



# Agri Intel

Autumn Newsletter 2024

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## Kia Ora!

As we embark on another month filled with opportunities and challenges in the agricultural landscape, we wanted to take a moment to share some exciting updates from the Agri Intel team.

This month we had a motivating team strategy session, during which we reflected on the remarkable growth we've achieved since establishing Agri Intel nearly two years ago. Much of this success is thanks to your continued support and the positive word-of-mouth referrals you've provided. We're immensely grateful for your trust and partnership.

We're proud to introduce you to new members of our team: Julie Lambie and Matt Hall, who join us as consultants, along with our part-time office administrator, Jackie Codyre.

One initiative we're particularly excited about is our collaboration with ANZCO on the Farm Assurance Programme Plus. This program financially incentivises sustainable practices among red meat farmers. We believe initiatives like these not only benefit individual farmers but also contribute to the long-term health and sustainability of the agricultural sector.

However, we're also mindful of the challenges facing farmers today, including significant reductions in profits and prolonged dry conditions in various regions. In these trying times, it's more important than ever to remain resilient, which is where high-quality diversity options are absolutely key. Premium commodity models (e.g. FAP Plus, Lead With Pride), carbon, forestry, horticulture, technology (e.g. Halter), are all ways of reducing the burn during challenging times. Will things turn - yes, they always do - but you won't know when - the good patches in New Zealand farming always last longer than the bad patches.

As we navigate the complexities of the industry together, Charlotte is guided by a simple, yet powerful principle shared with her by a wise farmer: there are three types of farmers – those who make things happen, those who watch things happen, and those who wonder what happened. We strive to embody the first group – proactive, forward-thinking, and dedicated to driving positive change.

We look forward to working with you throughout 2024.  
Kind Regards,

The Agri Intel team



## WE'D LIKE TO WELCOME YOU TO OUR NEW STAFF MEMBERS



### **Julie Lambie – Environmental Consultant**

Julie is a passionate and well-regarded rural professional, with nine years' experience in farm environmental consultancy. Her primary focus is supporting farmers to achieve their individual goals and future-proof their farming business. Drawing from her diverse background in farming and extensive work with various farm systems and farming and industry clients, Julie possesses a unique perspective and skill set crucial for supporting her clients.

By assisting farmers in achieving their farm business objectives and promoting sustainable farming practices, Julie not only drives the success of individual businesses but contributes to the long-term resilience and viability of the agricultural sector. Julie is based in rural South Canterbury, where she lives with her partner Taylor.



### **Matt Hall – Agri-Carbon Consultant**

Matt grew up on a small deer farm near Geraldine, South Canterbury, where he found his passion to work in the rural environment. After graduating from Lincoln University, Matt spent several years working for private contractors and the Department of Conservation in pest control management. He has spent the last five years working alongside Canterbury farmers to manage their wilding pine issues. This involved finding solutions to enhance their productive land that is being threatened by increasing numbers of wilding pine infestations.

Matt values the role native ecosystems play in New Zealand and is excited to work with farmers to recognise the financial opportunities these ecosystems pose to their farms.



### **Jackie Codyre – Administrator**

Jackie is Agri Intel's part-time office administrator, Jackie brings her business and administration knowledge, combined with practical experience and common sense, to her role with Agri Intel.

Jackie has spent most of her career working for ANZ in a variety of positions including Commercial Banking and Asset finance. She also spent 3 years as a branch manager in Waimate.



## CURRENT PROJECTS



### FARM ASSURANCE PROGRAMME PLUS PROVIDING A PRODUCT PREMIUM TO RED MEAT FARMERS

We're very excited to announce our formal partnership with ANZCO helping their suppliers to support them with NZFAP+. The collaboration with ANZCO allows farmers to receive consultation from Agri Intel to achieve the NZFAP+ Silver or Gold Accreditation. Our collaboration goes beyond navigating challenges; we have been helping farmers identify opportunities within their businesses.

We are proud of the farmers we have worked with who have gone on to be awarded FAP+ Gold and can't wait to see more accreditation coming through. If you are a red meat farmer interested in becoming accredited, get in touch with any of our consultants.

### HIGHLY PRODUCTIVE LAND ASSESSMENTS FOR DEVELOPMENT PROPOSALS

In September 2022, the Government introduced a new National Policy Statement for Highly Productive Land (NPS-HPL). This directive aims to counteract the significant loss of land to urban or rural residential development, particularly in regions surrounding Auckland and Christchurch. While this legislation has created surprises and headaches for planners, developers, and landowners alike, it importantly ensures the availability of New Zealand's most favourable soils for food and fibre production for future generations.

We have been conducting agricultural productivity assessments to support development proposals where we aim to facilitate informed decision-making and sustainable development practices in these areas.







## CARBON OPPORTUNITIES ARE STILL SIGNIFICANT FOR KIWI FARMERS

We've tipped over the 3,500 hectares of Emissions Trading Scheme (ETS) forestland submitted and registered for farmers in New Zealand. The map illustrates the locations of all our carbon clients.

Our approach enables us to operate nationwide and ensures optimal outcomes for ETS assessments. This achievement represents a fraction of the potential carbon opportunities available, particularly for hill country farmers with naturally regenerating native forests. Within the next five years, we anticipate that most farms will have seized the financial benefits offered by carbon farming.



Agri Intel's carbon services have rapidly evolved into comprehensive ETS management and compliance solutions, gaining significant popularity. Key services include:

- ETS assessments and registration.
- Forestland and compliance management.
- Carbon stock measurements.
- Carbon credit brokering.

## DRIVING POSITIVE CHANGE IN CATCHMENT GROUPS

In October last year, Charlotte found herself in her element as she led an emerging community group in Totara Valley, South Canterbury. Together, the community embarked on a journey to explore their collective 'why' and unearth what makes Totara Valley truly unique and special.

Catchment groups have been instrumental in driving positive change within local communities. Julie and Charlotte are thrilled to be part of the Aotearoa Catchment Extension Group, eager to gain insights.





## ACHIEVEMENTS

### SELWYN BUSINESS AWARDS – START UP BUSINESS

Last year Agri Intel won a Silver Award at the Selwyn Business Awards for the best Start Up Business category!

We are blessed to be doing what we do each day, helping farmers and forest owners around NZ. We'd like to extend an immense thank you to all of you who have voted for us and supported us along the way. We appreciate all of you!

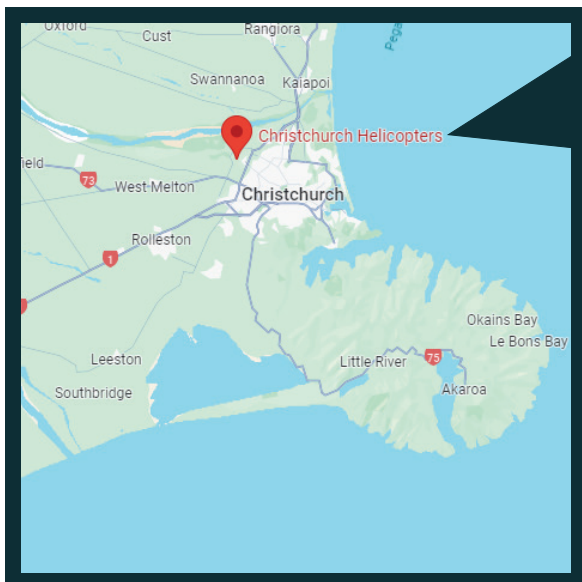


### 'TOITŪ CARBON REDUCE' CERTIFICATION

Agri Intel has supported Southern Pastures earning 'Toitū Carbon Reduce' certifications for all their dairy farms, marking a significant milestone as the first large-scale dairy farming enterprise in New Zealand to do so.



## NEW OFFICE LOCATION



We are happy to have landed a new office space at Christchurch Helicopters, near the airport. You're welcome to arrange to meet with us in our Board Room.

## RECENT REVIEWS



Just received our Silver certification for NZFAP\_Plus. Sam and his team did an outstanding job in putting this together and making it happen. Big ups to Agri Intel.

Malcolm B.



Have worked with Sam for a couple of years over surveying and registering post 1989 native forest on our farm in the ETS. Great job, good service and good results.

Hugh E.



Charlotte provided great service. She is really supportive and guided us well. Excellent work with the report completed for us which was submitted to the council

Simran M.



Sam and Charlotte are both great to work with and highly skilled and knowledgeable in their respective fields.

Madi H.



# OUT IN THE FIELD





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