

Part A: Key Details

Please note that if the funding agreement will not be held with the applicant (i.e. applying on behalf of another organisation), then we require the details of that organisation.

1. Proposal Title:

2. Please provide a very brief description of the project/activity:

A collective of Māori landowners to establish productive grapevines on their land, to create work and training opportunities, build capacity and capability within those land trusts, their whānau and the community, establish and enhance infrastructure, showcase opportunities across the Kaikohe district and promote downstream economic activity.

The proposal seeks a total grant from the Whenua Māori allocation of the Provincial Growth fund to develop ha of vineyards on five separate Māori land blocks in the Kaikohe area over the next years to test the viability of the expansion of the Northland wine industry, through the growing of niche varieties. The project includes the planting and growing of the vines until production, the production and sale of wine, the training of staff in all aspects of viticulture, and the development of a working model to allow substantial Ahuwhenua Trusts to umbrella smaller, currently uneconomic blocks to train and employ their own to develop viable enterprises on their land.

3. Please provide the details of the applicant organisation/entity for which funding is being requested:

Legal Name:	Omapere Rangihamama Ahuwhenua Trust (ORT)
Entity Type:	Ahu Whenua Trust
Registered Offices / Place of Business:	
Identifying Number:	
Organisation's Website:	

4. Please provide the contact details for a person as a key point of contact):

Contact Name and Role:	Privacy of natural persons		
Email Address:	Privacy of natural persons	Telephone:	Privacy of natural persons

5. Please describe the principal role or activity of the applicant organisation.

ORT is a long established Ahuwhenua Trust, currently operating a Beef Farm, and a Dairy farm.

The other land blocks that will directly benefit from investment as part of this project as co-operative members are:

- Tuhuna 4H 5 Blk
- Taporepore A Block
- **Commercial Information**

Te Kotahitanga o Mahi Kaha Trust (TKEMKT) is also a key contributor to project. It should be noted that TKEMKT will not receive funding from this application but will contribute hectares of their land at to the co-operative project, provide training and labour, store and provide equipment for the co-operative and house the project manager. (The Master Plan for the entire TKEMKT Block at is **attached**.)

6. This project will be based in the region of:

7. What type of funding is this application for:

[Note: the most appropriate funding type will be determined by the PDU in consultation with the applicant]

8. What is the activity / funding start and end date?

Start Date:	Commercial Information	Completion Date:	Commercial Information
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9. Has this project / activity been previously discussed with any part of Government? Yes: No:

- If Yes, please describe which part of government, and what the outcome of the discussions were.

There has been close co-ordination with **MBIE** staff throughout the development of this proposal, including Jodi Qereqeretabua and Grant Berghan. These discussions helped the applicant to frame the proposal.

Te Puni Kōkiri and Ministry of Primary Industry staff attended an early 'met and greet' session involving all the participant landowners and viticultural advisers.

The Crown Research Institute **Plant and Food Research (CRI)** have engaged with the project (particularly with TKEMKT) and confirmed their interest in undertaking field research on land that is part of the proposal.

10. Have you previously received Government funding for this Project? Yes: No:

- If Yes, please list which part of the Government, when the funding was received, and how much under Q11.

11. Are you an overseas investor for the purposes of the Overseas Investment Act? Yes: No:

To find out if you are an overseas investor, and find support, please visit the Overseas Investment Office [website](#).

12. Please set out the proposed sources of funding for the Project:

Source of Funding: <i>[please indicate where all other funding is sourced from, noting who the funder is]</i>	\$ (excluding GST)	Status / Commentary <i>[i.e. received / confirmed / in principle]</i>
Provincial Growth Fund Funding (through this application)	1,532,000	Pending
Total:	1,532,000	

Part B: Project Description

Māori

13. This application is: "a stand-alone activity" or "in support of a wider project/programme"

14. Will additional funding be required in the future? Yes: No:

If Yes, please describe at a high level, what this may include, and when this is likely to be applied for.

15. Has a feasibility study, or equivalent, been conducted prior to this application? Yes: No:

- If Yes, please provide a copy, including an overview of the feasibility study and any outcomes.

- If No, please explain why not; and how feasibility/viability of the project has been assured.

A full feasibility has not been conducted because the feasibility of this model, including as a model for future investment, will be tested through its implementation. In other words, there is an Action Research component to the project. However, in order to ensure that the concept is sufficiently viable to pursue, the following steps have been undertaken:

- Advice has been sought from respected viticulture specialists (**Privacy of natural persons**) on the viability of each of the land blocks for grapes - and on the most suitable varieties- and to prepare a detailed budget for establishment of a viable crop on each block. References from these experts can be provided on request.
- Discussions have been held with a three notable brands – **Commercial Information** to explore the prospect of working together and discuss market opportunities.

- Landowners have met to discuss and confirm their willingness and ability to work together on the project.
- Advice on most suitable form of collective governance structure has been received from the local office of **Commercial Information**.
- Plant and Food Research have engaged with the project and confirmed their interest in undertaking field research on land that is part of the proposal. In November 2019 they completed a desktop analysis of the soil and climate for TKEMKT's land, resulting in a report including, amongst other things, an assessment for the suitability for Pinot Noir and Sauvignon Blanc. In early 2020, a more in-depth analysis will be conducted including soil analyses to determine soil limitations and mitigation methods.

The project is in large part about providing an example to local landowners and whānau about the rich and varied potential of their land and the mechanisms (including collective governance and management structures) that can be used to tap this potential without compromising landowner values and principles. With the development of this application, some of the participants have already been approached by others who have heard of it and want to be a part of it. Younger whānau members from some of the participants have become enthused about the opportunities for their future in this type of land use and industry. Consequently, even at this conceptual stage, we are already starting to see some of the anticipated benefits for other whānau and landowners.

16. Please provide a detailed description of this project for which funding is being applied, including the benefits arising from the project:

Ngā Whenua Kaikohe

Project Vision: Productive land and prosperous whānau

Project Purpose:

Facilitate and establish a collective of Māori landowners at Kaikohe to unlock the commercial potential of their land and to create work and training opportunities, build capacity and capability within and across their land trusts, whānau and the community, establish and enhance infrastructure on the participating landblocks, showcase opportunities across the district, promote downstream economic activity and encourage further and expanded collaboration by Māori landowners across the district.

An MPI study has identified 82,000 ha of Māori owned land within a 50 km radius of Kaikohe. Many of the Māori land blocks are un-utilised or under-utilised - left empty or at best leased out to pay the rates. There are few if any local examples of Māori land owners working together to pursue a single commercial vision.

This is for a variety of reasons:

- difficulties getting consensus or co-operation among and between owners of individual blocks;
- lack of information and support for landowners;
- lack of physical infrastructure to develop land;
- lack of finance to seed any ventures;
- **Commercial Information**; and
- few examples of success to emulate.

Notwithstanding these difficulties, there are also a number of positives that make this proposal worth pursuing:

- land and climate;
- available workforce and initiatives underway to build the capacity and capability of rangatahi in particular;
- a number of interested landowners whose properties are in close proximity to one another, and who have the ability to make decisions on their land;
- strong interest from those landowners to work within a co-operative model;
- the established and growing infrastructure (human and physical) of TKEMKT;
- potential partners and advisors – specialist viticulture and Plant and Food NZ advisors and the local Bay of Islands wine industry; but there are also other commercial ventures (citrus, avocado) interested in collaborating with Kaikohe landowners.

Project Overview

Five landowners in the Kaikohe district are committed to combining their governance, management, infrastructure and land assets to establish a commercial vineyard operation. The proposal has the following elements:

- each landowner will make available between [Com] and [Com] hectares to the project;
- the landowners will establish a co-operative structure to govern the project;
- funding will be sought by [Commercial Information] on behalf of the landowners;
- the funding will be lodged with an agreed fundholder (proposed to be [Comments]) which will disburse it in accordance with instructions of the co-operative;
- each landowner will develop a block plan;
- the block plans will form the basis of a [Commercial In] year development plan that will be agreed by the co-operative – the development plan will establish infrastructure and funding requirements for each of the land blocks, an overall marketing strategy, and an implementation plan;
- a project manager will be appointed by the co-operative to prepare and implement the development plan, including engaging specialist and technical advice;
- landowners will contribute and share resources – human and physical – to implement the development plan;
- key plant and machinery will be held by TKEMKT;
- TKEMKT will provide training (including of whānau of landowners) and skilled labour for the project.

To help record and embed the lessons from this project:

- the co-operative and the individual landowners will commission an ongoing review of this model for the purposes of establishing success and potential expansion or replication elsewhere;
- Plant and Food have committed to conducting research into aspects of the operation

In addition, the co-operative members will explore forming the kernel of a wider landowner co-operative to explore and facilitate other opportunities for collaboration.

Project structure

Attached is the proposed project structure. The participants will establish a co-operative with one vote per member. The co-operative will engage a fund holder and a project management office.

Governance

The governance body will be a legal entity, and most likely an Incorporated Society. It will comprise [Commerc] members from each of the five participating land blocks. The governance entity will engage a project manager and any advisers, approve an overall development plan, monitor progress as reported by the project manager, resolve any issues that emerge between members, and approve payments over an agreed threshold.

Fund Holding Entity

The co-operative will appoint a competent fundholder (expected to be [Commercial Information]) to hold the grant received for this project. Funds will be released by the fundholder in accordance with a development plan approved by the co-operative.

Management

A project manager will be appointed by the co-operative. The project manager will be based at TKEMKT and will be responsible for:

- Engaging (with governance approval) advisers and managing the project administrator; and
- Working with individual landowners to prepare individual development plans as well as an overall development plan for the co-operative's approval;
- Engaging contractors and experts;
- Managing plant, equipment and labour requirements;
- Co-ordinating the implementation of the development plan; and
- Co-ordinating the associated research.

A project administrator will also be appointed to support the project manager – Commercial Information

TKEMKT will provide a space for the project manager and administrator to work from, and will also store (and insure) machinery and other assets purchased or leased by the co-operative.

Benefits to whānau/landowners

Benefits to landowners and their whānau include:

- The development and implementation of a block plan for each landholding;
- Governance experience;
- Training and work opportunities, including in project management and administration;
- Participation in research;
- The creation of a viable commercial venture
- More engaged and innovative and purposeful landowners, both those within the project and the district
- Productive whenua

17. How does this project demonstrate additionality within the region?

The landblocks in the project are all currently un-utilised or under-utilised. Despite the best intentions of the owners, there has been little or no productive use of these blocks in recent years, as is the pattern with a large amount of the land in the district. This project will provide additionality by:

- a) facilitating consensus and co-operation among owners of individual land blocks;
- b) providing owners with information and administrative support;
- c) bringing into production land blocks that have significant potential;
- d) increasing regional GDP;
- e) introducing an innovative new sector to the district;
- f) building the capability of Māori landowners and their whānau;
- g) providing work and training for whānau members on their own land;
- h) providing opportunities for downstream processing and the expansion of the service and retail sector;
- i) lifting the financial sustainability of participating whānau; and
- j) improving social inclusion and building resilience.

The project is not seeking maintenance funding:

No. The intent of the project is to produce a financially viable and self-sustaining operating model.

Commercial Information

Self-sufficiency: The ^{Commercial}-year plan will bring each of the block to a stage where it is producing grapes at commercial volumes and quality. How each of the owners proceeds from that stage will be for the landowners to consider individually and collectively.

Why this project will unlock the potential within the region: The land blocks are all blessed with fertile soil which is currently providing little or no commercial return to the owners. There are a further 82,000 hectares of Māori owned land within 50 km. Some whānau members of the participants are under employed or unemployed. The project will demonstrate how to make a commercial return from the land in the project, but also from land across the Kaikohe district which is of similar quality; and will provide an exemplar to the applicant landowners and other landowners on how they can work together to unlock their individual and collective potential. It will also provide opportunities for downstream processing and the expansion of the service and retail sector.

Detail of any supporting third party funding (and any funding sought unsuccessfully)

Landowners, growers and farmers will be required to make investments in their own farms as they move to higher-value crops.

Additional funding from third parties may be sought for infrastructure such as post-harvest packaging and processing.

How is the project connected to regional (and sector) stakeholders and frameworks?

The project contributes to the Provincial Growth Fund objectives, priorities and other Northland frameworks:

- A. Jobs and sustainable economic development with a focus on Māori communities by:
- Identifying a potential growth area/industry and opportunity for Māori landowners; and
 - Building whānau skill and capability in land productivity, governance and business management.
- B. Improve economic opportunities and productivities by:
- Facilitating establishment of a co-operative structure as a means for providing Māori landowners with support and co-ordination;
 - Working with whānau to better utilise their land assets; and
 - Working with whānau to increase their capacity and capability.
- C. Social inclusion and participation through developing opportunities that increase whānau participation in the economy, reduce inequality and recognise the need for collective and shared approaches to reduce risk and exploit opportunities.
- D. Māori development: This project specifically targets Māori by providing:
- a co-operative model for Māori land that retains ownership and control in the hands of landowners;
 - links to an established jobs and training provider (TKEMKT) that is already delivering to rangatahi
 - the opportunity to better utilise Māori land

In addition, this project is strongly aligned to two significant regional priorities:

Tai Tokerau Northland Economic Development Plan (TTNEAP)

The TTNEAP brings together over ^{Comm} different projects and initiatives to grow Northland's economy. Land and water is a priority area for the TTNEAP and its member agencies. This project is strongly aligned to the priorities of the TTNEAP, in fact it offers the region a new approach to working with Māori landowners. Formal engagement with TTNEAP will occur in due course.

Te Puni Kōkiri – Tai Tokerau Whenua Programme

Northland is one of the focus regions for the Government's \$56m investment in freehold Māori land announced by Minister of Māori Development and Minister of Justice. That investment recognizes that the future of regional growth rests in part on securing opportunities for whānau to develop their whenua - Minister Mahuta has stated it is about getting whānau actively involved in how they can make their whenua work for them and future generations. Consequently, Te Puni Kōkiri's regional office has offered advice and support to the applicant. This project will also benefit from (and in some cases contribute to) the new resources and services arising from this investment - the creation of a Whenua Knowledge Hub and website, new and enhanced services for the Māori Land Court, the modernisation of the Māori Land Court information systems and support for legislative amendments to Te Ture Whenua Māori Act 1993.

18. How will your project lift productivity potential in the regions?

18. How will your project lift productivity potential in the regions?		
PGF Outcome	✓	How will the project positively or negatively impact this outcome in the region(s) identified?
1. Increase economic output	✓	By unlocking the potential of under-used and unused Māori land and facilitating spin off business opportunities.
2. Enhance utilisation of and/or returns for Māori assets	✓	Facilitating an economic return from land that is barely meeting its own cost of ownership at the moment.
3. Increase productivity and growth	✓	Identifying land growth areas and opportunities for Māori to enter.
4. Increase local employment and wages (in general and for Māori)	✓	The project will provide training and employment for whānau of the land blocks in developing the land and then, if successful, in developing a Māori land based wine industry in Kaikohe.
5. Increase local employment, education and/or training opportunities for youth (in general and for Māori)	✓	The project will build on existing training structures through TKEMT, expand the number of opportunities, particularly for rangatahi, and in particular provide training and employment for whānau of the land blocks.
6. Improve resilience and sustainability of transport infrastructure, within and/or between regions		<i>n/a</i>
7. Contribute to mitigating or adapting to climate change		<i>n/a</i>
8. Increase the sustainable use of and benefit from natural assets	✓	The initiative encourages owners of Māori land to make sustainable use of their land.
9. Enhance wellbeing, within and/or between regions	✓	The project will enhance wellbeing by lifting income levels and whānau land productivity in a way that increases whānau participation and enjoyment
Total number of outcomes project contributes to	7/9	

19. Has public consultation been conducted?

Yes: No:

- If yes, what were the results?
- If no, is there a plan to do so?

No, the engagement has been with those landowners who are applicants and they are consulting with their whanau members.

20. Please provide your customer demand / market analysis for this project, covering the following where possible:

Assets currently held by self-employed Māori, Māori employers and land-owning Trusts and Incorporations in the region total \$^{Commercial Information}. Māori businesses account for \$^{Commercial Information} of value added or ^{Comm}% of the total value-added in Northland - *Te Tai Tokerau Iwi Chief Executives Forum, 2015*. There is ^{Comm} million hectares of whenua Māori under freehold title - much of which is not being used or developed.

What is the current market for this project’s outcome, and what is your current involvement in the market?

The wine industry is mature in the Hawkes Bay, the Marlborough District and Otago. The common varieties, grown at substantial scale, are: Sauvignon Blanc, Chardonnay, Pinot Noir; with Pinot Gris, Riesling, and red varieties such as Syrah and Merlot at a lesser scale. There is an opportunity to explore less common, ‘niche’ grape varieties for educated wine consumers, but this requires the development of access and promotion. This will not occur overnight. The landowners are new to the market but have the support and advice of recognized industry experts as well as relationships with established producers.

What opportunities are there to expand market activity (i.e. what is the customer demand)?

Preliminary advice has been provided (attached) by ^{Privacy of natural persons} on the opportunities to develop a bottling plant alongside this project

Te Kotahitanga e Mahi Kaha Trust has bought the vineyard in Kaikohe previously owned by the Brakjovic family, and is embarking on redevelopment in partnership with the New Zealand Plant and Food institute. This means replanting with a vine variety that the company is currently using to produce wine.

TKEMKT are also developing a NZQA approved viticulture training programme, using their Private Training Establishment status. The labour required to service the pilot ^{Comm}ha will come from this programme, as well as from existing expertise from both Auckland and Kerikeri.

What customer market relationships do you have to leverage success of the outcomes of this project?

Commercial Information

Is the project primarily aimed at enhancing the share of a single market? If so, please detail the proposed markets with this intention.

The full proposal is for a total grant from the Whenua Maori allocation of the Provincial Growth fund to develop ^{Comm}ha of vineyards on 4 separate Maori land blocks in the Kaikohe area over the next ^{Comm} months to test the viability of the expansion of the wine industry, through the growing of niche varieties. The project includes the planting and growing of the vines until production, the production and sale of wine, the training of staff in all aspects of viticulture, and the development of a working model to allow substantial Ahuwhenua Trusts to umbrella smaller, currently uneconomic blocks to develop viable enterprises on their land, and to train and employ their own.

21. Where the project utilises land, does the land have any other interests associated with it? (i.e. Treaty claims, or iwi/hapū ownership) Yes: No:

The land involved belongs to whānau and all landowning trusts have consented to the use of their land for the project.

22. Is the land is owned by others, i.e. not solely by the applicant?

- If yes, then please describe the other interests and how will this be managed?

The landowners other than the applicant are:

- Tuhuna 4H 5 Blk

Withheld in Full Due to Comm

- Taporepore A Block
- **Commercial Information** (Tuhuna 47 Block)
- Te Kotahitanga o Mahi Kaha Trust (TKEMKT)

These landowners will all be represented as equal members of an agreed co-operative entity (likely an Incorporated Society) comprising ^{Commercial} members.

23. Does the land have appropriate Resource Management Act consents? Yes: No:
- If no, how and when will this be addressed?

The project land is all currently zoned as rural therefore no resource consent issues are foreseen for this project.

Part C: Project Delivery

[Please note – this section refers to the actual activity associated with this application.]

24. Please provide an overview of the project management approach / plan for this activity.

How the activity will be managed from your organisation?

A project manager will be appointed by the co-operative to manage the project, with the support of a project administrator.

Funds will be held by ^{Commercial Information}, to be released on the request of the project manager in accordance with the co-operative's programme.

Professional advisers will be engaged to support with us with advice on land development, vineyard establishment and marketing.

What involvement is required by the Provincial Development Unit?

We propose PDU participate in a case study of our project for Action Research Purposes. We have included in the budget a sum to carry out the action research.

What other partners are required for successful delivery? (demonstrating this with diagrams where possible)

^{Commercial Information}

Plant and Food.

What project management practices will be in place?

A dedicated and experienced project manager will be appointed to manage the project.

Who are the key personnel within the organisation relating to this project?

Trustees of each of the landowning Trusts.

The Board of the co-operative - tbc

^{Privacy of natural persons} - CE of TKEMKT

This application seeks funding to recruit the following roles.

- Project Manager – tbc

- Project Administrator – tbc

Other specialist advisers (especially on vineyard establishment) will be contracted as necessary.

Project structure

Attached is the proposed project structure. The applicants along with Te Kotahitanga o Mahi Kaha Trust (TKEMKT) will establish a co-operative (probably an Incorporated Society) which will engage a fund holder and a project manager.

Governance

The governance body will be a legal entity, and most likely an incorporated society. It will comprise ^{Commercial} member from each of the five participating land block. The governance entity will engage a project manager and any advisers, approve an overall development plan, monitor progress as reported by the project manager, resolve any issues that emerge between members, and approve payments over an agreed threshold.

Fund Holding Entity

The co-operative will appoint a competent fundholder (expected to be ^{Commercial Information}) to hold the grants received from this project. Funds will be released by the fundholder in accordance with a development plan approved by the co-operative.

Management

A project manager will be appointed by the co-operative. The project manager will be based at TKEMKT and will be responsible for:

- Engaging (with governance approval) advisers and managing the project administrator; and
- Working with individual landowners to prepare individual development plans as well as an overall development plan for the co-operative’s approval;
- Engaging contractors and generally co-ordination the implementation of the development plan.

A project administrator will also be appointed to support the project manager – **Commercial Information** from one of the landowners, which will ensure knowledge and skills transfer and continuity beyond the ^{Commercial} year initial period

TKEMKT will provide a space for the project manager and administrator to work from, and will also store machinery and other assets purchased or leased by the co-operative.

25. Have you have independent verification of the project approach / plan? Yes: No:

If yes, who verified the project and when?

Discussions have been held with three different vineyard and viticulture experts to establish the suitability of the land blocks for growing grapes and the investment required to establish ^{Comm} hectares across five properties. They have also reviewed the costings.

TKEMKT has spoken to **Commercial Information**

Plant and Food research have confirmed their willingness to work with the applicants.

Advice has been provided by ^{Commercial} on options for the co-operative structure.

26. Please provide us with a project plan where possible please attach a GANTT chart

#	Project Activity	Responsible:	Date / Period:
1	Delivery of detailed plan, including updated financials		Commercial Information
2	Delivery of Block Planning and Research Phase (Year 1)		Commercial Information
3	Delivery of a marketing and business development strategy, including updated financial forecasts and market analysis		Commercial Information
4	Delivery of Preparation and Planting Phase (Year 1)		Commercial Information
5	Delivery of Production Phase (focus on training and maintenance (Year 1)		Commercial Information
6	Delivery of key activities in Post Phase (Year 1)		Commercial Information

27. Please provide a complete breakdown of the costs of the project to assist us in understanding where the funds will be utilised: **(PLEASE SEE ATTACHED BUDGET)**

[Note that figures in this table must align with other figures provided in Q11. Please use as many lines as it takes to provide us with the appropriate detail. If more suitable, please attach a budget spreadsheet to this application]

Cost Description:	\$ (excluding GST)
<i>[e.g. project manager]</i>	\$
<i>[e.g. architect services, covering xyz]</i>	\$
<i>[e.g. construction phase 1, covering ground works]</i>	\$
<i>[e.g. commissioning]</i>	\$
Total	\$

28. What are the proposed deliverables if funding is approved?

[Please use the following table, consider what deliverables there will be, when, and whether there are any payments associated with them and against what criteria payment should be made. If it is a single deliverable with single payment, please just use one line] (PLEASE SEE TIMELINE & BUDGET – DELIVERABLES WILL BE AGREED WITH PDU)

#	Description	Payment criteria:	Invoice Value \$ (Exc. GST)	%	Invoice Date:
1	<i>[e.g. initiation payment]</i>	<i>[e.g. on signature of the funding agreement and the delivery of start-up report]</i>	\$	<i>[10%]</i>	Click here to enter a date.
2	<i>[e.g. detailed design]</i>	<i>[e.g. completion of the design phase, demonstrated by:</i> <ul style="list-style-type: none"> - <i>Delivery of the designs</i> - <i>Completion of public consultation]</i> 	\$	<i>[10%]</i>	Click here to enter a date.
3	<i>[e.g. foundations]</i>	<i>[e.g. Completion of the groundworks, demonstrated by:</i> <ul style="list-style-type: none"> - <i>delivery of the compliance report]</i> 	\$	<i>[20%]</i>	Click here to enter a date.
4	<i>[e.g. construction complete]</i>	<i>[e.g. the completion of the building phase, demonstrated by:</i> <ul style="list-style-type: none"> - <i>completion of the building work</i> - <i>delivery of the contractor's final report</i> - <i>delivery of the council approval and sign off]</i> 	\$	<i>[40%]</i>	Click here to enter a date.
5	<i>Other</i>		\$	<i>[20%]</i>	Click here to enter a date.

29. Please provide a description of why Government funding is required to deliver this project?

The land blocks in the project, like many others in the Kaikohe district, are richly productive yet under-utilised or un-utilised. For decades there has been little investment in land development around Kaikohe, and this under investment has contributed to a skills, ambition and innovation gap that persists today. Private sector funding is not available for a project such as this in Kaikohe.

Crown funding has the ability to help bring together 'place, people and potential' in a cohesive, robust, supported way.

30. Please provide an overview of the applicant's relevant skills and experience for delivering a projects of this nature:

Privacy of natural persons

31. Please outline the project team and explain the Governance arrangements for this project

Governance

The governance body will be a legal entity, and most likely an incorporated society. It will comprise ^{Commercial} member from each of the five participating land block. The governance entity will engage a project manager and any advisers, approve an overall development plan, monitor progress as reported by the project manager, resolve any issues that emerge between members, and approve payments over an agreed threshold.

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- Engaging (with governance approval) advisers and managing the project administrator; and
- Working with individual landowners to prepare individual development plans as well as an overall development plan for the co-operative's approval;
- Engaging contractors and generally co-ordination the implementation of the development plan.

A project administrator will also be appointed to support the project manager – this role is intended to be filled by a whānau member from one of the landowners, which will ensure knowledge and skills transfer and continuity beyond the ^{Commercial In} year initial period

TKEMKT will provide a space for the project manager and administrator to work from, and will also store machinery and other assets purchased or leased by the co-operative.

32. What procurement process has been undertaken (i.e. selection of a provider), or will be undertaken, and how will that be managed? In addition, please provide a description of how greater public value will be achieved through the

procurement process, for example by considering one or more of the following:

Applications will be called for the project manager and quotes will be sought from various providers for the advice and some of the contract work required in order to get the land blocks up to scratch.

33. What risks are associated with the delivery of this activity?

#	Risk	Mitigation approach	Rating
1	[e.g. if the market is unable to respond to the need, then the deliverable will not be provided]	-	[High/Medium/Low]
2	[e.g. if the contractor's price is not accurate, then additional funding may be required]	-	[H/M/L]
3	[e.g. if access to stakeholders is not achieved, then full consultation may not occur]	-	[H/M/L]
x		-	

(PLEASE SEE RISK MATRIX).

34. Will the applicant own the asset on delivery?

Yes:

No:

- If no, please describe who will own the asset.

Individual landowners will own the improvement on their land, and as long as they remain part of the collective will own a share of the collective assets (largely machinery).

35. When the project is delivered, what is the plan to operationalise the asset (if an asset), and maintain it through life?

At the end of the project ^{Commercial In} [redacted] years) it is expected that a minimum of ^{Com} [redacted] hectares of land will be producing grapes at an early stage commercial level. That land will remain in the ownership of each of the landowner trusts, and it will be their decision whether or not to continue to expand and enhance the asset. The landowner members of the collective will also individually and collectively consider whether to maintain the collective as their preferred structure, or to expand it, or to disband it and split the (non-land) assets between them.

36. What will the impact be on the applicant's financial accounts?

The most recent financial accounts of ^{Commercial Information} [redacted] are **attached**. The grant funding will be placed with ^{Com ercia} [redacted].

Budget is also attached.

Withheld in Full Due to Commercial Sensitivity
[redacted]

Part D: Declarations

- 37. The contracting entity is compliant and will continue to comply with all applicable laws, regulations, rules and professional codes of conduct or practice including but not limited to health and safety and employment practices Yes: No:

- 38. Has this activity ever been declined Crown Funding in the past? Yes: No:

- 39. Has the applicant or the contracting entity ever been insolvent or subject to an insolvency action, administration or other legal proceedings? Yes: No:

- 40. Has any individual in the Project Team (including the Applicant’s Leadership Team, directors, partners, or trustees, or any key members of the project) ever been insolvent or subject to an insolvency action, administration or other legal proceedings, or actively involved in any organisation which has? Yes: No:

- 41. Has any individual in the Project Team (including the Applicant’s Leadership Team, directors, partners, or trustees, or any key members of the project) ever been adjudged bankrupt or is an undischarged bankrupt? Yes: No:

- 42. Has any individual in the Project Team (including the Applicant’s Leadership Team, directors, partners, or trustees, or any key members of the project) ever been under investigation for, or been convicted of, any criminal offence? Yes: No:

- 43. Are there any actual, potential or perceived conflicts of interest that the applicant or any of the key personnel have in relation to this project. Yes: No:

“In a small country like ours, conflicts of interest in our working lives are natural and unavoidable. The existence of a conflict of interest does not necessarily mean that someone has done something wrong, and it need not cause problems. It just needs to be identified and managed carefully...”

<https://www.oag.govt.nz/2007/conflicts-public-entities>

If you answered “Yes” to any question from 38 to 43, please provide a description below:

By completing the details below, the applicant makes the following declarations about its application for Provincial Growth Fund funding for the project ("application"):

- I have read, understand and agree to the Terms and Conditions of applying for Provincial Growth Fund funding which are attached as Appendix 1;
- The statements in the application are true and the information provided is complete and correct, and there have been no misleading statements or omissions of any relevant facts nor any misrepresentations made;
- I have secured all appropriate authorisations to submit the application, to make the statements and to provide the information in the application;
- I have obtained the permission of each member of the Project Team to provide the information contained in this application and those individuals are aware of, and agree to, the Terms and Conditions of applying for Provincial Growth Fund funding which are attached as Appendix 1;
- I consent to this application being publically released if funding is approved. I have identified the commercially sensitive and personal information.
- The applicant warrants that it has no actual, potential or perceived conflict of interest (except any already declared in the application) in submitting the application, or entering into a contract to carry out the project. Where a conflict of interest arises during the application or assessment process, the applicant will report it immediately to the Provincial Development Unit by emailing PGF@mbie.govt.nz; and
- I understand that the falsification of information, supplying misleading information, or the suppression of material information in this application, may result in the application being eliminated from the assessment process and may be grounds for termination of any contract awarded as a result of this application process.
- The applicant consents to the Provincial Growth Fund undertaking due diligence including any third party checks as may be required to fully assess the application.

Full name: Privacy of natural persons

Title / position: Chair, Omapere Taraire E Rangihamama X3A Trust

Signature / eSignature: 	Date: 11/11/2019
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Appendix 1 – Terms and Conditions of this Application

General

The terms and conditions are non-negotiable and do not require a response. Each applicant that submits a request for Provincial Growth Fund (“PGF”) funding (each an “application”) has confirmed by their signature (or e-signature) on the application that these terms and conditions are accepted without reservation or variation.

The Provincial Growth Fund is a government initiative which is administered by the Provincial Development Unit, a unit within the Ministry of Business, Innovation and Employment. Any reference to the Provincial Development Unit in these terms and conditions, is a reference to MBIE on behalf of the Crown.

Reliance by Provincial Development Unit

The Provincial Development Unit may rely upon all statements made by any applicant in an application and in correspondence or negotiations with the Provincial Development Unit or its representatives. If an application is approved for funding, any such statements may be included in the contract.

Each applicant must ensure all information provided to the Provincial Development Unit is complete and accurate. The Provincial Development Unit is under no obligation to check any application for errors, omissions, or inaccuracies. Each applicant will notify the Provincial Development Unit promptly upon becoming aware of any errors, omissions, or inaccuracies in its application or in any additional information provided by the applicant.

Ownership and intellectual property

Ownership of the intellectual property rights in an application does not pass to the Provincial Development Unit. However, in submitting an application, each applicant grants the Provincial Development Unit a non-exclusive, transferable, perpetual licence to use and disclose its application for the purpose of assessing and decision making related to the PGF application process. Any hard copy application or documentation supplied by you to the Provincial Development Unit may not be returned to you.

By submitting an application, each applicant warrants that the provision of that information to the Provincial Development Unit, and the use of it by the Provincial Development Unit for the evaluation of the application and for any resulting negotiation, will not breach any third-party intellectual property rights.

Confidentiality

The Provincial Development Unit is bound by the Official Information Act 1982 (“OIA”), the Privacy Act 1993, parliamentary and constitutional convention and any other obligations imposed by law. While the Provincial Development Unit intends to treat information in applications as confidential to ensure fairness for applicants during the assessment and decision making process, the information can be requested by third parties and the Provincial Development Unit must provide that information if required by law. If the Provincial Development Unit receives an OIA request that relates to information in this application, where possible, the Provincial Development Unit will consult with you and may ask you to confirm whether the information is considered by you to be confidential or still commercially sensitive, and if so, to explain why.

Use and disclosure of information

The Provincial Development Unit will require you to provide certain information, including personal information, on application forms if you wish to apply for funding. If you do not provide all of the information that is required on an application form, the Provincial Development Unit may be unable to process or otherwise progress your application.

MBIE will generally only use personal information provided in the application process for the purpose of administering the PGF which includes assessing an application you have submitted, contracting, monitoring compliance and reporting.

We may use personal information provided to us through the application for other reasons permitted under the Privacy Act (e.g. with your consent, for a directly related purpose, or where the law permits or requires it).

The Provincial Development Unit may disclose any application and any related documents or information provided by the applicant, to any person who is directly involved in the PGF application and assessment process on its behalf including the Independent Advisory Panel (“IAP”), officers, employees, consultants, contractors and professional advisors of the Provincial Development Unit or of any government agency. The disclosed information will only be used for the purpose of participating in the PGF application and assessment process, including assessment and ongoing monitoring, which will include carrying out due diligence. Due diligence may involve MBIE disclosing information to another MBIE business unit or relevant agency in order to assess the application and verify the information contained in the application and accompanying documents.

MBIE will generally not otherwise disclose personal information provided or collected through this application unless required or otherwise permitted by law. For example, we may seek your consent to undertake additional due diligence checks and request information from other relevant third parties. If an application is approved for funding, information provided in the application and any related documents may be used for the purpose of contracting.

In the interests of public transparency, if an application is approved for funding, the application (and any related documents) may be published by the Provincial Development Unit. Commercially sensitive and personal information will be redacted by reference to the provisions of the Official Information Act 1982.

Limitation of Advice

Any advice given by the Provincial Development Unit, any other government agency, their officers, employees, advisers, other representatives, or the IAP about the content of your application does not commit the decision maker (it may be Senior Regional Officials, Ministers or Cabinet depending on the level of funding requested and the nature of the project) to make a decision about your application.

This limitation includes individual members of the IAP. The IAP's recommendations and advice are made by the IAP in its formal sessions and any views expressed by individual members of the IAP outside of these do not commit the IAP to make any recommendation.

No contractual obligations created

No contract or other legal obligations arise between the Provincial Development Unit and any applicant out of, or in relation to, the application and assessment process, until a formal written contract (if any) is signed by both the Provincial Development Unit and a successful applicant.

No process contract

The PGF application and assessment process does not legally oblige or otherwise commit the Provincial Development Unit to proceed with that process or to assess any particular applicant's application or enter into any negotiations or contractual arrangements with any applicant. For the avoidance of doubt, this application and assessment process does not give rise to a process contract.

Costs and expenses

The Provincial Development Unit is not responsible for any costs or expenses incurred by you in the preparation of an application.

Exclusion of liability

Neither the Provincial Development Unit or any other government agency, nor their officers, employees, advisers or other representatives, nor the IAP or its members will be liable (in contract or tort, including negligence, or otherwise) for any direct or indirect damage, expense, loss or cost (including legal costs) incurred or suffered by any applicant, its affiliates or other person in connection with this application and assessment process, including without limitation:

- a) the assessment process
- b) the preparation of any application
- c) any investigations of or by any applicant
- d) concluding any contract
- e) the acceptance or rejection of any application, or
- f) any information given or not given to any applicant(s).

By participating in this application and assessment process, each applicant waives any rights that it may have to make any claim against the Provincial Development Unit. To the extent that legal relations between the Provincial Development Unit and any applicant cannot be excluded as a matter of law, the liability of the Provincial Development Unit is limited to \$1.

Nothing contained or implied in or arising out of the PGF documentation or any other communications to any applicant shall be construed as legal, financial, or other advice of any kind.

Inducements

You must not directly or indirectly provide any form of inducement or reward to any IAP member, officer, employee, advisor, or other representative of the Provincial Development Unit or any other government agency in connection with this application and assessment process.

Governing law and jurisdiction

The PGF application and assessment process will be construed according to, and governed by, New Zealand law and you agree to submit to the exclusive jurisdiction of New Zealand courts in any dispute concerning your application.

Public statements

The Provincial Development Unit and any other government agency, or any relevant Minister, may make public in whole or in part this application form including the following information:

- the name of the applicant(s)
- the application title
- a high-level description of the proposed project/activity
- the total amount of funding and the period of time for which funding has been approved
- the region and/or sector to which the project relates

The Provincial Development Unit asks applicants not to release any media statement or other information relating to the submission or approval of any application to any public medium without prior agreement of the Provincial Development Unit.

Electronic signature

You can only file documents and information with us using an electronic signature if you're the signatory, or have authority to act on behalf of the signatory, and are using software that complies with our standards, in particular keeping records of transactions where an electronic signature has been used. Once a document with your electronic signature has been filed with us, we consider the information:

- has been provided with your full knowledge and agreement
- is authentic and accurate
- wasn't amended after your electronic signature was added to the document, unless a change has been clearly marked on the document.

You're responsible for:

- safeguarding how and when your electronic signature and credentials are used on documents and information
- managing who has authority to use your electronic signature on your behalf, for example, a chartered accountant.

If your electronic signature on a document or information is filed with us, you won't be able to dispute having signed and approved the document or information. If we question the authenticity of an electronic signature or online transaction, you must be able to demonstrate on request the validity of the software used to apply your electronic signature to the document.

You must use electronic signature software that captures authentication, time and source details for any online transaction where a document with your electronic signature has been filed. These details must be held within the software itself, in the form of a file that:

- is maintained in its original form with no amendments, and
- can be provided to us, if requested, within a specified time.

The file must be treated as a record, as defined by the Companies Act 1993, and a business record as defined by the Evidence Act 2006.

Appendix 2 - Operational criteria for all tiers of the Fund

Link to Fund and government outcomes

- Demonstrate the ways in which the project will contribute to lifting the productivity potential of the region
- Demonstrate how the project contributes to the Fund's objectives of:
 - more permanent jobs
 - benefits to the community and different groups in the community
 - increased utilisation and returns for Māori from their asset base (where applicable)
 - sustainability of natural assets (e.g. water, soil integrity, the health and ecological functioning of natural habitats)
 - mitigating or adapting to climate change effects, including transitioning to a low emissions economy
- Clear evidence of public benefits (i.e. benefits other than increased profitability for the applicant)
- Are in a Government priority region or sector

Additionality

- Project is not already underway, does not involve maintenance of core infrastructure or assets (except for rail and transport resilience initiatives), and does not cover activities the applicant is already funded for (funding could be considered to increase the scale of existing projects or re-start stalled projects)
- Demonstrated benefit of central Government investment or support
- Detail of any supporting third party funding (and any funding sought unsuccessfully)
- Acts as a catalyst to unlock a region's productivity potential
- Demonstrated links to other tiers of the Fund and related projects, to maximise value of Government investment

Connected to regional stakeholders and frameworks

- Evidence of relevant regional and local support, either through existing regional development mechanisms, or through another relevant body such as a council, iwi or other representative group (or reasons for any lack of local support)
- Has been raised and discussed with the region's economic development governance group
- Alignment with, or support for the outcomes of, any relevant regional development plan, Māori development strategy or similar document (whether regional or national)
- Demonstrated improvement in regional connectedness (within and between regions)
- Leverage credible local and community input, funding, commercial and non-commercial partners
- Utilise existing local, regional or iwi/Māori governance mechanisms

Governance, risk management and project execution

- Evidence of robust project governance, risk identification/management and decision-making systems and an implementation plan appropriate to the size, scale and nature of the project
- Future ownership options for capital projects, including responsibility for maintenance, further development, and other relevant matters
- Benefits and risks clearly identified and quantified, depending on the scale of the initiative
- Evidence of potential exit gates and stop/go points, and a clear exit strategy
- Clearly identifies whole of life costs (capital and operating)
- Dependencies with other related projects are identified
- Evidence of sustainability after conclusion of PGF funding
- Adequacy of asset management capability (for capital projects)
- Compliance with international obligations (where relevant)