



New Zealand Deer Farmers' Association

Annual Report 2010/2011





New Zealand Deer Farmers' Association

NOTICE OF MEETING

New Zealand Deer Farmers' Association: 36th Annual General Meeting

Notice is hereby given that the 36th Annual General Meeting of the New Zealand Deer Farmers' Association (Inc) will be held in the SBS Events Centre, Aorangi Park, Morgans Road, Timaru on Tuesday 17 May, commencing at 11.00am.

The Chairman and Executive Committee of the NZDFA invite all NZDFA members and industry interested parties to attend.

Cover photo: Tony Pearce

Herd at Landcorp's Rangitaiki Station during mating.

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AGENDA

36th NZDFA AGM, Tuesday, 17 May 2011, commencing 11.00am

1. Apologies
2. Appointment of scrutineers
3. Obituaries
4. Notification of further items of general business
5. Confirmation of agenda
6. Confirmation of the minutes of the 35th AGM of the NZDFA (Inc)
7. Matters arising from the minutes
8. Executive Committee Chairman's Report
9. Financial report
 - a. Approval of the 2010/11 financial statements
 - b. 2011/12 budget (Motion of approval sought)
 - c. Motion of confirmation for Executive Committee honoraria
 - d. Motion of appointment of auditors
10. Constitutional amendments
11. Executive Committee remits
12. NZDFA Branch Remits
13. DINZ Board Producer Appointment. Candidate addresses to the AGM
14. General business
 - a. Notification of election results
 - b. Confirmation of NZDFA Executive Committee and SAP appointments
 - c. Any other business

MINUTES OF THE NEW ZEALAND DEER FARMERS' ASSOCIATION

35TH ANNUAL GENERAL MEETING, HELD AT THE WAR MEMORIAL CONFERENCE CENTRE, NAPIER
WEDNESDAY, 19 MAY 2010, 2:30PM – 5:00PM

The NZDFA Chairman Bill Taylor called the 35th AGM to order at 2:30pm and welcomed approximately 140 members and interested friends of the industry and called for apologies. The Returning Officer advised that the meeting was also represented through nine proxies from members.

1. APOLOGIES

Branch Chairmen

Ken Ferguson, Warwick Gregory, Rex Cowley, Richard Broughton, Ian Bristow, Richard Denley.

Life members

Mike Pattison, Jeff and Trish Pearse, Jenny Pinney.

Members

Grant Cochrane, Rodney Dixon, Corey Busch, Gary Fowler, Andrew Mitchell.

Moved **"That the apologies be sustained"**:

Moved: Ken Swainson, **Seconded** Justin Stevens **Carried**

2. SCRUTINEERS

The Chairman put the resolution **"that Phil Stewart and Philip Irwin be appointed as the scrutineers for the 35th AGM of the NZDFA, 19 May 2010"**:

Moved: Mike McCormick, **Seconded:** John Carter. **Carried**

3. OBITUARIES AND REMEMBRANCE

Obituaries were recognised for John Jackson, SCNO, Jim Butt, Marlborough, Mike Jones, Ian Millar, Taranaki

The meeting recognised the passing of these NZDFA members and industry participants with a minute of silence.

4. CALL FOR FURTHER ITEMS OF GENERAL BUSINESS

No further items of general business were notified although the Chairman asked for leave to introduce an item prior to the meeting ending.

5. ACCEPTANCE OF MEETING AGENDA

Moved that the agenda be accepted as presented: John Somerville, **Seconded:** Justin Stevens. **Carried**

6. CONFIRMATION OF MINUTES OF THE 34TH AGM

The meeting confirmed the Minutes of the 34th Annual General Meeting of the New Zealand Deer Farmers' Association held at the Travelodge Hotel, Palmerston North, on Wednesday, 27 May 2009, as published in the 2009/10 NZDFA Annual Report in *Deer Industry News* (issue 41, April/May 2010) pages 3–6, be taken as read.

Moved: Chris Petersen, **Seconded:** Mike McCormick. **Carried**

There was no discussion and no amendments to the minutes were notified by the meeting.

Moved **"that the Minutes of the 34th NZDFA AGM be accepted as a true and accurate record"**:

Moved: Malcolm Gilbert, **Seconded:** Mike McCormick **Carried**

7. MATTERS ARISING FROM MINUTES

There were no matters arising from the minutes.

8. CHAIRMAN'S REPORT

The Chairman's Report, as detailed on pages 7–8 of the Annual Report included with *Deer Industry News* issue 41, April/May 2010, was read in full at the request of the meeting. Following presentation the Chairman moved:

"That this 35th AGM adopt the Chairman's report", **Seconded:** Clive Jermy

In seconding the adoption, life member and past NZDFA President, **Clive Jermy**, took the opportunity to respond to the key issues raised.

He noted the governance group of NAIT and the review committee for the future National Pest Management Strategy with the AHB risked undue influence from the perceived power of the dairy industry affecting the chances of the deer industry and other sectors getting a fair hearing.

He warned there is a real chance that the deer and beef sectors will be required to pay more than their fair pro rata share, owing to the dairy sector's complete intransigence in funding negotiations and observed: "This is going to require all the skills and efforts of the DFA and DINZ to ensure that we are fairly represented. We need to be sure we're fairly heard and don't pay any more than is appropriate."

He also stressed the need for new investment because, in this period of sustained prosperity for the deer sector, concerns are held for the continuing erosion of the national herd and the numbers of farmers leaving the industry.

His view was that part of the problem is the belief that market forces will dictate investment and the rise and fall of the national herd. He was not convinced that this policy alone was going to succeed because the high profile dairy industry skilfully promoted and encouraged alternative land use options to the immediate detriment of deer and other livestock farmers.

The solution lay in the deer industry developing a higher public profile and he observed that other than our own internal communications, the deer industry had slipped off the radar in the New Zealand pastoral scene. He proposed that the deer industry, which has always punched above its weight, was newsworthy but needed a strategic initiative to put the industry back in front of agriculture. He added that ex-deer farmers need to be reminded that the industry is still here, still profitable and still credible and to perhaps rethink their pastoral options as a key element to help the rebuild.

The motion to adopt the Chairman's Report was **carried** without further discussion.

9. FINANCIAL REPORT

Earle Wells (Finance portfolio) presented the Association's financial statements for the 2009/10 year. Key points to note included the Association's ongoing tax liability (\$1,300 on interest earnings) following 11 years of tax credits. It was noted subscription income for the year was below budget by ~\$3.8K through higher than expected farmer attrition; interest income was significantly above budget.

The Association's audited financial statements as circulated in the 2009/10 Annual Report pages 9–14, in *Deer Industry News* issue

41, April/May 2010, were accepted and approved by the meeting, noting the following:

NZDFA 2010 Annual Report:

The chairman noted and apologised there had been an error in publication

There was an error in the Income and Expenditure Statement on page 9 of the NZDFA Annual Report for the year ended 31 March 2010 and published as an insert in the April/May issue of *Deer Industry News*.

The left-hand column should be headed *Year to March 2010 ACTUAL \$* (not 2009 as published). The figures in the table are correct as published.

FORMAL FINANCIAL MOTIONS

Motion 1 – “That the audited NZDFA financial statements and accounts for the year ending 31 March 2010 be received and approved”.

Moved: Earle Wells, **Seconded:** Edmund Noonan **Carried**

(Motion 2, Budget 2010/11, was deferred to follow Motion 4 pending passage of Executive Committee motions 3 and 4.)

Motion 3 – “That the Executive Committee honoraria for the 2010/11 financial year be fixed at \$9,000 for the elected Chairman and \$6,000 for each other Executive Committee member”.

In discussion **Andy Jarden** commented that within the constraints of budget and the Chairman’s time it was a positive move to see him active around the branches and increased the exposure of the national Executive Committee as well as the Producer Manager’s servicing of major branch events. The increase planned in expenditure for travel and accommodation were in part to assist greater exposure of the Chair and NZDFA activities.

Moved: Mike McCormick, **Seconded:** Andrew Fraser **Carried**

Motion 4 – “That Deloitte be appointed as NZDFA auditors for the ensuing year, 2010/11”.

Moved: Earle Wells, **Seconded:** Edmund Noonan **Carried**

Motion 2 – BUDGET TO YEAR ENDING 31 MARCH 2011

“That the NZDFA budget of income and expenditure for the year ending 31 March 2011 be approved”.

Key points raised included:

- Break-even target with subscriptions increased by \$10.00, set at \$97.50 inclusive of GST and targeted at 1,650 subscriptions, recognising there had been some further attrition in deer farmer numbers. This relatively substantial increase was to be held for the next 4–5 years.
- Branch Chairmen earlier had supported this increase but directed that the Association see this as a fixed subscription for the foreseeable future.
- Branch capitation fee would be increased to \$25 with national operating costs being held equivalent to the expenditure of 2009/10.
- Reserves accounts aimed to be maintained at a minimum of \$100,000.
- Audit fees confirmed as \$2,500 + GST based on a quote from Deloitte.

BUDGET 2010/11 APPROVAL

“That the NZDFA budget of income and expenditure for the year ending 31 March 2011 be approved”.

Moved: Earle Wells, **Seconded:** Edmund Noonan **Carried**

Following the passage of that motion, Tom Williams queried the protocol and haste in passing the financial motion that appeared to have stifled further financial discussion and raised questions about unexplained variances of expenditure relative to the 2009/10 Budget. The Chairman agreed to discuss these retrospectively. These items were increases in printing and PR costs in the budget. These were explained by there having been an election and the DFA had been requested to make more contact with members and potential members to increase profile and, it was hoped, subscriptions.

The Chairman apologised for the lapse in protocol and undertook in future to present the accounts with clarity and encourage discussion on the line items with clear responses from the Executive Committee.

10. CONSTITUTIONAL MATTERS

The meeting noted there were no constitutional changes required this year.

11. EXECUTIVE COMMITTEE REMIT

REMIT 1: NZDFA Executive Committee: Sector Funding share basis for the proposed next NPMS

“That NZDFA fully supports DINZ and the deer industry’s stance on the industry sector (dairy, beef and deer) funding. NZDFA agrees that the funding share basis for the NPMS should be calculated based on individual sectors’ share of Farm Gate Returns*. We request that this occur now rather than simply continuing with existing funding shares.

*(as defined by funding formula share described by the 2004 NPMS Board of Inquiry and confirmed in the commissioned report (Martin Jenkins) 2009 as part of the DINZ/DFA NPMS 2009 submission to MAF).”

Moved: Bill Taylor, **Seconded:** John Carter.

The Chairman opened the remit for discussion with the remarks that the main issue with NPMS funding is that the funding formula share recommended in 2004 (which would see the industry paying AHB vector control programme at 3.1 percent of farm gate returns) is not the formula that has been applied in the intervening years. The industry was facing a 4.7 percent share. The Chairman noted that this percentage hasn’t been a great burden for most of that period but that, with the reduction in kill numbers, the purpose of the remit is to encourage those negotiating on our behalf to be staunch because it is their belief that this industry should be facing a reduction in funding at least to that 3.1 percent, if not further.

Ponty von Dadelszen, (NZDFA representative and Chairman on the AHB Members’ Committee) reported that there is agreement for the deer share to be reduced (in 2012) but the implication is that the programme itself will reduce its spend correspondingly because the other sectors will not increase their share to cover any shortfall.

This wasn’t based on any formula but is a pragmatic approach to keep the strategy live and funding from other parties going. Von Dadelszen reported a further problem, with levy going up from 4 cents to 5.2 cents a kilo and even with the negotiated reduction of next year paying an 8 cent levy, moving back to 6 cents. This was not a palatable or fair choice, with beef paying 4 cents a kilo and dairy paying 1 cent a kilo milk solids. The Members’ Committee is being encouraged to have a full funding review.

AHB CEO **William McCook** was in attendance and responded to the discussion. He acknowledged the input from the industry in the development of the NPMS proposal. Funding shares are a matter for the industries to decide and the process is in train to do that. The AHB wants fair and appropriate shares and he hopes that members use a principles-based approach because certainty of funding is needed for the strategy.

The remit was put and carried unanimously.

12. BRANCH REMITS

REMIT 2: South Canterbury/North Otago

NAIT tagging regulations

"That NZDFA requests NAIT to urgently review its RFID tagging specifications and requirements for use in farmed deer to ensure they accommodate the industry's common well-established on-farm deer identification and tag management practices."

Moved: Murray Coutts, **Seconded:** David Morgan.

Murray Coutts said the remit aimed to highlight the need for common-sense practical rules around NAIT that will encourage adoption and support. First of all, there are concerns that the NAIT system calls for right ear tagging only (the industry places tags in opposite ears for male/female animals) and fixes the colour of the tag when the industry uses colour coding for management purposes. The remit also addresses direct-to-slaughter tags – if an animal only has a single movement (to the slaughterhouse) putting two or three tags on that animal adds extra unnecessary cost.

Finally, the Branch sees no reason to tag existing mature capital stock prior to movement.

Tony Bayliss noted that Minister David Carter was sympathetic to the issue of tagging capital stock and that we need to push NAIT to get our point across.

Ian Corney, retiring NAIT Governance Group Chairman, remarked that NAIT fits into two categories: a balance of the integrity of the scheme and practicality and workability in a common-sense fashion that all farmers can get their heads around. The dividing line, he said, comes when you ask when you stop making concessions and putting the integrity of the scheme at risk. In terms of tagging capital stock, that discussion is ongoing and he hoped that they can get a result that everyone will be comfortable with. Right ear tagging was in response to early processor requirements. In general, he saw no problem with which ear the tag goes in. He saw a solution to both the ear and colour issues after more discussion.

Ted Coats, incoming Chair of the newly established NAIT Establishment Board undertook to take heed of these concerns and further discussion with DINZ and DFA in the immediate future to find resolution in practical terms if at all possible without undermining the Integrity of the NAIT programme.

John Somerville reminded the AGM that deer farmers were a diverse and astute group and warned that if the system was not practical or sensible with simplicity and clarity, then farmers would not accept this imposition and compliance and support would not be forthcoming.

Mike McCormick endorsed this sentiment, observing that the number of small irritants in this would accelerate quickly to become major issues.

Andrew Peters suggested that the cost of tagging should perhaps be taken out of levy – he wanted the system all sorted out before producers come on board and for them to not shoulder all the cost of a compulsory programme that might not have universal support.

The remit was put and carried unanimously.

The Chairman thanked the NAIT directors for their participation and commitment to progress the deer views further.

REMIT 3: South Canterbury/North Otago

Rationalisation of development of NAIT and AHB databases and ID Systems

"That NZDFA supports the development of a new animal identification and traceability model combining NAIT and AHB as a single identification administration and operational body. This

will eliminate duplication of databases, tagging and recording systems and increase efficiency and substantially reduce cost."

Moved: David Morgan, **Seconded:** Kris Orange

Mover **David Morgan** called this a common-sense approach, rationalising databases to make tagging and recording animals a more efficient and economic process.

The seconder, **Kris Orange**, called it a "no-brainer" that will help to keep costs down.

Tim Aitken also suggested adding the MAF database to the system.

Campbell Clarke expressed his dissatisfaction with a premium 0900 number being used for NAIT queries. "It's insulting, we pay levy."

The Chairman remarked that Farms Online will be established as a master database and that all other industry databases may well disappear in time, giving us what we want if the AHB and NAIT are able to get the information they require from it.

John Kempthorne expressed some reservation around the remit until such time as there was clarity around the linkage between AHB herd ID and history and NAIT. He believed that the AHB Tb history and traceability re Tb should not be compromised and was concerned if the transition to one NAIT tag was rushed.

Brian Shaw and **Andy Jarden** expressed reservations with the wording of the remit, believing it was vague and idealistic but in essence a generic nice-to-have and not a specific remit that could be actioned and reported on and misrepresented the reality.

Mike McCormick argued the wording may not be perfect, but the sentiment and support for a single body to be managing all ID requirements under NAIT and AHB was quite clear and an aspirational goal for the future.

The NAIT Establishment Board member and AHB Board member, **Ted Coats** didn't disagree with the proposal but noted that the databases are only part of AHB's and NAIT's costs – there would be other duplication, such as call centres, administration and governance. But the NAIT database doesn't duplicate much that's currently in the AHB database – AHB has a herd focus compared with NAIT's individual animal focus. But in the long run, AHB will need the information collected by NAIT.

The Chairman asked if there was any interest from those who supported the principle but felt constrained and obliged to opposed the remit because of those concerns and asked if an amendment could be developed to accommodate this.

Clive Jermy raised a point of order pointing out the intention of the remit was quite clear. He believed that the various parties would see the clear intent and practicalities of merging responsibilities where possible without compromising either group's specific responsibilities.

The Chairman determined there was no appetite for any amendment to be developed and with the mover and seconder not wishing any further response he put the remit.

The remit was put and carried unanimously.

13. GENERAL BUSINESS

1. Candidate Addresses for the DINZ Board

The Chairman welcomed the three nominated candidates for the two producer appointments to the 2010/11 DINZ Board to address the meeting. In turn each candidate (Keith Neylon, Collier Isaacs and Andy Macfarlane) briefly presented to the meeting.

2. Notification of Executive Committee Selection and Appointment Panel Appointments

There were three positions contested this year. Bill Taylor reported 340 voting envelopes received, with one late and six declared invalid. The Chairman thanked all candidates for their participation and activity in campaigning.

Voting results were as follows:

North Island Executive Committee:

Earle Wells 151
Steve Borland 145

Earle Wells was declared elected to the Executive Committee.

South Island Executive Committee:

Edmund Noonan 167
Barry Cuttance 145

Edmund Noonan was declared elected to the Executive Committee.

Selection and Appointment Panel: North Island

Campbell Clarke 59
Andy Jarden 122
Mike McCormick 120

Andy Jarden was declared elected to the SAP.

Moved: Jim Scorgie, **Seconded:** Clive Jermy "That the Ballot papers be destroyed" **Carried**

3. Retiring project manager JML: Dr Jaimie Hunnam

The Chairman called for the meeting to recognise with appreciation the outstanding task and contribution Dr Jaimie Hunnam had made to and for the industry both as a skilled Johne's disease researcher and as the inaugural project manager of the organisation Johne's Management Ltd. Dr Hunnam received a bouquet and made a short thank you speech wishing JML and deer farmers well in the ongoing campaign related to JD.

4. SCNO Branch Conference Presentation Bid 2011

A visual presentation in support of the Branch's bid to host the 2011 conference was warmly received.

5. Special item of business: Life membership of the NZDFA – AJ Pearse

A special piece of business that took place at the conclusion NZDFA AGM was the presentation of DINZ Producer Manager **Tony Pearse** with life membership of the NZDFA.

This significant gesture from the NZDFA prompted a standing ovation. The Chairman observed that though Pearse's day job is Producer Manager employed by DINZ, he is a 31-year NZDFA member, a past Branch Chairman, National Councillor, an Elk/Wapiti Society Life Member, former researcher and an enthusiastic deer farmer who puts a lot of effort into working with the NZDFA both nationally and at Branch level. The life membership is a real mark of appreciation for the work he does on behalf of deer farmers all over the country and the high esteem in which he is held by his fellow deer farmers.

The life membership was acknowledged with a presentation of NZDFA engraved glasses and decanter

In response, Pearse recognised the extent of this honour as a most moving gesture and an unexpected and in his view humbling experience but nevertheless the highlight of an extraordinarily fortunate career in all aspects of the industry.

Moved: Bill Taylor, **Seconded:** Alastair Porter **Carried unanimously**

6. Conclusion: John Scurr

The Executive Committee acknowledged retiring DINZ Chairman of the Board, **John Scurr**, after nine years on the Board, including five years as Chairman. **Mark Acland** showed impromptu appreciation of John's work and acknowledged with thanks that the industry is on a very good track as a result of his leadership.

There being no further items of General Business, the meeting was closed at 5:05pm.

To be signed as a true and accurate record



Bill Taylor, Chairman

17 May 2011

EXECUTIVE COMMITTEE MOTIONS

NZDFA FORMAL FINANCIAL MOTIONS

MOTION 1: Financial accounts and statements for the year ending 2010/2011.

"That the Audited NZDFA financial statements and accounts for the year ending 31 March 2011 be received and approved."

Moved Earle Wells, seconded, Edmund Noonan

MOTION 2: Honoraria

"That the Executive Committee honoraria for the 2011/12 financial year be fixed at \$9,000 for the elected Chairman and \$6,000 for each other Executive Committee member."

This recommendation from the Executive Committee requires a mover and seconder from the floor of the AGM.

MOTION 3: Auditors

"That Deloitte be appointed as NZDFA auditors for the ensuing year, 2011/12."

Moved Earle Wells, seconded Edmund Noonan

MOTION 4: Budget to year ending 31 March 2012

"That the NZDFA budget of expenditure for the year ending 31 March 2012 be approved."

Key points in the 2011/12 budget include:

- Break-even target with subscriptions set at \$99.67(GST at 15% inclusive) and subscriptions estimated at a 1,650 target, a similar level to the past year. Branch capitation fee will be maintained at \$25 with equivalent running costs to 2010/11.
- The reserves accounts are aimed to maintain a minimum of \$100,000 (currently \$114,000). An estimated tax liability of ~\$1,300 on interest earned is budgeted.
- Audit fees at \$2,500 + GST are subject to written confirmation from Deloitte prior to the AGM.

Moved Earle Wells, seconded Edmund Noonan

EXECUTIVE COMMITTEE CHAIRMAN'S REPORT

Welcome Ladies and Gentlemen to this year's Deer Industry Conference and the NZDFA's 36th Annual General Meeting.

As we open this conference in South Canterbury today, I acknowledge the courage and resilience the people of Canterbury, and especially those in Christchurch, have shown. The earthquakes of this last eight months and particularly February the 22nd will be forever a dark period in our history and the NZDFA extends its deepest sympathy to all those who have suffered loss.

This year's conference theme, "Who Deers Wins", underlines the obvious: deer are unique relative to other forms of farmed livestock and so too is the passion, enthusiasm and commitment that drive so many deer farmers who make the difference. That commitment too has created many outstanding deer farming success stories.

I believe the future for deer farming looks particularly good. As the world faces food shortfalls and increasing population growth we produce two products that have great attributes that with the right marketing can be expected to return significant profits to producers.

Market conditions for velvet continue to offer good signals through sustained demand in the oriental medicine industry, as well as growing demand from emerging markets, especially China. An increasingly affluent Asian consumer base and reductions in the overall global supply of velvet should see an increase in value backed by our product quality.

The value of any increase being passed back to the farmer will depend on successful marketing and I would suggest more



consolidation as opposed to fragmentation in the way we market this product.

With a world population of 6.5 billion expected to rise to 9 billion by 2030, demand for food will only get stronger. An increasingly affluent global population will be our opportunity and we must continue to market venison as a premium product.

With production this year likely to be at similar levels to last year's and less carry-over product in the market, exports are likely to be less than demand again for the year ahead.

Customers in Europe understand the likely shortfall. Confidence in the marketplace is good, with firm prices anticipated for the year ahead

and solid spring schedules likely to offer good returns to farmers.

Good profits for farmers will require careful purchasing decisions as internal costs rise. Maximising returns demands good communication with processors to allow them some certainty around their marketing programmes.

The NZDFA has had a solid year. One of the highlights was the very successful October Branch Chairs meeting which was well attended and included a delegation of new faces, whose presence not only lowered the average age of the attendees, but hopefully inspired some of those present to step up to more senior roles in the Association.

Considerable effort has gone into gaining clarity and common sense around the initial NAIT legislation. This has involved negotiation with the "Stakeholders' Reference Group", "NAIT Management Ltd", the NAIT Executive and MAF officials. The draft enabling legislation is before

Continued on next page

Executive Committee Motions continued from previous page

CONSTITUTIONAL MOTIONS

The Executive Committee advises that there is one constitutional motion notified for approval at the 36th AGM at time of publication. Constitutional motions require 21 days' clear notification prior to the AGM and as such any notification closed on 25 April 2011.

The motion, as approved by the NZDFA Branch Chairmen for consideration at the AGM seeks to clarify the elected member eligibility and confirmation process and reaffirms that an elected member has the same constitutional status as a full member and is therefore eligible to seek and hold any office within the NZDFA elected positions on the SAP, Executive Committee or Branch elected office bearer positions.

Motion: That the current sub clause defining an Elected member in clause 5.1 Membership status:

Elected Members: Persons, who, upon paying a full membership subscription, who do not qualify for Full Membership but who have been nominated by a Branch and subsequently approved by the Executive Committee (in its discretion) to be an Elected Member.

(It is anticipated that any such person would be fully involved in the management and practice of farming of deer and have been proposed and seconded and elected by a simple majority at a Branch Meeting properly constituted for that purpose to be nominated as an Elected Member.

The Executive Committee will review each of the Elected Members annually and if not meeting the criteria specified in this paragraph, may terminate that person's membership.

Be DELETED and REPLACED by:

Clause 5.1 Membership classes;

Elected members: *persons who, upon paying a full membership subscription, who do not qualify for full membership, but have been nominated by a branch and subsequently approved by the Executive Committee (in its discretion) to be an Elected Member.*

Qualifiers:

- 1. It is anticipated that any such person would be actively involved in the functions of the branch; actively involved in the wider industry, including but not confined to the management and farming of deer, or in a professional working capacity in the deer sector*
- and*
- 2. have been proposed and elected by a simple majority at a branch meeting properly constituted for that purpose to be nominated as an elected member and that nomination be sent in writing to the Executive Committee for its approval.*

The motion seeks to DELETE the associated sentence; "The Executive Committee will review each of the Elected Members annually and if not meeting the criteria, may terminate that person's membership status as an Elected Member."

This decision to seek a constitutional change at the 2011 AGM was moved (John Mace, Rotorua Branch, seconded John Somerville (Southland Branch), at the Branch Chairman's meeting on 28 October 2010 and carried.

the Primary Production committee. If passed, the associated combined – and in time deer-specific regulations – are only now open for submission.

I believe we will eventually gain an acceptable outcome for our industry from NAIT and with the increasing worldwide focus on food security, the security and traceability NAIT will provide will soon be being sought by other livestock classes.

The continuing decline in Tb-infected deer herds has led the NZDFA to lobby the AHB to seek ways of reducing the testing requirements facing many of our farmers and while options are currently under development by the AHB, we will continue to lobby in this direction as we push for a more transparent and equitable industry funding formula. We continue to appreciate the efforts of Ponty von Dadelszen as our representative and as Chairman of the Representatives Committee.

Earle Wells has remained our treasurer and this year's balance sheet is one of reduced expenditure rather than increased income. The reduced level of subscriptions highlights my long-running concern that the Association isn't appealing to the next generation of deer farmers and it's an issue the new committee must face.

The NZDFA has made the second of its two contributions to JRG2 and our thanks go to those involved with this project which will conclude this year. Along with JML they have succeeded in increasing farmer and industry awareness, concentrating on developing risk management options. By completion they will have delivered something that will empower farmers with the knowledge to minimise the risk from John's disease in their own businesses.

Edmund Noonan has been our link with JRG2 and I thank him for his efforts as I do for all those who have been involved with this project over the last six years.

Noel Beatson continues to represent the NZDFA on the DEEResearch Board. Industry funding for DEEResearch has been maintained with the majority supporting the Venison Supply System programme, which continues to attract funding of \$1.3 million per annum from the Crown. The programme's work is mainly in the area of on-farm productivity, genetic advancement, parasite management and environmental performance.

The Venison Supply System programme has also funded the national Focus Farm project as a means of achieving practical uptake by farmers who, along with Branches, have supported the farms extremely well. The NZDFA believes in the value of this project and thanks all those involved with the various farms, over

the last three years and is looking forward to the establishment, over the next 12 months of the new series of Focus Farms.

The Executive Committee appreciates the efforts of Wilton Turner in launching a membership drive, the results which have yet to be seen. Wilton has also been the link between the Executive Committee and the organising committees of the major velvet competitions, which again in the main have been very successful. The Association applauds the increasing use of "inches of antler" by the industry in competitions and advertisements.

Last year in seconding my report, Clive Jermy called for more effort to be invested into promoting deer farming to reverse the shrinkage and to encourage reinvestment back into the industry. I believe with help from DINZ and stable product prices we have seen an increase in media coverage of our industry in the farming media and a reduction in the number of people leaving deer farming.

With 5,500 fewer hinds being processed over the last 12 months than the preceding year, this may be the small beginning of that reinvestment. If so, the NZDFA and industry must do all they can to build on this renewed confidence.

I believe the DINZ–NZDFA model is still functioning well, but as with all successful partnerships it requires good levels of trust and communication between the participants. It is vital that the NZDFA maintains its vigour and vibrancy, so it can attract people into its ranks who are comfortable with the role and able to represent and lead deer farmers forward.

A senior position in the NZDFA carries a lot of respect in Wellington and really allows the individual the latitude and freedom to achieve, without the shackles that bind members of many larger organisations. It's both rewarding and I believe effective and I genuinely encourage more of you to take up the challenge.

I certainly haven't achieved all I would have wished but I have enjoyed trying and have appreciated the opportunity of being your Chairman.

I would like to thank you all and acknowledge the support I have received this year from many deer farmers throughout the country, my fellow Executive Committee members and the DINZ Executive staff, especially Tony Pearse whose tireless work on behalf of deer farmers is much appreciated.

I now have much pleasure in moving the adoption of this report.

**Bill Taylor, Executive Committee NZDFA Chairman
6 April 2011**

NZDFA FINANCIAL REPORT

REVIEW OF ACCOUNTS FOR THE YEAR TO 31 MARCH 2011

The result for this financial year was a deficit of expenditure over income of \$1,489 against a break-even budget. This result is due to a number of factors, principally a 6% decrease in subscriptions received as compared to budget, a contribution to the national project John's Research Group 2 (\$10,000) that was not budgeted as expenditure but allowed for as a contingent liability in the 2009/10 accounts and extra taxation of \$1,048 due for the 2009/10 year. The impact of these was lessened by savings in expenditure in a number of areas, particularly travel and accommodation which was 26% lower than budget.

Subscription income generated was \$95k based on 1,546 voluntary membership payments received against a budget of 1,650. The 2010/11 subscription was increased from \$55 to \$61.67 (exclusive of the Branch capitation fee, which was increased from \$20 to \$25 per member). The decline in membership from 1,681

members in 2009/10 resulted in subscriptions being 6% lower than the budget.

DINZ's industry good funding for producer support for specific activities (through the Producer Manager budget), was applied supporting DFA communications and Executive Committee and Branch Chairmen's meetings. These activities are further part of the role that the Marketing and Communications Assistant portfolio plays. These producer services remain a vital part of the NZDFA, extending into the regions to support NZDFA national and branch-assisted funding of the Focus Farms "Making the DIFFerence" project funded by DINZ as part of the productivity strategy activities.

Expenses were kept to a minimum and in most cases below budget, with many general office expenses being covered by DINZ through the contract for administrative services, with specific items of expense being charged to the NZDFA. These included the cost of running the postal-based election for SAP and Executive Committee positions, publication of the annual report and the

printing and postage of subscriptions and voting packs as major line items. Legal fees were higher than budget and the previous year due to an opinion being sought on the implications of use of a DFA list associated with the proposed Goldpine Industries discount scheme for NZDFA members that is under development. Planned telecommunication expenses were reduced a little with the continuation of three regional Branch Chairmen's meetings held prior to conference and better communication provided via the electronic *Stagline Online* monthly DFA newsletter. The DINZ Board attended several branch-related functions in the North and South Islands and at the November Branch Chairmen's meeting. Expenses however increased with additional phone expenses associated with the DFA's internal review and discussion around the Canterbury Branch's paper seeking response to structure, function and relationships and also when the Chairman was indisposed and unable to travel.

Consequently travel and accommodation costs were 26% below budget.

The 2010 conference was maintained as an expanded event – the NZDFA AGM and DINZ FGM and two evenings, venison showcasing, an awards dinner, and a branch field day. While the conference in Napier hosted by the Hawke's Bay Branch was an outstanding event, registration numbers were slightly less than anticipated with the conference making a small profit after the fixed costs of the DFA AGM and life membership and conference reporting fees were added. Sponsorship for the event was very strong and allowed an overall conference profit \$795, which was \$2,795 above budget.

Honoraria of the Executive Committee were maintained at the same level as the previous year with \$9,000 being paid annually to the Chairman and \$6,000 each for the other three committee members. The DEEResearch director's fees remaining at \$4k have been funded from the general fund.

SAP expenses were substantially up on budget with a full selection meeting held in June. Additional meetings with the board were reduced to one additional meeting held in association with the Branch Chairmen's meeting in November.

A \$10,000 contribution was made to support the SFF JRG2 programme. This had been approved by the Executive Committee to be funded from reserves for the 2008/09 year, but has only been called on in the last two years. This nationally based expense recognised the previous \$90,000 contributed by donation of various DFA branches to the JRG1 SFF project. The Executive Committee believe this is a worthwhile use of the DFA reserves, which have been well in excess of the \$100k minimum target. For this \$20,000 investment over two years and \$20,000 each from DINZ and JML over the next two years, JRG2 has leveraged a \$160,000 contribution from the Sustainable Farming Fund for ongoing work with Johne's disease.

With the cessation of available tax losses to be carried forward for tax purposes, NZDFA is now in a tax-paying position. The tax calculation in last year's accounts had been understated by \$1,048, resulting in terminal tax to pay of \$133 against a refund owing of \$914 as had been shown in the 2009/10 accounts. This has been carried forward to the 2010/11 accounts. Taxation is based solely on the interest income at a rate of 30% with an exemption of \$1,000 earned.

Closing reserves to be carried forward to the 2012 financial year are \$114,000, meeting the

informal directive from NZDFA Branch Chairs to maintain reserves where possible at \$100,000.

BUDGET FOR THE YEAR TO 31 MARCH 2012

The budget for the year to 31 March 2012 has been maintained at the same levels as for the year ending 31 March 2011 and is set to break even.

Subscriptions are to be kept at the same level as the 2010/11 year, but increase slightly to accommodate the 2.5% increase in GST (now \$99.67 inclusive of GST and capitation fee). A target of for 1,650 paid memberships is projected (2009/10 year 1,546), encouraged through a membership drive at national and branch level. A special introductory offer has been introduced for the 2011/12 year with new members being offered a subscription rate of \$50. The Executive Committee are determined to add attractiveness to full membership with a number of further services and communication initiatives like the electronic *Stagline Online* monthly newsletter and encourage further support through branch activities and the focus farms.

Executive Committee honoraria are budgeted to remain at the current year's rates and general expenditure is budgeted at a similar level to the 2010/11 year across all line items. There is no budget for any nationally funded projects in 2011/12.

This overall budget will enable reserves to be maintained in excess of \$100,000.

New Zealand Deer Farmers' Association Incorporated			
Income and Expenditure			
	Year to March 2011	Year to March 2012	Year to March 2011
	ACTUAL	BUDGET	BUDGET
	\$	\$	\$
Income			
Subscriptions	95,246	101,756	101,756
Interest and Sundry Income	6,628	6,000	6,000
	101,874	107,756	107,756
Expenditure			
Audit Fees	2,620	2,500	2,500
Conference	(795)	2,000	2,000
DEEResearch Directors Fees	4,000	4,000	4,000
Election Costs	5,917	6,000	4,000
General Office	208	300	300
Honoraria	27,000	27,000	27,000
Insurance	2,000	2,000	2,000
Legal Fees	1,584	1,000	1,000
Nationally Funded Projects	10,000	0	0
Postage	6,344	5,000	4,000
PR Support	1,581	3,150	3,150
Printing & Stationery	2,173	5,500	5,500
Promotions/Awards	1,191	1,500	1,500
Publications	5,576	6,500	6,500
Returning Officer Fees (SAP Process)	0	250	250
Telecommunications	1,812	2,750	2,750
Travel and Accommodation	29,582	37,000	40,000
	100,793	106,450	106,450
(Deficit)/Surplus Before Tax	1,081	1,306	1,306
Taxation	2,570	1,300	1,300
(Deficit)/Surplus After Tax	(1,489)	6	6

**INDEPENDENT AUDITOR'S REPORT
TO THE MEMBERS OF
NEW ZEALAND DEER FARMERS' ASSOCIATION INC**

Report on the Financial Statements

We have audited the financial statements of New Zealand Deer Farmers' Association Inc (the "Association") on pages 11 to 14, which comprise the statement of financial position as at 31 March 2011, and the statement of financial performance, statement of movements in equity and statement of cash flows for the year then ended, and a summary of significant accounting policies and other explanatory information.

This report is made solely to the Members, as a body. Our audit has been undertaken so that we might state to the Members those matters we are required to state to them in an auditor's report and for no other purpose. To the fullest extent permitted by law, we do not accept or assume responsibility to anyone other than the Members, as a body, for our audit work, for this report, or for the opinions we have formed.

Executive Committee's Responsibilities for the Financial Statements

The Executive Committee is responsible for the preparation and fair presentation of financial statements, in accordance with generally accepted accounting practice in New Zealand, and for such internal control as the Executive Committee determine is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

Auditor's Responsibilities

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with International Standards on Auditing and International Standards on Auditing (New Zealand). Those standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgement, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements 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 entity's internal control. An audit also includes evaluating the appropriateness of the accounting policies used and the reasonableness of accounting estimates, as well as the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Other than in our capacity as auditor and the provision of taxation advice, we have no relationship with or interests in the New Zealand Deer Farmers' Association Inc.

Opinion

In our opinion, the financial statements on pages 11 to 14:

- comply with generally accepted accounting practice in New Zealand; and
- present fairly, in all material respects, the financial position of the New Zealand Deer Farmers' Association Inc as at 31 March 2011, and its financial performance and cash flows for the year ended on that date.



Chartered Accountants
12 April 2011
Wellington, New Zealand

NEW ZEALAND DEER FARMERS' ASSOCIATION INC STATEMENT OF FINANCIAL PERFORMANCE
For the year ended 31 March 2011

	<i>Note</i>	2011 \$	2010 \$
Income			
Subscriptions		95,246	92,457
Interest		6,628	7,225
Sundry		0	50
		<u>101,874</u>	<u>99,732</u>
Expenditure			
Research	4,8	4,000	4,000
Audit Fees		2,620	2,400
Conference	12	(795)	4,215
Election Costs		5,917	0
General Office		208	261
Honoraria	4	27,000	27,000
Insurance		2,000	2,000
Legal/Professional Fees		1,584	728
Nationally Funded Projects		10,000	12,000
Postage		6,344	2,347
PR Support		1,581	1,033
Printing & Stationery		2,173	3,168
Promotions & Awards		1,191	482
Publications		5,576	6,733
Telecommunications		1,812	1,191
Travel and Accommodation		29,582	28,369
		<u>100,793</u>	<u>95,927</u>
Operating Surplus Before Tax		1,081	3,805
Taxation	5	2,570	1,679
Operating (Deficit)/Surplus After Tax		<u>(1,489)</u>	<u>2,126</u>

NEW ZEALAND DEER FARMERS' ASSOCIATION INC STATEMENT OF FINANCIAL POSITION
As at 31 March 2011

	<i>Note</i>	2011 \$	2010 \$
Current Assets			
Short Term Bank Deposits		116,925	116,298
Accounts Receivable		2,916	4,182
Resident Withholding Tax		440	914
		<u>120,281</u>	<u>121,394</u>
Current Liabilities			
Accounts Payable		6,725	6,349
Net Current Assets representing Net Equity		<u>113,556</u>	<u>115,045</u>
Net Equity comprises:	9		
General Funds		<u>113,556</u>	<u>115,045</u>

These financial statements were approved for issue by:



 William Taylor, Chairman of Executive Committee
 Date: 12 April 2011

NEW ZEALAND DEER FARMERS' ASSOCIATION INC STATEMENT OF CASH FLOWS**For the year ended 31 March 2011**

	2011	2010
	\$	\$
Cash Flows from Operating Activities		
<i>Cash was provided from:</i>		
Subscription Income	95,246	92,457
Interest Received	6,391	10,621
Other Operating Income	1,964	(2,016)
<i>Cash was applied to:</i>		
Payments to Suppliers	(102,975)	(104,166)
Net Cash Flow from Operating Activities	626	(3,104)
Net Increase in Cash Held	626	(3,104)
Opening Cash Balance	116,298	119,402
Closing Cash Balance	116,924	116,298

RECONCILIATION OF OPERATING SURPLUS AFTER TAX TO NET CASH FLOWS FROM OPERATING ACTIVITIES

	2011	2010
	\$	\$
Reported (Deficit)/Surplus	(1,489)	2,126
<i>Add Non-Cash Items:</i>		
Movements in Working Capital	2,115	(5,230)
Net Cash Flow from Operating Activities	626	(3,104)

NEW ZEALAND DEER FARMERS' ASSOCIATION INC**STATEMENT OF MOVEMENTS IN EQUITY****For the year ended 31 March 2011**

	2011	2010
	\$	\$
Opening Balance	115,045	112,919
Total Recognised Revenue and Expenditure	(1,489)	2,126
Closing Balance	113,556	115,045

NOTES TO THE FINANCIAL STATEMENTS

FOR THE YEAR ENDED 31 MARCH 2011

1. NATURE OF ACTIVITIES

The New Zealand Deer Farmers' Association Inc (the "NZDFA") is an Incorporated Society established to encourage, promote and advance New Zealand's deer farming industry.

2. BASIS FOR PREPARATION

The financial statements of the NZDFA have been prepared in accordance with the requirements of the Financial Reporting Act, 1993. The NZDFA qualifies for differential reporting exemptions as they are not publicly accountable and there is no separation between the owners and the Executive Committee. No exemptions have been taken advantage of that apply to the NZDFA.

3. STATEMENT OF ACCOUNTING POLICIES

GENERAL ACCOUNTING POLICIES

a. Measurement Base

The accounting principles recognised as appropriate for the measurement and reporting of earnings and financial position are on a historical cost and going concern basis.

SPECIFIC ACCOUNTING POLICIES

a. Changes in Accounting Policies

There have been no changes in accounting policies during the year. All policies have been applied in a manner consistent with prior periods.

b. Subscription Income

Subscriptions are measured at the fair value of the consideration received or receivable from the NZDFA's members through membership fees. This is set at \$86.67 (excluding GST) per full membership per annum (includes the \$25 per member capitation fee collected on behalf of the NZDFA Branches and remitted directly to them in December of each financial year).

c. Associate

NZDFA has a 25% shareholding in DEERResearch Limited, a joint venture with AgResearch Limited (50%) and Deer Industry New Zealand (25%). The objectives of this company are to research non-velvet related deer products. Payments by the NZDFA to DEERResearch Limited are accounted for as research expenditure.

d. Separate Financial Statements

These separate financial statements have been prepared in accordance with Generally Accepted Accounting Practice in New Zealand ("NZGAAP") and have been correctly extracted, in all material aspects, from the NZDFA financial statements reported in the consolidated financial statements of NZDFA and its associate DEERResearch Ltd (the "Group"). Consequently these financial statements report the Statement of Financial Performance, Statement of Financial Position and Statement of Movements in Equity of the NZDFA only. These separate financial statements have been prepared by the NZDFA for presentation to its members at its annual general meeting. The NZDFA also prepares financial statements which comprise the financial statements of the NZDFA and its associate DEERResearch Ltd in which it has a 25% shareholding (the "Group").

The financial statements of the NZDFA and its associate are provided to the members of the NZDFA to provide a complete understanding of the Group's financial position as at 31 March 2011 and the Group's financial performance for the financial year

then ended. These show that the NZDFA has an investment in DEERResearch Ltd at 31 March 2011 valued at \$17,109 and report a loss in the Statement of Financial Performance due to the reduction in the equity in DEERResearch Ltd during the reporting period of \$3,781. The consolidated financial statements are available on request from the Deer Industry New Zealand office.

e. Goods and Services Tax (GST)

These financial statements are prepared exclusive of GST except for accounts receivable and payable.

f. Statement of Cash Flows

For the purpose of the Statement of Cash Flows, cash and cash equivalents include cash on hand and in banks. Operating activities are the principle revenue producing activities and other activities that are not investing or financing activities.

4. FEES

The following fees were paid by the NZDFA to Executive Committee members:

	2011	2010
	\$	\$
Honoraria		
Chairman	9,000	9,000
Executive Committee	18,000	18,000
	<u>27,000</u>	<u>27,000</u>

Dr Noel Beatson received \$4,000 in his capacity as director of DEERResearch Limited for the period April 2010 to March 2011. These fees make up the total research expense of \$4,000.

5. TAXATION

	2011	2010
	\$	\$
Taxable Income	6,072	6,597
Less deductible expenses	(1,000)	(1,000)
	5,072	5,597
Tax Expense 2011	1,522	1,679
Tax Expense 2010 amended	1,048	0
Total Tax Expense	<u>2,570</u>	<u>1,679</u>

6. SEGMENTAL REPORTING

The NZDFA operates in one field, being the advancement of deer farming in New Zealand.

7. FINANCIAL INSTRUMENTS

The NZDFA is party to financial instruments as part of its every day operations. These include instruments such as bank balances, short term deposits, accounts receivables and accounts payables.

Fair Value

The fair value of the financial instruments in the financial statements is their carrying value.

Credit Risk

Financial instruments which potentially subject the NZDFA to credit risk consist primarily of short term bank deposits and accounts receivable.

The NZDFA deposits its cash with trading banks. The credit risk with respect to accounts receivable is limited due to the number of debtors.

Interest Rate Risk

The NZDFA receives interest on its deposits at current market rates.

8. RELATED PARTIES

All transactions with related parties were conducted at arms length. During the year \$4,000 was paid to the director of DEERResearch Limited mentioned in Note 4.

There were no other transactions with related parties.

9. TOTAL EQUITY

Total equity is held in general funds as follows:

	2011	2010
	\$	\$
General Funds		
Opening balance	115,045	112,919
Operating (deficit)/surplus	(1,489)	2,126
Closing General Funds	113,556	115,045

10. COMMITMENTS

Collection of the 2001 Commodity Levy (Deer Products) formally ceased on 16 September 2007. As the NZDFA has fully committed existing research funds ongoing, Deer Industry New Zealand has an agreement to fund research to DEERResearch Limited on behalf of the NZDFA, at a level which is consistent with the NZDFA's previous level of research funding (currently 0.8c/kg of venison and 0.4c/kg of velvet).

11. CONTINGENCIES

The NZDFA's associated entity DEERResearch Limited holds a direct interest in three unincorporated joint ventures, which are Pastoral Greenhouse Gas Research Consortium (1.16% holding), Pastoral Genomics Consortium (1.0% holding) and John's Disease Research Consortium (12.0%) respectively. DEERResearch Limited has unconditional guarantees to the other partners in the unincorporated joint ventures which:

- a. guarantee the due performance and observance of the guaranteed obligations by its subsidiary companies; and
- b. indemnify against any loss or damage due to any breach of the unincorporated joint venture agreements by its subsidiary companies.

12. CONFERENCE SURPLUS

The conference resulted in a profit of \$795.00. Refer to the notes in the Review of Accounts.

13. SUBSEQUENT EVENTS

There are no subsequent events noted.

PROXY FORM 2010



New Zealand Deer Farmers' Association

To: New Zealand Deer Farmers' Association
P O Box 10702
WELLINGTON
Fax 04 472 5549

I/We, (name in full)

of..... (address)

being a member/members of the New Zealand Deer Farmers Association entitled to attend and vote at meetings of the NZDFA, hereby appoint **(Either)**

..... (name)

of..... (address)

OR

the Chairman of the Branch (or Affiliated Society) of the New Zealand Deer Farmers Association as at 17 May 2011

OR failing him/her, the Chairman of the Annual General Meeting,

as my/our proxy to vote for me/us at the Annual General Meeting of the Association to be held on Tuesday 17 May 2010 at the SBS Events Centre, Aorangi Park, Morgans Road, Timaru and at any adjournment thereof (*rule 29.2*)

Signed this day of 2011

..... NZDFA member.

Please provide a phone number and email contact if applicable, to assist in any Proxy Verification

Farm trading name

Phone (.....)..... Email.....

NOTE: To be valid, proxy forms must be signed and either faxed/hand delivered or posted to be received at the NZDFA office by 4.00pm Monday 16 May, 2011 (*rule 29.4 (b)*).

PTO for any specific voting instructions request.

NEW ZEALAND DEER FARMERS' ASSOCIATION
LEVEL 5, WELLINGTON CHAMBERS, 154 FEATHERSTON STREET, PO BOX 10702, WELLINGTON
PHONE 04 473 4500, FAX 04 472 5549

PROXY FORM, PART 2: SPECIFIC INSTRUCTIONS TO PROXY

I/We, (name in full)

of (address)

being a member/members of the New Zealand Deer Farmers' Association,

hereby appoint (**either**) (name)

of (address)

Or the Chairman of the Branch NZDFA,
(or Affiliated Breed Society) of the New Zealand Deer Farmers' Association as at 17 May 2010

Or failing them, the Chairman of the AGM

as my/our proxy to vote for me/us on my/our behalf at the Annual [or Extraordinary, as the case may be] General Meeting of the Association, to be held on the 17th day of May, 2011, or at any adjournment thereof.

Signed this day of 2011.

*This form is to be used ***in favour** or ***against** the resolution(s) as described below.

** Strike out whichever is not desired.*

* Unless otherwise instructed, the proxy will vote as he/she thinks fit.

Resolutions to which the instructions apply:

Resolution number	For	Against
	For	Against
	For	Against