NEW ZEALAND PLANT PRODUCERS INCORPORATED

# Membership Report 2026

## How your industry organisation delivers value

**Updated membership renewal process inside**

**10**

policy issues advocated for on behalf of plant producers

**10 years**

celebrating the first decade of NZPPI in 2026

**170**

members, sponsors and industry partners gathered for NZPPI's 2026 conference

**12%**

growth in *Go Gardening* magazine

**2.0**

delivered Plant Pass Version 2.0, reducing complexity and audit costs

**100**

participating producers registered or certified with Plant Pass

**99%**

Plant Trolleys fleet utilisation

**3**

new NZPPI Board members

**75**

producer members

**140**

industry partners

**$68K**

NZPPI surplus reflecting fiscal discipline and conservative revenue forecasts

## Dear member,

As you renew your membership for NZPPI, this document outlines the value for money of your membership.

Throughout its first 10 years, NZPPI has advocated to change policies and systems by applying our technical knowhow and building relationships in Wellington and across industry.

We are now seeing real progress. Members tell us that they can see things improving.

Crucially, collaboration across our industry is increasing. Our collective events, programmes and services are becoming part of industry infrastructure.

This report shows where we are working and how we are spending your membership subscriptions and our other revenue. This work is 'industry good', meaning everyone benefits from your contribution. That's why the voluntary membership model is being questioned, and our members have discussed if a compulsory levy is a better model for the future.

On behalf of all members, we appreciate your support and your financial contribution.

**Matthew Dolan**

NZPPI Chief Executive

# Contents




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# Membership renewal process

**1 August 2026**
Invoice issued 80% of annual fee for the first four milestones

**20 August 2026**
Milestone 1 payment due

**20 September 2026**
Milestone 2 payment due

**20 October 2026**
Milestone 3 payment due

**20 November 2026**
Milestone 4 payment due

**28 February 2027**
Wash-up invoice of the annual fee issues

**20 March 2027**
Wash-up payment due

## Simplified invoicing

This year, following feedback that receiving multiple invoices from NZPPI is extra administration, we are issuing one invoice for provisional payments and allowing this to be paid in four instalments. Producer Members will receive:

1. A **provisional invoice on 1 August 2026** for **80% of the prior year's annual fee**; and
2. A Turnover Declaration to be submitted by the end of November
3. A wash-up invoice on **28 February 2027** to adjust the annual fee based on the Turnover Declaration submitted during the year.

## Subscription fees

### Producers

- 0.3% of fee relevant turnover based upon a validated producer declaration for a member's most recently completed financial year prior to or at 31 March in each year.
- Relevant turnover is defined as gross income derived from the sale of plants produced in New Zealand inclusive of all charges, excluding royalties and GST, that a purchaser would pay.
- Minimum fee $350 plus GST.

BDO acts as the independent subscription agent for NZPPI. To protect your privacy, you submit your confidential business Turnover Declaration to BDO. BDO calculates your annual membership fee, issues invoices directly, and keeps your financial data secure without sharing it with NZPPI.

**We acknowledge and appreciate the significant financial contribution you make to your industry organisation.**

## August invoice and payment milestones

The August invoice will consolidate the four instalment payments into a single invoice for 80% of the prior year's annual fee. The invoice will show four line items corresponding to the payment milestones used last year, allowing you to spread payments throughout the year while reducing administration.

| Description | Quantity | Unit Price | Amount NZD |
|---|---|---|---|
| Provisional Instalment 1 of 5 NZPPI Producer Member Membership Fee (1 Apil 2026 - 31 March 2027) - Based on 20% of total fee of $10,000 (plus GST)<br>Due 20 August 2026 | 1.00 | 2,300.00 | 2,300.00 |
| Provisional Instalment 2 of 5 NZPPI Producer Member Membership Fee (1 Apil 2026 - 31 March 2027) - Based on 20% of total fee of $10,000 (plus GST)<br>Due 20 September 2026 | 1.00 | 2,300.00 | 2,300.00 |
| Provisional Instalment 3 of 5 NZPPI Producer Member Membership Fee (1 Apil 2026 - 31 March 2027) - Based on 20% of total fee of $10,000 (plus GST)<br>Due 20 October 2026 | 1.00 | 2,300.00 | 2,300.00 |
| Provisional Instalment 4 of 5 NZPPI Producer Member Membership Fee (1 Apil 2026 - 31 March 2027) - Based on 20% of total fee of $10,000 (plus GST)<br>Due 20 November 2026 | 1.00 | 2,300.00 | 2,300.00 |
| | | INCLUDES GST 15% | 1,200.00 |
| | | **TOTAL NZD** | **9,200.00** |



## Statements, reminders and follow-up

To avoid unnecessary overdue reminders, the August invoice will have a due date of **20 November 2026**, being the final instalment date.

Members will continue to receive monthly statements showing the outstanding balance of the provisional invoice.

Where two payment milestones are missed, BDO will follow up with the normal reminders and notices. If further payments are missed and no response is received, NZPPI will follow up.

## February wash-up invoice

The wash-up invoice will be issued on **28 February 2027** and will be due for payment on **20 March 2027**.

This invoice will reconcile the remaining balance of the annual fee, based on the Turnover Declaration information provided by the member during the year. See page 22 to complete the declaration.

The Turnover Declaration is due **30 November 2026**.

# NZPPI enables you to work collectively where it makes sense

On its own, a single nursery business has little influence over government policy and little ability to solve large or complex industry problems. This is where NZPPI works best:

- A voice to government and other industries
- Managing risks like Covid 19, biosecurity or adverse events
- Where industry is required to work together (e.g. biosecurity, education, plastic waste)
- Industry systems and infrastructure, like Plant Pass and our Extension programme
- When it's better to cooperate: Plant Trolleys, National Gardening Month, *Go Gardening*.

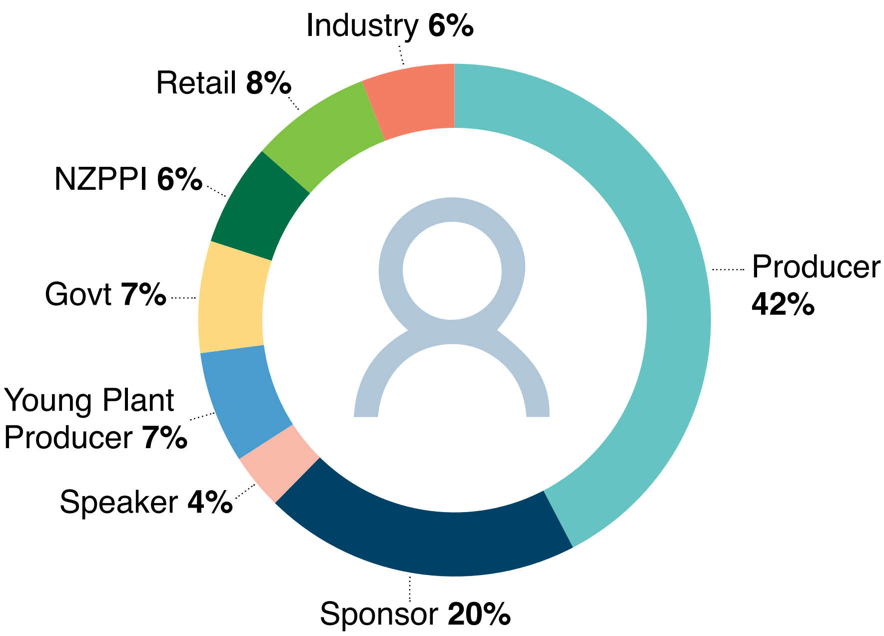
## NZPPI takes the lead by bringing people together.

The NZ Plant Producers Conference & Awards Dinner took place in May 2026, delivering what delegates described as "the best industry conference in decades." It was much more than a producer conference. Whether retailers, councils, young people or suppliers, NZPPI takes the lead in bringing people together.

NZ Plant Producers Conference welcomed a record

**170 delegates**

from across the wider sector.



10 nzppi

*Celebrating our 10-year anniversary*

In 2026 we are celebrating NZPPI's first 10 years. At our Conference & Awards Dinner, we marked 10 years of NZPPI and more than a century of our industry. It was an opportunity to reflect on where we have come from and on the next generation carrying it forward. There was a positive energy throughout the event and genuine excitement about what comes next.

## 2026 Life Member

At the Awards Dinner, NZPPI inducted Mike Simpson from Waimea Nurseries as a Life Member. Mike is a founding member of NZPPI, former Board Chair, champion of the horticulture industry and ambassador to the international nursery industry.

Mike and his wife Angela have built Waimea Nurseries into one of New Zealand's most trusted and innovative nursery operations. Growing over a million fruit trees per year, Waimea Nurseries supplies the apple, summerfruit, hops and kiwifruit sectors and is a key player in the greenlife sector.

Mike's contribution to the NZPPI Board and wider NZPPI organisation, the Fruit and Vine Nursery sector and the wider plant production industry is second to none.

# Advocacy is the most important work we do

## We are currently working on the following policy issues:

- Making progress on plant import system reform
- Negotiating readiness and response actions and costs in the biosecurity system
- Adapting to change in the horticulture training and qualifications regime
- Defining health and safety 'guidance' for Re Entry Intervals following spraying
- Challenging the new organisms approval process in HSNO.

## In a busy legislative year, we made submissions on 10 policy issues, ensuring government understands the needs of plant producers.

1. Plant Imports Reform
2. Health and Safety at Work Amendment Bill
3. Plants Restrictions in Regional Pest Management Plans
4. Emergency Management Bill
5. Spraying Re Entry Intervals (Worksafe)
6. Import Health Standards
7. Gene Technology Bill
8. Measures for *Xylella fastidiosa*
9. Government Social Procurement Policies
10. Middle East War – Fuel Pricing

# Making an impact in a complex system

## Plant Import System Reform

After years of disagreement and indecision, plant import reform is finally happening. Over the past year NZPPI has been encouraging MPI to reform the system. This has been uncomfortable at times and not everyone wants this change, but we believe it is finally heading in the right direction. The changes that MPI are proposing are significant, and will require industry to become more involved, but we believe they will free up the system. It is time to lean in and finish the job.

## Education Reform

The vocational education system is at a crossroads. After more than a decade of reform the new structure of workplace education is finally in place. Industry now has choices about the future of our training systems.

NZPPI is collaborating with other aligned plants and greenlife sectors, encouraging simplification of the standards and increasing the scale and quality of training across the sectors.

## Banned Plants

A new round of work to update Auckland Council's Regional Pest Management Plan (RPMP) for 2030 risks banning many valuable and low-risk nursery and landscape plants. This is a significant risk to the greenlife, nursery, landscape and garden retail sectors.

It is relevant to many New Zealand plant producers, not just those in Auckland. Other councils are likely to follow suit, as they come under increasing pressure from communities and central government to manage pest plants in their regional environments.

NZPPI is strongly advocating for a science-based process that balances the environmental risk with the economic and community benefits of the affected plant species.

## Adverse Events

Producers face increasing risks of cyclones, floods and other severe and adverse weather events. This year the Government changed the way they respond to adverse events, pushing responsibility from Wellington out to Regional Councils and industry. With the looming threat of a potentially record-breaking Super El Niño event due to impact New Zealand later this year, industry requires a coordinated response to ensure affected producers receive support.

# Government-Industry Agreement

**Biosecurity is a significant part of NZPPI's work. The nursery pathway is considered a risk for spreading weeds, pest and diseases that concern the forestry, horticulture, environmental sectors and councils. This means that we are involved in many biosecurity forums and discussions.**

## GIA Deed

NZPPI is a signatory of the Government-Industry Agreement (GIA) Deed, helping to design and co-fund biosecurity readiness and response alongside other primary sector industry bodies and government.

## *Xylella fastidiosa*

The Xylella (Xf) Operational Agreement is at the negotiation stage. The viticulture and horticulture industries are preparing for a potential incursion of this serious disease. A response to Xf is estimated to cost between $20m-$50m, of which industry will likely pay a share. A Xf response would likely impact plant production and plant movements, so we are working to ensure that these costs and impacts are minimised.

## Māori engagement

A Māori Engagement Operational Agreement is now in place, signed by MPI and 15 industries. The purpose is to communicate and connect with Māori as part of biosecurity readiness. Māori are active in biosecurity but have expressed deep concern that they are not included in the GIA system and their views are often ignored in a response crisis. This Operational Agreement will fund a Māori advisor to help build connections with iwi before a crisis hits to ensure that they are informed and aware of the issues being dealt with in GIA.


## ToBRFV guidance

We are preparing for an incursion of the serious Tomato Brown Rugose Fruit Virus (ToBRFV) disease that has impacted tomato producers globally. In November we published nursery-specific guidance developed with TomatoesNZ that describes the production practices and testing procedures to be adopted by nurseries producing tomato seedlings. This guideline has been viewed nearly 2,000 times online.

# Plant Pass

New Zealand's nursery production standard for plant health and biosecurity, Plant Pass is a GIA Operational Agreement. The cost to provide the scheme is shared between MPI and eight industry groups, including NZPPI. Participating Producers are registered or certified businesses that have demonstrated good practice. Plant Pass Partners support the scheme, including councils, retailers, landscape & ecology businesses and industry bodies.

**100**

### Participating Producers

In the year to June 2026 there was a steady increase in participation, including 20 new registrations and seven progressing to full certification.

**10**

### new Plant Pass Partners

A wide range of supporters, from landscape architects to major retailers like Bunnings.

## Plant Pass Version 2.0 released

### Plant Pass Checklist

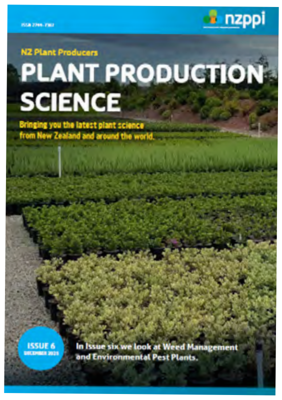
This year we upgraded the Plant Pass Checklist, simplifying the structure and language. We also strengthened the standard in areas like staff training, weeds and traceability.

### Plant Pass sector auditor model

The new model reduces audit costs and matches auditors who have experience in the sector and understand producers' operations.

# Extension

**NZPPI has close ties with the country's leading research organisations and best technical experts. We connect our members to this knowledge through our Plant Production Science publication and through our extension programme.**




## Plant Production Science

Our 2026 weed management edition – developed with AgResearch, MPI and DOC specialists – gives members science-based guidance on a persistent production challenge.

## Producer Extension Network

Producer Extension Network NZ

Year two of our new extension programme kicked off in July. The regional workshops – open to all nurseries – are a great opportunity to take part in hands-on learning with like-minded producers facing similar challenges. The extension network has been a long time coming, and has been made possible thanks to the support from Te Uru Rākau – New Zealand Forest Service. While this initiative began for native plant nurseries, we have extended the invitation to all nurseries due to high interest in the value of the network.

## SHED meetings

This year we continued to host our popular SHED meetings. Regional events bring together plant producers to share insights in New Plymouth, Wellington and Auckland, drawing 63 attendees.

> **We have extended the invitation to all nurseries due to high interest in the value of the network.**

# On the ground with plant producers

**170**

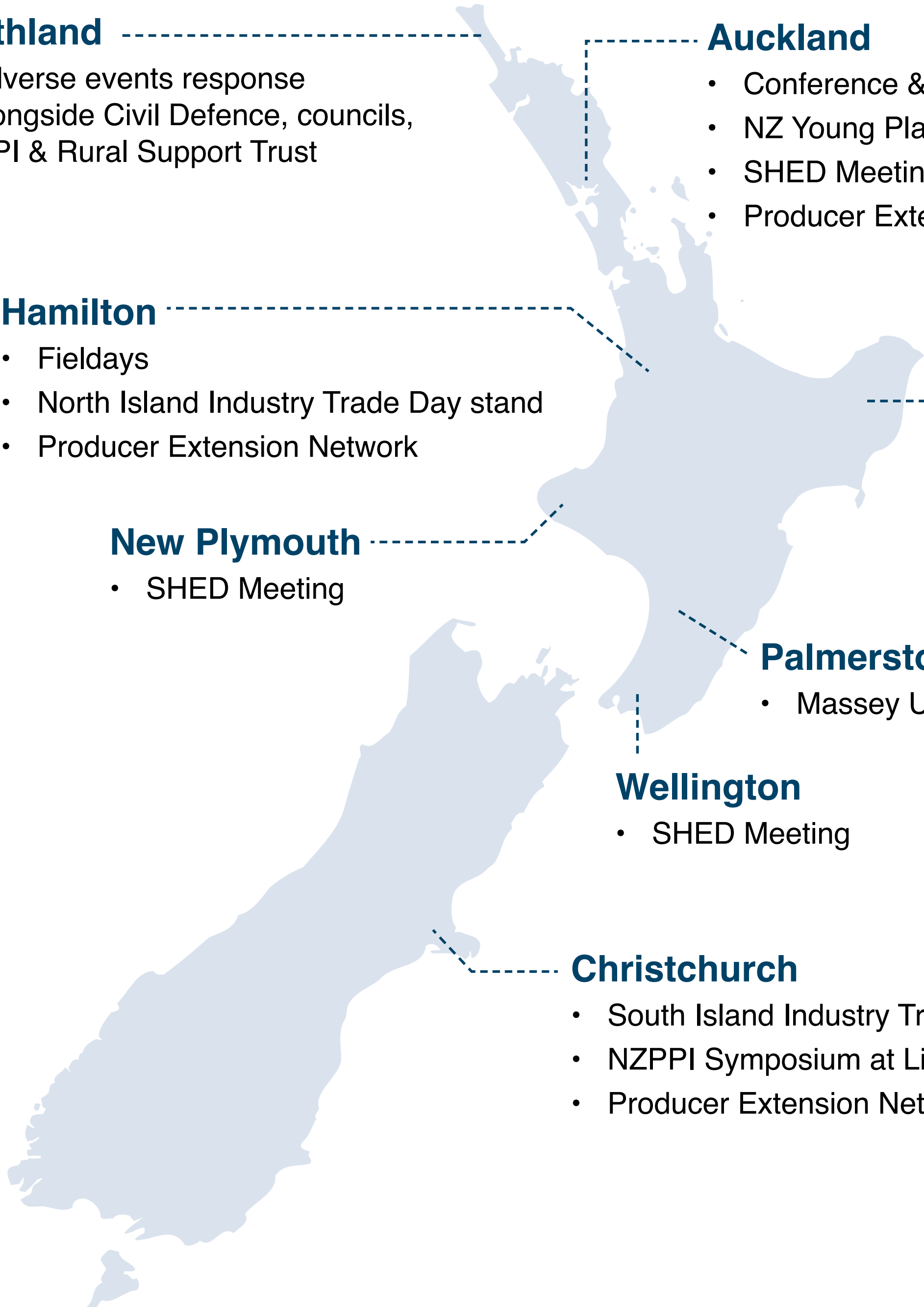
Delegates at NZ Plant Producers Conference (against a target of 135)

**63**

Attendees at SHED Meetings (against a target of 60)

**146**

Extension programme participants



### Northland
- Adverse events response alongside Civil Defence, councils, MPI & Rural Support Trust

### Auckland
- Conference & Awards Dinner
- NZ Young Plant Producer of the Year
- SHED Meeting
- Producer Extension Network

### Hamilton
- Fieldays
- North Island Industry Trade Day stand
- Producer Extension Network

### East Coast
- Adverse events response alongside Civil Defence, councils, MPI & Rural Support Trust

### New Plymouth
- SHED Meeting

### Palmerston
- Massey University

### Wellington
- SHED Meeting

### Christchurch
- South Island Industry Trade Day stand
- NZPPI Symposium at Lincoln University
- Producer Extension Network

# Supporting the next generation


Young Plant Producer of the Year 2026 competition winner Clayton Hart.

## Winner 2026 Clayton Hart

Our 2026 NZ Young Plant Producer of the Year Winner is Clayton Hart from Rainbow Park Nurseries, who will go on to compete for the sector-wide Young Horticulturist of the Year. Well done, Clayton! He follows in the footsteps of Jake Linklater, who took home the sector-wide trophy representing plant producers last year.

New Zealand Young Plant Producer of the Year

## 80% increase in website traffic to Young Plant Producer

The NZ Plant Producer of the Year website saw a jump in interest, which we saw reflected in our 2026 competition that attracted 10 applicants, of which four finalists were selected.

PLANT CAREERS

3%

Meanwhile our Plant Careers programme continues to raise awareness of plant production careers, encouraging people into propagation, research, operations and agritech roles. Website traffic fell 3% in FY26 to 4,269 visits – an area for renewed focus.

FRASER AWARD

Fraser Award 2026 recipient Keenan Tuwhangai.

Awarded for leadership qualities and an enthusiasm for developing knowledge, the Fraser Award scholarship supports the next stage of career building. Well done to Keenan Tuwhangai from Annton Nursery, the 2026 recipient!

# Programmes for your business

PLANT TROLLEYS

99%

### Plant trolley fleet utilisation

NZPPI's Plant Trolleys scheme is unique to the world. Our national hire fleet for transporting plants met all lease commitments through a high-demand spring season, running at 99% utilisation despite a constrained pool (4,355 total pool).

go gardening
helping New Zealand grow

12%

### Growth in *Go Gardening* magazine

Our consumer gardening brand builds demand for plants at retail, with quarterly magazine, a refreshed website platform, a monthly newsletter and social media.

- Print magazine circulation grew from 155,000 to 173,000 copies.
- Newsletters subscribers topped 20,000 with 46% opening rate
- Facebook group topped 10,000 members

NATIONAL Gardening MONTH
OCTOBER
GROW A PIECE OF PARADISE

### National Gardening Month

New!

Preparations for the first National Gardening Month in October are well underway. This ambitious project establishes a month-long nationwide celebration of gardening in retail stores and in the media.

# Member advantages

Most members of NZPPI automatically become members of the Employers and Manufacturers Association (EMA), providing access at member rates to AdviceLine for your employment and workplace safety questions and other benefits. There is no additional cost for EMA membership.


## Commercial Horticulture

Members can take advantage of a free subscription to CommHort, New Zealand's nursery industry magazine, published six times per year.

## Plastic recycling

NZPPI is supporting Agrecovery as it continues to develop a product stewardship scheme for plant pots and trays. Agrecovery has also launched a user-pays trial for NZPPI members to help build the case for the funded scheme.


## Pest, disease and weather insights

Although NZPPI funding for member access to the MetWatch Plant Disease Management Platform has now ended, MetWatch provider HortPlus provided a promotional offer for direct subscribers.

# Governance

3

## New industry board members

NZPPI held board elections in early 2026, leading to new appointments and a refreshed and refocussed board. We thank our board members for their commitment to the industry!

- **Nick Hoskins** – Horticulture & Viticulture / Board Chair
  nick@vinemanagers.co.nz I 027 248 7724
- **Greg Kitson** – Greenlife Retail / Vice Chair
  greg@ambrosia.net.nz
- **Jane Straka** – Afforestation & Revegetation
  jane@scrub.co.nz
- **Jim Hadlow** – Producer Member (at large)
  jim@acersunlimited.com
- **Andrew Boylan** – Appointed Board Member
  andrew.boylan@edibles.co.nz

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## Member committees

Thank you to members for participating in committees and Governance Groups.

- Trolleys
- National Gardening Month
- Plant Pass (Governance Group)
- Plastics (Agrecovery)

# 2026 Financials

| | | NZPPI | Trolley SIG | Retail SIG | FY26 Actual | FY25 Actual | Increase / (Decrease) |
|---|---|---|---|---|---|---|---|
| Producer Member Revenue | 1 | 753,935 | - | - | 753,935 | 762,196 | (8,261) |
| Industry Member Revenue | | 76,103 | - | - | 76,103 | 94,814 | (18,711) |
| Conference Revenue | 2 | 2,762 | - | - | 2,762 | 58,940 | (56,178) |
| Extension Revenue | 3 | 142,476 | - | - | 142,476 | - | 142,476 |
| Plant Pass Revenue | | 220,742 | - | - | 220,742 | 216,685 | 4,057 |
| Trolley Revenue | | - | 461,133 | - | 461,133 | 505,827 | (44,694) |
| *Go Gardening* Revenue | | - | - | 344,890 | 344,890 | 304,781 | 40,109 |
| Other Revenue | 4 | 34,112 | 61 | 4,843 | 39,016 | 88,304 | (49,288) |
| **Total Revenue** | | **1,230,130** | **461,194** | **349,733** | **2,041,057** | **2,031,547** | **9,510** |
| Achieving Excellence | | (80,485) | - | - | (80,485) | (101,581) | 21,096 |
| Supporting our Industry | 2 | (20,828) | - | - | (20,828) | (74,103) | 53,275 |
| Extension Programme Expenditure | 3 | (151,934) | - | - | (151,934) | - | (151,934) |
| Plant Pass Expenditure | | (201,201) | - | - | (201,201) | (184,151) | (17,050) |
| Trolley Expenditure | | - | (337,604) | - | (337,604) | (368,662) | 31,058 |
| *Go Gardening* Expenditure | | - | - | (294,654) | (294,654) | (254,729) | (39,925) |
| **Total Direct Expenses** | | **(454,448)** | **(337,604)** | **(294,654)** | **(1,086,706)** | **(983,226)** | **(103,480)** |
| Professional Fees & Administration | | (101,586) | (11,517) | (7,517) | (120,620) | (141,307) | 20,687 |
| Office Expenditure | | (122,599) | (1,519) | (14,046) | (138,164) | (140,886) | 2,722 |
| Personnel | 5 | (429,009) | (61,689) | (22,873) | (513,571) | (642,814) | 129,243 |
| Governance and Travel | | (112,767) | - | (875) | (113,642) | (99,464) | (14,178) |
| **Total Overhead Expenses** | | **(765,961)** | **(74,725)** | **(45,311)** | **(885,997)** | **(1,024,471)** | **138,474** |
| **Contribution for the Year** | 6 | **9,721** | **48,865** | **9,768** | **68,354** | **23,850** | **44,504** |
| Cost Allocations | 7 | 41,886 | (26,343) | (15,543) | - | - | - |
| **Net Surplus/(Deficit) for the Year** | | **51,607** | **22,522** | **(5,775)** | **68,354** | **23,850** | **44,504** |

1 **Producer Membership Subscriptions**
Producer member invoices managed by BDO as independent agent (which is required under the Constitution). Revenue decreased due to fewer members.

2 **Conference Revenue & Expenditure**
Full conference is held biennially which took place in financial years ending 2025 and 2027. This is reflected in lower income and Supporting our Industry expenditure in 2026.

3 **Extension Revenue & Expenditure**
Extension programme commenced in 2026. Extension Programme expenditure includes expenses incurred in relation to the programme and salary allocations.

4 **Other Revenue**
Other revenue includes investment income, Young Plant Producer funding and other minor project grants. This reduced in 2026 with NZPPI commiting time and effort to the Extension programme than other projects.

5 **Personnel Expenditure**
Personnel expenditure includes salaries and other personnel costs. This does not include amounts which have been allocated to the Extension and Plant Pass programmes.

6 **Contribution**
"Contribution" reflects the net surplus from the respective divisions before any re-allocation of overhead costs (see below).

7 **Cost Allocations**
Costs are allocation from NZPPI to the NEL trading segments to reflect a share of Office Expenditure (i.e. rent, IT, other) and salaries (CE, bookkeeping, admin etc).

8 **Provisional Accounts**
The financial results here are provisional unaudited accounts. The final audited results will be published in the Annual Report.

## 2026 Financial Highlights

1. At a consolidated level, the Group's financial performance improved by $44k, with the surplus increasing from $24k to $68k. The result reflects disciplined fiscal management during the year, with operating and personnel costs managed in accordance with budgetary expectations that were based on conservatively forecast membership revenue.

2. Subscriptions (Producer and Industry) decreased by $25k compared with 2025, primarily due to a reduction in membership across both segments. Despite this decline, subscription revenue exceeded budget by approximately $50k, reflecting a stronger-than-anticipated membership outcome relative to the conservative budget assumptions adopted for the year.

3. Extension and Plant Pass programmes generated revenue of $142k and $221k respectively, with associated expenditure of $152k and $201k. Programme expenditure includes NZPPI salary allocations totalling $234k. The commencement of the Extension programme has resulted in a greater proportion of personnel costs being allocated directly to programme activities, contributing to the reduction in personnel expenditure reported by NZPPI in 2026.

4. Retail and Trolley Special Interest Groups (SIGs) generated positive operating contributions during the year of $49k and $10k respectively. After accounting for NZPPI cost allocations of $42k, the Retail SIG reported a deficit of $6k, while the Trolley SIG recorded a surplus of $23k.

### Retail and Trolley SIG

*Go Gardening* and Trolley activities are operated through a separate legal and financial structure, Nurserymen's Enterprises Limited (NEL). This structure provides a clear distinction between NZPPI's industry-focused initiatives, and the commercial activities undertaken by NEL. As reflected in the tables above under Contribution for the Year, the two SIGs makes significant contributions towards NZPPI staffing and other shared overhead costs, helping to support the delivery of NZPPI's broader objectives.

# 2027 Budget

| | NZPPI | Trolley SIG | Retail SIG | Total FY27 Budget | FY26 Actual | Increase / (Decrease) |
|---|---|---|---|---|---|---|
| Producer Member Revenue | 696,753 | - | - | 696,753 | 753,935 | (57,182) |
| Industry Member Revenue | 65,000 | - | - | 65,000 | 76,103 | (11,103) |
| Conference Revenue | 105,000 | - | - | 105,000 | 2,762 | 102,238 |
| Extension Revenue | 142,500 | - | - | 142,500 | 142,476 | 24 |
| Plant Pass Revenue | 219,992 | - | - | 219,992 | 220,742 | (750) |
| Trolley Revenue | - | 464,897 | - | 464,897 | 461,133 | 3,764 |
| *Go Gardening* Revenue | - | - | 347,851 | 347,851 | 344,890 | 2,961 |
| Other Revenue | 21,100 | | | 21,100 | 39,016 | (17,916) |
| **Total Revenue** | **1,250,345** | **464,897** | **347,851** | **2,063,093** | **2,041,057** | **22,036** |
| Achieving Excellence | (68,700) | - | - | (68,700) | (80,485) | 11,785 |
| Supporting our Industry | (119,700) | - | - | (119,700) | (20,828) | (98,872) |
| Extension Programme Expenditure | (140,855) | - | - | (140,855) | (151,934) | 11,079 |
| Plant Pass Expenditure | (217,483) | - | - | (217,483) | (201,201) | (16,282) |
| Trolley Expenditure | - | (322,347) | - | (322,347) | (337,604) | 15,257 |
| *Go Gardening* Expenditure | - | - | (289,578) | (289,578) | (294,654) | 5,076 |
| **Total Direct Expenses** | **(546,738)** | **(322,347)** | **(289,578)** | **(1,158,663)** | **(1,086,706)** | **(71,957)** |
| Professional Fees & Administration | (94,969) | (18,000) | (12,500) | (125,469) | (120,620) | (4,849) |
| Office Expenditure | (103,137) | (1,200) | (1,200) | (105,537) | (138,164) | 32,627 |
| Personnel | (444,600) | (61,524) | (31,401) | (537,525) | (513,571) | (23,954) |
| Governance and Travel | (127,100) | - | - | (127,100) | (113,642) | (13,458) |
| **Total Overhead Expenses** | **(769,806)** | **(80,724)** | **(45,101)** | **(895,631)** | **(885,997)** | **(9,634)** |
| **Contribution for the Year** | **(66,199)** | **61,825** | **13,172** | **8,799** | **68,354** | **(59,555)** |
| Cost Allocations | 52,188 | (31,344) | (20,844) | - | - | - |
| **Net Surplus/(Deficit) for the Year** | **(14,011)** | **30,481** | **(7,672)** | **8,799** | **68,354** | **(59,555)** |

## 2027 Budget Highlights

1. At a consolidated level, the Group is budgeting for a surplus of $9k. This comprises a budgeted deficit of $14k for NZPPI, a deficit of $8k for the Retail SIG, and a surplus of $30k for the Trolley SIG. The consolidated result reflects the continued investment in member services and industry initiatives while maintaining a sustainable financial position.
2. Producer membership revenue has again been budgeted on a conservative basis. This prudent approach reflects the current economic environment and anticipated changes in membership levels, providing flexibility to respond to any fluctuations in revenue during the year.
3. With the ten-year anniversary conference scheduled for 2027, revenue and expenditure under Supporting Our Industry have been budgeted to reflect the expected level of participation and associated event costs.
4. Other revenue is expected to decrease in 2027 due to reduced funding associated with the Young Plant Producer Award. This reduction is offset by a corresponding decrease in related programme expenditure.
5. Office expenditure has been budgeted to decrease following NZPPI's relocation in February 2026 to smaller, more cost-effective premises and the completion of a review of IT subscriptions, resulting in a more streamlined operating cost base.
6. The budget includes cost allocations from NZPPI to the Retail and Trolley SIGs totalling $52k. These allocations ensure that shared organisational costs are appropriately distributed across the activities benefiting from NZPPI's administrative and operational support.

# NZPPI is exploring a levy

**NZPPI's 5-year forecast shows that our revenue is expected to decline, due to industry trading conditions, and because some of our external funding ends. Without change, some of our work may have to stop.**

This is happening at a time when there are more risks to manage and more expectations for industry to adapt and transition. These challenges require a coordinated, well-resourced response working with the primary industries, and require us fund our share of the cost.

The NZPPI Board has released an industry discussion document about the future of industry good funding. The idea of a levy has been discussed openly and received broad support in principle. It would create a stable and fair funding mechanism that enables industries to work together, on an even playing field.

Please note that a levy is not being proposed at this stage. The NZPPI Board is exploring funding mechanisms in more detail. As an NZPPI member, you are at the centre of these discussions and any possible changes to the industry funding model.


NZPPI Chair Nick Hoskins spoke about industry good funding at the NZ Plant Producers Conference in May.

**Without change, some of our work may have to stop.**

# NZPPI members and partners

## Industry members

- Acers Unlimited NZ Limited
- Ambrosia Nurseries Ltd
- Amoré Roses
- Annton Nursery Ltd
- Arcadia Plants
- Ardmore Nurseries Ltd
- Awhitu Landcare
- Baker Boys Wholesale Nursery
- Beaumont's Nurseries Ltd
- Black Bridge Nurseries
- Butler Nursery
- Clevedon Nurseries
- Coastlands Plant Nursery Ltd
- Container Nurseries Ltd
- Fern Factor Ltd
- Ford-Hetaraka Nurseries
- Fruitcraft New Zealand Ltd
- Full Bloom Nursery Ltd
- Genesis Nurseries Ltd
- Goodfeed Limited
- Growing Spectrum New Zealand Ltd
- Hahei Plants Ltd
- Harrisons Country
- Gardenworld Waikanae
- Horohoro Native Tree Nursery
- Icon Trees
- Kaipatiki Project
- Kauri Park
- Kerikeri Plant Production 2021 Ltd
- Kings Plant Barn – Nurseries
- Korimako Habitats
- Kumeu Garden Hub
- L.E. Cooke Nurseryman Ltd
- Landscape Essentials
- Lifetech Laboratories Ltd
- Liner Plants NZ Ltd
- Lynwood Avocado Nursery Ltd
- Magnolia Grove
- Mangawhai Natives
- Millfield Nursery
- Minginui Nursery
- Morgans Road Nursery
- Native Awa Ltd
- Native Garden Nursery
- Naturally Native New Zealand Plants
- Natures Creation
- New Zealand Delphiniums
- Nga Rakau Nurseries
- Norfolk Road Nursery
- Nova Trust
- NZ Native Plant Nursery
- Opihi Nurseries Ltd
- Ormond Nurseries Ltd
- Paan Banaraswala
- Palm Garden Limited
- Plant Hawke's Bay
- Pukerau Nursery
- Rainbow Park Nurseries Ltd
- Riversun Nursery Ltd
- Robinson's Nursery Ltd
- Rural Design
- Scott Base Nurseries
- Scrub Ecology Ltd
- Southern Woods Nursery Ltd
- Tharfield Nursery Ltd
- The Gorge Nursery
- Totara Glen Nurseries Ltd
- Treeline Native Nursery
- Trents Nursery Ltd
- Twining Valley Nurseries
- Van Lier Nurseries Ltd
- Vibrant Earth Ltd
- Vine Nursery New Zealand Ltd
- Waimea Nurseries Ltd
- Zealandia Horticulture

## Industry partners

**NZPPI industry partners is a form of membership available for businesses that do not grow plants but are part of the wider industry with an interest in NZPPI's objectives – for example plant retailers, landscapers, industry suppliers and plant buyers and procurers such as councils and government agencies.**

- Acacia Bay Garden Centre
- Advanced Hort Ltd
- Aeroview Garden Centre
- Alfie's Plant Barn & Green Door
- Ambius
- Aorangi Bulb Nurseries Ltd
- Auckland Council (and Botanic Gardens)
- Berhampore Nursery & Otari WCC
- Big Jim's Garden Centre
- Blueskin Nurseries Ltd
- Cazna (NZ) Limited
- Church Street Garden Central
- Clareville Nursery and Garden Centre
- Daltons Ltd
- Data Harvest
- Decor Gardenworld
- Eastwoodhill Arboretum
- Egmont Seed Company Ltd
- Franklin Agritech
- GoodToGrow NZ Ltd
- Green Harvest Pacific Ltd
- Greymouth Nurseries
- Grow Landscape & Lifestyle
- Growell Ornamental Plants
- H2Ortigator Ltd

- HEDGE Garden Design & Nursery
- Hire Plants Ltd
- ICL
- Intelligro
- Just Plants Limited
- Kaimai Garden Centre
- KingGrapes Ltd
- KiwiFlora Ltd
- Lushingtons Garden Gift & Café
- Industry partners
- Masons Garden Centre & Nursery
- Matau Garden Centre
- Matawhero Nursery Ltd
- Mitre 10 (NZ) Ltd
- Mitre 10 Alexandra
- Mitre 10 Crofton Downs
- Mitre 10 Cromwell
- Mitre 10 Dannevirke
- Mitre 10 Feilding
- Mitre 10 Gisborne
- Mitre 10 Gore
- Mitre 10 Helensville
- Mitre 10 Hokitika
- Mitre 10 Kaitaia
- Mitre 10 Martinborough
- Mitre 10 Marton
- Mitre 10 Matamata
- Mitre 10 Mega Ashburton
- Mitre 10 Mega Botany
- Mitre 10 Mega Brougham
- Mitre 10 Mega Cambridge
- Mitre 10 Mega Dunedin
- Mitre 10 Mega Ferrymead
- Mitre 10 Mega Glenfield
- Mitre 10 Mega Greymouth
- Mitre 10 Mega Hastings
- Mitre 10 Mega Kapiti
- Mitre 10 Mega Manukau
- Mitre 10 Mega Marlborough
- Mitre 10 Mega Masterton
- Mitre 10 Mega Mt Wellington
- Mitre 10 Mega Napier
- Mitre 10 Mega Nelson
- Mitre 10 Mega New Plymouth
- Mitre 10 Mega Oamaru
- Mitre 10 Mega Palmerston North
- Mitre 10 Mega Papanui
- Mitre 10 Mega Petone – Nees Hardware & Building Supplies Ltd
- Mitre 10 Mega Porirua – Nees Hardware & Building Supplies Ltd
- Mitre 10 Mega Queenstown
- Mitre 10 Mega Rangiora
- Mitre 10 Mega Rotorua – Juted Holdings Ltd
- Mitre 10 Mega Ruakura – Hamilton Hardware Limited
- Mitre 10 Mega Takanini
- Mitre 10 Mega Taupo
- Mitre 10 Mega Tauranga - Juted Holdings Ltd
- Mitre 10 Mega Te Awamutu
- Mitre 10 Mega Te Rapa – Hamilton Hardware Retail Limited
- Mitre 10 Mega Upper Hutt – Nees Hardware & Building Supplies Ltd
- Mitre 10 Mega Wanaka
- Mitre 10 Mega Wanganui
- Mitre 10 Mega Whangarei
- Mitre 10 New Plymouth
- Mitre 10 Otorohanga
- Mitre 10 Papamoa
- Mitre 10 Taumaranui
- Mitre 10 Te Anau
- Mitre 10 Te Puke
- Mitre 10 Waihi – Juted Holdings Ltd
- Mitre 10 Wainuiomata – Nees Hardware & Building Supplies Ltd
- Mitre 10 Waiuku
- Mitre 10 Whakatane
- Mitre 10 Whangaparaoa
- Mitre 10 Winton
- Norwood Ind Pty Ltd
- Outer Space Landscape
- Company
- Outside In
- Pacifica Home and Garden
- Palmers Frankton
- Palmers Head Office
- Palmers Miramar
- Palmers Plimmerton
- Palmers Remuera
- Palmers St James
- Payless Plants
- Plants on the Move Ltd
- Portstone Garden Centre
- Primary ITO
- Proseed
- Proven Winners
- Redwoods Garden Centre
- Roselands Pets & Plants
- Selmes Garden Centre
- Sublime Nursery Limited
- T&G Global (Venturefruit)
- Tūaropaki Native Plant
- Nursery (Ngaire George Sustainability Centre)
- Takana Native Trees
- Te Ngahere Ltd
- The Olive Press
- The Reference Publishing Co Ltd
- The Tree Company Limited
- TNZ Growing Products Ltd
- Transflora
- Tranzplants Ltd
- Tui Downs Nursery / Plant
- Zone Direct
- Wal's Plant Land
- Wanganui Garden Centre
- Warren Engineering Ltd
- Woodend Nurseries
- Wool Life NZ
- Yates New Zealand

# New Zealand Plant Producers Incorporated
## Producer Member Turnover & Sector Declaration

nzppi
NEW ZEALAND PLANT PRODUCERS INCORPORATED

**Please complete and return this form to BDO**

**Membership period 1 April 2025 to 31 March 2026**
Subscriptions are based upon a member's turnover. Please complete this Declaration and send it to NZPPI's Independent Subscription Agent, BDO Wellington (ISA). They will determine your fee and invoice you. They will hold your turnover and subscription data in confidence, they will not release this data to NZPPI.

**Business Name:**

**Address:**

**Contact Member ID:**

**Telephone:**

**Email:**

### 1. FEE RELEVANT TURNOVER
Record values for your most recently completed financial year ending on OR closest to 31/3/2026.
*Note: NZPPI does not receive this information.*

| | | |
|---|---|---|
| Gross annual income derived from the sale of plants produced in New Zealand inclusive of all charges that a purchaser would pay – excluding GST | A | $ |
| Royalties, if any, included in **Box A** – excluding GST | B | $ |
| Subtract **Box B** from **Box A** to calculate Fee Relevant Turnover | C | $ |

### 2. YOUR VOTING SECTORS
This information is used to calculate your voting rights for the four sector-based Board positions, using the multisector voting process. Indicate the sectors you operate in and the % of your revenue from each sector. You can select multiple sectors.

**Greenlife: Retail** *% of revenue*

**Greenlife: Landscape** *% of revenue*

**Revegetation & Foresty** *% of revenue*

**Horticulture & Viticulture** *% of revenue*

### 3. VALIDATION
Please have this Declaration validated by a Chartered Accountant.

**Date:**

**Firm:**

**CA Number:**

**Name:**

**Signature:**

If the requirement for a Chartered Accountant is problematic, please discuss with NZPPI's CEO.

### 4. SEND COMPLETED FORM BY POST OR EMAIL TO
Do not send this form or pay your fees directly to NZPPI.

Post: NZPPI ISA
BDO Wellington
PO Box 10 340, Wellington 6143

or email: nzppi@bdo.co.nz

BDO USE