

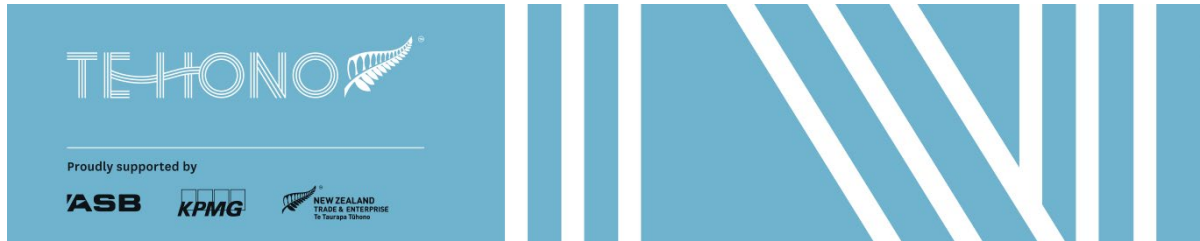
From: [Anna Galvan | Te Hono](#)
To: [Olivia Egerton](#); [Peter Chrisp - WLG](#); s9(2)(a)
Subject: Te Hono Contract
Date: 24 August 2022 12:04:27
Attachments: [image001.png](#)
[Te Hono 240822.pdf](#)

Kia ora Te Hono whānau,

I'm pleased to advise that we have executed the Te Hono agreement with NZTE and s9(2)(a) for 2022. I have attached a copy for your records. Emma Matson, NZTE Legal, and s9(2)(a) s9(2)(b), both have hard and soft copies of this documentation.

Thank you for your continued and ongoing support of the Te Hono movement. We're excited about the future opportunities of Te Hono and look forward to creating magic together!

Ngā mihi,
Anna



*I am sending this email at a time that suits my schedule, so please feel free to respond during your regular business hours.
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From: [Anna Galvan](#)
To: [Olivia Egerton](#); [Peter Chrisp - WLG](#)
Subject: RE: NZTE x [REDACTED] x Te Hono Agreement
Date: 01 February 2024 08:28:36

I'll hunt around in the archives to see if I can find those reviews. It will be helpful to have the background!

[REDACTED] s9(2)(b)(ii)

Anna Galvan
Executive Director

[REDACTED] s9(2)(a)



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From: Olivia Egerton <xxxxxx@xxxxxx.xx.xx>
Sent: Thursday, February 1, 2024 8:24 AM
To: Peter Chrisp - WLG <xxxxx.xxxxx@xxxx.xxxx.xx>; Anna Galvan <anna@tehono.co.nz>
Subject: Re: NZTE x [REDACTED] x Te Hono Agreement

Thanks Anna!

[REDACTED] s9(2)(g)(i)

Best,
Liv

From: Peter Chrisp - WLG <xxxxx.xxxxx@xxxx.xxxx.xx>
Date: Wednesday, 31 January 2024 at 10:06 PM
To: Anna Galvan <xxxx@xxxxxx.xx.xx>, Olivia Egerton <xxxxxx@xxxxxxxx.xx.xx>
Subject: RE: NZTE x [REDACTED] x Te Hono Agreement

[REDACTED] s9(2)(g)(i)

From: Anna Galvan <xxxx@xxxxxx.xx.xx>
Sent: Wednesday, January 31, 2024 5:46 PM
To: Olivia Egerton <xxxxxx@xxxxxxxx.xx.xx>; Peter Chrisp - WLG <xxxxx.xxxxx@xxxx.xxxx.xx>
Subject: NZTE x [REDACTED] x Te Hono Agreement

Evening Liv and Pete,

I wanted to bring you up to speed on the ongoing negotiations surrounding the Services Agreement

between ^{s9(2)(b)(ii)} [REDACTED] NZTE, and Te Hono, which as you may know, we have yet to finalise.

^{s9(2)(b)(ii)} [REDACTED]
[REDACTED]
[REDACTED]
[REDACTED]

^{s9(2)(b)(ii)} [REDACTED]
[REDACTED]
[REDACTED]
[REDACTED]

^{s9(2)(b)(ii)} [REDACTED]
[REDACTED]

[REDACTED]
[REDACTED]

^{s9(2)(b)(ii)} [REDACTED]
[REDACTED]

Thanks a lot,
Anna

Anna Galvan
Executive Director

^{s9(2)(a)} [REDACTED]



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Te Hono Briefing Paper – Stanford Bootcamp 2023

7 February 2023

EXECUTIVE SUMMARY – ACCELERATING TRANSFORMATION

Te Hono is a partnership between the leaders of Aotearoa New Zealand’s food and fibre sector companies, iwi and government agencies. Established in 2012, Te Hono is a movement that accelerates the transition from volume to value(s) in the Food and Fibre sector. Private sector-led, government-enabled, Te Hono is a movement of 380 alumni representing 85% of New Zealand’s primary sector. This paper summarises Te Hono, a value-add transformation initiative in the primary sector, and our 2023 programme including a return to Stanford, and requests MPI and NZTE to provide co-investment.

OBJECTIVES

Te Hono’s 2023 objectives are:

- Inspire the transformation of the Food and Fibre Sector. A transformed sector that will deliver more value for less output. If we lift our productivity, underpin our economy, and deliver a high-wage, low-emissions future for all, it will create a more evolved export portfolio, with offerings for a wider consumer base capturing value from new markets.
- Create consumer-orientated leaders learning from the world’s leading academics and innovators on why market insights should support and shape the products and services we sell and explore how we should be bold about their desired place, prestige, and opportunity.
- Strengthening collaborative, culturally competent leadership and capability for primary sector organisations to thrive – economically, socially, and environmentally – both at home and on the international stage.
- Unlock the potential vision for New Zealand as described in Fit for a Better World, including balancing the interests of the business and environment and creating sustainability as a competitive advantage.
- Build the capability of our emerging and next-generation leaders toward innovation and entrepreneurship to commercialise and improve productive capacity and gain international experience.

KEY DATES

These objectives will be realised through the following programme of events:

Kōrero & Kai Series	February – April A regional series that reconnects alumni, champions value-added thinking, and connection to support change and collaboration.
Stanford Bootcamp	6 - 12 August Returning to the Stanford Business School to learn from the world’s leading academics, thinkers and business leaders.
Aotearoa Bootcamp	13-17 November A national forum that provides an opportunity for exchange between experienced leaders and those emerging leaders in our sector and beyond.

TARGET AUDIENCE

- Primary sector leaders who want to build capability to innovate, commercialise and improve productive capacity¹.
- Leaders who seek to understand and collaborate on business, Māori and environmental issues with global disruptors that impact how we innovate, produce and sell our products, creating an opportunity to increase high-value activity, sustainability and market access.
- Those seeking ‘hybrid vigour’ is created by partnering with other sectors of the New Zealand economy, for example, technology to elevate success.
- Those seeking deeper understanding and tools around current global strategic priorities, including social license, environment and water, and understanding and enabling opportunities from the fourth industrial revolution (robotics, blockchain, artificial intelligence) and creativity.

BUSINESS STRUCTURE

Te Hono gains guidance from and reports to a Steering Committee, including:

- Olivia Egerton (Chair)
- Alex Worker (Future Food Aotearoa)
- Jamie Tuuta (Chair Tourism NZ, Director Port Taranaki, Moana NZ, Taranaki Mounga Project)
- John Brakenridge (NZ Merino)
- Maury Leyland Penno (Leaft)
- Peter Chrisp (NZTE)
- Ray Smith (MPI)

¹ [Food and Beverage Draft Industry Transformation Plan \(mpi.govt.nz\)](https://www.mpi.govt.nz). Transformation 3: Building Capability to innovate, commercialise and improve productive capacity.

- Scottie Chapman (Spring Sheep)
- s9(2)(a)
- s9(2)(a)
- Wayne Mulligan (Māori)
- s9(2)(a)
- Matt Prichard (KPMG)
- s9(2)(a)
- s9(2)(a)

The Te Hono management team includes:

- Anna Galvan, Executive Director, Te Hono
- s9(2)(a), Events and Administration Coordinator
- s9(2)(a), Communications Advisor

PARTNERS

Te Hono/NZTE, s9(2)(b)(i) Service Agreement

Te Hono, New Zealand Trade and Enterprise (NZTE) and s9(2)(b)(ii) (NZM) work together through a service agreement.

The agreement includes:

- NZTE support, including financial and legal support and services.
- s9(2)(b)(ii)

FUNDING MODEL

Te Hono's overall funding model is a mix of revenue streams, including event attendance fees, sponsorship and public funding. Our current strategic partners are KPMG, ASB Bank, AGMARDT, NZTE and MPI.

Public agencies are committed to providing support because they believe in the long-term vision and value of increased collaboration and cooperation across the sector, as well as from a desire to support emerging action plans.

The cost philosophy of Te Hono is to be frugal, relying heavily on voluntary contributions of time from the Steering Committee. As a result, Te Hono only employs three full-time staff. Participants at Stanford Bootcamp stay in student accommodation, and Te Hono New Zealand locations have included a marae, a woolshed, a barn, an art gallery, and Premier House.

STANFORD BOOTCAMP 2023 – ADAPTING TO ACCELERATING CHANGE

The proposed 2023 Stanford Bootcamp will be focused on adapting to accelerating change.

The major costs of the Bootcamp are:

- Face-to-face instruction sessions from Stanford faculty.
- Stanford on-campus facilities (lecture rooms, accommodation, food, dedicated breakout rooms, computer networks, audio-visual equipment and other equipment).
- Programme design and programme administration.

It is proposed that the Bootcamp be funded as follows:

70% of expenses are covered by attendance fees (with each attendee contributing \$20,000) and 30% of costs are covered by sponsorship. This ratio of funding is similar to previous Stanford Bootcamps.

s9(2)(b)(ii)

PUBLIC SECTOR PARTICIPATION AND CONTRIBUTION REQUESTED

Stanford Bootcamp has been run on seven previous occasions with the active support of Ministers from both Labour and National. To date, it has enjoyed wide bipartisan support. We would expect Ministers to be fully briefed before the 2023 Bootcamp takes place and for invitations to public and political leaders to be issued.

Previous public funding contributions to the Bootcamp have come from NZTE, s9(2)(b)(ii)

The request is as follows:

- s9(2)(b)(ii)
- \$200,000 from New Zealand Trade and Enterprise

s9(2)(b)(ii) NZTE will receive the following benefits from this investment:

- Public sector attendance and participation in the agenda setting.
- A continued evolution of the trust and capability with Food and Fibre leaders in New Zealand, further equipping the sector to face and lead major transformation changes in the future.
- An acceleration of the support for Fit for a Better World and the Industry Transformation Plans.

We look forward to your consideration of this request.

Olivia Egerton
Chair