

# Helping Māori develop and grow their agribusiness



# Māori Agribusiness Directorate



- Part of the Agriculture and Investment Services Business Unit
- Three regional teams – North, Central and South
- 15 regional advisors
- Wellington-based Māori Agribusiness Extension Programme Office

# The Scope of our Directorate

MPI wants to ensure Māori agribusinesses and land owners:



have the tools, support systems and information in place to use their whenua in a way that works for them



can respond to economic development and environmental challenges

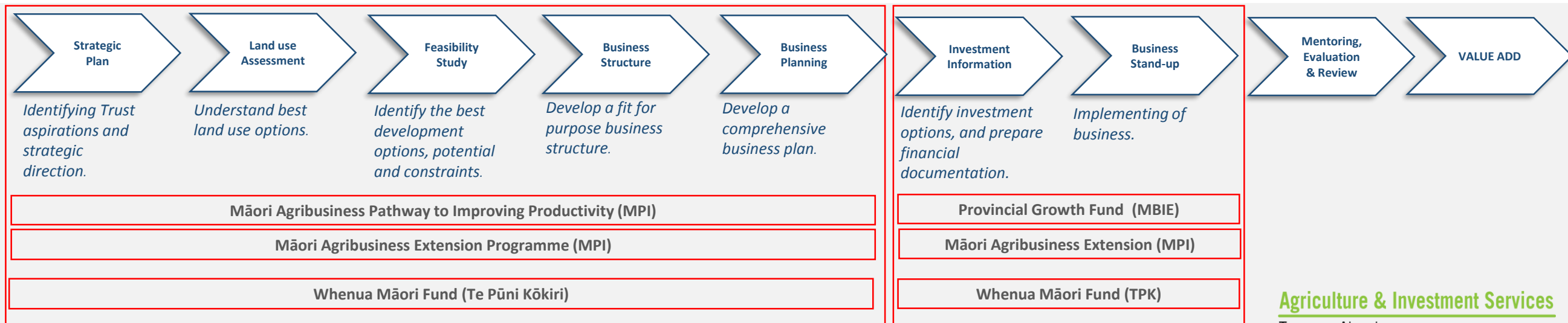


can access MPI expertise and specialist advice or obtain independent expertise and advice



are supported to achieve their wider aspirations through the primary industries (for example, connection to the whenua and employment)

## Pathway to Productivity



# Māori Agribusiness Pathway to Improving Productivity (MAPIP)

MPI works with Māori land owners/trustees to identify specific support tailored to assist in sustainably increasing the productivity of land and primary sector assets.

Support may include:



Facilitation



Access to expertise and advice



Land use assessment

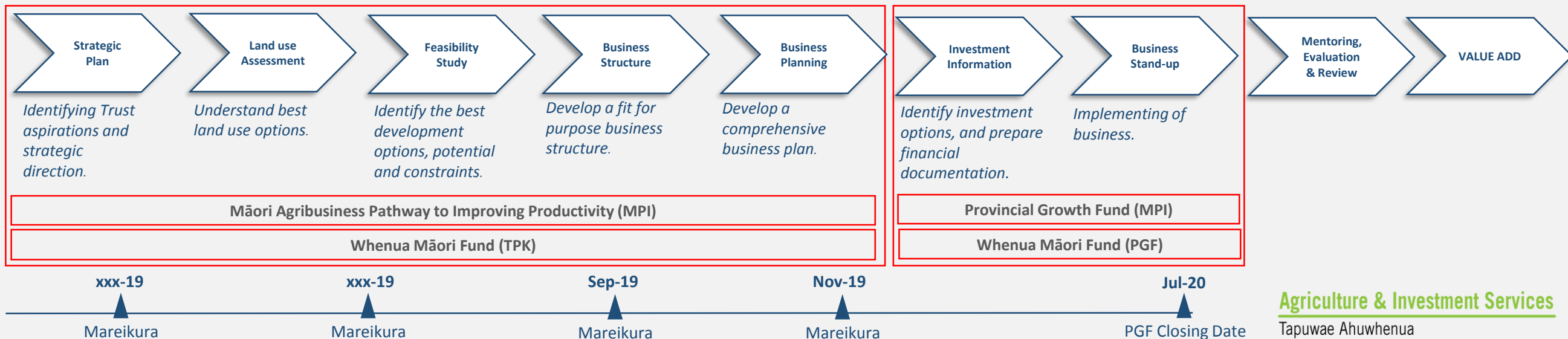


Business case development

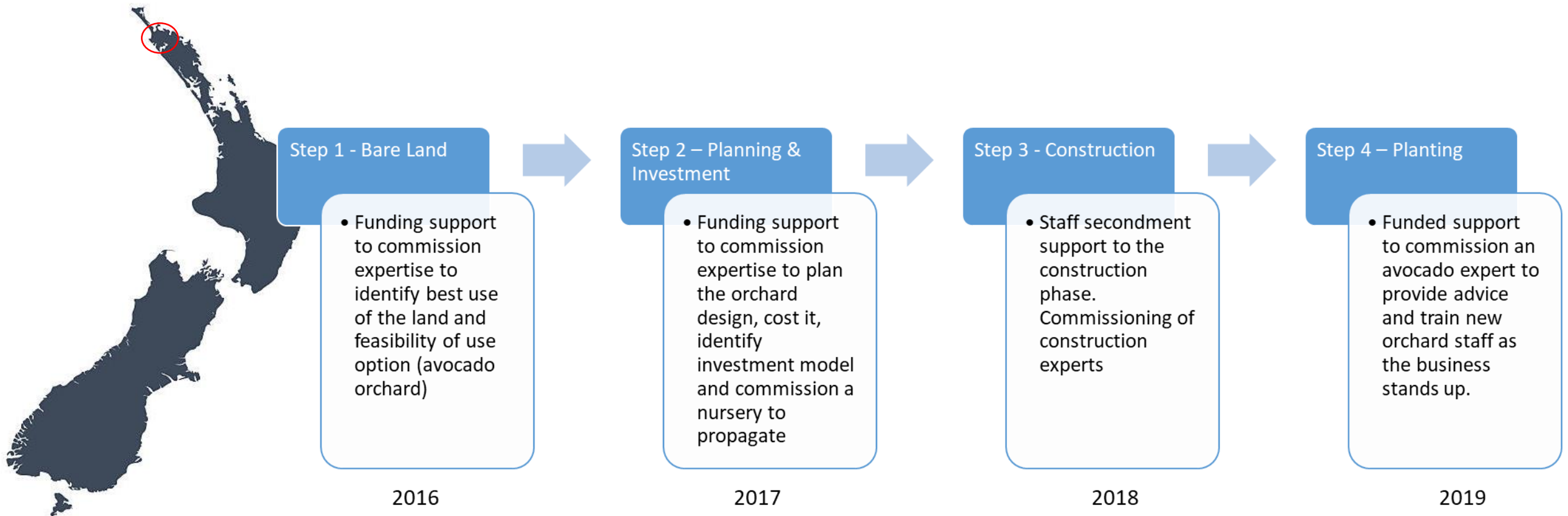


Feasibility studies

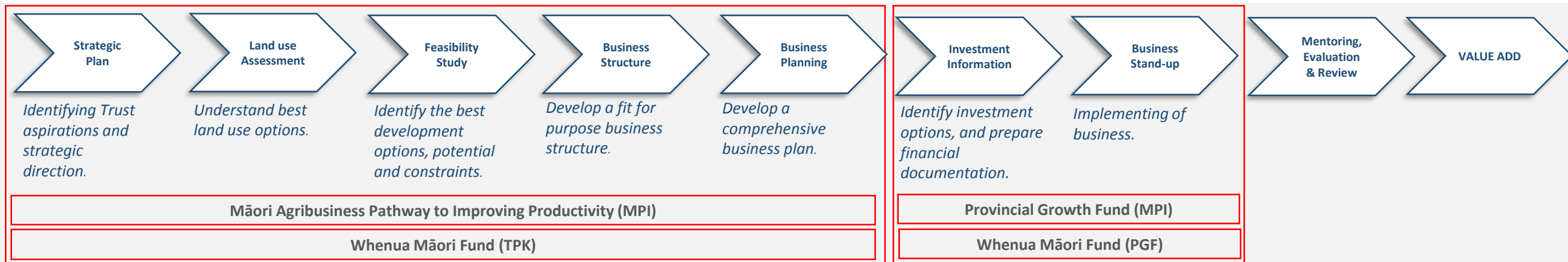
## Pathway to Productivity



# MAPIP example: Ngāi Takato Avocado Orchard Development



## Development Pathway



# Māori Agribusiness Extension Programme (MABx)

**Vision:** To grow the number of Māori land owners and agribusinesses to make confident, well-informed change to achieve their aspirations through their primary sector assets.



Establishes clusters of like-minded groups facing similar issues.



Helps clusters explore aspirations, identify and respond to challenges, and set a course to transition to more sustainable and productive land use.



Builds long term capability of clusters to plan, implement and achieve their environmental, economic, social, and cultural aspirations through their primary sector assets.

## Pathway to Productivity



Workshops to establish aspirations and identify criteria to assess potential land use options. Decide on options to be take forward to the feasibility stage.

Field trips, field days, experts, people who are doing it, workshops.

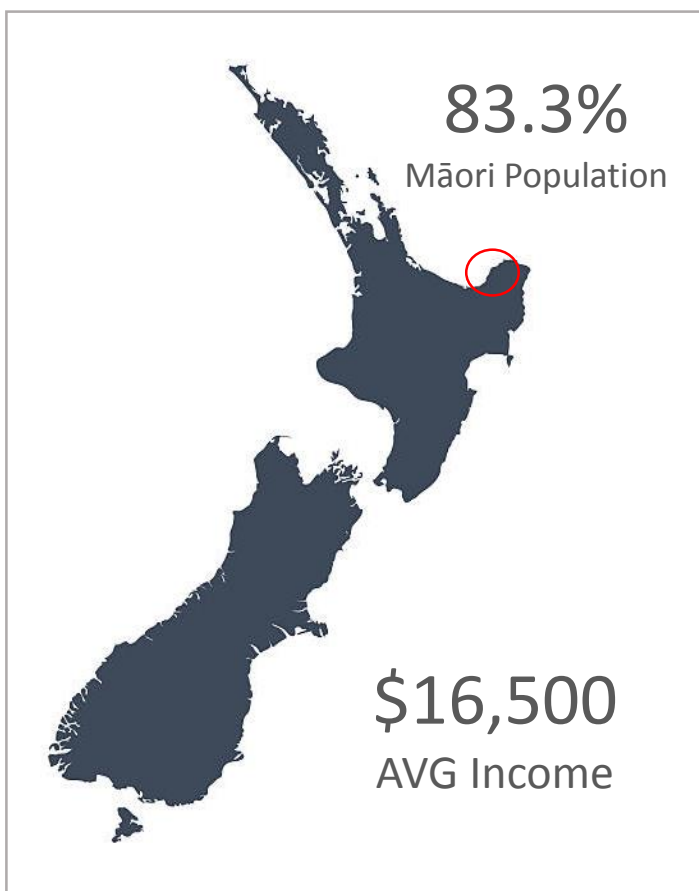
Expertise and workshops.

Expertise.

Field trips, field days, expert workshops and dragon dens.

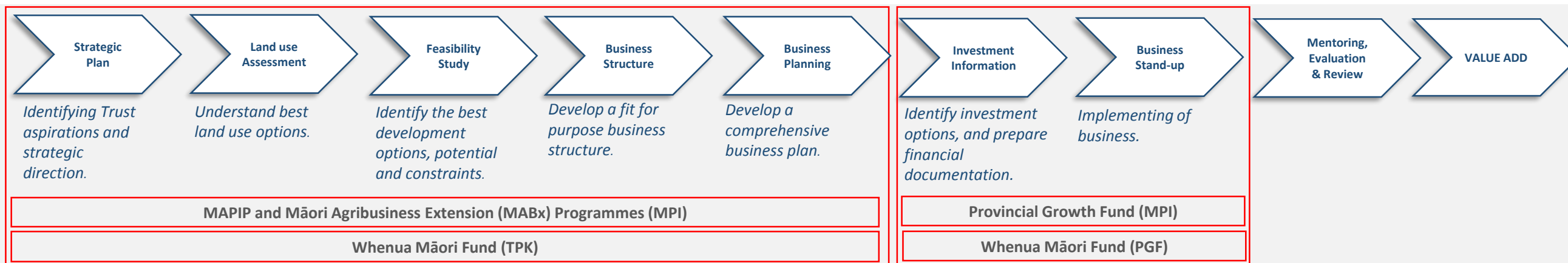
Value add, research and development.

# MABx example: Raukokore



- A significant portion of Māori-owned land in Raukokore is leased out for maize production, with annual returns of around \$1,000 per hectare per year.
- A significant portion of this land is suitable for high-value horticulture, such as kiwifruit. This has orchard gate returns of \$60,000 - \$100,000 per hectare per year (Zespri figures), but it also has high start-up costs.
- Since 2012, we have been working with the Raukokore community, as well as TPK, the Provincial Development Unit, and the Bay of Plenty Regional Council, to support a number of projects to enable land development in the area promoting better economic and social outcomes.
- As a result, 41 land blocks are now looking at transitioning into high value horticulture (primarily kiwifruit, but also macadamias).

## Development Pathway



# International Māori Agribusiness: Policy & Trade

**Focus:** To build international capability of Māori Agribusiness.

This programme focuses on leadership development – allowing emerging Māori Agribusinesses to develop knowledge and understanding with first hand experience of global relations and trade.

International Policy and has also been working our Directorate to respond to international interest in Māori agribusiness development programmes. Examples include delegations to attend APEC in Chile, two way exchanges with the Rapa Nui honey sector, and delegations interested in taking their products to the global marketplace.

Additionally, market capability programmes for Māori agribusiness are being developed under MPI's International Policy's Supply Chain Integrity Programme (SCIP) - so that this SCIP will be offered to the MABx clusters.



Māori Agribusiness



Investment



Partnerships



# What to expect from us?

- Māori Agribusiness Advisors will assist you in your primary sector aspirations. From developing your ideas, navigating agency processes, supporting you in writing your application, ensuring you get the right consultants and advice you need, as well as doing our best to connect you and/or support you in acquiring funding.
- Our team have your best interests at heart and will make sure that whanau are able to make informed decisions. Concepts, ideas and plans may change – but we will be there to assist you in your journey.



Māori Agribusiness



Investment



Partnerships

# Further avenues supporting Māori agribusiness

- Ministry for Primary Industries
  - Sustainable Food and Fibres Future Fund
  - One Billion Trees Fund
- Te Puni Kōkiri
  - Whenua Māori Programme
  - Governance training
- Ministry for Business, Innovation and Employment
  - Provincial Growth Fund

He pātai tā koutou?

KAUAETANGOHIA

