

Annual Report

2021/22



NOTICE OF MEETING

New Zealand Deer Farmers' Association: 47th Annual General Meeting



Notice is hereby given that the 47th Annual General Meeting of the New Zealand Deer Farmers' Association (Inc) will be held on Wednesday 25th May 2022 commencing at 8.30am at the Brentwood Hotel, Wellington.

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

2022 Proxy forms can be downloaded here >> www.deernz.org.nz/assets/NZDFA/NZDFA-Proxy-Form-2022-Interactive.pdf

AGENDA

47th NZDFA AGM, Wednesday 25th May 2022 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 46th AGM of the NZDFA (Inc)
7. Matters arising from the minutes
8. Executive Committee Chair's report
9. Financial report
 - a. Approval of the 2021/22 reviewed financial statements
 - b. 2022/23 Budget (motion of approval sought)
 - c. Motion of confirmation for Executive Committee honoraria
 - d. Motion of appointment of financial accounts reviewer
10. NZDFA branch remits (if any)
11. DINZ Board producer appointment. Candidate addresses to the AGM.
12. General business
 - a. Confirmation of NZDFA Executive Committee and SAP appointments
 - b. Any other business

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MINUTES OF THE NEW ZEALAND DEER FARMERS' ASSOCIATION 46th ANNUAL GENERAL MEETING

Wednesday 18th MAY 2021 at 8.30am
Bill Richardson Transport World and Conference Centre Tay Street Invercargill

The NZDFA Chair John Somerville called the 46th AGM to order at 8.30am and welcomed 70 attendees and called for notification of any apologies.

1. APOLOGIES

Branch chairs

Richard Broughton, Mike Humphries, Catherine Morrow, Tah Doonan, Rex Cowley, Tony Gray, Philip Gray

Executive Committee

Karen Middelberg

Members

Clive Jermy, Dr Ian Scott, Chris Petersen

The Returning officer noted that no proxies for the AGM had been received.

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

Moved: Kris Orange **Seconded:** Steve Borland
CARRIED

2. SCRUTINEERS

None appointed

3. OBITUARIES AND REMEMBRANCE

Don Bennett SCNO
Neil Campbell SCNO
Brian Beattie SCNO

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:** Mark McCoard
CARRIED

4. CALL FOR FURTHER ITEMS OF GENERAL BUSINESS

None noted.

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:** Karen Middelberg
CARRIED

6. CONFIRMATION OF THE MINUTES OF THE 45th ANNUAL GENERAL MEETING

Confirmation of the Minutes of the virtual 45th Annual General

Meeting of the NZDFA, held Via Zoom Conference 22 May 2020 at 7.30pm.

Minutes were and published and circulated in the NZDFA's Annual Report 2020/21 and posted in the NZDFA Annual Report on the www.deernz.org website.

Moved: "That the 45th AGM minutes as circulated be taken as read."

Moved: John Somerville **Seconded:** Graham Peck
CARRIED

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

The chair put the motion: "That the minutes of the 45th Annual General Meeting of the NZDFA, as circulated, be accepted as a true and accurate record."

Moved: Grant Charteris **Seconded:** Ian Bristow
CARRIED

7. CHAIR'S REPORT

Circulated in the Annual Report 2020/21 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 the impact of Covid-19 and inability to travel and run meetings and events.
- Chance to take stock of where we are as an industry and our future plans.
- 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 and emerging climate change legislation.
- Past 12 months have seen most of the country impacted by extremes, with most affected by unexpected weather circumstances.
- Winter management and response to public pressure - how we winter our animals and look after them.

Venison

- Again a mixed season with impacts of Covid-19 but vaccination programmes rolling out are promising.
- A sense of reality returns. Summer autumn pricing showing seasonal fall and pattern to a base low and chilled season high.
- Ability to be flexible and continue to invest in new markets and opportunities is required.
- Full support for new market development initiative and P2P market investment.

Velvet antler

- Strong value, with a slight easing on the 2019/20 season and influence of Covid-19 on supply chain and logistics but to increasing volumes.
- Focus and growth in the healthy and functional food markets continues.
- Full support year 4 of new Regulated Control Scheme and the DINZ leadership. Audits going well.
- Excellent progress and compliance in the new tagging and 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 the DFA calendar and an annual highlight as genetic gains continue to impress.
- Rising Stars competition needs to generate a core of local branch interest to be successful. It's not a core role for the DFA Executive Committee and will be in abeyance for the foreseeable future.

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 Programme.

2021 Next Generation Programme

- Very successful 8th event based in Hawke's Bay, which was just starting to recover from its worst drought in over 50 years. We were privileged 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 environment award. The event was a huge success again with an outstanding group of young people from our industry which bodes well for our future.
- Of special note at the evening function was the DFA presenting \$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.

- This donation was associated with a contribution of \$3,000 from the SCNO Branch to underpin an invitation to DFA Hawke's Bay members to join the Next Generation Conference as part of a drought recovery regional event. The branch sponsored entertainer and magician Jonathan Usher who provided the nucleus of a very successful "national meets branch" event with the Next Generation conference.
- The second day was rounded off by a great programme of speakers and interaction from the delegates.
- Based on the success of this important DFA initiative, the leadership looks forward to the 2021 Next Generation conference to be based in Queenstown in August, and fostering interest in DFA and another group of future deer farmers and leaders.
- The succession planning theme (funded through MPI's Sustainable Food and Fibre Futures) project has concluded and was a very successful project, overseen by Amy Wills.
- DFA involvement with the P2P Big Deer Tour and Future Farmers programmes has been positive. It is important now we make inclusion of Next Generation 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 their huge success, but challenges remain in ensuring DFA activity does not disappear.
- Regional workshops and further opportunity for branch engagement are very important parts of this activity's evolution.
- Communication into wider industry is increasing despite the significant impact of Covid-19 on AP functions, but equally very supportive networks are 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 formal Farm Environment Plans and develop risk management practices. This remains a priority.
- Full support for P2P Deer Industry Environment Groups.
- Huge effort from DINZ and DFA submitting on government Essential Freshwater Policy and its recent emphasis on best practice winter grazing and the associated water quality and soil loss risks.
- Farmer contacts with authorities and regional councils are critical in telling our stories.

NZDFA SAP (Selection and Appointments Panel)

- Professional association with Wellington Institute of Directors and Board management specialist Kelly MacGregor.
- Interview panel added value and accountability and greater understanding of Board roles, functions and accountability.

Thanks and acknowledgements

- DINZ executives and the DINZ Board for their engagement

and work of behalf of all industry.

- The Producer Management team.
- Belief that DFA provides great value for subscriptions.
- The rest of the Executive Committee and SAP.
- Best wishes for an ongoing profitable and enjoyable year.

In conclusion, John Somerville acknowledged the return of existing Executive Committee members Justin Stevens (Marlborough) and Mark McCoard (Taihape-Ruapehu), and returning SAP chair and members Steve Borland (Waikato) and Donald Whyte (Canterbury) on the SAP.

He then moved: “That the Chair’s report for the year ending March 2021 is adopted” and called for a seconder. **The motion was seconded by former DFA Chair and DFA life member, David Stevens, Southland, who made the following comments:**

It has been a challenging year to say the least as we all came to grips with the new normal. Unfortunately, this will be the way of life for most until we get vaccinated and get back to some semblance of pre-Covid-19 life. Even boomers become zoomers – that is one positive to come out of Covid.

Venison:

This season has been a battle, highlighting our dependence on the US and European restaurant trade. Exporters are to be commended for looking at alternative ways to reach the market, through online sales, different cuts and online cooking demonstrations to name a few. These initiatives will put the deer industry in an even stronger position than it was before Covid.

Velvet:

It has been an OK season for velvet sales and farmers have been grateful for the price received, although back about 15% on last season. Considering the circumstances, one would have to be satisfied.

It is great to see more product moving into the Healthy Functional Food sector in Korea. The challenge now is to develop the same market in China. I must also congratulate the three velvet companies and DINZ on the new initiative to develop a healthy food market in China. This will be a game changer for the velvet industry.

Thanks to the Executive Committee, NVSB and DFA branches, the buy-in and shed audits under the Regulated Control Scheme have gone very well. This along with VelTrak™ starting this season will underpin the standards and protect the integrity of New Zealand velvet in the market.

NZDFA membership and branch strength:

While it is disappointing to see a drop in membership, often the DFA’s good work sadly goes unnoticed. Engaging non-members has always been a challenge. We have as many challenges today as we did 45 years ago – they are just different challenges. Today these have significant implications and costs across the environment, greenhouse gases and animal welfare. Given the huge impact, compounded by an increasing practice of prosecution, we will continue to need a strong NZDFA. These issues may provide an opportunity to connect with all deer farmers and convince them of the value of becoming a DFA member.

NZDFA Next Generation conference:

What a great initiative this has been, encouraging new people

to become involved. It provides them with the confidence to further their involvement whether as an industry leader or branch chair, or just a pathway to better understanding the industry.

Advance Parties:

With the PGP funding coming to an end I support NZDFA branches taking the initiative and incorporating that role into their activities. This will need support from Wellington in one form or other. It seems certain that DINZ will investigate the establishment of a follow-on “P2P2” programme. We must make sure that the connection with the DFA, as seen with the current P2P and regional workshops, continues. It should be much strengthened or the active people in that new initiative will generally also be the active and enthusiastic branch members and there’s only so much time each can give. It would be sad to see the activity in branches continue to slow down.

DFA Branch Chairs and New Faces meeting:

The DFA branch chairs’ meeting was a highlight last year, giving the opportunity for chairs to meet face to face with the DFA Executive, DINZ Board and staff. This meeting has always given branch chairs the opportunity to not only connect with Wellington but also with each other in a business and social environment, which is invaluable.

Environment:

I fully endorse your comments. Environmental regulation is the number one issue we face. Every farm will need a Farm Environment Plan; the question is just how robust will that plan need to be if it is, as suggested, used in place of a consent. And then there’s the “know your greenhouse gas number” requirement by the end of 2022. The DFA needs to champion the uptake on this as a priority.

Deer farmers must still go ahead with urgency and get a completed active Farm Environment Plan, as many of the main requirements will still be relevant. Thank you to Lindsay [Fung] and John [Somerville] for your work in this space. It’s very important the deer industry has a seat at the table.

NZDFA Selection and Appointments Panel:

What an important role the members of the SAP have. This year we have five very strong candidates for one position. For a small industry we continue to attract quality candidates. This is a reflection of an industry that’s seen as forward thinking and ahead of the game, has quality of leadership, a great board structure and the ability to connect with producers. Unfortunately there is only one position available on the Board.

NZDFA/DINZ:

The relationship between the DFA Executive Committee and the DINZ Board is one of the strengths of the deer industry. The availability of the Executive, the Board, Innes [Moffat] and his staff, Tony [Pearse] and the producer management team to all deer farmers is certainly appreciated as I’m sure the feedback from farmers is also appreciated most of the time.

Congratulations; well done on a very trying year, thank you to you and your Executive Committee for all of your hard work during 2020/21 and all the best for the 2021/22 year.

The DFA has some big challenges ahead, not helped by the goal posts that keep getting shifted, but I’m sure you and your executive will do your very best for the deer farmers you represent.

I would like to second your NZDFA Chair's Annual Report for the 2020/21 year.

The chair thanked David Stevens for his kind words.

John Somerville then put the motion for formal adoption of the 2021 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 2020/21 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 2021. www.deernz.org/nzdafa/about/agms-and-branch-chairs-meetings

Statement of financial performance for the year ending 31 March 2021

Main features

Finance highlights

- Net surplus \$4,572.
- Paid membership for the year to 31 March 2021 declined by 7 percent to 1,109.
- The succession planning programme has been concluded.
- NZDFA equity has increased by \$5,593 to \$181,528.
- Holding SAP meetings and the 2020 AGM via Zoom call did reduce costs.
- The 2021/22 NZDFA budget is set to break even.
- No nationally funded projects are planned for this year.
- There will be an investigation whether invoices can be emailed at a cost-effective level rather than posted.
- Next Generation was up quite a bit as reserves were used to allow more people to attend.
- Will be changing to BNZ bank in 2022.
- Most expenditure items were on budget but there were considerable savings in travel, with virtual conferencing and virtual meetings and no election costs.

Proposed Budget 2021/2022

Recommended income and expenditure from Executive Committee

Approval of the 2021/22 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 \$95 (nationally plus capitation at \$25) plus GST (\$138 total) at a target 1,100 members.
2. Proposed expenditure generally maintained at 2020/21 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.

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 2020/21

"That the accountancy-reviewed NZDFA financial statements and accounts for the year ending 31 March 2021 be received and approved."

Moved: Justin Stevens **Seconded:** Lorna Humm
CARRIED

Motion 2: Honoraria

"That the Executive Committee honoraria for the 2020/21 financial year be fixed at \$12,000 for the elected Chairman and \$8,000 for each other Executive Committee member."

Moved: Grant Charteris **Seconded:** Ian Bristow
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 (2021-2022)."

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

Moved: Justin Stevens **Seconded:** Stephen Borland
CARRIED

Motion 4: NZDFA budget 2021-2022

"That the NZDFA budget for the year ending 31 March 2022 be approved."

Moved: Steven Borland **Seconded:** Graham Peck
CARRIED

9. NZDFA BRANCH REMITS 2021

No further remits were recorded from either the National Executive or the NZDFA branches for the 2021 AGM because of the limited of branches to hold Branch AGM's preconference due to the ongoing Covid 19 lockdown restrictions on meetings.

10. GENERAL BUSINESS

a. DINZ Board candidates

John Somerville introduced the nominees, for the vacancy created by retirement by rotation of sitting member **William Oliver** who had announced his retirement.

The 5 nominees had submitted short statements supporting their candidature (published in the 2020/21 NZDFA Annual report and were introduced to the meeting with a 5 minute nominee's presentation).

Amanda Bell
Sarah Paterson
Jacqueline Rowarth
Martin Rupert
Simon Wright

SAP chair Paddy Boyd told the AGM that these were five very strong candidates, at a time when the industry was struggling with markets. He said it would be a tough job for the SAP, which worked closely with the Board to make sure they

understood requirements for an appointee. He said each of the five candidates could make a good contribution.

b. Confirmation of appointments to SAP and the Executive Committee

(Note: for the 2021/22 year, no elections were required. Each of the four nominations received were for the four relevant vacancies created by retirement by rotation.)

c. NZDFA Executive Committee structure 2021/22

The Chair noted that following support from

Executive Committee

- Karen Middelberg (Hawke's Bay) appointed unopposed 2020
- Mark McCoard (Taihape) appointed unopposed 2021
- Justin Stevens (Marlborough) appointed unopposed 2021
- John Somerville (Southland) appointed unopposed 2020

Selection and Appointments Panel (SAP)

- Donald Whyte (SCNO) – appointed unopposed 2021
- Paddy Boyd (SCNO) – appointed unopposed 2020
- Steve Borland (SCNO) – appointed unopposed 2021
- Leith Chick (Waipa) – appointed unopposed 2020

11. CONCLUSION

John Somerville thanked members and guests and then closed the 46th AGM of the NZDFA at 10:00am.

A handwritten signature in black ink, appearing to read 'J L S', with a long horizontal flourish extending to the right.

To be signed as a true and accurate record.

John Somerville 2021/22 Executive Committee Chair

NZDFA EXECUTIVE COMMITTEE CHAIR'S REPORT



John Somerville
Chair, NZDFA Executive
Committee

Welcome to our 47th New Zealand Deer Farmers' Association AGM which, all going well, will be at the Brentwood Hotel, Wellington, on 25 May 2022. This year, with the industry conference being cancelled due to the Covid risk, we decided to go ahead with an informal branch chairs' meeting followed by the AGM. It will be great for everyone to meet face to face after the cancellation of the October 2021 branch chairs' meeting.

It is an honour for me to bring you this report in my fourth and last year as chair.

At this time we take stock of where we are now as an industry and organisation, and where we plan to be in the future. During the past year we went from avoiding Covid to having to live with it as the Omicron variant became widespread in our communities. Deer farmers, along with all involved in the agricultural industry, showed we were up to the challenge. Luckily the velvet season had finished and the bulk of the venison killing was behind us when Omicron hit. Venison companies did a great job keeping the kill going amid staff shortages due to Covid. The fear that plants exporting to China might be delisted was averted right across agriculture.

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

The season

The past 12 month period has seen the country impacted by a La Niña weather system, which brought lots of rain to the east coast of the North Island and Canterbury, especially after Christmas. Meanwhile the southern South Island had some of the driest conditions in fifty years. This led to large feed shortages in areas such as Southland and reduced yields in many cereal crops in Canterbury, as many couldn't be harvested in time. For deer, most farmers from Canterbury

north had plenty of feed, which helped in absorbing store stock from the south and wait times in getting stock processed at the Covid-affected plants. But in Southland where I farm, even with the recent rain there will be large feed shortages going into winter.

Venison

The venison season has seen a huge improvement on the previous year, with the price moving to just above the \$8 per kg mark this autumn. Starting in late spring last year, through Nick Taylor (DINZ), the DFA executive organised Zoom meetings individually with all the venison marking companies. This allowed a good catch-up on where they were in the marketplace and for us to convey to them the impact of low prices on our members and the whole industry. These discussions were very useful, with all parties feeling free to speak frankly. It is something that should continue long term.

The marketing drive in the retail sector seems to be paying off, especially in the United States. China is also showing positive signs. The foodservice industry is getting back on its feet worldwide. The current Russian-Ukraine war is throwing some uncertainty through Europe, so we will have to see what effect this has on our sales. All the companies are optimistic for the chilled season with perhaps not as high a peak as before, but a longer and flatter tail.

The venison processing companies have

invested in more retail sales products over the past year to help keep venison moving while the restaurants were closed. Even though this was initially a stopgap measure until the better-paying foodservice got back on its feet, it enables us to achieve better prices from poorer cuts by, for example, grinding them and making them easier for customers to prepare and eat at home.

This shows why we have to continually invest in new market development and insure that we are flexible enough to cope with sudden market changes such as those experienced over the past two years.

As I write this the weaner sales have started with good lifts for stags but disappointing prices for hinds. This is a sign of low interest in new breeding stock. We need to ensure that we regain the confidence to grow our breeding herd.

Velvet

The velvet season has seen a great turnaround from last year with the farmgate price rising by about \$25 per kg. This has been a great achievement considering the challenges with supply chains and the increasing amount of velvet being produced. As in the past few seasons, the price was led by early season contracts. Prices increased as the season progressed and product was generally moved consistently throughout, with everything shipped to the market. Again the percentage of velvet going to the healthy food market in South Korea

increased. In addition, online sales ensured its continued movement in the marketplace. Looking to the future it is great to see the China Velvet Coalition – a new market initiative with three velvet companies, DINZ and NZ Trade and Enterprise to develop the healthy food market in China.

Traceability entered a new age with VelTrak officially starting. From the farmer point of view it is easier than the old paper-based system with most quickly getting the hang of completing their online VSD declarations. There were a few software and tag teething problems which will hopefully be rectified by next season. VelTrak is a huge investment by the industry and needs support and constructive input by everyone to ensure its success.

This new process is a learning curve for us all, as we strive to bring the velvet industry compliance-wise into the 21st century. We have to ensure that everything we do during the velvetting process is 100 percent. As our market expectations increase we have to ensure our processes are beyond reproach. Being able to velvet is a privilege, not a right, and one that could be taken from us at any time and destroy our industry.

Velvet competitions

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. Unfortunately most competitions were cancelled as Covid started to spread and organisers had to make the call on the risks that public gatherings and exposed velvet entailed for personal and industry safety. This was a great disappointment for organisers and competitors alike as last season's great heads didn't get the public recognition that they deserved. Also they are a great vehicle to get all branch members involved, so their cancellation left a big hole in deer farmers' social calendars.

Hopefully later this year they will all be able to go ahead as normal and the Nationals can have a belated 40th competition.

NZDFA membership and branch strength

For this past year our paid up membership dropped to 1,045. Some of this was 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. This year we have increased the subscription. This was needed as costs rise and, as noted earlier, our model of membership has its limitations. We have balanced the coming year's budget but it is tight. Overall our membership is strong, representing over 70 percent of all deer farmers. This is very good for a voluntary subscription.

Next Generation

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.

We look forward to the following year's Next Generation programme and another group of future deer farmers and leaders.

I will leave it to Justin Stevens to give us a more detailed report of the financials and last year's Next Generation programme.

DFA and Advance Parties

The PGP funding for Passion2Profit ends in 2022 and any future MPI co-funded programme will not include Advance Parties as they are. DINZ is looking at co-funding with farmers or funding a smaller number, so we have to plan how we take the AP concept forward.

A large number of our members have been involved in these groups, which in many cases have replaced branch-organised field days. It is important we ensure the buy-in the APs had from many farmers is not lost, and we need to think about how branches can support the on-farm production and environmental awareness that the APs initiated and incorporate it into branch activities.

October branch chairs' meeting

We had to cancel the 2021 branch chairs' meeting at the last minute due to Covid fears. It was a shame as we had a great programme lined up and the meeting had

evolved into a mini conference in its own right, with a huge array of subjects covered.

Many thanks to Innes Moffat and DINZ who quickly put together a Zoom call for the branch chairs to have a day-long online session. Even though nothing is better than face-to-face meetings, at least with this technology we can still do something. Zoom, Microsoft or Google meetings have become a part of our lives and allowed us to keep meeting and communicating when in-person meetings are impossible.

Environmental issues

The environment is the number one issue we face, and has become our top priority. The DFA has been heavily involved in this at the regional policy level. Our branches have been working with Lindsay Fung and then Sara Elmes since late last year when Lindsay became producer manager. We thank Lindsay for all the outstanding work he has done on this, giving us his professional help in supporting submissions to regional councils. This has worked very well with local farmers fronting up to council supported by Lindsay's professional know how. Lindsay earned the respect of farmers and councils for his work and we look forward to working with Sara in this crucial role.

The Government's Essential Freshwater policy has caused huge disruption in regional council policy planning and what farmers understand they will be required to do. As a result, many farmers have done nothing over the past couple of years, on the pretext that they will wait and see what will be required. This represents a misguided loss of time. Whatever the final details of these policies end up being, 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 crops.

During the past year, workshops were held on how to put a wintering plan together using practical advice. Animal welfare, especially around animals on winter crop, has become a huge issue, so we all have to be very aware of what we do and what plan B we have for wet and muddy conditions. Animal welfare

activists will be out and about trying to get images that shame farming and threaten our ability to winter on crops.

The greenhouse gas emissions issue is even more significant for farming. The He Waka Eke Noa (HWEN) proposed options and consultations turned into a nightmare for drystock farmers. This is the single biggest issue we face in farming. It has involved the DFA executive committee in a lot of work as we have developed the “Option 1 Transformed” approach in and the HWEN consultation process together with some key sheep and beef farmers. Mark McCoard will cover this work in depth in his report.

TB Free and NAIT

NAIT compliance is a touchy subject for farmers as we have had to come to terms with all that has to be done from registration to movement recording. Deer farmers have done a good job compared with beef and dairy. But last year NAIT came up with the proposal that to compensate for all the ghost animals (animals that have lost the original tag and been retagged and registered but both are on the system) by looking at double tagging to compensate for losing the EID tag and hence the original ID. We argued that this is an unnecessary cost since 80 percent of deer only have one recorded movement in their life. So far our argument has been accepted.

TB testing has been slowly rolled back in many areas but as the Hawke’s Bay outbreak showed us, you have to keep the foot on the pedal, especially with vector control, and ensure that farms that don’t allow aerial 1080 drops do actually implement vector control by foot. The DFA has kept up constructive pressure to try to ensure outbreaks don’t happen again.

Selection and Appointments Panel

The annual selection process for the candidates who represent the four DFA-selected positions on the DINZ Board is a very important part of the executive year. Our four executive committee members, plus the four elected members, make up the panel. In recent years we have worked with Kelly McGregor from the Institute of Directors as we put the questions together. She has also sat in on the interviews. This gives us an independent evaluation on how we

conducted the process. This has increased our professionalism in this crucial task. It is one that the executive committee and SAP take very seriously as we select the best people to represent us on the DINZ Board and take our industry forward.

This year we are pleased to have three strong candidates for the Board’s two vacant positions. The SAP will have an arduous task in selecting the successful candidates.

DFA and DINZ

The DFA executive committee has a 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. We greatly appreciate the open door policy that Innes Moffat and all the DINZ executive have for ourselves and all farmers. That, and our smaller size, gives our farmers easy access right to the top, something not so easily achieved in other industries.

I would like to thank Lindsay Fung, who took over from Tony Pearse as producer manager last year, along with Cenwynn Philip and Rebecca Norling, our DFA producer management team. They make sure everything happens and runs smoothly. Your support is much appreciated and it has been great working with you all.

I would also like to thank Mark McCoard, Justin Stevens and Karen Middelberg. They have been a huge support over the past year. We all have the same goal in representing our members’ needs in representation and personal understanding of what the real issues are for deer farmers. Between the executive and the SAP we have a very strong team to take us forward.

As I end my ten years on the executive committee, I can reflect on what a great experience it has been for me personally and hope that I have made some difference. But the strength of the DFA past and present is being part of a team effort of passionate and motivated people where success is the sum of all the working parts, who understand what it means to be a deer farmer and the support you need.

I now move for the adoption of my chair’s report for the 2021/22 year and I invite a seconder.

John Somerville

Chair, NZDFA Executive Committee



A PERSPECTIVE FROM THE EXECUTIVE COMMITTEE



Mark McCoard

NZDFA Executive Committee

This season has been a mixed bag for the deer industry. Velvet and venison returns have both improved on the previous season, but are being dampened by increasing costs, continuing supply chain disruptions and additional government regulation. We can even put the weather patterns into the mixed category with unseasonably dry conditions in many areas. “Expect the unexpected” is certainly the mantra farmers are having to continue following.

On the domestic front, the upcoming greenhouse gas regulations will likely impose one of the most significant and impactful changes that New Zealand farmers have faced in a generation. The He Waka Eke Noa (HWEN) process that has been underway for the past two years has been an opportunity for the wider agricultural sector to come up with a system to reduce farm greenhouse gas emissions to prevent further warming,

while providing government with an alternative to placing New Zealand agriculture in the Emissions Trading Scheme (ETS).

The initial information released by the HWEN office at the beginning of the year via the Agriculture Emissions Pricing Proposal highlighted significant concerns for the NZDFA Executive Committee regarding the potential impacts on the deer industry. This concern was the catalyst to join forces with a group of like-minded sheep and beef farmers. Collectively we had real concerns as to the impact and future financial viability for the wider drystock sector, particularly for the more extensive farm systems. The prospect of widespread afforestation is a real concern.

We came up with an alternative, “Option One Transformed”, and set up the website abetteroption.org.nz to promote our suggested alternatives that we have circulated through various rural media platforms. Our key points were a farm-level system with clear achievable goals, stepped pricing of emissions on a per hectare basis and simple and affordable reporting through the IRD. We felt these changes would help alleviate the inequities that options One and Two promoted during the roadshows created between intensive and extensive farm systems.

The HWEN office and industry representatives, including DINZ, are now working through the feedback they received

through the roadshows and submissions, and will make their recommendations at the end of May. We remain hopeful that external pressures from groups such as ourselves, combined with the internal representation from DINZ, can lead to a balanced and sensible outcome for all parts of the deer industry.

Given I’m from an area that is predominantly focused on breeding and selling weaners, I have to touch on the venison schedule. It’s great to see the recovery in the schedule on the back of industry initiatives over the past two years. Given regions such as Taihape/Ruapehu are also strong sheep breeding areas, a venison schedule lower than a lamb schedule is causing breeders to make some tough, financially driven decisions on hind retention. We can only hope the venison price regains its historical premium so we are not faced with losing critical mass within the industry now markets are improving.

Our NZDFA Chair John Somerville is stepping down following this year’s Branch Chairs’ meeting in May. John has been an integral part of the NZDFA Executive Committee for ten years and has contributed a huge amount of time and energy representing deer farmers across a wide range of topics and issues. I’d like to thank John for his tireless efforts and hope we continue to benefit from his knowledge and expertise in other parts of our industry at some stage in the future.



Karen Middelberg

NZDFA Executive Committee

We have experienced another year of challenges related to Covid-19, but I am hopeful that we now have more clarity on managing our businesses through it. The venison schedule is heading in the right direction and it appears the hard work of the marketing companies to diversify is paying off. This should leave our industry in a more resilient position.

Behind the scenes there has been a lot of effort put into the design and application

for a new programme once the current Passion2Profit (P2P) has run its course. P2P has been hugely beneficial to those involved and has also reached outside these groups (Advance Parties, Deer Industry Environment Groups, etc) with many initiatives flowing on from the main programmes. The hope is to establish a new programme that reaches even further to engage those who have not yet been involved and is relevant for the changing landscape we are facing. The DFA Executive Committee have asked that this programme will provide support for farmers to negotiate their way through the looming regulatory requirements. There has been much consultation from DINZ to ensure what is developed provides the industry and its farmers with what they have been asking for. I would like to thank the DINZ team and Board for their work delivering the programme for the past seven years and look forward to what comes next.

A highlight for me this year was to see yet another local Central Hawke’s Bay farm win the Elworthy Farm Environment Award.

Grant and Sally Charteris of Forest Road Farm were the deserving recipients, and it was great to see them recognised for the hard work they have been putting into environmental management. I would also like to congratulate the other entrants and winners in these environmental awards. They do the industry proud.

This year has started with its challenges due to processing plant staff shortages from Covid and extremely dry conditions in some parts of the country. I hope these issues will sort themselves out soon. One big challenge is how agricultural emissions are going to be priced and the consequences of this for our industry. The DFA Executive Committee has been putting in the hard yards to advocate on behalf of all deer farmers and time will tell how this has worked out.

Hopefully by now the stags will have done their jobs and scanning will go well, setting us up for more promising season. I look forward to a face-to-face catch up at the Branch Chairs’ meeting.



.....

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 lives. The NZDFA has also had to adapt and change to keep up with the ever-changing Covid-19 situation, so to be able to hold the NZDFA AGM in Invercargill on 18 May 2021 was a very welcome relief.

Unfortunately, Covid forced us to cancel the NZDFA Branch Chairs' Conference which was due to be held in Wellington in October. This was a very hard decision, but it was the right one at the time. Although we were able to keep the Branch Chairs updated on current market events via Zoom, it is never quite the

same as meeting face to face. As always, we on the NZDFA Executive Committee will endeavour to keep costs down while still providing you with the best representation that you deserve.

We did manage to hold our 9th Next Generation conference in Queenstown on 4 and 5 August. The focus for 2021 was more about the day-to-day running of different farming operations, from intensive finishing to extensive high country, all with fantastic views.

Fairlight Station, a 2,500-ha hill and high-country farm was our first stop, with Simon and Lou Wright explaining how genetic improvements have played a big part in increasing production. Our next stop was the 1,570-ha Eyre Creek Station, near Athol, managed by Pāmu's Ryan Thomson. The focus at Eyre Creek Station is on breeding and managing the best grazing between sheep and deer, to fit the all-important grass growth curve.

On Day 2 we were treated to some spectacular scenery at Remarkables Station, a 1,030 ha hill-country property just outside Queenstown. It is owned by the Jardine family, leased by David Nind and managed by Matt Little. The Jardine family have gifted 900 ha to the QEII National Trust, with the transfer

to take place later this year, but this will still enable the station to run as a deer, sheep and beef operation in the medium term. The last stop at Deer Park Heights, a 600-ha farm managed by John Blair, overlooks Queenstown and was the location for many *Lord of the Rings* movie scenes. Deer Park Heights is a working farm that tourists can drive around – feeding the very friendly donkey is always entertaining. At the Next Generation conference we were fortunate to have great support from attendees and sponsors alike. Keep an eye on our monthly electronic newsletter, Stagline-Online, for an opportunity to attend both the Next Generation and Branch Chair events, and have up-to-date information on a great industry such as ours. It is important that we continue to have a strong and vibrant way to enable deer farmers to make their input, voice opinions and get feedback on which direction they want our industry to go.

Our next big event will be the NZDFA AGM and Branch Chairs' meeting on 24 and 25 May 2022 in Wellington. The action-packed programme is sure to entertain and amuse all who attend, either in person or viewed via Zoom.



Attendees at the 2021 Next Generation programme at Remarkables Station, Queenstown.
Photo: Phil Stewart.

PRODUCER MANAGEMENT TEAM

Living with Covid, disruption and uncertainty.
Innovation and adaptation.



Lindsay Fung and Tony Pearse
Producer Managers 2021-22

National Conference 2021

In spite of the challenges and tension around organising events, the year produced some memorable activity for the NZDFA, well supported by the DINZ executive team and Board. Conference 2021 was successfully held at the Bill Richardson World of Transport in May in Invercargill. A solid representation of delegates for days one and two were well entertained and engaged in a comprehensive conference programme in this unique venue. The event was also streamed live, and a further permanent record taken for access via the website.

While attendance was down a little, the event was also able to host a pre-conference NZDFA Branch Chairs' meeting. This featured guests with DINZ Board members and the executive team attending alongside OSPRI NZ and an insight into MPI and Environment Southland's views on best practice winter grazing management and new water quality rules.

The NZDFA Branch Chairs' pre-conference evening also provided a valuable opportunity for the DINZ Board and staff to meet informally with NZDFA local and national leadership and have good open dialogue.

National Technical Workshop

In a new concept, day three featured a comprehensive P2P technical workshop which was well attended by many local deer farmers. It was an outstanding event pitched at a practical and relevant on-farm level. Feedback was that this type of professionally developed and presented event is valuable and appreciated. Pania Flint and DINZ's Rob Aloe organised and ran this successful workshop and it may well be a feature of future conferences when normality resumes.

Selection and Appointments Panel (DINZ Board vacancy)

The 2021 NZDFA AGM and industry conference was notable for the five strong candidates nominated for the single DINZ Board vacancy. The NZDFA noted with thanks the contribution of retiring DINZ Board member William Oliver during his tenure. Panel members continue to benefit from the ongoing association with Kelly McGregor from the Institute of Directors. This integral part of the selection process was certainly valuable given the depth and quality of candidates for 2021.

Weather

In May/June South Island farmers, especially in Canterbury, were hammered by torrential rains and flooding destroying and damaging millions of dollars' worth of fencing infrastructure, winter feed and livestock. NZDFA Branches and key individuals within them mobilised to direct and coordinate feed and fencing supplies where they could, alongside the MPI-coordinated flood relief team and local bodies. The NZDFA's Executive Committee made grants of \$6,000 each to the Mid and South Canterbury Rural Support Trusts and \$3,000 to the North Canterbury Rural Support Trust, in similar vein to the support given during the recent Hawke's Bay drought.

Next Generation Conference

In August the NZDFA was able to host the Next Generation conference in Queenstown. The event was well supported, with about 70 delegates from across the country, again including delegates from the P2P Future Farmers Tour. The event featured large-scale farming and overwintering practices. The NZDFA acknowledges the generosity of

time and knowledge given at Fairlight Station, including an introduction to the Fairlight Foundation (www.thefairlight-foundation.org), and Pāmu breeding and finishing operation at Eyre Creek on day one. Day two featured visits to Remarkables Station where lessee David Nind and staff highlighted self-feeding wintering pads based around lucerne baleage. A highlight was time spent with Dick Jardine and the QEII Trust explaining the basis of the gifting of the station to the Trust and its protection for all time. The conference finished on top of Deer Park Heights where spectacular views and a mix of tourism, feature film locations and history of one of the very first deer farms was retraced.

Business as usual? Yeah right

From that point the balance of the year and NZDFA activity crashed as the resurgence of Covid-19 wiped out practically all in-person events.

The SAP Board appointment process had five excellent candidates to interview for a single vacancy and, while the process was a mix of face-to-face and video interviews, it worked well. Since then, video conferencing has become increasingly common. Dr Amanda Bell, Criffel Station Wanaka, and chair of the P2P Advisory Group, was the successful candidate from a strong field.

Annual NZDFA Branch Chairs' Conference

Due to the Covid lockdown, the Branch Chairs' Conference in October was cancelled as an in-person event. It was replaced by a successful series of online sessions, which was appreciated by the Branch Chairs and worked well.

Communication

Covid restrictions also introduced the NZDFA leadership to the value of video conferencing to share farmers' concerns with venison company CEOs and venison marketing managers as Covid significantly impacted the venison schedule over the later part of 2021. There has been a significant recovery in early 2022, with prospects of continuing strength into the usual chilled season premium period. The Executive Committee appreciate the time and effort the venison and velvet companies devoted to answering questions and keeping the DINZ team and NZDFA as well informed as they could.

As always during this turbulent year, *Deer Industry News* continued to be the major communication vehicle at industry level. The DINZ executive team, DINZ Board and company marketing managers kept in touch well with the NZDFA Executive

Committee via Teams calls as well as the monthly Executive Committee meeting with DINZ CEO, Chair and various board members as required.

Producer management team

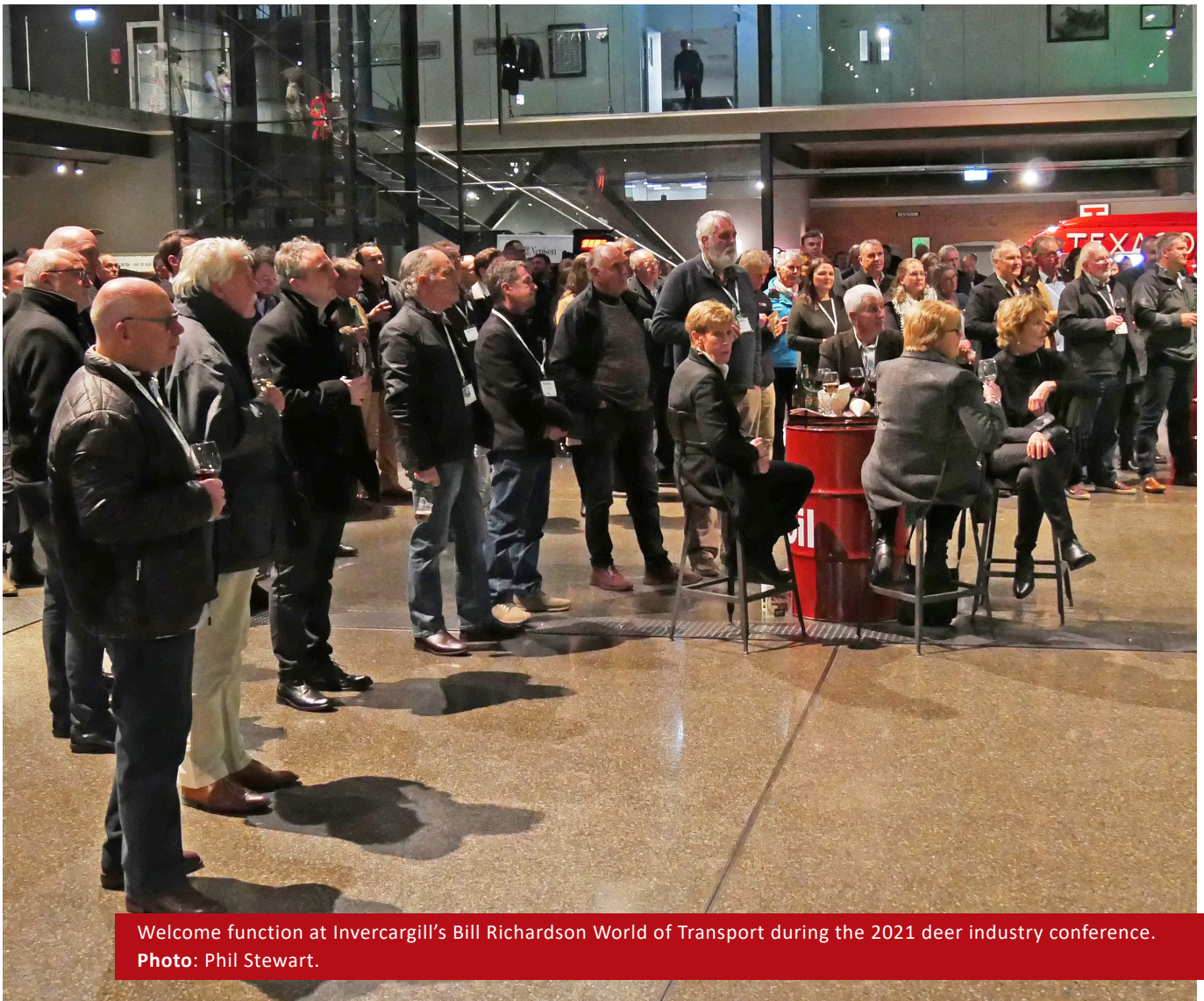
The producer management team is now headed by Dr Lindsay Fung. Lindsay was appointed to replace Tony Pearse, who announced his retirement after almost 20 years in the role. Producer management staff is at full strength with three support staff, Amy Wills (currently on maternity leave), Cenywnn Philip and Rebecca Norling. Thank you all for being the effective support structure of the NZDFA that you are. It is a highly effective NZDFA and producer-focused group.

NZDFA Funds and financial performance

The NZDFA reserves funds for the year

end 31 March 2022 reached \$184,508 following a \$2,979 operating surplus. Income was down with a slight reduction in subscriptions to \$99,275 (2022) from \$105,498 (2021) but expenditure was also decreased resulting in a small surplus carryover but no taxation liability.

That expenditure also included the flood relief grants to the three Canterbury Rural Support Trusts as mentioned above.



Welcome function at Invercargill's Bill Richardson World of Transport during the 2021 deer industry conference.
Photo: Phil Stewart.

NZDFA 47th AGM, 25 MAY 2022

CONSTITUTIONAL MATTERS

1. AGM: Notice of meeting

New Zealand Deer Farmers' Association, Annual General Meeting. Notice is hereby given that the 47th Annual General Meeting of the New Zealand Deer Farmers' Association (Inc) will be held at on 25th May 2022, 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 Karen Middelberg, the single nomination of Karen Middelberg (nominated Evan Potter, seconded Grant Charteris) was received and she is declared appointed for the 2022-2024 term.

Executive Committee Member (1 position): For the vacancy created by retirement by rotation of John Somerville, no nominations were received. The position will be filled by appointed by the Executive Committee as per Rule 20.1 of the NZDFA Constitution.

The successful appointments will join sitting members Justin Stevens (Marlborough) and Mark McCoard (Taihape – Ruapehu) as the 2022/2023 Executive Committee of the NZDFA following the conclusion of the 47th NZDFA AGM on 25 May 2022.

3. NZDFA Selection and Appointments Panel (SAP)

The SAP consists of the four-person Executive Committee and four non-Executive Committee elected members. Two of the non-Executive Committee elected members of the Panel retire annually by rotation. Nominations have been called for the two vacancies created by retirement by rotation and one by retirement.

Four nominations were received:

Andrew Peters, Taihape (nominated Chris Satherley, seconded Alex McIntyre)
William Oliver, Waipa (nominated Jacqueline Wellington, seconded Grant Dixon)
Leith Chick, Waipa (nominated Helen Clarke, seconded Murray Templeton)
Graham Peck, South Canterbury (nominated Lyall Cullen, seconded Chris Peterson)

A postal ballot was required. Results of will be announced at the 47th NZDFA AGM on 25 May 2022. The successful candidates will join current non-Executive Committee elected member Donald Whyte on the 2022/24 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 are two single vacancies for the 2022-2025, three-year Board term, created by the retirement of the sitting members Ian Walker, Hawke's Bay and Mark Harris, Waikato who are not seeking a further term.

Three nominations have been received:

Hamish Fraser, South Canterbury (nominated Thomas Macfarlane, seconded Mark Tapley)
David Morgan, South Canterbury (nominated Kelly Bennet, seconded Mark Tapley) – *David Morgan has advised that as at 16 May 2022 that he will no longer seek appointment to the DINZ Board.*
Jacqueline Rowarth, Waikato (nominated David Stevens, seconded Peter Allan)

The nominees are invited under the NZDFA constitution to present a short overview of their candidatures at the 47th AGM on 25th May 2022, either in person (in Wellington) or online, before the meeting's general business session. The Selection and Appointments Panel will make the appointments before 1 July 2022, as required.

L E Jung

Returning Officer for the NZDFA. 16 May 2022

MOTIONS AND REMITS

NZDFA FORMAL FINANCIAL MOTIONS: 47th AGM 25th May 2022

MOTION 1: Financial accounts and statements for the year ending 31 March 2022

“That the NZDFA financial statements and NZDFA Financial Report for the year ending 31 March 2022 be received and approved.”

Moved:

Seconded:

MOTION 2: Honoraria

“That the Executive Committee honoraria for the 2022/23 financial year be fixed at \$12,000 for the elected Chair 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 (2022/23).”

Moved:

Seconded:

MOTION 4: Budget to year ending 31 March 2023

“That the NZDFA budget of expenditure for the year ending 31 March 2023 be approved.”

Moved:

Seconded:

NZDFA FINANCIAL REPORT

	Year to 31 March 2023 Budget \$	Year to 31 March 2022 Actual \$	Year to 31 March 2022 Budget \$
Income			
Subscriptions	107,543	99,275	104,500
Interest income	700	939	1,000
Sundry income	0	8,500	0
Sponsorships	1,500	800	5,000
Total income	109,743	109,514	110,500
Less: expenditure			
<i>General expenses</i>			
Conference	7,000	1,000	7,000
Editorial costs	2,500	2,727	0
Election costs	6,000	0	0
General expenses	2,000	1,964	3,000
Grants paid	0	2,000	0
ISP/Server Hosting	0	0	250
Postage	2,000	2,075	2,500
PR support	3,000	15,000	3,000
Printing and stationery	1,500	1,607	2,000
Promotions/Awards	2,000	0	2,000
Publications/Annual Report	3,000	0	3,000
Telecommunications	0	0	1,000
	29,000	26,372	23,750
<i>Travel/Accommodation</i>			
Executive Committee travel, accom and meals	8,000	5,986	13,000
SAP travel, meals and accom	12,000	17,626	8,000
Branch Chairs' Meeting	8,500	5,367	12,000
Meeting expenses, catering, venue	1,303	0	1,550
	29,803	28,978	34,550
<i>Professional fees</i>			
Audit review fees	3,390	3,239	3,300
Insurance	2,400	2,242	2,400
Returning officer fees (SAP Process)	650	621	500
	6,440	6,101	6,200
<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>			
Leadership development (Next Generation)	8,500	9,083	10,000
	8,500	9,083	10,000
Total expenses	109,743	106,535	110,500
Operating (deficit)/surplus before taxation	0	2,979	0
Taxation	0	0	(0)
Operating (deficit)/surplus after taxation	0	2,979	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 2022 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 2022, 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
3 May 2022

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STATEMENT OF FINANCIAL PERFORMANCE

New Zealand Deer Farmers' Association Incorporated

For the year ended 31 March 2022

	Note	2022	2021
		Actual	Actual
		\$	\$
Income			
Subscriptions		99,275	105,498
Interest income		939	1,308
Sundry Income		8,500	5,000
Sponsorships		800	5,834
Sustainable Farming Fund Income		0	0
Total Income		109,514	117,640
Expenditure			
Audit review fees		3,239	3,253
Conference	11	1,000	392
Election Costs		0	0
General Expenses		8,198	4,502
Grant Funding		2,000	10,000
Honoraria	4	36,000	36,000
Insurance		2,242	2,373
Leadership Development (Next Generation)		9,083	17,644
Legal/Professional fees		0	0
Nationally Funded Projects		0	0
Postage		2,075	2,527
PR Support and Sponsorship		15,000	2,945
Printing & stationery		1,969	1,363
Promotion & Awards		0	3,000
Publications/Annual Report		2,727	2,482
Returning Officer fees (SAP Process)		621	500
Telecommunications		0	229
Travel and Accommodation		22,382	24,653
		106,535	111,863
Total Expenses		106,535	111,863
Operating Surplus Before Taxation		2,979	5,777
Taxation	5	0	(184)
Operating Surplus / (Deficit) After Taxation		2,979	5,593

MOORE
MARKHAMS

The accompanying notes form part of these financial statements.

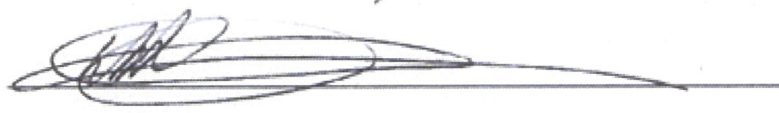
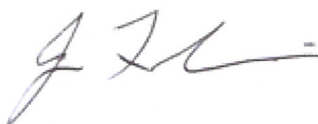
STATEMENT OF FINANCIAL POSITION

New Zealand Deer Farmers' Association Incorporated

As at 31 March 2022

	Note	2022 \$	2021 \$
Current Assets			
Cash at Bank		87,338	58,867
Short Term Bank Deposits		100,000	135,000
GST Receivable		364	725
Accounts Receivable		1,221	1,719
Resident Withholding Tax		223	302
		<u>189,146</u>	<u>196,613</u>
Current Liabilities			
Accounts Payable	6	3,318	12,144
Income in Advance		1,320	2,940
		<u>4,638</u>	<u>15,084</u>
Net Current Assets representing Net Equity		<u>184,508</u>	<u>181,529</u>
Net Equity comprises:			
Opening Balance		181,529	175,936
Result for the period		2,979	5,593
Total Equity		<u>184,508</u>	<u>181,529</u>

John Somerville
Chairman of Executive Committee
Date: 03 May 2022



Justin Stevens
Treasurer of Executive Committee
Date: 03 May 2022

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 2022

	Note	2022 \$	2021 \$
Opening Balance		181,529	175,936
Net Surplus/(Deficit) for the Year	8	2,979	5,592
Closing Balance		<u>184,508</u>	<u>181,529</u>

The accompanying notes form part of these financial statements.

MOORE
MARKHAMS

NOTES TO THE FINANCIAL STATEMENTS

New Zealand Deer Farmers' Association Incorporated

For the year ended 31 March 2022

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 2022 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 membership per annum. In 2022 1,045 subscriptions were received (2021: 1,111). This includes the \$25 per member capitation fee collected on behalf of the NZDFA Branches and remitted directly to them in December of each financial year. In 2022, this capitation fee represents membership fees collected on behalf of the NZDFA Branches of \$26,050 (2021: \$27,775). However, in March 2022, a further payment was made to clear the unallocated balance of \$1,987.62. This balance was equally paid to all 16 branches. 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:

		2022	2021
		\$	\$
Honoraria	Chairman	12,000	12,000
	Executive Committee	24,000	24,000
	DEEResearch Directors Fees	0	0
		<u>36,000</u>	<u>36,000</u>

No changes for the year.

(2021: Karen Middleberg replaced Grant Charteris from 1 June 2020)

MOORE
MARKHAMS

5. TAXATION

	2022	2021
	\$	\$
Taxable Income	939	1,308
Less IRD Allowance	<u>(1,000)</u>	<u>(1,000)</u>
Date: 03 May 2022	(61)	308
Tax Expense 2022	0	184
Prior Year Adjustment Refunded	<u>0</u>	<u>0</u>
Total Tax Expense	<u><u>0</u></u>	<u><u>184</u></u>

6. ACCOUNTS PAYABLE

	2022	2021
	\$	\$
Date: 03 May 2022		
Accounts Payable	0	2,094
Accruals	3,293	7,737
Subs payable to branches	<u>25</u>	<u>2,313</u>
	<u><u>3,318</u></u>	<u><u>12,144</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 were for Next Generation Programme support and reimbursement for shared services. 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:

	2022	2021
	\$	\$
General Funds		
Opening balance	181,529	175,936
Net Surplus/(Deficit) for the Year	<u>2,979</u>	<u>5,592</u>
Closing General Funds	<u><u>184,508</u></u>	<u><u>181,529</u></u>

9. COMMITMENTS

As at 31 March 2022 there are no commitments (2021: NIL)

10. CONTINGENCIES

As at the 31 March 2022 there are no contingencies (2021 Nil)

11. CONFERENCE COST

The cost to NZDFA of the 2021 conference was \$1,000 (2020: \$392)

12. SUBSEQUENT EVENTS

There are no subsequent events noted.



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