



# Annual Report 2023





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# Chair's Report

The past year will be remembered as a time of crises, including unprecedented rainfall and flooding across the north in January, closely followed by the devastating impacts of cyclone Gabrielle in the eastern regions in February.

These events arrived at a time when our industry was already facing challenges with escalating costs, the skills shortage, and market uncertainties.

It is a difficult time to be in our industry, but despite this many of our members can see the significant opportunities on offer in the future. As we talk about recovery we are seeing plans for significant strategic investment in areas like green infrastructure, native afforestation and new horticulture developments.

Our advocacy continues to be targeted at our long-term goals of improving the plant imports system and influencing the policy settings around native afforestation. We are making steady progress in these complex, difficult areas which require persistence and consistent effort.

Collaboration is critical to our progress. Over the past year, we've entered into agreements and partnerships, including our Memorandum of Understanding with Lincoln University, collaborations with the horticulture and wine industries, as well as with Plastics New Zealand. We have also completed projects with Te Uru Rākau, Plant & Food Research, and the Ministry for Primary Industries.



We continue to get positive feedback and support from our members and we are pleased to see the active member engagement with NZPPI, including involvement in our advocacy, technical initiatives, utilising our member services, and participating in our events.

My appreciation goes to those who've hosted industry meetings and events, and to the members of our Science Sub-Committee, the Plastics Advisory Committee, the Trolley Advisory Group and the Young Plant Producer competition.

Finally, I would like to thank the members of the NZPPI Board and the NZPPI team whose leadership and effort has guided us through the past year.



*Marie Taylor*

**Marie Taylor,  
NZPPI Chair  
August 2023**

# Chief Executive's Report

**We have continued to see the growth of NZPPI, driven by industry growth and revenue from external funding. This has allowed us to continue to build our capacity to deliver and improve the programmes we provide for our members.**

We are reporting a moderate financial surplus of \$17,668 for the 2022/23 financial year, which includes a 24% increase in revenue across the group and an increase in expenditure and activity in our key strategic areas.

Looking ahead over the next year, we anticipate slowing trade across many of our sectors. This is influenced by the impacts of the weather crisis in the northern and eastern regions and the worsening economic conditions. Naturally, this flows through to lower revenue for NZPPI in the future and we acknowledge the need to reduce our costs and reprioritising our activities in line with this.

One of the standout accomplishments has been the progress we have made in the area of environmental sustainability. This includes the work of the Plastics Advisory Committee as we begin to deal with plastic waste in our supply chain. We have also established a relationship with EECA to support the transition away from fossil fuels energy in areas like greenhouse heating.

We continue to make an impact in our advocacy to ensure that new policies are sensible and supportive of our industry's needs. Working in key areas like biosecurity, native afforestation and plant imports, recent examples of our success include discouraging the Government from building their own native plant nurseries and gaining better recognition of greenlife within the EPA and plant imports system.

Industry development and capacity building are key strategic priorities. As our industry grows to meet new demand it will continue to face challenges in productivity improvement and a shortage of skills. In June 2022 NZPPI signed a Memorandum of Understanding with Lincoln University to establish a research led extension model. This will give NZPPI members better access to expert advice, research and events covering key areas of plant production and business success. This programme is becoming a reality and over the coming months

our members will begin to see scheduled events and opportunities to be part of research projects and extension groups.

We continue to invest in biosecurity through our participation in the GIA partnership. This collaboration enables us to participate in biosecurity programs alongside other primary industries. Currently we are involved in projects relating to disease management in Solanaceae crops and developing a readiness plan for Xylella. Also, we continue to provide the Plant Pass scheme, which enables plant producers to meet a wide range of regulatory and customer biosecurity standards.

During the year we continued to build our industry development initiative called "Generation - Better Plants for a Better New Zealand" This proposal is for funding of a 3-year programme of work to invest the future of our industry. It will provide timely funding from the Government to accelerate our work in the key strategic areas of science, workforce and knowledge.

While we face headwinds in the short term, there is optimism about the future of our industry. We are committed to investing in our strategic workplan and our industry programmes, supporting our members to take new opportunities.

NZPPI is continuing to play a crucial role for our members and our industry, especially in partnership with the Government and other primary sector organisations, and we're keen to continue to do this work for our members and stakeholders.

I would like to thank the NZPPI team, who turn up every day with energy and passion to support you. I would also like to acknowledge the Board and Special Interest & Advisory Groups that commit their time and expertise to ensure that NZPPI is a success.

Finally, we extend our gratitude to our members.



A handwritten signature in black ink, appearing to read 'Matthew Dolan', written over a white background.

**Matthew Dolan,**  
**NZPPI Chief Executive**  
**August 2023**

NEW ZEALAND PLANT PRODUCERS INCORPORATED

# OUR PURPOSE

## Achieving Excellence



### PLANT PRODUCTION

- Productivity & innovation initiatives
- Plant health & biosecurity
- Digital future exploration
- Supply chain initiatives



### OUR PEOPLE

- Attracting and developing people
- Creating opportunities for training & education
- Supporting safer workplaces
- Developing our future leaders



### ENVIRONMENTAL SUSTAINABILITY

- Access to water & land
- Dealing with waste & plastics
- Playing our role in NZ's climate change adaptation

## Supporting Our Industry



### MEMBER SERVICES

- Events and Conferences
- Providing a plant trolley scheme
- Making industry data and stats available to our members
- Business NZ/EMA membership



### RELATIONSHIPS & INFLUENCE

- Effective influence & advocacy
- Building relationships with Māori
- Working with Government & Primary industry organisations





# Our People

**Despite Covid restrictions remaining this year, we were able to successfully advance our work in creating training and professional development opportunities for current and future industry leaders.**

Our events offered opportunities to upskill, innovate and network with members, industry partners, researchers and central and local government representatives.

Our overall aim is to drive productivity and resilience in our industry through:

- accelerating the adoption of innovations
- technical and extension services for NZPPI members and our partners.
- establishing new models for horticulture education, in the regions and in the workplace.

## **Lincoln Memorandum of Understanding**

In July, NZPPI was delighted to sign a Memorandum of Understanding with Lincoln University to establish a national Centre of Excellence for plant production. This Centre, based at Lincoln, will provide extension, research and capacity-building programmes for our industry, from germplasm through to the production and marketing of plants and plant products.







Young Achiever 2022 competitors (l to r) Joshua Mercer, Rajan Singh, Amy Clark, Ellen Ballentine, Eilish Chilton.

## Producers in Driving Seat

Alongside the partnership with Lincoln, sits an innovation network model for plant production. This is a step change for our industry. It will put plant producers in the driving seat, making science and education relevant and accessible, as well as cheaper and faster. Through our relationship with Lincoln, NZPPI can bring together the resources and know-how needed to establish the Centre of Excellence plus regional and local centres where extension and education activities can be delivered. To help deliver all this, NZPPI employed Programme Manager Karen Scott and Extension Officer Jacinta Harrop.

## Young Achiever competition

Amy Clark, Branch Manager of Kings Plant Barn in Botany was named our Young Achiever 2022 in July. For the first time the competition's Challenge Day was held at Lincoln University, which proved the perfect venue. A big thanks to Lincoln, Horticulture Charitable Trust, IPPS and other sponsors for enabling us to hold the event. For the 2023 competition we have rebranded Young Achiever as Young Plant Producer, to better reflect our industry, especially as the winner goes on to represent us at the Young Horticulturalist of the Year competition.



Fraser Award winner Danie McBride with Michael Fraser.

## Fraser Award

In July we announced the establishment of the Carol Fraser Industry Training Award (Fraser Award) in memory of Carol Fraser who founded Growing Spectrum with her husband Peter. Carol, who played an extremely active role in industry training and the professional development of plant producers. This award, supported by the Fraser family, will continue Carol's educational legacy through its support of those outstanding individuals who have a passion for plants, for training and education, and for our industry. The inaugural award was presented at the Conference 2022 awards dinner by Carol's son Michael to Rural Design nursery manager, Dani McBride, our 2021 Young Achiever, pictured above.





## Plant Careers Open Day

NZPPI hosted a Plant Careers Open Day at Ambrosia Nursery in Christchurch in March 2023. Horticultural students, apprentices and staff from Primary ITO, Lincoln and Canterbury attended as well as representatives from Muka Tangata, MPI and Local Council. We held a workforce panel session that included NZPPI Extension Officer and former Young Achiever finalist Jacinta Harrop and other panellists. Ambrosia designed garden displays and provided a self-guided nursery tour and other informative presentations and videos.

## Fuelling the Horticulture Industry

On Monday 15th August the Lincoln Horticulture Society, with the help of Alice Schofield of NZPPI, Sarah Cobbold of HortNZ, and Brendan Herries of ANZ hosted a Fuelling the Horticulture Industry event at the Famous Grouse in Lincoln. The event offered the opportunity for students to engage with industry professionals, gain a broad perspective of the future within the horticulture industry and learn about potential job opportunities. The panellists provided great insights into their careers, the wider horticulture industry, and tips for students at university.

## Central Fieldays

Plant Careers joined the MPI *Opportunity Grows Here* Careers Hub at Fieldays in June 2022. It was the first time that NZPPI and Plant Careers has had a presence at the Mystery Creek event. The Careers Hub was about connecting people with jobs, training and careers in our food and fibre sector. NZPPI People Capability Advisor Alice Schofield and Programme Manager Karen Scott managed the Plant Careers stand and engaged with secondary and tertiary students, work seekers, educators, plant producers and other stand holders. Zealandia Horticulture kindly donated 500 seedlings to give away and visitors were also given Plant Careers caps, pens, stickers, and brochures.







# Environmental Sustainability

**NZPPI activity across the team has focussed on plastics use, energy efficiency and climate change response in this reporting year. We themed our annual conference in October “Bringing Plants to Life – Our Sustainability Story” to explore these issues with members and highlight the challenges and opportunities.**

## **Plastics Advisory Committee**

The NZPPI Plastics Advisory Committee has been leading the development of a strategy for managing plastic waste in the plant production industry. The Committee is made up of manufacturers, plant producers, retailers and plastics experts with a focus on plastic pots, trays and labels. The first year of work has been completed with a greater understanding of industry, regulators and frameworks gained.

The Committee has identified opportunities to manage plastic waste that will enable our industry to meet its sustainability goals and waste regulations.

Product Stewardship Organisations are encouraging industries to work collaboratively to develop solutions like recycling schemes, safely reusing plastics, or adopting alternative materials. All options are being considered and the Committee is exploring how to shape a framework that works for our sector and the community.

As well as PAC activities, NZPPI facilitated an online meeting in July 2022 with producer members who have integrated Ellepot paper pots into their production systems, encouraging members to share their research and development initiatives, and to highlight research gaps and needs.



## Climate Change Response

The flooding and cyclone devastation in late summer and early autumn has highlighted the need for green infrastructure, sponge cities and permanent land stabilising afforestation. There are many strategies for planting programmes across various government agencies and councils but these are ad-hoc and short term, meaning progress is inadequate.

We are working with Te Uru Rākau to accelerate native afforestation (see the Plant Production and Relationships and Influence pages for details) and we are also liaising with other government agencies, urging the implementation of policies for urban and rural development that require councils to meet targets for plantings.

## Energy efficiency

NZPPI signed a collaborative agreement with the Energy Efficiency & Conservation Authority (EECA), partnering to unlock funding to help us to share knowledge and expertise in the areas of energy efficiency, energy conservation and renewable energy. We aim to run energy efficient workshops on decarbonising glasshouse-based production systems in 2024.







# Plant Production

**Our activities in the year have demonstrated NZPPI's commitment to advancing innovation in plant production, addressing sustainability and biosecurity challenges, and promoting scientific collaboration within the industry.**

We continue to build our capability in these critical areas through the NZPPI Science Subcommittee, our relationships within the science community and our GIA partnerships.

## Science Subcommittee

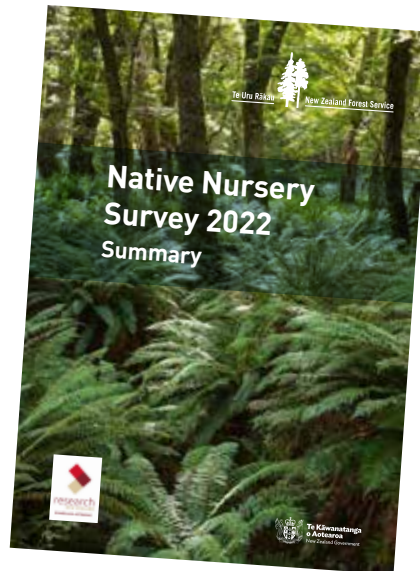
The NZPPI Science Subcommittee is made up of five producer members with an interest in science, research and development, and three staff from Crown Research Institutes and Lincoln University. The committee meets four times a year and performs an advisory role for NZPPI, overseeing the implementation of the Science & Innovation Strategy. The S&I Strategy is five years old and will be refreshed by the committee in the coming year.

In the last 12 months, the work of the committee has largely focussed on sustainability issues (plastics and water), biosecurity (Myrtle Rust tools, regional pest management and low weed risk Japanese cherry cultivars) and knowledge transfer. The sub-committee produces an annual publication, NZPPI Plant Production Science, which is now into its fourth year of issue.



## Native Nurseries

The Native Nursery Special Interest Group enables collaboration and provides a voice for native plant producers. It is supporting the growth of this sector as it works to meet increasing demand for seedlings for farms, ecology, infrastructure and climate change response. Te Uru Rākau launched its Native Afforestation Programme with the goal of 300,000 hectares of native trees planted by 2035. In order to build a business case, plant producers were engaged in a comprehensive survey of the native nursery sector. NZPPI works closely with Te Uru Rākau to ensure the plant production sector has a voice throughout the programme. See the Relationships and Influence page on more details on our work with TUR.



The workshops have helped kickstart many plant producers' journeys with Plant Pass, improving biosecurity in the nursery. We will continue to hold workshops and seminars, including technical workshops that focus on hygiene, traceability and crop monitoring.

See the Relationships and Influence page for more information on NZPPI's management of Plant Pass under the Government Industry Agreement (GIA) on biosecurity.

## Biosecurity

### Plant Pass workshops

Following the launch of Plant Pass in May 2022, NZPPI facilitated 15 introductory Plant Pass workshops across Aotearoa in winter and spring. These successful workshops were attended by 205 people from 112 entities, including plant producers and council biosecurity managers.

### Myrtle Rust workshops

NZPPI is concluding a three year research programme on disease management. This has included updating the management protocols and developing an online weather and disease tool to enable producers to more effectively manage the disease within the nursery.

NZPPI also ran a series of workshops around New Zealand in 2022 to share the latest information about best practice management of Myrtle Rust. We are planning further workshops in September 2023 on spraying calibration and efficacy.

NZPPI Extension Officer Jacinta Harrop





# Relationships & Influence

**Establishing and maintaining strong relationships and influence with local and central government agencies and the wider primary industry is of paramount importance for NZPPI.**

These connections play a pivotal role in shaping policies, regulations, and initiatives that directly impact our industry. By fostering collaboration and effective communication with industry stakeholders and government agencies, we have achieved some key wins this year.

## **Environment Protection Authority**

NZPPI achieved a significant milestone in March 2023 with the first Full Release HSNO application for twelve new houseplant species approved by the Environmental Protection Authority. The HSNO (Hazardous Substances and New Organisms) Act came into force in 1998, and since then about a dozen applications had been made under 'Rapid Assessment' provisions. The Full Release application process is lengthier and costs more, with a Public Hearing to boot, but we wanted to demonstrate that this part of the regulatory import system could be successfully navigated.

## **Ministry for Primary Industries**

NZPPI regularly meets with MPI officials at MPI to promote and protect the interests of plant importers. We engage with government to manage disease risks associated with plant imports, advocate for efficient import rules and processes, and make submissions on changes to import health standards. We are working closely with MPI who are reviewing the rules for 72 Greenlife genera which are known hosts of a group of Phytoplasma diseases, to avoid rules which might have a major impact on our sector. Kathryn, our Biosecurity & Technical Manager has assisted members with import health standard requests, and import and export issues at the border or in post-entry quarantine.



## Te Uru Rākau

NZPPI has been working closely with Te Uru Rākau NZ Forestry Service as it develops its Native Afforestation Programme. We have been successful in discouraging the Government from building their own native plant nurseries and instead supporting producers to upscale to increase supply. The afforestation programme will not involve government buying or planting trees or land. Instead, it will be about resetting the market so there is the economic imperative – from within New Zealand and from overseas investors – to plant native trees to offset carbon. Government may partner with producers and others to boost production, but it will not provide grants as under the \$1 Billion Trees programme. NZPPI encouraged plant producers to complete the 2022/23 Native Afforestation Nursery Survey as it provides valuable industry data to help to shape the afforestation programme. Results from the survey have identified the need for TUR to prioritise key workstreams including Research and Development, and Workforce. NZPPI continues to work collaboratively to address and improve concerns in these areas.



## Plant Pass and the Government Industry Agreement on Biosecurity

As manager of Plant Pass under the GIA on Biosecurity, NZPPI has a voice and influence on government policies regarding plant production biosecurity. We worked closely with MPI on Section 3 in the new National (*Phytophthora agathidicida*) Pest Management Plan (Pa NPMP). Section 3 affects kauri producers and the hygiene practices required are based on the Plant Pass Kauri Dieback module. Producers who are certified with this module are deemed by MPI to have met the Plan's requirements.

Plant Pass was officially launched in May 2022 with a video and digital marketing campaign supported by social media, online seminars, emails, phone calls, newsletters and brochures. The launch was a huge success with the video being watched 60,000 times. As of March 2023, there were 58 producers registered with Plant Pass, a further 16 certified and seven agencies had signed the Plant Buyers' Accord. NZPPI employed Programme Manager Karen Scott to oversee Plant Pass and NZPPI engagement with the agencies in the Plant Pass Governance Group. In March 2023, Karen managed NZPPI's integrity assessment of Plant Pass as an assurance scheme.





# Member Services

**Our special member services are focussed on networking events and our trolley scheme subsidies. Due to the lingering impacts of Covid, we had to keep the networking events to a minimum in the reporting year, however we were able to host our annual conference, albeit in October rather than May.**

## The NZPPI Nursery Trolley Scheme

Our trolley scheme offers an affordable and efficient logistic solution for trolley users, minimising manual labour and enhancing operational efficiency. In the past year, we experienced a rise in repair and maintenance costs, primarily due to an aging fleet.

This prompted a focus on restoring trolley functionality and reducing downtime with the help of a dedicated Repair Agent.

NZPPI Member Service Manager, Andrew Grant has elevated professionalism and efficiency,

leading to improved communication, streamlined administrative processes, error reduction, and quick resolutions of member queries. Customer experience was also enhanced, solidifying the NZPPI Trolley Scheme's reputation as a dependable partner.

The commitment to customer service will be further refined to better support members' operational needs. The trolley scheme remains a substantial benefit for NZPPI members, offering considerable value by facilitating plant transportation across New Zealand.

Future plans involve ongoing fleet maintenance optimisation, cost-saving measures in repairs and freight, and exploring sustainable transportation options.

## Annual Conference

Our 2022 Conference had the theme "Bringing Plants to Life – Our Sustainability Story". It was held at the Napier War Memorial and attended by over 100 NZPPI members and supporters. Incorporating our annual awards dinner, we presented the inaugural Fraser Award for career development and four life member awards – to Peter Fraser, the late Carol Fraser, Vince Wylaars and Malcolm Woolmore.



The feedback from the participants was that it was a fantastic event, with relevant topics and engaging speakers. A big thanks to all our sponsors for making the event happen, in particular our sponsor partner Daltons and our three supporting sponsors, ICL, Custom Mix and Te Uru Rākau.

**Programme highlights included:**

- Acclaimed horticultural economist Dr Charlie Hall from Texas A&M University presenting on the economics of sustainability in the greenlife industry.
- Chief Science advisor, Dame Juliette Gerard talking about the important role that science plays in shaping policy and solving problems such as plastics waste,
- Sandy Botterill talking about how high value plastic, such as PET, has a greater chance of being part of an economically viable reuse or recycling programme.
- The Advanced Hort Plants Innovation lab, with Lincoln University Associate Professor Clive Kaiser, Alistair Mowat of Thought Strategy Limited and Nathan Hewson of Advanced Hort.
- The Leadership Workshop with industry expert Sue Pickering.



**Go Gardening Magazine**

Go Gardening magazine goes from strength to strength with steadily increasing demand, demonstrating the growing interest in home gardening. Go Gardening reaches about 40,000 to 50,000 people per issue, and the Kids Go Gardening reaches around 9000 to 10,000.

The magazines are also embedded in Palmers and Gardening Industry Network digital marketing campaigns, which involves a further reach of around 100,000 consumer gardeners. We have been working with the Go Gardening team to profile former Young Achiever finalists to boost interest in plant careers.

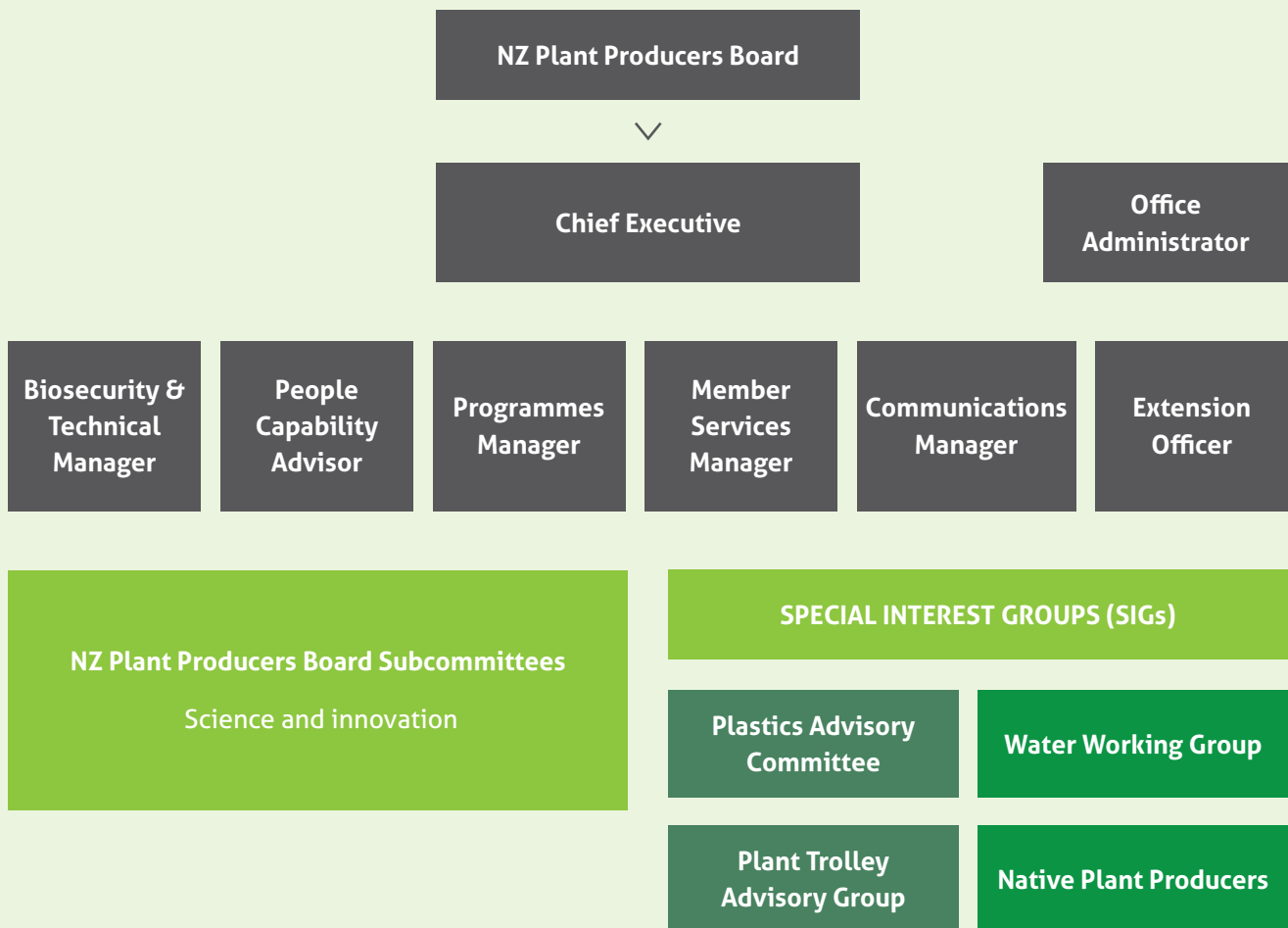


“ A fantastic event, with relevant topics and engaging speakers.



# NZ Plant Producers Inc

## Structure 2022–2023



### REGISTERED OFFICE

Level 5, Featherston Tower  
23 Waring Taylor Street  
Wellington  
Phone: 04 918 3511  
Email: [office@nzppi.co.nz](mailto:office@nzppi.co.nz)  
Website:  
[www.nzppi.co.nz](http://www.nzppi.co.nz)  
[www.gogardening.co.nz](http://www.gogardening.co.nz)  
[www.plantcareers.co.nz](http://www.plantcareers.co.nz)  
[www.youngachiever.co.nz](http://www.youngachiever.co.nz)  
[www.plantpass.org.nz](http://www.plantpass.org.nz)

### NZPPI STAFF

Matthew Dolan, Chief Executive  
Kathryn Hurr, Biosecurity and Technical Manager  
Karen Scott, Programmes Manager  
Kirsty Fyfe, Communications Manager  
Alice Schofield, People Capability Advisor  
Hayley Young, Office Administrator  
Andrew Grant, Member Services Manager  
Jacinta Harrop, Extension Officer



# NZ Plant Producers Inc

## Board 2022-2023

**Marie Taylor**  
**Plant Hawke's Bay**  
**Board Chair (from Nov 2022)**  
**e:** [planthawkesbay@xtra.co.nz](mailto:planthawkesbay@xtra.co.nz)  
**p:** 027 442 4536

**Daniel Mahoney**  
**Waimea Group**  
**Sector Representative**  
**e:** [daniel.m@waimea.group](mailto:daniel.m@waimea.group)  
**p:** 027 420 1090

**Nick Hoskins**  
**Riversun Nursery**  
**Fruit trees and vines**  
**e:** [nick@vinemanagers.co.nz](mailto:nick@vinemanagers.co.nz)  
**p:** 027 248 7724

**Steve Burton**  
**Annton Nursery**  
**Representing producers**  
**supplying food crops**  
**(vegetables, berries, tomatoes**  
**but excl. orchards & vineyards)**  
**e:** [steve@anntonnursery.co.nz](mailto:steve@anntonnursery.co.nz)  
**p:** 027 275 8874

**Cliff Scott**  
**Growing Spectrum**  
**Representing producers selling**  
**to retailers or home gardeners.**  
**e:** [cliff@growingspectrum.co.nz](mailto:cliff@growingspectrum.co.nz)  
**p:** 021 995 464

**Mike Simpson**  
**Waimea Group**  
**Board Chair (retired Nov 2022)**

### LIFE MEMBERS

Stan Palmer 1982  
 David Goudie 1989  
 Don Little 1994  
 Mark Dean 2000  
 Keith Lowe 2004  
 Athol McCully 2004  
 Peter Tayler 2007  
 Peter Pattullo 2008  
 Peter Fraser 2020  
 Carol Fraser 2020  
 Vince Wylaars 2021  
 Malcolm Woolmore 2021

### OTHERS

Solicitors: Morrison Kent  
 Auditor: Moore Markhan  
 Bank: Westpac  
 Accountant: BDO

### 2022/23 BOARD

#### DIRECTOR MEETING ATTENDANCE

Board members	Meetings Held	Attendance
Steve Burton	4	4
Nick Hoskins	4	4
Daniel Mahoney	4	4
Cliff Scott	4	4
Mike Simpson	2	2
Marie Taylor	4	3

# Member and Industry Partners

As at 31 March 2023

## PRODUCER MEMBERS

Acers Unlimited NZ Limited	Kauri Park Nurseries Ltd	RhodoDirect
Alter-Natives Nursery & Landscaping	Kentia Palms	Riversun Nursery Ltd
Ambrosia Nurseries Ltd	King's Plant Barn	Robinsons Nursery Ltd (new)
Annton Nursery Ltd	Kiwi Colour Ltd	Rural Design 1984 Ltd
Appletons Tree Nursery Ltd	Kiwiflora Ltd	Rupex Growtech (new)
Arcadia Plants	Korimako Habitats Ltd	Sanctuary Mountain
Ardmore Nurseries Ltd	Kumanu Environmental	Maungatautari
Awhitu Landcare	Kumeu Garden Hub	Scott Base Nurseries
Baker Boys Wholesale Nursery	Landscape Essentials	Scrub Growers Ltd
Bambina Rose NZ Ltd	LE Cooke Nurseryman Ltd	Southern Woods Nursery Ltd
Beaumont's Nurseries Ltd	Leacroft Nurseries Ltd	Stanmore Farms
Black Bridge Nurseries	Lifetech Laboratories Ltd	Tawa Native Revegetation
Blue Mountain Nurseries	Liner Plants NZ Ltd	Te Kotahitanga E Mahi Kaha Trust (new)
Butler Nursery	Lowlands Nursery	Tharfield Nursery Ltd
Clarks Nursery	Lynwood Avocado Nursery Ltd	The Gorge Nursery
Clevedon Nurseries	Magnolia Grove	The Little Big Tree Company
Coastlands Plant Nursery Ltd	Mangawhai Natives	Titoki Nursery Ltd
Colorworx Nursery Ltd	Maryflower	Totara Glen Nurseries
Container Nurseries Ltd	Millfield Nursery	Treeline Native Nursery
Elysian Plants	N.M Floraculture	Trents Nursery Ltd
Fern Factor Ltd	Native Garden Nursery	Twining Valley Nurseries
Forevergreen Seedlings Ltd	NativeAwa Ltd	Van Lier Nurseries Ltd
Fruitcraft New Zealand Ltd	Naturally Native New Zealand Plants (2013)	Vibrant Earth Ltd
Full Bloom Nursery Ltd	Natures Creation Ltd	Vine Nursery New Zealand Ltd
Garden Barn Ltd	New Zealand Delphiniums	Waimea Group Ltd
Genesis Nurseries Ltd (new)	Nga Rakau Nurseries Ltd	Zealandia Horticulture
Goodfeed Limited	Nga Uri o Hau Native Nursery	
Growing Spectrum New Zealand Ltd	NZ Native Plant Nursery	<b><u>WITHDRAWN</u></b>
Hahei Plants Ltd	OE Nursery Whanganui Prison	Evandale gardens (change of ownership)
Harrisons Country Gardenworld	Opihi Nurseries Ltd	Lyndale Nursery (change of ownership)
Hokianga Harbour Care	Ormond Nurseries Ltd	Stricks Nursery (withdrawn)
HoroHoro Native Tree Nursery	Paan Banaraswala	Hills Nurseries (no response)
Icon Trees	Palm Garden Limited	Kereru Gardens (no response)
Infracore	Plant Hawke's Bay	Ngarua Blueberries (no response)
Kaipara Coast Plant Centre	Porirua City Council	Nudo Herbs (no response)
Kaipatiki Project	Pukerau Nursery	Harrisons Trees (withdrawn)
	Rainbow Park Nurseries Ltd	
	Reforest Native Plants & Seeds Ltd	



## INDUSTRY PARTNERS

Acacia Bay Nursery  
Advanced Hort Ltd  
Aeroview Garden Centre (2013) Ltd  
Aorangi Bulb Nurseries Ltd  
Auckland Council (Botanic Gardens)  
Aussie Winners Pty Ltd  
Big Jim's Garden Centre  
Biogrow (2013) Limited  
Bloomfields Garden Centre  
Blueskin Nurseries Ltd  
Campbell's Garden Centre  
California Home and Garden  
Carine Garden Centre & Water World  
Cazna (NZ) Limited  
Church Street Garden Central  
Clareville Nursery and Garden Centre  
Concept-Botanica Ltd  
Country Dog Garden Centre  
Custom Mix Limited  
Daltons  
Data Harvest  
David King - Plant Nursery Consultant  
Decor Gardenworld  
Eastwoodhill Arboretum  
Egmont Seed Company Ltd  
Fairfield Garden Centre  
Fiordland Nurseries & Mower Centre  
Gammans-Granulated Bark & Potting Mix  
Garden Edge  
Geraldine Garden Centre  
Get Growing Garden Supplies Ltd  
GoodToGrow NZ Ltd  
Green Harvest Pacific Ltd  
Green Door Garden & Gifts  
Greenleaf Plant Centre  
Greenroot  
Greymouth Garden Centre Groconut Ltd  
Grow Landscape & Lifestyle  
Growell Ornamental Plants  
Headford Propagators  
Hedge Garden Design & Nursery  
Hire Plants Ltd  
ICL  
Intelligro  
Just Plants Limited  
Kaimai Garden Centre  
Kii Tahi Limited  
KingGrapes Ltd  
Kiwi Flora Ltd  
Kiwi Labels Ltd  
Limb to Limb Tree Care Limited  
Lushingtons Garden Gift & Café  
Mackie's Garden Centre  
Masons Garden Centre & Nursery  
Mitre 10 (NZ) Ltd  
Mitre 10 Alexandra  
Mitre 10 Beachlands  
Mitre 10 Beckenham  
Mitre 10 Crofton Downs

Mitre 10 Cromwell  
Mitre 10 Dannevirke  
Mitre 10 Feilding  
Mitre 10 Gisborne  
Mitre 10 Gore  
Mitre 10 Helensville  
Mitre 10 Kaitaia  
Mitre 10 Kerikeri  
Mitre 10 Martinborough  
Mitre 10 Marton  
Mitre 10 Matamata  
Mitre 10 Morrinsville  
Mitre 10 Motueka  
Mitre 10 New Plymouth  
Mitre 10 Oamaru  
Mitre 10 Onehunga  
Mitre 10 Opotiki  
Mitre 10 Otorohanga  
Mitre 10 Papamoa  
Mitre 10 Taumaranui  
Mitre 10 Te Anau  
Mitre 10 Te Puke  
Mitre 10 Waihi  
Mitre 10 Waiuku  
Mitre 10 Westport  
Mitre 10 Whakatane  
Mitre 10 Whangaparaoa  
Mitre 10 Winton  
Mitre 10 Mega Albany  
Mitre 10 Mega Ashburton  
Mitre 10 Mega Botany  
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 Henderson  
Mitre 10 Mega Hornby  
Mitre 10 Mega Invercargill  
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 Lynn  
Mitre 10 Mega New Plymouth  
Mitre 10 Mega Palmerston North  
Mitre 10 Mega Papanui  
Mitre 10 Mega Petone  
Mitre 10 Mega Porirua  
Mitre 10 Mega Pukekohe  
Mitre 10 Mega Queenstown  
Mitre 10 Mega Rangiora  
Mitre 10 Mega Rotorua  
Mitre 10 Mega Ruakura  
Mitre 10 Mega Takanini  
Mitre 10 Mega Taupo  
Mitre 10 Mega Tauranga

Mitre 10 Mega Te Awamutu  
Mitre 10 Mega Te Rapa  
Mitre 10 Mega Upper Hutt  
Mitre 10 Mega Wanganui  
Mitre 10 Mega Warkworth  
Mitre 10 Mega Westgate  
Mitre 10 Mega Whangarei  
Needful Things - Home & Garden  
New Plymouth District Council  
Norwood Ind Pty Ltd  
Ouruhia Nursery Ltd  
Outer Space Landscape Company  
Outside In  
Pacifica Home and Garden  
Palmers Welcome Bay  
Palmers Albany  
Palmers Bethlehem  
Palmers Frankton  
Palmers Miramar  
Palmers New Plymouth  
Palmers Pakuranga  
Palmers Plimmerton  
Palmers Remuera  
Palmers Rotorua  
Palmers St James  
Palmers Whangarei  
Plantarama Garden Centre  
Payless Plants  
Place for Plants  
Plant & Food Research  
Plant Zone Direct  
Plantorama Nursery  
Plants on the Move Ltd  
Portstone Garden Centre  
Pukekura Park Fernery  
Pūniu River Care  
Redwoods Garden Centre  
Roselands Pets & Plants  
Syngenta Flowers  
Te Ngahere Ltd  
The Garden Depot  
The Garden Depot Levin  
The Garden Depot Napier  
The Garden Shop  
The Reference Publishing Co Ltd  
The Tree Company Limited  
Toi Ohomai Institute of Technology  
Transflora  
Tranzplants (2008) Ltd  
Tuaropaki Trust  
T&G Global  
Terra Viva Home & Garden  
The Urban Garden  
Twigland Gardeners World  
TNZ Growing Products Ltd  
Tumbleweed Coastal Plants Ltd  
Wal's Plant Land  
Wanganui Garden Centre  
Warren Engineering Ltd  
Woodend Nurseries  
YouthGrow Garden Centre

# 2022 Annual General Meeting

## Minutes

### Minutes of the Annual General Meeting of The New Zealand Plant Producers Incorporated



Minutes of the Annual General  
Meeting of The New Zealand Plant  
Producers Incorporated  
Thursday 13 October 2022, 1pm  
Napier War Memorial Centre

#### Welcome

Mike Simpson presented an opening address and welcomed members and guests. Meeting opened at 1:16pm

#### Present – in Napier:

11 Members, Mike Simpson (Chair), Matthew Dolan (CE), Hayley Young (minutes) Kathryn Hurr (NZPPI), Kirsty Fyfe (NZPPI), Andrew Grant (NZPPI), Alice Schofield (NZPPI), Jacinta Harrop (NZPPI).

#### Proxy Votes:

Held by Marie Taylor:

- Joanne Hurley (Van Lier Nurseries Ltd)

Held by Richard Beaumont:

- Les Anstis (Naturally Native)
- Philip Smith (Totara Glen Nurseries)

Held by Matthew Dolan:

- Grant Williams (Palm Garden)
- Sis Johnston (The Gorge Nursery)
- Jane Straka (Scrub Growers)
- Matt Jackman (Minginui)

Held by Mike Simpson:

- Mary Duncan (Vibrant Earth)
- John Perry (Southern Woods)

Held by Grant Eyre:

- Clifford Scott (Growing Spectrum)

Held by Michael Scott:

- Heath Worsfold (Rural Design)



# 2022 Annual General Meeting

## Minutes

Held by Mark Wilson:

- Robert Mark McRae (Container Nurseries)

Held by Vince Wylaars:

- Mike Cato (Icon Trees)

***The quorum of 20 plant producer members is reached***

**Apologies:**

- Paul Clark – Clark’s nursery
- Joanne Hurley – Van Lier Nurseries
- Keith Lowe – Millfield Nursery
- Les Anstis – Naturally Native
- Mike Cato – Icon Trees
- Mary Duncan – Vibrant earth
- Cliff Scott – Growing Spectrum
- Grant Williams – Palm Garden
- Sis Johnston – The Gorge Nursery
- Heath Worsfold – Rural Design
- Jane Straka – Scrub Growers

***Accepted (M Simpson / N Hoskins)***

**Media Present:**

- No media present.

**Minutes of Previous AGM – 21 October 2021**

***Motion***

*(M Simpson / M Wilson)*

That the minutes of the previous AGM are a true and correct record.

***PASSED***

***Previous minutes are signed by M Simpson***

- Matters arising from the previous minutes – None.

**Chair and CE Reports**

The Chair Review of the Year is given.

***Motion***

*(M Simpson / Dan Mahony).*

That the SIG Reports are taken as read and adopted.

***PASSED***

***Motion***

*(M Dolan / M Taylor).*

That the Annual Report for the year ended 31 March 2022 is adopted.

***PASSED***

**Financial Report**

- Matt Dolan presented the financial report for the 2021/22 financial year, and a summary of financial statements. Apologies for the lateness of the report, auditor shortages have delayed the audit process, which in turn has made the printing and compiling of the report late.

***Motion***

*(M Simpson / D Mahony).*

That the Financial Report and Financial Statements for the financial year ended 31 March 2022 are adopted.

***PASSED***

# 2022 Annual General Meeting

## Minutes

### Appointment of Auditor

#### **Motion**

*(M Simpson / N Hoskins)*

That Moore Markhams are appointed as Group Auditors for the 2022/23 financial year.

A majority show of hands carries the motion.  
There are no oppositions.

**PASSED**

### Board remuneration

M Simpson proposes that we accept the resolution on the provision that the attendance register is published and compiled in the annual report.

A majority show of hands carries the motion.  
There are no oppositions.

**PASSED**

### Constitutional Changes

Constitutional changes to be reviewed at a Special General Meeting

### Notice of Motion

- None

### General Business

There was no general business from the floor.

The meeting concluded at 2.02pm

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Chair:

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Date:



# Special General Meeting 2023

## Minutes

### Minutes of the Special General Meeting of The New Zealand Plant Producers Incorporated



Minutes of the Special General  
Meeting of The New Zealand Plant  
Producers Incorporated  
Tuesday 28 March 2023, 1.30pm,  
Online via Zoom

#### Welcome

Meeting opened at 1.30pm

C Scott presented an opening address and welcomed members.

#### Present – Online (14 Members)

Cliff Scott, ((Growing Spectrum) Chair), Matthew Dolan (CE), Hayley Young (minutes), Kirsty Fyfe (NZPPI) Mark Wilson (Lifetech Laboratories), Daniel Mahony (Waimea), Marie Taylor (Plant Hawke's Bay), Kara Beaumont (Ardmore), Lana Hope (Native Garden Nursery) Mark McRae (Container Nurseries), Sis Johnston (The Gorge Nursery), Les Anstis (Naturally Native), Andrew Tayler (Rainbow Park), Geoff Thorpe (Riversun), Nick Hoskins (Riversun), John Perry (Southern Woods), Stephen Burton (Annton), Peter Tayler (Life Member)

**It is noted** that the notice period required for an SGM is 14 days. The SGM notice and remits were presented to Members on 15th March, which is 13 days of notice. It is noted this shorter notice period is outside the Constitution. This will be addressed at the start of the meeting.

Proxies held by the chair – Cliff Scott:

- Tony Ho – Full Bloom Nursery
- Matthew Bailey – Kings Plant Barn
- Grant Williams – Palm Garden
- Anthony Washington – The little big tree company
- Mike Cato – Icon Trees

Proxies held by Marie Taylor:

- Heath Worsfold – Rural Design

***The quorum of 20 plant producer members is reached.***

# Special General Meeting 2023

## Minutes

### Constitutional Changes

**The Chair states the business to be dealt with today is restricted to the proposals presented in the meeting notice.**

Remits will be passed by a majority vote, as confirmed by the Chair.

### Meeting notice timeframe:

**Chair:** Move to propose that we continue with the meeting, noting that the notice period was 13 days.

### **Secunder: Sis Johnston**

- Les Anstis opposes the continuation of the meeting, stating that it is unconstitutional.
- M Dolan explains that NZPPI has sought legal advice and the lawyer made it clear that if it is presented, and voted upon that the members wish to go ahead by a majority vote, it is still able to proceed.
- Vote by show of hands to continue the meeting.

Clear majority in voting to proceed on 13-day discrepancy (versus 14 days)

**CARRIED**

### Resolution One:

**Chair:** "I move that resolution one: **That the proposed changes to Classes of Members (4.2) and Board Composition (10.1) are adopted.** Do we have a seconder?"

### **Secunder: Marie Taylor**

- S Johnston asks the motive behind realigning the sectors.
- M Dolan explains that it comes from feedback, and from the desire to create more evenly sized sectors.
- S Johnston questions if NZPPI can see any downfalls in the process.

- L Anstis has a problem with the structure, potentially setting the Board up to be taken over by one person. Questions the risks to NZPPI. Saying that vacancies on the board would mean the chair could appoint two people and have control by having hung votes but as the chair they have the casting vote.
- L Anstis is challenged by S Johnston saying that the whole constitution is set up to benefit large players anyway.
- Lana Hope questions whether the re grouping of sectors would mean that revegetation could be represented by forestry.
- M Dolan explains that it is a possibility, but it still requires a nomination and a vote.

**Accept the motion – SHOW OF HANDS 18 FOR (including proxies)**

**CARRIED**

### Resolution Two:

**Chair:** "I move that resolution two: **That the proposed changes to Membership (5.3) are adopted.** Do we have a seconder?"

### **Secunder: Peter Tayler**

**Accept the motion – 19 votes FOR (including proxies)**

**CARRIED**

### Resolution Three:

**Chair:** "I move that resolution three: **That the proposed changes to Membership (8.1) & (8.1 a) are adopted.** Do we have a seconder?"

### **Secunder: Sis Johnston**

- Geoff Thorpe states that this could enable people to still vote in AGM if they have already paid their fees.
- M Dolan states that this resolution is to just put a stake in the ground to have a clear beginning and end for membership processes



# Special General Meeting 2023

## Minutes

- G Thorpe states that the solution seems to be making things more complex, G Thorpe requests an amendment on the proposal; membership ceases as soon as resignation note is received, and any membership fees received will not be refunded.
- C Scott states that due to the nature of the SGM there will be no amendments to resolutions.
- Les Anstis argues that due process requires a vote on the amendment.
- C Scott says that there may be other implications to the amendment

### **Resolution WITHDRAWN**

#### **Resolution Four:**

**Chair:** "I move that resolution four: **That the proposed changes to: a. Remuneration (10.4) is adopted. b. Transitional Board (11) is adopted. Do we have a seconder?"**

**Secunder: Peter Tayler**

**Accept the motion – 19 votes FOR (including proxies)**

**CARRIED**

#### **Resolution Five:**

**Chair:** "I move that resolution five: **That the proposed changes to: a. Election of Sector Board Members and Elected Producer Members (12. c) are adopted. b. Subscriptions (35) are adopted. Do we have a seconder?"**

**Secunder: Marie Taylor**

**Accept the motion – 18 votes FOR (including Proxies)**

**CARRIED**

#### **Resolution Six:**

**Chair:** "I move that resolution six: **That the proposed changes to (43), (44) & (49) are adopted. Do we have a seconder?"**

**Secunder: Daniel Mahony**

- It is noted by Steve Burton here, that there is a spelling error in dissolutions should be 'objectives' not 'objects'.

**Accept the motion – 18 votes FOR (including proxies)**

**CARRIED**

Meeting closed at 2.31 pm.

Minutes signed as a true and correct record:

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Chair:

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Date:

# Annual General Meeting

## 2023 Remits

The following remits will be considered at the NZPPI 2023 Annual General Meeting being held on 28 September 2023 at 1pm at the Zealong Tea Estate in Hamilton. The documents referred to in Remits 1 to 4 are in this annual report.



### Remit 1

That the draft minutes (page 20) of the NZ Plant Producers Inc. Annual General Meeting held on 13 October 2022 in Napier be taken as a true and correct record of that meeting.

*Proposed by the NZPPI Board*

### Remit 2

That the draft minutes (page 25) of the NZ Plant Producers Inc. Special General Meeting held on 28 March 2023 via Zoom be taken as a true and correct record of that meeting.

*Proposed by the NZPPI Board*

### Remit 3

That the Annual Report for the year ended 31 March 2023 be taken as read and adopted.

*Proposed by the NZPPI Board*

### Remit 4

That the audited NZ Plant Producers Inc. Financial Statements (page 27) for the year ended 31 March 2023 be adopted.

*Proposed by the NZPPI Board*

### Remit 5

That the NZPPI annual subscription for producer membership remains at 0.3% of fee-relevant turnover based upon a validated producer declaration.

*Proposed by the NZPPI Board*

### Remit 6

That Moore Markhams be appointed auditors for the financial year ended 31 March 2024.

*Proposed by the NZPPI Board*



## New Zealand Plant Producers Incorporated

# Financial Statements

For the year ended 31 March 2023

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### FINANCIAL INFORMATION:

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## Entity Information

For the year ended 31 March 2023

**Legal Name of Entity:** New Zealand Plant Producers Incorporated

**Other Name:** NZPPI

**Type of Entity:** Incorporated Society

**Registration Number:** 215810

### Entity's Purposes/Mission

New Zealand Plant Producers Incorporated works to ensure a thriving plant production industry widely respected for its professionalism, innovation, and major contribution to NZ. We do this by enabling our members to operate sustainable, productive businesses. We are a signatory to the GIA on Biosecurity readiness and response, on behalf of our members.

### Entity Structure

**Governance Structure:** Our Constitution states that we must have between six and eight Board members. We currently have six members that constitute our governance board, including five plant producer representatives, and the Chief Executive. Board members may lead sub-committees as determined by our annual work plan and priorities.

**Operational Structure:** Our operations are managed by a team of seven paid employees, and an additional three paid contractors who do work as and when required. We collaborate with various companies and government departments as and when required.

### Main Sources of the Entity's Cash and Resources

New Zealand Plant Producers Incorporated receives its income in the form of voluntary membership subscription fees from Plant Producers and Industry Partners from around New Zealand. Other income is derived from a mixture of government contracts, sponsorship, and grants. A commercial arm (Nurserymens Enterprises Limited) generates income via a magazine and a plant trolley hire system.

### Main Methods Used by the Entity to Raise Funds

The main method of raising funds is to recruit new members to New Zealand Plant Producers. Other methods include:

- We are currently establishing a government contract to be scheme managers for Plant Pass, a nationwide biosecurity scheme for plant producers.
- The trolley hire system has been invested in, in order to grow potential profits to be used to benefit our members.

### Main Methods Used by the Entity to Raise Funds

Sponsorship is regularly sought to fund events and training opportunities of benefit to plant producers. Volunteers are not relied upon.

### Physical and Postal Address

PO Box 3443, Wellington 6140

Level 5, Waring Taylor St, Wellington 6011



# Consolidated Statement of Financial Performance

For the year ended 31 March 2023

	Note	2023 \$	2022 \$
<b>Revenue</b>			
Conference revenue		79,055	1,229
GG magazine revenue		330,593	294,112
Gift cards & voucher revenue	3	64,288	69,839
Grant revenue		185,710	100,280
Membership revenue		848,854	809,195
PPBS revenue		260,851	138,242
Trolley leases & maintenance revenue	4	410,739	321,304
Investment surplus/(loss)	5	(13,799)	(2,310)
COVID-19 wage subsidy		1,800	-
Other revenue		1,985	10,671
<b>Total Revenue</b>		<b>2,170,075</b>	<b>1,742,563</b>
<b>Expenses</b>			
Achieving excellence expenditure	6	(150,573)	(131,081)
Conference expenditure		(79,393)	-
GG magazine expenditure		(260,781)	(227,140)
Gift cards & voucher expenditure	3	(9,223)	(9,219)
Plant pass expenditure	6	(260,816)	(68,223)
Supporting our industry expenditure	6	(23,145)	(23,692)
Trolley programme expenditure	4	(369,493)	(240,665)
Operating expenditure	7	(998,983)	(819,846)
<b>Total Expenses</b>		<b>(2,152,407)</b>	<b>(1,519,866)</b>
<b>Net Surplus/(Deficit) Before Tax</b>		<b>17,668</b>	<b>222,697</b>
Income tax expense	8	-	-
<b>Total Surplus/(Deficit) for the Year</b>		<b>17,668</b>	<b>222,697</b>

The above statements should be read in conjunction with the notes to and forming part of the financial statements.

# Consolidated Statement of Accumulated Funds

For the year ended 31 March 2023

	Accumulated Surplus or Deficits \$	NGIA Sector Funds \$	Research Reserve \$	Accumulated Funds \$
<b>Balance at 31 March 2021</b>	326,651	143,213	144,039	613,903
Profit or loss for the year	222,697	-	-	222,697
Return of funds to sector	-	(15,205)	-	(15,205)
<b>Balance at 31 March 2022</b>	<u>549,349</u>	<u>128,008</u>	<u>144,039</u>	<u>821,396</u>
Profit or loss for the year	17,668	-	-	17,668
Return of funds to sector	-	(1,725)	-	(1,725)
<b>Balance at 31 March 2023</b>	<u>567,017</u>	<u>126,283</u>	<u>144,039</u>	<u>837,339</u>

The above statements should be read in conjunction with the notes to and forming part of the financial statements.



# Consolidated Statement of Financial Position

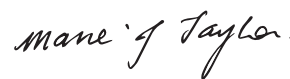
As at 31 March 2023

	Note	2023 \$	2022 \$
<b>Accumulated Funds</b>			
NGIA sector funds	15	126,283	128,008
Research reserve	15	144,039	144,039
Accumulated surplus or deficits		567,017	549,349
<b>Total Accumulated Funds</b>		<b>\$837,339</b>	<b>\$821,396</b>
<b>ASSETS</b>			
<b>Current Assets</b>			
Accrued revenue		51,502	3,648
Cash and cash equivalents	11	232,931	290,960
GST receivable		25,712	-
Income tax receivable	8	894	261
Investments	12	26,926	28,952
Prepayments		41,392	40,262
Trade receivables		146,845	476,685
Work in progress		-	14,253
<b>Total Current Assets</b>		<b>526,202</b>	<b>855,022</b>
<b>Non - Current Assets</b>			
Investments	12	94,776	115,916
Intangible assets	13	8,700	18,505
Property, plant and equipment	14	728,727	522,162
<b>Total Non - Current Assets</b>		<b>832,203</b>	<b>656,583</b>
<b>TOTAL ASSETS</b>		<b>1,358,405</b>	<b>1,511,605</b>
<b>LIABILITIES</b>			
<b>Current Liabilities</b>			
Accrued expenses		42,090	33,079
Cash and cash equivalents	11	34,042	66,441
GST payable		-	69,633
Employee benefits		28,617	17,285
Grant income in advance		-	41,810
Trade payables		107,616	124,706
Trolley lease income in advance	10	308,701	239,050
Unredeemed gift cards	9	-	98,205
<b>Total Current Liabilities</b>		<b>521,066</b>	<b>690,210</b>
<b>TOTAL LIABILITIES</b>		<b>521,066</b>	<b>690,210</b>
<b>NET ASSETS</b>		<b>\$837,339</b>	<b>\$821,396</b>

Approved for and on behalf of the board on \_\_\_\_\_ 2023:



Matthew Dolan – CEO



Marie Taylor – Chair

The above statements should be read in conjunction with the notes to and forming part of the financial statements.

# Consolidated Statement of Cash Flows

For the year ended 31 March 2023

*“How the entity has received and used cash”*

	2023	2022
Note	\$	\$
<b>Cash Flows From Operating Activities</b>		
Grants, donations and other similar receipts	145,700	100,280
Fees, subscriptions and other receipts from members	783,322	562,340
Receipts from providing goods or services	1,421,610	661,743
Interest, dividends and other investment receipts	(2,547)	(2,838)
Payments to suppliers and employees	(1,996,369)	(1,345,454)
Income taxes paid	(633)	3,390
Net GST	(57,906)	(56,267)
<b>Net Cash Flows From Operating Activities</b>	<b>293,177</b>	<b>(76,807)</b>
<b>Cash Flows From Investing Activities</b>		
Payments to acquire property, plant and equipment	14 (314,993)	(274,151)
Payments to acquire intangible assets	13 (2,090)	(16,380)
<b>Net Cash Flows From Investing Activities</b>	<b>(317,083)</b>	<b>(290,531)</b>
<b>Cash Flows From Financing Activities</b>		
Repayment of Sector Funds	(1,725)	(15,205)
<b>Net Cash Inflow From Financing Activities</b>	<b>(1,725)</b>	<b>(15,205)</b>
<b>Net Increase/(Decrease) in Cash and Cash Equivalents</b>	<b>(25,632)</b>	<b>(382,543)</b>
<b>Cash and Cash Equivalents at Beginning of Year</b>	<b>224,519</b>	<b>607,062</b>
<b>Cash and Cash Equivalents at End of Year</b>	<b>11 \$ 198,888</b>	<b>\$ 224,519</b>
<i>This is represented by:</i>		
Bank accounts and credit cards	11 232,931	290,960
Bank overdrafts and credit cards	11 (34,042)	(66,441)
<b>Total Cash and Cash Equivalents</b>	<b>\$ 198,889</b>	<b>\$ 224,519</b>

The above statements should be read in conjunction with the notes to and forming part of the financial statements.



## “How did we do our accounting”

### 1. REPORTING ENTITY

The consolidated financial statements of New Zealand Plant Producers Incorporated (“NZPPI”), as at and for the year ended 31 March 2023 comprise the society and its subsidiary Nurserymens Enterprises Limited (“NEL”) (together referred to as the “Group”). NZPPI has elected to step up to Tier 2 PBE Standards and apply PBE IPSAS 35 and PBE IPSAS 38 to prepare consolidated financial statements.

NZPPI is an incorporated society incorporated on 12 March 1943 under the Incorporated Societies Act 2022.

### 2. BASIS OF PREPARATION

#### (a) Statement of Compliance

NZPPI has elected to apply PBE SPR-A (NFP) Public Benefit Entity Simple Format Reporting - Accrual (Not-for-profit) on the basis that it does not have public accountability and had total annual expenditure for the two years preceeding the year ended 31 March 2023 of less than \$2 million. All transactions in the Performance Report are reported using the accrual basis of accounting. The Performance Report is prepared under the assumption that the entity will continue to operate in the foreseeable future.

These financial statements were authorised for issue by the Chief Executive and Chairman on \_\_\_\_\_ 2023.

#### (b) Basis of Consolidation

##### Controlled Entities

Controlled entities are entities controlled by the Group. The Group controls an entity when it is exposed to, or has rights to, variable returns from its involvement with the entity and has the ability to affect those returns through its power over the entity. The financial statements of controlled entities are included in the consolidated financial statements from the date that control commences until the date that control ceases.

##### Transactions Eliminated on Consolidation

Intra-group balances and transactions, and any unrealised income and expenses arising from intra-group transactions, are eliminated in preparing the consolidated financial statements.

#### (c) Revenue Recognition

##### Grant Revenue

Grant revenue is recognised as revenue when the funds are received, unless there is an obligation to return the funds if conditions are not met. If there is such an obligation, the funds are recorded as a liability and recognised as revenue when the conditions are subsequently satisfied.

##### Sale of Services

Revenue from the sale of services is recognised by reference to the stage of completion of the services delivered at balance date as a percentage of the total services to be provided.

##### Sale of Goods

Revenue from the sale of goods is recognised when the goods are sold to the customer.

##### Interest and Dividend Revenue

Interest revenue is recognised as it is earned during the year. Dividend revenue is recognised when the dividend is declared.

##### Lease Revenue

Lease revenue is recognised in the surplus or deficit on a straight-line basis over the term of the lease.

##### Gift Card & Voucher Revenue

Gift card and voucher revenue recognised in the surplus or deficit comprises of the following:

- commissions received when a gift card or voucher is redeemed at a participating garden centre, or
- the gift card or voucher has expired and there is no future cash outflows expected

## Notes to and forming part of the Consolidated Financial Statements

For the year ended 31 March 2023

**(d) Employee-Related Costs**

Wages, salaries, annual leave and superannuation contributions are recognised as an expense in the surplus or deficit as staff provide services and become entitled to wages, salaries, annual leave and superannuation contributions.

**(e) Lease Expenses**

Lease payments are recognised as an expense on a straight-line basis over the term of the lease.

**(f) Direct and Operating Expenses**

These costs are recognised as an expense when the related goods or service has been received.

**(g) Cash and Cash Equivalents**

Cash and cash equivalents comprise of cash on hand, bank accounts and credit cards held. Cash and cash equivalents are measured at the amount held or withdrawn.

**(h) Accounts Receivable**

Accounts receivable are initially recorded at the amount owed. When it is likely the amount owed (or some portion) will not be collected, a provision for impairment is recorded and the loss is recognised as a bad debt expense.

**(i) Investments**

NZPPI has elected to step up to Tier 2 PBE accounting standards and apply PBE IPSAS 28 Financial Instruments: Presentation, PBE IPSAS 29 Financial Instruments: Recognition and Measurement and PBE IPSAS 30 Financial Instruments: Disclosures to account for investments held. All other financial assets and liabilities are accounted for under Tier 3 PBE accounting standards.

Investments comprise of investments in fixed interest and equity instruments.

Fixed interest and equity investments classified as available for sale and are initially recognised at cost, and subsequently carried at fair value through profit or loss. Fair value is deemed to be the current market price.

**(i) Property, Plant & Equipment**

Property, plant, and equipment are stated at historical cost less any accumulated depreciation. Historical cost includes expenditure directly attributable to the acquisition of the assets and includes the cost of replacements that are eligible for capitalisation when these are incurred.

For all property, plant and equipment assets, depreciation is provided on a straight-line basis at rates that will write off the cost of the assets over their useful lives. The useful lives and associated depreciation rates of major classes of assets have been estimated as follows:

Computer Equipment - 2 to 4.8 years years (21% to 50%)  
Office Equipment 8.3 years (12%)  
Plant Trolleys 10 years (10%)

An item of property, plant and equipment is derecognised upon disposal. Any gain or loss on derecognition of the asset is included in the surplus or deficit in the year the asset is derecognised.

**(j) Accounts Payable and Accrued Expenses**

Creditors and accrued expenses are recognised at the amount owed.

**(k) Employee Costs Payable**

A liability for employee costs payable is recorded when an employee has earned the entitlement.

## Notes to and forming part of the Consolidated Financial Statements

For the year ended 31 March 2023

**(l) Good and Services Tax (GST)**

Revenue, expenses, assets and liabilities are recognised net of the amount of goods and services tax ("GST") except for receivables and payables which are recognised inclusive of GST. The net amount of GST recoverable from or payable to the IRD is included as part of other current assets or other current liabilities respectively in the Statement of Financial Position.

**(m) Income Tax**

Tax expense is calculated using the taxes payable method. As a result, no allowance is made for deferred tax. Tax expense includes the current tax liability and adjustments to prior year tax liabilities.

**(n) Comparative Figures**

The comparative figures are for the year ended 31 March 2022. The comparative figures have been updated to conform to the current years presentation, including the reclassification of expenses.



## Notes to and forming part of the Consolidated Financial Statements

For the year ended 31 March 2023

### 3. Gift Cards & Voucher Revenue & Expenditure

	2023	2022
<b>Gift Card &amp; Voucher Income</b>	\$	\$
Expired gift card write-back (see note 9)	63,948	60,408
Administration charge and commission on gift cards sold	340	9,431
<b>Total Gift Card &amp; Voucher Income</b>	<b>64,288</b>	<b>69,839</b>

### Gift Card & Voucher Expenditure

ECard program fee	917	3,986
Gift vouchers redeemed which were previously provisioned for expiry (see note 9)	7,736	4,666
Other gift card and voucher expenditure	570	567
<b>Total Gift Card &amp; Voucher Expenditure</b>	<b>9,223</b>	<b>9,219</b>

### 4. Trolley Programme Revenue & Expenditure

	2023	2022
<b>Trolley Revenue</b>	\$	\$
Trolley maintenance revenue	243,652	209,232
Trolley long term lease revenue	92,706	67,584
Trolley short term lease revenue	71,493	44,488
Trolley freight revenue	2,888	-
<b>Total Trolley Revenue</b>	<b>410,739</b>	<b>321,304</b>

### Trolley Expenditure

Trolley project administration	134	14,368
Trolley tracking project	31,300	841
Trolley repairs & maintenance	141,317	92,228
Trolley storage	36,000	23,883
Trolley depreciation	108,759	89,650
Other trolley expenses	51,983	19,695
<b>Total Trolley Expenditure</b>	<b>369,493</b>	<b>240,665</b>

### 5. Investment Surplus/(Deficit)

	2023	2022
	\$	\$
Dividend revenue	6,162	5,411
Interest revenue	3,205	938
Gain/(loss) on revaluation of investments	(23,167)	(8,659)
<b>Total Investment Surplus/(Deficit)</b>	<b>(13,799)</b>	<b>(2,310)</b>

### 6. Expenses

	2023	2022
<b>Achieving Excellence</b>	\$	\$
Bio-security advocacy	63,174	86,412
Facilitated workshops	376	7,367
GIA operational agreements	58,707	10,555
Regional meetings	5,979	7,373
Research and innovation	4,551	424
Website and newsletter	-	1,440
Young achiever award	17,785	17,510
<b>Total Achieving Excellence</b>	<b>150,573</b>	<b>131,081</b>

### Plant Pass

PPBS expenditure	-	68,223
PPBS producer engagement	102,692	-
PPBS scheme integrity & development	29,777	-
PPBS certification body	9,856	-
PPBS communications	47,817	-
PPBS plant buyers accord	3,876	-
PPBS business admin & accounting	66,798	-
<b>Total Plant Pass</b>	<b>260,816</b>	<b>68,223</b>

## Notes to and forming part of the Consolidated Financial Statements

For the year ended 31 March 2023

### 6. Expenses (cont.)

	2023	2022
<b>Supporting Our Industry</b>	\$	\$
Commercial horticulture subs	4,473	4,067
Consultancy fees	3,566	4,547
EMA subscription	11,950	14,458
PMAC GERMAC membership fees	-	620
Special interest groups	3,157	-
<b>Total Supporting Our Industry</b>	<b>23,145</b>	<b>23,692</b>

### 7. Operating Expenditure

	2023	2022
<b>Professional Fees and Bad Debts</b>	\$	\$
Accounting fees	35,279	48,654
Audit fees	23,261	24,387
Consultancy fees	-	20,000
Bad debts	16,220	9,187
ISA fees	24,050	21,550
Insurance	5,987	6,475
Professional & legal fees	-	2,291
<b>Total Professional Fees &amp; Bad Debts</b>	<b>104,797</b>	<b>132,544</b>

#### Operating Expenditure

Amortisation & depreciation	11,563	9,392
Bank & interest expenditure	14,566	4,489
Computing and subscriptions	36,720	24,949
General expenses	27,214	23,082
Rent	56,976	52,002
Telephone & fax	4,109	4,250
<b>Total Operating Expenditure</b>	<b>151,147</b>	<b>118,164</b>

#### Personnel Expenditure

Salaries	657,408	514,520
Staff expenses	6,532	4,182
<b>Total Personnel Expenditure</b>	<b>663,940</b>	<b>518,702</b>

#### Governance Expenditure

Governance	16,508	17,306
Governance retail	-	478
Meetings & travel - board	19,268	13,368
<b>Total Governance Expenditure</b>	<b>35,776</b>	<b>31,153</b>

#### Travel & Accommodation Expenditure

Meetings & travel - executive	15,422	7,606
Meetings & travel - other	27,902	11,678
<b>Total Travel &amp; Accommodation Expenditure</b>	<b>43,323</b>	<b>19,284</b>

#### Total Operating Expenditure

<b>998,983</b>	<b>819,846</b>
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## Notes to and forming part of the Consolidated Financial Statements

For the year ended 31 March 2023

### 8. Income Tax

	2023	2022
	\$	\$
Surplus/(deficit) for the year	17,668	222,697
<i>Income tax adjustments</i>		
(Surplus)/deficit for the year - non-assessable by virtue of the principle of mutuality	(18,010)	(114,878)
Incorporated Society sDV-8 exemption	(1,000)	(1,000)
Non-assessable income	(4,191)	(3,386)
Non-deductible expenses	5,712	-
Imputation credits attached to dividends received	765	629
Imputation credits utilised	(2,732)	(2,245)
Losses brought forward	(2,677,974)	(2,779,791)
<b>Taxable Income/(Losses to Carry Forward)</b>	<b>(2,679,762)</b>	<b>(2,677,974)</b>
<b>Income Tax Expense (28%)</b>	<b>-</b>	<b>-</b>
<i>Income tax asset/(liability)</i>		
Balance at the beginning of the year	261	3,651
Transfers	(55)	-
Refunds received	(240)	(3,638)
RWT paid	928	248
<b>Balance at the End of the Year</b>	<b>894</b>	<b>261</b>

### 9. Gift Cards & Voucher Liabilities

	2023	2022
	\$	\$
<b>Unredeemed Gift Card Liability</b>		
Provision as at 1 April	98,205	315,246
<i>Less</i>		
Gift cards redeemed	(34,257)	(156,633)
Gift cards expired during the year	(63,948)	(60,408)
<b>Provision as at 31 March</b>	<b>-</b>	<b>98,205</b>

During the year ended 31 March 2023 the gift card program formally ended following the two year expiration period.

During the year ended 31 March 2022, the remaining gift voucher provision was utilised in totality, however further gift vouchers which hold no expiration date were still redeemed as a result of historical over-provisioning for unredemptions. As such, any additional redemptions are recognised as an expense as incurred to NZPPI.

### 10. Trolley Lease Revenue in Advance

	2023	2022
	\$	\$
Provision as at 1 April	239,050	163,906
<i>Add</i>		
New leases	162,358	142,728
<i>Less</i>		
Amortisation of leases	(92,706)	(67,584)
<b>Balance as at 31 March</b>	<b>308,701</b>	<b>239,050</b>



## Notes to and forming part of the Consolidated Financial Statements

For the year ended 31 March 2023

### 11. Cash & Cash Equivalents

	2023	2022
<b>Cash at Bank</b>	\$	\$
NZPPI Current Account	135,210	76,902
NEL E-Card Account	29,244	109,662
NEL GCV Redemption Fund	68,431	100,462
Credit Cards	46	3,935
<b>Total Cash at Bank</b>	<b>232,931</b>	<b>290,960</b>
<b>Bank Overdrafts &amp; Credit Cards</b>		
NEL Current Account	22,227	66,441
Credit Cards	11,815	-
<b>Total Bank Overdrafts &amp; Credit Cards</b>	<b>34,042</b>	<b>66,441</b>
<b>Total Cash and Cash Equivalents</b>	<b>198,889</b>	<b>224,519</b>

The Group has an overdraft facility available with a maximum credit limited of \$150,000 as at 31 March 2023 (2022: \$150,000), with an interest rate of 13.30% (2022: 9.75%) on daily overdrawn balances.

The bank has a general security agreement over the Group assets, undertakings and uncalled capital of NEL.

### 12. Investments

	2023	2022
<i>Financial investments held as Available for Sale</i>	\$	\$
Fixed interest investments - current	26,926	28,952
Equity investments - non-current	94,776	115,916
<b>Total Investments</b>	<b>121,702</b>	<b>144,868</b>

The fixed interest and equity investments are held as available for sale and measured at fair value determined by market value at balance date.

### 13. Intangible Assets

	2023	2022
<b>Website</b>	\$	\$
Balance at the beginning of the year	18,505	10,151
Additions	2,090	16,380
Amortisation	(11,895)	(8,026)
<b>Balance at the end of the year</b>	<b>8,700</b>	<b>18,505</b>

### 14. Property, Plant & Equipment

	Plant Trolleys	Computer Equipment	Office Equipment	Total
	\$	\$	\$	\$
Balance as at 31 March 2021	333,365	4,613	1,051	339,029
Additions	268,779	5,372	-	274,151
Depreciation	(86,920)	(3,948)	(149)	(91,017)
Prior period adjustment				
<b>Balance as at 31 March 2022</b>	<b>515,224</b>	<b>6,037</b>	<b>902</b>	<b>522,162</b>
Additions	286,992	2,887	25,114	314,993
Depreciation	(102,207)	(4,607)	(1,614)	(108,428)
<b>Balance as at 31 March 2023</b>	<b>700,009</b>	<b>4,317</b>	<b>24,402</b>	<b>728,727</b>

## Notes to and forming part of the Consolidated Financial Statements

For the year ended 31 March 2023

### 15. Reserves

	2023	2022
Name	\$	\$
NGIA Sector Funds	126,283	128,008
Research Reserve	144,039	144,039
<b>Total</b>	<b>270,322</b>	<b>272,047</b>

All reserves are attributions of accumulated surplus and deficits and transactions are only processed through these as attributions to or from accumulated surplus and deficit.

#### NGIA Sector Funds

The NGIA Sector funds are historical funds collected which are held to be utilised for the benefit of each sector.

#### Research Reserve

The research reserve is a fund donated by Massey University for the intention of scientific research into plant production.

### 16. Related Party Transactions

NZPPI has a New Zealand controlled entity Nurserymens Enterprises Limited ("NEL") which it holds 100% of the shareholding and the directors are all members of the NZPPI board.

Elected board members are members of the New Zealand Plant Producers Incorporated Society. They have been elected as a representative for their sector and therefore transactions between the Board Members, the Association and the Group are in the normal course of business.

During the year ended 31 March 2023, \$13,975 was paid in Board fees (2022: \$13,750).

### 17. Contingent Liabilities

The Officers are not aware of any contingent liabilities which may result in a loss to the Group (2022: nil).

### 18. Commitments

The Group has the following non-cancellable operating lease commitments.

	2023	2022
	\$	\$
Current	50,864	-
1-2 years	25,432	101,728
3-4 years	-	25,432
<b>Total</b>	<b>76,296</b>	<b>127,160</b>

### 19. Subsequent Events

There have been no material events that have occurred after the reporting date (2022: nil).

# Auditor's Report



## NEW ZEALAND PLANT PRODUCERS INCORPORATED ENTITY INFORMATION FOR THE YEAR ENDED 31 MARCH 2023

**Legal Name of Entity:** New Zealand Plant Producers Incorporated

**Other Name:** NZPPI

**Type of Entity:** Incorporated Society

**Registration Number:** 215810

### Entity's Purposes/Mission

New Zealand Plant Producers Incorporated works to ensure a thriving plant production industry widely respected for its professionalism, innovation, and major contribution to NZ. We do this by enabling our members to operate sustainable, productive businesses. We are a signatory to the GIA on Biosecurity readiness and response, on behalf of our members.

### Entity Structure

**Governance Structure:** Our Constitution states that we must have between six and eight Board members. We currently have six members that constitute our governance board, including five plant producer representatives, and the Chief Executive. Board members may lead sub-committees as determined by our annual work plan and priorities.

**Operational Structure:** Our operations are managed by a team of seven paid employees, and an additional three paid contractors who do work as and when required. We collaborate with various companies and government departments as and when required.

### Main Sources of the Entity's Cash and Resources

New Zealand Plant Producers Incorporated receives its income in the form of voluntary membership subscription fees from Plant Producers and Industry Partners from around New Zealand. Other income is derived from a mixture of government contracts, sponsorship, and grants. A commercial arm (Nurserymens Enterprises Limited) generates income via a magazine and a plant trolley hire system.

### Main Methods Used by the Entity to Raise Funds

The main method of raising funds is to recruit new members to New Zealand Plant Producers. Other methods include:

- We are currently establishing a government contract to be scheme managers for Plant Pass, a nationwide biosecurity scheme for plant producers.
- The trolley hire system has been invested in, in order to grow potential profits to be used to benefit our members.

### Main Methods Used by the Entity to Raise Funds

Sponsorship is regularly sought to fund events and training opportunities of benefit to plant producers. Volunteers are not relied upon.

### Physical and Postal Address

PO Box 3443  
Wellington 6140

Level 5  
23 Waring Taylor Street  
Wellington 6011





**NZPPI ANNUAL REPORT 2023**

**New Zealand Plant Producers Incorporated**

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