

“Noku te whenua, kei a au te korero. Noku te whenua, ko au te rangatira. Ehara i a koutou!”

Dr Apirana Mahuika

**Supporting a Productivity Report and Designing a Maori Land Service
for Te Tairāwhiti Maori Land Owners**

July 2017

How did this Project come about?

- a) **14 August 2014:** “Noku te whenua, ko au te rangatira. Ehara i a koutou!” (We will develop a service where we are in charge. Not you!). Dr Apirana Mahuika, Pakirikiri Marae. Tokomaru Bay.
- b) **4 May 2017:** The Iwi Chairs asked for 7 regional case studies on how the Maori Land Service could operate in each rohe. This covered the entire country. (*separate attachment 1*)
- c) **11 May:** The Minister and the TPK CE outlined that there will only be 4 case studies covering 80% of all Maori land (Taitokerau; Aotea; Waiariki and Tairāwhiti).
- d) **12 May to 25 June:** Planning hui with Iwi from the Iwi Chairs Forum and key major land blocks to see if there is sufficient support for a Tairāwhiti case study. All land blocks spoken to support a proposal being put to TPK.
- e) **29 June 2017:** Proposal submitted to TPK (*separate attachment 2*).
- f) **5 July 2017:** Proposal accepted by TPK.
- g) **6 July 2017:** Project starts (under the umbrella of Te Runanga o Turanganui a Kiwa (TROTAK))

What this hui is NOT about.

- 1. This is not a hui to debate the Ture Whenua Maori Bill or its various clauses.**
 1. One Chair of one of the largest Tairawhiti Incorporations made it clear that she supports the proposal, but she cannot fully support a Maori Land Service until her Incorporations issues with the Bill have been addressed.
 2. That is her right. She chooses not to participate. Ka pai. Let those who want to participate, participate.
- 2. This is not a hui to debate why other rohe are not getting a Maori Land Service case study like Te Tairawhiti.**
 1. This Tairawhiti proposal put up with the support of Iwi and major Tairawhiti land owners has been approved. Ka mutu.
 2. This hui is for those Tairawhiti Maori land owners, trustees or committee members who want to provide input on how a Tairawhiti Maori Land Service could look, and to discuss a productivity report for the land in their catchment.
- 3. This is not a hui to discuss “what ifs” like the General Election in September 2017.**
 1. No one has a reliable crystal ball. What will be will be.
 2. The Ture Whenua Maori Bill will not come in to law before the General Election/September 2017.
 3. If the Maori Land Service does not proceed after the General Election then we have (1) worked together as Tairawhiti as we did for C Company (2) completed a productivity report for key Maori lands and (3) sown the seed for how our lands could be serviced. This is still relevant. We/Iwi/big land trusts & incorporations/Councils/3rd parties may still proceed with a Tairawhiti Maori Land Service that supports our small land owners and coordinates investment. Who knows.

What this hui IS about. Here are some questions for you to consider.

- Of the 4 service areas of the proposed Maori Land Service:
 1. Do you need assistance with your Maori land? If yes, what assistance?
 2. Do you know what the proposed services for the Maori Land Service are?
 3. Do you need the Maori Land Service services? Yes or No - and why?
 4. If you need these Maori Land Services, what do you specifically need?
 5. How should the Maori Land Service be provided to you?
 1. Eg Online, in person or a combination with some on line and some in person.
 6. Who should provide the Maori Land Service? The government? Who in government? Do you have an alternative? What is your alternative?
 7. How much should it cost for you to use the Maori Land Service?
 1. Cost effective or no cost or same cost for current applications.
 8. Are there any barriers to developing your land the way that you want to? What are those barriers? What is the best way of addressing those barriers in your view?

What can you expect from these hui? To be heard. To contribute.

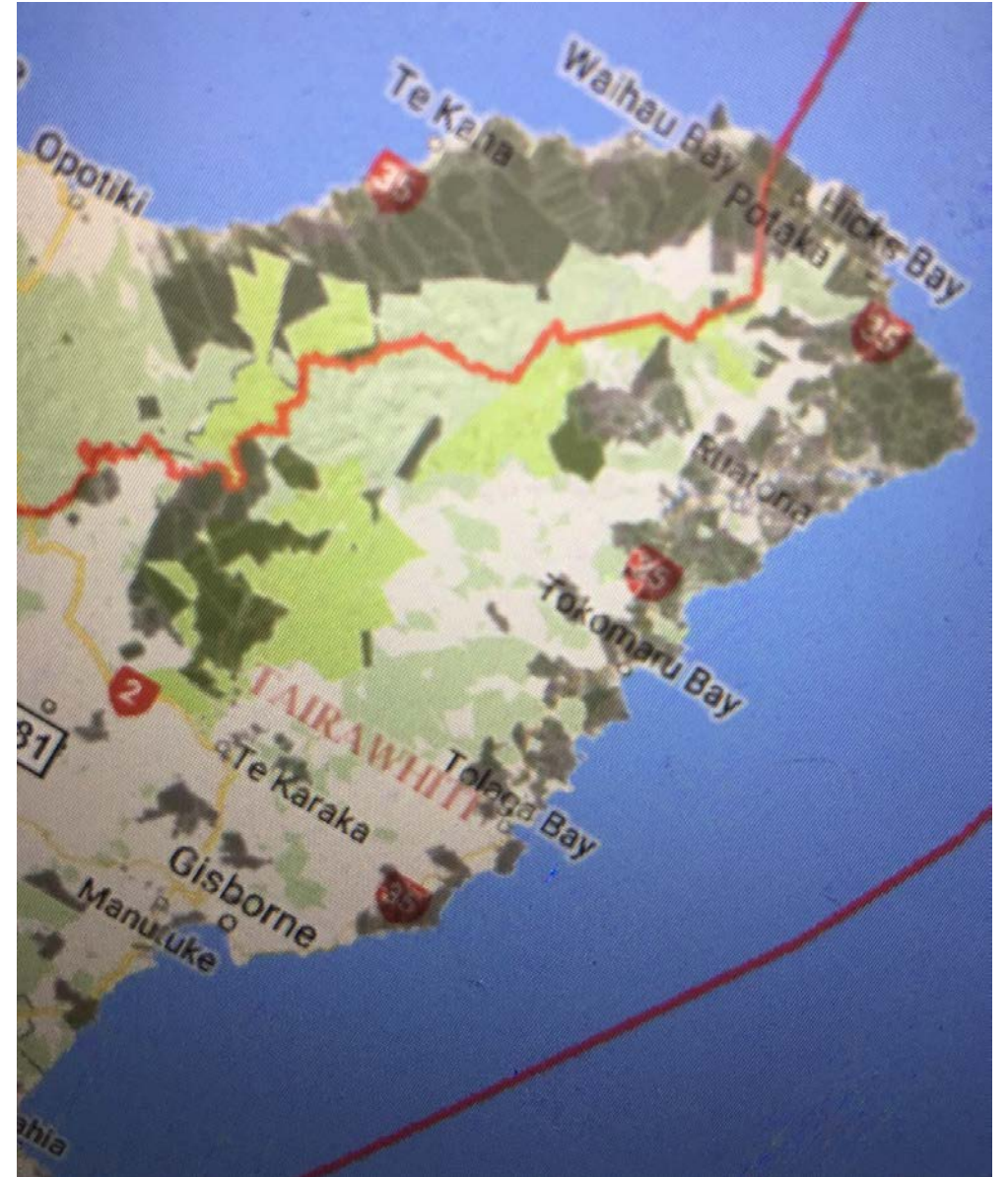
1. To receive (by e-mail) and confirm any comments that you have made at each hui in the draft minutes;
2. To receive a consolidated summary report of the key issues from all catchments of Te Tairāwhiti (and across the motu);
3. To receive and have input – at hui or through your kaiāwhina - to a draft Tairāwhiti Māori Land Service business case based on the Tairāwhiti hui;
4. To receive and have input in to a draft Productivity report that includes your lands;
5. To receive the final Tairāwhiti Māori Land Service business case that is submitted to Te Puni Kōkiri on 1 September 2017;
6. To receive the final consolidated Māori Land Service business case (including Taitokerau, Aotea, Waiariki) by 13 October 2017.

People Involved

- **Kaitiaki Group:**
 - Senior Maori Trust/Inc people to be confirmed from each catchment/hui.
 - This groups role is to Oversee the project with monthly meetings.
- **Project Manager:** Willie Te Aho
- **Technical Leader:** Maui Tangohau
- **Secretariat:** Jackie Akuhata-Brown
- **Kaiawhina x 9:**
 - Appointment of land owners from each hui to work directly with the whanau in their catchment; recording korero; collating perspectives; feeding directly in to the development of the Tairawhiti case study/business plan and the Tairawhiti Productivity report.
- **Iwi Chairs & Trustees who led this proposal to the Minister and TPK.**
- **TPK – with other government agencies as sounding boards and access to data.**
- **Gisborne District Council – support from Meng Foon for the project.**
- **Te Tumu Paeroa – Blair Waipara.**

8 Catchments & 9 Kaiawhina

1. Ngai Tamanuhiri/Rongowhakaata
2. Te Aitanga a Mahaki
3. Ngati Porou
 1. Uawa
 2. Waiapu
 3. Matakaoa
4. Te Whanau a Apanui x 2
5. Ngai Tai
6. Te Whakatohea



Productivity Reports for Catchments: Scope

1. A Productivity report was carried out by Te Tumu Paeroa on Maori lands in the Opotiki District Council area generally, and specifically lands within the rohe of Te Whakatohea.
2. What follows on the next 6 slides are extracts from the report.
3. The full report is available on request to the Secretariat.
4. The intention of the next two months is to carry out for the entire Tairāwhiti a Productivity report similar in scope to the Opotiki with results that can be costed up and included in the Tairāwhiti Maori Land Service Business Case and the eventual consolidated Business Case.

A Tairawhiti Maori Land productivity report will be produced to include:

1. The area's including the Opotiki TLA and the Gisborne District (defined as starting in the Opotiki district and extending right around East Cape, down the East Coast and encompassing Gisborne, Manutuke/Muriwai and stopping at Paritu)
2. Cadastral boundaries of Maori Land with Te Tumu Paeroa land separately identified
3. Land Use Class analysis of Maori Freehold Land with detailed maps provided included a regional overview and a series of smaller more detailed maps encompassing the report area.
4. Land Use Class benchmark analysis which will use a selection of high level and appropriate regional benchmarks to demonstrate a high level macro-economic view of the land classes as if they were at "Highest and Best Use."
5. A high level analysis of potential water use requirements based on the benchmark activities utilised in the macro-economic assessment
6. Full list of assumptions and disclaimers.

Māori Land Opportunity Ōpōtiki District Whakatōhea Analysis

**TE
TUMU
PAEROA**

The New Māori Trustee



Executive Summary

Summary

This analysis outlines the quantity and quality of Māori land within the Ōpōtiki District. Multiple data sources have been overlaid on top of Māori Land cadastral data in order to provide this high level analysis. Furthermore, this data has been aligned to regional and national benchmark figures in selected industries to calculate the potential returns if all Māori Land in the area was at 'highest and best use' based on land class.

It is important to understand that this is a '**macro-economic analysis**' upon which investment decisions should not be made. The intention of this report is to guide thinking around future and more focused analysis (i.e. Micro-economic land options)

Methodology

Mapping Methodology:

Māori Land: Existing data from Te Tumu Paeroa was used in conjunction with Māori Land Online. We understand that this Māori Land data is not 100% accurate, but it is the richest dataset currently available. Any feedback from this report will be either directed to the Māori Land Court or LINZ in order to improve the overall dataset.

Whakatōhea Trust Board Land: LINZ ownership data was queried in order to determine where the Trust Board's land is situated. Aerial imagery and land cover data, was used to determine what this land is currently being used for.

Te Tumu Paeroa Land: Data was extracted from Te Tumu Paeroa's database in order to locate all Te Tumu Paeroa's cadastral boundaries, and all of the trusts current land utilisations. Other data i.e. rental incomes and trustee type can be extracted, but was not used for this exercise due to the 'micro' nature of this data.

Benchmarking Methodology:

Kiwifruit Benchmarks: 2014 Zespri G3 benchmarks were used in order to predict the overall impact to the economy if all 'class 2' land within the Ōpōtiki district was allocated to gold kiwifruit. Development costs were estimated through Te Tumu Paeroa's modelling tools as well as other external information. We have used kiwifruit as a proxy for the potential in high value horticultural use. We accept that there may be other high value horticultural uses other than kiwifruit.

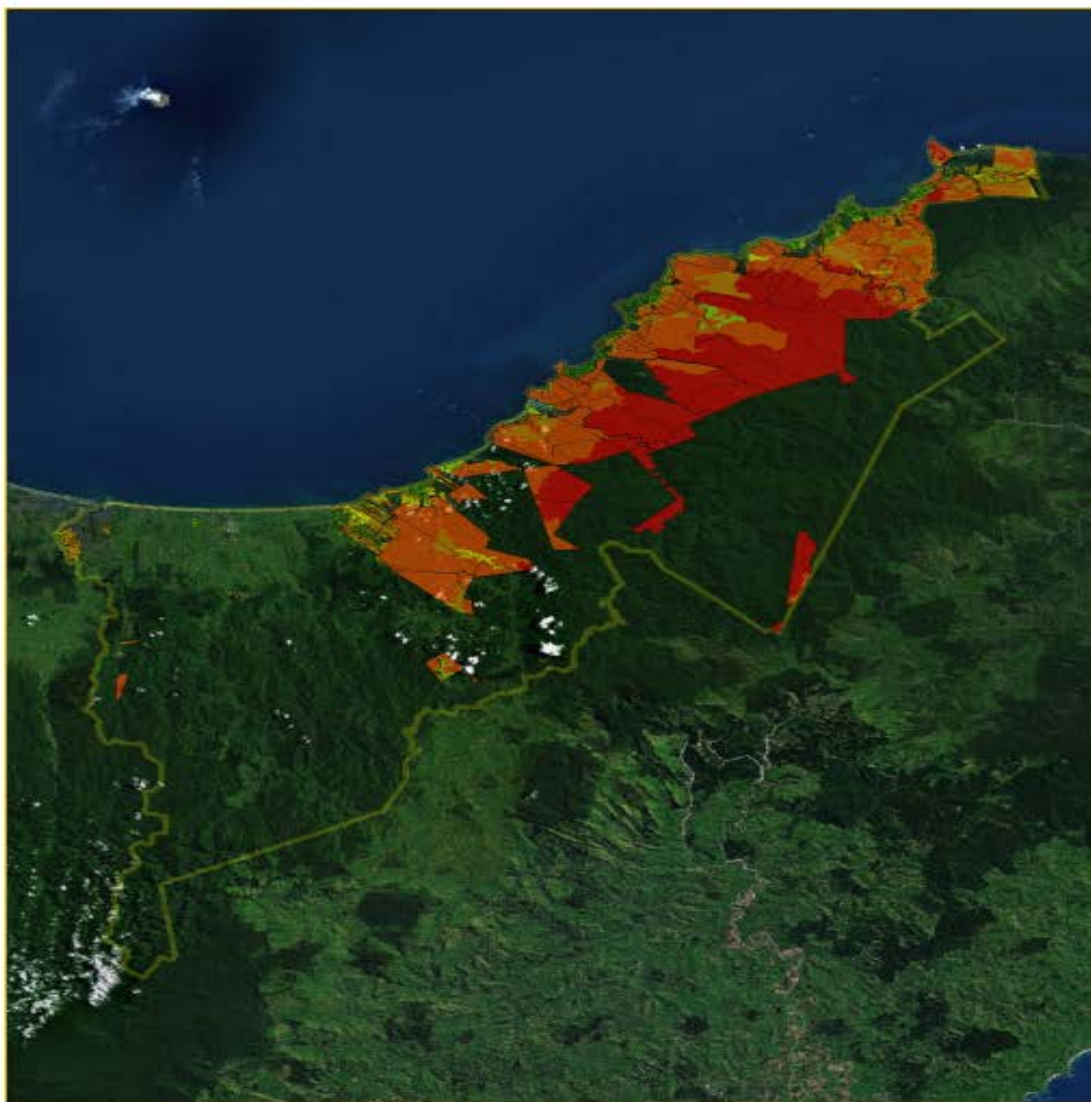
Dairy Benchmarks: Dairybase 3 year average figures were used in order to determine the potential impact to the economy if all 'class 3' land was fully utilised in dairy farming. A \$6.50 payout was used as a long term average payout.

Sheep and Beef Benchmarks: Beef and Lamb 3 year average figures were used in order to determine the potential impact to the economy if all 'Class 4-6' land was utilised in sheep and beef farming.

Forestry (Tree Species): We have not provided economic figures for this category as there are already a wide range of tree species present on the 'Class 7-8' land. Moreover there are different current and potential utilisations (eg plantation forestry & manuka honey). Detailed analysis can provide a view around economic potential. We have however quantified volumes of both exotic and indigenous forestry within the area.

Recommendations

It is recommended that stakeholders read through this analysis in order to understand what the current Māori land base looks like within this district. Furthermore, it is recommended that Te Tumu Paeroa take the next step to undertake a 'micro-economic analysis' of key identified areas of interest. The micro-economic analysis will outline specific opportunities within the rohe at a block by block level. This analysis would include individual block and collaborative opportunities for the sectors outlined in this report.



Ōpōtiki Māori Land- LUC Breakdown

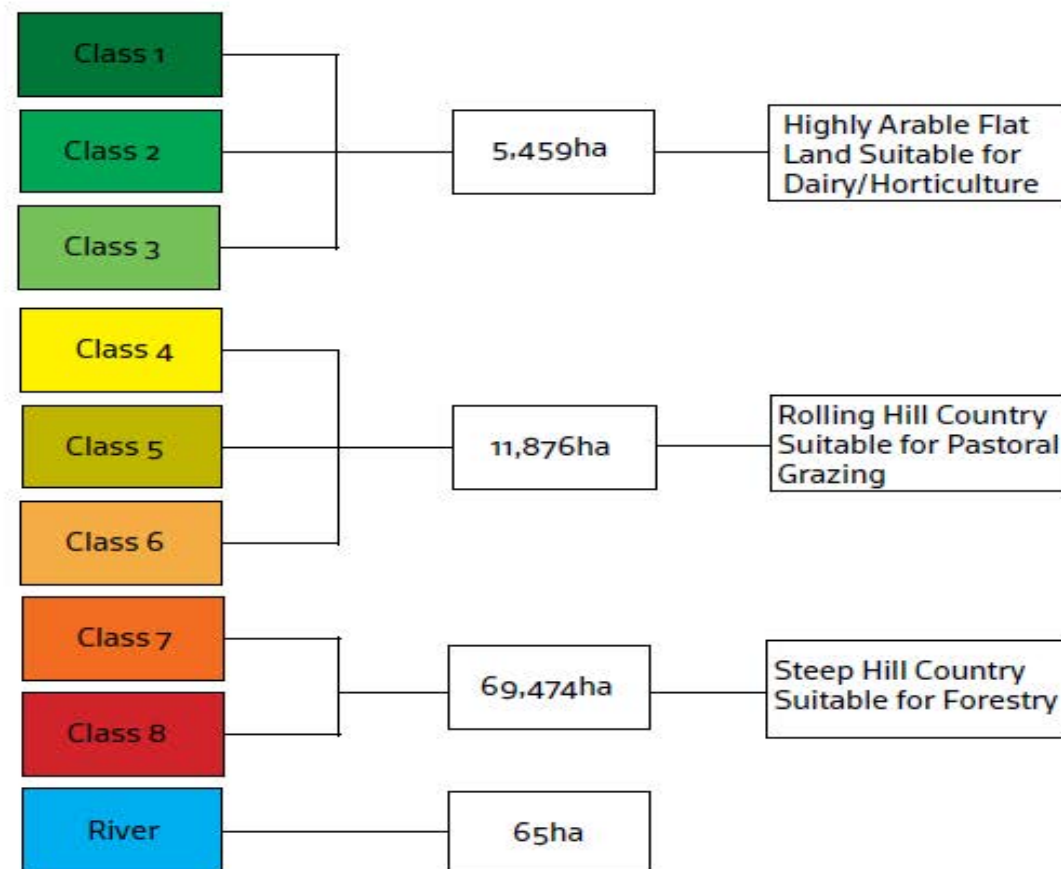
No. Parcels

2,103

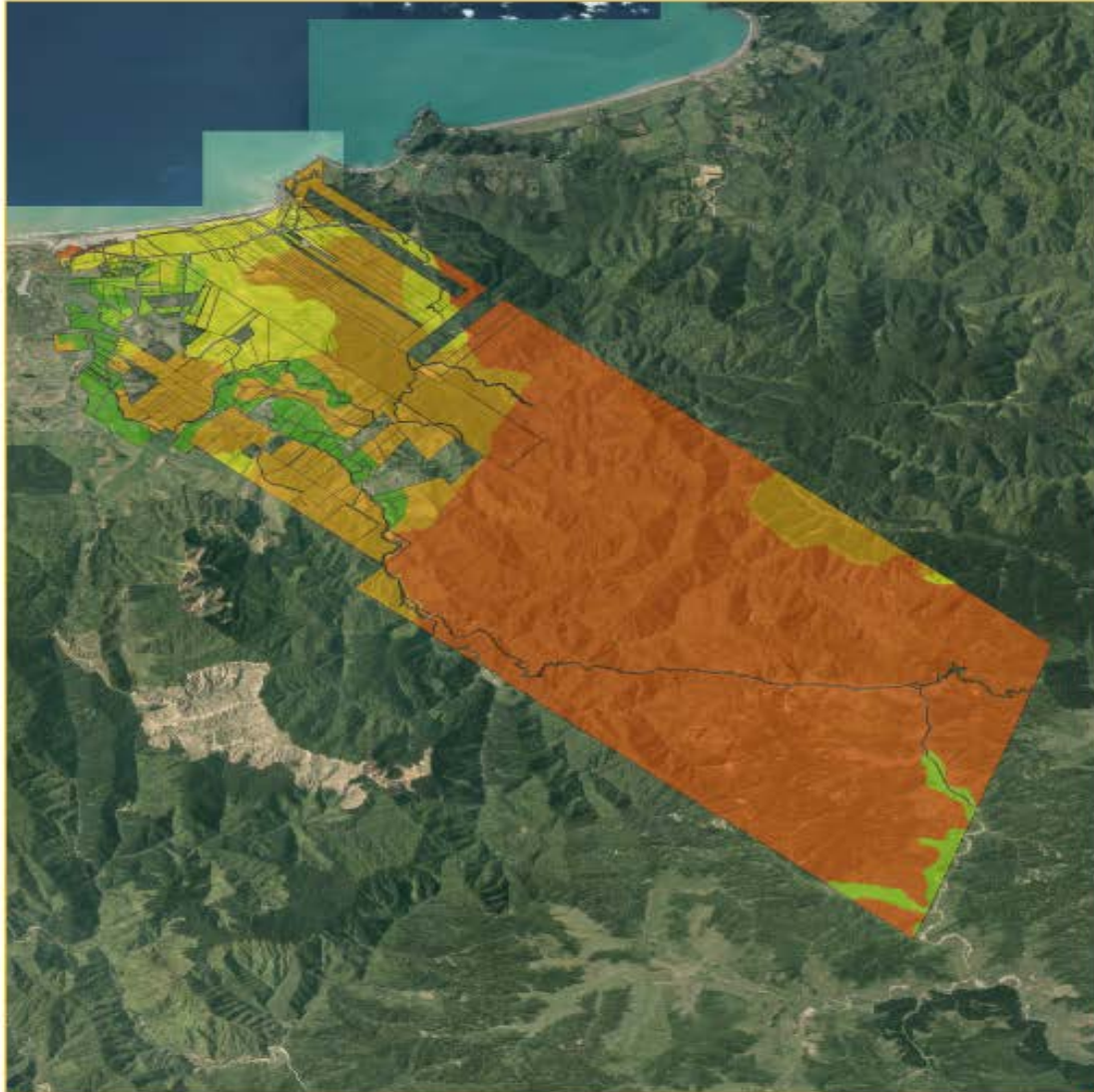
Total Land Area

86,875 ha

Land Use Capability Breakdown



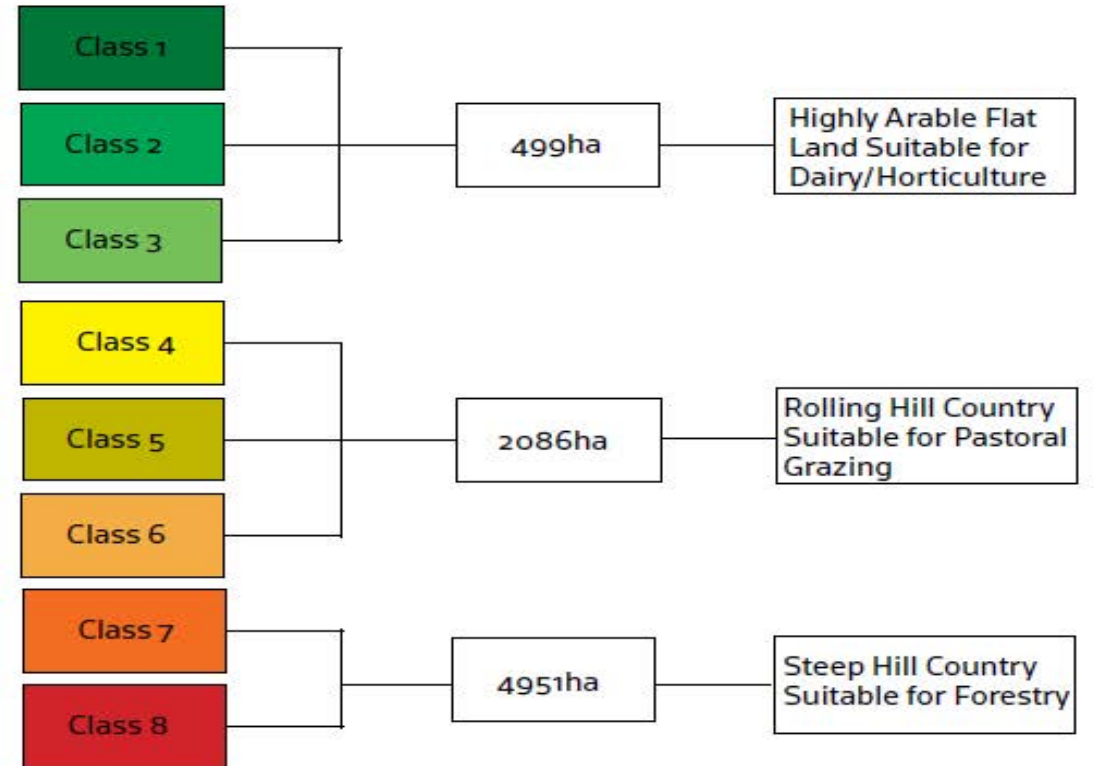
Opape Blocks



Opape Blocks

No. of Trusts	No. Parcels	Total Land Area
299	410	7536 ha

Land Use Capability Breakdown



Class 2- Gold Kiwifruit Potential

Ōpōtiki District Kiwifruit Potential



No. Parcels

Total Land Area

1071 **2,996** ha

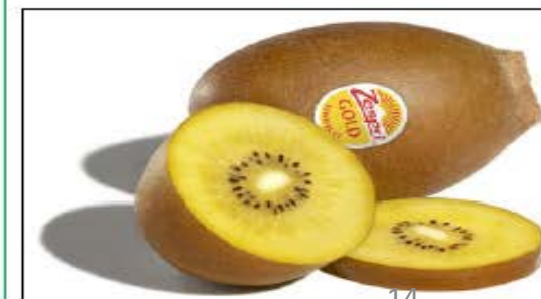
Kiwifruit Metrics- Operational

Trays/ha:	15,000/ha
2015 OGR:	\$9.50
Operational Cost:	\$35,000/ha
Fruit Size:	29
TZG:	0.7

Kiwifruit Metrics- Financial

Total Trays:	44,940,000
Revenue:	\$426,930,000
Expenses:	\$104,860,000
EBIT:	\$322,070,000
Req'd Investment:	\$599,200,000

*Kiwifruit require a relatively substantial amount of water, at around **50 cubic metres per hectare, per day**. If water was to be allocated to this land, an extra **2,000 trays per hectare** could be achieved totalling approximately **6 million extra trays**. This equates to around **\$57m** of profit that can be achieved if all of this land received a water allocation.



Mapping Data:

- Manaaki Whenua (Landcare Research): Land Use Capability and Land Cover Data. This data was sourced from the 'LRIS Portal'
- Land Information New Zealand (LINZ): Cadasteral Title Data & Ownership Data
- Te Tumu Paeroa: TTP Cadasteral Data
- Māori Land Court: Māori Land Cadasteral Data (sourced from Māori Land Online)

Information, statements, statistics and commentary (together the 'Information') contained in this report have been substantially prepared from publicly available material. Te Tumu Paeroa does not warrant as to the accuracy or completeness of any Information in this report. The report is a high level analysis of the Information and does not constitute investment or financial advice. Appropriate tailored professional advice should be sought before making any investment or financial decision using any of the Information in this report. The report has been prepared solely for He Mauri Ohohoho Bay of Connections Māori Economic Development Strategy and no third parties should rely on its findings.

Report Prepared By:

Ben Aves (Te Tumu Paeroa Land Optimisation Analyst)
Blair Waipara (Te Tumu Paeroa Business Performance Manager)
Aaron Hunt (Te Tumu Paeroa Rural Advisor)

Financial Data/Assumptions:

Kiwifruit:

- Zespri Kiwifruit Annual Review 2013/14. 2014 benchmark figures used
- Zespri G3 Gold Kiwifruit 2015 Forecast (OGR)
- Other data received from external industry professionals and internal resource

Dairy:

- 2013/14 Dairybase Benchmarking and 2015 forecast. All figures worked on 3 year average
- Assumed a milk price of \$6.50 as this is the amount TTP and banks model with for new investments
- Internal Expertise

Sheep and Beef:

- Beef and Lamb class 9 benchmark report 2014
- All figures based on 3 year average
- Internal Land Use calculator used to calculate investment required

4 Areas of the Proposed Maori Land Service (MLS)

1. Registration	2. Dispute Resolution	3. Own Decision Making	4. Advisory & Development
<p>Transactional Processes</p> <ul style="list-style-type: none"> • Succession • Transfer ownership/shares • Change in trustees • Governance agreements • Whanau Trust details & life interests 	<p>Mediation process like MBIE – but Maori:</p> <ol style="list-style-type: none"> 1. Design a Alternative Dispute Resolution (ADR) process. 2. Create a pool of skilled mediators. 3. Ensure training. 	<p>Various Forms – Schedule 2 of Bill plus regulations</p> <ol style="list-style-type: none"> 1. Create of pool of skilled people; 2. Design user friendly forms/tools. 3. Design guidelines 4. Wananga 	<p>Partly to assist with the other 3 areas.</p> <p>Primarily to focus on proactively coordinating support for land owners on productivity issues.</p>
<p>What is your view?</p>	<p>What is your view?</p>	<p>What is your view?</p>	<p>What is your view?</p>
<p><u>Outcome?</u></p> <ol style="list-style-type: none"> 1. As easy as the companies office process; 2. Accessible. 3. <u>Anything else?</u> <ol style="list-style-type: none"> 1. Cost effective? 2. Zero cost? etc 	<p><u>Outcome?</u></p> <ol style="list-style-type: none"> 1. Own the process and the solution; 2. Live with each other; 3. <u>Anything else?</u> 	<p><u>Outcome?</u></p> <ol style="list-style-type: none"> 1. User friendly – no reliance on lawyers 2. Accessible 3. Own the process and the solution. 4. Live with each other. 5. <u>Anything else?</u> 	<p><u>Outcome?</u></p> <ol style="list-style-type: none"> 1. We develop our lands as we see fit. 2. We have info & support to proactively assist us. 3. The MLS is well resourced. 4. <u>Anything else?</u>

Your thoughts on **Registration** (write on page; rip out and give to the Secretariat):

Outcome?

1. As easy as the companies office process;
2. Accessible.

3. Anything else?

1. Same cost? Why?
2. Cost effective? Why?
3. Zero cost? Why?

Your thoughts on **Dispute Resolution** (write on page; rip out and give to the Secretariat):

Outcome?

1. Create a pool of skilled mediators.
What skills? Pakeha?
2. Design our Alternative Dispute Resolution (ADR) process. What is your model?
- 3. Own the ADR process and the solution;**
- 4. Live with each other;**
5. Anything else?

Your thoughts on **Owner Decision Making** (write on page; rip out and give to the Secretariat):

Outcome?

1. Skilled people develop user friendly templates and guidelines.
2. Wananga before 1 October 2018 so that people have time to properly understand options.
3. User friendly documents and process so that there is no reliance on lawyers.
4. Accessible.
5. Own the process and the solution.
6. Live with each other.
- 7. Anything else?**

Your thoughts on **Development** (write on page; rip out and give to the Secretariat):

Outcome?

1. We develop our lands as we see fit.
2. We have information and support to proactively assist us.
3. The MLS is well resourced and can coordinate with local government, central government and 3rd parties interested in working with land owners on land owner terms.

Any other thoughts? (write on page; rip out and give to Secretariat):

- Future entity to run the Maori Land Service in Tairāwhiti?
- Where should in person service centres be or Development managers be based?
- Other?

Next Steps - Overall Timeline

- **10 – 14 July 2017:** **First series of hui in Tairawhiti**
 - Kaiawhina collating feedback in and outside of hui from Tairawhiti Maori land owners.
- **16 – 18 July 2017:** **Hui across the motu** (Napier, Wellington, Christchurch, Hamilton, Auckland)
- **24 – 28 July 2017:** **Second series of hui** in Tairawhiti (Muriwai changes in for Manutuke)
 - Confirming feedback and any new issues. Outlining how feedback looks in a business case.
 - Initial overview of Productivity Report (the scope; process etc).
- **31/7 to 4/8:** **Feedback from Kaitiaki; ICF; other 3 case studies, Minister and Crown agencies**
 - **Cutting to the chase: what's doable? What's not? Is this acceptable? Alternatives? Stop or Go ie adapt or ignore feedback/advice.**
- **7/8 – 11/8:** **Final series of hui:** Presentation of Business Case and Productivity Report.
- **13 – 30/8:** Project team and kaiawhina finalise Tairawhiti Business Case & Te Tumu Paeroa finalises the draft Productivity Report: continued land owner input.
- **By 31/8:** Confirmation of Tairawhiti Business Case by Kaitiaki Group
- **By 30 /9:** Confirmation of Consolidated Business Case (including 3 other Rohe) and Tairawhiti Productivity Report.
- **By 13 October 2017:** Final Crown officials approved Business Case goes through Crown Process (SEC – Committee that approves new agencies - then full Cabinet)
- **By November 2017:** Cabinet approval of the overall Maori Land Service and budget.
- **From December 2017:** Tairawhiti Maori land owner focus shifts to participating in Request for Proposal (RFP) process.
- **By May 2018:** Final budget announcements for the Maori Land Service.
- **By June 2018:** RFP process for the overall Maori Land Service and Tairawhiti Maori Land Service.
- **By 1 October 2018:** **Maori Land Service begins.**

Proposed 2nd Round of Tairawhiti Hui for 24 to 29 July 2017. **Any venue changes?**

Catchment	Time and Date	Proposed Location (TBC)
Ngai Tamanuhir/Rongowhakaata	3pm, 24 July 2017	Muriwai Marae
Mahaki	9am to 11am, 25 July 2017	TROTAK Board Room
Whakatohea	1pm to 3pm, 25 July 2017	Whakatohea Maori Trust Board
Ngai Tai	4pm to 6pm, 25 July 2017	Torere Marae
Uawa	7.30am to 9.30am, 27 July 2017	Te Tini o Porou
Waiapu	12pm to 2pm, 27 July 2017	Hiruharama Marae
Matakaoa	4pm to 6pm, 27 July 2017	Hinerupe Marae
Apanui	9.30am to 11.30am, 29 July 2017	Te Kaha Beach Resort Hotel

Proposed 3rd Round of Tairawhiti Hui from 7 – 11 August 2017. **Any venue changes?**

Catchment	Time and Date	Proposed Location (TBC)
Ngai Tamanuhir/Rongowhakaata	3pm – 5pm, 7 August 2017	Muriwai Marae
Mahaki	9am to 11am, 8 August 2017	TROTAK Board Room
Whakatohea	1pm to 3pm, 8 August 2017	Whakatohea Maori Trust board
Ngai Tai	4pm to 6pm, 8 August 2017	Torere Marae
Uawa	7.30am to 9.30am, 10 August 2017	Te Tini o Porou
Waiapu	12pm to 2pm, 10 August 2017	Hiruharama Marae
Matakaoa	4pm to 6pm, 10 August 2017	Hinerupe Marae
Apanui	9.30am to 11.30am, 11 August 2017	Te Kaha Beach Resort Hotel

For Confirmation at First round of Tairawhiti Based Hui

- Kaiawhina/Nga Kaiawhina for your catchment: ?
 - See slides 26-28 for the role.
- Kaitiaki Group representative for your catchment: ?
- 2nd Round of Hui Locations:
 - Muriwai Marae will swap with Manutuke (confirmed).
 - Hiruharama for Uepohatu?
 - **Other changes?**
- 3rd Round of Hui Locations:
 - Manutuke for Muriwai (confirmed)
 - Te Rahui for Hiruharama?
 - **Other changes?**

Contacts – Hau kaenga: Kaiawhina

1. Once your kaiawhina for your catchment is confirmed by you at the first round of hui then you are encouraged to work with that person on all issues relating to this project.
2. For any queries relating to draft minutes, draft summary reports and the logistical arrangements for future hui please make contact with the Secretariat – Jackie Akuhata Brown:
 - jakuhatabrown4biz@gmail.com
 - Mobile: 02040770960
3. For any technical issues relating to the proposed services then please make contact with Maui Tangohau:
 - maui@tairawhiti.org.nz
 - Mobile: 0274442462
4. For any issues relating to the Productivity Report then please make contact with Blair Waipara:
 - blair.Waipara@tetumupaeroa.co.nz;
 - Mobile: 0275985182
5. For any issues relating to this presentation, please make contact with Willie Te Aho:
 - willie.teaho@icsolutions.co.nz
 - Mobile: 021768462

Kaiawhina Role

Kaiawhina: 9 to be appointed at a catchment level

Direct Report: Secretariat

FTE: 0.3

Term: Week of 10 July to 9 September 2017 (8 weeks)

Contract Price: (100 hours in total or 12.5 hours per week)

Responsibilities:

1. Be the point of contact for all Maori land owners within your catchment.
2. Be the point of contact for the Secretariat (hui logistics) and the Productivity Manager (visiting lands where agreed)
3. Meet with the local Maori land owners to keep them up to date on the project before & after each hui
4. Compile a data base of all local Maori land owners in the catchment with contact details. Provide to Secretariat.
5. Assist to develop the Tairawhiti MLS business case
6. Complete to the satisfaction of the Project Manager the detailed workplan (noted below)

KAIAWHINA – 8 WEEK WORKPLAN

Week 1: 10 – 15 July 2017: First series of hui in Tairāwhiti

Updating local Māori land owners who did not attend the hui; providing them access to information

Being accessible to local Māori land owners to discuss and receive in writing their thoughts - sending to Secretariat

Connecting to the centralised database; collating the contact details for local Māori land owners for future hui

Week 2: 16 – 22 July 2017: Hui across the motu (Napier, Wellington, Christchurch, Hamilton, Auckland)

Updating local Māori land owners who did not attend the hui; providing them access to information

Being accessible to local Māori land owners to discuss and receive in writing their thoughts (then sending to Secretariat)

Connecting to the centralised database; collating the contact details for local Māori land owners for future hui

By 17 July 2017: Provide feedback to the Secretariat on Summary Report 1 to ensure it properly reflects your catchment

By 18 July 2017 - make sure that your local people have received the information for the upcoming 2nd round of hui

Week 3: 24 – 29 July 2017: Second series of hui in Tairāwhiti

Attending 2nd hui in your catchment and assisting the Secretariat with any logistics for the hui.

Updating local Māori land owners who did not attend the hui; providing them access to information

Being accessible to local Māori land owners to discuss and receive in writing their thoughts. Sending written info to the Secretariat

Connecting to the centralised database; collating the contact details for local Māori land owners for future hui

Connecting to the centralised database; collating the contact details for local Māori land owners for future hui

Week 4: 31 July to 5 August: Feedback on Summary Report 2 and 1st Draft Business Case

By 2 August: Provide feedback to the Secretariat on the Summary Report 2.

4 August: Attend Hui in Turanga for the Project Team and Kaitiaki Group to specifically finalise the draft Business Case

By 5 August: make sure that your local people have received the information for the upcoming 2nd round of hui.

Week 5: 7 – 11 August: Final series of hui: Presentation of Business Case and Productivity Report.

Attending 3rd hui in your catchment and assisting the Secretariat with any logistics for the hui.

Updating local Maori land owners who did not attend the hui; providing them access to information

Being accessible to local Maori land owners to discuss and receive in writing their thoughts. Sending written feedback to the Secretariat

Connecting to the centralised database; collating the contact details for local Maori land owners for future hui

Week 6: 14 – 19 August: Feedback on Summary Report 3 and 2nd Draft Business Case

By 17 August: Provide feedback to the Secretariat on the Summary Report 3 and the 2nd draft business case

By 20 August: make sure that your local people have received the information for the upcoming 2nd round of hui.

Week 7: 21 - 26 August: Feedback from Maori land owners in each catchment on Summary Report 3 and 2nd Draft Business Case

Meeting with interested Maori land owners in your catchment who want to provide feedback on Summary Report/Business Case

By 25 August: Providing written feedback from your catchment on the Summary Report/Business Case sent to Project Manager

Week 8: 28 August - 2 September 2017

On 31 August: Kaiawhina and Lead Technical meet to finalise Tairawhiti Maori Land Service Business Case based on final feedback