

2023



ANNUAL REPORT

New Zealand Ayrshire Association (Inc)



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



the **AYRSHIRE
NEW ZEALAND
ANNUAL REPORT 2023**

OFFICE LOCATION

290 Tristram Street Hamilton

POSTAL ADDRESS

PO BOX 1132 Hamilton 3240

TELEPHONE

07 856 0816

GENERAL MANAGER

Pam Goodin

**MEMBERSHIP SERVICES
ADMINISTRATOR**

Karen Maxwell

BUSINESS ADMINISTRATOR

Michelle Calcott

**DIGITAL DESIGN
COORDINATOR**

Sean Bresnahan

**COMMUNICATIONS &
MARKETING COORDINATOR**

Jackie Kennedy

E-MAIL

info@ayrshire.org.nz

FACEBOOK

Ayrshire New Zealand

WEBSITE

www.ayrshire.org.nz

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Board of Directors

President

Vince Steiner Tokoroa

Directors

Roger Hutchings Okaihau

Andrew Thomson Waiuku

Graeme Leech Tirau

Donald Green Leeston

Stuart Honeyfield Waitara

Gordon Glentworth Kaponga

David Ackermann Leeston

Audrey Stevenson Riverton

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 remain a viable option 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 114TH ANNUAL GENERAL MEETING 2023

and

ANNUAL REPORT, STATEMENT OF FINANCIAL PERFORMANCE
and STATEMENT OF FINANCIAL POSITION
for the year ended 31 March 2023

To be presented to the Annual General Meeting of the Association to be held at the Tides Hotel, Nelson
Friday 9th June 2023, at 9.30 am.

Business:

1. Notice of Meeting.
2. Apologies.
3. Minutes of the 2022 Annual General Meeting
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.

Notice of Special meeting to be held at the conclusion of the AGM

1. Confirmation of Notices of Motion

By Order of the Board
Pam Goodin
25 May 2023

PRESIDENT'S REPORT



As I sit to write this report the years don't seem to get any easier and feel like they are disappearing even faster.

I would like to first thank Pam and her JerseyNZ staff for what they do for the Association, the work the rest of us don't see.

As we move forward with farm running costs at all-time highs and probably not going to come back a lot, we also see an increase in the running costs of the Association. It is pleasing to note that we have paid a substantial amount (\$25,000) off the loan for the bull farm. But it is getting harder to keep costs down to members. One way we are trying to do this is the running of extra bulls now we don't take so many in for sire proving. Thank you to the members that donated/reared bull calves; this will help ALL members' costs to be held back.

BreedIT is still having some issues, this seems mainly to be around data access. The Terms of Use Agreement has got closer to signing; the last document to come back has been looked at by JerseyNZ lawyers on behalf of us and NZ Milking Shorthorn Assn as well, with a couple of new questions and we are looking for further clarification from Holstein Friesian New Zealand.

The World Ayrshire Federation have started a process to create a world set of numbers and a sharing of data to compare Ayrshire animals across all indexes. We have a great young lady Rhiannon Handcock that is involved in the technical side of this and working alongside similar people from around the world. We believe that data from the members herds that were weighed and genomically tested by DairyNZ will also be able to be used, which will give a lot more genomic data for us to share.

Obituaries: To the members who have suffered bereavements over the last year, I offer the sympathy of the Association. The following obituaries of past and present members have been noted: Dennis Hutchings (Dalemere), Roger Allen (Pampas), Jean Elaine Daley, Nigel Austin (Makura), Audrey Jacobsen (Skyline), Lorraine Herbert (Tasman View), Shirley Thomas (Pineview), Les Taunt (Kokoritea), John Donald (Ardgowan), Eric Salisbury, Andrew Brunton (Craigmyle), Bruce Rapley (Goldstream) and Bill Munden (Claradale).

Very much looking forward to catching up with everyone in Nelson with some great Ayrshire comradery, with the 2024 Annual Conference & AGM to be in the Waikato.

The Website

There is a new website now launched due to some problems with the last one. The results of the regional On Farm Challenge were late coming out in photo form and the new one not quite being ready. Please note this design has been done by a member and I'm sure both Pam and Stuart will cover this some more in their reports, hopefully this is more user friendly than the last.

I'm not going to make notes on things I hope Conveners will cover in their reports. No need to make you read it twice.....

But I would like to thank ALL Directors for their input, their time and their dedication to the New Zealand Ayrshire Association. They put in many hours with very little thanks for what they do. Congratulations to the Directors re-elected this year, we welcome Martin Williams who is our new Director.

Thank you to Donald for your service on the Board and an extended trip as President, we wish you well in your next adventure.

Vince Steiner | President

REMITTS

There are no remits.

NOTICES OF MOTION

That Rule 11 (b) be amended as follows:

- (b) A Junior Member Section to cater for and foster greater interest among juniors in Ayrshire Cattle, under the following conditions: -
- (1) Junior members must be under **18** years of age.
 - (2) Membership Fees shall be that as prescribed at the time by the Board in By-laws and Regulations.
 - (3) Junior Members may purchase a Herd Book, if desired, at the then ruling price.
 - (4) Junior Members to have no voting powers in the affairs of the parent body.
 - (5) Upon attainment of **18** years of age or upon registration of a total of 10 animals, such financial member to be automatically transferred to Senior Membership (or Associate Membership as appropriate) at current subscription rates.
 - (6) All Junior Members to be listed in the Herd Book, in their respective Wards.

That Rule 11 (e) Ordinary Member be deleted.

That Rule 2 be amended

2. The Registered Office of the Association is situated at **290 Tristram Street, Hamilton.**

That all references to the Incorporated Societies Act 1908 be updated to **2022**

Rules 3 (f); 4; 25; 44

Moved: Ayrshire New Zealand Board of Directors

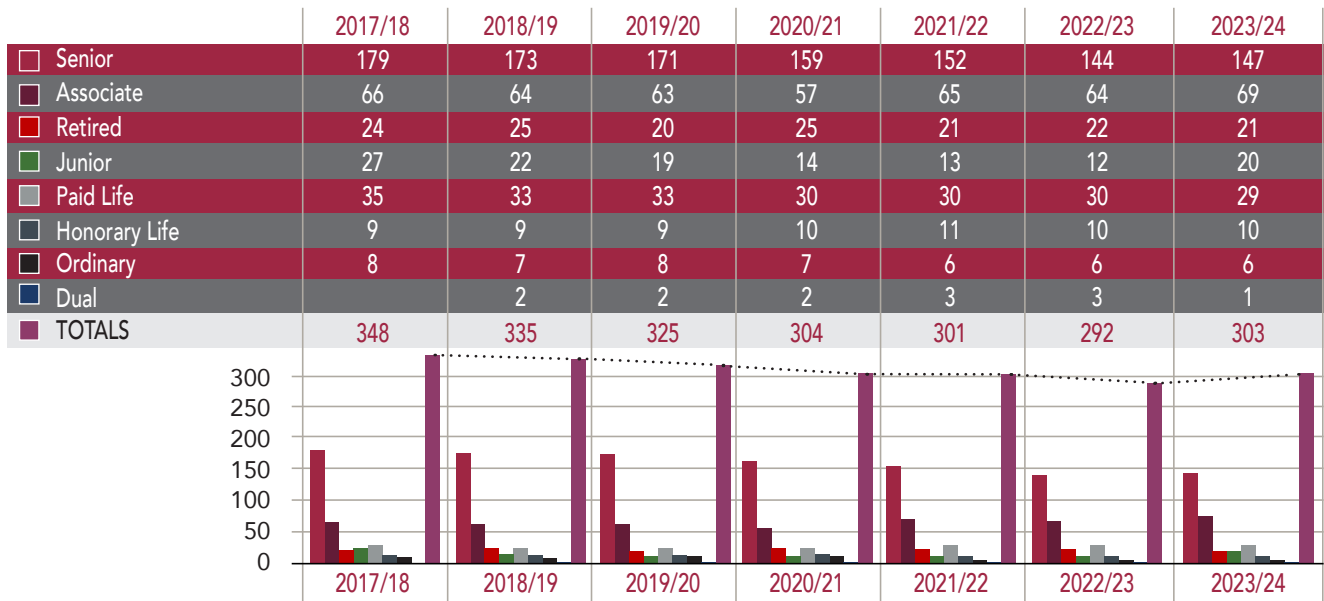
DONORS 2022/23

Donors: A T & H J Jane, Scenicland Ayrshire Club, G & J Glentworth

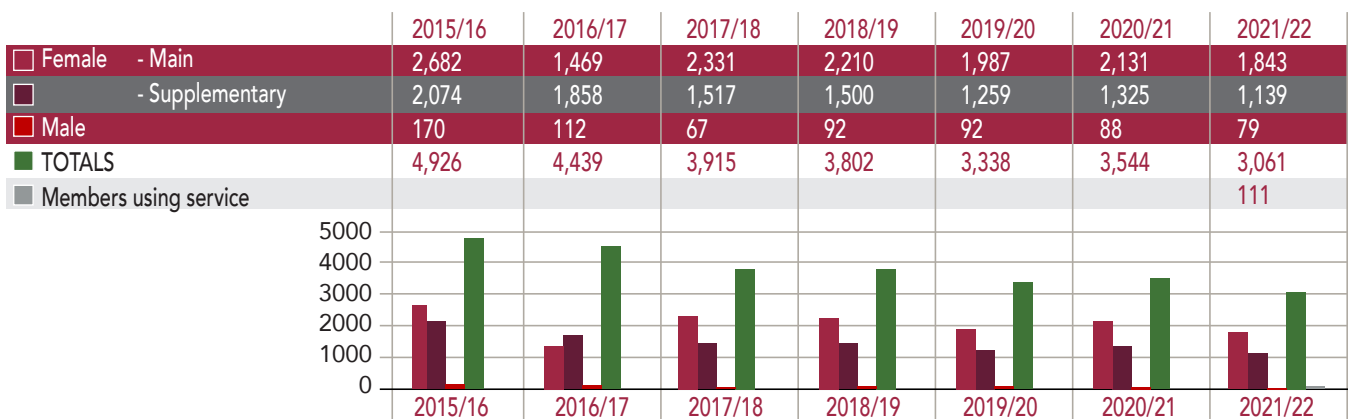
Bull Farm Livestock donors: Brookview Genetics, Brimar Trust, Western Heights Partnership, B J & G W Hill Bros, G & J Glentworth, Gillingham Downs Family Trust, C Walmsley Ltd, Lodore Farm Ltd, M Muir Ltd, Ackermann Ltd, Carmelglen Farms Ltd, Mayo Pastoral Co Ltd

PERFORMANCE ANALYSIS

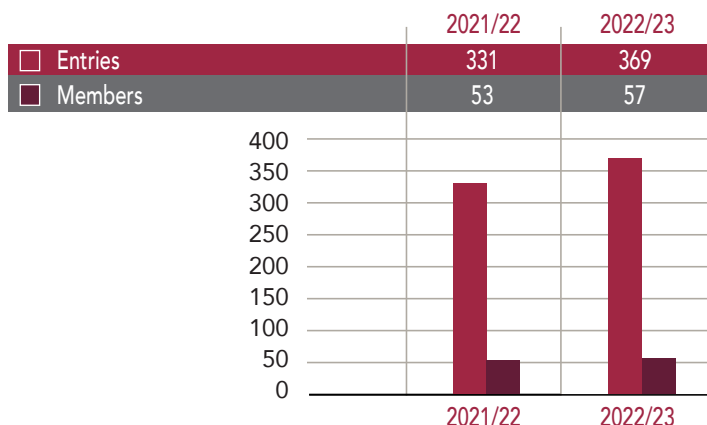
MEMBERSHIP ANALYSIS



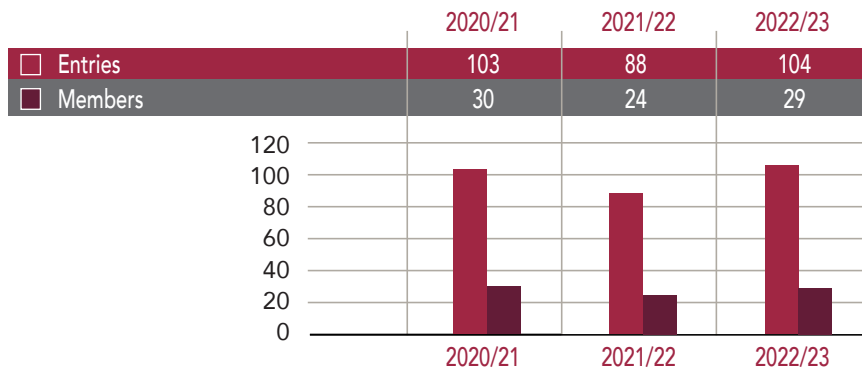
REGISTRATIONS BY HERD BOOK



AYRSHIRE ON FARM CHALLENGE ENTRIES



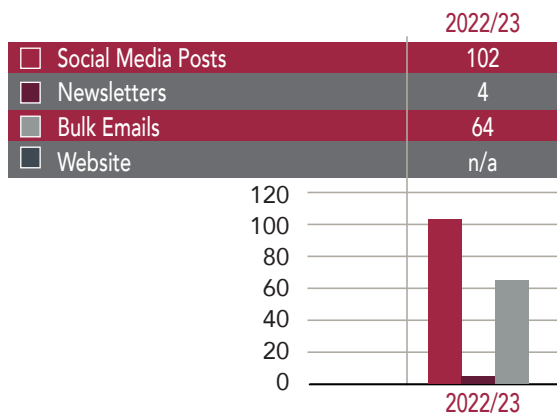
ALLTECH ALL NEW ZEALAND PHOTO COMPETITION ENTRIES



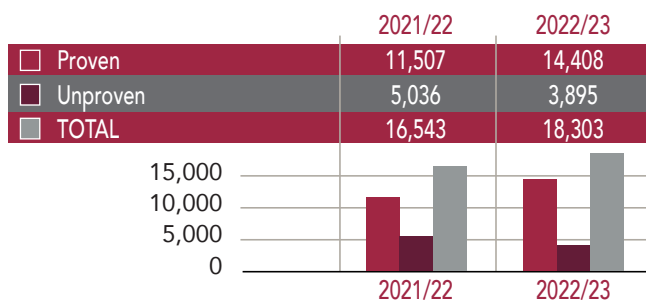
BOARD MEETING ATTENDANCE 2022/23

	June 2022 Conference	June 2022 Zoom	Oct 2022 Zoom	Feb 2023 In-Person	May 2023 In-Person
V Steiner	✓	✓	✓	✓	✓
R Hutchings	✓	✓	✓	✓	✓
A Thomson	✓	✓	✓	✓	✓
G Leech	✓	✓	✓	✓	✓
G Glentworth	✓	✓	✓	✓	✓
S Honeyfield	✓	✓	✓	✓	✓
D Green	✓	✓	✓	✓	✓
A Stevenson	✓	✓	✓	✓	✓
D Ackermann	✓	✓	✓	✓	✓

MEMBER ENGAGEMENT

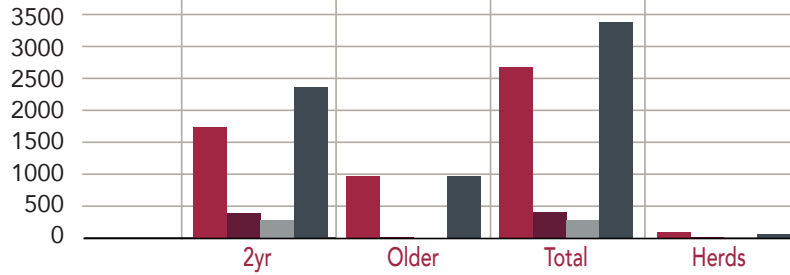


SEMAYR SEMEN SALES



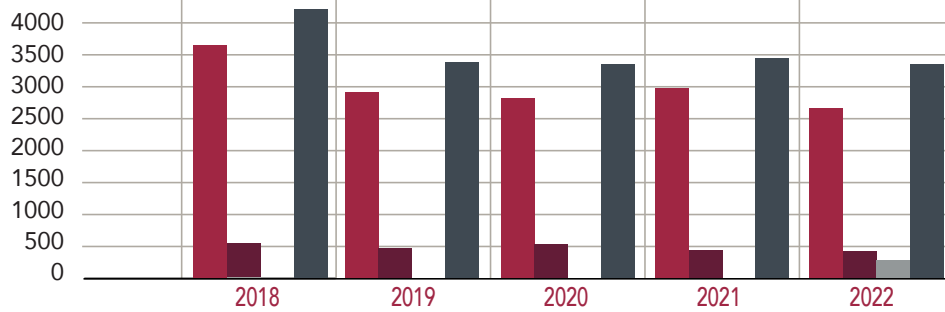
2022 TOP & CLASSIFICATION

	2yr	Older	Total	Herds
Ayrshire	1,704	983	2,687	46
Milking Shorthorn	399	14	413	10
Industry Sire Proving	281		281	5
Total	2,384	997	3,381	61

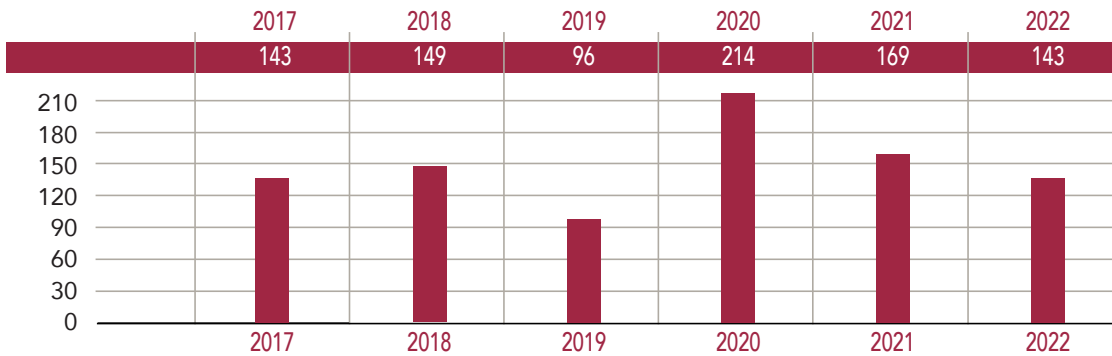


CLASSIFICATION OVER TIME

	2018	2019	2020	2021	2022
Ayrshire	3,672	2,915	2,810	2,998	2,687
Milking Shorthorn	533	479	533	440	413
Industry Sire Proving					281
Total	4,205	3,393	3,363	3,438	3,381



EXCELLENT COWS



PRODUCTION AWARDS 2021/22

MAYFIELD TROPHY:

Top Herd 50+ Cows Fat & Protein 2021/2022

Awarded to: G & J Glentworth

Result: 217 cows av. - 7886 litres milk - 329 kg fat - 290 kg prot - 284 DIM

SMITH FAMILY TROPHY:

Top Pedigree Cow Fat & Protein 2021/2022

Awarded to: Luckville Ayrshires, S Carrington

Animal: Luckville Ris Debe, E8-8

Result: 12 yrs - 11617 litres milk - 495 kg fat - 409 kg prot - 305 DIM

SNOWLINE TROPHY:

Top Cow 10 Yrs & Over Fat & Protein 2021/2022

Awarded to: Luckville Ayrshires, S Carrington

Animal: Luckville Ris Debe, E8-8

Result: 12 yrs - 11617 litres milk - 495 kg fat - 409 kg prot - 305 DIM

C.E.C. WEBB TROPHY:

Breeder of Highest BW Bull 2021/2022

Awarded to: Iwa Syndicate

Animal: Iwa Super Sonic

CARMELGLEN TROPHY:

Highest Cow on PW List with current lactation 2021/2022

Awarded to: Not Awarded

Animal:

CERTIFICATES:

Total Milk Solids (Fat & Protein) for Top Herds four sizes 2021/2022

Top Herd 50-100 Cows	Awarded to: Result:	Goldwyn Enterprises Ltd - B T & L J Hayward 94 cows av. - 7770 litres milk - 314 kg fat - 268 kg prot - 282 DIM
Top Herd 101-200 Cows	Awarded to: Result:	Emunna Partnership Ltd - C & P Prattley 156 cows av. - 5827 litres milk - 266 kg fat - 218 kg prot - 267 DIM
Top Herd 201-300 Cows	Awarded to: Result:	G & J Glentworth 217 cows av. - 7886 litres milk - 329 kg fat - 290 kg prot - 284 DIM
Top Herd 301+ Cows	Awarded to: Result:	Glenkylie Dairy Farm Ltd - R & A Stevenson 377 cows av. - 6211 litres milk - 290 kg fat - 242 kg prot - 287 DIM

CERTIFICATES:

Top Cows - Milk, Fat, Protein

Milk Litres	Awarded to:	Luckville Ayrshires, S Carrington
	Animal:	Luckville Ris Debe, E8-8
	Result:	11617 litres milk in 303 days at 12 yrs
Fat kg	Awarded to:	Luckville Ayrshires, S Carrington
	Animal:	Luckville Ris Debe, E8-8
	Result:	495 kg fat in 305 days at 12 yrs
Protein Kg	Awarded to:	Luckville Ayrshires, S Carrington
	Animal:	Luckville Ris Debe, E8-8
	Result:	409 kg protein in 303 days at 12 yrs

CERTIFICATES:

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

Ward	Owner	Cows	Milk L	Fat kg	Prot kg	DIM
1	Keripapa Farms Ltd - M & S Booth	194	5,365	227	186	282
2	S P & S L Coombe	60	5,342	232	191	265
3	Kiteroa Ayrshires - W R & Z Kite	172	6,069	249	213	275
4	Goldwyn Enterprises Ltd - B & L Hayward	94	7,770	314	268	282
5	G & J Glentworth	217	7,886	329	290	284
6	Te Repo Farms Ltd - D & T Thompson	209	5,297	230	193	256
7	Riverlea Farm Ltd - S & M Riley	360	4,222	189	150	252
8	Emunna Partnership Ltd - C & P Prattley	156	5,827	266	218	267
9	Glenkylie Dairy Farm - R & A Stevenson	377	6,211	290	242	287

CERTIFICATES:

Supplementary One Award - S1A Production Award for Total Solids

Awarded to:	Goldwyn Enterprises Ltd - B & L Hayward
Animal:	Goldwyn TCK Bubbles S1A, Ex
Result:	9 yrs - 10591 litres milk - 431 kg fat - 374 kg prot in 305 days

COMPETITIONS

NATIONAL PROGENY COMPETITIONS 2021/22:

Agri Feeds Don Hutchings Memorial Trophy - 5 Daughters

Place	Owner	Sire	Points
1	G & J Glentworth	Iwa Snows Rumba	1206.79
2	G & J Glentworth	Ojaniityn Rumba	1180.53
3	G & J Glentworth	Purolan Orkko	1167.11

Dalemere Farms Trophy - 10 Daughters

Place	Owner	Sire	Points
1	G & J Glentworth	Asmo Tosikko ET	1228.20
2	G & J Glentworth	Kuuselan Vimur Viljar	1195.04
3	G & J Glentworth	Sanrosa Dynamo	1177.28

DAIRYCARE SOMATIC CELL COUNT COMPETITION 2021/22:

Overall Winner

Overall Winner	Result
Western Heights Partnership - L & P Megaw	40

Ward Winners

1	No entry	-
2	No entry	-
3	No entry	-
4	No entry	-
5	Western Heights Partnership - L & P Megaw	40
6	No entry	-
7	No entry	-
8	Willmor Pastures Ltd - M & L Williams	48
9	Bonacord Farms Ltd - P & R Allison	71

AYRSHIRE YOUNG BREEDERS HEIFER COMPETITION 2022/23

- TO BE PRESENTED AT ANNUAL CONFERENCE

AYRSHIRE ON-FARM CHALLENGE 2022:

- TO BE PRESENTED AT ANNUAL CONFERENCE

ALLTECH ALL NEW ZEALAND PHOTO COMPETITION 2022/2023:

- TO BE PRESENTED AT ANNUAL CONFERENCE

SHOW SEASON AWARDS 2022/23

Ingleddale Trophy/Association Photos 2022/23

North Island Champion Cow

Pukekaraka Elle Delila, E9-9 - Gilbert Family

South Island Champion Cow

Fairleigh HT Samantha, V7-8 - Fairleigh Dairy Farm Ltd - K & N Eade

Association Photographs 2022/23

North Island Reserve Champion Cow

Premier Jumper Blueprint ET, E9-9 - Premier Cattle Company Ltd - D & C Hayward

South Island Reserve Champion Cow

Ingleside Karamel, V7-8 - B Morton

ARDGOWAN TROPHY:

Royal Champion Cow - Horowhenua

Sunshine Burdettes Dale, E9-9 - Sunshine Ayrshires - B & N Lawson

WRIGHTSON MEDAL TROPHY:

Best Female Royal Show - Horowhenua

Sunshine Burdettes Dale, E9-9 - Sunshine Ayrshires - B & N Lawson

AUTUMN SHOW POINTS SHIELD:

Most Points nom: Autumn Show

Not Awarded

SIR CHARLES FERGUSON TROPHY:

Most Points Royal Show - Stratford

Not Awarded

ARRAN TROPHY:

Ayrshire Young Judge Competition

Jacoba Gread

GREENLANE TROPHY:

Young Handlers Award (Junior) - North Island

Sienna Bourke

Young Handlers Award (Junior) - South Island

Tamara Treymane

FREDRICKSON TROPHY:

Young Handlers Award (Senior) - North Island

Joanna Fowlie

Young Handlers Award (Senior) - South Island

Kimberley Simmons

SPECIAL AWARDS - PRESENTED 2023

KITEROA TROPHY:

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

BELL BOOTH ACHIEVER AWARDS:

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

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.

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.

ROB MCINTOSH MEMORIAL TROPHY:

To encourage an exhibitor to go further and/or continue showing Animals at local calf club days and A& P Shows.

TO BE ANNOUNCED AT THE ANNUAL CONFERENCE

Patrick Swann CPFA
168 Colombo Road
Waiuku 2123

8th May 2023

To the members of the New Zealand Ayrshire Association Incorporated.

Opinion

I have audited the financial statements of the New Zealand Ayrshire Association Incorporated as at 31st March 2023, specifically:

- Statement of Financial Position
- Statement of Trading
- Statement of Financial Performance
- Statement of Movement in Equity for the year.

I have concluded that these statements have been prepared in accordance with Note 1 Statement of Accounting Policies.

Basis for Opinion

I have audited the financial statements in line with International Standards of Auditing (New Zealand). I believe I have been provided with all appropriate support to form my opinion including being allowed access to the Association's XERO accounting system.

I declare that I am totally independent of the Association other than I am the Father-in-Law of Andrew Thomson, one of the Association's Directors.

Committee Members' Responsibilities

The members' primary responsibility is to ensure that the special purpose financial statements contain no material errors or omissions that might threaten the "going concern" status of the Association.

I have not discovered any such threats or been informed of any.

My Responsibilities as Auditor

My objective is to be reasonably assured that there are no material errors, omissions, mis-statements or fraud in the financial statements. In this respect, "Reasonable Assurance" means that I act as a watchdog rather than a bloodhound. For example, it could be that I would fail to find a well concealed fraud.

More specifically:

- Assess if there are any risks of material misstatement through error of fraud.
- Understand the internal controls in place within the Association and comment on any weaknesses that I perceive.

- Assess if the Association is able to continue as a going concern based on the information up to the balance date 31st March 2023.

Westpac Loan and threat to “going concern”

I note the concerns expressed by the auditors for the 2022 year end audit regarding the excess of current liabilities over current assets of \$129,224 and the risk that Westpac could call in its loan and threaten ongoing viability of the Association. This year the excess of current liabilities over current assets is down to \$32,524 and therefore the risk is reduced.

However, to be clear, this is a very technical risk balanced by mitigating factors. The Association has been a Westpac customer for over 30 years and has a good relationship with the bank. There have been repayments over the last three years of totalling \$121,669 including \$25,000 in the current year. The year end balance owing was \$244,934.97. In the unlikely event of Westpac calling in the loan the Association would have alternatives for funds either from other NZ banks or from its membership.

NZ AYRSHIRE ASSOCIATION (INCORPORATED)
SEMAYR LIVESTOCK AND BREEDING SERVICES
STATEMENT OF TRADING
FOR THE YEAR ENDED 31 MARCH 2023

		2023	2022
		\$	\$
Bulls			
Sales		35,814	39,239
		<u>35,814</u>	<u>39,239</u>
Less - Cost of Sales			
Opening Stock	Semayr Livestock	64,600	82,600
	Bull Farm Livestock	-	-
		<u>64,600</u>	<u>82,600</u>
Purchases	Semayr Livestock	9,800	7,800
	Bull Farm Livestock	12,323	-
		<u>22,123</u>	<u>7,800</u>
Closing Stock	Semayr Livestock	(50,650)	(64,600)
	Bull Farm Livestock	(52,775)	-
		<u>(103,425)</u>	<u>(64,600)</u>
Total Cost of Sales		(16,702)	25,800
GROSS PROFIT (DEFICIT) ON LIVESTOCK TRADING FOR THE YEAR		<u>52,516</u>	<u>13,439</u>
Breeding Services			
		2023	2022
		\$	\$
Sales		161,584	155,359
Semen Purchases		25,120	25,110
		<u>136,464</u>	<u>130,249</u>
Opening Semen Stock		14,870	3,953
Closing Semen Stock		<u>17,603</u>	<u>14,870</u>
GROSS PROFIT ON TRADING OPERATIONS FOR THE YEAR		<u>139,197</u>	<u>141,166</u>
RECONCILIATION OF STOCK NUMBERS			
		2023	2022
Semayr Livestock			
Opening Stock Numbers	Bulls	50	62
Plus Purchases	Bulls	7	7
Less Sales	Bulls	18	19
Closing Stock Numbers	Bulls	<u>39</u>	<u>50</u>
Bull Farm Livestock			
Opening Stock Numbers	Bulls	-	-
Plus Purchases & donations	Bulls	60	-
Less Sales	Bulls	-	-
Closing Stock Numbers	Bulls	<u>60</u>	<u>0</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 2023

	Notes	2023 \$	2022 \$
SEMAYR BREEDING SERVICES			
Gross Profit on Livestock Trading for the Year		52,516	13,439
Gross Profit from Breeding Services		139,197	141,166
Donations received		9,066	
Total Income on Breeding Services		<u>200,779</u>	<u>154,605</u>
Less - Breeding Services Expenses	5	<u>(87,888)</u>	<u>(107,671)</u>
Net Surplus (Deficit)		112,891	46,934
INCOME (EXPENSES) FROM OTHER SOURCES			
Registration		19,870	22,197
Subscription		37,407	36,724
Other Income		56,409	47,526
Total Income from Other Operation		<u>113,686</u>	<u>106,447</u>
Less - Administration Expenses	6	<u>(135,235)</u>	<u>(131,802)</u>
Net Surplus (Deficit)		(21,549)	(25,355)
TOTAL OPERATING SURPLUS/(DEFICIT)		<u>91,342</u>	<u>21,579</u>
TOTAL NET SURPLUS/(DEFICIT) TO ACCUMULATED FUNDS		<u>91,342</u>	<u>21,579</u>

A. Swan

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 2023

	Notes	2023 \$	2022 \$
Equity at start of Period		1,071,198	811,479
Net Surplus (Deficit) for the period		91,342	21,579
Total recognised Revenues and Expenses for the Period		91,342	21,579
Increase (Decrease) in Investment Funds		430	140
Increase (Decrease) in Property Revaluation Reserve	8	-	238,000
Equity at End of the Period		1,162,970	1,071,198



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 2023

	Note	2023 \$	2022 \$
ACCUMULATED FUNDS			
Opening Balance	334,971		313,392
Surplus (Deficit) for Year	<u>91,342</u>		<u>21,579</u>
Closing Balance		426,313	334,971
Capital Reserve	57,305		57,305
Property Revaluation Reserve	8 643,294		643,294
Ravensdown Bonus Share Offer	1,675		1,675
Youth Fund	14,383		13,953
Special Projects Fund	<u>20,000</u>		<u>20,000</u>
		<u>736,657</u>	<u>736,227</u>
TOTAL MEMBERS & TRUST FUNDS		<u><u>1,162,970</u></u>	<u><u>1,071,198</u></u>
<i>Represented by:</i>			
CURRENT ASSETS			
Debtors	10,411		10,262
Cash at Bank - Westpac - Ayrshire	116,035		87,179
Cash at Bank - Westpac - World Conference account	5,406		2,501
Stock - Ayrshire	2,955		3,136
Biological Assets	- Semayr Livestock - Bull Farm Livestock - Semen	50,650 52,775 17,603	64,600 14,870
GST	<u>8,871</u>		<u>6,107</u>
Total Current Assets		264,706	188,655
CURRENT LIABILITIES			
Creditors	52,294		47,944
Borrowings - Westpac Banking Corporation	7 244,935		269,935
Total Current Liabilities		<u>297,229</u>	<u>317,879</u>
WORKING CAPITAL / (DEFICIT)		<u>(32,523)</u>	<u>(129,224)</u>
SHARES			
Ravensdown	- Bonus - Investment	1,506 <u>1,353</u>	1,506 <u>1,353</u>
		2,859	2,859
FIXED ASSETS	2	1,192,634	1,197,563
TERM LIABILITIES			
Borrowings - Westpac Banking Corporation	7	<u>-</u>	<u>-</u>
NET ASSETS		<u><u>1,162,970</u></u>	<u><u>1,071,198</u></u>

President
Vince Steiner

Date: 9 May 2023



Finance Convenor
Audrey Stevenson

Date: 9 May 2023




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

NZ AYRSHIRE ASSOCIATION (INCORPORATED)
NOTES TO THE SPECIAL PURPOSE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 MARCH 2023

1. **Statement of Accounting Policies**

Reporting Entity

NZ Ayrshire Association (Inc) is a non-profit organisation registered under the Incorporated Societies Act 2022. 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. 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.
2. The leasehold property at Kaweora Rd is re-rated every three years to its rating valuation as performed by Quotable Value Limited.
3. Depreciation has been charged at 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.

I. Changes in Accounting Policies

There have been no changes in accounting policies since the preparation of the last financial accounts.



NZ AYRSHIRE ASSOCIATION (INCORPORATED)
NOTES TO THE SPECIAL PURPOSE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 MARCH 2023

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

Specific Accounting Policies (Continued)

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**

2023:	<u>Cost</u>	<u>Revaluation</u>	<u>Accumulated Depreciation</u>	<u>Closing Value 31/03/23</u>
HHU Devices	6,317		5,329	987
Bull Farm (leasehold property)	505,000	644,000	-	1,149,000
Bull Farm – Fences/Yards/Equip	<u>140,450</u>	<u>-</u>	<u>97,804</u>	<u>42,647</u>
	<u>\$651,767</u>	<u>\$644,000</u>	<u>\$103,133</u>	<u>\$1,192,634</u>

2022:	<u>Cost</u>	<u>Revaluation</u>	<u>Accumulated Depreciation</u>	<u>Closing Value 31/03/22</u>
HHU Devices	6,317		4,343	1,974
Bull Farm (leasehold property)	505,000	644,000	-	1,149,000
Bull Farm – Fences/Yards/Equip	<u>140,450</u>	<u>-</u>	<u>93,862</u>	<u>46,588</u>
	<u>\$651,767</u>	<u>\$644,000</u>	<u>\$98,205</u>	<u>\$1,197,563</u>

Bull Farm \$1,149,000

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 \$1,149,000 reflects the value of the Associations' (Lessees) interest in the property – refer to Note 8. 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 2023 other than between the Association and its members in the normal course of business. (2022: Nil).

4. **Capital Commitments**

The Association has no capital commitments as at 31 March 2023. (2022: Nil).

5. **Semayr Breeding Expenses**

Semayr Breeding expenses includes the following significant expenses;

	<u>2023</u>	<u>2022</u>
Processing & Distribution	8,521	28,762
Mortgage Interest	17,448	11,311
Bull Farm Management Fee	8,000	3,000
Royalties	9,881	15,245
Equipment / Yards & Fencing	14,981	19,532

6. **Administrative Expenses**

Administration expenses includes the following significant expenses; 2023 2022

Administration Fee to Jersey NZ	66,990	66,000
Audit Fee	3,050	6,853
Travel & Meeting	6,377	5,028
BreedIT / DIGAD Expenses	16,988	6,472

P. Swan

NZ AYRSHIRE ASSOCIATION (INCORPORATED)
NOTES TO THE SPECIAL PURPOSE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 MARCH 2023

7.	<u>Term Loan</u>				
	2023:	<u>Current</u>	<u>Term</u>	<u>Due</u>	<u>Interest</u>
		<u>Amount</u>	<u>Amount</u>	<u>Date</u>	<u>Rate</u>
	<u>Westpac Banking Corporation</u>				
	Term Loan 91	\$244,935		07/05/2023	8.40%
	TOTAL	\$244,935			
	2022:	<u>Current</u>	<u>Term</u>	<u>Due</u>	<u>Interest</u>
		<u>Amount</u>	<u>Amount</u>	<u>Date</u>	<u>Rate</u>
	<u>Westpac Banking Corporation</u>				
	Term Loan 91	\$269,935		07/06/2022	4.55%
	TOTAL	\$269,935			

The loan is 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 2023 the Association has an overdraft facility of \$40,000 with Westpac Bank (2022: \$40,000)
- (ii) The Association holds a Business MasterCard Facility with Westpac Bank with a limit of \$7,000.

8.	<u>Property Revaluation Reserve</u>		<u>2023</u>	<u>2022</u>
	Opening Balance		405,294	405,294
	Additions in the year		<u> </u>	<u>238,000</u>
	Closing Balance		643,294	643,294

The leasehold property at Kaweora Road, Opunake was revalued by Quotable Value Limited as at 1 September 2021.

9. Contingent Liability
There is no contingent liability noted for the current year.

10. Subsequent Events
Other than the renewal of the loan with Westpac, there are no matters or events that have arisen, subsequent to balance date that would require adjustment, or disclosure in, these financial statements (2022: No matters or events arisen or disclosed).



FINANCE COMMITTEE REPORT

Committee: Audrey Stevenson, Roger Hutchings, Gordon Glentworth, Stuart Honeyfield, Andrew Thomson

I present the 2023 Finance report.

Total Operating Surplus \$91,342.00
Net Assets \$1,162,970.00
Bank Loan \$244,935.00

Once again Ayrshire New Zealand has been able to pay off a portion of the Loan \$25,000.00. Going forward we are budgeting on a small deficit for the coming year. It is very hard doing budgets as from one year to the next we don't know how many members will register or classify cattle, due to on farm costs. We as a committee do our best to work with figures we have, taking into account trying to keep on top of costs.

These are challenging times as most of you are aware of, with higher interest rates. Costs this year have been hard to budget on due to rising costs in flights and rental cars etc, you will notice this in TOP & Classification Expenses. BreedIT expenses were down on budget due to still not having signed the Terms of Use Agreement, and still not being able to source all data at this point.

Website expenses are up a small amount on budget due to new website being set up, but in the long run this website should help save in costs. Thank you to those who have been working on this project.

A small increase in income for Investayr due to the Scenicland Ayrshire club closing, this money is to be divided up with some sponsorship to the Nelson conference and rest to be spent on the West Coast to promote Ayrshires in this area. This is the wish of the past breeders in the area.

Audit expenses have dropped this year due to a new auditor being appointed.

Thank you to members for prompt payment of their accounts, it is very much appreciated.

I would also like to say thank you to members that have donated their time in one way or another as this has helped our Association financially, as well for the financial and stock donations.



I would like to thank the Finance Committee for their support and the work they have put in this financial year.

Thank you to the team at JerseyNZ, especially Michelle and Pam for answering all the questions I put your way.

Audrey Stevenson | Finance Convenor

TOP & JUDGING COMMITTEE REPORT

Committee: Vince Steiner, Gordon Glentworth, Roger Hutchings, Andrew Thomson

South Island Championships

Judge: Donald Green

Congratulations to the Eade family for taking out top honours at Winton with the Morton family in Reserve. The Fredrickson Trophy (Senior Young Handler) was won by Kimberley Simmons and the Greenlane Trophy (Junior Young Handler) was won by Tamara Treymane.

North Island Championships

Judge: Andrew Thomson

Held at Stratford, the cow from Canterbury travelling north again to take the top prize. Congratulations to the Gilbert family and in Reserve was the Hayward family. The Fredrickson Trophy (Senior Young Handler) was won by Joanna Fowlie and the Greenlane Trophy (Junior Young Handler) was won by Sienna Bourke.

There have been no nominations for the Island Championships for the 2023/24 season yet.

New Zealand Dairy Event

Judge: Edmund Els (South Africa)

Wow what an event this turned out to be with close to record numbers. Junior champion to the Lawson family, Reserve Junior Champion to Jamie Baxter. Intermediate Champion to Joanna Fowlie and Reserve to the Horn family. Senior Champion to the Gilbert family and Reserve to Leech family with the Intermediate coming out on top to take the Supreme Ayrshire. A big congratulations to the Fowlie team and Raetea Rubicom Debbie who went on to take Supreme Exhibit over the complete show. The latest Bulletin has a full write up on this cow and her story.

Arran Trophy – Ayrshire Young Judge Competition

Judges: Andrew Thomson and Edmund Els

Once again we had a full card and a great job done by all that competed. The winner was Jacoba Gread with Imogen Steiner runner-up.

Judging Schools

We had three this season with one all breeds day in the deep south at the Morton's, most comments have been positive. We also had joint days with JerseyNZ in Taranaki and Waikato. We have two new senior Judges Matthew Robinson and Karen Feek.

Photo Competitions

Numbers back up to all most a record. Thank you to our sponsors Alltech. The top six are now available for the member judging on the website.

Judges were Peter Berresford (UK), Kelly Allison and Gordon Glentworth.

Our New Zealand judge for the World Ayrshire Federation Photo Competition is Brian McDonald.



Classification

TOP went through without too many hiccups. If anyone has the time or is interested, we are thinking about taking along people to punch numbers for inspectors as we don't have as many inspectors. TOP did turn a small profit. There is some work being done to centralise classification where you may not get an Ayrshire inspector.

National On Farm Challenge

First of all huge a thank you to Brian Robinson for once again being the 'gopher' and driver, getting problems sorted on the move. Thank you to our Sponsors J Swap Stockfeeds, Open Country Dairy and the Hancock family. We better not forget the man in the spotlight Mr Tony Luckin who has by all accounts done a great job judging. I did hear him make a comment "It's not a job for the faint hearted". We look forward to hearing his comments and seeing his final placings. Thank you Tony.

Vince Steiner | Convenor

SEMAYR BREEDING SERVICES REPORT

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

I am pleased to present the 2023 Semayr Report on behalf of the Semayr Board of Directors.

The financials for this past year show a net surplus of \$91,342. Income from semen sales shows a small gain over the previous year, but this gain reflects only dollar income, not extra semen straws sold. The profit from bulls that had been culled due to their initial proofs was up. This difference is mainly due to timing of being able to cull big bulls. Last year most of the culling was done in late autumn/early winter where this seasons bulls were culled in December. Also included in this Livestock Trading Profit is the increase in stock numbers on the bull farm. Overall, a very satisfactory result.

The Semayr brochure is out with a team of proven sires well above our Ayrshire breed average for production of + .3 kgs of protein and -4.4 kg fat. Several of the sires have Breeding Values of over +20kg for fat and protein. Three of the team are newly proven and unfortunately are all A1A2. There has been considerable emphasis on this but to select only on A2A2 is too restrictive on our genetic pool. No A1A1 sires are accepted for progeny test. No Scandinavian sires are selected that are not A2A2. The goal is to have all A2A2 sires, but it is not going to happen overnight.

The young sires this season have been selected with the aid of genomic information. There has been more emphasis on lifting our fat % within the total production increase, and three of the seven young sires offered are expected to be transmitting better than 5.0% fat. All dams are a minimum of 7 for Udder Overall, this being a first. The intention is for this trend to continue.

The bull farm continues to serve its purpose, that being running our bulls from 15 months until they are proven at 5 years of age. With the use of genomics those bull numbers are decreasing. Last year was the last of the age groups that were around 15 bulls. From now on, around 7-8 bulls per year, so currently 24 bulls are awaiting proofs and another seven young bulls at LIC. Also at LIC are eight proven bulls. With the reduction in bull numbers on the bull farm, we have taken in 60 bull calves of which 35 were donated, 14 purchased from members and another 11 angus X purchased. In mid-April 20 tons of fertilizer was flown on. Now that we have electricity to the farm and we no longer rely on solar electric fences and following refencing the farm, stock control has been excellent. Having fewer big bulls on the property and no major water problems this



past year has helped with this. Gorse spraying is being done at present when the weather permits. Will take 8-9 days between milking and thank you to Jonathan for doing this.

Our genetics on average within the Ayrshire breed continue to improve, so lets have a look at a few basic national statistics and see how we are doing. The Ayrshire breed is 0.4 of 1 percent of the total dairy cows in NZ. In the 18-19 dairy stats, the national herd produced 391 kg milksolids and 2 years later it was 397 kg milksolids. The Ayrshire average is 18-19 was 68 kg MS behind the national average and in 20-21 year was 50 kg behind. While we are still behind the increase has been positive. Ayrshire semen usage shows that only 15.7% of Ayrshire semen is used over Ayrshire cows. To ensure our breed is present in the NZ dairy industry in the future we need to continue to close this gap, to make our genetics more appealing to the NZ dairy farmer.

On finishing this report on behalf of the Semayr Board, a special thank you to all members that donated bull calves to the bull farm and thank you to all members that have supported Semayr in any way over the past year. From me a special thank you to the Semayr Board members for their continued input in helping with the improvement of the Ayrshire breed.

On a final note we all need to continue with the improvement of better feeding, breeding and management of our breed. The breed will prosper if we do these basics well, so let us go out there and just do it.

Gordon Glentworth | Chairman

MARKETING, PRODUCTION & PROMOTION COMMITTEE REPORT

Stuart Honeyfield
Convenor



Committee: Stuart Honeyfield (Convenor), Graeme Leech, Donald Green, Audrey Stevenson, David Ackermann, Sian Emslie, Pam Goodin

Again this year has seen some outstanding good news stories in national publications and the Ayrshire Bulletin. It is an opportunity for breeders to tell good, positive news stories promoting themselves and the Breed. Likewise social media is there for those that wish to use it to promote what they are doing re sales and news. These forms of media are a great opportunity to positively promote the Breed countrywide and more so with social media across the world.

Again this year I would encourage members to advertise in the Bulletin as it is a great way to promote your Stud, your Breeding and your farming achievements.

Social media again has played its part in promoting and marketing members sales to breeders around the country.

As I write this the office is planning another push of merchandise - polo shirts, hoodies, hats and cooler bags - which allows goods to promote the breed.

The new Website is up and running and is a work in progress. A BIG thank you to Sian Emslie, Pam and the JerseyNZ team to get this going on short notice when the old website crashed. The new website is more user friendly and when fully utilised will be a great asset to the Association - again Sian, Pam and team - WELL DONE.

Production credibility policy needs an upgrade. Frequency and herd testing type no change to the rules; but with some information from breeding companies not being readily available, some thought will have to go in to upgrading this policy to make it still relevant and accurate. This will be ongoing as things evolve.

Stuart Honeyfield | Convenor

YOUTH COMMITTEE REPORT

*Committee : David Ackermann (Convenor),
Audrey Stevenson, Vince Steiner, Andrew
Thompson, Odyssey Travers, Pam Goodin*

The Young Breeders Seminar was held in the Manawatu/Wairarapa area. The seminar consisted of herd visits, mating recommendation workshop/3GP understanding and a museum visit. The local rural bank manger gave a talk on nutrition and banking. Rain made some of the herd visits a bit short-lived. Thank you to Graeme Emslie for helping organise the seminar.

Congratulations to all the youth who prepared and presented animals at the A & P shows around the country as well as calf club. Well done to all the youth participating at the NZ Dairy Event and International Dairy Week Youth Challenge. Congratulations to all the youth on their personal achievements, placings, trophies and awards at the various shows and competitions. The Young breeders Heifer Competition has 5 senior and 4 junior entries.

A reminder to any youth that wishes to enter competitions run by the Ayrshire Association they must be a member in their own right; the Fredrickson/Greenlane trophy is exempt of this.

I encourage everybody to be enthusiastic and active in supporting our youth and young breeders to participate in a range of activities. It is important that they learn a variety of skills and attain diverse knowledge.

David Ackermann | Convenor



GENERAL MANAGERS REPORT



While Covid Protection level orange remained in place through to September 2022, luckily this did not affect our ability to work from the office and the past 12 months has been relatively free of any further Covid-19 impact. This of course flowed through to the Show Season, and for the first time in several years we were able to complete all major Championships and Shows free from Mycoplasma Bovis and Covid-19 cancellations. It has been a long-time coming!

The team at JerseyNZ continues to manage all administration and operations for Ayrshire New Zealand, and in the 2022/23 year there have been a couple of team changes. Following the resignation of Robyn Gordon on her return from maternity leave in August 2022, Karen Maxwell moved from her fixed term contract to become a permanent part-time team member as Member Services Administrator responsible for registrations and TOP. Jackie Kennedy returned to JerseyNZ after a five-year break into the role of Promotions & Marketing Coordinator. This part-time role supports our publications, promotions & social media work allowing us to become more pro-active. Sean Bresnahan remains on the team with a change in role to Digital Design Co-Ordinator, although he has been working from home since late January when he suffered a serious football injury. Sean will have surgery in early June, will be back on deck from home in early July and hopefully back into the office a few weeks later. We will manage with a freelance graphic designer during his absence. Michelle Calcott remains on the team as our Business Administrator responsible for member-facing accounting functions on a part-time basis. With changes to hours alongside the new role, we now have 20 hours extra capacity per week across the team, which will only benefit members.

The 2022/23 year has not yet seen the full implementation of BreedIT, the Breed Society platform aligned to DIGAD and developed by Holstein Friesian New Zealand. At this stage we are still unable to access some data in BreedIT, which means we continue to also access the old LIC screens to ensure availability of some data for members activities and competitions. We are not yet able to publish BW and PW, which has held up the issuing of the Production Register for the 2021/22 season, which would normally have been issued in November. Indeed, we had to obtain special permission to use BreedIT to calculate the Production Awards for the season to be able to include production data in the Autumn Bulletin, to apply the Production Credibility policy and to be able to announce the Production Awards to be presented at the upcoming Annual Conference. While we still firmly believe that once fully optimised BreedIT will bring significant

efficiencies to our operations and improve data access for members, it is very frustrating to not yet be in that position.

Members are reminded that BreedIT is sourcing all data for this reporting from DIGAD (Dairy Industry Good Animal Database). While DairyNZ sources all raw data from the herd testing companies, they then apply the ICAR Cattle Milk Recording guidelines <https://www.icar.org/index.php/icar-recording-guidelines/>.

This means that the calculated lactation records including DIM (and therefore herd averages and indexes) will look different to what members are seeing on their MINDA records. The expectation is that when NZAEL 3.5 (inclusion of genomics for females) is implemented later in 2023, the data will look a lot more alike.

In the second half of 2022 work commenced on a new Ayrshire New Zealand website, designed and built by member Sian Emslie with the active assistance of our team. The new website at www.ayrshire.org.nz is now live, albeit a little early following the unexpected crash of the old site. There are still a few areas to be tidied up, and we will continue to work on this after the Annual Conference. I believe members will appreciate the improved aesthetics and functionality of the new site. Look out for new merchandise opportunities in the next few weeks also!

Our team of five in the JerseyNZ office are responsible for all administration and operations of three Breed Societies (and involved with four organisations in total), ensuring that both the major events and daily business for each organisation are completed with efficiency, accuracy and integrity. At times, this is quite a balancing act! Our team remain committed to the best possible outcome for all activities for each breed, proactively supporting members to achieve their breeding and Association goals. Thank you to Michelle, Karen, Jackie & Sean for continuing to provide outstanding service to Ayrshire New Zealand members in an efficient and professional manner.

In closing, I also acknowledge the continued support of President Vince Steiner, Committee Convenors and the Ayrshire New Zealand Board as we all work together to achieve the Ayrshire Vision.

Pam Goodin | General Manager

ANNUAL MEETING MINUTES 2022

NEW ZEALAND AYRSHIRE ASSN (INC)

Minutes of the 113th Annual General Meeting held at the East Pier Hotel, Napier on 9 June 2022 at 9.35 am.

1. PRESENT: Board Members and 57 members and visitors. D Green welcomed members to the meeting. P Goodin Read the Notice of Meeting aloud.

2. APOLOGIES: L & W Main, P & A McFall, J Thomson, D Somerville, S Macky, C Stevenson, B Baggott, C McKay, J & E Wadey, B & L Hayward, I & R Fredrickson, K & D Perrett, D Jacobsen, B McDonald, G Marshall, M de Lambert, B & C Hutchings, K Rowland, C & P Prattley, A Riley, B Robinson, K & A Allison, J & D Harris, C Green, T Green, T & J Ackermann.

That the apologies as listed be accepted.

M Livingstone / L Burnell - Carried

3. MINUTES OF THE PREVIOUS MEETING HELD ON 11 JUNE 2021:

That the minutes of the Annual General Meeting held on 11 June 2021 are adopted and signed by the President.

G Travers / A Green - Carried

4. MATTERS ARISING FROM THE PREVIOUS MEETING: Nil

5. PRESIDENTS REPORT:

That the Presidents Report is taken as read.

D Green / G Glentworth – Carried

The report was opened for discussion. L Burnell congratulated D Green and his team, the Association has come a long way in the last few years through troubled times, he thanked D Green for the wonderful way he has looked after the Association.

D Green noted the obituaries of D Livingstone, E Lepper, I Dunlop, R Farley, W Kite (Honorary Life Member), L Hamilton, M Burkitt, K Vincent and D Hutchings (former Board member) and the meeting stood for a moments silence.

That the Presidents Report is adopted.

D Green / M Livingstone - Carried

6. STATEMENT OF FINANCIAL PERFORMANCE & POSITION:

That the Statement of Financial Performance and Position is adopted.

A Stevenson / G Emslie - Carried

The Financial Statements were opened for discussion. There was no discussion.

7. APPOINTMENT OF THE AUDITOR:

D Green advised the meeting that considerable work has been done around the auditor over the past few months, and the Board recommend a change in auditor to Patrick Swann.

That Patrick Swann is appointed as Auditor for the 2022/2023 financial year.

M Hutchings / G Emslie - Carried

8. WARD ELECTIONS:

D Green advised that all three incumbents were reelected unopposed. A Stevenson (South Island region) thanked all those members who supported her. G Glentworth (Lower North Island) thanked the members in Taranaki, Manawatu & Wairarapa for supporting him again. G Leech (Upper North Island) thanked his region for their support, he will continue to represent them as best as he can.

9. NOTICE OF MOTION: There were no Notices of Motion.

10. REMITS: There were no remits

11. REPORTS FROM COMMITTEE CONVENORS:

11.1 Finance Committee

That the Finance Committee Report is taken as read.

A Stevenson / G Emslie - Carried

The report was opened for discussion. A Stevenson commented on the going concern note, this relates only to the fact that the bank loan falls due within the 12 month period from audit signoff. We continue to be focused on reducing debt.

There were no questions from the floor.

That the Finance Committee Report is adopted.

A Stevenson / A Green – Carried

11.2 Semayr Board

That the Semayr Board report is taken as read.

G Glentworth / S Riley - Carried

G Glentworth commented on recent AE changes, TOP weight data is no longer accepted into AE liveweight (only actual weights) and has had a negative impact on Ayrshire BW. Looking to change the model on the Bull Farm with fewer bulls being proven, bringing in young bull calves to rear and sell as service bulls. The report was opened for discussion. R Hancock commented on the annual costs for the Bull Farm needing 35 bulls per annum to break even. G Glentworth responded that we have never culled that many bulls per year, as the number reduces the plan is as outlined above to bring in extra income. There is a demand in the local Taranaki market. The property is still vital to the Association to lay off bulls waiting for proof. G Glentworth added that they are also looking at cost structure when young bulls are not purchased (which need to be collected elsewhere). R Hancock asked if the supply for the bull calves is under control especially if going to the membership, G Glentworth noted that they hope to source most locally and will be paying a rearing fee although happy for calves to be donated. There are a number of models being considered. P Baxter asked if the bulls will be registered, G Glentworth expect there will be a mix. P Megaw asked if they will be genomically tested, G Glentworth responded that is not the aim but some may be if not selected for progeny test team. P Megaw also asked why Ayrshire beef cross will be considered, G Glentworth responded that the main objective is to have Ayrshire bulls but he expects we will end up with a few crosses. S Donald commented positively that this is hedging your bets, need to feel way through to see demand. M Hutchings felt that a policy needs to be created for a standard for these bulls. G Glentworth added will be two tiers of bulls – high genetic merit and others which will be marketed differently. D Feek asked if the plan is to sell or lease, G Glentworth responded sell as we don't want them back. P Allison commented on the way that Ayrshires are treated in Animal Evaluation, in his herd some short gestation beef sired animals have better indexes

than Ayrshires. Even the worst dairy bull is better than the best beef bull. A Barnett (LIC) responded, these have been used over bottom cows and offspring kept & milked, so they benefit from 50% of dams indexes. LIC are currently looking into this data and working with AE to stop the contribution going into the beef sires indexes. G Glentworth added that there has long been an issue with overseas bull conversions, this appears to be moving finally for the positive with some major index improvements. M Williams asked about biosecurity on the Bull farm for the sire proving bulls if we bring additional animals in. G Glentworth responded one side will be kept for isolation bulls and distances kept between the mobs of bulls. The property is ring-fenced. G Emslie asked when the Semayr catalogue will be out, he felt it should be out in April. G Glentworth responded that there were serious data issues that need to be sorted from an AE perspective, so we needed to wait for a new AE run to progress and ensure that the data was accurate. Moving forward, it is hoped it will be out earlier than April. G Emslie also asked about the current differences in LIC and AE indexes. G Glentworth added that these will fall into line from the next AE run with corrections being implemented now.

That the Semayr Board report is adopted.

G Glentworth / S Donald – Carried

**11.3 Marketing, Production & Promotion Committee
That the Marketing, Production & Promotion Committee report is taken as read.**

S Honeyfield / R Stachurski - Carried

S Honeyfield added the website will be replaced in the next few months which will be more user friendly. Social media is a big thing, he reminded members that photos are viewed all over and need to show the breed in a good light, especially to those outside the industry. What we do as breeders is still the best advertising for the breed, and we need to remember that in everything we do. The report was opened for discussion. M Hutchings commented that it needs to be easier to get information on sales and follow the sale, especially for those who are not computer literate. S Honeyfield commented that this is constantly evolving, especially with online sales. S Donald commented that purchaser details disappear one the sale concludes, also if a hybrid sale does not record floor bids. Z Kite felt that bidr is really good and has expanded their market. D Morton advised members to give feedback to the livestock companies as they are constantly evolving sites and rely on user experience, this is outside the remit of the Association. D Green commended S Honeyfield on an excellent first year in the Convenors role. S Honeyfield asked members to feel free to make merchandising suggestions.

That the Production Promotion Committee Report be adopted.

S Honeyfield / Z Kite – Carried

**11.4 Judging, TOP & Classification Committee
That the Judging, TOP & Classification Committee report is taken as read.**

V Steiner / S Donald - Carried

The report was opened for discussion. S Donald congratulated V Steiner and his team, especially V Steiner himself who has been travelling all over with the country with TOP and Judging Schools.

That the Judging, TOP & Classification Committee report is adopted.

V Steiner / D Feek – Carried

**11.5 Youth Committee
That the Youth Committee report is taken as read.**

D Ackermann / G Emslie - Carried

The report was opened for discussion. P Megaw asked if a decision has been made on the next Ayrshire Young Breeders

Seminar will be. D Ackermann expects that this will remain at Collingwood as it was not able to go ahead this year. G Emslie asked if it should still follow the Annual Conference and they would also add a herd tour. D Ackermann responded that the seminar doesn't always follow the Conference but that is not off the cards. M Livingstone spoke in support of G Emslie's suggestion, day seminars for young breeders, others doing herd visits and joining together for evening events & accommodation.

That the Youth Committee Report be adopted.

D Ackermann / M Booth - Carried

The meeting broke for morning tea at 10.30 am and reconvened at 11.05 am.

12. GENERAL BUSINESS:

12.1 Recognising memberships.

S Donald asked that resignations from members should be acknowledged with a thanks for the membership period.

12.2 Conference. L Burnell acknowledged the work of G Emslie and S Emslie for organising this Conference in Napier pretty much single handedly, also S Donald for getting the sale underway. The meeting responded by acclamation. J Hutchings also acknowledged and thanked the Conference organisers, great to see another part of the country and don't always have to look at cows. She also thinks the move to a full colour magazine is a great one. As the wife of a Board member the Zoom meetings over the past couple of years have saved the Association a lot of money and Board members a lot of travel time.

12.3 Ayrshire Vision. The Board recommended that the Purpose be updated.

That the PURPOSE in the Ayrshire Vision be amended to "To remain a viable option among all breeds, under the NZ payment system."

G Glentworth / Z Kite - Carried

12.4 Board Partners day. G Emslie asked if one of the Board partners would like to give a brief comment on their trip around Napier yesterday, R Stevenson did so with thanks to the Board and organisers.

12.5 BreedIT. P Goodin gave a presentation on the new Breed Society IT platform BreedIT and answered questions.

12.6 Conference. D Green acknowledged and thanked the Emslie family for organising this Conference. The meeting responded by acclamation. D Green advised that there have been no applications yet to host Conference in 2023 and 2024.

This being all the business the meeting concluded at 11.30 am.

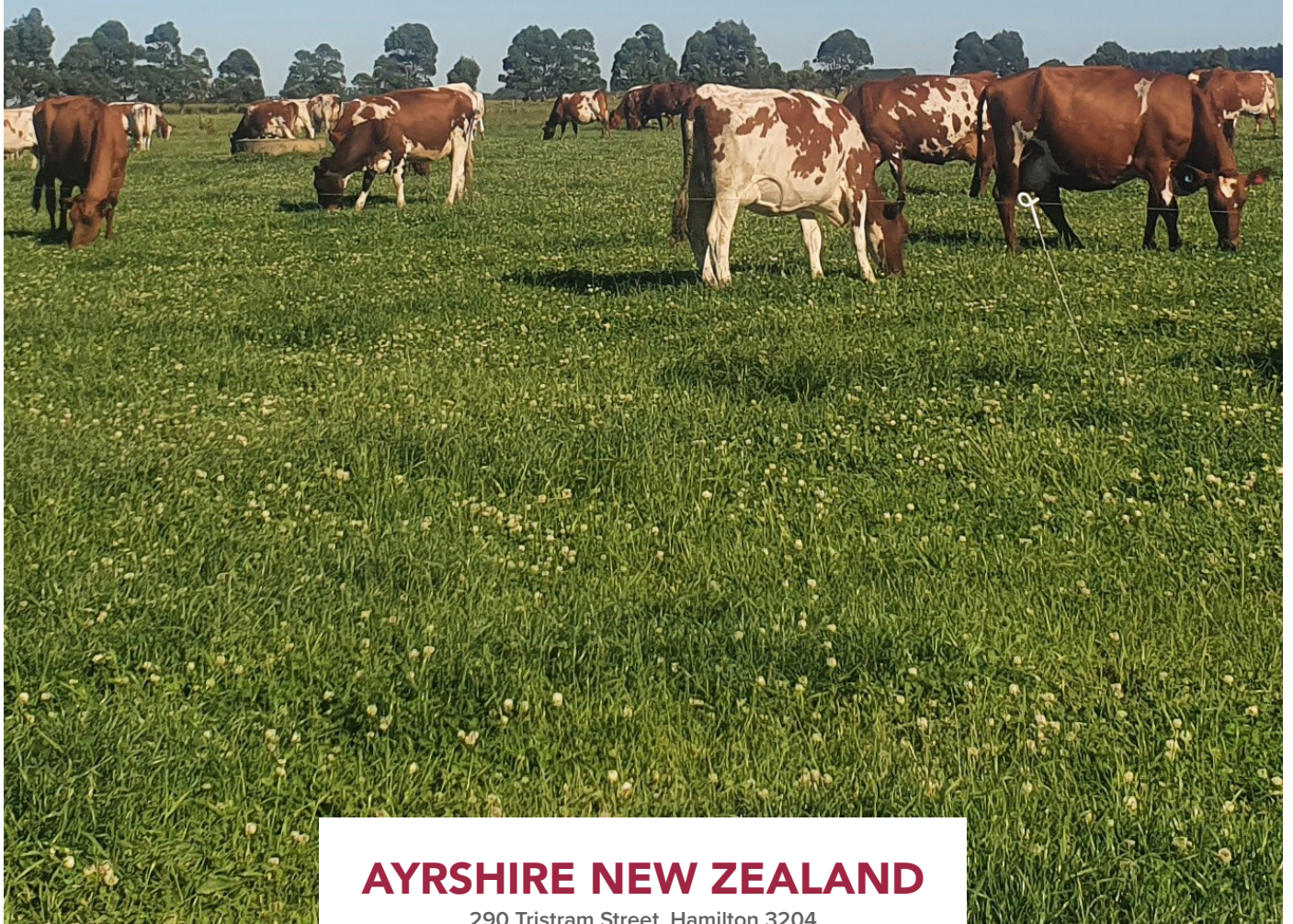
These minutes are at present unconfirmed and will not be confirmed until the Annual General Meeting 2023.

NEW ZEALAND AYRSHIRE ASSN (INC)





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



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