



## QUARTERLY PROGRESS SUMMARY: October – December 2017

### *Red Meat Profit Partnership*

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#### Summary of progress during this quarter

- RMPP Action Network became live for Farmers and Rural Professionals.
- More partners began implementation (three plants) in electronic Animal Status Declaration (eASD) trial
- Seven new meat company members joined NZ Farm Assurance Programme (NZFAP).

#### Key highlights and achievements

- RMPP Action Network go-live included the online system to manage groups and the website that contains collateral and resources for connecting and facilitating.
- Total of 13 meat processors now confirmed as being a part of the NZFAP.
- Presented at seminars with rural professionals and partners including ANZ, Rabobank, Beef + Lamb New Zealand and MYOB.
- Attendance at MPI PGP expo with opportunities taken to engage with key stakeholders.
- Pathways in Farm Business Ownership resources released.

#### Collaboration with other PGP programmes

- Attended the PGP Annual Meeting and expo and connected with other PGP programmes.
- Formal approval given to proceed with and further develop the Animal Health Plan undertaken in partnership with the Passion to Profit PGP programme and the NZ Veterinary Association (NZVA).

#### Upcoming

- Completion of final version of the independent programme progress review conducted by Maven Consulting Ltd.
- Updated Farmer Results Booklet to be produced and distributed after all extension design evaluations collated.
- Within RMPP Action Network, the immediate focus is raising the awareness and understanding of Rural Professionals, allowing them to promote, then connect farmers into Action Groups and/or information and resources.
- Release of further online functionality for managing RMPP Action Network finance and invoicing processes.

## Investment

| Investment period   | Industry contribution | MPI contribution | Total investment |
|---------------------|-----------------------|------------------|------------------|
| During this Quarter | \$1.0 million         | \$1.0 million    | \$2.0 million    |
| Programme to Date   | \$13.0 million        | \$13.0 million   | \$26.0 million   |

## Interim Chief Executive Summary

Following the departure of the RMPP General Manager, in November 2018 David Wright was appointed Interim Chief Executive of RMPP. As a professional director and management consultant David has extensive experience in senior management and governance roles across a range of sectors. David has previously held various executive roles in the New Zealand meat and dairy industries as well as the state sector.

Delivery of foundational elements of the RMPP programme have continued in line with the 2017/18 Annual Plan. These include the development of the Knowledge Hub and associated Learning Modules as well as projects related to growing sector capability through schools, rural professionals and directly with farm business. A new contract was entered into with Whenua Ora to roll out a capability development programme to specifically support young Maori in the sector. Commencing on 4 September 2017, this contract continues until 2020 and forms part of the RMPP Maori Engagement Strategy.

A further delay in the development and roll out of the Key Performance Indicators (KPIs) meant these were not completed in the quarter to 31 December 2017. This is now a key area of focus and all KPIs, together with supporting guides and documentation, will be delivered in February 2018.

The RMPP Action Network work stream transitioned from establishment/implementation to launch phase in the quarter. A core component, the RMPP Action Network Management System (ANMS), went live in early December and enabled farmers to register their interest and form Action Groups. Two facilitator training courses, the *Lead Facilitator Training* and *Action Network Fundamentals and Extension Design*, were also launched. By 31 December 2017, a total of 46 people had undertaken both courses as required to facilitate RMPP Action Groups and a total of 22 groups were active in ANMS - representing over 180 farm businesses.

The quarter also saw a management focus on clarifying RMPP deliverables out to 2020 to ensure the programme's funding, processes and wider resources - within RMPP and its partners - remain aligned with the needs of the programme and the sector. Additional resource was engaged in October to provide project management support across the wider programme. A dedicated Systems and Process Manager was appointed in November to provide operational support to the RMPP Action Network.

RMPP Action Network brings together many of the wider project outputs. Its successful launch in this quarter represents an important delivery milestone for the RMPP programme. The next quarter will focus on addressing areas where milestones have been missed while driving the continued uptake of RMPP Action Network by maximising awareness, understanding and adoption of RMPP's programme of activities through the appointment of a stakeholder engagement function.

## Progress Summary

### This Quarter

| Project                      | Financial | Milestone | Outcome | Activity in this Quarter<br>Comments                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        |
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| Segmentation and HPF (1.1)   |           |           |         | <ul style="list-style-type: none"> <li>No activity this quarter</li> </ul>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  |
| Supply and Procurement (1.2) |           |           |         | <ul style="list-style-type: none"> <li>B+LNZ Economic Service preparing draft report using B+LNZ economic data to try to provide farmers with aggregate cost of existing “supply and procurement” processes</li> </ul>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |
| Attracting Talent (2.1)      |           |           |         | <p><i>Agriculture in Education</i></p> <ul style="list-style-type: none"> <li>The Primary School inquiry-based science and technology resource called ‘Bigger and Better’ has been trialled and is now ready for use in English and Te Reo, and available on the ‘Agrication’ website for teachers to download. The focus of the resource is on how farmers use science to increase productivity and profitability. The education team at New Zealand Young Farmers are assisting schools to integrate the resource and farm visit programme into the school programme for the 2018 year. The Primary School Programme is for year 6 -8 learners</li> <li>A Secondary School “teachers’ day out” programme ran through-out New Zealand in November to educate teachers on the Primary sector, which included farm visits. As a result of this programme, 33 new schools in Tauranga and Auckland signed up to use the secondary school resources</li> <li>A further two resources were added to the secondary school suite of resources in 2017, there is now a total of seven resources available for years 9 – 12. All the resources are available on the ‘Agrication’ website for teachers to download</li> </ul> <p><i>Developing Emerging Talent</i></p> <ul style="list-style-type: none"> <li>The first new online resource for the ‘Leadership Pathway’ programme for TeenAg Clubs was developed in December. After further enhancements it will be ready for release at the commencement of term one 2018</li> <li>146 TeenAg executives completed all three modules of the ‘Leadership Pathway’ programme in 2017. They received a certificate and a New Zealand Young Farmers leadership badge</li> <li>The Red Meat Network for tertiary students has six hubs. A great range of speakers have broadened the students understanding of the wide range of career options in the agricultural sector. Developing the hubs into non-agricultural universities (Auckland and Otago) needed a different approach and much more effort in 2017. Lincoln University is the most popular hub with 64 members</li> </ul> <p><i>Nationwide networks</i></p> <ul style="list-style-type: none"> <li>TeenAg clubs in secondary schools ended the year with 105 clubs with 2289 members. There were 150 networking/insight events held in 2017, which is an increase on 98 events in 2016. Guest speakers, skill training, and funding drives to get to competition events, were all part of the programme of events for the year</li> </ul> |

| Project                      | Financial | Milestone | Outcome | Activity in this Quarter<br>Comments                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           |
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| Capability Development (2.2) |           |           |         | <p><i>Understanding Your Farming Business (UYFB)</i></p> <ul style="list-style-type: none"> <li>The UYFB programme for 2018 (dates and venues) was agreed with Agri-Womens Development Trust (The Contractor) and RMPP in early November. Advertising the 2018 programmes commenced mid- November. It is expected that over 500 women will attend the course in 2018. Four of the programmes for 2018 were fully booked by 31 December 2017</li> <li>The business planning workshop for farming couples that was trialled in 2017, will roll out in 2018. The PSG have agreed to funding for seven programmes and a further module to be added</li> </ul> <p><i>Facilitation and Extension Training Programme</i></p> <ul style="list-style-type: none"> <li>The <i>Lead Facilitator</i> programme known as Course 2, was run six times in this quarter, with strong demand for further programmes being scheduled for 2018</li> <li><i>RMPP Action Network Fundamentals and Extension Design</i> known as Course 3, was remodelled, and run four times in this quarter</li> <li>Rural Professionals to assist with the Facilitator observations as part of the Adoption support programme have been recruited. A couple of observations occurred during December</li> </ul> <p><i>Pathways to Farm Business Ownership</i></p> <ul style="list-style-type: none"> <li>The first mover advantage period elapsed mid-December, which was on the release of the resources</li> <li>The e-newsletter 'Ground Up' featured the resources in December.</li> <li>The workshop series is being written</li> </ul> <p><i>Computer Courses</i></p> <ul style="list-style-type: none"> <li>The Computer courses were discussed with the Advisory Group in November, with suggestions of remodelling the programme for the Action Groups, should it be required</li> </ul> <p><i>Whenua Ora</i></p> <ul style="list-style-type: none"> <li>The first quarter of this contract completed on 31 December. Two team members have been recruited to fulfil the programme milestones agreed. A delivery programme has been developed</li> </ul> |
| Extension Design (2.3)       |           |           |         | <p><i>Analysis of Year 2 of pilot work</i></p> <ul style="list-style-type: none"> <li>70% of the pilot farm financial data received providing provisional financial evaluation results</li> <li>Summary of the behavioural, extension and financial evaluation for the farm pilot programme has been completed</li> <li>Continuing to following-up collection of the year two financial data from the few pilot farms have not yet provided this information</li> </ul>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        |
| Farm to Processor (2.4)      |           |           |         | <ul style="list-style-type: none"> <li>The Farm to Processor project has now been removed from the RMPP programme. Schedule 5 has been amended to reflect the change</li> </ul>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |

| Project                     | Financial | Milestone | Outcome | Activity in this Quarter<br>Comments                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       |
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| Roll out of Extension (2.5) |           |           |         | <i>RMPP Action Network</i> <ul style="list-style-type: none"> <li>RMPP Action Network Management System (ANMS) deployed to allow for the creation and management of Action Groups. Invoicing and Evaluation Survey management due for release Mid Feb 2018.</li> <li>22 groups active in ANMS – one approved extension plan and 21 have extension plans under development</li> <li>Evaluation tool signed off and ready for use</li> <li>RMPP Action Network website launched containing collateral and resources for connecting and facilitating groups</li> <li>Recruited and inducted Systems and Process Manager</li> <li>Recruited Customer Support Specialist (to be inducted January 2018)</li> <li>Commenced engagement with a targeted subset of Rural Professionals, to increase awareness and understanding of RMPP Action Network, with the objective of individuals/organisations progressing through to connecting and/or facilitating groups, and/or providing expertise</li> <li>46 trained facilitators have completed the mandatory two courses</li> <li>Four Facilitator observers in place to observe and support facilitators</li> <li>Maori engagement strategy developed but implementation plan completed February 2018 (milestone date 1 January 2018)</li> </ul> |
| Data Integration (3.1)      |           |           |         | <i>DataLinker</i> <ul style="list-style-type: none"> <li>Eight organisations have implemented a DataLinker interface, although most have not yet commenced regular data transfer</li> <li>A spatial data cluster is forming and a workshop to review data sharing opportunities within this group has been set-up</li> </ul> <i>eASD</i> <ul style="list-style-type: none"> <li>RMPP partner processing plants continue to implement eASD, with 10 processing plants now operational</li> </ul>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            |
| Benchmarking (3.2)          |           |           |         | <i>Online KPI Tools</i> <ul style="list-style-type: none"> <li>Six on-line KPI tools (three financial and three production) are now available</li> <li>Development of a final four on-line KPI tools has commenced and will be completed February 2018</li> <li>Resources to support on-line KPI tools are under development and will be completed February 2018</li> </ul>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
| Decision Tools (3.3)        |           |           |         | <i>Knowledge Hub</i> <ul style="list-style-type: none"> <li>Six Learning Modules have been published on the Knowledge Hub</li> <li>Development/planning for a further 10 Learning Modules in progress</li> <li>Launched initial phase of digital solution for RMPP Action Network group establishment and Extension Plan creation and management</li> </ul>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
| NZ Red Meat Story (4.1)     |           |           |         | <ul style="list-style-type: none"> <li>B+LNZ has now completed development of the New Zealand origin brand and the red meat story – including the initial creative work which includes brand video and still photography. This was tested with the sector in early December the response was positive and B+LNZ were asked to accelerate the development of a go-to-market strategy.</li> </ul>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            |

| Project                 | Financial | Milestone | Outcome | Activity in this Quarter<br>Comments                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             |
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| NZ Farm Assurance (4.2) |           |           |         | <p><i>NZFAP Implementation phase</i></p> <ul style="list-style-type: none"> <li>Onboarding underway for Silver Fern Farms, ANZCO, Greenlea and Duncan processors to NZFAP</li> <li>There have been 661 NZFAP audits completed</li> <li>Implemented an initial audit scheduling process ensuring member company linkages maintained</li> <li>Preparing new members for onboarding; AFFCO, Taylor Preston, Binxi Foods, First Light and Mountain River</li> <li>Developing further farmer support resources; videos, flyers and further develop website</li> </ul> |

## Next Quarter

| Project                      | Financial | Milestone | Outcome | Activity in the next Quarter<br>Comments                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |
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| Segmentation and HPF (1.1)   |           |           |         | <ul style="list-style-type: none"> <li>Early discussion will be had on potential areas of interest that RMPP would like surveyed during the first quarter of next year</li> </ul>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        |
| Supply and Procurement (1.2) |           |           |         | <ul style="list-style-type: none"> <li>Final draft of B+LNZ Economic Service report on aggregate cost of existing “supply and procurement” processes provided to PSG for consideration</li> </ul>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        |
| Attracting Talent (2.1)      |           |           |         | <p><i>Agriculture in Education</i></p> <ul style="list-style-type: none"> <li>With schools heading back after the holiday break there will be further uptake for the Primary School programme</li> <li>Secondary School teachers that downloaded the resources late last year will be planning them into the curriculum for the year</li> <li>The first meeting of the group to develop the future strategy for the ‘Agriculture in Education’ programme will occur</li> </ul> <p><i>Developing Emerging Talent</i></p> <ul style="list-style-type: none"> <li>The first online module for the Leadership Pathway Programme will be ready for use, with two further on-line modules being developed</li> <li>The Red Meat Network will be re-named to a more appealing name to non-agricultural universities. Ambassador students will be recruited in each hub to help chair the network events</li> </ul> <p><i>Nationwide networks</i></p> <ul style="list-style-type: none"> <li>TeenAg clubs will have commenced for the year with club insight meetings being run by the New Zealand Young Farmer Territory Managers. The Club insight meetings teach the students the roles and responsibilities of their club to ensure they are functioning to optimum level</li> </ul> <p><i>Whenua Ora</i></p> <ul style="list-style-type: none"> <li>The new team will all be in place</li> <li>RMPP Project Manager will run an RMPP induction with the new team</li> </ul> |



| Project                      | Financial | Milestone | Outcome | Activity in the next Quarter<br>Comments                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |
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| Capability Development (2.2) |           |           |         | <p><i>Understanding Your Farming Business</i></p> <ul style="list-style-type: none"> <li>15 programmes will have commenced from Northland to Southland</li> <li>Dates and venues for the partners programme will be agreed and advertised</li> </ul> <p><i>Facilitation and Extension Training Programme</i></p> <ul style="list-style-type: none"> <li>The Lead Facilitator and the RMPP Action Network Fundamentals and Extension Design programmes will continue to run, to ensure there are enough trained Facilitators to run Action Groups</li> <li>Observation visits will continue</li> </ul> <p><i>Pathways in Farm Business Ownership</i></p> <ul style="list-style-type: none"> <li>Workshop series will be trialled</li> </ul> <p><i>Computer training for Farmers</i></p> <ul style="list-style-type: none"> <li>Feedback from the Advisory Group to be considered</li> </ul>                                                                                                                                                                                                                                                                   |
| Extension Design (2.3)       |           |           |         | <p><i>Regional pilot farmer events &amp; wrap-up of farm pilot programme</i></p> <ul style="list-style-type: none"> <li>Continue planning for pilot farmer regional events</li> <li>Develop detailed case studies from the farm pilot programme outlining the successes and challenges for extension</li> <li>Begin planning for the final collection of behavioural, extension and financial evaluation data</li> </ul>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |
| Farm to Processor (2.4)      |           |           |         | <ul style="list-style-type: none"> <li>The Farm to Processor project has now been removed from the RMPP programme. Schedule 5 has been amended to reflect the change</li> </ul>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              |
| Roll out of Extension (2.5)  |           |           |         | <p><i>RMPP Action Network</i></p> <ul style="list-style-type: none"> <li>Continue targeted awareness raising and support campaign across Rural Professional organisations, transitioning ownership across to the Stakeholder Manager role once inducted. Focus on Maori engagement as part of targeted plan</li> <li>Establish Regional Hub support structure in partnership with B+LNZ</li> <li>Training B+LNZ Extension Managers to increase the understanding of RMPP Action Network to enable them to better connect farmers and rural professionals, but more importantly raise awareness and deeper understanding amongst rural professionals in their respective regions</li> <li>Further six <i>Lead Facilitator</i> and five <i>Action Network Fundamentals</i> courses scheduled through into March 2018. Targeting 70 to 90 trained facilitators by March 2018</li> <li>Evaluation Plan operationalised</li> <li>Customer Support role and function fully operational</li> <li>Regional support model planned and implementation underway</li> <li>Monitor early stages of roll out and evaluation to inform improvement opportunities</li> </ul> |

| Project                 | Financial | Milestone | Outcome | Activity in the next Quarter<br>Comments                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    |
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| Data Integration (3.1)  |           |           |         | <i>DataLinker</i> <ul style="list-style-type: none"> <li>Spatial data cluster workshop scheduled for early February</li> <li>Continue to drive adoption across target organisations</li> </ul> <i>eASD</i> <ul style="list-style-type: none"> <li>Continue to implement at partner plants- eight planned for Q1</li> <li>Commence farm to farm eASD trial with Landcorp</li> </ul>                                                                                                                                                                                                                                                                                                                                          |
| Benchmarking (3.2)      |           |           |         | <i>Standard KPIs</i> <ul style="list-style-type: none"> <li>Finalise and publish supporting resources – physical and digital</li> </ul> <i>On-line KPI Tools</i> <ul style="list-style-type: none"> <li>Complete development of on-line KPI tools</li> </ul>                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
| Decision Tools (3.3)    |           |           |         | <i>Knowledge Hub</i> <ul style="list-style-type: none"> <li>Launch further six Learning Modules</li> <li>Develop and launch Invoicing module/CRM integration for on-line RMPP Action Network group/plan management</li> <li>User portal (My Dashboard) enhancements</li> <li>Develop and launch phase 2 functionality for on-line RMPP Action Network group/plan management</li> <li>Put in place agreement covering RMPP portion of funding for B+LNZ Genetics tool development</li> </ul>                                                                                                                                                                                                                                 |
| NZ Red Meat Story (4.1) |           |           |         | <i>Story Development</i> <ul style="list-style-type: none"> <li>The go-to-market strategy being developed with the sector will include will include prioritised markets, channels, activities and scheme rules</li> <li>The scheme rules will confirm the linkage between the NZ Farm Assurance Programme and the red meat story</li> <li>Also to be considered, are how the New Zealand Quality Mark and the Global Table for Sustainable Beef might link into the New Zealand origin brand</li> </ul>                                                                                                                                                                                                                     |
| NZ Farm Assurance (4.2) |           |           |         | <i>NZFAP Implementation Phase</i> <ul style="list-style-type: none"> <li>Full implementation across all participating meat companies</li> <li>Meet with Wilson Hellaby and Alliance Group to become active NZFAP members</li> <li>Complete NZFAP farmer videos explaining why NZFAP is important to New Zealand</li> <li>Establish B2B farm assurance reporting to meat companies – data linker</li> <li>Implement NZFAP programme performance dashboards</li> <li>Prepare NZFAP programme analysis tools</li> <li>Continue to develop farmer information resources</li> <li>Continue to develop higher Environmental and animal welfare modules</li> <li>Governance Group Meeting 20<sup>th</sup> February 2018</li> </ul> |

Key: Project Status

|                                                                                                                                   |  |
|-----------------------------------------------------------------------------------------------------------------------------------|--|
| <b>Completed</b>                                                                                                                  |  |
| <b>On Track:</b> < 10% variance to budget; no change to milestone date or expected outcome(s)                                     |  |
| <b>Slight Variation/Delay:</b> 10-25% variance to budget; > three month delay to milestone; adverse change to expected outcome(s) |  |
| <b>Attention Required:</b> >25% variance to budget; > six month delay to milestone; outcome(s) not expected to be achieved        |  |

## Financials

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## Programme Issues

No medium or high issues at this time.

## Programme Risks

| RMPP Risk Register |             |                                                                                                                                                                                                                      |       |                                                |             |        |            |                        |                                                                                                                                                                                                                                                                                                                                                                                           |                  |                  |            |             |
|--------------------|-------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------|------------------------------------------------|-------------|--------|------------|------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------|------------------|------------|-------------|
| RISK DETAILS       |             |                                                                                                                                                                                                                      |       |                                                | QUALITATIVE |        |            |                        | RESPONSE PLANNING                                                                                                                                                                                                                                                                                                                                                                         |                  | STATUS           |            |             |
| No                 | Date Raised | Risk Description                                                                                                                                                                                                     | Owner | Impact Category (area impacted if risk occurs) | Likelihood  | Impact | Risk Score | Exposure (Qualitative) | Planned Actions Mitigations ( responses to risk)                                                                                                                                                                                                                                                                                                                                          | Last Review Date | Next Review Date | Status     | Closed Date |
| 21                 | 05 Jan 15   | Data Linker may not be ready in time for delivery of Database and benchmarks delaying farmer release. The risk is now greater than just RMPP's requirements for KPI data. Future of DataLinker in question.          | MJ    | Timeframe                                      | 5           | 4      | 20         | Extreme                | 30/01/18. No partners yet in position to supply kill sheet data via DataLinker. Initial launch of KPI tools will require manual data entry. Will need appropriate messaging around this. Rezare Systems, who are contracted to deliver DataLinker tools and adoption investing significant effort to drive uptake.                                                                        | 30 Jan 18        | 01 Mar 18        | Mitigation |             |
| 55                 | 30 Jan 18   | OSPRI do not yet have confirmed funding from shareholders to develop replacement NAIT/eASD system. Concerns from partners re ongoing operation of eASD post RMPP funding July 2018.                                  | MJ    | Benefits                                       | 2           | 5      | 10         | Medium                 | Concerns raised with OSPRI CEO by partners and by RMPP interim CE. Seeking assurance existing system will continue to be available until replacement system operational. Awaiting formal response to CE letter, but have informal response which was sent to partners stating current position, which does not alleviate the concerns, although indicates the matter is being progressed. | 30 Jan 18        | 01 Mar 18        | Mitigation |             |
| 56                 | 30 Jan 18   | Risk: Insufficient numbers complete the facilitator training to the level required to become facilitators for RMPP Action Network or insufficient numbers choose to participate in RMPP Action network once trained. | DF    | Benefits                                       | 2           | 4      | 8          | Medium                 | Monitor training uptake levels and the number of trained facilitators that become active RMPP Action Network facilitators. Increase the promotion of the courses as required and work closely with stakeholders to encourage facilitator participation in RMPP Action Network (note: this will be a key function of the new Stakeholder Manager role).                                    | 30 Jan 18        | 01 Mar 18        | Mitigation |             |

## Recommendations/Decision Points

Nil to report.

## Appendix I – Communication Activity

|             | Detail                                 | October                                                                                                       | November                                                                                                                                                                                                                         | December                                                                                                                                                                                                                                |
|-------------|----------------------------------------|---------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Newsletters | Partner Newsletters/E-diary/specialist | B+LNZ Capability newsletter – RMPP used as an example                                                         | AWDT – 2018 UYFB dates released and promotion plan signed off                                                                                                                                                                    | e-diary – Knowledge Hub                                                                                                                                                                                                                 |
|             | RMPP e-newsletter                      | No newsletter circulated in October                                                                           | <b>Edition 12:</b><br>RMPP Action Network website launch<br>Knowledge Hub general<br>KH – Body Condition Scoring module<br>Bulleid case study<br>Teaching resource case study<br>Facilitation training overview<br>Staff profile | <b>Edition 13:</b><br>Pathways in Farm Business Ownership<br>RMPP Action Network Connector toolkit<br>KH Module: Feeding ewes<br>UYFB – 2018 course dates<br>NZFAP/eASD update<br>Kelston Girls – education Case study<br>Staff profile |
| Media       | Press Release                          |                                                                                                               |                                                                                                                                                                                                                                  | ‘Rural day out inspires Taranaki students’ – Bigger and Better education resource press release                                                                                                                                         |
|             | External article (reporter, partner)   | Regional case studies pitched to local papers<br><br>Women are critical farming partners (UYFB in the Herald) | Education Gazette article released<br>RMPP Chairman Malcolm Bailey on Radio Sport<br>NZ Farmer – case study on extension pilot farmers Matt & Joe McRae                                                                          |                                                                                                                                                                                                                                         |
|             | Social Media                           | Daily Twitter posts and retweets.<br><br>Weekly Facebook posts and shares                                     | Daily Twitter posts and retweets<br><br>Weekly Facebook posts and shares                                                                                                                                                         | Daily Twitter posts and retweets<br><br>Weekly Facebook posts and shares                                                                                                                                                                |

|       | Detail                     | October                                                                                                                                                                                                      | November                                                                                                                                                                                                                                                                                     | December                                                                                                                                   |
|-------|----------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------|
| Other | Events                     | <b>Presentations to:</b><br>Primary Industry CEO<br>Animal Welfare Forum<br><br><b>Attendance at:</b> n/a<br><br><b>Partner Events:</b><br>Workshop with ANZ Red Meat Sector Group<br>B+LNZ field team event | <b>Presentations to:</b> B+LNZ regional staff meeting in Wellington HO<br><br><b>Attendance at:</b><br>MPI PGP Expo<br>MPI Food & Fibre conference<br>B+LNZ cocktail event<br><br><b>Partner Events:</b><br>ANZ farm investment analysis event (Gisborne)<br>Rabobank (Christchurch) seminar | <b>Presentations to:</b><br>MYOB rural accountant seminar (Queenstown & Huntly)<br><br><b>Attendance at:</b><br><br><b>Partner Events:</b> |
|       | Additional plans completed | Workshop with ANZ Red Meat Sector Group                                                                                                                                                                      | Stakeholder Engagement Plan ongoing                                                                                                                                                                                                                                                          | Knowledge Hub promotion plan<br>Pathways to Farm Business Ownership<br>Stakeholder Engagement Plan                                         |
|       | Reporting                  |                                                                                                                                                                                                              | PSG Paper                                                                                                                                                                                                                                                                                    | PSG Paper                                                                                                                                  |
|       | Website                    | Maintenance of RMPP site<br>RMPP Action Network site live                                                                                                                                                    |                                                                                                                                                                                                                                                                                              | Pathways to Farm Business Ownership resources live<br><br>RMPP Action Network and RMPP websites maintenance ongoing                        |
|       | Public documents           |                                                                                                                                                                                                              | RMPP Action Network animations online                                                                                                                                                                                                                                                        | RMPP Action Network Handbook<br>RMPP Action Network factsheets<br><br>NZFAP brochure reprint<br>NZFAP video update                         |
|       | Partner catch ups          |                                                                                                                                                                                                              | AWDT – Wairarapa – catch up to discuss 2018 promotion plan for UYFB                                                                                                                                                                                                                          |                                                                                                                                            |

## Pending communications

|             | Detail                                 | January                                                                  | February                                                                                                                                                                                                        | March                                                                                                                                                                                                        |
|-------------|----------------------------------------|--------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Newsletters | Partner Newsletters/E-diary/specialist |                                                                          | B+LNZ eDiary updates - various                                                                                                                                                                                  | B+LNZ eDiary updates - various                                                                                                                                                                               |
|             | The Ground UP – e-newsletter           | No issue in January                                                      | <b>Edition 15:</b><br>-RMPP Action Network 8 steps to profit<br>-Pathways to Farm Business Ownership<br>-BizPlan<br>- Farmer Results booklet – preorder now<br>- Facilitation training dates<br>- Staff profile | <b>Edition 16:</b><br>- KPI booklet<br>- RMPP Action Network Facilitator contact list<br>-Farmer Results booklet now available<br>- Staff profile<br>- Taranaki press release<br>-KH: latest learning module |
| Media       | Press Release                          | The Knowledge Hub (picked up by MeatExportNZ)                            |                                                                                                                                                                                                                 | Extension Design Project Summary– (two years of evaluation)                                                                                                                                                  |
|             | External article (reporter, partner)   | n/a                                                                      | REDs – Difference between them and RMPP Action Network (Southland, Manawatu and Northland) (MPI driven article)                                                                                                 |                                                                                                                                                                                                              |
|             | Social Media                           | Daily Twitter posts and retweets<br><br>Weekly Facebook posts and shares | Daily Twitter posts and retweets<br><br>Weekly Facebook posts and shares                                                                                                                                        | Daily Twitter posts and retweets<br><br>Weekly Facebook posts and shares                                                                                                                                     |



## Appendix II – Intellectual Property

| Project | Description                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     | Date registered     | Date completed      |
|---------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------|---------------------|
| 1.1     | Research <ul style="list-style-type: none"> <li>• Informing Extension Pilot Project Design</li> <li>• High Performance Farmer report (Qual)</li> <li>• Sheep &amp; beef farmer segmentation report</li> <li>• Maori Farming Qualitative report</li> </ul>                                                                                                                                                                                                                                                                                                       | 12/12/14            | 12/12/14            |
| 2.3     | Extension Framework <ul style="list-style-type: none"> <li>• Extension Framework Report (Doc #2002)</li> <li>• Pilot Programme Report (Doc #4002)</li> </ul>                                                                                                                                                                                                                                                                                                                                                                                                    | 19/12/14            | 19/12/14            |
| 3.1     | Data Standards <ul style="list-style-type: none"> <li>• Physical and technical standards</li> <li>• Data Dictionary</li> <li>• Available immediately to public sector - no withholding period</li> </ul>                                                                                                                                                                                                                                                                                                                                                        |                     |                     |
| 3.1     | Federated Identify <ul style="list-style-type: none"> <li>• Report on potential for industry wide federated identify</li> </ul>                                                                                                                                                                                                                                                                                                                                                                                                                                 |                     |                     |
| 0       | Revised RMPP Logo                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               | 8/4/16              |                     |
| 2.1     | Primary School Resource – Years 6 -8 <ul style="list-style-type: none"> <li>• Boots &amp; All</li> <li>• Bigger and Better – in English and Te reo</li> </ul>                                                                                                                                                                                                                                                                                                                                                                                                   | 18/5/17<br>31/10/17 | 18/5/17<br>31/10/18 |
|         | Secondary School Resources<br>Year 9 & 10 <ul style="list-style-type: none"> <li>• Predicting Progeny (maths &amp; science)</li> <li>• Down on the farm (maths, science and stats)</li> <li>• Challenges and Opportunities for the future (Business studies and economics)</li> <li>• Lightening the load (science and technology)</li> </ul> NCEA <ul style="list-style-type: none"> <li>• Level 1 English – Farming for Ideas</li> <li>• Level 1 Science – Keep calm and count sheep</li> <li>• Level 2 Maths/Statistics - Sheep Thrills for Rambo</li> </ul> | 18/5/17             | 18/5/17             |

| Project | Description                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  | Date registered                                                                                                                          | Date completed                                                                       |
|---------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------|
| 2.1     | Website – Agrication (For Primary and Secondary resources)                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   | 18/5/17                                                                                                                                  | 18/5/17                                                                              |
| 2.1     | <p>Leadership Pathway Programme</p> <p>6 modules of learning for TeenAg Executives (in booklet form)</p> <ol style="list-style-type: none"> <li>1. Leadership</li> <li>2. Team Culture</li> <li>3. The great listening challenge</li> <li>4. Communicating for success</li> <li>5. Planning</li> <li>6. Leading Others</li> </ol>                                                                                                                                                                                                                                                            | 18/5/17                                                                                                                                  | 18/5/17                                                                              |
|         | <p><u>Videos</u></p> <ul style="list-style-type: none"> <li>• Understanding Your Farming Business two x promo videos</li> <li>• Computer Upskill - one promo video</li> <li>• RMPP Action Network – Animated high-level video</li> <li>• Case Study Video – update from David and Sarah Smith</li> <li>• New Zealand Farm Assurance Programme video – to be completed by February 2018</li> <li>• 17 animated videos – how to get involved in RMPP Action Network</li> <li>• Understanding Your Farming Business – Wahine Maia, Wahine Whenua two x promo videos (long and short)</li> </ul> | <p>18/5/2017</p> <p>18/10/2017</p> <p>18/10/17</p> <p>31/10/17</p> <p>31/10/17</p> <p>20/12/2017</p> <p>15/01/2018</p> <p>15/01/2018</p> | <p>18/5/17</p> <p>18/10/2017</p> <p>31/10/17</p> <p>20/12/2017</p> <p>15/01/2018</p> |
| 2.2     | <p>‘Understanding Your Farming Business’ for women in the Farming Partnership</p> <p>3 modules of learning (workbooks)</p> <ul style="list-style-type: none"> <li>• Module 1 – Measuring Farm Performance</li> <li>• Module 2 – What are the numbers saying</li> <li>• Module 3 – Business Planning</li> </ul> <p>Module for business planning for partners in workbook form</p>                                                                                                                                                                                                             |                                                                                                                                          | <p>2/3/17</p> <p>1/10/17</p>                                                         |
| 2.2     | <p>Computer Upskill for Farmers</p> <p>Stage 1 – Getting Started workbook and facilitator guide</p> <p>Stage 2 – Using Excel for farm data workbook and facilitator guide</p>                                                                                                                                                                                                                                                                                                                                                                                                                |                                                                                                                                          | 2/3/17                                                                               |

| Project | Description                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        | Date registered                  | Date completed                   |
|---------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------|----------------------------------|
| 2.2     | <p>Pathways to Farm Business Ownership Resources</p> <p><u>Fact sheets</u></p> <ul style="list-style-type: none"> <li>• Equity Partnerships</li> <li>• Leasing</li> <li>• Sharefarming</li> <li>• Performance Incentive</li> <li>• Business Structures</li> </ul> <p><u>Legal templates</u></p> <ul style="list-style-type: none"> <li>• Equity Partnership Agreement</li> <li>• Company Constitution</li> <li>• Performance Incentives and KPI schedule</li> </ul> <p><u>Video case studies (4)</u></p> <ul style="list-style-type: none"> <li>• A video of the journey of a new entrant into farm business ownership and the exit of the farm owners.</li> </ul> <p>An animated video series with the Richard's family who share their journey when:</p> <ul style="list-style-type: none"> <li>• Son James and wife Jess look to join the business</li> <li>• Conflict arises during James' entry into the business</li> <li>• The family take on an equity partner.</li> </ul> | 7/7/2107                         | 14/08/17                         |
| 2.2     | <p>Facilitation and Extension Training Programme</p> <ul style="list-style-type: none"> <li>• Facilitation Support Programme workbook</li> <li>• Lead Facilitator Programme workbook and resource handouts</li> <li>• RMPP Action Network Fundamentals and Extension Design, workbook, resource handouts and videos</li> </ul>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     | 31/11/17<br>31/11/17<br>31/11/17 | 31/11/17<br>31/11/17<br>31/11/17 |
| 3.1     | <p>eASD</p> <ul style="list-style-type: none"> <li>• DataLinker Registration System</li> <li>• DataLinker Schemas</li> <li>• eASD process map</li> <li>• eASD PoC business case</li> <li>• eASD Proof of Concept system (Superseded)</li> <li>• eASD Pilot system</li> </ul> <p>Note. All IP owned by OSPRI as agreed at project initiation stage</p>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              |                                  | 31/07/2017                       |
| 3.2     | <p>KPIs</p> <ul style="list-style-type: none"> <li>• Workshop output (15 December 2016)</li> </ul>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |                                  | 28/02/18                         |

| Project | Description                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          | Date registered         | Date completed                       |
|---------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------|--------------------------------------|
|         | <ul style="list-style-type: none"> <li>Finalised set of standard KPI definitions and calculations</li> <li>AbacusBio Kgs/ha &amp; live weight gain developed models</li> <li>On-line kgs/ha and live weight gain KPI tools</li> <li>On-line Gross Farm Revenue, Farm Working Expenditure Ratio, EBITRm, Net Reproduction, Live Weight Gain (birth to slaughter), Animal Production Rate (efficiency) KPI tools</li> <li>Live Weight Gain (over period of time), Lambing/Calving/Fawning %, Lamb Scanning to Weaning Losses, Pasture Utilisation to be completed 28 February 2018</li> <li>KPI Booklet to be completed by 28 February 2018</li> </ul> |                         |                                      |
| 3.3     | AgriOne Tools Research: <ul style="list-style-type: none"> <li>identification of available tools and apps</li> <li>web site enhancement</li> <li>raising awareness</li> <li>field day/conference presentation</li> <li>recommendation of apps for development</li> </ul>                                                                                                                                                                                                                                                                                                                                                                             |                         |                                      |
| 3.3     | PeltID <ul style="list-style-type: none"> <li>Analysis of tried and potential methods</li> </ul>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |                         |                                      |
| 3.3     | FeedSmart App <ul style="list-style-type: none"> <li>Online/Offline feed calculator (To be owned by B+LNZ)</li> </ul>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |                         | 2016                                 |
| 3.3     | Ram Value Calculator <ul style="list-style-type: none"> <li>Proof of Concept for animal genetic selection (To be launched via BLG October 2017. Advisory Group have confirmed OK to do so)</li> </ul>                                                                                                                                                                                                                                                                                                                                                                                                                                                |                         | 2016                                 |
| 3.3     | Knowledge Hub: <ul style="list-style-type: none"> <li>Proof of Concept version site</li> <li>Live version site (Accessed via B+LNZ website)</li> <li>Learning module concept and structure               <ul style="list-style-type: none"> <li>Feed Fundamentals</li> <li>Body Condition Scoring</li> </ul> </li> </ul>                                                                                                                                                                                                                                                                                                                             | 18/05/17<br><br>23/8/17 | 15/08/2017<br><br>17/8/17<br>17/8/17 |

| Project | Description                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 | Date registered | Date completed     |
|---------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------|--------------------|
|         | <ul style="list-style-type: none"> <li>- Principles of Feeding: Growing and grazing pasture</li> <li>- Principles of Feeding: From lambing to weaning</li> <li>- Feed Planning for Sheep Farmers (Dec 2017)</li> <li>- Business Planning released by 15 December 2017</li> <li>- Business Planning tool (Dec 2017)</li> <li>- KPI/Benchmarking to be completed February 2018</li> <li>- Succession Planning to be completed February 2018</li> <li>- Principles of feeding - Weaning to mating (December 2017)</li> <li>• RMPP Action Network Registration &amp; Management System Phase 1, Drupal and integration (November 2017)</li> <li>• RMPP Action Network Registration &amp; Management System (Invoicing) to be completed by 14 February 2018</li> <li>• RMPP Action Network Registration &amp; Management System Phase 2 to be completed by end March 2018</li> <li>• B+LG Genetics tool (part funded by RMPP) To be released in stages commencing mid 2018</li> </ul>                            |                 | 17/8/17<br>17/8/17 |
| 2.3     | <p>Tailored Learning Resources</p> <ul style="list-style-type: none"> <li>- 'Approaching Behaviour Change: the ABC's of Extension in New Zealand' (hosted with CoreDev and available at redmeatextension.co.nz)</li> <li>- Videos created for Alliance Group with Jason Miller (hosted on YouTube and available on Clinked)</li> <li>- 'Growing Great Lambs' workshop materials for Alliance Group (available on Clinked)</li> <li>- 'Managing Your Soils' workshop materials for ANZCO Foods (available on Clinked)</li> <li>- 'Computer Use and Farm Management Survey' for Greenlea Premier Meats (available on Clinked)</li> <li>- LEP Workshop Videos (hosted on B+LNZ YouTube channel and available on Clinked)</li> <li>- Raw Video Footage (available on external hard drive from Matt McPadden)</li> <li>- 'Scientific Method' for Greenlea Premier Meats (available on Clinked)</li> <li>- 'FarmIQ - Getting Started' (developed by Silver Fern Farms and available to all on Clinked)</li> </ul> |                 |                    |
| 1.2     | Research                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    | 1/04/2016       | 1/04/2016          |

| Project | Description                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           | Date registered                                                                            | Date completed |
|---------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------|----------------|
|         | <ul style="list-style-type: none"> <li>Red Meat Procurement Model Study – survey of farmer views of the red meat procurement model and the efficiency of elements therein</li> </ul>                                                                                                                                                                                                                                                                                                                  |                                                                                            |                |
| 0       | RMPP Update – October 2016<br>RMPP 6 pager – Pilot Extension Farmer Results – Year 1<br>Trial Farmer Booklet – version 1<br>Trial Farmer Booklet – version 2<br>Trial Farmer Booklet – version 3 – to be completed by February 2018<br>High Performing Farmer research – summary<br>Video – The Power of Partnerships<br>RMPP Action Network – Farmer Information Brochure<br>RMPP Action Network – Handbook – version 1<br>KPIs – booklet for rural professionals – to be completed by February 2018 | October 16<br>March 2017<br>February 17<br>April 17<br><br>May 17<br>June 17<br>October 17 | October 2017   |
| 2.3     | RMPP extension model<br>Animation overview of the model                                                                                                                                                                                                                                                                                                                                                                                                                                               | June 2016<br>21 December 2017                                                              |                |
| 4.2     | New Zealand Farm Assurance Programme (NZFAP) Standard version 1                                                                                                                                                                                                                                                                                                                                                                                                                                       | 30 November 2016                                                                           | 30 June 2017   |