lamont, had to make tough decisions.

“All of the Supreme winners demonstrated a huge amount of passion and commitment – not just for their own farming businesses but for New Zealand agriculture as a whole.”

But the Smiths had the ‘X factor’ and this shone through during the formal interview process.

“Blair and Jane are an absolutely fantastic team and they run a very well organised farming operation with an excellent business plan that focuses not only on production but also on social and environmental goals. They have superb leadership skills and they

demonstrated great clarity of thought on how they could advance the cause of agriculture in New Zealand.”

While sheep and beef production is the mainstay of their farming operation, Simon says the Smiths also have a deep understanding of New Zealand farming and horticulture in general.

“They are deserved winners of the Gordon Stephenson Trophy and they will make excellent ambassadors for New Zealand farming.”

Blair and Jane run Newhaven Farms Ltd – a North Otago sheep, beef, forestry and dairy support operation that spans three family-owned properties totalling 1528ha.

Jane says they entered the 2012 Otago Ballance Farm Environment Awards because they wanted to find out what the competition was all about.

“It was a great opportunity to have specialist judges evaluate our farming business.”

The Smiths certainly weren’t expecting to win the Supreme award on their first attempt.

Winning the National award has capped off a great year for the couple and Jane says they were highly motivated by the achievements of last year’s national winners, Southland farmers Grant and Bernie Weller.

She says she and Blair are ready for the responsibility of being ambassadors for New Zealand agriculture “and showing that productivity and environmental sustainability can go hand in hand”.

Entries for the 2013 Ballance Farm Environment Awards open later this year and Jane urges other farmers to give it a go.

“We’d certainly encourage any farmer to enter the awards. It’s worth it for the judging process alone.”

2012 Sustainability Showcase

**Saturday, 23rd of June
2012 at Parliament
Buildings, Wellington**



Blair and Jane Smith and the Hon David Carter.



Blair and Jane Smith and Grant and Bernie Weller.



Derek and Christine Daniell and Mike Petersen of Beef + Lamb New Zealand.



Michael and Karen Blomfield and Murray King of LIC.



Clive and Jorja and Murray and Liz Walden and Nicole Shadbolt of Fonterra.



Dan and Mandy Shand and the Hon Steve Maharey of Massey University.



Jim and Barbara Hitchcock and Rhys and Kim Meredith and the Hon John Luxton of DairyNZ.



Blair and Jane Smith and Matt Langtry of PGG Wrightson.



Chris and Vikki Nicholson and Roger Hill of Hill Laboratories.



James and Jane Hunter and Ron McFetridge of WaterForce.



Paul and Donna Edwards and Larry Bilodeau of Ballance Agri-Nutrients.





Testimonials from past entrants of the Ballance Farm Environment Awards

Doug and Jeannie Brown's attempts to make their own sheep and beef farming operation as sustainable as possible was recognised in the 2012 Otago Ballance Farm Environment Awards (BFEA). They won the Beef+Lamb New Zealand Livestock Farm Award.

The Browns own two properties south of Oamaru – the 360ha effective homeblock in the Maheno district and a 140ha effective farm to the northeast. They farm beef cattle, winter dairy cows and run commercial sheep and a stud flock.

Doug has judged the Otago Ballance Farm Environment Awards previously, but he and Jeannie were first time entrants in 2012.

"I've always thought it was a good competition, and it's become more and more important as the awareness of environmental issues grows."

He says he and Jeannie entered the awards predominantly to find out if there was anything they could do to improve their farming operation.

"The whole process was very enjoyable, and it gave us a very good picture of where our farm stood in terms of sustainability."

Having two panels of judges look at the farm made the Browns think hard about what they had achieved and what they wanted to achieve in future.



Doug has plans for more shelterbelts and he was able to ask the judges for their opinions on this. His involvement with the competition also inspired him to undertake several smaller projects that had been in the pipeline for some time.

"We'd like to have another go at the competition. It was a very good experience and we learnt a lot from it."

He says entrants should be able to show judges they have clear plans for the future of their farm.

"I'd certainly encourage other farmers to have a go at the awards, even if they don't feel their farm is ready."

Doug and Jeannie Brown
Entrants
2012 Otago Ballance Farm Environment Awards

Frank Portegys almost didn't enter the Waikato Ballance Farm Environment Awards because he felt his family-owned dairy farm wasn't ready.

However, Frank and his wife Wendy eventually overcame their reluctance to enter the 2012 Waikato Ballance Farm Environment Awards (BFEA). They were glad they did as their Tauwhare farm, north of Cambridge, was awarded the LIC Dairy Farm Award and the Ballance Nutrient Management Award.

Frank says BFEA judges provided excellent feedback on the farm and made many useful suggestions.

He says judging was conducted in a non-threatening manner.

"It was just a matter of having a yak as you walk around the farm." In their judging report, BFEA judges noted the Portegys family had made a good start to the farm's riparian planting programme.

Frank says he has been on many farms with mature bush and extensive riparian plantings. "It's hard to compare these farms with those that have just started, but the important thing the judges are looking for is planning."

He says farmers who want advice on riparian planting and other issues should definitely enter the Ballance Farm Environment Awards.

"It's a great way of getting plenty of free advice. You've got nothing to lose by getting involved."

Frank and Wendy Portegys
Entrants
2012 Waikato Ballance Farm Environment Awards



Wairarapa farmers Tim and Belinda White are trying to breed a ewe that will lamb three times in two years.

For the past five years they have been running a trial on their 440ha farm at Matahiwi, about 10km west of Masterton, with the aim of identifying ewes that are capable of lambing every eight months.

Tim and Belinda's trial work won them a Massey University Discovery Award in the 2012 Greater Wellington Ballance Farm Environment Awards.

The Whites were pleasantly surprised when Massey University recognised their work and offered to assist with future trials.

While winning the Massey Discovery Award was a welcome and unexpected bonus of entering the Ballance Farm Environment Awards, Tim says they didn't enter for the prizes. "We liked the look of the Awards because they weren't about being highly competitive. They were more about what you can learn."

"One of the main reasons for entering was to see if our operation was sustainable in the eyes of others

and heading in the right direction, particularly with our development of native plantings and retirement areas over the farm."

Tim says the outside perspective provided by the expert judges was thought-provoking and inspiring.

"The feedback from the judges was great and they provided us with a written report that contained a number of recommendations on changes we could consider in future. It made us take a good hard look at the farm and what we were doing."

Tim says he would certainly encourage other farmers to enter the competition.

"The whole thing was very professionally run and well worthwhile."

Tim and Belinda White
Entrants
2012 Greater Wellington Ballance Farm Environment Awards



Winning the Beef + Lamb New Zealand Livestock Farm Award in the 2012 Northland Ballance Farm Environment Awards was welcome recognition for Okahu farmers John and Lurline Blackwell and their son Peter.

But it wasn't the main reason they entered.

"We weren't looking for glory," John says.

"We just wanted to support the competition and learn more about sustainability."

The Blackwells farm a 345ha sheep and beef property, southeast of Dargaville. 'Summer Hill Farm' runs a small but highly productive sheep flock and finishes around 400 bulls a year. The farm also runs Wagyu-cross steers and heifers on contract.

John says entering the Ballance Farm Environment Awards provided the opportunity to benchmark the farm against other sheep and beef properties.

"We really enjoyed the experience. The judges that came round all had different outlooks and I found that quite challenging and educational."

"I think a lot of farmers can sometimes be a bit reluctant to put themselves forward for competitions like the Farm Environment Awards.



"But we've learnt a lot in the two times we've been involved. I think it is a very important competition because it celebrates the success of farmers and also shows urban people that we are serious about environmental sustainability.

"So I would certainly encourage other farmers to enter."

His advice to anyone worried about the possible scrutiny that comes with entering the awards is: "Don't worry about it, just get on with it".

**John and Lurline and Peter Blackwell
Entrants
2012 Northland Ballance Farm Environment
Awards**

As well as running a 545ha sheep and beef farm at Waimatuku, east of Riverton, Euan and wife Linda are involved in a host of off-farm activities that "keep us young".

All this makes for a busy life, but Euan reckons they have achieved a fairly good balance between the demands of their coastal farm and their off-farm interests.

The judges in the 2012 Southland Ballance Farm Environment Awards obviously thought so too, awarding the Templetons the PGG Wrightson Land and Life Award and the Beef + Lamb New Zealand Livestock Awards.

Euan says preparing for the Ballance Farm Environment Awards was a very useful exercise because it made him and Linda think about what they had achieved over the years and what they wanted to achieve in future.

He admits some arm-twisting was required to get them to enter the awards, but they are very glad they did.

"The judging process was painless and the judges were very constructive in their comments. It was a very positive process and we were delighted to be part of it."



Euan says every farmer should enter the competition because of the knowledge they can gain from it.

"A sheep and beef farm is always a work-in-progress and you never feel the farm is quite ready, but I think most farmers can present a very positive picture of their farm, even if they are only at the halfway stage.

"And there are many other farmers out there with better presented farms and better figures than we have, so I would really encourage others to give it a go."

**Euan and Linda Templeton
Entrants
2012 Southland Ballance Farm Environment
Awards**

A meticulously planned cropping programme is crucial to the success of Landcorp's Rangitaiki Station on the Napier-Taupo highway.

Totalling almost 9,700ha, the Central Plateau sheep, beef, deer, dairy grazing and forestry farm grows significant areas of crop to lift livestock production in challenging climatic conditions

Farm Business Manager Ross Shepherd says a reliable cropping regime keeps the station performing during a relatively short growing season.

Planned with the assistance of a full-time Landcorp agronomist, Rangitaiki's cropping programme impressed judges of the 2012 Bay of Plenty Ballance Farm Environment Awards who awarded the station the Hill Laboratories Harvest Award and the Beef + Lamb New Zealand Livestock Farm Award.

Ross says entering the Ballance Farm Environment Awards gave the station an opportunity to demonstrate "that you can farm both profitably and sustainably on a large scale".

Participating in the competition was a rewarding experience for the station and its staff.

"It made us reflect on what has been done over the last ten years, and I think we all have a sense of pride in what has been achieved."



The judging process was a particularly good exercise for Rangitaiki's management crew. "It was great for our team members to stand up in front of five judges and talk about their side of the business."

Winning two awards was welcome recognition for the effort the team has put in, Ross says. "Our business is always improving. Now that most of our sustainability systems are in place it's a matter of fine-tuning these systems as new technologies come through and as environmental regulations change."

Ross says he would certainly recommend the competition to other farming operations.

**Rangitaiki Station
Entrant
2012 Bay of Plenty Ballance Farm Environment
Awards**

Jim and Lynette Galloway bought their Eketahuna farm in 2006 and are milking about 170 cows this season on a milking platform of 70ha (effective). They also own a nearby run-off, supplementing milk income by rearing extra dairy replacements and farming carryover cows.

Their in-depth knowledge of nutrient management impressed the judges of the 2012 Horizons Ballance Farm Environment Awards (BFEA), who awarded them the Ballance Agri-Nutrients Nutrient Management Award.

Lynette says they are happy with what they have achieved. She says entering the Ballance Farm Environment Awards was a good opportunity for them to show this to others. "We've done a lot of work on the farm and we are very proud of that," she says. "So we thought we would enter the Awards because we had nothing to lose and a lot to gain."

Jim agrees. He says the process of entering the competition made them sit down and reflect on what they'd done over the years and what they wanted the business to achieve next.



"I think being involved in a competition like this is a great motivator because it makes you put your plans into action."

Jim says any farmer who wants to learn more about improving sustainability should enter the awards, even if they are only in the early stages of the process.

He says supporting the competition is important because it produces positive stories for the dairy industry.

**Jim and Lynette Galloway
Entrants
2012 Horizons Ballance Farm Environment Awards**

Hawke's Bay dairy farmers Nick and Nicky Dawson are proud to stand up for their industry.

The Patoka couple, who farm in an equity partnership on two farms northwest of Napier, were winners of the LIC Dairy Farm Award in this year's East Coast Ballance Farm Environment Awards. They also picked up the Ballance Agri-Nutrients Nutrient Management Award in the 2012 competition.

Nicky Dawson says their involvement with the Ballance Farm Environment Awards has been thoroughly enjoyable.

"I think the Awards are a great way to show the rest of the country the good things that dairy farmers are doing."

Nick Dawson urges other dairy farmers to step up and enter the Ballance Farm Environment Awards. As well as representing their industry, entrants can

expect to gain knowledge and be inspired by other like-minded farmers.

"People are scared of losing face, but it's not that type of competition. It's all about being yourself and learning as much as you can."

Nick says the benefits make entering well worthwhile.

"There is definitely no point in sitting on your hands. Get out there and enter."

Nick and Nicky Dawson
Entrants
2012 East Coast Ballance Farm Environment Awards



A leading arable farmer in the Canterbury region, John Evans runs an intensive 245ha (effective) property in the Dorie district.

'Tregynon Farm' finishes stock and grows a range of crops, specialising in seed production. John says water is the life-blood of the farm, and his ability to manage water efficiently was recognised when he won the WaterForce Integrated Management Award and the Ballance Nutrient Management Award in the 2012 Canterbury Ballance Farm Environment Awards (BFEA).

While he was happy to win these awards, his main reason for entering the competition was to see if he was on the right track as far as sustainability goes.

"It was all about the actual journey for me. It wasn't about the prizes, but it was a real honour to be judged by people I have looked up to in my farming career and be deemed by them as worthy of an award."

What he liked about the Ballance Farm Environment Awards was that the judges clearly understood this approach.

He says he really enjoyed the judging process.

"It was a very good experience and I'd definitely encourage other farmers to enter because it is well worthwhile and you can learn so much. I also think it's important that farmers stand up and be counted. We need good farming stories to counteract the bad publicity and show urban people and the wider rural community that farmers are doing their best when it comes to sustainability."

John Evans
Entrant
2012 Canterbury Ballance Farm Environment Awards



National Sponsors



why Ballance Agri-Nutrients continues its support for the Ballance Farm Environment Awards.

It is more important than ever to showcase and celebrate farmers who support and practise sustainable farming. The majority of New Zealanders understand and value the economic contribution made by the nation's pastoral industries. We want to help grow that understanding and the Awards provide an opportunity to show exactly what farmers are doing to minimise the impact farming has on the environment while at the same time growing their economic contribution to New Zealand.

The Ballance Farm Environment Awards entrants, finalists and winners give all New Zealanders confidence that farming will continue to evolve – they are the role models of the agriculture sector, performing at a level that all farmers should be aspiring to.

In addition to its flagship sponsorship of the Ballance Farm Environment Awards since 1995, Ballance is

Farming sustainably is common sense and makes good economic sense too, which is

providing more practical support to help farmers farm more profitably and sustainably through its \$32 million Clearview Innovations research programme, which is part funded by the Government's Primary Growth Partnership.

The seven year programme targets all the major challenges facing farming today; nutrient efficiency, water quality and farm productivity and is focussed on farming profitably with a lighter environmental footprint. It will deliver new knowledge and products that will transform and future proof farming in New Zealand.

By helping New Zealand farmers to be the best in the world at farming productively and sustainably Ballance is proud to be helping to protect the country's clean, green image and the economic contribution that agriculture provides to the nation. Ballance is behind New Zealand farmers all the way and proud to work alongside them, not just through the awards, but through the Ballance co-operative.

It is a great pleasure for Ballance to continue its support of the awards which every year confirm confidence in the calibre of farmers here in New Zealand.



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

Over 2,000 of our staff come to work each day to do our part in helping grow the country. Not only do we do this through the delivery of the right products and services, but also by supporting our rural community.

We are proud to sponsor the Ballance Farm Environment Awards which encourages sustainable land management and shows farmers that profitability can be balanced with

environmental concerns.

The PGG Wrightson Land and Life Award is about the people element of farming and strongly aligns with our vision of helping grow the country. Winners have a keen community spirit and demonstrate a clear understanding of the role they play in local and regional prosperity. Ultimately, the outcome of this community involvement will be a healthy and vibrant rural sector, helping to ensure the future of New Zealand's farming family for generations to come.

PGG Wrightson congratulates all the nominees and winners of the 2012 Ballance Farm Environment Awards and we look forward to once again celebrating the successes of New Zealand farmers at the 2013 Awards.



LIC is one of the oldest farming cooperatives in New Zealand and, right from when the Farm Environment Awards were first launched in 2001, was proud to sponsor awareness and application of the highest standards of environmental sustainability through, initially, the Farm Environment Awards better known today as the Ballance Farm Environment Awards.

Back in 2001 the language was new, but the practice was not, and what the Awards has done has raise the profile of the good work being done on farms around New Zealand, and provide leadership so that these standards have become a goal for more farmers and more mainstream.

As an organisation, LIC applies environmental sustainability principles and practices to all aspects of our business – our offices, vehicles, farms,

products and services; our values and behaviours. Achieving this in any measure comes down to role-modelling and it is in this area that the Ballance Farm Environment Awards plays such an important part. Not only do the Awards recognise individual excellence, but collectively promote and position agriculture as guardians and protectors of nature. LIC is proud to be part of that vision, of that movement.

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

LIC extends its congratulations to the winner/s of this Award, and to all the nominees and winners in the 2012 Ballance Farm Environment Awards.



Hill Laboratories has, since its inception in 1984, been committed

to serving the soil and plant analytical testing needs of the agricultural industry in New Zealand.

Throughout that time Hills has had an extremely positive relationship with their customers, working to ensure the primary industry is at its most productive and progressive.

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

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

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



Beef + Lamb New Zealand proudly sponsors the Livestock Award in the Ballance Farm Environment

Awards, recognising farming practices that support a long-term commitment to sustainability.

The essence of sustainability is in finding a balance between environmental, financial and social values and the awards provide an opportunity to showcase the farmers who are working in this way. Their

stories inspire other farmers to think along the same lines.

Beef + Lamb New Zealand works to provide the tools and information that highlight environmental issues and promote environmental sustainability and so it's good to be involved with the awards which share the same goals.

The awards are also an opportunity to showcase wider environmental and economic benefits for the New Zealand economy.



Massey University is proud to be part of the Ballance Farm Environment Awards and particularly the

Discovery Award, recognising the development and implementation of farming systems that are economically and environmentally sustainable.

New knowledge or research is about discovery and this is highly valued at Massey University. We nurture the expertise and skills needed to explore new frontiers and to apply new information to developing the technologies and processes needed. We are committed to our research programmes and to research-led teaching and learning. We are also dedicated to working with industry leaders to ensure our research and teaching delivers what's wanted.

Each year Massey graduates with degrees ranging from agricultural and veterinary environmental science to international agribusiness take the next step in roles building New Zealand's economy.

Together they provide New Zealand with the latest knowledge and expertise across the food value chain, from smart production systems to food product development and from market research to developing international trade. Just as the primary production sector is critical to our country, Massey is the engine of the new New Zealand

Discovery Award

The Discovery Award is given in recognition of discovery and implementation of economically and environmentally sustainable farming systems. The Award recognises farmers and farming families who have been proactive in seeking or developing knowledge and applying that knowledge to move their farming business to a more sustainable state. The winner, or their nominee, will receive a fees scholarship to further their professional development through a short course (subject to entry requirements), or period of private study, at Massey University.



WaterForce joined the Ballance Farm Environment

Awards sponsorship team in 2012. We have had a great introduction to the awards and are proud to be part of an organisation which promotes sustainable, proactive farming. The awards give us the opportunity to promote our industry while recognising and acknowledging those farmers who are leaders within New Zealand.

The WaterForce Integrated Management Award recognizes farmers who have successfully

implemented water management systems and processes within their farming operation.

We believe water is one of our most precious resources. Efficient, sustainable and reliable water systems are vital to the running of a successful farming operation. We are dedicated to protecting this valuable resource for the future.

WaterForce supplies, installs and services a complete range of water, wastewater and irrigation products. With 10 branches nationwide, we are well-positioned to offer solutions for all types water related systems.



meridian

Meridian is proud to support the 2013 Ballance Farm Environment Awards with the new 'Meridian Energy Excellence Award'.

We recognise and applaud farmers who care for and respect their environment, and who adopt farming practices that preserve and protect the land for future generations. Their philosophy is a natural fit with our own: we're committed to sustainability in everything we do, and

to working with farmers and communities to create a better energy future for all New Zealanders.

As the country's largest renewable electricity generator and a nationwide electricity supplier, we understand that power is fundamental to every farming business. That's why we offer the services of a dedicated Agribusiness electricity team, and energy solutions designed to suit farmers' unique and specialised needs.

DONAGHYS

Donaghys is pleased to be associated with the New Zealand Farm Environment Trust and Ballance Farm Environment Awards. The work done by the Trust and the recognition and encouragement inspired by the Awards are very important for New Zealand Agriculture. The need to maximise productivity from the land while ensuring sustainability and environmental care is essential.

Founded in Dunedin in 1876, Donaghys is one of New Zealand's oldest companies with a proud heritage inextricably linked to the land. Donaghys have

invested millions to develop products specifically tailored to improve a farms productivity and/or reduce costs of a farms inputs while protecting the environment. The sponsorship of the Ballance Farm Environment Awards reflects this continued focus and Donaghys on-going commitment to New Zealand farming.

Donaghys are pleased to support the NZFE Trust in re-establishing a farm stewardship award. The ability to ensure a balance between managing sustainable productivity while developing or protecting unique habitat deserves recognition.

Regional Partners



The Northland Regional Council introduced the awards to the Northland region in 2005-06, in

partnership with the New Zealand Farm Environment Award Trust.

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

The awards reflect our role as environmental guardians, while encouraging the sustainable use of

our region's resources to promote economic growth. The feedback and winners' profiles encourage other farmers to be proactive with their resource management as part of an economically viable agricultural enterprise.

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

Craig Brown
Chairman
Northland Regional Council



Waikato Regional Council's vision is of the Waikato "Competing globally, caring locally". It puts into a nutshell our focus on ensuring we

have a strong, competitive economy whilst carrying out local actions that protect our environment and our reputation in international markets.

The council's ongoing involvement with the Ballance Farm Environment Awards is part of that work. We're also working hard with all our other partners – including iwi, the agriculture sector and farmers generally – to achieve our aims.

Collectively, we made some good progress in 2010-11 with, for example, higher levels of farmer compliance

with dairy effluent management rules.

One of our challenges during 2011-12 and beyond is to develop new policy which better protects the land and water resources which underpin our economy and way of life.

I look forward to working with the New Zealand Farm Environment Trust and others in the agriculture sector towards the achievement of this important goal.

Peter Buckley
Chairman
Environment Waikato



Bay of Plenty Regional Council has been a sponsor of the Ballance Farm

Environment Awards for 11 years.

The awards, and in particular the Bay of Plenty Ballance Farm Environment Award sponsored by the Regional Council, support and encourage sustainable farming practices.

Sustainability is about practical, on-going actions and decision-making on the farm. It's about establishing life-time habits and the way things are done so that

everyone wins.

We're continually impressed with the commitment and drive shown by those who enter the awards, and by their willingness to learn from and to share with others.

We continue to be involved because we recognise the environmental and economic benefits that the region can achieve through sustainable farming.

John Cronin

Chairman

Bay of Plenty Regional Council



Tena koutou no matau
o te Tairawhiti.

Toi tu te Whenua
whakangarongaro te tangata – the land is here
forever as people come and go.

The Ballance Farm Environment Awards are now well bedded into Gisborne District Council support role in environmental stewardship. The awards are an opportunity to share your knowledge and by participating, you can help our region and and nation grow our wealth in a sustainable way.

Innovation, attitude and competence are the key factors to grow and sustain our businesses, the clean green part certainly adds to making the New Zealand Inc brand one of the best brands in the world.

The Ballance Farm Environment Awards sets the standard of a common vision across the nation for sustainable management. Our land based businesses were pleased to participate. The awards process help people from our region to communicate with other land businesses across the nation, sharing ideas and learning of each other.

Thanks to all the sponsors and our volunteers who went from farm to farm to judge the entrants. Big vision local implementation is the key to regional success, so I look forward to the coming competition.

Kia ora,

Meng Foon

Mayor

Gisborne District Council



The Hawke's Bay Regional Council sponsors the Ballance Farm Environment Awards for the Eastern

Region, along with Gisborne District Council. The event embodies best practice and innovation through a high calibre of entrants.

Following the inaugural East Coast event in 2009, HBRC continues to back this opportunity to achieve more and showcase local contributions to sustainable farming in New Zealand.

The Ballance Farm Environment Awards combines the best of farming with the reality of business management and the need for landowners to envision 'leaving the land better than when they started'. It's a big job, and we are proud to see that Hawke's Bay and Gisborne landowners have

confidence in their abilities as long-term stewards of the land.

The 2012 Supreme Winners, James and Jane Hunter of 'Rangitoto' in Porangahau displayed outstanding knowledge of trees, wildlife, soils, stock and the overall financial and environmental performance of their farm.

We are pleased to include the Ballance Farm Environment Awards in our mix of regional awards to encourage sustainable farming practices, good economics, and reward farming leadership along the East Coast.

Fenton Wilson
Chairman
Hawke's Bay Regional Council



Horizons Regional Council support the Ballance Farm Environment Awards as a vehicle to showcase best environment

management practice on farms within our region.

This year's award winners, Paul and Donna Edwards, of Rangedale Station near Pahiatua, showed that environmental stewardship can be achieved while still running an economical and sustainable farm.

These awards are invaluable as they not only

recognise successful farmers in our region, but they also provide opportunities for farmers, industry and the Regional Council to listen to the ideas of entrants and to learn from the different approaches they take.

Horizons have been involved with the Ballance Farm Environment Awards since 2004 and appreciates the value the awards play in supporting our role in protecting and enhancing the environment.

Bruce Gordon
Chairman
Horizons Regional Council



Greater Wellington Regional Council is proud to continue to support the Ballance Farm Environment Awards.

By promoting and recognising innovative approaches to sustainable land management, the awards help farmers find practical solutions to sustainability issues, while at the same time provide a unique opportunity to share innovative farming practices amongst peers.

A key element of the awards is that they show that

profitability can successfully be combined with restoration and with enhancement of environmental values. Our judges, many who are volunteers, also gain important insights from their participation, which is reflected in their on-going involvement and commitment to the awards.

It is a pleasure to continue our involvement with the awards and we look forward to continuing success for landowners, sponsors and volunteers.

Fran Wilde
Chair
Greater Wellington Regional Council



Environment Canterbury is delighted to have an ongoing association with the Ballance Farm

Environment Awards as a Regional Partner.

The awards have proven to be key in celebrating and acknowledging the importance of environmentally sustainable, profitable farming operations in Canterbury.

Farming is moving in to an era where farm productivity and environmental outcomes are not mutually exclusive, and technology and information is playing its part in enabling this.

The awards encourage best practice on-farm management and celebrate farmers who run socially, environmentally and financially sustainable businesses.

For this reason we are delighted to support an initiative that recognises farm management that is good for business and good for the environment. This can only be good for the future prosperity of our region.

The on-farm field days held following the awards' conclusion are a particular highlight for us as they are a celebration of excellence in farm management and provide a useful demonstration for farmers to learn new approaches.

We would like to commend each entrant, and all those involved in running the awards for their hard work in promoting sustainable farming practices.

Dame Margaret Bazley, ONZ, DNZM, Hon DLit
Chairperson
Environment Canterbury



The Otago Regional Council (ORC) has supported the Ballance Farm Environment Awards (BFEA) for several

years. ORC congratulates all land managers, from across Otago's primary production sector, who have entered the awards and demonstrated that they have achieved high standards of sustainable farm management.

Life on any type of farm is complex and busy, and balancing environmental, economic and social issues in this working environment is an art and a science. The BFEA directly assist this creative process, and

in doing so supports resource management policies that ORC has developed that call for land managers to manage their water and land resources in a sustainable way. We value our association with them.

The BFEA also help farmers develop and share their knowledge of the latest quality farm management practices which play a part in maintaining New Zealand's position as one of the world's most innovative agricultural producers.

Stephen Woodhead
Chairman
Otago Regional Council

Strategic Partners of the New Zealand Farm Environment Trust



Dairy for life

Continuously improving our environmental sustainability is a cornerstone of Fonterra's business and is key to ensuring dairying's future. We are committed to the dairy industry and balancing economic, environmental and social concerns.

That's why we are proud to support and partner with The New Zealand Farm Environment Trust and the Ballance Farm Environment Awards. These awards give our farmers practical examples of how

farming systems can effectively drive production and profitability while protecting the land that's so important to us.

The role models celebrated in the Ballance Farm Environment Awards are living proof that farmers do take the environment seriously and recognise the need for responsible practices. By awarding these top performers, we show all farmers that practicing sustainable farming is the way we will take care of what makes us unique, for today and tomorrow's generations.



QEII National Trust
Open Space New Zealand
Ngā Kaiārahi Papa

Much of our unique natural heritage is found on private land and can only be protected with the goodwill and hard work of landowners. The QEII National Trust helps landowners identify and protect special natural features on their land and secure long term protection of these places by way of an open space covenant.

QEII covenantors and the many other farmers

nominated for the Ballance Farm Environment Awards are inspirational guardians of our productive landscapes and the biodiversity values found on their land.

The QEII National Trust is proud to be a supporter and partner to the New Zealand Farm Environment Trust and share in acknowledging and celebrating the very best in sustainable farming practice in New Zealand.



Profitability. Sustainability. Competitiveness.

DairyNZ is proud to be a partner of the New Zealand Farm Environment Trust.

The Trust delivers the Building Dairy Environment Leaders programme in partnership with DairyNZ. It is a project which we fund to give dairy farmers an insight into sustainability issues and the leadership

skills to help them lead on solutions.

Growing the skills of dairy farming leaders is important work and we are pleased this partnership is delivering to the high expectations of our farmers.

Dr Rick Pridmore

DairyNZ Strategy and Investment Leader for Sustainability

Ministry for Primary Industries
Manatū Ahu Matua



The Ministry for Primary Industries (MPI) is proud to be a

partner of the New Zealand Farm Environment Trust. Now more than ever, the productivity and export performance of our primary industries is paramount to New Zealand's well-being.

MPI works across all aspects of primary production and is committed to growing and protecting New Zealand. The challenge in front of all of us today is to grow more of our quality products while minimising the impact of our activities on the natural environment. To do this, MPI is focused on partnering with, and enabling stakeholders across the

primary sectors.

The value of the Ballance Farm Environment Awards is that they recognise people who can be role models for all farmers and growers. The stories of all entrants – your philosophies, your experiences and your achievements – are invaluable to encourage your peers.

MPI thanks all entrants for your commitment to farming for the future. The awards' emphasis on shared expertise helps create partners in sustainability across the primary sector, and enables everyone involved to enhance their management of land and resources.



Federated Farmers and the NZFE Trust: Farming for Generations

Federated Farmers is proud of its partnership with the New Zealand Farm Environment Trust. We are committed to sustainable and profitable farming for New Zealand and our support of the NZFE Trust fits well with this commitment.

We can only be sustainable if we look after the water and land with which we farm. We must continue to grow our businesses but not at the expense of the environment. It's about building resilient farms. There are already many New Zealand farmers doing this very well, these awards celebrate and showcase these environmental leaders so that others can learn and be inspired.



Rabobank

Rabobank New Zealand is part of the International Rabobank Group, the world's leading food and agribusiness bank. As a specialist lender to the food and agribusiness sector, Rabobank is focused on the long term viability and sustainability of New Zealand agriculture. That's why we are proud to partner with the New Zealand Farm Environment Trust, an organisation that shares this focus.

Sustainability has always been at the heart of Rabobank. It is integral to who we are and how we operate. This incorporates a focus on sustainability-orientated banking in areas including renewable energy, bio fuels and clean technology.

We are delighted to partner with the New Zealand Farm Environment Trust and are committed to working with the Trust to promote sustainable farming practices and the protection of the environment.

Directory

TRUSTEES

Chairman

Jim Cotman

Deputy Chairman

Greg Glover (resigned 27/10/2011)

Simon Saunders (appointed 27/10/2011)

Treasurer

Joanne van Polanen

Secretary

Martin Wallace

Trustees

Jim Cotman, Te Kauwhata

Greg Glover, Hamilton (resigned 27/10/2011)

Joanne van Polanen, Ashburton

David Cameron, Masterton

Bruce Fraser, Tauranga

Dougal McIntosh, Wanganui

Martin Wallace, Morrinsville

Simon Saunders, Lumsden

Larry Bilodeau, Tauranga

John Bourke, Katikati

Royce Kokich, Whangarei

AUDITOR

Staples Rodway

Hamilton

SOLICITORS

Sharpe Tudhope

Tauranga

ACCOUNTANTS

Accountants on London Ltd

Hamilton

BANKER

ANZ National Bank Ltd

Hamilton

GENERAL MANAGER

David Natzke

EXECUTIVE ADMINISTRATOR

Clare Rosser

REGIONAL CO-ORDINATORS

Chris Martin, Northland

Tracy Brown, Waikato

Kirsten Winter, Bay of Plenty

Kate Taylor, East Coast

To be advised, Horizons

Angeline Colquhoun, Greater Wellington

Jocelyn Muller, Canterbury

Camille McAtamney, Otago

Helen van der Linden, Southland

NATIONAL JUDGING CO-ORDINATOR

Jamie Strang

JUDGING CO-ORDINATORS

Lousie Wilson, Northland

Andrea Hanna, Waikato

Margaret Wright, Bay of Plenty

Lloyd Fitness, East Coast

Dave Harrison, Horizons

Barbie Barton, Greater Wellington

James Hoban, Canterbury

Judy Miller, Otago

Megan Templeton, Southland

COMMITTEE CHAIRS

Ben Smith, Northland

Adrian Brocksopp, Waikato

Bruce Calder, Bay of Plenty

Bruce Wills, East Coast

Shelly Dew-Hopkins, Horizons

David Marsh, Greater Wellington

Joanne van Polanen, Canterbury

Simon McAtamney, Otago

Jeff Keen, Southland

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