

2.06 Te Rimu Lime Orchard

Evaluation, Cover Sheet and Decision Form

Project:	Te Rimu Trust – Lime Orchard Development		FOR: Approval
Applicant:	Te Rimu Trust		Pipedrive ID:
Application type:	Whenua Māori	(A) Total Project Value:	Commercial Information
Funding type:	Grant	(B) PGF Funding Sought:	\$ ^{Commercial Informat}
Entity Type:	Trust (please provide your Trust Deed)	(C) PGF Funding Recommended:	\$871,495
Region:	Tairāwhiti	(D) Applicant Contribution:	©Commercial Information
Tier:	2 - Sectors	(D/A) Co-contribution	Commercia %
Sector:	Agriculture / Horticulture	Rate:	
Application summary:	Agriculture / Horticulture Te Rimu Trust is an Anu Whenua Trust which owns and manages 240 hectares (ha) of flat land next to and encompassing the Karakatuwhero River, Te Araroa, 3.5 hours' drive north of Gisborne The site is isolated on the East Coast and currently the land is a mix of grazing pasture, Manuka olantation and shingle extraction for roading in the region. The Trust is seeking a grant from the PGF to increase productivity and profitability by investing in a Line Orchard Development which is a new industry on the East Coast. This opportunity has been identified through a feasibility study which is backed up by scientific evidence undertaken by environmental consultants commercial information as a means of transitioning from a high emissions low productive land to a low emission: sustainable industry. This has the benefit of diversifying the land and creating new skilled employment in the region. The applicant does have the land and management skills to implement the project. The project aligns with the Whenua Maori principles. The Trust has submitted an application which includes some capital assets, which the PDU has assessed are not required immediately. The recommendation of this evaluation is to approve a grant for infrastructure expenses only. [Please see full project description in the Application Description Section]		re Araroa, 3.5 hours' drive north of rrently the land is a mix of grazing pasture, in the region. broductivity and profitability by investing in on the East Coast. This opportunity has cked up by scientific evidence undertaken ical industry support (^{Commercial Information} ions low productive land to a low emissions of the land and creating new skilled Commercial Information agement skills to implement the project. The Trust has submitted an application is assessed are not required immediately. a grant for infrastructure expenses only.

The PDU recommends that: this Application be approved by SROs:

Agree to approve a grant of up to \$871,459 from the PGF towards The Lime Orchard Development

- 1. because:
 - a) the project aligns with the PGF Whenua Māori principles by unlocking potential and increasing the productivity of the land;
 - b) the project is looking to establish a new industry within the Tairāwhiti (surge) region by increasing the Māori asset base and requires government funding to support this;



- c) the project will create FTEs by
- d) the project has good regional support including Tairāwhiti Economic Action Plan (TEAP) endorsement; and
- e) the project has good support by government agencies including TPK and MPI.

2. subject to:

- a) full due diligence being completed;
- b) confirmation of the detailed budget as per the application; and
- c) any resource consent requirements being confirmed.
- 3. note:
 - **Commercial Information** a)
 - b) the applicant is looking to diversify its operation
 - the project does not produce any limes until former and profits until c) Commercial Information
 - d)
 - e) due diligence has previously been completed on Te Rimy Trust

Commercial Information

Commercial Information

Section A: Triage – Assessment against PGF eligibility criteria

Declining under CAP-18-MIN-0347

≻	Is the projec	t an illegal activity?	No
≻	Is the projec	Νο	
>	Is the projec	t seeking investment in large scale infrastructure of social assets?	No
>	Is the projec	t seeking investment for three waters?	Νο
Decl	ining under Di	EV-19-MIN-260	
>	The applicant is not willing to consider a loan which is deemed necessary to ensure the proposal complies with New Zealand's international trade obligations? N/A		
≻	Due Diligence is failed, including financial and character assessments? No		
×	The application is for a Commercial project and has zero co-contribution? No		
×	Application I	ikely to fail on a TWO STAGE TRIAGE	No
>	STAGE 1	a) the project is only weakly aligned to PGF objectives, <u>AND</u> any of the following (from Stage 2)	Νο
>	STAGE 2	 b) the project is not likely to commence within the PGF timeframes*; OR 	Νο
		 c) the extent of regional support and alignment with regional priorities is low; OR 	Νο



	 d) the co-contribution is inadequate given the key information about the project; OR 	Unclear			
	 e) available security does not align with security principles position paper 	Unclear			
* The application is not in	line with the PGF position paper on feasibility studies and business cases, or does not have requi	red resource or other statutory consents.			
Is the application of	eligible for funding?	Yes			
Have you discussed of PDU Decline?	d the application with the Regional Team before completing a Head	Yes			
Have you received	feedback from the relevant partner agencies?	Yes			
Due diligence on a	Due diligence on applicant – Summary of findings Completed				
Due Diligence was previously submitted for Te Rimu Trust Commercial Information					
Conflicts of Interes	t	No			
No Conflicts of Interest have been noted.					
Terms and Conditions Yes					
The applicant has completed the T&C's and signed the application.					



Application description

The Trust

Te Rimu Trust is an Ahu Whenua Trust, which owns 240ha of flat land next to and encompassing the Karakatuwhero River, Te Araroa. The land is either side of State Highway 35 and extends to the coast. The Trust comprises shareholders and is managed by Trustees who are responsible for the operations of the land.

Currently the whenua supports the following business activities:

- 1. Beef grazing (short term lease);
- 2. Manuka plantation for the production of essential oil and Manuka honey; and
- 3. Extraction of river shingle for local roads.

Please refer to <u>APPENDIX ONE-Development Plan</u> for a visual of the development site showing the proposed location of the Lime Orchard. <u>Appendix 1 has been withheld - Commercial Information</u>

The Project – Diversification and New Opportunities - Lime Orchard Development

This project is looking to diversify this portfolio by retiring 14ha from high emissions, low value cattle grazing land and <u>transition to a low emissions high value lime orchard</u>. This project will seek to increase employment, produce commercial information of limes per annum by commercial create a new revenue stream generating gross profit of \$^{commercial to} by commercial by whilst also simultaneously reducing greenhouse emissions and improving water quality.

In addition this project will act as a catalyst to 'kick-start' more citrus growing activities on the East Coast. It is a long term aim of the Trust to form a 'Lime Collective' of similar land blocks on the East Coast with a common goal of product development, guaranteed supply, open up domestic markets, value-add processing and developing a brand.

This project is based on the following feasibility study and is supported by industry engagement.

Feasibility Study - Aspirations of sustainable land use, growth and looking to the future

Commercial Information consultancy was contracted by the Trust to conduct a land development study and report back to the Trust on viable land options. The method of assessment used science and evidence based decisions. The intent of the report was to assist the Trust's aspirations to deliver sustainable land use developments to improve environmental, financial and social outcomes.

The option of a Lime Orchard was selected ^{Commercial Information} to sustainably improve land productivity without the need for intensive use of fertiliser, irrigation, cultivation or livestock. In addition, the project builds on the existing infrastructure in the Tairāwhiti region with well-known paths to market as well as exploring new market opportunities.

Industry Engagement - Commercial Information

Subsequent to Commercial Information recommendation for the establishment of a Lime Orchard, Te Puni Kōkiri (TPK) provided support to engage with Commercial Information. As a commercial lime grower located in the Hawkes Bay, the Trust has leveraged this knowledge to provide the establishment of an orchard including its design and market costings. Commercial Information also revalidated the site as a suitable place to grow 'early season' limes worth more than of 'tag 1' limes.

SRO's have previously approved a \$^{Commercial} investment in



		New Zealand Governmen	it
Commercial Information		Commercial Information	
Co Funding Table			
<u>Co-Funding Table</u>	Commercial	Information	_
	Commercial I	Information	
Co-Funder	Pledged/Confirme	ed/Cash/In-Kind Ame	ount \$
Commercial Information	Commercial	Il Information	mmercial Inform
Total		<pre>c^a</pre>	ommercial Inform
10001			
Project Ownership (Structure and Key	Personnel)		
The board of Te Rimu Trust is governed in auditing and evaluation of project pr Richard Clarke Privacy of natural per	ogress including ris	rustees. Individually each board member has experi sk management.	ence
Sir John Clarke			
	Privacy of natura	ral persons	
Maaka Tibble			
	Privacy of natur	ral persons	
Hepa Akuhata Brown			
	Privacy of natu	ural persons	
Rowena Akuhata Brown			
P	rivacy of natural pe	ersons	
Please also see <u>APPENDIX TWO-Project Governance</u> the Trust's Governance Structure. Appendix 2 has been withheld - Commercial Information			
As noted in the Recommendations Section 3c. (above) due diligence has previously been submitted for Te Rimu Trust and will be updated for the specifics of this application.			



Overseas Investment Office				
	 Is the application being made by a non-New Zealand based legal entity? (Foreign investment laws may apply and the Overseas Investment Office consulted) 			
Does the Application have	e a Te Ara Mahi (TAM) component?	No		
	ssessment Criteria (Complete for EoIs and Applications) poor, 5 = very good - Provide the number for this project, not sub	sequent phases)		
Fund and government ou	itcomes	Please highlight number below		
Would the project:		26		
create permanent jobs?	It is expected this project will directly create commercial and increasing to commercial jobs by commercial and increasing to commercial jobs by commercial information labourers (pruners and pickers) However the project will require jobs in constructing the orchard.	N/A 1 2 3 4 5		
> deliver community benefits?	 Community benefits attributed to this project include: A new asset for the East Cape which will provide untapped 'early season' premium for limes grown on the coast. This will showcase to other Māori landowners the potential of their land; A direct wage injection into the community of \$ or the growing to \$ or the coast by commercial growing to \$ or the local schools and tertiary trainers to develop community skillsets; Development of new career pathways for the coast including horticulture, engineering, science, sales and marketing; and Successful and fair transition to a low-emissions econom on Trust land (and potentially in time of other landowners). 			
increase utilisation of and returns on Maori assets?	Ngāti Porou (landowners, Iwi, hapū and affiliated entities) own 51% of the area between Gisborne and Pokata. Tairāwhiti has 228,000ha of Māori land. However, traditionally Māori landowners experience challenges due to a lack of information in viable land use, there is often a lack of capital or governance structures and trusts require the consensus of multiple land owners. Te Rimu Trust as a Māori landowner has the governance structure in place; it will continue to build relationships with the industry and the mandate from its members to progress this project.	N/A 123 4 5		



		New Zealand Government
	It is expected that the establishment of a new sector on the East Coast will enable a Collective of land blocks to pursue greater value from their produce through value-add processing and stability of supply.	
enhance the sustainability of natural assets?	It is expected diversification into lime production will enable education and investment of the land and the development of industry intellectual property for the region.	N/A 123 <mark>4</mark> 5
	In the Long term, the Trust strategy is to form a 'Lime Collective' made up of landowners. Working collaboratively the data will give insights to inform procedures and best practices that will lead to better yields and higher value produce and value-add products.	ED
mitigate climate change effects, or assist with the lowering of emissions?	The transition to a low emissions high value orchard will help to lower the environmental impact of the current land use which is a high emissions low value grazing pasture. Additionally the orchard will provide crucial wintering food for the large bee population. Thereby increasing the sustainability and opportunity for growth of the apiculture sector on the East Cape. The orchard will improve land stabilisation, soil retention, water quality improvement and carbon sequestration.	N/A 123 <mark>4</mark> 5
Additionality		
Would the project:		
add value by building on what is already there, without duplicating effort?	The Trust's land already exists but its productivity is low value grazing pastures. This project is looking to diversify the portfolio and add value by building a new and manageable product line and income stream to support its sustainable future operations.	N/A 12 <mark>3</mark> 45
be a catalyst for productivity potential in the region?	Investment in the Lime Orchard will create a new asset for the region which will build confidence on the East Coast. This will directly create employment opportunities and over time, the Trust is hoping to develop a 'Lime Collective' amongst landowners on the East Coast. This will have the potential to unlock other land opportunities, increase the supply of citrus fruit and create value-add processing operations.	N/A 123 <mark>4</mark> 5
Connected to regional st	akeholders and frameworks	
Does the project:		
 align with regional priorities, such as 	The project aligns well to He Huarahi Hei Whai Oranga, the Tairāwhiti Economic Action Plan (TEAP).	N/A 123 <mark>4</mark> 5



		New Zealand Government
frameworks, or regional plans?		
have the support of local governance groups (councils, iwi and hapu)?	The project has been formally endorsed by TEAP (please see <u>APPENDIX THREE-Copy of TEAP Whenua Māori Endorsement Oct</u> <u>2019 Projects</u>). Appendix 3 has been withheld - Commercial Information A letter of Support has been provided by Gisborne District Council (subject to providing additional information).	N/A 123 4 5
Governance, risk and pro	oject execution	20
Does the application sho	w:	
robust project management and governance systems?	The Trust has extensive business and governance experience of successfully delivering similar projects (please see APPENDIX) TWO-Project Governance and the Personnel section above). Appendix 2 has been withhele. Commencial Information The Trust notes as this is a new opportunity, it does not have the experience in project management of Lime Orchards. However it will mitigate this risk through engagement of qualified operations manager and relevant subject matter experts. The PDU notes this has already been demonstrated by the collaborative engagement of agriculture consultants, industry experts and TPK to bring this project to this point. The project management team will have the responsibility of delivering the project on time and within the budget and will also include: Project management Procurement and tendering Contractor co-ordination Orchard management Financial controls Regulatory compliance Risk control and mitigation	N/A 123 4 5
plans for future ownership and operational management?	 The Trust has indicated the following plans for future ownership and operation: the Trust will own the Lime Orchard and the associated assets; the venture will be run as a commercial business with profits reinvested back into the venture; the Trust has provided a maintenance allowance into the operational budget of the facility; and the Trust will employ an experienced Orchard Operations manager who will have significant experience with best practice for maintaining equipment and orchard management. 	N/A 123 <mark>4</mark> 5



 how the project will be delivered and managed? The Trust has provided a Procurement process (please see APPENDIX FOUR-Procurement Process), which supports a competitive process of tendering for goods and services. Quotes will be assessed on price but also to minimise environmental emissions and promote health and safety practices. Appendix 4 has been withheld - Commercial Information The remoteness of the project location inherently promotes the use regional businesses, particularly Māori enterprises. This has the wider social benefit of promoting opportunities for Māori employment and development. Contingency has been provided in the budget at % (\$ of the requested total. The Trust has provided a high-level Timeline and Development Plan (please see APPENDIX FIVE-Project Timeline and APPENDIX SIX-Development Plan). Appendix 5 has been withheld - Commercial Information 				
Is the Project an EXPRESSION OF INTEREST? No				
Is the Project an APPLICATION? Yes				
Section C: Risk Manager	nent Evaluation			
Does this application den	nonstrate consideration of the following risks?	Yes		
Type of risk	Risk description Mitigations	Risk Rating		
Please refer to APRENDIX SEVEN-Project Risk Matrix. Appendix 7 has been withheld - Commercial Information The applicant has provided a Project Risk Matrix and proposed mitigations should a risk event materialise during the construction and operation of the project. The PDU has assessed this and agree it looks reasonable.				
If the answers to the first question is NO, or assessments of risk(s) are HIGH, discuss with an Investment Director.				



Section D: Funding and financial analysis Please highlight number below		
Does the application sho	ow:	
How strong is the financial position of the applicant	The Trust has provided Financial Statement for the years ended 2018 and 2019 (extract below).	N/A 12345
the applicant organisation?	Commercial Information	
How does the scale of the project compare to their overall business?	The Trust is a relatively small landholding of 220ha, and this project is looking to retire 14ha (6% of the total land) from high emissions low productivity to low emissions high productivity. This project is modest in scale for the Trust but represents a significant increase in the supply of limes to ^{Commercial Information} . Once the orchard is established it is expected the Trust will earn significant revenues from this activity in excess of its cattle grazing and shingle extraction activities.	
Why is Crown funding being sought rather than commercially- available funding?	As a new industry sector on the East Coast, the Trust requires capital support from the Crown to unlock this latent opportunity and prove viability to surrounding land blocks. The proliferation of limes on the coast will boost productivity, profitability, employment and socioeconomic outcomes – particularly amongst Māori owned land within the region.	N/A 123 <mark>4</mark> 5
What does the independent financial analysis/ business case	The Trust has engaged with an environmental planning and design consultancy ^{Commercial Information} to review the options available to sustainably increase land productivity and improve environmental financial and social outcomes. The outcome of a Lime Orchard was	,,



		New Zealand Government
indicate?	selected by ^{Commercial Information} and the Trust as a good option to increase productivity and employment opportunities for the region.	
	TPK subsequently provided support to engage with industry expert Commercial Information who undertook further tests to revalidate the proposition of a lime orchard. This expertise was leveraged to provide design and market costings for the establishment of an orchard.	
	The PDU notes this feasibility study has not been provided with this application.	
 Is the funding model requested appropriate? Is the PDU recommending a different model? 	The Trust is requesting a Grant of \$ ^{commercial} ^{III} The PDU has assessed the application and supports the project infrastructure costs to a maximum of \$871K. This excludes some capital items which the applicant already owns and is not required immediately for the project to commence. <u>Please see APPENDIX EIGHT-Capital Costs-PDU</u> . Appendix 8 has been withheld - Commercial Information	N/A 12345
	Whilst the project is commercial in nature, the recommended funds are required for infrastructure so a Grant is consistent with other PGF WM applications.	
Has the applicant provided evidence of market pull for this project?	As noted above the Trust has engaged with a local Lime producer Commercial Information who has provided a letter of support and signed supply agreement for a maximum of ^{Commercial Information} of both tag 1 and 2 limes per annum for ^{Commercial Information} . This confirms they are able to take on all locally grown limes benefitting both parties. The PDU notes this needs to be tested as ^{Commercial Information} currently has Commercial Information , and the Trust is looking to	N/A 123 <mark>4</mark> 5
	establish a lime orchard of 14ha.	
Has the applicant provided evidence that their supply chain is secure?	The Trust is looking to set up and operate a Lime Orchard. Once the trees are established it should be able to meet its production targets.	N/A 12345
Summary of funding and financial analysis:	Te Rimu Trust is committed to improving the productivity of the farming land blocks. The Financial accounts support there is value in the land which is untapped of approximately s ^{commercial} which currently only generates s ^{commercial} of net profit in the commercial year.	N/A 123 <mark>4</mark> 5
	The project is consistent with PGF Whenua Māori objectives and timelines.	



Funding arrangements

The Trust has provided the following deliverables and funding which totals $\$^{\text{commerced informat}}$ (this excludes the $\$^{\text{commerced informat}}$ Contingency fund of $\$^{\text{commerced informat}}$ This table includes expenses which are not supported by this recommendation. It is the recommendation of this paper, that a maximum of \$871,459 is approved.

Payment Breakdown

			Invoice Value	
#	Stage Description	Payment Criteria	\$ (Excl. GST)	% of Total
1	Site Preparation & Critical Procurement	On signature of the funding agreement and contractor ordering/engagement	\$Commercial Information	Some %
2	Urgent Orchard Infrastructure & Planting	2 weeks subsequent to commencement of siteworks in Te Araroa	S Commercial ".irormatio:	Commerc
3	Windbreak Erection Labour & Equipment	Following arrival of all windbreak material and relevant equipment	\$ Commercial Information	Commig
4	Non-urgent Operational Equipment	3 weeks prior to completion of tree establishment	SCommercial Information	Comit

If approved, the timing of the funds will need to be made a condition and agreed by all parties.

Proposed Term Sheet Summary (noting full term sheet will be developed post decision)

Is the application a Grant or Loan? **Grant - Loan Details Table** deleted Consultation from partner agencies undertaken or implications TPK – Please see <u>APPENDIX NINE-TPK Feedback</u> (Received 4th December 2019) Appendix 9 has been withheld - Commercial Information MSD – Please see APPENDIX TEN-MSD Feedback (Received 20th January 2020) Appendix 10 has been withheld - Commercial Information MPI – Please see APPENDIX ELEVEN-MPI TRIAGE CHECKLIST (Received 27th November 2019) Appendix 11 has been withheld - Commercial Information MFAT – 27th November 2019 Te Rimu Trust – Lime Orchard Development \$ grant for 14ha land development from cattle grazing to limes • Doesn't appear to be Whenua Māori, but may be suitable? If limes to be sold domestically (which seems to be the idea), then no material concerns. • Is there any further information from the applicant? N/A



Summary statement of Application Review undertaken

All of the following have occurred as part of this application assessment and recommendation:

- Discussions between the Regions Team and the Investment Team; and
- Consultation with relevant partner agencies allowing the provision of technical advice; their verbatim feedback is included above; and
- > Full and comprehensive review by an Investment Director; and
- Review by the Head of Investment; and
- Review by the PDU Leadership Team.

OAC

These have occurred to the satisfaction of the reviewer and the reviewer concurs with the recommendation.

Review has been complet	ted Yes	
Supporting proposal:	Yes	
Appendices:	Yes – Application and supporting letters are as appendices Withheld - Commercial Information	
Author of paper:	MP, Senior Investment Analyst, ELH, Investment Director, PDU Investment Team	