



# CANDIDATE PROFILES

**2018** BOARD OF DIRECTOR ELECTION FOR THE **NORTH WARD**

Voting closes at:  
**5pm Wednesday 19 September 2018**

*Disclaimer Statement: This candidate profile booklet contains profile statements provided by each of the nineteen candidates nominated for the 2018 Board of Directors Election for the North Ward. The Returning Officer accepts no responsibility for the content, or accuracy of the content, contained in the statements as supplied by the candidates.*

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## BALLE Dacey

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### Personal Statement

I am passionate about New Zealand's core competencies in food production and are committed to leveraging those natural advantages into sustainable competitive advantage.

### Ballance

I see in Ballance a strong and well managed co-operative that our farmer shareholders can be justifiably proud of. In the future I see opportunities for further development in the areas of:

- innovative nutrient solutions for high value food production
- deployment of farmer friendly logistics solutions
- supporting sustainability initiatives to enable farming within regulatory limits

### Current

My primary role is Managing Director of Balle Bros Group, a vertically integrated food business that supplies retail and foodservice businesses both in New Zealand and worldwide.

Our farming operations cover 4,000ha across Northland, Auckland, Waikato, Central North Island, Hawkes Bay and Canterbury. Our family business also includes a 1,000ha dairy farm in North Waikato.

I am a director of Open Country Dairy Limited, Onions New Zealand and Potatoes New Zealand.

A Chartered Accountant, I am married to Paulette with five children.

### Relevant Experience

- BCom (Finance & Marketing) University of Auckland 1993
- Chartered Accountant (Australia & New Zealand) 1996
- Commercial Manager Balle Bros Group 1996-2006
- Managing Director Balle Bros Group 2006 present
- Director Open Country Dairy 2008 present



## **BROWN Wynn**

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As a third generation shareholder, I reflect on the differences in our world compared to my grandfathers and how different again it will be for my grandchildren. The largest intergenerational difference will be the pace of change. This change means relevance of our co-operatives and our need to support them has never been more important. By working more closely together, pooling resources and adding value beyond the farm gate we will remain strong and ahead of the game.

My mix of practical and business experience, technical skills, shareholder and Ballance Farm Environment Awards association gives me an ability to translate the big picture into what this means for shareholders. My personal values align strongly, I am a good fit, will bring diversity of thinking and represent shareholders with integrity.

### **Background**

25yrs experience, farm on 'Tiroroa', Matamata, married to Tracy (4 teenage children).

Converted family sheep and beef farm to dairying, 1993.

Worked for JD & RD Wallace, specialising in dairy conversions.

Massey University BAg (majoring Soil Science & Agronomy), 1988-1991.

### **Experience**

2014 to present – DairyNZ Dairy Environment Leaders Alumni

2013 to present – LIC Shareholders Councillor

2011 to present – Judge Waikato BFEA, & National Alumni

2005 to 2014 – Hinuera School BoT (Chair, 3yrs). Finalist Prime Ministers Educational Excellence Awards 'Governance' and 'Leadership' categories.

2005 to 2011 – AgITO, Waikato (Convenor Dairy Trainee of the Year)

### **Achievements**

2018 – Fonterra FarmSource 'Responsible Dairying Award'

2010 – Ballance Farm Environment Awards 'Waikato Supreme Award'

2001 – Waikato Regional Council 'Habitat Enhancement Award'



## CHRYSTALL Mark

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### Location and types of farm(s)

In partnership with my brother we farm 6 sheep and beef blocks totalling 2,200ha in the Taihape area.

### Official positions held in farming organisations and in the community

Member of Rabobank Client Council

Chairman of Hautapu Pine Products

Managing Director & Chairman of Spring Farms (NZ) Ltd

Member of Farming with the Environment Group

Director of Kawhatau Limited

Board member of Wanganui Collegiate School Foundation

Member of Premium Lamb Advisory group for ANZCO

### Policy statement

As a Farmer I have had a relationship with Ballance since 2001. My father was instrumental in successfully lobbying for a store to be set up in Taihape which was built in 2004. The relationship with Ballance has continued to strengthen and I view them as a key partner in achieving my business goals of strong leadership, return on investment and environmental sustainability underpinned by solid relationships and strong family values. In 2014 those attributes were recognised when Spring Farms was awarded 3 Ballance Farm Environmental awards.

I have put my name forward to be a director as I believe I have much to offer in the Governance field. I have over 10 years experience in various community and agri-business organisations and I am a graduate of both the NZ Institute of Directors, Company Directors Course and the Rabobank Executive Development Program for Primary Producers.

We as farmers are facing some huge challenges at present and we need to use science, technology, research and development to open our minds to improving financial and environmental sustainability.

Over the years Ballance has shown strong leadership and has been able to return healthy dividends to shareholders. We have a very volatile farming environment at present and therefore need our co-op to continue with a robust strategic plan.



## COOMBES Grant

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### Location and types of farm(s)

Dairy and drystock situated at Taupiri, Horotiu and Cambridge – 2000+ dairy cows across 700 hectares

### Official positions held in farming organisations and in the community

- Managing Director - Waikato Dairy Ltd
- Director:
  - Directors Inc
  - Resultz Group NZ
  - Pikotoru Ltd
  - HGC Farming Ltd
- Chair – Wintec Accommodation Services
- Coach Approach Navigational Coaching graduate (2010)
- Graduate – Fonterra Governance Development Programme (2014)
- Active Member – Institute of Directors
- Judge – Dairy Industry Awards


### Policy statement

I seek your support for the Board of Ballance Agri-Nutrients. I've been a shareholder of Ballance since I started farming. I am passionate about our co-operative and ultimately believe success for Ballance comes down to three things: people, product and profitability.

I am standing for the board of Ballance to support the needs of all shareholders. I have the proven governance experience and skills to deliver optimum value to current and future generations of Ballance shareholders. I'm a director on multiple boards, a member of the Institute of Directors and a graduate of the Fonterra Governance Development Programme. I am also involved in the community in various leadership roles.

I stand for:

- Sustainability
- Innovation
- Collaboration
- Constructive Governance



I run a dairy and drystock farming business based at Taupiri, North Waikato with my wife Kyly and our four teenage children. Over the years our farming business has grown from share-milking 130 dairy cows to a large-scale operation with 2000 cows and drystock across 700 hectares.

With your vote, I will ensure Ballance is part of a collective power collaborating to find solutions to current and future challenges facing the industry. I believe that new innovations and technology will help us work smarter and more efficiently, to help solve current and future problems around environmental responsibility, compliance and sustainable practice.

I respectfully ask for your vote in these elections. Please contact me if you have any questions or check me out on Facebook ([www.facebook.com/GrantCoombesNZ](https://www.facebook.com/GrantCoombesNZ)). Thank you.



## COTTON Annabel

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### Location and types of farm(s)

250 hectare dairy farm at Te Kowhai

### Official positions held in farming organisations and in the community

A full list is available at [www.linkedin.com/in/annabelcotton/](http://www.linkedin.com/in/annabelcotton/)

#### Current

- Waikato Regional Airport – Director, Audit & Risk Committee Chair
- Hamilton & Waikato Tourism - Chair
- Trust Investments Management – Director, Audit & Risk Committee Chair, Due Diligence Committee Member
- NFP roles include: RAW – Director, Deputy Chair; Global Women – Board Trustee

#### Prior

- Commissioner for Financial Advisers
- Securities Commission – Member
- Genesis Energy – Director, Audit & Risk Committee Member
- Kingfish, Marlin, Barramundi (NZX listed) – Director, Audit & Risk Committee Chair

### Qualifications and awards

- BMS in Accounting and Finance, ACA, Certified Securities Analyst Professional
- Fellow of IoD, INFNZ, AIRA and NZICA

### Policy Statement

I am the owner of a farm in the Waikato that has been in our family for 4 generations and well over 100 years. I see myself as a guardian of the property for future generations. Managing and working on the farm adds a fantastic practical dimension to my corporate and NFP sector roles.

Much of my working life has been spent making decisions or providing advice at the interface of governance, ownership and management in large companies. I believe a diverse range of skills and attributes is necessary to effectively govern a large and complex business like Ballance in the interests of its owners who are also its customers.

My skills and experience will contribute to the Ballance Board's monitoring of management's delivery of strong operational performance and an effective and sustainable strategy while ensuring entrepreneurship and risk are appropriately balanced. I offer a set of skills that sees me capable of making the decisions that are required to ensure Ballance achieves the non-negotiable goals of financial, environmental and social sustainability.

I have the time, energy and enthusiasm required to be a Ballance director and I ask for your support to be elected to the Board.





## COULL Duncan

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### Location and types of farm(s)

- Dairy 240ha Otorohanga.
- Dairy Grazing 540ha Pio Pio E/P
- Dairy 250 ha Milton E/P

### Governance/Leadership roles

- Fonterra Shareholders Council 2010 – present
- Current Chairman
- Other positions - Deputy Council Chair, Governance Development Committee Chair, Representation Committee Chair, Co-op Relations Committee Member
- Global Dairy Ambassador - International ambassador advocating for dairy at the United Nations.
- Independent Chair - Naki Construction.
- Independent Chair - Westfield Farms.
- Director/Shareholder – Coull Farms Ltd.
- Finance Manager Rabobank 03-06
- Member Otorohanga District Development Board

### Policy Statement

Good governance manifests itself through creating long term sustained value for its shareholders. In the case of Ballance value creation can be attributed to ensuring that products are competitively priced, fit for shareholder's needs and backed by credible support and advice. The role of the board is also to ensure that the company is run effectively to deliver strong profits to reinvest for the future and realise returns for shareholders.

Julie and I have built our business from the ground up over 25 years. I have been a strong advocate for strong financial discipline driving profitability and helping people achieve their goals.

Over the last 15 years, I have gained broad knowledge, experience and insights through positions held into governance, global issues, stakeholder relationships and importantly leadership.

I'm an independent thinker, a strong listener and someone who values the strength of a team. I believe these are the core qualities of strong governance and I'm ready to contribute these, and my experience, around the board table of Ballance.

I seek your support.



## CRAWFORD Geoff

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### Location and types of farm(s)

Dairy and Dry Stock

3 farms total 1040ha in Hikurangi

1 farm 62ha in Kamo

### Official positions held in farming organisations and in the community

Committee member on Hikurangi Swamp Scheme

### Policy Statement

Married to Jo for 30 years with 3 adult children.

At the age of 17 Geoff started his own Agricultural contracting business and three years later bought their first drystock farm. The contracting business became an industry leader gaining business awards for both Environmental and Health and Safety. The Agricultural business diversified into Forestry, becoming a key supplier for Carter Holt Harvey, employing 50-60 people, establishing all forestry north of Auckland.

Geoff and Jo were winners of the Dairy Awards in Northland and National winners of the Human Resources Award in 2002. They have won various awards for their businesses. Geoff was a Judge for three years for Northland Business awards.

Crawford Farms Limited, of which Geoff is CEO, is a large dairy and beef operation North of Auckland. Crawford Farms runs two dairy farms milking 1500 cows and 2000 beef animals of various ages.

Geoff played 92 games for Northland Rugby then upon retiring was a board member for the Northland Rugby Union for 5 years.

Currently Geoff is Director of Banque St Partnership, a commercial business with buildings and commercial development around Whangarei and a committee member administering the local swamp scheme.

Geoff has completed a Governance Programme in conjunction with Farmlands and Silver Fern Farms.

“Should I be elected to the Ballance Board I would ensure Ballance has the ability to change with Farmers’ needs and requirements as they change, safeguarding the viability of the business, guaranteeing strength as an industry leader.”



## DARKE Dani

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My husband Anthony and I own a 412-hectare sheep and beef property in the King Country, where we live and farm with our three daughters. I have daily hands on experience driving the profitability and sustainability of our business and I understand the importance of having a highly successful, innovative fertiliser co-operative to partner with.

My business experience gives me strong financial understanding through Rural Banking and as an Aviation Credit Specialist. I understand Supply Chains through a Management role with a Meat Processing and Exporting company. I've been recognised as an innovative thinker, being invited to join the Beef + Lamb Innovation Farm Advisory Group; and as an industry leader - selected for the International Beef Alliance Young Leader Programme.

Our industry is all about rural communities, giving New Zealand its character and shaping the spirit of our country. But rural communities are quick to stagnate and disappear without profitable, sustainable farms. Ballance has a pivotal role to play, ensuring it has a structure that delivers farmers the lowest cost and best quality nutrients, as well as offering the best advice.

I offer a different lens, adding diversity of thought to board discussions. Representing the next wave of farmer shareholders, I believe it is important to have younger directors to ensure a wide range of perspectives.

I am highly motivated to add value and drive the inherent growth existing within our co-operative.

### Experience:

- Vice-Chair Mid-Northern Beef + Lamb Farmer Council
- Member Beef + Lamb Innovation Farm Advisory Group
- Member Red Meat Profit Partnership Advisory Group
- Co-founder/Chair Agribusiness Growth Group
- Member NZ Institute of Directors
- Director Ridgeway Farms
- Ambassador - 2017 International Beef Alliance Conference in Paraguay
- Aria Primary BOT Trustee
- Bachelor's in Agriculture, Massey University



## EDWARDS Graeme

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My career is characterised by maximising returns to shareholders. I have been a change agent seeing the job through to completion while gaining the respect of all stakeholders.

Brief CV highlights below demonstrate my credibility:

- BSc(Hons) First class honours degree in chemistry from University of Canterbury 1975
- Northland dairy-farmer since 1982, now three farms and support unit, director of a number of family-owned companies including the operator of Royal Oak PAK'nSAVE and two high performing Wairarapa sheep and beef equity partnerships.
- General Manager Caxton Printing Works Ltd 1986-1988
- Managing Director Mr Chips Ltd 1988-1996
- Director Leigh Fisheries Ltd 1993-2002
- Chairman NZX listed Mr Chips Holdings Ltd 1997-2008
- Director Northland Dairy Co-Op 1999-2000, Deputy Chair Fonterra Shareholders Council 2001-2002.

I was responsible for restructuring Caxton, a tissue paper convertor and then NZ's largest private company prior to its sale. Under pressure from excessive debt, staff numbers were halved yet sales increased 20%.

As MD and 10% shareholder I revived potato processor Mr Chips from near receivership in 1989. We were the only company to successfully emerge from the BNZ's "Bad bank" at that time. Over the next twenty years the business achieved a six-fold increase in turnover purely through organic growth and was sold for an enterprise value in excess of \$80M.

I now spend most of my time actively involved in our farming businesses, undertaking significant farm development.

I put myself forward, having previously represented my farming peers, a proven record of wealth creation with governance, manufacturing and retail experience.



## HAMES Ken

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### Location and types of farm(s)

639 ha Dairying, Sheep and Beef Northland.

### Official positions held in farming organisations and in the community

#### Current

- Chair Duke of Edinburgh Award NZ
- Chair Northland Regional Development-Extension350
- Chair Ballance Auckland Farm Environment Awards
- Beef and Lamb Council Northland

#### Previous

- Director Northpower Ltd
- Director West Coast Energy (Australia)
- Director Northpower Fibre

#### Qualifications and Awards

- Chartered Member Institute of Directors
- Bachelor of Agriculture, Massey University
- Agmardt Scholarship FAME Programme
- Fonterra Governance Development Programme
- Company Directors Course- Institute of Directors

### Experience

With over 30 years of farm ownership and industry involvement, I have a strong understanding of and contribution to the rural sector.

From previous directorships in Australia and New Zealand I bring considerable governance experience of large sized companies and have built up skills that enable me to add value, particularly with developing and implementing strategy, risk management, investment analysis and more recently leadership roles.

### Policy

1. Deliver on its core Business- do an outstanding job of everything along the entire supply chain to ensure farmers and growers have product available when needed so you can farm productively, profitably and sustainably.
2. Continue to look for new ways at how Ballance can further help us meet the ever increasing environmental expectations and regulations being imposed on the sector by using proven science based solutions
3. Use technology to deliver business efficiencies and improved service delivery
4. Plan for competitive threats- New entrants are challenging the cooperatives.

You will get my experience, commitment and enthusiasm to the role and I would value your support.



## HURST Craig

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### Location and type of farm(s)

Rotorua	181ha Dairy Support
	320ha Dairy
Coromandel	200ha Beef
	162ha Dairy

### Official positions held in farming organisations and in the community

Milk New Zealand - Director 2016

Arahiwi Farm - Director

Hurst (Te Waerenga) Ltd - Director

### Policy statement

Commercially driven with extensive experience acquiring and developing farms, investing in new land opportunities and as an advisory board member to the internationally owned Milk New Zealand Board, I bring experience across strategic development, governance, innovation and operational excellence. My career within farming has been successful due to my ability to quickly understand and interpret the market trends and challenges faced by the farming industry, identifying and purchasing undervalued assets and transforming these into profitable farms through rapid growth and innovation.

Now seeking to give back to the industry I am committed to the principles of the cooperative and delivering value to shareholders. Within this rapidly evolving and highly competitive market there is an opportunity for Ballance to become a market leader in product innovation that addresses the pressures faced by farmers in relation to environmental sustainability and allows farmers and food growers to operate sustainably and profitably.

A 3rd generation farmer I have studied, worked on, managed and developed farms my whole life, starting from a small pig farmer in Papamoa, to purchasing farms and land across the Waikato and BOP region. In 2012 my experiences driving commercial strategy on my own farms gave me the opportunity to become a member of the Milk New Zealand Board where I was involved in the recruitment of a new CEO and creation of a new strategy, business plan and financial framework that created a sustainable model for the entity moving forward. I am a current member of NZIOD and hold a Diploma in Farm Management.



## **LUXTON Richard**

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### **Location and type of farm(s)**

We farm two dairy farms, milking 1100 cows in Waitoa, East Waikato

### **Official positions held in farming organisations and in the community**

Director JD & RD Wallace Ltd

Director Kotare Limited Partnership

Trustee St Peters School Foundation, Cambridge

Trustee Matamata-Piako Three Rivers Trust

General Manager at Pouarua Farms Limited Partnership

### **Policy statement**

I am a sixth-generation Waikato based farmer with a passion for the role that farming plays as the backbone of the NZ Economy. My career includes current governance positions and experience, proven corporate farming leadership, as well as seven years in global supply chain and industrial manufacturing similar to Ballance. I have a BCom (MSci) and an Agribusiness diploma and I have completed governance and leadership programmes with Tatuā, Fonterra, Kelloggs and NZ Institute of Directors.

As a farmer, I understand the importance of quality agri-nutrients at a fair price, which is why Ballance's success is so important to us all.

On reviewing current performance, it is evident that Ballance is in great shape with a strong balance sheet and a desire to tackle the future challenges facing the sector. To continue prospering Ballance must keep doing the fundamentals well, taking care of farmer interests and investing in innovative technologies to ensure that it (and its shareholders) remain successful with a continued license to farm.

If elected I bring governance and corporate leadership in large scale farming businesses, global manufacturing and supply experience, an appetite for technology and strong financial literacy supported by post-graduate financial studies. I am not one to back down from the hard issues but I am also strategic and willing to listen, using sound judgement to reach my own conclusions.

I have strong national networks in central government and the primary sector, the time required for the role and a desire to serve the interests of farmer-shareholders.



## MONTGOMERIE Mike

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### Location and type of farm(s)

400 cow dairy farm at Cambridge

### Policy Statement

After gaining a degree in law with honours from the University of Otago, I worked for three years in the commercial team of a large Wellington law firm acting for a range of corporate clients before a love of the land drew me back to the family farm. Starting out as a lower order sharemilker, I worked my way up to ownership of a 400-cow dairy farm where I live with my wife and four sons. The cycle has turned full circle, and I now have a sharemilker running my farm, allowing me the opportunity to spend the second half of my working life serving the rural community. I have had an introduction to governance roles by serving on the board of a local conservation trust and as chairman of our school board of trustees for a period of four years. In order to prepare myself for bigger governance roles I returned to study at the University of Waikato where I am about to complete my Master's degree in law. I have focused this study on the issues facing New Zealand farmers in the areas of domestic and international environmental law. I am also in the final stage of Fonterra's Governance Development Programme. I am a firm believer in our rural cooperatives. I want to contribute to governance excellence at Ballance to ensure our cooperative continues delivering the products, innovation and service necessary to keep our farmers and growers at the cutting edge of agriculture in this fast changing world.





## NELSON David

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**As a farmer and experienced director of large-scale agribusinesses, I am deeply committed to agriculture in New Zealand. I will bring clarity of purpose and strong leadership and broad sector experience to help Ballance meet the challenges facing farmers and growers.**

The two key assets of any agriculture or horticulture business are its soil and its people. As we face an accelerating pace of change, particularly with regard to the environment, our cooperative needs to be proactive in leading that change.

Delivering value to shareholders isn't just about the lowest price or the highest rebate. Soil is an intergenerational asset and the nutrients we apply to it play a key role in looking after future generations. Further investment in science, research and development will enable Ballance to supply products that maintain production while minimising environmental impact.

Over the past 32 years we have grown our family farming business and its staff by adopting new technologies and practices that drive productivity and profitability.

My commitment to developing people has extended to being a foundational supporter of the Agri-Women's Development Trust and sharing knowledge by facilitating on its programmes.

### **My governance track record includes:**

- Director, Landcorp Farming; Chair, People Safety and Quality Committee
- Chairman Beef + Lamb NZ Independent Directors Remuneration Committee
- Chairman, Taratahi Board (2012-2014); Trustee (2006-2014)

### **Professional development in governance skills includes:**

- Certificate in Company Direction; Chairmain's Course - NZ Institute of Directors
- Leading Edge Cooperative Governance training
- Global Excelerated Business School for Entrepreneurs - Cancun, Mexico 2017

**I offer insightful leadership, people development skills, financial acumen and deep knowledge of our sector and am committed to serving on the board of our cooperative.**



## PARSONS James

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### Location and type of farm(s)

478ha S&B farm, 50km west of Whangarei.

Official positions held in farming organisations and in the community

Currently:

- Director OSPRI & NAIT Ltd (started June-18)
- Director Beef+Lamb Genetics
- Trustee NZ Rural Leadership Trust
- Member IoD
- Nuffield Scholar

Formerly:

- Chairman Beef+Lamb NZ
- Chairman NZ Meat Board
- Director Top Energy & Ngawha Generation (\$420m Group)
- Chairman Grazing North (dairy farm)
- Ahuwhenua Trophy Governance Committee
- Director RMPP
- Director Pastoral Genomics
- Gen-i Advisory Board (IT Project)
- Chairman Kaitaia Vets

### Policy Statement

Ballance is a great cooperative. The challenge is remaining relevant by continually reinventing itself to retain and grow shareholder loyalty. Who you choose in this election to govern change is vitally important.

Ballance's threats:

- Well-funded offshore new market-entrants
- Ballance's supply-chain and service-delivery model becomes too costly
- Environmental restrictions on nutrient usage
- Kapuni rebuild proceeds but becomes unviable
- Phosphate import disruptions

Areas I'd like focus:

- Consolidate dairy market-share, but reduce over-exposure by growing other sector-demand
- Extension strategy to grow S&B demand (80% of farm-land but much at sub-optimum fertility)
- Improved store locations and freight solutions drive shareholder savings and simplicity
- Smart IT solutions supporting all the above



What I offer Shareholders:

I am an experienced energetic director aged 41, with a strong commercial focus, empathy for producers and track-record at building great organisational culture. I bring a deep S&B industry knowledge, a focus-area for Ballance, a drive for efficiency, a strong track-record as a leader, communicator, strategist and skills in government and shareholder-relations.

Most of all I'm passionate about making a difference for producers through great governance.

To see me via video, governance testimonials and Frequently Asked Questions, please visit [www.jamesparsons.co.nz](http://www.jamesparsons.co.nz).

I'd be delighted to hear your thoughts and questions.



## **POWDRELL Rick**

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### **Location and type of farm(s)**

Sheep, Beef & Dairy Support – Te Puke

### **Official positions held in farming organisations and in the community**

Chairman    Te Puke Veterinary Service  
                 Primary ITO Stakeholders Council  
                 Primary ITO Wool Harvesting Industry Partnership Group

Member    Bay of Plenty Freight Logistics Action Group  
                 Bay of Plenty Regional Council Water Panel Advisory

Past positions:

Federated Farmers National Board, Meat & Fibre Chairman

### **Policy statement**

I am standing for the board as my previous experience in the rural sector gives me the knowledge and industry networks to make a positive contribution.

My wife and I farm near Te Puke on 466 hectares specialising in lamb, beef and dairy support.

My recent three years on the Federated Farmers board immersed me in the present day hype around environmental sustainability, the license to farm and rural urban divide. Ballance is immersed in these issues, not only because of the products it produces but also the focus on its manufacturing and storage sites.

It is important that the strong financial direction of the company is maintained as the ability to conduct substantial research and development projects will be vital for both the company's sustainability and the product needs of its customers. Ballance must produce a suite of products to meet the differing soils and nutrient requirements across the country while at the same time juggling environmental impact. As climate change regulation and environmental scrutiny persists the necessity to partner with feed and forage plant researchers and animal geneticists to achieve combined positive environmental outcomes will be paramount.

Ballance customers are seeking increased support as they balance nutrient inputs to soils and outs to the environment. As these demands increase it will be important to demonstrate the value of the advice as there will be costs that need to be recovered.

My community involvement in water, transport and freight align with the challenges to be faced.



## TAITUHA Charles

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### Location and type of farm(s)

Tiroa E and Te Hape B Trusts.

Sheep and Beef Breeding and Finishing.

7,350ha effective running over 80K sheep. Located South East of Te Kuiti in Bennydale.

### Official positions held in farming organisations and in the community

Technical field rep at PGG Wrightson - 7 years

Key account manager at Farmlands – 3 years

Maori Agribusiness manager at Carrfields and Te Tuaa Agri– 4 years

Trustee Tiroa E and Te Hape B, Hapimana Trust

### Policy statement

I have worked in the rural servicing sector for over 15 years in various roles from the floor sweeper through to Senior Executive. My passion has always been farming and the sustainable use of our land assets. My core values are and have always been about the well being of our people, land and water.

I currently have advisory roles with a number of Māori and Non-Māori organisations that are based in the primary sector and I bring a large number of networks throughout the industry.

To be a voice for the future of our industry but utilising what we know from the past. Using the value of collaboration between all stakeholders, at all levels to help add value to the co-operative. To never stop pushing the boundaries of science, technology and innovation to build commercial opportunities internally and externally that will be here for generations to come.



## TATERE Brad

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New Zealand's primary sector exports are forecast to reach \$42b in 2018; 71% of all export receipts. However, technological change and the rise of global megatrends is rapidly disrupting supply chains and impacting our licence to operate.

Continued success of Ballance relies on leadership which supports management to excel and continuously improve core business. Partnering with world leading technology and employing smart use of shareholder capital, we can produce more from less.

Whilst a farm owner and Ballance shareholder, I have built a professional career from over a decade in agribusiness banking, investment advisory and executive management. In doing so I've established a reputation for developing and executing strategy and delivering successful outcomes. I know from experience, success in business requires informed and inspired people who believe in the opportunities ahead.

In terms of governance, I hold board positions in rural service and retail, and on several large-scale Māori agribusinesses. These are intergenerational land-owning entities whose shareholders demand strong economic outcomes and exceptional environmental practice. Achieving this balance requires sound commercial and diverse thinking.

My professional learning reflects my commitment to our primary sector and includes:

- Fonterra Governance Development Programme
- Kellogg Rural Leadership Programme
- MA Agricommerce (current)
- BApplSci (HortSci)
- Company Directors Course, NZ Institute of Directors

Becoming a director of Ballance Agri-nutrients is an opportunity to use my commercial expertise and building on our cooperative success. You can be assured of my integrity and commitment to your interests and I ask for your support in this election.



## WHITE Tim

Mobile 027 2226940

email shores567@gmail.com



### Location and type of farm(s)

Dry Stock – Te Puke

Avocado Partnership – Te Puke

### Policy statement

In 1998 I left a career in the New Zealand Police having been stationed in the most part in the South Waikato and Bay of Plenty. I purchased a sheep and beef unit in Te Puke as well as developing an avocado orchard on the family farm in Papamoa.

During the ensuing years, I worked off farm in conjunction with these jobs. I have worked milking cows, operating a bulk spreader, in the stock and station industry and for the past ten years for an agricultural contractor. Over the years, I have been involved in supplying, selling and spreading fertiliser at various times.

While employed in the stock and station industry I was also responsible for the sale and supply of fertiliser, animal nutrition and animal health products.

I consider that Ballance Agri-Nutrients has been served well by its Directors in the past and although I have considered standing before, I feel the time is right for me now.

If elected I would like to continue the good stewardship that the company has had up until now. I am still actively farming and reside in the Te Puke area. I am 60 years old and have been a Ballance Agri-Nutrients shareholder for approximately 40 years.

As I have now stepped back from the other off farm activities, I consider that I am able to devote the necessary time to being a useful Director of the company if I were to be elected.

