

PROFESSIONAL PROFILE



KRIS AUGUST

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AGRIBUSINESS MANAGER

BUSINESS MANAGER | IN-DEPTH RESOURCE ANALYSIS | FARM ASSURANCE AUDITOR SHEEP & BEEF FARMER

25 years hands-on farming experience, including 12 years running own farming operation and 4 years in management of corporate/large-scale farming business. Excellent record in continuous improvement of yields through meticulous land resource analysis, informed decisions and tailored policies and strategies. Specific strength in fostering excellent working relationships with service providers and peers using effective communication skills and an ability to relate to people at all levels. Significant experience in implementing effective reporting systems and providing sound, regular and unbiased information in the required style. Skilled in identifying appropriate strengths in potential employees and genuinely values loyal and effective staff. Strong business analysis background and excellent attention to detail.

PORTFOLIO OF EXPERIENCE

- Builds excellent working relationships
- Ability to foster staff buy-in
- Effective communicator in the paddock and the Board Room
- Staff Training & Development
- Relates well to people at all levels
- Extensive Network of Contacts
- Accountable & Responsible
- Employee Retention
- Mediation skills
- Visionary
- Systems & Reporting to Board level
- Large Scale Farming
- Whole Farm Planning
- Contract Negotiations & Development
- Change Management
- Crisis Management
- Practical background
- Project Management
- Risk Management
- Quality Assurance
- Business Analysis
- Revenue Growth
- Organisational Restructuring
- Decision-making Direction
- Company/Corporate Farming Business
- Integration & Partnerships
- Strategic Planning/Direction
- Efficiency Improvement
- Business Transformation
- Budget Setting
- Financial Reporting

BENCHMARKS | MILESTONES

- Business Manager, Horizon Farming Ltd, Hawke's Bay:** This large scale, corporate sheep and beef farming business, based in Hawke's Bay, was started 6 years ago by 3 farmers who pooled their resources to take advantages of economies of scale. From 3,000 ha in 2004, the business currently has 10,500 ha available through both owned and leased properties. These properties are divided into 9 blocks, based on soil types, terrain and location, and carry approx 110,000 stock units between them.

In July 2005, the Company created a Business Manager position and approached me to carry out the role. This encompassed financial budgeting, feed budgeting, livestock marketing, dairy grazing, contract relationships, external leases/contract management, logistics, company policy and support of Block Managers. In simple terms, I needed to fully understand each block and manage the implementation of tailored policies to ensure the land performed to its potential.

CAREER SUMMARY

Managing Director, AgPlus Farm Business Management, Hawke's Bay	Sep 2009 – Present
Independent Contractor, Horizon Farming Ltd, Central Hawke's Bay	Apr 2009 – Jun 2009
Business Manager, Horizon Farming Ltd, Central Hawke's Bay	Jul 2005 – Mar 2009
Farmer, Omakere, Central Hawke's Bay	1992 – 2005
Farm Assurance Auditor, Richmond Ltd, Hastings	2001 – 2003
Stock Manager, Te Maire Farm, Central Hawke's Bay	1989 – 1992

EMPLOYMENT NARRATIVE

AgPlus, Havelock North Sep 2009 – Present
Managing Director

A new contract business designed to provide Agricultural Business Management to farmers, farm investors and absentee landowners, along with Agricultural Business Analysis to farmers and their financiers.

Key Contributions:

- In-depth farm resource understanding, resulting in targeted policies and strategies
- Establishment of robust farm and financial reporting systems
- Recruitment and management of the correct staff
- Establishment and management of beneficial service provider relationships
- Farm business analysis – resource, management, viability

HORIZON FARMING LTD, WAIPUKURAU Jul 2005 – Jun 2009

Large-scale, corporate, sheep and beef farming business based in Hawke's Bay, currently managing approx 110,000 stock units on 10,500 hectares.

Independent Contractor **Apr – Jun 2009**

Key Contributions:

- Complete the management and reporting for the existing dairy grazing contracts and relationships
- Complete the transition of all information required to maintain and manage ongoing relationships
- Manage to completion all grazing contracts currently in place for fixed price and committed supply contracts, including any outstanding payments and reconciliations of grazing payments, contract and performance
- Assist in facilitating, supervising and adhering to current contracts including, supervising Managers, completing existing supply commitments, direct reports to financial systems management and development programmes and the formation of annual budget for FYE 30 June 2010
- Manage inventory of all contracted cattle supply arrangements, ensuring that rolling contracted relations are advanced to new key contacts.
- Maintain inventory management through supply criteria for M&S contract scheduled to end 30 Apr 2009, including supplying logistics from those involved to the plant, analysis of kill sheet data for the benefit of HFL and the direct understanding of the Block Managers and assisting in the successful transfer of reporting formats to maintain contact with Block Managers for direct internal inventory management and any other contractual requirements
- Assisting HFL staff in the uptake of any further systems deemed necessary

Achievements:

- Achieved all the above targets on-time in-full

Business Manager

Jul 2005 – Mar 2009

Key Contributions:

- Supervision and support of 9 Block Managers based on requirement and in consultation with Operations Manager
- Logistics and policy.
 - Co-ordination of logistics, transfers, stock and farm policy as required in conjunction with management
 - Quality Assurance obligations to related processors and communication of requirements
 - Consideration and monitoring of Land Plan management and implementation on a per farm basis
- Marketing and purchasing of livestock
 - Co-ordination of stock sales and purchase policy and targets
 - Reporting of stock sales and purchase actual to target
 - Investigation and consideration of sales and marketing opportunities
- Production targets
 - Monthly review of feed budgets and co-ordination of any required action in consultation with Managers and Farm Supervisors
 - Ensuring feed budgets are key drivers of per farm budgeted stock policy
- Financial budgeting and reporting
 - Setting of per farm annual budgets and monthly updates in conjunction with Ops & Finance Managers
 - Monthly reporting of budgets to Board in conjunction with Finance Manager
 - Summarized reporting of budget forecasts and updates to Block Managers outlining income targets and allocated farm working expenditure
 - Budget modelling of new opportunities and subsequent reports required
 - Providing required information for weekly cashflow management
- Management of contract relationships and requirements, including negotiation of proposed contracts and reporting updates

Achievements:

- Implemented operational and financial systems management to align with the rapid growth of the company from 3,000 ha to 10,500 ha
- Directed stock policy evolution and operational management from 30,000 stock units to 110,000 stock units

TE PARAE FARM, OMAKERE

1992 – 2005

Farmer

Management of family sheep and beef farm in Central Hawke's Bay

Key Contributions:

- Hands-on management of 400 hectares and 4500 stock units 70% Sheep 30% Cattle
- Management of 1 Stock Manager
- Leased farm to Horizon Farming Ltd in 2005

Achievements:

- Full Land Plan and Resource mapping to identify best return policies for future farm development, livestock and fertiliser inputs.
- Introduced change in sheep genetics to lift lambing percentage from 130 to 145% on a consistent basis, while also increasing the number of lambs grown to target carcass weight of 16kg from 30% to 70% drafted at weaning. Ewe Hogget lambing results of 80-90% while weaning 30% of lambs to target carcass weight.
- Took on neighbouring lease block of 220ha in 1999, increasing farmed area to 520 ha running 6000su while maintaining the same production results

RICHMOND LTD, HASTINGS

2001 – 2003

Farm Assurance Auditor

Part-time role, involving the on-farm accreditation of farmers to the Richmond Farm Assurance Programme

- Building relationships and supporting farmers in their efforts to become farm assured

TE MAIRE FARM, WAIPUKURAU

1989 – 1992

Stock Manager

INDUSTRY LEADERSHIP & INVOLVEMENT

Executive Director of NZFarmsure Ltd 2004 – Present

Company established to promote farm management programme based around sustainable, best practise farming and linking the appropriate service providers to farmers. Presenting and explaining the programme to groups of farmers and other associated industry bodies and the co-ordination of the regional professionals to implement the programme on farm. This initiative is aimed at taking a proactive approach to establishing a set of standards to form a farm management and quality assurance programme that will address the growing emphasis being placed on the environmental impacts of farming at national and international level.

Trustee of Project Green Trust 2004 – Present

Established as a result of a sustainable farm management programme being developed by a group of fifty farmers throughout the North Island with input from associated industry professionals. The aim of the Trust is to a) protect the intellectual property within the programme and ensure it remains farmer-owned and driven, b) promote the principles of sustainable farm management to the industry, c) source funding and d) oversee the implementation of the programme through NZFarmsure.

ASB Sheep & Beef Conference Organising Committee 2004

Part of the team that organised the inaugural ASB Conference held in Napier which continues to be one of the more popular and highly motivational annual conferences

Kelloggs Rural Leadership Scholarship 2003

Involving 20 participants chosen on merit. 10 day on-site programme, followed by an investigation on a self-chosen subject which is presented to peers later in the year and then 3 days in Wellington meeting with Business Leaders and learning from their experiences. Chosen subject was the need for a common "Industry Standard Farm Assurance Programme" with overall emphasis on whole farm planning and the environmental / social implications. Investigations reinforced already strong belief that farmers need to thoroughly understand their land resource in order to maximise results and to make informed and defensible decisions.

Former Chairman, Landcare Group, Omakere

EDUCATIONAL ACTIVITIES

Directing SME

Institute of Directors

1 day course

(covering Governance, Role of Board and Key Areas of Responsibility, Directors' Legal Obligations, Financial Reporting and Understanding, KPIs)

Agribusiness Excellence – Consumer-orientated Agriculture

Massey University

1 day course

(covering Innovation, Opportunities and Added Value in the Supply Chain)

Strategic Leadership Programme

CEO Group

5-day course

(covering Personal Leadership, Business Analysis, Integrating Personal & Business Leadership, Relationship Management and Staff Leadership)

COMPUTER LITERACY

Microsoft Office

Developed own Budget programme for HFL with Finance Manager using Excel

Computer Concepts (farm financial and mapping programmes)

LIC MINDA Software

INTERESTS

Tennis, Golf, Fishing, Personal Development

REFEREES

A list of referees is available on request