# NZKGI 2026 Annual Report

NZKGI
NEW ZEALAND KIWIFRUIT GROWERS

Flip over to read the *Kiwifruit Industry Performance Report*

# NZKGI Overview

**Vision:** For New Zealand kiwifruit growers to be the most successful and future-ready producers in the world.

**Mission:** To advocate, protect and enhance the commercial and political interests of New Zealand kiwifruit growers.

**Values:**

1. Our success starts and ends with growers.
2. We are trusted and independent.

- We are here for all growers.
- We are invested in people, communities and our environment.
- Our voice is informed, balanced and guided by principle.
- We act with honesty, authenticity and accountability.

**NZKGI objects:**

To be a competent, representative body for growers, independent of Zespri, providing robust and accurate industry analysis to growers on:

- The performance of Zespri (as a primary function) and all other industry organisations (as a secondary function);
- The process for management of Grower payments, Grower funds and Grower levies; and
- The development and performance of the Supply Agreement and supply chain issues.

To provide growers with responsible and informed views on:

- The performance of Zespri (as a primary function) and all other industry organisations (as a secondary function);
- The process for management of grower payments, grower funds and grower levies;
- The development and performance of the Supply Agreement and supply chain issues; and
- Grower equity and kiwifruit industry strategic issues.

To use its best endeavours to improve the net return to growers for the kiwifruit that they produce.

To encourage the involvement of all growers in NZKGI so that they can be consulted and so that their views can be fairly represented.

To represent the views of growers to any person or organisation, including national and local/regional government, to which those views should be represented in order to further the aims of NZKGI.

To consider and make recommendations to growers and other interested parties with respect to the future of the New Zealand kiwifruit industry.

To work with other fruit grower organisations both in New Zealand and overseas where that will assist in furthering the aim of NZKGI.

Generally to do anything that NZKGI considers to be in furtherance of these objects.

# Our Portfolios

## Industry Stability

As most New Zealand kiwifruit growers requested, NZKGI supports the Single Point of Entry (SPE) marketing structure through the Industry Stability portfolio. The portfolio does this by developing strong relationships with government, industry, and international counterparts while identifying and mitigating threats.

## Communications

NZKGI's Communications portfolio is the voice to and for New Zealand kiwifruit growers. NZKGI gathers Grower views and presents them externally to give growers a strong collective representative voice. We also communicate essential information to kiwifruit growers to support the growth of a profitable and sustainable business.

## Environmental & Policy

NZKGI's Environmental & Policy portfolio supports the right to grow. The portfolio delivers the best policy outcomes for all growers, including protecting the environment while enabling orchard growth. The portfolio works proactively and constructively with stakeholders.

## Labour & Education

NZKGI's Labour portfolio addresses seasonal labour needs, coordinates the RSE scheme, and advocates for worker welfare, transport, and housing. The Education portfolio promotes kiwifruit careers, collaborates with schools and training providers.

The Education portfolio also supports career development through events, resources, the Young Grower competition, and Future Leaders initiatives – attracting and developing industry talent.

## Performance & Insights

NZKGI monitors Zespri and industry performance to ensure the industry works in the best interests of all kiwifruit growers. We ensure growers have a voice at the decision making table and report outcomes to growers.

## Organisational Management

The Organisational Management portfolio ensures the organisation is professional and well run, with maximum benefit for the levy investment received. Communication of member responsibilities, review of rules and management of NZKGI's finances, all ensure seamless advocacy and the enhancement of New Zealand kiwifruit growers' interests.

# CEO Report

**We want New Zealand kiwifruit growers to be the most successful and future-ready producers in the world.**

Updating our vision last year has forced NZKGI to look forward. If we want New Zealand's kiwifruit growers to be the most successful producers in the world, then NZKGI needs to evolve and be the advocacy body that helps growers achieve that vision. Our work programme is directly impacted by your feedback, our constitution and our new vision. You'll see examples of that throughout this report.

Our core role is to monitor and report to growers on the performance of Zespri. Feedback on our inaugural performance report last year was extremely positive. We've built on that foundation this year. A secondary priority for NZKGI is to report on other industry participants, including post-harvest. For years, growers have asked for greater transparency on post-harvest performance. We are pleased that Zespri can now publish the unblinded supplier scorecards.

We have changed the name and focus of our Performance & Supply portfolio to Performance and Insights. If we want growers to be future-ready, then we need to be able to deliver you insights that support your business. If we want to protect the Single Point of Entry (SPE) then we need to drive performance and keep you informed via timely insights.

We have updated our website, including a new grower portal. As we work through reviews and improvements to areas such as supplier accountability and commercial incentives, we want to be able to communicate with you via a secure platform.

Our gene technology roadshows last year were about facilitating a conversation that we must have as an industry. Growers cannot afford to be uncompetitive.

With a changing climate growers need all the tools in their tool kit. But we cannot afford to get ahead of our customers. There is a right answer somewhere that still provides growers with choice. Respectful debate on these sorts of issues is healthy.

We have maintained our focus on people. Our updated careers map was a collaborative effort across the industry. Tomorrow's talent needs to understand the opportunities available in the kiwifruit industry. Our permanent workforce can only thrive with the support of seasonal labour. There have been positive changes to a number of visa categories including RSE. We are hopeful that the now well overdue policy review delivers sustainable outcomes.

We are embracing new technology at NZKGI. AI has added value across our entire business. From streamlined minute taking of forum meetings to supporting our ability to deliver insights and respond to relevant policy. Full disclosure, AI also enabled us to "finesse" the cover photo of the Performance Report. AI is changing the world. Its ability to process data has amplified the importance of having raw data available. During these good times we will invest in our ability to generate data and insights. That puts us in a much stronger position to advocate on your behalf when the next challenge arrives.

Just one change to staff in the last year. Neil Mogey left the business and we welcomed Briar Robinson to the team. The staff remain well supported by a strong executive chaired by Whetu and an engaged forum.

We are well placed. But pursue excellence.

We appreciate all engagement we have with our growers. Thank you for your ongoing support.

Onwards and upwards.

**NZKGI CEO – Colin Bond**

# Industry Stability

The scale created by the Single Point of Entry (SPE) is one of the key reasons for our industry's success. Industry performance has been remarkably resilient during a time of cost-of-living pressures globally, the war in Iran and the introduction of tariffs by our trading partners.

The purpose of the Industry Stability portfolio is to build strong relationships and ensure that industry decisions are grower centric, enabling our ongoing success.

NZKGI Forum members meet about 10 times each year to discuss both operational and strategic industry issues. Five NZKGI representatives take the Forum-generated perspective to the Industry Advisory Council (IAC) where pan industry matters are discussed. Two NZKGI Forum members, as well as staff, participate in the Industry Supply Group (ISG) meetings.

NZKGI representatives also regularly meet with other horticulture product groups. Many envy our strong position. Other product groups are finding it tough out there.

### Government Relations

Building relationships at all levels of local and central government remains an important function for NZKGI. Especially in election years. To be enduring, what's good for the kiwifruit industry needs to also be good for New Zealand. Currently there is very good alignment. Our success is having a positive impact on the communities we operate in. We work hard to ensure this is well understood by public servants.

### International Relations

The 44th International Kiwifruit Organisation (IKO) annual meeting was hosted this year in Vigo, Spain. The conference is an important part of maintaining relationships with kiwifruit growers in other countries. It is a chance to share opportunities and challenges and provides early warnings in the biosecurity space. At the conference there was acknowledgement from member countries about Zespri's work proving the health claim for green kiwifruit. There is recognition of the support this provides the category. Off the back of improving Hayward returns, Chile is responding with plans to plant as many as 3,000 hectares of Hayward in the next few years.

Climate change remains a topic of conversation. Greece, France, Portugal and Italy all commented on the warming climate in their growing regions.

While in Europe, NZKGI representatives also viewed parts of the supply chain, ZGS plantings and market visits in Singapore and Italy.

A focus of the Industry Stability portfolio is to build strong relationships to ensure grower success

The first kiwifruit harvest of 2026 was undertaken by Singh Gakhal in South Auckland, attracting media attention.

# Communications

The Communications portfolio has achieved strong results over the past 12 months, enhancing engagement with growers and strengthening the public perception of the kiwifruit industry.

### NZKGI Events

Alongside attendance at grower events, such as Fieldays and Zespri meetings, NZKGI holds their own roadshows, exclusively for growers, in a small setting where free and frank conversations about the industry are held. These meetings were held in 13 locations across growing regions over the reporting period.

Given the complexity of gene technology and ongoing national discussion, NZKGI supported growers with clear, factual information on gene editing and precision breeding, including the regulatory landscape in New Zealand and global developments. Grower symposiums were held from Kerikeri to Nelson in October, providing an opportunity to hear from experts and build understanding.

### Portfolio service provider

As a service provider to NZKGI's other portfolios, the Communications portfolio delivers a wide range of outputs, including publications, surveys, speeches, media releases, briefings and events. This includes coordinating roadshows and supporting meetings with government dignitaries, such as for the announcement proposing to change the Plant Variety Rights Act. A key project over the past year was the production of the second edition of NZKGI's Kiwifruit Industry Performance Report.

### Newsletter

NZKGI's Weekly Update newsletter, distributed every Friday at 2pm, remains the industry's most-read publication. Subscriber numbers grew by 2% over the year, with the newsletter continuing to provide essential, timely information for growers. The 52% open rate over the 2025/26 reporting period exceeds multiple industry benchmarks of 31-46%[1].

### Opinion pieces

NZKGI regularly publishes opinion pieces addressing key industry topics. These include two formats: the CEO blog for Colin Bond, distributed via the Weekly Update newsletter, and a longer, bimonthly piece for Whetu Rolleston as the NZKGI Chair, features in the Kiwifruit Journal.

### Publications

NZKGI extends its reach through articles in industry publications such as The Orchardist and Kiwiflier. NZKGI also produces its own collateral tailored to specific audiences. Some highlights over the reporting period include:

[1] *https://mailchimp.com/resources/email-marketing-benchmarks/, https://www.mailerlite.com/blog/compare-your-email-performance-metrics-industry-benchmarks*

- A social licence booklet highlighting the kiwifruit industry's positive impact on local communities.
- A pre-election Manifesto outlining regulatory priorities to support engagement with government.
- A summary of achievements under the Industry Water Strategy, outlining progress and next steps.

### Pastoral care

NZKGI continues to manage the Grower Relief Fund and maintains a strong presence in the pastoral care space. Regular messaging on the importance of resilience features in the NZKGI newsletter. NZKGI also collaborates closely with the Rural Support Trust and Farmstrong to ensure kiwifruit industry representation in their initiatives. Additionally, NZKGI remains active in the Primary Sector Coordination Group, sharing information with government agencies and other primary industries in response to adverse events.

Increased adverse weather over the reporting period required greater NZKGI involvement. While all regions were affected, three flooding events in Tasman (June–July) caused significant damage to orchards, infrastructure and operations. Additionally, January storms, although localised, had a severe impact on some Bay of Plenty growers. NZKGI played an active role in coordinating pastoral support, gathering intelligence and working alongside partner agencies.

### Media

NZKGI continues to represent growers in the media. The Communications portfolio monitors coverage, produces media releases and statements, responds to enquiries and coordinates interviews. Key issues over the past year included the appointment of the new Chair, gene technology, adverse weather events, the India FTA, transport constraints through the Waioeka Gorge, and kiwifruit licences.

### Website

A major refresh of the NZKGI website was completed in 2025/26, incorporating new brand guidelines and improving usability, navigation and accessibility. Information is now easier to find across devices. A key feature is the interactive Horticulture Careers Map, which highlights real career pathways within the kiwifruit industry and helps make opportunities more accessible.

As NZKGI has grown in scale and capability, it has become increasingly data-driven, generating insights, benchmarking, labour intelligence and industry analysis. While these outputs provide significant value to growers, they also represent commercially sensitive intellectual property. NZKGI must manage this information as an asset and ensure levy-funded benefits are retained for growers.

To support this, alongside the new website, a secure Grower Hub has been introduced to provide access to key tools and insights. Highlights include post-harvest unblinded scorecards and the new Grower Cashflow Tool.



# Environmental & Policy

Over the past year, NZKGI has continued to play a strong leadership role in environmental and resource management policy, focusing on ensuring regulation affecting kiwifruit growers is practical, science-based, and proportionate to risk. Key areas of work included freshwater management, resource management system reform, and advocacy on regulatory proposals affecting the sector.

### Freshwater Management and RMA Reform

NZKGI participated in regional freshwater planning and consultation processes to ensure growers' perspectives are reflected in the development of limits, allocation frameworks, and implementation approaches. Our advocacy emphasised the importance of policies that are workable on orchard, grounded in robust science, and supportive of productive land use.

At a national level, NZKGI remained actively involved in reforms to the RMA and wider resource management system. Given the significance of these reforms for horticulture, we advocated for a streamlined framework that reduces compliance costs and consenting delays while protecting growers' ability to operate, invest, and sustainably expand. Engagement with central and local government reinforced the need for policy settings informed by real-world operational experience.

NZKGI also responded to evolving regulatory developments, including freshwater policy changes, consent renewal requirements, and increasing uncertainty around future environmental obligations. Guidance and updates have continued to support growers through these changes.

### Kiwifruit Industry Water Strategy

The Kiwifruit Industry Water Strategy reached a five-year milestone this year, strengthening the industry's approach to sustainable water and nutrient management. Supported by an eight-year research

programme, the strategy improved understanding of water use, nutrient losses, soil health, and irrigation practices across kiwifruit orchards.

This work bolstered both on-orchard decision making and industry advocacy, helping demonstrate good environmental practice across the sector. Practical outcomes included tools, resources, and extension activities that enabled growers to apply scientific findings on orchard.

Over the past 12 months, the strategy shifted from a primary focus on research and extension to stronger industry advocacy in response to increasing regulatory uncertainty and emerging risks to growers' access to water. Key achievements included progressing the Policy and Science Roadmap and completing a conceptual typology framework to better represent orchard systems in policy and planning processes. Planning is now underway for the next phase of this work in 2026.

The strategy reached a significant milestone in early 2026 with its objectives and advocacy work continuing to be seen through broader industry and regulatory initiatives. The milestone was marked by the publication of a Kiwifruit Journal article and an overview document — Overview of the Kiwifruit Industry Water Strategy: He Wai mō Āpōpō – Water for the Future — which captured key achievements and highlighted the tools and resources available to growers.

### Local Government and Plan Change Advocacy

NZKGI continued engaging with local government on plan changes affecting horticulture, including Waipā District Council's Plan Change 25 relating to shelterbelts and artificial crop protection structures.

Following earlier engagement on the draft proposal, NZKGI submitted on the notified plan change in February 2026. While supporting elements that recognised the realities of a working rural environment, NZKGI raised concerns about provisions that could unnecessarily reduce productive land availability. Key issues included setbacks, reverse sensitivity, and the treatment of crop protection structures.

NZKGI will continue working with councils to ensure planning rules appropriately balance environmental and productivity outcomes.

### Submissions and Regulatory Engagement

NZKGI contributed to several national submissions during the year, often in collaboration with HortNZ. This included input on an MPI proposal to amend the Commodity Levies Act 1990. NZKGI raised concerns about aspects of the proposal, contributing to a strengthened industry submission. The proposed amendments were ultimately not progressed.

We also continued engagement with government agencies on broader regulatory reviews, including RMA reform and freshwater policy, ensuring the kiwifruit industry voice remained represented in decision-making processes.

### Looking Ahead

NZKGI will maintain a strong focus on policy engagement and advocacy as major reforms continue to evolve. Priorities include monitoring implementation of RMA reform, responding to freshwater policy changes, supporting growers through consent renewals, and progressing the next phase of the Policy and Science Roadmap.

Business-as-usual activities will continue, including building relationships with key stakeholders and contributing to submissions.

# Labour & Education

## Labour

### RSE Scheme

Through extensive engagement with growers, NZKGI developed and submitted its response to the Government's review of the Recognised Seasonal Employer (RSE) scheme, reinforcing its vital role in enabling industry growth, strengthening Pacific partnerships, and delivering shared economic benefits.

As the kiwifruit sector continues to expand, NZKGI has focused on advocating for a simpler, more coherent regulatory framework—grounded in existing legislation, aligned with sound regulatory practice, and designed to reduce administrative burden. Central to this is a shift toward a more balanced, risk-based compliance model that recognises most employers are committed to doing the right thing.

NZKGI's submission outlined practical improvements to ensure the scheme remains fit for purpose, including a graduated accreditation system aligned with compliance performance, a more streamlined Agreement to Recruit (ATR) process, and consideration of longer-term or multi-season visa settings. NZKGI also emphasised the importance of strengthening worker wellbeing through culturally appropriate pastoral care, improved worker voice, and clear accommodation standards aligned with existing frameworks.

While open to options such as minimum take-home pay, NZKGI has signalled that longer-term solutions to cost recovery challenges may require legislative change. At the time of writing, NZKGI is awaiting the Government's response, with an update expected at the Horticulture New Zealand Conference in July 2026.

### Template Resources for Growers

NZKGI provides growers with resources to support compliance, including the Labour Education Orchard Services Agreement and Employment Agreements. These templates are tailored to the kiwifruit industry, reviewed annually, and available on the NZKGI website.

### Seasonal Worker Accommodation

The signing of the Western Bay of Plenty Regional Deal in May 2026 marks an important step in addressing access to suitable accommodation for a growing workforce. NZKGI has consistently highlighted that housing availability is critical to attracting and retaining labour, including the RSE workforce.

As production expands, access to quality housing and supporting infrastructure will be essential to maintaining a stable labour supply. The Deal establishes foundations for improved outcomes through better-aligned land use planning, increased investment certainty, and more efficient development pathways to support additional housing over time.

### Bay of Plenty Labour Governance Group

NZKGI continues to chair the Bay of Plenty Labour Governance Group, which meets three times a year to share knowledge and provide leadership on labour-related matters across the region.

# Education

## Agribusiness in Schools

The Agribusiness in Schools programme provides a valuable educational opportunity to broaden students' knowledge and skills in agribusiness and help prepare them for future employment within the industry. In 2025, 128 schools delivered Agribusiness and more than 23,500 students have studied it over the past nine years.

NZKGI sits on the Agribusiness in Schools Advisory Committee alongside other industry bodies, advocating for the education needs of the kiwifruit sector.

*www.agribusiness.school.nz*

SCAN ME

## Careers Map

In 2025, NZKGI launched an interactive Careers Map showcasing the diversity of roles across the kiwifruit industry. Profiling more than 80 industry professionals, the map highlights career pathways across orchard operations, science, marketing, leadership and logistics.

Each profile includes both video and written content, offering insight into day-to-day roles, career journeys, and practical advice for those considering a future in the industry.

*www.nzkgi.org.nz/schools-training/careers-map/*

SCAN ME

## Kiwifruit Book

NZKGI updates the Kiwifruit Book biannually for secondary school students and teachers. This resource provides comprehensive insight into the kiwifruit industry, including orchard practices, industry structure, and international marketing and export data. The next update is scheduled for the end of 2026.

*www.nzkgi.org.nz/schools-training/labour-education-education/*

SCAN ME

## Young Grower Competition

NZKGI supports the Pukekohe, Hawke's Bay, Nelson and Gisborne competitions, and organises the Bay of Plenty event in collaboration with the Bay of Plenty Young Fruit Growers Upskilling Committee.

The 2025 Bay of Plenty Young Grower Competition saw over 430 guests attend the gala dinner, eight contestants from a wide range of backgrounds, and more than 200 people attend the Competition Day.

*www.bopyounggrower.co.nz*

SCAN ME

## Cultivate Your Career

In collaboration with Priority One, NZKGI delivered the annual Cultivate Your Career event at Mercury Baypark. The event hosted over 300 secondary school students from across the Bay of Plenty, Western Bay of Plenty and Waikato regions.

A total of 18 interactive exhibitors represented a wide range of industry organisations, spanning science, business, post-harvest, engineering and commercial roles.

The event aims to shift perceptions of the kiwifruit industry among young people and encourage them to consider careers within the sector.

*www.nzkgi.org.nz/schools-training/cultivate-your-career/*

SCAN ME

## Future Leaders

NZKGI delivers the Future Leaders programme in collaboration with a dedicated committee of volunteers. In 2025, the programme hosted five events: a Conflict Resolution Workshop, a Zespri CEO Q&A, a Quiz Night, Resilience to Rewards with Ben Purua, and a Beach Clean-up.

Each event attracted an average of 55 attendees, with most reaching capacity and maintaining waitlists. These events provide opportunities for participants to develop their skills, learn about the horticulture sector and wider primary industries, and engage directly with established industry leaders.

*www.nzkgi.org.nz/schools-training/future-leaders/*

SCAN ME

# Performance & Insights

At the end of 2025, the portfolio's name transitioned from Performance & Supply to Performance & Insights to reflect its strengthened strategic focus, lift insight capability, and better support a bold vision for growers to be world-leading and future-ready through more efficient, data-driven decision-making. The portfolio continues to play a central role in delivering NZKGI's strategic objective of ensuring transparent, accountable, and grower-focused industry performance. Over the past 12 months, the portfolio has maintained strong engagement across ISG, subgroups, and working groups to ensure grower perspectives are embedded in key supply chain and commercial decisions.

## Greater transparency

A continued focus has been improving visibility and accountability across the supply chain. Building on the prior years' work, the portfolio progressed practical steps towards greater post-harvest transparency, including the introduction of unblinded supplier scorecards and enhanced performance reporting. These developments respond directly to shared grower concern regarding fruit loss, quality costs, and clarity of accountability across industry participants.

## Commercial incentives

The Commercial Incentives review has progressed through structured phases of research and industry engagement, guided by an independent chair and supported by an external partner, with early insights reinforcing the need for a simpler, more transparent, and market-aligned system as the work moves toward potential implementation for the 2027 season and beyond.

## Monitoring industry performance

The Kiwifruit Industry Performance Report continues to evolve as a core output of the portfolio. In its second year, the report has expanded in both scope and depth, strengthening its role as a key tool for communicating industry performance to growers. The report integrates insights across Zespri and post-harvest performance, ensuring NZKGI meets its obligation to provide independent, robust, and timely analysis to support grower decision-making and confidence.

## Grower representation

NZKGI has maintained active representation across the Industry Supply Group and its subgroups, ensuring grower interests are consistently represented in operational and strategic discussions. The portfolio has also continued oversight of key industry initiatives, including Project Horizon and innovation funding. Regular engagement ensures transparency of investment, progress against deliverables, and alignment with grower outcomes.

In addition, NZKGI has contributed to commercial oversight processes, including the renegotiation of industry service agreements such as Maturity Clearance Services, ensuring commercial arrangements remain fit for purpose and aligned with grower interests.

## Grower tools

The last 12-months has also seen the portfolio build a suite of tools that support growers decision making. The NZKGI Grower Cashflow Tool is designed to help growers understand the timing and scale of cash inflows and outflows across the season, using a structured, step by step approach. It allows users to build a clear picture of their expected cash position, test different scenarios, and identify potential pressure points well ahead of time. This is supported with the packhouse cashflow forecast and growing budget forecast templates.

Overall, the portfolio's work this year reflects a continued shift from advocacy alone toward delivering tangible tools, insights, and industry influence that improve transparency, accountability, and long-term industry performance.

# Organisational Management

## Executive Committee

**Whetu Rolleston**
Chairperson,
Industry Stability,
Environmental & Policy

**Robert Humpheries**
Vice Chairperson
Environmental & Policy,
Performance & Insights

**Tammy Hill**
Communications,
Labour & Education

**Carol Ward**
Performance & Insights

**Sean Carnachan**
Labour & Education

**Michelle Dyer**
Performance & Insights

### Forum changes

- **Trevelyan's:** Debbie Robinson stood down and was succeeded by Courtney Bragg.
- **Iwi:** Tiaki Hunia stood and was succeeded by Dave Nuku.

NZKGI thanks those representatives who stood down for their service for kiwifruit growers and welcomes the new representatives.

### Executive Committee changes

- Michelle Dyer was elected as an Executive Committee member following the resignation of Mark Mayston in April 2025.

### Staff changes

- Briar Robinson filled a new Data Analyst position.
- Neil Mogey departed NZKGI. NZKGI thanks Neil for his service for kiwifruit growers.

## NZKGI Staff

**Colin Bond**
Chief Executive Officer

**Mike Murphy**
Head of Communications
and Strategic Projects

**Tanya Vickers**
Executive Assistant

**Briar Robinson**
Data Analyst

**Vanessa Malloy**
Workforce Manager

**Craig Sims**
Head of Performance
& Insights

**Chloe Trim**
Senior Policy Advisor

**Rebekah Waltham**
Senior Policy Advisor

**Sam Vicente-Moa**
Events and
Communications Officer

# NZKGI Forum Members

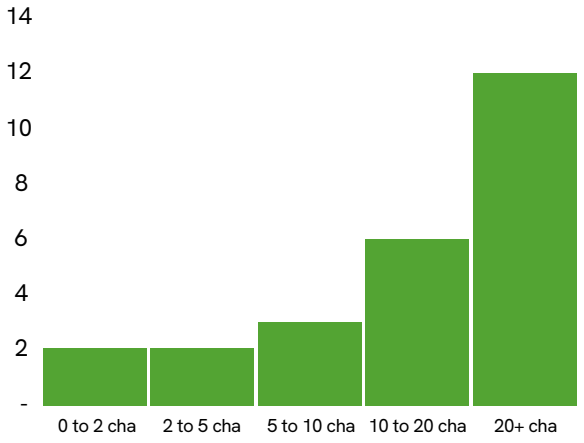
| Region | Grower Representative | Email | Portfolio oversight |
|---|---|---|---|
| Northland | Hannah Shaw | hannah.shaw@nzkgi.org.nz | Labour & Education |
| Auckland | – | – | – |
| Waikato | Paul Gardiner | paul.gardiner@nzkgi.org.nz | Performance & Insights |
| Waihi/ Coromandel | Rodger Bayly | rodger.bayly@nzkgi.org.nz | Performance & Insights |
| Katikati | Mark Thompson | mark.thompson@nzkgi.org.nz | Performance & Insights |
| | Sean Carnachan | sean@westernorchards.co.nz | Labour & Education |
| Tauranga | Mike Smith | net-man@darraghsmith.co.nz | Communications |
| | Whetu Rolleston | whetu.rolleston@nzkgi.org.nz | Industry Stability / Environmental & Policy |
| Te Puke | Brigid Crawford | brigid.crawford@nzkgi.org.nz | Communications / Labour & Education |
| | Tammy Hill | hillridge@xtra.co.nz | Communications / Labour & Education |
| | Leisha Parr | leisha.parr@nzkgi.org.nz | Labour & Education |
| | Rory Bragg | rory@kdl.nz | Performance & Insights |
| Whakatāne | Nick Woolsey | nick.woolsey@nzkgi.org.nz | Performance & Insights |
| Ōpōtiki | Chris Anstis | chris.anstis@nzkgi.org.nz | Performance & Insights / Communications |
| Poverty Bay | Tim Tietjen | tim.tietjen@nzkgi.org.nz | Performance & Insights / Environmental & Policy |
| Hawke's Bay / Lower North Island | Gary Davies | gary.davies@xtra.co.nz | Communications / Environmental & Policy |
| South Island | Genevieve Griffin-George | g@nzkgi.org.nz | Communications / Labour & Education |
| **Grower Entity** | | | |
| Apata | Helen Allen | helen.allen@nzkgi.org.nz | Labour & Education |
| DMS | Dominic Jones | dj@ocpartners.co.nz | Environmental & Policy |
| Eastpack | Robert Humphries | surumahort@outlook.com | Performance & Insights / Environmental & Policy |
| G6 | Carol Ward | carol.ward@nzkgi.org.nz | Performance & Insights / Environmental & Policy |
| Iwi | Dave Nuku | dave@ngamanawa.com | - |
| Less than 4% | Steve Thomas | steve.thomas@nzkgi.org.nz | Performance & Insights / Labour & Education |
| MPAC | Michelle Dyer | michelle@schort.co.nz | Performance & Insights |
| Trevelyan's | Courtney Bragg | courtneybragg23@hotmail.com | Performance & Insights / Communications |
| Seeka | Andrew Dawson | andrew.dawson@seeka.co.nz | Labour & Education / Environmental & Policy |

*Executive Committee Members*

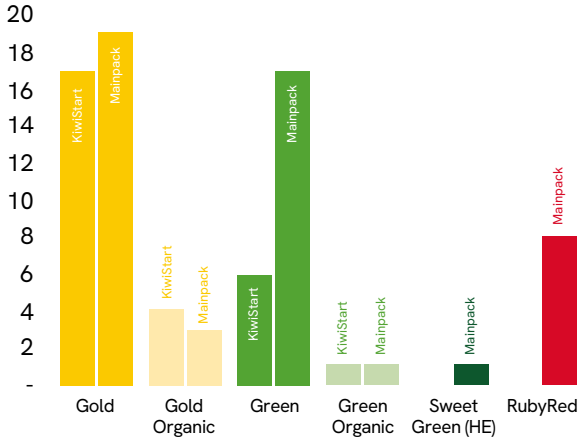
# NZKGI Forum Representation

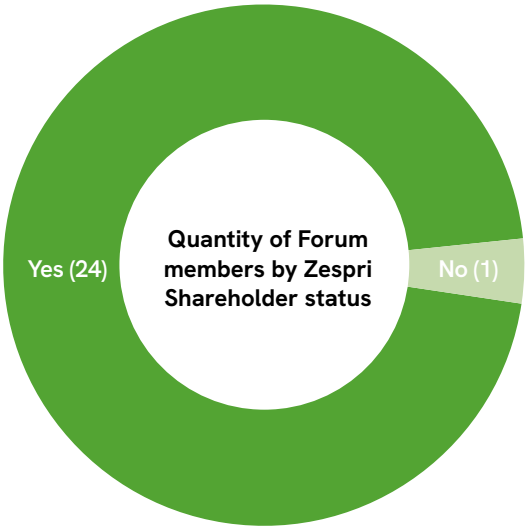
The below summarises the total growing area, the growing method and typical harvest timing of the NZKGI forum representatives, as well as gender representation and shareholder status.

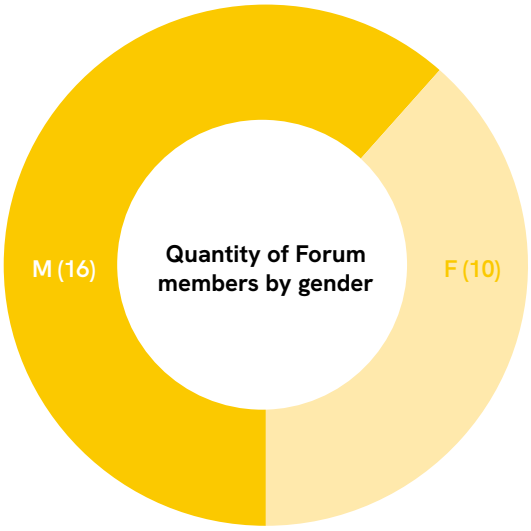
**Quantity of Forum members by growing area**




**Quantity of Forum members by fruit group and harvest timing**



# Statement of Financial Performance

New Zealand Kiwifruit Growers Incorporated for the 15 months ended 31 March 2026

| Account | Notes | Jan 2025-Mar 2026 |
|---|---|---|
| **Revenue** | | |
| Revenue from Levies | 1 | 2,761,448 |
| Interest, dividends and other investment revenue | 1 | 15,364 |
| Other revenue | 1 | 47,145 |
| **Total Revenue** | | **2,823,958** |
| **Expenses** | | |
| Employee remuneration and other related expenses | 2 | 2,020,575 |
| Other expenses related to service delivery | 2 | 527,804 |
| Other expenses | 2 | 328,538 |
| **Total Expenses** | | **2,876,917** |
| **Deficit Before Tax for the Period** | | **(52,959)** |
| **Income Tax** | | |
| Income Tax | 3 | 4,022 |
| **Total Income Tax** | | **4,022** |
| **Deficit for the Period (After Tax)** | | **(56,981)** |

# Statement of Financial Position

New Zealand Kiwifruit Growers Incorporated as at 31 March 2026

| | Notes | 31 Mar 2026 |
|---|---|---|
| **Assets** | | |
| **Current Assets** | | |
| Cash and short-term deposits | | 1,022,521 |
| Debtors and prepayments | 4 | 155,995 |
| **Total Current Assets** | | **1,178,516** |
| **Non-Current Assets** | | |
| Property, Plant and Equipment | 6 | 27,138 |
| Other non-current assets | 4 | 4,455 |
| **Total Non-Current Assets** | | **31,593** |
| **Total Assets** | | **1,210,109** |
| **Liabilities** | | |
| **Current Liabilities** | | |
| Creditors and accrued expenses | 5 | 199,773 |
| Employee costs payable | 5 | 39,301 |
| Other current liabilities | 5 | 3,207 |
| **Total Current Liabilities** | | **242,281** |
| **Total Liabilities** | | **242,281** |
| **Total Assets less Total Liabilities (Net Assets)** | | **967,828** |
| **Accumulated Funds** | | |
| Accumulated surpluses (or deficits) | 7 | 967,828 |
| **Total Accumulated Funds** | | **967,828** |

*The accompanying notes form part of the performance report.*
*The performance report must be read in conjunction with the accompanying Notes to the Accounts and Audit Report.*

# Budget

| | Audited March 2026 (15 month) | Budget March 2027 | Revised Budget March 2027 | Budget March 2028 |
|---|---|---|---|---|
| **Income** | | | | |
| Commodity Levy | $2,761,448 | $2,730,000 | $2,938,000 | $2,834,000 |
| Interest Income | $15,364 | $12,000 | $15,000 | $15,000 |
| Other income | $47,146 | | | |
| **Total income** | **$2,823,958** | **$2,742,000** | **$2,953,000** | **$2,849,000** |
| | | | | |
| **Expenses** | | | | |
| Exec Committee & Forum Members | $397,311 | $439,900 | $409,900 | $465,100 |
| Staff | $1,623,263 | $1,362,183 | $1,382,183 | $1,506,003 |
| Overhead Expenses | $328,538 | $264,128 | $292,070 | $301,028 |
| Industry Stability | $27,240 | $80,000 | $100,000 | $80,000 |
| Communications | $120,265 | $72,500 | $82,500 | $54,500 |
| Performance | $133,885 | $126,000 | $346,000 | $147,400 |
| Labour/Education | $129,959 | $147,000 | $137,000 | $117,500 |
| Environment & Policy | $46,323 | $149,140 | $149,140 | $141,140 |
| Organisational Management | $70,133 | $58,300 | $58,300 | $95,800 |
| **Total expenses** | **$2,876,917** | **$2,699,151** | **$2,957,093** | **$2,908,471** |
| | | | | |
| **Net Operating Profit / (Loss) Before Tax** | **($52,959)** | **$42,849** | **($4,093)** | **($59,471)** |
| Provision for Tax | $4,022 | | | |
| **Net Profit / (Loss)** | **($56,981)** | **$42,849** | **($4,093)** | **($59,471)** |
| | | | | |
| Prior Year Retained Earnings | $1,024,809 | $967,828 | $967,828 | $963,735 |
| **Retained Earnings Year End** | **$967,828** | **$1,010,677** | **$963,735** | **$904,264** |

# Notes to the summary of financial statements

These summary financial statements have been extracted from the audited financial statements prepared for New Zealand Kiwifruit Growers Incorporated. The full financial statements were prepared as special purpose reports for the purpose of reporting to members.

This is the first year that NZKGI has prepared its Performance Report in accordance with Tier 3 (NFP) Standard. Accordingly, comparative information for the prior period has not been presented. In the interests of transparency, the prior year financial statements and accounting policies are attached as an appendix to the financial accounts available on the NZKGI website.

The financial statements are prepared on a historical cost basis, and are presented in New Zealand dollars (NZ$) and rounded to the nearest $ unless otherwise stated.

These summary financial statements do not include all of the disclosures contained in the full financial statements and therefore do not provide as complete an understanding to readers as that which would be provided by the full financial statements. Full financial statements, which have been audited, can be obtained by contacting NZKGI via the following:

**Phone:** 0800 232 505
**Postal address:** PO Box 4246 Mount Maunganui South 3149
**Email:** info@nzkgi.org.nz
**Website:** www.NZKGI.org.nz

*The accompanying notes form part of the performance report.*
*The performance report must be read in conjunction with the accompanying Notes to the Accounts and Audit Report.*