

Annual Report

2020/21



CONTENTS

- 3 Agenda of the 46th NZDFA AGM
- 4 Minutes of the 45th NZDFA AGM (virtual conference)
- 8 NZDFA Executive Committee Chair's report
- 11 A perspective from the NZDFA Executive Committee
- 13 DINZ Producer Management team's report
- 14 Constitutional matters
- 16 Motions and remits
- 17 NZDFA financial report
- 18 Independent Assurance Practitioner's Review Report
- 19 Review of accounts

Cover photo: This well-attended workshop on making supplements at Russell Rudd's farm near Rangiora was supported by the Canterbury branch of NZDFA.

Right: Attendees at the 2020 Next Generation programme visiting Te Maire, the farm of George Williams and Laura Billings in Central Hawke's Bay.

Photos: Phil Stewart.



NOTICE OF MEETING

New Zealand Deer Farmers' Association: 46th Annual General Meeting



Notice is hereby given that the 46th Annual General Meeting of the New Zealand Deer Farmers' Association (Inc) will be held on Tuesday 18th May 2021 commencing at 8.30am in the conference room at Bill Richardson Transport World, Invercargill.

The Chair and Executive Committee of the NZDFA invite all NZDFA members and industry interested parties to attend.

2021 Proxy forms can be downloaded here >> www.deernz.org/members-section/useful-documents-and-publications

AGENDA

46th NZDFA AGM, Tuesday 18th May 2021 commencing at 8:30am

1. Apologies
2. Appointment of scrutineers
3. Obituaries
4. Notification of further items of general business
5. Confirmation of agenda
6. Confirmation of the minutes of the 45th AGM of the NZDFA (Inc)
7. Matters arising from the minutes
8. Executive Committee Chair's report
9. Financial report
 - a. Approval of the 2020/21 reviewed financial statements
 - b. 2021/22 Budget (motion of approval sought)
 - c. Motion of confirmation for Executive Committee honoraria
 - d. Motion of appointment of financial accounts reviewer
10. Constitutional amendments (if any)
11. Executive Committee remits (if any)
12. NZDFA branch remits (if any)
13. DINZ Board producer appointment. Candidate addresses to the AGM.
14. General business
 - a. Confirmation of NZDFA Executive Committee and SAP appointments
 - b. Any other business

MINUTES OF THE NEW ZEALAND DEER FARMERS' ASSOCIATION 45th ANNUAL GENERAL MEETING

Thursday 21 May 2020, at 7:30pm
Virtual conference via Zoom

The NZDFA chair John Somerville called the 45th AGM to order at 7.30m. He welcomed about 44 Internet Zoom-based attendees and called for notification of any apologies.

1. APOLOGIES

Branch chairs

Tom Sanson, Rex Cowley, Ian Bristow

Life members

None notified

Members

Graham and Vicki Patterson, Lynley Stevens, Malcolm Gilbert, Harry Robinson, Keith Orange, Keith Munro, Mike Salvesen, Brychan Morgan and Brad Travis

Moved: *"That the apologies as notified be accepted."*

Moved: John Somerville **Seconded:** Kris Orange
CARRIED

2. SCRUTINEERS

Under the constraints via Zoom teleconferencing scrutineers were not appointed. The chair advised he would ask for ayes and noes separately in any vote and would adjudicate accordingly.

3. OBITUARIES AND REMEMBRANCE

Frances Swann	Geraldine SCNO (<i>Life member</i>)
Jack Pullar	EWSNZ (<i>Life member</i>)
Adrian Moody	Wairarapa
Jim Cameron	Fiordland
Kelvin Kimber	Canterbury
Janet Horrell	Southland (<i>Honorary member</i>)

The meeting recognised the passing of these NZDFA members, past DFA chairs and industry notables with a minute of silence.

Moved: *"That the obituaries be recorded and acknowledged with a moments silence."*

Moved: John Somerville **Seconded:** Grant Charteris
CARRIED

4. CALL FOR FURTHER ITEMS OF GENERAL BUSINESS

One further item was notified by chair John Somerville. The Executive Committee wished to make a tangible contribution of support to farmers affected by the 2020 Hawke's Bay drought with a donation to the East Coast Rural Support Trust.

5. ACCEPTANCE OF MEETING AGENDA

No further items of general business were notified. It was moved that the agenda be accepted as presented.

Moved: Justin Stevens **Seconded:** Grant Charteris
CARRIED

6. CONFIRMATION OF THE MINUTES OF THE 44th ANNUAL GENERAL MEETING

Confirmation of the minutes of the 44th Annual General Meeting of the NZDFA, held at Te Wharewaka Wellington Waterfront 16 May 2019 at 8.30am.

Minutes were and published and circulated in the NZDFA's Annual Report 2019/20 and posted in the NZDFA Annual Report on the www.deernz.org website.

Moved: *"That the 44th AGM minutes as circulated be taken as read."*

Moved: John Somerville **Seconded:** Mark McCoard
CARRIED

Discussion and matters arising: No amendments to the minutes were notified by the meeting.

Donald Whyte asked what the status and response had been to Southland Branch's Remit related to Overseer. The Producer Manager advised that DINZ's Lindsay Fung had interacted directly with the Overseer manager on the issues and had achieved a minor improvement which had been reported in Deer Industry News and direct to the Southland branch.

The chair put the motion: *"That the minutes of the 44th Annual General Meeting of the NZDFA, as circulated, be accepted as a true and accurate record."*

Moved: Tony Gray **Seconded:** Campbell Clarke
CARRIED

7. CHAIR'S REPORT

Circulated in the Annual Report 2019/20 and posted as part of the NZDFA Annual Report on the www.deernz.org website.

John Somerville addressed the AGM and asked that his report taken as read. He addressed the AGM by way of presentation and a summary of the following key points:

Overview

- Extraordinary circumstances due to impact of Covid 19
- Chance to take stock of where we are and consider the future
- Prepare for the unexpected and be able to adapt to rapidly changing new situations.

Obituaries

- We also take a solemn moment to recall and thank the contributions of our members who have died in this past year.

Season

- Contrast of extremes and increasing vagaries of climate, our biggest growing challenge
- Past 12 months have seen most of the country impacted by extremes, but mostly severe drought. But always it is tough for some people somewhere as evidenced by the Southland floods
- Concerns about the quantities and levels of winter feed for most were compounded by the processing restrictions and poor store markets.

Venison

- Disappointingly mixed season then confounded by Covid 19 impact
- Sense of reality returns. Summer autumn pricing showing seasonal fall and pattern to a base low and chilled season high
- Loss of the high-end pet food bonus
- Ability to be flexible and continue to invest in new markets and opportunities
- Full support for new market development initiative and P2P market investment.

Velvet antler

- Strong value, with slight easing on 18/19 season but with increasing volumes.
- Focus and growth in the healthy and functional food markets continues.
- Full support year 3 of new Regulated Control Scheme and their leadership. Audits going well.
- Excellent progress and compliance in new tagging traceability project (VelTrak)
- Potential for further interest after Covid-19 in the immune function support from velvet consumption
- NZ velvet recognised as No 1 in quality.

Velvet competitions and related social activity

- Velvet competitions are a huge part of DFA calendar and an annual highlight
- Disappointment that the planned XCell Rising Stars Competition in Cromwell had to be cancelled but will be held next year.

NZDFA membership

- Confident for future of NZDFA. Membership and supporting branch strength remain priorities for DFA and Executive Committee
- New initiatives being considered
- Encouraging Leadership development
- Branch and National Succession
- Communications continue to improve (Stagline online)
- Relationships with DINZ continue to strengthen in committee meetings, annual branch chairs' event and the Next Generation conferences.

Next Generation conference South Canterbury

- Very successful 7th event in South Canterbury
- Thanks to Haldon Station, the Klisser family and Paddy Boyd, and Tom and Sam Macfarlane at Melior Genetics

- Succession planning theme SFF funded project concluded at The Next Generation conference and was a very successful project (overseen by Amy Wills)
- DFA involvement with the Big Deer Tour and Future Farmers has been positive. It is important now we make inclusion of Next Gen in Branch activity a priority.

P2P programme and Advance Parties

- Great engagement and involvement with many DFA branches involved in supporting activity in APs
- APs continue huge success, but challenges remain in ensuring DFA activity does not also disappear
- Regional workshops and further opportunity for branch engagement very important part of this activity's evolution
- Communication increasing into wider industry despite significant Impact via Covid-19 on AP function, but equally very supportive networks emerging.

Environmental policy and issues

- No 1 issue we all face and top priority for DFA
- Value of Lindsay Fung and Phil McKenzie appreciated greatly at national and local branch level and works best when farmers turn up to tell their stories personally
- Aspirational goal for all deer farmers to commit to having some formal Farm Environmental Plans and develop risk management practices. This remains a priority
- Full support for P2P Deer industry environmental groups
- Huge effort from DINZ and DSFA submitting to Govt "Essential Fresh water policy"
- Top priority (attached in annual report) against a very tight time frame
- Farmer contacts with authorities and regional councils critical in telling our stories.

Farmer succession planning

- Successful farm succession workshop programme with Sustainable Farming Fund support and DFA/DINZ co-funding
- Great response and interest across NZ with about 190 people involved to date
- Thanks to Amy Wills for her management of this programme.

NZDFA SAP (Selection and Appointments Panel)

- Professional association with Wellington Institute of Directors and board management specialist Kelly McGregor
- Interview panel added value and accountability and greater understanding of how boards' roles, functions and accountability operate.

Thanks and acknowledgements

- DINZ executives for their engagement and work of behalf of all industry
- The Producer Management team
- Belief DFA provides great value for subscriptions
- Best wishes for a profitable and enjoyable year.

Acknowledgements

The chair acknowledged the input of the Executive Committee and SAP and particularly Grant Charteris who was retiring after 8 years of input.

He was also generous with thanks for DINZ staff, especially former CEO Dan Coup for his availability, support and skills and for DFA through Tony Pearce, Cenwynn Philip and Rebecca Norling for their effort and communications.

The chair welcomed Innes Moffat into the role of DINZ CEO and reinforced the value of the current DFA–DINZ relationship. He thanked all DINZ staff involved in marketing, science and policy, NVSB, environment and quality assurance, acknowledging their commitment to keeping this industry at the forefront.

He thanked branch chairs for their continued support and efforts to keep the NZDFA as a positive, active, and relevant Association for all members, fighting for issues, local and national. That involvement extends to societies and individuals on the Cervena Trust, Johnne's Management Ltd, Advance Party farmer members and the facilitators.

In conclusion, John Somerville acknowledged incoming Executive Committee member, Karen Middelberg (Hawke's Bay) and returning SAP chair and members Paddy Boyd (SCNO) and Leith Chick, (Waipa) on the SAP.

He then moved: *"That the chair's report for the year ending March 2020 is adopted"* and called for a seconder. The motion was **seconded** by former DFA Chair and DFA life member, **David Stevens**, Southland.

The chair thanked David Stevens for his kind words.

John Somerville then put the motion for formal adoption of the 2019/20 NZDFA Chair's Report (**Moved:** John Somerville **Seconded:** David Stevens) which was **carried unanimously**.

8. FINANCIAL REPORT

Prepared by Joanne Chan-Masun, Beef + Lamb NZ, NZDFA accounts manager.

Presented by Justin Stevens, treasurer, NZDFA Executive Committee.

Circulated in the Annual Report 2019/20 and posted on the DINZ website as a formal Accountancy Review (Moore Stephens Markham) of the accounts and financial statements for the year ending 31 March 2020. <https://www.deernz.org/publications>

Statement of financial performance for the year ending 31 March 2020

Main features

- Surplus of income over expenditure of \$2,029 (post taxation) against a budget surplus of \$0. This was made possible by savings in travel, electronic annual report, increase on membership compared to budget as well as contributions from DINZ Producer Manager and NZDFA branches towards industry-good initiatives and research programmes and sponsorship (\$2,978) from Rural Livestock Ltd and PGG Wrightson.
- Subscription income was \$107,804 from 1,182 members against a budgeted 1,200 subscriptions but a decrease of 58 from the previous year.
- Reserves carried forward increased slightly after taxation on interest (\$1,207) to \$175,936, up from \$172,581 to YE31 March 2020.
- Most expenditure items were on budget but there were considerable savings in travel, Executive Committee expenses and savings with no election costs (coded to general expenses and sundry income).

- The Income and Expenses balance sheet also recoded the Sustainable Farming Fund Succession Workshops income in the current account and included the income and costs associated with the 138 DFA branded jackets that had been ordered over the year. This was not a fundraising initiative.

Proposed Budget 2020/2021

Recommended income and expenditure from Executive Committee

The Treasurer recommended that Honoraria should remain at the same levels as the previous 2018/19 year (\$12,000 for chair, \$8,000 for members).

Income:

- Subscription level budget maintained at 1,200 members. The subscription fee will rise (if approved) to \$120 plus GST. The branch capitation fee remains the same at \$25 (total \$140.00 including GST).

Approval of the 2020/21 budget and honoraria required motions from the floor following the discussion alongside the motion allowing the Executive Committee to appoint an accountant to conduct an accountancy review.

Budget features

1. Subscription level \$96.74 (nationally plus capitation at \$25) plus GST (\$140 total) at a target 1,200 members
2. Proposed expenditure generally maintained at 2019/20 levels
3. Branch capitation fee remains at \$25.00
4. Recommendations were that the Executive Committee honoraria remain at current levels (\$12,000 for chair, and \$8,000 for members) subject to motion being supported.

The current net assets representing net equity at the end of the financial year (31 March 2020) increased by \$3,355 to \$175,936.

Justin Stevens then put the following motions and asked the chair to put the four formal financial motions in turn as presented in the annual report.

Motion 1: Accounts 2019/20

"That the accountancy-reviewed NZDFA financial statements and accounts for the year ending 31 March 2020 be received and approved."

Moved: Justin Stevens **Seconded:** Mark McCoard
CARRIED

Motion 2: Honoraria

"That the Executive Committee honoraria for the 2019/20 financial year be fixed at \$12,000 for the elected Chairman and \$8,000 for each other Executive Committee member."

Moved: Ian Bristow **Seconded:** Edmond Noonan
CARRIED

Motion 3: Accountancy review process

"That the NZDFA Executive Committee be authorised to appoint a chartered accountant to review the accounts of the NZDFA for the ensuing year (2020-2021)."

It was noted the intent was to reappoint Moore Stephens Markham.

Moved: Justin Stevens **Seconded:** Jason Rentoul
CARRIED

Motion 4: NZDFA budget 2020-2021

"That the NZDFA budget for the year ending 31 March 2021 be approved."

Moved: Seconded: CARRIED

9. NZDFA BRANCH REMITS 2020

No further remits were recorded from either the National Executive or the NZDFA branches for the 2020 AGM because of the inability of branches to hold Branch AGMs preconference due to the Covid-19 lockdown restrictions on meetings.

10. GENERAL BUSINESS

DINZ Board candidates

John Somerville introduced the sole nominee, incumbent **Kris Orange** for the vacancy created by retirement by rotation.

SAP chair Paddy Boyd advised the AGM of his firm belief in the Electoral College SAP interview process. He acknowledged the investment with the Institute of Directors, Wellington, for upskilling the SAP in a board's mix and functions, and advice on the interview process against the background of the SAP's Code of Practice. He expressed confidence in the process and principles of appointing the right people in the right roles on the DINZ Board, complimenting the Board on its mix of skills and professional governance of the deer industry.

The nominee Kris Orange had submitted a short statement supporting his candidature (published in the 2019/20 NZDFA Annual report) and read a short statement.

Confirmation of appointments to SAP and the Executive Committee

(Note: for the 2019/20 year no elections were required. Each of the four nominations received were for the four relevant vacancies created by retirement by rotation.)

NZDFA Executive Committee structure 2019/20 The Chair noted that following support from

Executive Committee

- **Karen Middelberg** (Hawke's Bay) appointed unopposed 2020
- **Mark McCoard** (Taihape) appointed unopposed 2019
- **Justin Stevens** (Marlborough) appointed unopposed 2019
- **John Somerville** (Southland) appointed unopposed 2020

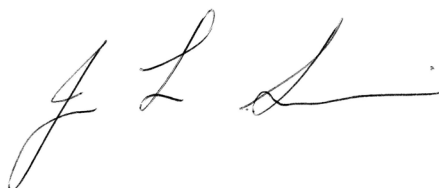
Selection and Appointments Panel (SAP)

- **Donald Whyte** (SCNO) – appointed unopposed 2019
- **Paddy Boyd** (SCNO) – appointed unopposed 2020
- **Steve Borland** (SCNO) – appointed unopposed 2019
- **Leith Chick** (Waipa) – appointed unopposed 2020

11. CONCLUSION

Executive Committee member John Somerville by leave of the meeting thanked Grant Charteris, who was not seeking re-election, for his 8 years of service.

John Somerville thanked members and guests and then closed the 45th AGM of the NZDFA at 8.35pm



To be signed as a true and accurate record

John Somerville 2020/21 Executive Committee Chair

NZDFA EXECUTIVE COMMITTEE CHAIR'S REPORT



Welcome to our 46th New Zealand Deer Farmers Association AGM which all going well will once again be able to be held as a public event before the conference in Invercargill. Using the Zoom conferencing format worked OK last year in the circumstances imposed on us by Covid-19 lockdown, but I am sure you will agree that meeting in person is the best way.

John Somerville

Chair, NZDFA Executive Committee

It is an honour for me to bring you this report in my third year of being the NZDFA Executive Committee chair.

Currently, we take stock of where we are as an industry and as an organisation and where we plan to be in the future. This past year shows us clearly that as an organisation and industry we have to be prepared for the unexpected. Deer farmers along with all involved in the agricultural industry showed that we were up to the challenge. Although venison processors were affected by the restrictions imposed on them at their plants, they rose to the challenge and by the end of the season had processed all the required stock and marketed a large volume in tough conditions with several innovations in ecommerce and new and traditional sales channels. As deer farmers we appreciate these efforts in difficult times.

We also take a moment to remember our members past and present that have passed away in the past year and the contribution that they made to our organisation and deer farming.

The season

The past 12 months has seen most parts of the country having good rainfall throughout the spring and early summer and generally good growing conditions. Since then, it has been dry but not to the extremes that tested many farmers last season.

Venison

The venison season has been a battle. Venison sales have been the most affected, the worst of all red meats with its large reliance on the food service industry, especially with our main markets being the United States and Europe. Spring chilled prices gave us a small glimmer of optimism at a \$7.20 high but prices rapidly fell back to the mid-\$5 range. Most finishers took up the call to kill their stock as early as possible, even if the weight was lighter, which helped their position and ensured there has not been a large tail end of stock to process after Christmas.

The Covid-19 vaccination programme has been rolling out in most of our key markets. In the United States this seems to be working well under the Biden administration but in our European market countries the rollout seems very disorganised at present, and we hope it has been more successfully implemented by the time our chilled season starts in a few short months.

China has taken four times the amount of venison over the past season. We are yet to see the results of this but the restrictions that have shut the market for bones in China have been a big blow. To date there is no sign of this changing even though these once-valuable byproducts come from the same China-registered NZ plants that process our venison.

The venison processing companies have invested in more retail sales products to help keep venison moving while restaurants are closed. But this is only a stop gap measure as food service will always pay the best prices for good cuts.

This shows why as an industry we must continually invest in new market development and ensure that we are flexible enough to cope with sudden market changes just as we have experienced out of the blue over the past year.

Through the P2P programme we have made the most of the government contribution to ensure we have a flexible marketing approach that creates other options and opportunities when existing markets soften. The NZDFA Executive Committee supports the DINZ Board in its P2P programme investment in new market development. But we must ensure we are getting results from this significant new market project. As an industry we have good relationships with the venison processors, especially with representation of three on the DINZ Board, but over the past season with the Covid-19 crisis, at producer level it sometimes felt like they had retreated to their own corner as they worked through the ongoing issues. This has been disappointing as in the times we face now, unity and common purpose is what is needed to get through.

Velvet antler

The velvet season has been OK considering the challenges, even though prices are back \$15 to \$20/kg farmers have been happy enough and production continues to increase. As led by early season contracts, the prices stayed pretty much the same for the whole season and product was generally moved consistently throughout, with everything shipped to the market. Again, the percentage of velvet going to the now well-established healthy functional food market in South Korea increased and with the addition of online sales ensured its continued positive movement in the marketplace. Looking to the future it is great to see the new market initiative with the China Velvet Coalition involving three key velvet companies, DINZ and the government through NZ Trade and Enterprise to develop the healthy food market in China.

We have had the fourth year in the MPI (RCS) Regulated Control Scheme with the shed audits now pretty much completed. There has been good buy in by farmers as they realise the importance of its value and the changing face of our market appreciation of hygiene standards and food safety. New Zealand velvet is now recognised as number one in quality, so we must back it up with continual improvement in welfare, harvesting and storage of this product alongside our farmgate-to-market traceability.

Our full supply chain traceability is going to be enhanced with VelTrak™ starting this season. This will take our reliance away from a paper-based VSD system with its many possible human errors to an electronic UHF tag system. As farmers we do not have to record any tag details as the registered veterinary practice will record the tags we receive, and our velvet buyer will scan them when the velvet is picked up. We just must sign off on the online Velvet Status Declaration (eVSD) to confirm the transaction and ensure that our velvet can be sold and meets the industry expectations of care and hygiene.

The new process will be learning curves for all of us, farmers, vets and velvet buyers. I encourage all DFA branches to ensure their members are up to date with how to register, tag and complete their VSD requirements.

As we strive to bring velvet industry compliance into the 21st century we as farmers must ensure that everything that

we do during the velvetting process is 100% compliant because as our markets' expectations increase, we must ensure our processes are beyond reproach. Remember being able to velvet as farmers is a privilege not a right, which could be taken from us at any time and destroy our industry.

Velvet competitions

As usual the velvet competitions are a big part of the DFA social calendar from branch events to the nationals and rely on the many DFA volunteers to make them happen. They are a great vehicle to get all branch members involved. The quality and weight of velvet continued to impress as the genetic gain improves yearly.

Last year we had planned to hold the XCell Rising Stars Antler Competition in Central Otago, but due to the Covid-19 crisis we cancelled the event. The event was planned to take place at the same venue this April, but it became apparent to the Executive Committee that there was not enough farmer interest in running and organising it. The Executive Committee believes it is not its role to run any competition. We will provide support where possible, but any velvet and trophy antler competitions need to have a dedicated group of people, ideally within a branch or other committee to deal with the organising, ensuring there are enough people available for handling, judging, engaging with sponsors, organising the awards night event or any other activity associated with a successful competition. The Rising Stars had received generous sponsorship for many years along with great support of entries. We thank them and appreciate that support. We hope that a branch or other interested group can pick up this competition and resurrect it in the future.

NZDFA membership and branch strength

For this past year we unfortunately saw our paid-up membership drop by 84 from last year to 1,109. This has been disappointing after last year's increase. Some of this is due to farmers leaving the industry but we strive as an organisation to be relevant and represent farmers' needs, so when existing members withdraw, we endeavour to find out why and what we could be doing better.

Two years ago, we increased the subscription. This was needed as costs rise and, as stated earlier, our model of membership has its limitations. We have balanced the coming year's budget, but it is tight and an increase in subscription will be required next year. Overall, our membership is strong, representing over 70% off all deer farmers. This is very good for a voluntary subscription.

NZDFA's Next Generation conference

Keeping the branches strong with new people with leadership skills coming through is a big part of what the Executive Committee wants to see for future proofing our organisation. A big part of that process is our Next Generation programme, which has been so successful over the years that other agriculture sectors have copied the concept.

Last year we went back to Hawke's Bay, which was just starting to recover from its worst drought in over 50 years. We were privileged in being able to visit two outstanding properties, Smedley Station, where many future farmers receive their grounding in farming skills and George and Laura Williams' property, Te Maire. This beautiful farm was a past winner of the Supreme Elworthy deer industry environmental award. The event was a huge success again with an outstanding group of young people from our industry which bodes well for our future.

The DFA at the evening function presented \$10,000 to the East Coast Rural Support Trust to help them in their great work in supporting farmers in times of stress, like the severe drought many in Hawke's Bay were dealing with. The second day was rounded off by a great bunch of speakers and interaction from the delegates.

Based on the success of this important DFA event we look forward to the next Next Generation conference and fostering interest in DFA and another group of future deer farmers and leaders.

NZDFA and Advance Parties

As the PGP funding nears its end in 2023, we must plan how we take the AP concept forward. Many of our members have been involved in these groups, which in many cases have replaced the branch-organised field days. It is important we ensure the buy in the APs

had from many farmers is not lost but think about what we as branches can do to support the on-farm production and environmental awareness that the APs initiated and incorporate it into branch activities.

October DFA Branch Chairs and New Faces meeting

Last year's DFA branch chairs' meeting Wellington was certainly one of the highlights of the year, with a great line up of speakers covering the myriad issues that we face. It was the first face to face for everyone since the start of the Covid crisis and showed just how important that is and how enjoyable the events were.

The DINZ Board and Executive involvement at the meeting was first-class in their presentations and involvement in discussions and questions. We certainly appreciate the time they set aside for this event.

The involvement of the New Faces is always great and helped stimulate the discussions.

It is great to see how this annual event that has been on the calendar for over 30 years has evolved into a mini conference, with such a huge array of subjects covered.

Environmental issues

The environment and our response to the increasing demands of government and the wider public and regulation is the number one issue we face as an industry and has become our top priority.

The DFA has been heavily involved in this at the regional policy level with our branches working with Lindsay Fung from DINZ giving us his professional help in supporting submissions to regional councils. This has worked very well with local farmers fronting up to councils, supported by Lindsay's professional know how.

The Government's Essential Freshwater Policy has caused a huge disruption in regional council policy planning and what farmers understand that they will be required to do. The result of this is many farmers have done nothing over the past year on the pretext that they will wait until they see what they will be required to do. Unfortunately, this is a misguided loss of time as wherever the final details of these policies end up, we will all have to have a farm plan and fencing deer

out of waterways on intensive lowland country will have to be done over a defined timeframe. Overseer budgets will have to be completed and a big emphasis will be placed on planning for wintering, particularly around crop establishment and management. My strong advice to deer farmers is to be proactive and plan for reducing the risk of sediment loss and avoiding animal welfare issues. Even with the Government's wintering plan put back another year, animal welfare activists will be out and about trying to get images that shame farming and threaten our ability to winter on crops.

The DFA had set itself the aspirational goal of all its members having completed a Farm Environmental Plan (FEP) by 2020. Great progress was made in some regions and some APs switched to an environmental emphasis to enable members to complete an FEP. Unfortunately, last year Covid put an end to many of these activities and then there was the uncertainty about what the government freshwater policy would require for a plan. But the plans that we have been implementing still comprise the main points that any government plan will require, so I urge all members to continuing compiling and completing their FEP.

NZDFA Selection and Appointments Panel

The annual selection process for the candidates that represent the four DFA producer-appointed positions on the DINZ board is a very important part of the Executive Committee's year. Our four Executive Committee members plus the further four elected SAP members make up the panel. In recent years we have worked with Kelly McGregor, Service Manager Board Appointments, from the Wellington Institute of Directors with her upskilling us and working with us as we put the questions together and sitting in on the interviews. This gives us an independent evaluation of how we conducted the process. This has increased our professionalism in this crucial task that all of us in the Executive Committee and SAP take very seriously as we select the best people to represent us on the board and take our industry forward.

This year we are very pleased to have five strong candidates for the board. Unfortunately, there is only one position,

so the SAP will have an arduous task in selecting the successful candidate and will encourage unsuccessful nominees to reapply next year where 2 vacancies are offered.

DFA and DINZ

The DFA Executive Committee has a very good relationship with the DINZ Board and executive, which makes our organisation and industry stronger. The DFA through its branches is the conduit between farmers and DINZ. As an organisation we greatly appreciate the open-door policy that DINZ has for ourselves and all farmers. That and our smaller size, allows our farmers to have easy access right to the top, which is not so easily achieved in other industries.

I would like to thank Tony Pearse, Cenwynn Philip and Amy Wills, our DFA Producer management team, who make sure everything happens and runs smoothly. Your support is greatly appreciated and I also acknowledge the skills and great work of Rebecca Norling who has filled in over the past 18 months and produced this annual report and other DFA publications.

Election results

There were no extra candidates for the two Executive Committee positions up by rotation for re-election and both Justin Stevens and Mark McCoard were returned unopposed.

I would like to thank Mark McCoard, Justin Stevens and Karen Middelberg for their great support over the past year. The Executive Committee is a team effort where everyone brings a diverse range of skills to the table and are open in their opinions, but we all work to the common goal of representing our members in the best possible way.

For the SAP Donald Whyte and Steve Borland re stood and were returned unopposed. Congratulations to all the successful nominees. Between the Executive Committee and the SAP, we have a very strong team to take us forward.

I now move for the adoption of my chairman's report for the 2020/21 year, and I invite a seconder.

John Somerville

A PERSPECTIVE FROM THE EXECUTIVE COMMITTEE



Justin Stevens
NZDFA Executive Committee and
NZDFA Treasurer

Over the past 12 months all of us have had to make changes to the way we operate in business as well as in our personal life.

The NZDFA has also had to adapt and change to keep up with the ever-changing Covid-19 situation, to the extent that the Executive Committee were unable to meet in person between February and August 2020. So, for almost 6 months, we would meet via Zoom in the comfort of our own homes or stay in contact in the old-fashioned way via the telephone. My initial thoughts were the money that would be saved by cutting out two meetings would enable us to reduce expenditure over the total year. Unfortunately with airfare prices increasing after New Zealand came out of Covid, any savings that we thought we would make have not eventuated. As always, we will endeavour to keep the costs down while still providing you with the best representation that you deserve.

Over the past year we managed to hold our 8th Next Generation Conference in Napier in August and the NZDFA Branch

Chairs and New Faces Conference held in Wellington in October. At both of these events we were fortunate enough to have great support from attendees and sponsors alike. Keep an eye on our monthly newsletter "Stagline Online" for an opportunity to attend both of these events and have up-to-date information on our great industry. It is very important that we continue to have a strong and vibrant way to enable deer farmers to have their input and voice your opinions and get feedback on which direction you want our industry to go.

Our next big event will be the 46th Deer Industry Conference to be held in Invercargill from Tuesday 18th May 2021, with an action-packed programme sure to entertain and amuse all who attend. With last year's conference cancelled due to Covid, I know that it will be the first time some of us have been able to catch up in person after two years and we will all be able to share how we have managed to overcome the trials and tribulations that we have encountered over the past year.

Justin Stevens



Mark McCoard
NZDFA Executive Committee

The highlight for me this season was the Next Generation event held in Hawke's Bay.

The opportunity to view two quality well-run properties and share the experience with current and future members of our industry was great. This was made all the more relevant given the severe drought that gripped the area and the management decisions undertaken on farm to front foot the very difficult conditions faced.

The evening spent with the Next Generation attendees and the Hawke's Bay branch members over dinner and drinks was a fitting end to the day. It was made all the more amusing by being entertained by the magician Jonathan Usher aka the "Wizard".

This experience was then enhanced by the quality speakers supporting this event the following day. This ranged from highlighting the difficulties faced by farmers during the drought through to the impact and market decisions surrounding the Covid disruptions. The festivities of the night before may have impacted the concentration levels a little, but provided real balance to the two days.

Mark McCoard



Karen Middelberg

NZDFA Executive Committee

Twelve months ago I stepped into the role as a NZDFA Executive Committee member and I could never have imagined the year to play out as it has done.

To say the least it has been eventful with droughts, environmental regulations and the hard-to-forget action this time last year as NZ locked down along with the rest of the world to try and control Covid-19. Amongst many consequences the impact of our international trading landscape changing overnight has been profound.

I have enjoyed being part of the team and have a greater appreciation of the hard work and initiatives the NZDFA and DINZ team are doing on our behalf, giving our industry and those in it, opportunities to improve productivity, market products and be heard in the halls of legislative change.

Amongst all the goings on in the industry there have been two stand-out events for me. The first of those was the Next Generation programme held in Hawke's Bay last August. We were able to share stories and hear how to forge on through adversity, taking home some of the wisdom gained from managing through the worst drought the region has seen in 100 years, on top of closed processing plants and a total lack of supplementary feed.

This was also an opportunity to acknowledge the wonderful support deer farmers in our region received

from the DFA and its branches and shows one of the strengths of our organisation.

It was great to see the high calibre of young and new people in our industry and to see the liveliness of the conversations during the breaks.

The second stand-out event was the success of Linda and Evan Potter of Waipapa Station in Central Hawke's Bay in winning the Ballance Farm Environment Award regionally and just last month being awarded by the NZ Farm Environment Trust the Gordon Stephenson Trophy as a national recognition that also named them as the current NZ Sustainability Ambassadors for 2021-22. They won myriad other environmental awards – the deer industry's top Elworthy award was a highlight.

Their farm has many diverse environmental challenges and they have tackled them with a head-on, can-do attitude showing us that with good planning and doing what you can when you can, you can achieve great things. They are great ambassadors for what farmers are doing in this space and proving that deer can be farmed with minimal negative environmental impact. This story is a real coup for our industry at a time when we are all under the environmental spotlight.

On the more sobering side of things, the realities of Covid are still with us as countries around the world continue to have shutdowns and supply chains and markets are disrupted. The venison market is extremely difficult, leaving many considering options. I strongly believe in our product, that there is a light at the end of the tunnel, and that we will have even more diversity in our markets at the end of all of this.

The announcement of the coalition of three NZ velvet marketing companies to develop the sale of NZ velvet as an ingredient into China's lucrative health food market, and the implementation of VelTrak this coming velvet season, feels like we are moving ahead of the times, not just keeping up. NZ velvet will have a great provenance story to go along

with all the hard work, ensuring quality through the RCS for velvetting sheds.

Currently there are challenges on the environmental front but the NZDFA and DINZ are advocating really strongly on farmers' behalf for workable solutions and are working hard to provide support frameworks and disseminate information. If you are feeling bogged down with the rules and regulations coming at you, be assured there are many individuals in industry bodies working to get some balance into the practical side of the rules.

Finally, I would like to recognise all the hard work from Tony Pearce and his producer management team. They work tirelessly and enthusiastically on our (the farmers) behalf. Without them the NZDFA would struggle to effectively deliver the communication from Wellington to those working hard on farm; they are also heavily involved helping to increase awareness of our industry, its workings and differences with initiatives such as the Big Deer Tour, Deer Farming 101 for MfE and MPI employees, and deer industry workshops for rural professionals, to name a few. The collaboration the DFA has with DINZ cannot be underestimated.

With all that said, I am looking forward to a good catch up at conference. Please take the time to share your wins and your concerns with your DFA team; we look forward to seeing many of you there. The "passion" in "Passion to Profit" is alive and well - but let us hope that the profit returns soon.

Karen Middelberg

DINZ PRODUCER MANAGEMENT TEAM

Highlights of a challenging year with the NZDFA 2020/2021



Tony Pearce

Producer Manager DINZ

March 2020 gave us a new reality as the implications and uncertainty of the Covid-19 lockdown began to bite and effectively curtailed all usual DFA P2P and DINZ face-to-face activity. It became very important to keep in touch with our DFA members and wider industry especially in Hawke's Bay emerging from grip of severe drought but also across the industry.

The NZDFA and DINZ responded jointly to keep the information flow as relevant and current as possible with valuable input from the venison and velvet antler marketers on the wider international impacts and plans to continue to build plan Bs and bolster new and old relationships in market.

The industry responded by embracing targeted webinars covering DINZ and DFA activity and over a series of three webinars that took in most of the key areas that would have been covered at the cancelled national conference. That successful series included hosting by Sarah Perriam and Perriam Media and also allowed Q&A from interested people providing questions and commentary via email linking to the webinar presenters. In the circumstances that value of

providing some opportunity to engage with deer farmers was really valuable for DINZ, DFA leaders and farmers.

On the evening of 21 May the DFA also went ahead with an efficient Zoom internet-based virtual 45th AGM. This was well attended by about 65 participants and featured an online voting system if required to pass the formal motions covering finances and receipt of the annual report. While not without its challenges, most agreed that the formalities were easily observed and the passage of the financial motions was completed to requirements. The DFA reserves funds for end 2020 reached about \$176,000 and remain strong this year with reduced expenditure in some areas affected by restrictions.

As the Executive Committee reports highlight, the Next Generation conference continues to grow in stature and significance to our younger farmers. DINZ supports the Next Generation conference with administration, planning and programme development with the Executive Committee, who in turn ask Next Generation attendees past and future to identify what areas of the deer industry we should cover. This conference was also again joined by the P2P Future Farmers Tour that hosts young adults from non-tertiary agricultural training programmes.

The call to travel to Hawke's Bay post drought and share that more challenging phase of farming was hosted by Smedley Station (Rob and Jen Evans) and George Williams and Laura Billings at Te Maire. This was a highlight for all, showing the strength of farming, the fit with deer, proactive drought management, the experience of Covid lockdown and the background to the evolution and modern management of these two outstanding farms. All this made a great impression. The opportunity as well for the Executive Committee and some DINZ staff to engage with the Hawke's Bay DFA worked well. The technical day (Day 2) was orchestrated by Richard Hilson and Firstlight Foods and featured great topics, interaction and enjoyment.

Within this event the social outing generously sponsored with DFA, DINZ and Silver Fern Farms, we were also privileged to

include the magic, literally, of consummate entertainer Johnathan Usher with a suite of humour, illusions and magic that set the evening off. This activity was inspired by the generosity of the SCNO Branch who not only provided baleage shipments to drought-affected deer farmers but funded the entertainer. DFA was able to invite Hawke's Bay deer farmers as their guests to have a relaxed night out with the Next Generation attendees and fellow deer farmers after such a gruelling year. It was a terrific event and for many sums up the camaraderie that is a feature of the DFA across the country.

The decision of the Executive Committee to support the East Coast North Island Rural Support Trust with a \$10,000 donation was also a significant gesture and has since proven a rewarding connection. It underpins the reality that within branches and now through the P2P and Advance Party connections, that deer farmers do care for each other in tough times, looking out for solutions and offering support freely and effectively.

As noted last year, the benefits of developing future leaders are evident and we are now seeing greater interest in DINZ Board producer-appointed vacancies from people both inside and outside the industry. As this evolves and we move into a post-Covid world, it is anticipated that attendees from the Next Generation and New Faces programmes, Advance Party chairs and others will emerge as new leaders within DFA.

Thanks to all that are in leadership in the branches and we look forward to seeing you in your branches and at the national events this year.

The producer management team is now back to full strength with the return of Amy Wills, projects manager (two days per week) and Cenywnn Philip communications and administration manager (three days per week). We also continue to enjoy the design and publication talents of Rebecca Norling who filled in the maternity leave cover so admirably last year. Thank you all for being the effective support structure of the NZDFA that you are.

Tony Pearce

NZDFA 46th AGM, 18 MAY 2021

CONSTITUTIONAL MATTERS

1. AGM: Notice of meeting

New Zealand Deer Farmers' Association, Annual General Meeting. Notice is hereby given that the 46th Annual General Meeting of the New Zealand Deer Farmers' Association (Inc) will be held at on 18th May 2021, commencing at 8:30am.

The chair and Executive Committee of the NZDFA invite all members of the NZDFA, industry levy payers and interested parties to attend.

2. NZDFA Executive Committee Appointments

Members of the NZDFA Executive Committee (one member representing the North Island and one representing the South Island and the two "Members at Large" positions created by the Constitutional change in 2012) are elected for a two-year term. Members retire by rotation and are eligible for re-election. According to the NZDFA constitution rules, the Executive Committee elects a Chair from among the four members, for a term that is also decided annually. This has been traditionally a 12-month term. Nominations have been called for the two vacancies created by retirement by rotation.

Executive Committee Member (1 position): For the vacancy created by retirement by rotation of Mark McCoard the single nomination Mark McCoard (nominated Justin Stevens seconded Karen Middelberg) was received and he is declared appointed for the 2021-2023 term.

Executive Committee Member (1 position): For the vacancy created by retirement by rotation, a single nomination of Justin Stevens (sitting member) Marlborough, (Nominated, Andrew Fishburn, seconded Tahi Doonan) was received and he is declared appointed for the 2021-2023 term.

The successful candidates will join sitting members John Somerville Southland and Karen Middelberg Hawke's Bay as the 2021/2022 Executive Committee of the NZDFA following the conclusion of the 46th NZDFA AGM on 18 May 2021.

3. NZDFA Selection and Appointments Panel (SAP)

The SAP consists of the four-man Executive Committee and four non-Executive Committee elected members. Two of the non-Executive Committee elected members of the Panel retire annually by rotation.

SAP (1 position): A single nomination has been received for the vacancy created by the retirement by rotation policy, that of Donald Whyte, South Canterbury (nominated Graham Peck seconded Don Bennett) who is eligible for nomination and is declared appointed unopposed for a two-year term.

SAP (1 Position): A single nomination has been received for the vacancy created by the retirement by rotation policy of Steve Borland, Waikato, that of Steve Borland, (nominated Hub Hall, seconded Ross Moore) who is eligible for re-nomination and is declared appointed unopposed.

Steve Borland and Donald Whyte will join current non-Executive Committee elected members Leith Chick and Paddy Boyd on the 2021/22 NZDFA Selection and Appointments Panel.

4. NZDFA appointments to the Board of Deer Industry New Zealand

Producer-appointed Board members are appointed directly to the DINZ Board for a three-year term and that appointment is advised to the Minister for Primary Industries as a formality.

There is a single vacancy for the 2020-2024, three-year Board term, created by the retirement by rotation of sitting member William Oliver, Waipa who is not seeking a further term.

Five nominations have been received for the vacant Board three-year term 2021-2024.

Mandy Bell, Otago (nominated Andy Macfarlane, seconded Adrian Campbell)

Sarah Paterson, Wellington (nominated Edmund Noonan, seconded Grant Charteris)

Jacqueline Rowarth, Waikato (nominated William Oliver, seconded Catherine Morrow)

Martin Rupert, South Canterbury (nominated Chris Petersen, seconded Graham Peck)

Simon Wright, Southland (nominated Bruce Allan, seconded David Stevens)

The nominees are invited under the NZDFA constitution to present a short overview of their candidatures at the 46th AGM in Invercargill on 18th May 2021 before the meeting's general business session. The Selection and Appointments Panel will carry out its processes and make the appointments before 1 July 2021, as required. The nominees, and their brief written statements for this report, are on the following page.

A J Pearse

Returning Officer for the NZDFA. 01/04/2021

DEER INDUSTRY NEW ZEALAND BOARD NOMINEES



Mandy Bell, Criffel Station, Wanaka, Otago

I have been immersed and deeply connected to the deer industry as a farmer at Criffel Station for 26 years and as an industry professional, advocate and supporter. As a director and business owner in the primary sector, veterinary and tourism industries, I have unique skillsets and an ability to add value in strategy development, future thinking and turning visions into action.

I am passionate about the deer industry and enabling farming families to farm sustainably and profitably. Over the past 20 years I have been involved in several industry programmes, some of which I co-founded as these often started from challenges I experienced on the farm. This has included the Deer Progeny Test programme, Passion2Profit, Johnes's Research Group and Chair of the Otago NZDFA.

I believe we are well positioned as an industry to have a thriving future and I am excited to have the opportunity to be considered to represent deer farmers on the DINZ Board.



Sarah Paterson, Blue Circle Consulting, Wellington

New Zealand agriculture faces another watershed moment due to global uncertainty, technological disruption and climate change. But times of change are also times of great opportunity, and by bringing farmers and processors together DINZ has an important role to help the industry adapt and prosper.

It is an honour to be nominated for the DINZ Board and have the possibility of contributing to this effort. My governance background (NZ Meat Board, Kiwifruit New Zealand and NZ Army) covers a range of regulatory, international trade and strategic functions relevant to the work of DINZ, with strong connections to Government, the wider primary sector and other farmers and growers around New Zealand.

The opportunity to join the DINZ Board aligns with why I have spent nearly 20 years in the primary sector – to be part of a community of passionate people, doing work that matters for New Zealand.



Professor Jacqueline Rowarth, CNZM CRSNZ Adjunct Professor Lincoln University

There has never been a time in agriculture when science – particularly the science around soil, water and greenhouse gases (GHG), and of animal management systems within the environment – has been more important. Add public misunderstanding, and the need for excellent communication and education is also clear. These are the areas in which I have been working for over 40 years, mostly in New Zealand. It has been my privilege to be involved with scientific research in nutrient cycling and GHG with top scientists and to work in technology transfer with leading farmers. I know the reality and the potential – research matters.

New Zealand needs science, agriculture and good farmers – that became clear to most people during Covid-19. Now is the time to capitalise on good will and enable national and regional government to make the policies that will allow New Zealand to flourish. I can help with that.



Martin Rupert, Peel Forest, South Canterbury

I was born in the Netherlands, immigrating to NZ in 1978. We went from farm workers to sharemilking to dairy farm ownership in mid Canterbury. In the late eighties we had 2 years in Thailand as VSA volunteers.

Our family now farms a 600ha deer farm with 3,500 deer as a velvet and stud operation and 1000 cattle.

My governance experience includes directorships in four dairy farming companies and six years as a Provelco director.

The main thing I have learned is that it is profit that makes a business thrive. My interests include sports, hunting, tramping, travelling, and greenhouse gases and climate change.

I believe that the rural industry has done a poor job in arguing the “methane case” and that will not change until they employ knowledgeable people to craft appropriate arguments. Failure to do so will result in poor legislation that will impact severely on the profits of the rural community.



Simon Wright, Fairlight Station, Southland

I've been fortunate to have been involved in the deer industry for the past 17 years, where giant steps have been made in productivity. Genetically we are in a good space to see productivity increase and deer farming remain very profitable into the future.

Some of the challenges and opportunities I see are environmental sustainability, animal ethics, product innovation and market diversification.

I am a lateral thinker who is keen to find out how the industry operates at board level and be involved in the strategies and plans going forward, making this very special industry more resilient.

MOTIONS AND REMITS

NZDFA FORMAL FINANCIAL MOTIONS: 46th AGM 18th May 2021

MOTION 1: Financial accounts and statements for the year ending 31 March 2021

“That the NZDFA financial statements and NZDFA Financial Report for the year ending 31 March 2021 be received and approved.”

Moved:

Seconded:

MOTION 2: Honoraria

“That the Executive Committee honoraria for the 2021/22 financial year be fixed at \$12,000 for the elected Chairman and \$8,000 for each other Executive Committee member.”

Moved:

Seconded:

MOTION 3: Review of accounts

“That the NZDFA Executive Committee be authorised to appoint a Chartered Accountant to review the accounts of the NZDFA for the ensuing year (2021/22).”

Moved:

Seconded:

MOTION 4: Budget to year ending 31 March 2022

“That the NZDFA budget of expenditure for the year ending 31 March 2022 be approved.”

Moved:

Seconded:

NZDFA FINANCIAL REPORT

	Year to 31 March 2022 Budget \$	Year to 31 March 2021 Actual \$	Year to 31 March 2021 Budget \$
Income			
Subscriptions	104,500	105,498	112,000
Interest income	1,000	1,308	4,600
Sundry income	0	5,000	0
Sponsorships	5,000	5,834	2,000
Total income	110,500	117,640	118,600
Less: expenditure			
<i>General expenses</i>			
Conference	7,000	392	7,000
Editorial costs	0	1,680	0
General expenses	3,000	1,768	3,000
Grants paid	0	10,000	0
ISP/Server Hosting	250	235	0
Postage	2,500	2,527	1,500
PR support	3,000	2,945	4,500
Printing and stationery	2,000	1,139	2,000
Promotions/Awards	2,000	3,000	1,600
Publications/Annual Report	3,000	802	3,000
Telecommunications	1,000	0	2,000
	23,750	24,488	24,600
<i>Travel/Accommodation</i>			
Executive Committee travel, accom and meals	13,000	9,392	16,000
SAP travel, meals and accom	8,000	1,390	8,000
Branch Chair's Meeting	12,000	16,179	14,000
Meeting expenses, catering, venue	1,550	415	2,000
	34,550	27,376	40,000
<i>Professional fees</i>			
Audit review fees	3,300	3,253	3,300
Insurance	2,400	2,373	2,400
Returning officer fees (SAP Process)	500	500	300
	6,200	6,126	6,000
<i>Honoraria/directors' fees</i>			
NZDFA Executive Committee	36,000	36,000	36,000
	36,000	36,000	36,000
<i>Nationally funded projects</i>			
Contract Research	0	229	0
Leadership development (Next Generation)	10,000	17,644	8,000
Leadership Development	0	0	4,000
	10,000	17,874	12,000
Total expenses	110,500	111,863	118,600
Operating (deficit)/surplus before taxation	0	5,777	0
Taxation	(0)	(184)	(0)
Operating (deficit)/surplus after taxation	0	5,593	0

INDEPENDENT ASSURANCE PRACTITIONER'S REVIEW REPORT



To the Members of New Zealand Deer Farmers Association Incorporated

We have reviewed the accompanying special purpose financial statements of New Zealand Deer Farmers Association Incorporated, which comprise the statement of financial position as at 31 March 2021 and the statement of financial performance, statement of movements in equity and a summary of significant accounting policies and other explanatory information. The financial statements have been prepared in accordance the Tax Administration (Financial Statement) Order 2014.

Executives Committees' responsibility for the financial statements

The Executive Committee is responsible for the preparation and fair presentation of these financial statements in accordance the Tax Administration (Financial Statement) Order 2014, and for such internal control as the executive committee determines is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

Assurance Practitioner's Responsibility

Our responsibility is to express a conclusion on the accompanying financial statements. We conducted our review in accordance with International Standard on Review Engagements (New Zealand) (ISRE (NZ) 2400) "Review of Historical Financial Statements Performed by an Assurance Practitioner who is not the Auditor of the Entity". ISRE (NZ) 2400 requires us to conclude whether anything has come to our attention that causes us to believe that the financial statements, taken as a whole, are not prepared in all material respects in accordance with the applicable financial reporting framework. This Standard also requires us to comply with relevant ethical requirements.

A review of financial statements in accordance with ISRE (NZ) 2400 is a limited assurance engagement. The assurance practitioner performs procedures, primarily consisting of making enquiries of management and others within the entity, as appropriate, and applying analytical procedures, and evaluates the evidence obtained.

The procedures performed in a review are substantially less than those performed in an audit conducted in accordance with International Standards on Auditing (New Zealand). Accordingly, we do not express an audit opinion on these financial statements.

Other than in our capacity as assurance practitioner we have no relationship with, or interests in, New Zealand Deer Farmers Association Incorporated

Emphasis of Matter: Basis of Accounting

Without modifying our conclusion, we draw attention to the statement of accounting policies of the special purpose financial statements, which describes the basis for preparation. The financial statements are special purpose financial statements prepared in accordance with the Tax Administration (Financial Statement) Order 2014. As a result, the financial statements may not be suitable for any other purpose.

Conclusion

Based on our review, nothing has come to our attention that causes us to believe that these special purpose financial statements do not present fairly, in all material respects, the financial position of New Zealand Deer Farmers Association Incorporated as at 31 March 2021, and its financial performance for the year then ended, in accordance with the Tax Administration (Financial Statement) Order 2014.

Moore Markhams

Moore Markhams Wellington Audit | Chartered Accountants, Wellington, New Zealand
5 May 2021

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STATEMENT OF FINANCIAL PERFORMANCE

New Zealand Deer Farmers' Association Incorporated

For the year ended 31 March 2021

	Note	2021	2020
		Actual \$	Actual \$
Income			
Subscriptions		105,498	110,986
Interest income		1,308	5,178
Sundry Income		5,000	20,869
Sponsorships		5,834	2,250
Sustainable Farming Fund Income		0	8,000
Total Income		117,640	147,284
Expenditure			
Audit review fees		3,253	3,247
Conference	11	392	9,310
General Expenses		4,502	6,372
Grant Funding		10,000	0
Honoraria	4	36,000	36,001
Insurance		2,373	2,219
Leadership Development (Next Generation)		17,644	12,541
Nationally Funded Projects		0	8,488
Postage		2,527	1,430
PR Support and Sponsorship		2,945	16,312
Printing & stationery		1,363	1,711
Promotion & Awards		3,000	1,376
Publications/Annual Report		2,482	3,264
Returning Officer fees (SAP Process)		500	340
Telecommunications		229	949
Travel and Accommodation		24,653	39,160
		111,863	142,722
Total Expenses		111,863	142,722
Operating Surplus Before Taxation		5,777	4,561
Taxation	5	(184)	(1,207)
Operating Surplus / (Deficit) After Taxation		5,593	3,355

MOORE
MARKHAMS

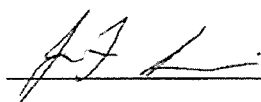
The accompanying notes form part of these financial statements.

STATEMENT OF FINANCIAL POSITION

New Zealand Deer Farmers' Association Incorporated

As at 31 March 2021

	Note	2021 \$	2020 \$
Current Assets			
Cash at Bank		58,867	39,640
Short Term Bank Deposits		135,000	145,000
Accounts Receivable		2,444	4,440
Resident Withholding Tax		302	737
		<u>196,613</u>	<u>189,817</u>
Current Liabilities			
Accounts Payable	6	12,144	10,881
Income in Advance		2,940	3,000
		<u>15,084</u>	<u>13,881</u>
Total Liabilities		<u>15,084</u>	<u>13,881</u>
Net Current Assets representing Net Equity		<u>181,529</u>	<u>175,936</u>
Net Equity comprises:			
Opening Balance		175,936	172,581
Result for the period		5,593	3,355
Total Equity		<u>181,529</u>	<u>175,936</u>



John Somerville
Chair of Executive Committee
Date: 5 May 2021



Justin Stevens
Treasurer of Executive Committee
Date: 5 May 2021

MOORE
MARKHAMS

The accompanying notes form part of these financial statements.

STATEMENT OF MOVEMENTS IN EQUITY

New Zealand Deer Farmers' Association Incorporated

For the year ended 31 March 2021

	Note	2021 \$	2020 \$
Opening Balance		175,936	172,581
Net Surplus/(Deficit) for the Year	8	5,593	3,355
Closing Balance		<u>181,529</u>	<u>175,936</u>

The accompanying notes form part of these financial statements.

<p>MOORE MARKHAMS</p>

NOTES TO THE FINANCIAL STATEMENTS

New Zealand Deer Farmers' Association Incorporated

For the year ended 31 March 2021

1. REPORTING ENTITY

The New Zealand Deer Farmers' Association Inc ("NZDFA") is an Incorporated Society established to encourage, promote and advance New Zealand's deer farming industry. NZDFA is a 100% shareholder in two non trading subsidiaries, NZDFA Holdings Ltd and Deer International Ltd.

These special purpose financial statements have been prepared for the members of the New Zealand Deer Farmers' Association Incorporated and in accordance with the Tax Administration (Financial Statement) Order 2014 and should not be relied upon for any other purpose.

2. BASIS FOR PREPARATION

NZDFA is an incorporated society under the Incorporated Societies Act 1908. The financial statements are special purpose financial statements prepared under the accounting policies and the minimum requirements of the Tax Administration (Financial Statement) Order 2014 for the year ending 31 March 2021 and have been prepared for the purpose of meeting the constitutional obligations.

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

The financial statements are prepared on the historical cost basis unless otherwise noted in a specific accounting policy. These financial statements are presented in New Zealand dollars, rounded to the nearest dollar.

3. STATEMENT OF ACCOUNTING POLICIES

General Accounting Policies

a. Measurement Base

The accounting principles recognised as appropriate for the measurement and reporting of earnings and financial position are on a historical cost and going concern basis.

Specific Accounting Policies

a. Changes in Accounting Policies

There have been no changes in accounting policies during the year.

b. Subscription Income

Subscriptions are measured at the fair value of the consideration received or receivable from the NZDFA's members through membership fees. This is set at \$120.00 (excluding GST) per full membership and \$60.00 (excluding GST) per associate membership per annum. In 2021 1,111 subscriptions were received (2020: 1,193). This includes the \$25 per full member and \$15 per associate member capitation fee collected on behalf of the NZDFA Branches and remitted directly to them in December of each financial year). In 2021, this capitation fee represents membership fees collected on behalf of the NZDFA Branches of \$27,775 (2020: \$28,650). This has not been recognised as part of the subscriptions revenue in these financial statements.

c. Goods and Services Tax (GST)

These financial statements are prepared exclusive of GST except for accounts receivable and payable.

4. HONORARIA

The following fees were paid by the NZDFA to Executive Committee members:

	2021	2020
	\$	\$
Honoraria Chairman	12,000	12,000
Executive Committee	24,000	24,000
	<u>36,000</u>	<u>36,000</u>

During the year Karen Middleberg replaced Grant Charteris from 1 June 2020.
(2020: Mark McCoard replace David Morgan from 1 June 2019)

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5. TAXATION

	2021	2020
	\$	\$
Taxable Income	1,308	5,178
Less IRD Allowance	(1,000)	(1,000)
	<u>308</u>	<u>4,178</u>
Tax Expense 2021	184	1,266
Prior Year Adjustment Refunded	<u>0</u>	<u>(59)</u>
Total Tax Expense	<u><u>184</u></u>	<u><u>1,207</u></u>

6. ACCOUNTS PAYABLE

	2021	2020
	\$	\$
Accounts Payable	2,094	0
Accruals	7,737	8,181
Subs payable to branches	<u>2,313</u>	<u>2,700</u>
	<u><u>12,144</u></u>	<u><u>10,881</u></u>

7. RELATED PARTIES

All transactions with related parties were conducted at arms length. There is a service agreement between DINZ and NZDFA. Administration costs of NZDFA and staff time is covered by DINZ. Payment made from DINZ to NZDFA was co-funding for the Branch Chairs meeting. Capitation payments are collected by NZDFA and this is paid to the branches in December based on member numbers.

8. TOTAL EQUITY

Total equity is held in general funds as follows:

	2021	2020
	\$	\$
General Funds		
Opening balance	175,936	172,581
Net Surplus/(Deficit) for the Year	<u>5,593</u>	<u>3,355</u>
Closing General Funds	<u><u>181,529</u></u>	<u><u>175,936</u></u>

9. COMMITMENTS

As at 31 March 2021 there are no commitments (2020: NIL)

10. CONTINGENCIES

As at the 31 March 2021 there are no contingencies (2020 Nil)

11. CONFERENCE COST

The cost to NZDFA of the 2020 conference was \$392 (2019: \$9,310)

12. SUBSEQUENT EVENTS

There are no subsequent events noted.



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