

2020



ANNUAL REPORT

New Zealand Ayrshire Association (Inc)



**OFFICIAL
PUBLICATION
OF THE
NEW ZEALAND
AYRSHIRE
ASSOCIATION (INC)**



the **AYRSHIRE NEW ZEALAND ANNUAL REPORT 2020**

OFFICE LOCATION

Livestock Improvement Centre
Cnr Morrinsville & Ruakura Rd
Newstead, Hamilton

POSTAL ADDRESS

595 Ruakura Rd, R D 6, Hamilton 3286

TELEPHONE

07 856 0816

GENERAL MANAGER

Pam Goodin

MEMBERSHIP SERVICES ADMINISTRATOR

Robyn Gordon

BUSINESS ADMINISTRATOR

Michelle Calcott

PROMOTIONS & MARKETING CO-ORDINATOR

Kandin Robinson

E-MAIL

info@ayrshire.org.nz

FACEBOOK

Ayrshire New Zealand

WEBSITE

www.ayrshire.org.nz

Table of Contents

Below	Board of Directors
4	— The Ayrshire Vision
5	— Notice of Annual Meeting
5	— Annual Meeting Programme
6	— Presidents Report
8	— Remits
8	— Notices of Motion
8	— Membership Analysis
8	— Registrations by Herd Book
8	— Trust Fund Donors
8	— Investayr Donors
9	— Production Awards 2018/19
11	— Competitions 2018/19
12	— Show Awards 2019/20
13	— Special Awards 2020
14	— Statement of Financial Performance and Position
24	— Finance Committee Report
25	— Semayr Breeding Services Report
27	— Production Promotion Committee Report
28	— T.O.P. & Judging Committee Report
29	— Youth Committee Report
30	— General Manager's Report

Board of Directors

President

Donald Green Leeston

Directors

Roger Hutchings	Okaihau
Roger Hancock	Ohinewai
Graeme Leech	Tirau
Vince Steiner	Tokoroa
Gordon Glentworth	Kaponga
Graeme Emslie	Norsewood
Audrey Stevenson	Riverton
Peter Allison	Outram

The Ayrshire Vision

Vision

Ayrshire New Zealand will develop, promote and maintain the Ayrshire breed as a credible option for New Zealand dairy farmers.

Purpose

To be the number one dairy population, among all breeds, under the NZ payment system.

Core Values

- Genetic gain of the Ayrshire population
- Always look for the opportunity
- Maintain a financially sustainable business
- Foster camaraderie among Ayrshire members
- Always maintain a professional image

Goals

- Ayrshire NZ will have united, vibrant members who are proud to belong.
- Ayrshire NZ members will be proactive and engaged in striving to achieve Association goals.
- Ayrshire NZ and its members are progressive and are perceived to be innovative.
- Ayrshire (A14+) will make up >1% of the national herd
- Ayrshire BW/GW and PW will increase annually
- Ayrshire cows will be financially rewarding for those who farm them.
- Ayrshire cows will be included in national statistics and trials.

Key Performance Indicators (KPI)

1. Membership: The Association membership will be 30% of farmers who have a proportion of Ayrshire in their herds.
2. Registration: 40% of available animals will be registered.
3. Semen Sales: The Semayr / LIC partnership will have 50% of Ayrshire calves registered annually sired by Semayr bulls.

NOTICE OF 111TH ANNUAL GENERAL MEETING 2020

and

ANNUAL REPORT, STATEMENT OF FINANCIAL PERFORMANCE
and STATEMENT OF FINANCIAL POSITION
for the year ended 31 March 2020

To be presented to the Annual General Meeting of the Association to be held at the Sudima Hotel, Christchurch.

Thursday 2nd July 2020, at 9.00 am.

Business:

1. Notice of Meeting.
2. Apologies.
3. Minutes of the 2019 Annual General Meeting (see Bulletin No. 172).
4. Matters arising from the previous minutes.
5. To Receive and Adopt the President's Report.
(a) Obituaries
6. To Receive and Confirm the Statements of Financial Performance and Position.
7. Appointment of Auditor.
8. Results of Elections
9. Notices of Motion.
10. Remits.
11. Reports from Committee Convenors.
 - Finance Committee
 - Semayr Breeding Services
 - Marketing, Promotions and Production Committee
 - TOP Judging Committee
 - Youth Committee
12. General Business.

By Order of the Board
Pam Goodin
18 June 2020

PRESIDENTS REPORT



It is with pleasure that I present my Presidents Report for the year ending March 2020.

I would like begin my report by quoting Forest Gump or maybe it was his mother "Life is like a box of chocolates. You never know what you're gonna get."

As I write this Report in early June, we would normally have had the AGM for our Association. But with the stop-go nature of the past two months and the uncertainty of what the future holds, I believe, as do the Board, that it is important that we hold our AGM in compliance with the Rules and hope that we receive your support.

The 2020 Conference was originally planned for Nelson and Anne Green put her hand up to organise it (again). I know that she was grateful for the financial assistance from four Ayrshire Clubs. Due to Covid-19, the Nelson Conference was unable to be held and the money has been returned to the Clubs. In Level 3 lockdown, we took the risk to plan a one-day AGM close to Christchurch Airport. I would like to thank Anne for arranging the AGM in Christchurch at short notice.

Life for many of us has been business as usual during level three and four lockdown but spare a thought for the office staff restricted to their homes to continue with their duties. I have been impressed with the effort that has been put in to make sure that our member services continued. Thanks team.

The dairy season in New Zealand has again been difficult for many with dry conditions for the majority of the North Island and extended irrigation season in the South Island which has added to the cost of on farm production. It is pleasing however that Fonterra suppliers are likely to receive the fourth highest payout in the history of the Co-op (put some aside for next year).

I look back at my previous report and the cattle disease Mycoplasma Bovis was having a major impact on the dairy industry and many associated businesses. Now we have the COVID-19 global pandemic to deal with which is impacting all New Zealanders and the worldwide population.

M. Bovis as I understand is being brought under control and may soon be surveillance testing only like TB Testing. It did, however, have an impact around the show season this year with many A&P Assns deciding

not to hold cattle sections at their shows. One exception was Stratford A&P, who chose to host North Island Championships for all dairy breeds.

The Ayrshire New Zealand National On-Farm Challenge was held again for the second year this time brought forward to December and attracting 270 entries across all classes. Guest judge this year was Shane Wadley, from Australia. This competition is becoming a huge success and I only hope that it will continue when and if the showing of cattle returns to our local Shows.

The administration of our Association continues to function well and provide members with necessary breed services. The board continue to look at costs and charges and have found it necessary in some areas to increase fees. Although we have declared a small operating loss for the year, our asset value has increased due to the revaluation of our occupancy portion at the LIC Newstead building. We have been able to pay back a portion of our loan thanks to the generosity of members donating to the INVEST-AYR Fund. This fund is still operating, and we welcome donations either cash or cull cows with direct payment to this separate account.

The Business Plan Panel has been discussing various ways and methods of reducing costs and increasing income.

The Board of Directors met four times this year. The most recent April meeting was held by Zoom as well as several Special meetings since. The February meeting was held in the Canterbury area with catering and accommodation provided by the Canterbury members. Whilst in the area, the Directors took the time to meet with members and attend an open Ayrshire Field day at the Glenmore Stud to promote Cross Breeding using Ayrshires.

Semayr continues to offer both members and the industry the opportunity to purchase semen from proven and young Ayrshire sires. The sales of our young bulls were down on previous years. As a breed, we need to support the use of the young bull team either individually or by entering the Semayr Sire Proving Scheme.

Continued...

PRESIDENTS REPORT *continued...*

Good promotion is always important for our breed and I thank those members who offer themselves to provide articles for the various dairy publications. Kandin at the office has produced two Bulletins and numerous Ayrwaves along with assisting with advertising for the Ayrshire Field day.

In January, Anne, and I, along with other NZ Delegates attended the World Ayrshire Federation Conference tour of Australia. Around 110 Delegates from eight member countries attended. We started in Adelaide with the tour traveling through South Australia and on to Victoria. The Conference meetings were held in Shepperton and included International Dairy Week. The tour party travelled on through New South Wales concluding in Sydney. An excellent mix of people, herds and scenery was enjoyed by all. Congratulations to the Australian organisers who managed to time it between bush fires and Covid-19. The next World Conference is in the UK in 2024.

It was pleasing that some of our members got to meet some of the overseas delegates as they extended their trip down under to include New Zealand. New World President Edmond Els was amongst them. I need to remind him next time I see him that NZ does not end at the Cook Strait though.

Our administration continues to be contracted out to Jersey N Z. General Manager, Pam Goodin and her staff administer the affairs of our Association. As in the past, this arrangement is working well for our Breed particularly around sharing some of the costs and improving office efficiencies. My thanks once again to Pam and her team for the work they do in a very professional manner.

My thanks to my fellow Directors for their support. A special mention to Graeme Emslie and Roger Hancock who are retiring from the Board. Graeme has served as a Director for the past 12 years, during that time as our Finance Convenor. Roger has served on the Board for three years. Both gentlemen will be missed at Board level, but I have no doubt that they will continue to be active within our Association. I would also like to welcome our new Director, Stuart Honeyfield to the Board.

This year is going to be a very trying one for our Association. DIGAD is about to happen and there is a need for Ayrshire NZ to make a financial contribution. The amount involved, although we have some idea,

has not been finalised at this stage. We also need to purchase new handheld devices for TOP to be compatible with the new programme. I ask that, as members you continue to use and pay for the services that we offer to justify the decision to invest in this new venture.

Obituaries: To the members who have suffered bereavements during the past year. I offer the sympathy of the Association. The following obituaries of past and present members have been noted: Andrew Macky, Colin Hancock, Mrs Nola Hutchings, John Garton, Russell Simpson, Tom Johansen, Garth Fairbrother, John Henderson and Neil Riley.

To my wife Anne and my family, thanks once again for your love and support. I would not be able to hold the office of President without your support both personally and allowing me time away from our family business.

Donald Green | President

REMITTS

There are no remits.

NOTICES OF MOTION

There are no Notices of Motion.

MEMBERSHIP ANALYSIS

	2016/17	2017/18	2018/19	2019/20	2020/21
Senior	195	179	173	171	159
Associate	67	66	64	63	57
Retired	24	24	25	20	25
Junior	23	27	22	19	14
Paid Life	35	35	33	33	30
Honorary Life	9	9	9	9	10
Ordinary	8	8	7	8	7
Dual			2	2	2
TOTALS	361	348	335	325	304

REGISTRATIONS BY HERD BOOK

	2014/15	2015/16	2016/17	2017/18	2018/19
Female - Main	3,099	2,682	1,469	2,331	2,210
- Supplementary	2,585	2,074	1,858	1,517	1,500
Male	208	170	112	67	92
TOTALS	5,892	4,926	4,439	3,915	3,802

TRUST FUND DONORS

DM Thomson, D & Mrs. NE Hutchings, CEC Webb, AF & Mrs. G Hutchings, AAC Weir, FS Hutchings, JF Burgess, DJ Ireland, Parlane Rose Bowl Fund, A & M Scott Shield donors, BC & Mrs. N Patrick, DW Wallace, Thistledown Farm

INVESTAYR DONORS

SM Macky, Canterbury Ayrshire Club, Mountside Farms, JM & EM Wadey, Gillingham Downs Family Trust

PRODUCTION AWARDS 2018/19

MAYFIELD TROPHY:

Top Herd 50+ Cows Fat & Protein 2018/2019

Awarded to: G & J Glentworth
Result: 223 cows av. - 7,887 litres milk - 337 kg fat - 293 kg prot - 286 DIM

SMITH FAMILY TROPHY:

Top Pedigree Cow Fat & Protein 2018/2019

Awarded to: Goldwyn Enterprises Ltd - B T & L J Hayward
Animal: Sanrosa Della 12-129, E8-9
Result: 6 yrs - 11,439 litres milk - 516 kg fat - 418 kg prot - 305 DIM

SNOWLINE TROPHY:

Top Cow 10 Yrs & Over Fat & Protein 2018/2019

Awarded to: Goldwyn Enterprises Ltd - B T & L J Hayward
Animal: Sanrosa Della 06-128, E8-8
Result: 12 yrs - 10,838 litres milk - 439 kg fat - 398 kg prot - 305 DIM

C.E.C. WEBB TROPHY:

Breeder of Highest BW Bull 2018/2019

Awarded to: A T & H J Jane
Animal: Southwind Jacks Quintin

CARMELGLEN TROPHY:

Highest Cow on PW List with current lactation 2018/2019

Awarded to: Gillingham Downs Family Trust - S & D Honeyfield
Animal: Te Matai 12-6, B6-7

CERTIFICATES:

Total Milk Solids (Fat & Protein) for Top Herds four sizes 2018/2019

Top Herd 50-100 Cows	Awarded to: Result:	Goldwyn Enterprises Ltd - B T & L J Hayward 91 cows av. - 8,085 litres milk - 340 kg fat - 285 kg prot - 295 DIM
Top Herd (Equal) 101-200 Cows	Awarded to: Result:	Fairleigh Dairy Farm Ltd - K A & A E Eade 126 cows av. - 6,208 litres milk - 253 kg fat - 220 kg prot - 280 DIM
Top Herd (Equal) 101-200 Cows	Awarded to: Result:	Trinity Holdings (2001) Ltd - L & W Main 172 cows av. - 6,005 litres milk - 255 kg fat - 218 kg prot - 266 DIM
Top Herd 201-300 Cows	Awarded to: Result:	G & J Glentworth 223 cows av. - 7,887 litres milk - 337 kg fat - 293 kg prot - 286 DIM
Top Herd 301+ Cows	Awarded to: Result:	Trinity Farm Holdings Ltd - R & A, C & R Stevenson 417 cows av. - 6,793 litres milk - 302 kg fat - 254 kg prot - 277 DIM

CERTIFICATES:

Top Cows - Milk, Fat, Protein

Milk Litres	Awarded to:	Goldwyn Enterprises Ltd - B T & L J Hayward
	Animal:	Goldwyn Reality Pet, E8-8
	Result:	12,183 litres milk in 305 days at 5 yrs
Fat kg	Awarded to:	Fusion Genetics - R & A Baker
	Animal:	Larkspur CN Jojo, E8-8
	Result:	538 kg fat in 305 days at 7 yrs
Protein Kg	Awarded to:	Goldwyn Enterprises Ltd - B T & L J Hayward
	Animal:	Sanrosa Della 12-129, E8-9
	Result:	418 kg protein in 305 days at 6 yrs

CERTIFICATES:

Top Herd 50 or more Pedigree Cows Each Ward for Total Solids

Ward	Owner	Cows	Milk L	Fat kg	Prot kg	Solids	DIM
1	Lodore Farm Ltd - R M & J E Hutchings	561	5,482	244	201	445	271
2	M E & R E Bon	66	5,836	231	207	438	261
3	W R & Z Kite	182	6,065	254	217	471	276
4	Goldwyn Enterprises Ltd - B T & L J Hayward	91	8,085	340	285	625	295
5	G & J Glentworth	223	7,887	337	293	630	286
6	Keripapa Farms Ltd - M R & S A Booth	215	5,710	257	207	464	267
7	Riverlea Farm Ltd - S G & M Z Riley	371	4,597	204	164	368	259
8	Trinity Holdings (2001) Ltd - L & W Main	172	6,005	255	218	473	266
9	Trinity Farm Holdings Ltd - R & A, C Stevenson	417	6,793	302	254	556	277

CERTIFICATES:

Supplementary One Award - S1A Production Award for Total Solids

Awarded to:	G & J Glentworth
Animal:	Sanrosa Josey 13-235 S1A, V7-8
Result:	5 yrs, 9,106 litres milk, 441 kg fat, 345 kg prot in 302 days

SEMAYR TOP BW HERD AWARD:

Overall Winner	BW
Pineview Dairy Farm Ltd - T & S Thomas	31

Ward Winners	BW
---------------------	-----------

1	Lodore Farm Ltd - R M & J E Hutchings	5
2	Slack No 2 Herd - R & C Slack	-7
3	M & J Fisher	-64
4	Mayo Pastoral Co Ltd - D B & K M Somerville	22
5	The Hardcase Family Trust - D Gordon	-2
6	L & C Burnell	-5
7	Riverlea Farm Ltd - S G & M Z Riley	-19
8	Pineview Dairy Farm Ltd - T & S Thomas	31
9	Trinity Farm Holdings Ltd - R & A, C & R Stevenson	3

COMPETITIONS 2018/19

DAIRYCARE SOMATIC CELL COUNT COMPETITION:

Overall Winner
Western Heights Partnership - L Megaw

Cell Count
54

Ward Winners

Cell Count

Rank	Winner	Cell Count
1	No Entry	-
2	No Entry	-
3	No Entry	-
4	No Entry	-
5	Western Heights Partnership - L Megaw	54
6	No Entry	-
7	No Entry	-
8	No Entry	-
9	CNRAYR Ltd - M Livingstone	98

NATIONAL PROGENY COMPETITIONS:

Agri Feeds Don Hutchings Memorial Trophy - 5 Daughters

Place	Owner	Animal	Points
1	G & J Glentworth	Sanrosa Danny Boy	1,195.45
2	G & J Glentworth	Ojaniityn Rumba	1,174.71
3	G & J Glentworth	Sammatin Valpas	1,171.10

Dalemere Farms Trophy - 10 Daughter Progeny Competition 2018/2019

Awarded to:	Owner	Animal	Points
	G & J Glentworth	Asmo Tossiko	1,254.46

ALLTECH ALL NEW ZEALAND PHOTO COMPETITION:

All Class Winner

To be announced by Facebook, Email and on www.ayrshire.org.nz

Graeme Knight Memorial Trophy - Best Overall Photo

To be announced by Facebook, Email and on www.ayrshire.org.nz

AYRSHIRE ON-FARM COMPETITION:

Class Winners

2 Year Old's - Glenalla Rockstar Rosa B7-6 - Glenalla Farm Ltd, P & A Gilbert

3 Year Old's - Thornton Park Decaf Calm - M & S Booth

4 and 5 Year Old's - Pukekaraka Elle Delila E9-8 - Glenalla Farm Ltd, P & A Gilbert

6 to 8 Year Old's - Brookview Dist Spirito E9-9 - Brookview Genetics, V & S Steiner

Veteran Cow - 9+ Year Old's - Brookview Po Sakkarah E8-9 - Brookview Genetics, V & S Steiner

National Team - Brookview Genetics, V & S Steiner

Brookview Po Sakkarah E8-8, Brookview Dist Spirito E9-9, Brookview Sassy Vick V8-9,
Brookview Marcs Sarsha E8-9, Brookview Jerrie Spark B7-8

SHOW SEASON AWARDS 2019/20

AYRSHIRE ON-FARM COMPETITION:

Ingleddale Trophy/Association Photos 2019/20

North Island Champion Cow

Brookview Dist Spirito E9-9 - Brookview Genetics, V & S Steiner

South Island Champion Cow

Fairleigh Burdette Annalva V7-8 - Port Molyneux Dairies Ltd, T & K Button

Association Photographs 2019/20

North Island Reserve Champion Cow

Sunshine Burdettes Dale A8-8- Sunshine Ayrshires, R & N Lawson

South Island Reserve Champion Cow

Glenmore B Lara E8-9 - Brookton Farm, D & A Green

SCOTT MEMORIAL SHIELD:

Sire Progeny

Not Awarded

ARDGOWAN TROPHY:

Royal Champion Cow - Hastings

Not Awarded

WRIGHTSON MEDAL TROPHY:

Best Female Royal Show - Hastings

Arran Viking Preceed, B7-8 - Lakeview Partnership, Isaac Kelsen

AUTUMN SHOW POINTS SHIELD:

Best Female Royal Show - Hastings

Not Awarded

SIR CHARLES FERGUSON TROPHY:

Most Points Royal Show - Hastings

Not Awarded

ARRAN TROPHY:

Ayrshire Young Judge Competition

Imogen Steiner

GREENLANE TROPHY:

Young Handlers Award (Junior) - North Island

Zara Williams

Young Handlers Award (Junior) - South Island

Not Awarded

FREDRICKSON TROPHY:

Young Handlers Award (Senior) - North Island

Zoe Botha

Young Handlers Award (Senior) - South Island

Not Awarded

SPECIAL AWARDS

KITEROA TROPHY:

For the person or persons who contributed the most effort in promoting the progress within the Ayrshire breed in the last 12 months both club wise and breed wise.

To be announced at the AGM

BELL BOOTH ACHIEVER AWARDS:

For persons who have made some notable achievement in the Ayrshire Breed.

Not Awarded

DISTINGUISHED MEMBER - WARD:

For members who promote Ayrshires locally by always portraying a positive attitude for the breed, and who make the time and effort for the breed, or to assist other Ayrshire members and/or Ayrshire enthusiasts throughout the region to achieve their goals.

Not Awarded

DISTINGUISHED MEMBERS - ASSOCIATION:

For members who promote Ayrshires either nationally or locally by always portraying a positive attitude for the breed, the NZ Ayrshire Association and it's aims, directions and objectives.

To be announced at the AGM

ROB MCINTOSH MEMORIAL TROPHY:

For members who promote Ayrshires either nationally or locally by always portraying a positive attitude for the breed, the NZ Ayrshire Association and it's aims, directions and objectives.

Not Awarded

GLENGORDON TROPHY:

For the person or persons under 26 years of age as at April annually, who contributed the most effort in promoting the progress within the Ayrshire breed in the past 12 months both club wise and breed wise.

Not Awarded

INDEPENDENT AUDITOR'S REPORT

To the Members of New Zealand Ayrshire Association Incorporated

Opinion

We have audited the special purpose financial statements of New Zealand Ayrshire Association Incorporated (the 'Society') on pages 3 to 10, which comprise the Statement of Financial Position as at 31 March 2020, and Statement of Trading, Statement of Financial Performance and Statement of Movement in Equity for the year then ended, and notes to the special purpose financial statements, including a summary of significant accounting policies.

In our opinion, the accompanying special purpose financial statements of the Society for the year ended 31 March 2020 are prepared, in all material respects, in accordance as described in Note 1 of the special purpose financial statements.

Basis for Opinion

We conducted our audit in accordance with International Standards on Auditing (New Zealand) (ISAs (NZ)). Our responsibilities under those standards are further described in the *Auditor's Responsibilities for the Audit of the Special Purpose Financial Statements* section of our report. We are independent of the in accordance with Professional and Ethical Standard 1 (Revised) *Code of Ethics for Assurance Practitioners* issued by the New Zealand Auditing and Assurance Standards Board, and we have fulfilled our other ethical responsibilities in accordance with these requirements. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

Other than in our capacity as auditor we have no relationship with, or interests in, the Society.

Emphasis of Matter – Basis of Accounting and Restriction on Distribution

We draw attention to Note 1 to the special purpose financial statements, which describes the basis of accounting. The special purpose financial statements are prepared to assist the Society to meet the requirements of the Rules of the Society. As a result, the special purpose financial statements may not be suitable for another purpose.

Emphasis of Matter – COVID-19

We draw attention to Note 11 of the financial statements, which describes the effects relating to the spread of COVID-19. Our opinion is not modified in respect of this matter.

Responsibilities of the Committee Members for the Special Purpose Financial Statements

The Committee Members are responsible on behalf of the entity for the preparation of the special purpose financial statements in accordance with the accounting policies as disclosed in Note 1 of the special purpose financial statements and for such internal control as the Committee Members determine is necessary to enable the preparation of special purpose financial statements that are free from material misstatement, whether due to fraud or error.

Findex (Aust) Pty Ltd, trading as Crowe Australasia is a member of Crowe Global, a Swiss Verein. Each member firm of Crowe Global is a separate and independent legal entity. Findex (Aust) Pty Ltd and its affiliates are not responsible or liable for any acts or omissions of Crowe Global or any other member of Crowe Global. Crowe Global does not render any professional services and does not have an ownership or partnership interest in Findex (Aust) Pty Ltd.

Services are provided by Crowe New Zealand Audit Partnership an affiliate of Findex (Aust) Pty Ltd.

© 2019 Findex (Aust) Pty Ltd

In preparing the special purpose financial statements, the are responsible for assessing the Society's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless the Committee Members either intend to liquidate the Society or to cease operations, or have no realistic alternative but to do so.

Auditor's Responsibilities for the Audit of the Special Purpose Financial Statements

Our objectives are to obtain reasonable assurance about whether the special purpose financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance but is not a guarantee that an audit conducted in accordance with ISAs (NZ) will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the decisions of users taken on the basis of these special purpose financial statements.

As part of an audit in accordance with ISAs (NZ), we exercise professional judgement and maintain professional scepticism throughout the audit. We also:

- Identify and assess the risks of material misstatement of the special purpose financial statements, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Society's internal control.
- Conclude on the appropriateness of the use of the going concern basis of accounting by the Committee Members and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the Society's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditor's report to the related disclosures in the special purpose financial statements or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditor's report. However, future events or conditions may cause the Society to cease to continue as a going concern
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by management.

We communicate with the Committee Members regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that we identify during our audit.



Crowe New Zealand Audit Partnership
CHARTERED ACCOUNTANTS

Dated at Hamilton this 18th day of June 2020

The title 'Partner' conveys that the person is a senior member within their respective division, and is among the group of persons who hold an equity interest (shareholder) in its parent entity, Findex Group Limited. The only professional service offering which is conducted by a partnership is the Crowe Australasia external audit division. All other professional services offered by Findex Group Limited are conducted by a privately owned organisation and/or its subsidiaries.

NZ AYRSHIRE ASSOCIATION (INCORPORATED)
SEMAYR LIVESTOCK AND BREEDING SERVICES
STATEMENT OF TRADING
FOR THE YEAR ENDED 31 MARCH 2020

Bulls	2020	2019
	\$	\$
Sales	36,764	43,679
	<u>36,764</u>	<u>43,679</u>
Less - Cost of Sales		
Opening Stock	86,900	91,200
Purchases	17,200	23,200
	<u>17,200</u>	<u>23,200</u>
Closing Stock	(85,000)	(86,900)
Total Cost of Sales	19,100	27,500
GROSS PROFIT (DEFICIT) ON LIVESTOCK TRADING FOR THE YEAR	<u>17,664</u>	<u>16,179</u>
	2020	2019
	\$	\$
Breeding Services		
Sales	122,054	201,229
Semen Purchases	10,085	8,420
	<u>111,969</u>	<u>192,809</u>
Opening Semen Stock	19,685	76,821
Closing Semen Stock	<u>22,067</u>	<u>19,685</u>
GROSS PROFIT ON TRADING OPERATIONS FOR THE YEAR	<u>114,351</u>	<u>135,673</u>
	2020	2019
RECONCILIATION OF STOCK NUMBERS		
Opening Stock Numbers	Bulls 71	75
Plus Purchases	Bulls 13	18
Less Sales	Bulls 18	22
Closing Stock Numbers	<u>Bulls 66</u>	<u>71</u>



These special purpose financial statements should be read in conjunction with the accompanying notes and independent auditors report

NZ AYRSHIRE ASSOCIATION (INCORPORATED)
SPECIAL PURPOSE STATEMENT OF FINANCIAL PERFORMANCE
FOR THE YEAR ENDED 31 MARCH 2020

	Notes	2020 \$	2019 \$
SEMAYR BREEDING SERVICES			
Gross Profit on Livestock Trading for the Year		17,664	16,179
Gross Profit from Breeding Services		114,351	135,673
Total Income on Breeding Services		132,015	151,852
Less - Breeding Services Expenses	5	(108,376)	(150,346)
Net Surplus (Deficit)		23,639	1,506
INCOME (EXPENSES) FROM OTHER SOURCES			
Registration		21,750	25,935
Subscription		32,675	33,814
Other Income		52,320	50,932
Total Income from Other Operation		106,745	110,681
Less - Administration Expenses	6	(138,920)	(127,939)
Net Surplus (Deficit)		(32,175)	(17,258)
TOTAL NET SURPLUS/(DEFICIT) TO ACCUMULATED FUNDS		(8,536)	(15,752)



These special purpose financial statements should be read in conjunction with the accompanying notes and independent auditors report

NZ AYRSHIRE ASSOCIATION (INCORPORATED)
SPECIAL PURPOSE STATEMENT OF MOVEMENT IN EQUITY
FOR THE YEAR ENDED TO 31 MARCH 2020

	Notes	2020 \$	2019 \$
Equity at start of Period		720,235	733,986
Net Surplus (Deficit) for the period		<u>(8,536)</u>	<u>(15,752)</u>
Total recognised Revenues and Expenses for the Period		(8,536)	(15,752)
Increase (Decrease) in Investment Funds		(1,629)	-
Increase (Decrease) in Property Revaluation Reserve	8	100,584	2,001
Equity at End of the Period		<u>810,654</u>	<u>720,235</u>



These special purpose financial statements should be read in conjunction with the accompanying notes and independent auditors report

NZ AYRSHIRE ASSOCIATION (INCORPORATED)
SPECIAL PURPOSE STATEMENT OF FINANCIAL POSITION AS AT 31 MARCH 2020

	Note	2020 \$	2019 \$
ACCUMULATED FUNDS			
Opening Balance		218,517	234,269
Surplus (Deficit) for Year		<u>(8,536)</u>	<u>(15,752)</u>
Closing Balance		209,981	218,517
Capital Reserve		57,305	57,305
Property Revaluation Reserve	8	505,878	405,295
LIC Share Adjustment		-	1,807
Ravensdown Bonus Share Offer		1,677	1,498
Youth Fund		15,813	15,813
Special Projects Fund		<u>20,000</u>	<u>20,000</u>
		600,673	501,718
TOTAL MEMBERS & TRUST FUNDS		<u><u>810,654</u></u>	<u><u>720,235</u></u>
<i>Represented by:</i>			
CURRENT ASSETS			
Debtors		8,835	44,598
Cash at Bank - Westpac - Ayrshire		20,308	38,320
Cash at Bank - Westpac - World Conference account		4	4
Stock - Ayrshire		3,211	2,479
Biological Assets - Semayr		85,000	86,900
	- Livestock		
	- Semen	22,067	19,685
GST		<u>12,890</u>	<u>9,349</u>
Total Current Assets		152,315	201,335
CURRENT LIABILITIES			
Creditors		27,281	56,758
Borrowings - Westpac Banking Corporation	7	366,604	366,604
Borrowings - Westpac Banking Corporation	7	21,975	-
Total Current Liabilities		415,860	423,362
WORKING CAPITAL		<u>(263,545)</u>	<u>(222,027)</u>
SHARES			
Ravensdown			
	- Bonus	1,506	1,329
	- Investment	<u>1,354</u>	<u>1,353</u>
		2,860	2,682
FIXED ASSETS (REFER SCHEDULE)	2	1,071,339	974,561
TERM LIABILITIES			
Borrowings - Westpac Banking Corporation	7	<u>-</u>	34,981
		-	34,981
NET ASSETS		<u><u>810,654</u></u>	<u><u>720,235</u></u>

President
Donald Green



Date: 17 June 2020

Finance Convenor
Graeme Emslie



Date: 17 June 2020



These special purpose financial statements should be read in conjunction with the accompanying notes and independent auditors report

N Z AYRSHIRE ASSOCIATION (INCORPORATED)
NOTES TO THE SPECIAL PURPOSE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 MARCH 2020

1. **Statement of Accounting Policies**

Reporting Entity

NZ Ayrshire Association (Inc) is a non-profit organisation registered under the Incorporated Societies Act 1908. These Financial Statements are a special purpose report that has been prepared in accordance with the accounting policies below and the Rules of the Association.

Measurement Base

The accounting principles recognised as appropriate for the measurement and reporting of financial performance and financial position have been applied on an historical cost basis except for the revaluation of the leasehold (Bull Farm) property and office premises. Accrual accounting is used to recognise revenues and expenses when they occur and reliance is placed on the fact that the Association is a going concern. The information is presented in New Zealand dollars.

Specific Accounting Policies

The following specific accounting policies, which materially affect the measurement of financial performance and financial position, have been applied:

A. Fixed Assets and Depreciation

1. Fixed Assets are recorded at cost less Accumulated depreciation with the exception of the leasehold (Bull Farm) property and office premises.
2. The leasehold property at Kaweora Rd is re-rated every three years to its rating valuation as performed by Quotable Value Limited.
3. The equitable interest in office premises owned by Livestock Improvement Corporation (LIC) situated on the corner of Morrinsville Road and Ruakura Road, Hamilton was revalued based on an offer to purchase from LIC which was consistent with the latest valuation provided by Colliers International Limited.
4. Depreciation has been charged at 2% diminishing value on office premises, 0% on the Bull Farm and 4.8% -14% diminishing value on Bull Farm Fences/Yards/Equipment. These method and rates are considered appropriate to the circumstances of the Association.

B. Revenue

Revenue is recognised when the goods are supplied (as in sale of goods), in the accounting period in which the service is provided (in the rendering of services) and the period in which the interest is accrued (Interest Income). Accrued Sales and Royalties are only recognised as income where there are definitive contracts or agreements in place.

C. Accounts Payable

Accounts payable and accruals are stated at cost and recorded inclusive of GST.

D. Accounting for G.S.T.

The financial statements have been prepared on a G.S.T. exclusive basis, with the exception of debtors and creditors which are stated inclusive of G.S.T.

E. Stock and Biological Assets

Stocks of semen and goods held for re-sale have been valued at the lower of historical cost or net realisable value on a FIFO basis. Semayr Breeding Services bulls have been valued at historical cost.

F. Investments

Investments in shares are valued at cost.

G. Income Tax

The Association is not liable for the payment of Income Tax by reason of its exemption under Section CW51 of the Income Tax Act 2007.

H. Accounts Receivable

Accounts Receivable are stated at their expected realisable value.



NZ AYRSHIRE ASSOCIATION (INCORPORATED)
NOTES TO THE SPECIAL PURPOSE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 MARCH 2020

1. **Statement of Accounting Policies (continued)**

Specific Accounting Policies (Continued)

I. Changes in Accounting Policies

In prior year, the office premises were previously recorded at cost less Accumulated depreciation. During the year, the office premises were revalued based on the revaluation accounting model. There have been no other material changes in accounting policies since the preparation of the last financial accounts.

J. Borrowings

Borrowings are initially recognised at the fair value of the consideration received, net of transactions cost. They are subsequently measured at amortised cost using the effective interest method.

2. **Fixed Assets**

	<u>Cost</u>	<u>Revaluation</u>	<u>Accumulated Depreciation</u>	<u>Closing Value 31/03/20</u>
2020:				
Office Premises	40,375	100,584	18,219	122,740
Bull Farm (leasehold property)	505,000	406,000	-	911,000
Bull Farm – Fences/Yards/Equip	<u>123,930</u>	<u>-</u>	<u>86,331</u>	<u>37,599</u>
	<u>\$669,305</u>	<u>\$506,584</u>	<u>\$104,550</u>	<u>\$1,071,339</u>
	<u>Cost</u>	<u>Revaluation</u>	<u>Accumulated Depreciation</u>	<u>Closing Value 31/03/19</u>
2019:				
Office Premises	40,375	-	17,767	22,608
Bull Farm (leasehold property)	505,000	406,000	-	911,000
Bull Farm – Fences/Yards/Equip	<u>123,930</u>	<u>-</u>	<u>82,978</u>	<u>40,952</u>
	<u>\$669,305</u>	<u>\$406,000</u>	<u>\$100,745</u>	<u>\$974,560</u>

Deed of License

The New Zealand Ayrshire Assn (Inc) holds an equitable interest in premises owned by Livestock Improvement Corporation situated on the corner of Morrinsville Road and Ruakura Road, Hamilton. The interest is subject to a Deed of License signed and operative 8 October 1993. The value of this interest is held at cost less allowable depreciation, based on the occupied floor area of 47.5 m² as contained in Schedule C to the License. The license has an indefinite term. The license has been revalued as at 31 March 2020 based on an offer to purchase of \$122,740 + GST from LIC.

Bull Farm \$911,000

The Bull Farm, situated on Kaweora Road, Opunake, is a 59.074 ha leasehold property (Section 10 Blk X Opunake Survey District) for which the Association holds a leasehold interest registered under Schedule 1 of the Maori Reserved Land Amendment Act 1977. The lease is perpetually renewable under and subject to the provision of the Maori Reserved Land Act 1955, and was varied in 2010, extending the term to 31 December 2031. The \$911,000 reflects the value of the Associations' (Lessees) interest in the property – refer to Note 9. The annual lease payments are \$13,000 (excl GST).

3. **Related Party Transactions**

There were no related party transactions during the year ended 31 March 2020 other than between the Association and its members in the normal course of business. (2019: Nil).

4. **Capital Commitments**

The Association has no capital commitments as at 31 March 2020. (2019: Nil).

5. **Semayr Breeding Expenses**

Semayr Breeding expenses includes the following significant expenses;

	<u>2020</u>	<u>2019</u>
Processing & Distribution	22,842	35,358
Mortgage Interest	20,469	24,805
Bull Farm Management Fee	12,000	12,000
Royalties	20,551	16,154



NZ AYRSHIRE ASSOCIATION (INCORPORATED)
NOTES TO THE SPECIAL PURPOSE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 MARCH 2020

6. Administrative Expenses

Administration expenses includes the following significant expenses;	2020	2019
Administration Fee to Jersey NZ	66,000	66,000
Audit Fee	6,336	6,272
Travel & Meeting	12,817	11,848

7. Term Loan

	Current <u>Amount</u>	Term <u>Amount</u>	Due <u>Date</u>	Interest <u>Rate</u>
2020:				
<u>Westpac Banking Corporation</u>				
Term Loan 91	\$366,604	-	31/03/2020	4.15%
Term Loan 95	<u>\$ 21,975</u>	-	31/05/2020	4.15%
TOTAL	<u>\$388,579</u>	-		
2019:				
<u>Westpac Banking Corporation</u>				
Term Loan 91	\$366,604	-	31/03/2020	5.55%
Term Loan 95	-	<u>\$ 34,981</u>	31/05/2020	5.55%
TOTAL	<u>\$366,604</u>	<u>\$ 34,981</u>		

The loans are secured by way of a General Security Agreement over the Association's assets and undertakings, Specific Security Agreement dated 10 July 2001 over livestock owned by New Zealand Ayrshire Association (inc) and Registered First Mortgage over the rural property situated at Kaweora Rd, Opunake as legally described in Certificate of Title 49363.

- (i) At 31 March 2020 the Association has an overdraft facility of \$40,000 with Westpac Bank (2019: \$40,000)
- (ii) The Association holds a Business MasterCard Facility with Westpac Bank with a limit of \$7,000.

8. Property Revaluation Reserve

	<u>2020</u>	<u>2019</u>
Opening Balance	405,294	403,294
Additions in the year	<u>100,584</u>	<u>2,000</u>
Closing Balance	505,878	405,294

The leasehold property at Kaweora Road, Opunake was revalued by Quotable Value Limited as at 1 September 2018.

The Deed of License at the LIC Campus, Hamilton is valued by the offer to purchase received from LIC in March 2020. The valuation increase for the year ended 31 March 2020 of \$100,584 is recognised directly in equity in the Property Revaluation Reserve, as shown in the Statement of Movements in Equity and the Statement of Financial Position.

9. Contingent Liability

There is no contingent liability noted for the current year.

In prior years, the Association has collected "SNiP tax" from LIC from the sale of semen for the express purpose of DNA sampling animals for genomic selection in the amounts of \$13,005 in 2010, \$10,511 in 2011, \$11,292 in 2012, \$9,230 in 2013, \$9,113 in 2014, \$5,547 in 2015 and \$5,648 in 2016 which has been recorded as revenue in the respective years' financial accounts. Some DNA sampling has taken place and the Association is likely to incur an additional cost of up to the gross amount collected in the event that widespread testing of the Ayrshire cow population is undertaken.



NZ AYRSHIRE ASSOCIATION (INCORPORATED)
NOTES TO THE SPECIAL PURPOSE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 MARCH 2020

10. Subsequent Events

Subsequent to balance date, the following was noted:

- The Society has on the 4th April 2020 renewed loan suffix #91 and #95 with Westpac for a further two years and two months. Refer to note 7 for further detail of the loans.
- The Committee has on the 28th May 2020 resolved to sell its Deed of License to occupy 47.5m² of the office premises on LIC Campus back to LIC, pursuant to clauses contained within the deed. Refer to note 2 for further details of the office premises.

11. Going Concern

The Committee is aware of the World Health Organisation's declaration of a global health emergency relating to the spread of COVID-19 on 31 January 2020 and the New Zealand government's decision that all non-essential businesses are to close effective 25 March 2020 for a period of four weeks. At the date of issuing the financial statements, the Society has been able to absorb majority of the impact from the nationwide lockdown.

The Committee consider that there is a reasonable expectation that the Society has adequate resources to continue to operate for the foreseeable future, in particular a period of not less than one year from the approval date of these financial statements. This is based on the Committee view that future operational profitability and cashflows will be adequate to meet the investing and financial cashflow requirements of the Society. For this reason, the Committee continue to adopt the going concern assumption in preparing the financial statements for the year ended 31 March 2020.



FINANCE COMMITTEE REPORT



Committee: Graeme Emslie, Gordon Glentworth, Audrey Stevenson, Roger Hutchings, Chris Green

Draft accounts for the financial year ended 31st March 2020 are to hand and show a deficit of \$8356.

Ayrshire office shows income from core business down from \$87,000 to \$78,000, a decrease of \$9000 with expenses increasing by \$6000 from \$104,000 to \$110,000 thus leaving a trading shortfall for the office of \$32,000.

Semayr has made a surplus of \$24,000. Sales of breeding services down \$79,000 from \$201,000 to \$122,000 and expenses also down \$32,000 from \$140,000 to \$108,000. Both reduction in sales and expenses mainly due to income generated and costs of semen exported last financial year and sale of proven semen stocks to LIC at cost.

Balance Sheet/Statement of Financial Position shows total assets \$1,226,513, Net assets \$810,653 and Liabilities \$415,860 giving an equity Nett worth of 66%.

Property Revaluation reserve increased by \$100,583 due to revaluation of association office space at LIC.

Term Liabilities reduced \$13,000 being monies from InvestAyr.

Cashflow forecast for the year ended 31st March 2021 has been prepared and shows a small surplus of \$5,250, however this does not include provisions for DIGAD and new TOP Classification Handheld Units.

Graeme Emslie | Finance Convenor



SEMAYR BREEDING SERVICES REPORT

Committee: Gordon Glentworth (Convenor), Graeme Emslie, Roger Hutchings, Stewart Riley, David Ackermann, Michael Booth

It is with pleasure that I present the 2020 Semayr Report on behalf of the Semayr Board of Directors. On the financial side this past year shows a profit of \$23,639 which is a nice improvement over the previous year.

Sales income was down this past year by \$80,000, and this was offset by lower expenses. Royalty payments were up though, and this reflects higher royalties on lease bulls than on bulls owned by Semayr. Except for leased bulls and Deacon all other bulls are collected at LIC, and this has helped towards semen processing costs being lower this year.

Looking at the latest dairy industry statistics shows a decrease in cow numbers to 4.946 million cows, a further decrease in the number of herds by 218 down to 11,372 and the average herd size increasing a little to 435 cows. Almost half of the total dairy cows are now HF/J cross, so where is the Ayrshire breed? We are 0.05% of the dairy population. While this figure is disappointing, I can state that our Ayrshire sires offered by Semayr have never been better. The national average of milksolids per cow is 391 kg for the 18/19 season. Our Ayrshire average is disappointing at 323.4 kg milksolids per cow. The average Breeding Values for fat & protein for Ayrshires cows born in 2016 is -6.6 kg fat and -0.5 kg protein and these figures are from 4,500 cows. BVs are derived from direct comparisons of herd mates (and not plucked out of the air as some may think). A weighted average over all dairy cows of that age is +10/5 kg fat and +11.9 kg protein. When one looks at those averages, for us to improve we need to be using sires that are at least equal to or preferably higher than the national average. At these figures of +10 for fat and near +12 for protein, Semayr offers several bulls that are well above these figures. There are also other Ayrshire bulls available that are above those figures but for us as a breed to improve and to improve our standing within the dairy population we need to be using those sires. If we care about the long-term existence of the Ayrshire breed we need to lift our annual gain in cow performance. The sires are available and with dedication we can do it.

I may have wavered slightly off track, but it is important for us all to lift our performance if we want our breed to be there in the future, particularly in a viable position within the NZ dairy industry.

Gordon Glentworth
Chairman



The Proven Bull Team

As I have already stated we believe our team has never been better and protein & fat BVs of close to 30 or higher puts our bulls up with the better bulls of the major breeds. One area that we are looking at is fertility and figures are not so good. Prior to the February animal evaluation run we had received reports that our breed was improving in that area, but when the results came out we went backwards. On asking for explanations as to why and having been on that case since February we are still waiting for an answer. It appears that our bulls may have lost daughter information as the fertility indexes seem to have gone back very close to the original ancestry figures. It is disappointing that we have had to wait this length of time for answers. Equally disappointing are the conversion figures for fertility from overseas countries. There is very little difference in them even when some of those countries have been evaluating for fertility longer than us here, and the variation experienced in those countries is not reflected here in their conversion.

The A2 Situation

We had previously made the decision not to prove any more A1A1 bulls and this is still the current policy. We are also trying to limit the amount of A1A2 young sires that are being proven. As we move forward and with emphasis on this it is envisaged that we will only have A2A2 bulls. While this is not immediate it will happen unless our policy changes. We currently still need to make use of the best of the genetics out there that are A1A2.

The Young Sires

The objective is to find those young sires that have potential to improve the breed, not only in production but type and other functional traits as well. While we pick up some criticism about the lack of 'breeders bulls' that we put on our young bull team, we have tried over the years with generally disappointing results. However, as we move into genomics and providing that we have enough confidence in the results it will be possible to test some of those bulls. We are always looking for breed improvers. Initially we are testing our young bulls and a selection of proven bulls. Also, the crop of bulls that are going to be proven

SEMAYR BREEDING SERVICES REPORT CONTINUED...

this coming season will be genomically tested. We will not be marketing any bulls on these results; it will be used as an aid in young bull selections.

The Bull Farm

A big effort has gone into to catch up on gorse spraying this has now been completed. It took nine days between milkings to cover the whole farm. Thank you to Jonathan Glentworth for doing this as it is not an easy job with the contour of the farm. Water has been a problem again even with our solar pump as the creek again dried up this past season. We have now permanently coupled into the neighbours line. This has been done near the back of his property and with only a half inch line connecting to our one inch line. This has been done so if any issues of broken pipes or trough valves etc occur on the bull farm it will have only a limited effect on the neighbours dairy farm water supply. The neighbour also has a drone and if he suspects that he is losing water he puts it up and over the bull farm lines & troughs. This winter while we can still get around the farm, we are upgrading some of the fences for better stock control. We only put fertiliser on alternate years, and this has gone on this past autumn. The grass position is okay at present as we don't have or use any supplements over the winter period. We have our three yearly TB test coming up this month – that is usually quite an experience, but we are hoping that it will all go well. Thank you to the members that are going to help with this job.

On finishing this report on behalf of the Semayr Board, thank you to all members that have supported Semayr in any way, thank you to the Bull Farm helpers and the office for their help during the year. From me a special thank you to the Semayr Board for their dedication to the improvement of our Ayrshire breed.

On a final note we all need to be dedicated to the improvement of our breed, either by better feeding, breeding and management and preferably all three. If we want our breed to be a viable breed for any farmer within the NZ dairy industry we need to deliver.

Gordon Glentworth | Convenor

PRODUCTION PROMOTION COMMITTEE REPORT

Committee: Peter Allison (Convenor), Roger Hancock, Graeme Leech, Donald Green, Audrey Stevenson, Pam Goodin

Another season done and dusted with a mixture of different weather patterns throughout the country, but as kiwi farmers milking Ayrshires it is just another day at the office and we continue whatever is thrown at us. The Covid-19 global pandemic at the end of this season has affected every breeder in some way, maybe not as much as out city cousins. Like other dairy farmers the trusty Ayrshire cow has helped us through keeping us busy and having a job and purpose of food production. From competitions to get-togethers and club events everything was on hold for a couple of months, it is heading back to some sort normality now.

M. Bovis is still here and as such some A & P shows have not cranked up or have reduced classes. The North Island Championships held at Stratford, Taranaki were very successful, large numbers of Ayrshires alongside North Island Championships of other breeds as well made for a great event. Congratulations to the Brookview and Sunshine studs Champion and Reserve Senior Champion, and to all the other exhibitors and particularly first time exhibitors for showing your Ayrshires at this event. Shows such as this are still a very good shop window and publicity for our Ayrshire breed.

The South Island Championships were not able to be held at any A & P Show, so the results were from the On-Farm Competition South Island area, the Button family and Green families were South Island Champion and Reserve. A big congratulations to those that entered this competition, again it was very successful this year. Thanks to Vince Steiner and his team the event continues to create interest in the Ayrshire breed from entering to seeing the results on facebook, all good publicity for our breed.

Social media is still a very active area for publicity, used successfully by many breeders for getting the word out there on Ayrshires. Breeders write ups in rural papers again there have been many, thanks to those concerned. As a breed I think we have had more than our fair share in the last 2-3 years. Scrapbook is getting fuller and fuller.

This production season 2018/19 we have seen two herds exceed the old herd record, a magnificent effort for these herds. The Sanrosa herd of G & J Glentworth produced 7,887 litres milk, 630 kg milksolids in 286 days from 223 cows, very closely followed by Goldwyn Enterprises Ltd, B R & L T Hayward, 8085 litres milk, 625 kg milksolids in 293 days from 91 cows. This herd was the top milk herd with over 8000 litres per cow, a great record. Both these herds have been here before as the season before Goldwyn was No 1 and Sanrosa No 2, the two great herds duelling for the top spot. These

Peter Allison
Convenor



herds show that feeding Ayrshires to the max with the right imports can achieve great results, like the hunting & fishing saying 'out there doing it'. Well done, as Ayrshire breeders we all gain by these great results. In the herds over 300 cows the Trinity Farm Holdings herd of the Stevenson family 6,793 litres, 556 kg milksolids in 277 days from 417 cows was third top herd as well, what a great result from 417 cows and that herd overall. Congratulations to the Stevenson family, with the new wintering barn completed the sky could be the limit for this fine herd in the future and by the way it is mainly Ayrshire sire proving bulls that have been used. What a great advert for Semayr, use and you could get the same results. As well as these three herds there were four more that did 6000 litres per cow, seven in total. Congratulations all.

The cooler bags that are in the pipeline were to be for this AGM along with the tea towels that have been publicised in the Ayrwaves and Bulletin. Covid-19 has put a halt on these as well as a different AGM date but they are coming. The new herd signs are available to be ordered and more tote bags that were very successful are still able to be ordered.

There were some good sales of Ayrshire stock pre-Christmas and it was good to see the Brookview sale go ahead after the lockdown levels, the results were very good with a \$3248 average, again good use of social media advertising and a quality catalogue. Remember your actions, your herds production, in your area, act as very good promotion and publicity for our breed.

Two very good Ayrshire Bulletins have been produced in the last year, my thanks to Kandin Robinson for his fine work in getting these together and making it such a good read.

Marketing has been added to our Committee this year, Audrey Stevenson was the Director elected to be steering this. Along with President Donald Green, Audrey arranged the cross breeding Field day in Canterbury to replace going to the AgFest on the West Coast as was planned this year. More than 50+ people attended at Glenmore Farms with Sue Macky being the keynote speaker, feedback has been good. A good follow up article on the day in NZ Dairy rural paper along with five breeder articles.

To finish I would like to thank Audrey Stevenson, Graeme Leech, Roger Hancock and Pam Goodin for their input, support and help throughout the year.

Peter Allison | Convenor

TOP JUDGING COMMITTEE REPORT



Committee: Vince Steiner, Gordon Glentworth, Roger Hutchings

National On Farm Challenge

It is with sympathy that I start writing this report our judge Shane Wadley passed away at the beginning of June. Our thoughts go to Brenda and the family.

We received 285 entries in the On Farm competition. Congratulations to everyone who entered. As an entrant, Robyn has kept the results from me so thanks to the Covid-19 global pandemic lockdown we have had to find another way to release the results. With this Annual Report you will find a great pamphlet with the final six in each class. Rosettes, certificates and medals will be sent to clubs for local presentations. We plan to run this seasons competition at around the same time as this last one.

Judging / Shows

The South Island Championships were judged through the On Farm competition again due the lack of active shows caused by the M. Bovis situation. South Island champion cow is Fairleigh Burdette Annalva of Port Molyneux Dairies with Reserve champion cow Glenmore B Lara from the Green Family.

The North Island Championships were held at Stratford with Champion Cow won by Brookview Dist Spirito from the Steiner Family, Tokoroa with Reserve Champion Cow Sunshine Burdettes Dale from Sunshine Ayrshires, B & N Lawson, Woodville.

Imogen Steiner won the Arran trophy for the Ayrshire Young Judge competition; second place was Zoe Botha and third equal Neko McDonald and Daniel Simons.

The Greenlane Trophy (North Island Young Handlers – junior) was won by Zara Williams, second Reagan Kelly and third Max Simmons. The Fredrickson Trophy (North Island Young Handlers – senior) was won by Zoe Botha, second Neko McDonald and third Jacoba Gread.

There has been no application currently to hold the South Island Championships for the 2020/21 season and one request to hold the North Island Championships.

We only got to run two Judging schools/certification days before the Covid-19 global pandemic lockdown brought everything to a halt.

T.O.P & Classification

2019 TOP & Classification

Breed	2yr	Older	Total	Herds
Ayrshire	1,916	999	2,915	53
Milking Shorthorn	371	107	478	13
TOTAL	2,287	1,106	3,393	66

Classifications Over Time

Breed	2015	2016	2017	2018	2019
Ayrshire	2,613	2,749	3,128	3,672	2,915
Milking Shorthorn	190	470	300	533	478
TOTAL	2,803	3,219	3,428	4,205	3,393

Excellent Cows

2019	2018	2017	2016	2015
96	149	143	62	45

By the time classification comes around this season we will have a new programme up and running with new handheld devices all things being equal. As a board we decided to stay with our current award system, it is the simplest to follow also with the most information in the award. Members will not see anything majorly different other than the device the information is entered.

Vince Steiner | Convenor

YOUTH COMMITTEE REPORT

Committee : Audrey Stevenson (Convenor), Vince Steiner, Pam Goodin, David Ackermann, Neko McDonald

In writing this report I would like to thank Committee members for the work they have contributed this year, under the difficult times. We managed a zoom meeting for committee in later part of year and this worked well.

Retiring member Imogen Steiner, thank you for your contribution, welcome to new co-opted member Neko McDonald.

This year we had put the Youth Achiever competition on hold due to lack of entries over past years. The committee have been working on a new competition, with entry forms coming out as I write this report (June 2020). The competition runs from July to April 2021. We would appreciate members to support this competition as a lot of time and effort has gone into organising it.

The colouring competition was won by Amber Megaw from Fern View Ayrshires, well done.

There were no entries in the photo competition, I felt this was extremely poor due to the fact lots of young people have access to phones for photography.

A particularly good article in the Bulletin from Gabrielle Steiner on her International Youth Tour 2019, also good article in Autumn Bulletin on youth members taking part in Calf Club 2019, well done to these young people. Our Ayrshire Seminar this year was once again going to have good support, after a lot of organisation from Kylee, to hold the Seminar in Taranaki. We had to cancel due to Covid-19 global pandemic. Thank you to Kylee and Neko.

I see this Seminar as a success story in our breed with positive feedback from participants. Once again, we will be running the Seminar in Taranaki next year around the March - April school holidays.



I would ask parents & youth members to get behind our committee and competitions, there is a lot of hard work that goes into organizing these competitions, if members do not support these there is no point having them!!!

GET BEHIND THE BREED AND YOUR ASSOCIATION.

Thank you to office staff for the work they have put into the youth pages of the Bulletin. Do not forget if you would like a profile done to go into the Bulletin please let the office know.

Audrey Stevenson | Convenor

GENERAL MANAGERS REPORT

As I write this report, the team are only one week back onto campus following 11 weeks working from home during the Covid-19 global pandemic lockdown. While this period had challenges for us all, we continued to work alongside members and all activities proceeded with few exceptions. The bulk of those exceptions were around the Annual Conference originally planned for June, since replaced by a one-day Annual General Meeting in July.

All administration for Ayrshire New Zealand is completed by the team at Jersey NZ under a Memorandum of Understanding. It is not uncommon for organisations to go through periods of change, and after a couple of unsettled years, we now have a great team in place working for you. Robyn Gordon (Member Services Administrator) and Kandin Robinson (Promotions & Marketing Coordinator) are now both 18 months into their respective roles, and both taking on more responsibility as time progresses. Michelle Calcott joined the team on a part time basis in October 2019 as Business Administrator and is responsible for all day to day accounting activities. The team continue to build relationships with Ayrshire New Zealand members.

In early March we were able to go live on our new IT infrastructure. This was required due to the IT requirements for DIGAD (Dairy Industry Good Animal Database) and means that we are now independent from LIC for all our IT functions. The timing was perfect as the transition occurred the same week we went into lockdown, and we all appreciated the additional efficiencies that the new system offers. The phone system is now about to be updated as part of this programme.

There has been significant work on DIGAD undertaken in the last year with the Statement of Work completed and providers selected to develop the new Breed Society solution, now known as BreedIT. TOP data collection for the 2020 season is the first cab off the rank in terms of functionality and programming is now well underway and field devices selected and ordered. We advised members in May that this 10 month project has received funding from the MPI Sustainable Food and Fibre Futures Fund.

The new website that went live in June 2019 has proven to be a lot more functional than the old site, both from a member perspective and for Kandin who manages it. Our Facebook page goes from strength to strength with an ever-increasing number of 'likes', and the member led page is also increasing its following. All publications have been produced on time except for



the two Bulletins. The Spring issue was late due to technical issues at the printer beyond our control, and while the Autumn issue was issued to members electronically the printed version was delayed due to the Covid-19 global pandemic lockdown. Campaigns are underway with new promotional items available to members.

With the decision of both Ayrshire New Zealand and Jersey NZ to sell their occupancy licenses in the LIC building, we are looking forward to see where the move takes us. From your perspective it will certainly be easier to visit without security restrictions, and we hope that this means that we will have a few more visitors. Access for membership is a key component of the search for new premises.

As always, we acknowledge the support of President Donald Green and the Ayrshire New Zealand Board who appreciate the challenges with administering the affairs and deadlines of three separate breed societies.

The next year will be even more challenging than normal as we adapt to the efficiencies of BreedIT, the Breed Society solution for DIGAD. Alongside the lead of Holstein Friesian NZ, our team will consult, test and implement new systems for TOP, member recording and registrations which will also encompass publication of the Herd Book, Production Register and potentially our electronic member contact system. We are prepared for the challenge and look forward to the efficiencies that BreedIT will bring to the operations of our core services to members.

Finally, a special acknowledgement to the team – Robyn, Kandin and Michelle. Consistently providing great service to our members while juggling the demands and deadlines of multiple organisations, your proactive and member-focussed attitudes bode well for the future. Thank you, it is truly a delight to work alongside you all, and watch you function together as a team and support both me in my role and the Ayrshire New Zealand board.

Pam Goodin | General Manager



**WE LOOK FORWARD TO SEEING YOU ALL
AT THIS YEARS AGM**



AYRSHIRE NEW ZEALAND

595 Ruakura Rd, R D 6, Hamilton 3286

t 07 856 0816 f 06 856 0670

www.ayrshire.org.nz