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Your most important asset

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Note from Chris Black



This year FMG celebrates 115 years as a mutual, set up by farmers for farmers. Underpinning the Mutual is an enduring core purpose of giving rural New Zealand a better deal.

One of the ways we do this is by ensuring there is continued access to affordable insurance.

Another is through the advice we provide to help you better understand the risks you face, and make informed decisions on how best to manage these. This is designed to avoid losses and interruptions in the first instance, which is good for everybody.

This edition highlights the importance of getting good quality impartial advice to protect yourself, your family and your business. Of course, being here when an unexpected loss or interruption strikes is the ultimate proof point in any insurance proposition, helping those impacted by the recent flooding in Southland being a case in point.

Looking forward, it has been well publicised that farmers and growers face a number of external business challenges right now.

Compounding this, the prolonged drought this year across many parts of New Zealand hasn't helped. Whilst being mindful of these, FMG is excited about the future of rural New Zealand and proud of the role we are playing in supporting development at an individual and community level.



In this edition we highlight what James Robertson, last year's winner of the FMG Young Farmer of the Year Contest, has been up to over recent months. We also showcase one of our clients, Sharon and Peter McIntyre, who are breaking new ground in respect of deer milk and we share a few positive tips from Sam Whitelock, Farmstrong's ambassador. In short, I think there is much to applaud and be positive about in terms of the innovation and progress that's evident right across the sector.

Chris Black
Chief Executive, FMG

FMG's 115th AGM

21 August, Mt Maunganui

FMG's Constitution and Director Appointment and Reappointment Policy (the Policy) requires a third of all Member Directors retire by rotation at each year's AGM. This year there will be three Member-elected Director vacancies, noting that both Tony Cleland and Murray Taggart are due to retire by rotation and will both be standing for re-election for two of those seats. As part of ensuring a robust Board succession plan and noting the increased internal and external expectations and demands on the Mutual, the Board has opted to increase the size of the Board by one additional Member-elected Director.

The Policy sets out the criteria for the evaluation of prospective Directors, as well as current Directors, noting that the Board is focused on ensuring a diverse representation.

Any Member nominations must be made in accordance with the procedure set out in the FMG Constitution and are subject to the process outlined in the Policy, which can be obtained by calling FMG's General Counsel Lisa Murray on **021 684 824** or emailing her at **lisa.murray@fmg.co.nz**

Nominations are open until 30 April 2020.

At the 2020 AGM, we'll provide an update on how we're going as a Mutual. All members are invited to attend and vote at the AGM, which will be held in Mount Maunganui on Friday, 21 August 2020. Alternatively, Members can vote through the proxy form that will be sent with the Notice of Meeting.



Protecting your most important asset—You

FMG has the support you need to provide your family and business with financial security—whatever life throws your way.

Protection for life events

While no one wants to think about the worst happening to them, not thinking about how your family, livelihood or staff would cope or operate without you for the short term, or permanently, can be just as worrying.

In the same way that you take steps to protect and insure your physical assets like your home, vehicles, farm or business—the same steps should be taken to protect yourself and your family. When you own a business you also need to protect who you consider a ‘key person’. By taking these steps you’re helping to ensure your family and your business can continue on should the unexpected happen.

At FMG we’ve got a team of advisers who you can talk to and identify the impact on your family and business should you become ill, injured, disabled or even die, and work out a personalised risk plan that will offer the appropriate support.

What is a personal risk plan?

A personal risk plan includes an assessment of how you and/or your family will cope if something happens to you and looks at ways to safeguard against adverse financial impacts.

Our advisers will talk with you to identify your needs and goals and establish a plan that best suits you. The types of questions to consider include:

- Who will look after me if I’m disabled?
- Will my business survive if I’m unable to work? Will I be able to meet my financial commitments?
- How would my family cope financially if I am no longer around?

How a personal risk plan can work for you

If you become sick or injured and are unable to work, personal insurance can give you the financial support you need while focusing on your treatment, recovery or rehabilitation.

Financial support could focus on income replacement for your family, help with paying the mortgage or could be used for labour replacement cover to keep the business running.

It could also come in the form of private healthcare, which can cover anything from day-to-day healthcare costs right through to paying major medical and surgical costs at a private hospital.

Death

Life insurance is ultimately about looking after your loved ones and your business. Having the right cover can help with the financial pressures such as paying off personal or business debts, having your partner and children maintain their lifestyle or enabling surviving business partners to buy out your interest.

Life insurance and key person insurance is usually paid out in a lump sum if you or a person you’re depending on in the business, die. This cover can also help if you’re diagnosed with a terminal illness and given 12 months or less to live. If this happens, you can draw down your sum assured to spend as you wish.

Whether you live in the town or country, are employed or run your own business, we know that a personal risk plan is a significant consideration. This is why we have trained, professional advisers to help you through every step. If you need an adviser who understands you, your family or your business, or would simply like support in taking out cover, we can help you through the decision-making and application process.

To talk about protecting your family and business with a personal risk plan, give us a call on **0800 366 466**.

Supporting our clients through the Southland and Otago floods

The great thing about being a mutual is being able to focus on more than just insurance following an event like the recent floods.

It’s really important that you know we’re here to support you. Soon after the Southland and Otago floods it was our priority to ring clients in the most impacted areas to check on their welfare. We also sent an email to around 5,000 clients within the wider region, again to check they were okay and to provide details of available support services in the region.

It was great to hear that this was appreciated along with us having a strong presence at Southern Field Days. While at the event we listened to clients and in several cases helped them to lodge their claim.

So far we’ve received around 130 flood-related claims that are mainly for damage to houses, such as flooring and personal belongings, along with baled hay and general farm contents. Other claims have varied from stock claims and damage to farm buildings, including but not limited to, dairy sheds, farm fencing, implement sheds as well as some vehicles.



CLIENT FOCUS

Have you tried *deer milk*?

Sharon and Peter McIntyre, Gore

Boldly creamy, yet astonishingly light, perfectly smooth in texture and a little bit sweet. That's how a group of local Wellingtonians described the taste of deer milk at a culinary master class in September last year.

This unique product was the centrepiece for the four course menu and went down an absolute treat, much to the delight of Chris McIntyre, who in the early hours that very morning, was hard at work back home on the farm near Gore.

Meet the McIntyres

For over 150 years, the McIntyre family have farmed Benio near Gore. Sharon and Peter, along with their son Chris and daughter Rhiannon, run deer on 190 hectares.



The hard work and commitment of the McIntyres is matched by their partner, Pāmu—the former Landcorp—which continues to develop markets for the milk. Their shared enterprise won Most Novel Product at the 2018 NZ Food Awards and the Grassroots Innovation Award at the 50th National Fieldays.

From left to right, Sharon McIntyre, Peter McIntyre, Rob Ford, Chris McIntyre, Mandy Armstrong and Claire Hannan.

Typically, it's venison and velvet that comes to mind when you think deer, but this all changed around 5 years ago, when

the 5th generation Southland farmer took a gamble and decided to milk them.

This was one of the first instances of commercial deer milking and the family have partnered with Pāmu Farms of New Zealand (Pāmu) to help get this unique product into markets across the world.

What's it like milking deer?

Chris milks around 80–90 red hinds twice a day, in a season that runs from November to early March. Compared to cows, volume is low at about 1 litre per deer, but it's very high in milk solids—at around 22–27 mls per litre. They are milked in a purpose-built 10-bail shed.

The hinds quickly get used to being handled and respond very well to human contact. Of course, they develop their own distinct personalities, much like cattle. You've got the ones that seek all the attention and can get a bit stropky if they don't get their ears scratched. Others are quiet and happiest hanging at the back.

"One thing's for certain, if they didn't want to be milked you would not be able to do it," says Chris.

Deer milking is labour-intensive with full-time workers and casual staff employed over the summer.

Further, due to specific proteins and lipids and a unique vitamin and mineral composition, Pāmu deer milk is also being used in high-end South Korean cosmetics.



The Pāmu Deer Milk Masterclass at Portlander included a red velvet cocktail, beetroot with deer ricotta, wild venison with a deer milk croquette, and a deer milk crème brûlée to finish.

Genetics

Like dairy, genetics play an important part in good deer milk production. While this area is still being developed, Sharon's experience with deer genetics plays a key role in refining their selection process.

While deer milk will likely remain a niche product for the time being, its use is gaining popularity among top Kiwi chefs—where locally sourced produce has always been the priority. Punters are now enjoying rich cocktails, creamy ricottas and crème brûlée at some of Auckland and Wellington's top restaurants. If you ever get the chance to try Pāmu deer milk—do it.

Stay Farmstrong by giving back

Getting involved in your community is a great way of investing in your own wellbeing says Farmstrong's ambassador Sam Whitelock.

"One thing I've learnt from being Farmstrong's ambassador is that getting involved in your community really energises you and tops up your wellbeing. There are a lot of ways you can give and help others. It could be supporting staff through a hard time, keeping an eye on your neighbour's property while they have a break or organising a community get together."

"Lots of farmers have shared with Farmstrong the community events they have helped organise or got involved in.

There's been everything from farmer cricket and rugby teams, bark-ups, community biking events as well as community hall get-togethers and quiz nights."

"It's great to see so many fantastic rural communities making things happen."

Sam Whitelock,
Farmstrong's Ambassador



The Women in Wool team, who raised \$40,000 for Farmstrong.

Fundraisers for Farmstrong

Over the years an amazing number of people and organisations have got involved with Farmstrong by hosting an event and fundraising for Farmstrong. Thank you to everyone for their support in helping farmers live well to farm well.

The Farmstrong four year progress update is now available. Go to www.farmstrong.co.nz to find out more.

Check your home is fire safe ahead of winter

Putting the clocks back to mark the end of daylight savings is always a good reminder to check smoke alarms. It's also a good time to check other potential fire hazards around the home ahead of winter.

This year daylight savings ends on Sunday, 5 April. Here are some tips you can use to help make sure your home is safe ahead of winter.

Check electrical wiring, switchboards and appliances

Significant fires can start behind appliances. It's a good idea to check the cords, plugs and sockets of large appliances like dishwashers, ovens and fridges. We also suggest checking smaller appliances like electric blankets, heaters, irons and toasters.

Check that you've connected one appliance only to each socket; whether to a single power point or a multi-board and that you're not overloading power points with double adapters.

If you're concerned about any electrical wiring or switchboard in your house, ask a qualified electrician to examine it and replace if needed. You'll be at greater risk of fire in houses not upgraded with new electrical wiring and switchboards (such as those over 60 years old).

Check your fireplace

Rural properties are twice as likely to use wood fires. What's more, the damage caused by rural house fires is often worse because of the extra time it takes for emergency services to arrive.

Do you have a fireguard? Often a fire starts because the fireplace has no fireguard.

The fire is able to spread to nearby items (such as rugs and carpets) that start to burn. A fireguard helps to prevent sparks, embers and logs rolling onto the floor when a door is opened.

Inspect and clean your fireplace and chimney. If you're concerned a certified expert should inspect your fireplace and chimney for deterioration. Regularly sweep your chimney, including the flue to remove any debris and build-up of creosote, soot and ash.

Check your smoke alarms

Fire and Emergency New Zealand has found that in 80% of house fires they've attended, smoke alarms were either not properly installed or not working.

Clear your driveway

Make sure that emergency services can access your property should a fire occur—now's a good time to clear your driveway of low branches and any other obstructions.

To learn more about the causes of house fires and advice on how to reduce fire risks, check out our *House Fires Advice Guide* on our website or head to Fire and Emergency New Zealand's website fireandemergency.nz

\$13.5m claims

Last year FMG had \$13.5m worth of house fire claims.

Most claims in June

Half of these claims costs were from the winter months alone with June in particular being the month when we received the most claims.

Leading cause?

Fireplace and chimneys fires were the leading cause of winter fires. Electrical fires continue to be a common cause of fires from heating appliances.



Bringing the boys home

Tips for settling new bulls on farm.

Be prepared this bull sale season

Settling new bulls on farm isn't always easy. Our experience shows that, among other things, bulls can often injure themselves while they get used to their new surroundings. To give you the best advice on getting the most out of your new purchase, we've teamed up with Taranaki Breeding Centre to share some tips on settling new bulls on farm.

- It's a good idea to allow plenty of time for your bull to get used to his new home, especially when unloading and shifting paddocks.
- A bull mound in the paddock will give your bull an area where he can safely release some of his testosterone fueled aggression—in fact there's some evidence to suggest that this increases breeding capability. A bull mound also lessens the chances of him digging holes in the paddock.
- If your bull is in a paddock with no solid trees or structures, installing a fence strainer with a tyre on a chain could become a good interactive toy for him. This can also reduce the likelihood of electric fences becoming the toy.

- If you're keeping several bulls together then a donkey, goat, or an assertive horse is a good paddock companion as they will break up fights between the bulls.
- When you've got multiple bulls, a large paddock is best. That way they can keep away from each other if they want to.

Protecting your investment

We understand that buying a bull is a significant investment. We also know that sometimes things don't quite go to plan.

- Around 40% of FMG's bull claims are due to fighting animals and injuries around mating; and 20% of claims include illness or sudden death.
- Another 40% of claims are related to bull infertility—we're seeing an increase in the number of corkscrew pizzles and injured sheaths.

FMG's bull cover protects against infertility greater than 90 days caused through injury, illness or disease after the auction. Please remember to carry out a thorough check of an animal you're interested in pre-sale. This is to rule out pre-existing conditions or the prevalence of inheritable pizzle deformities.*

Bull cover offer


If you're looking to buy bulls in the coming months from an FMG exclusive sale you'll have the option to extend your 14 days free cover to 1 year for the market setting rate of 6.5%. This relates to sales up to \$50,000.

If you're a bull breeder and would like to offer your clients additional peace of mind as well as a great rate through hosting an FMG exclusive bull sale this season, please contact your Rural Manager or **0800 366 466**.

We look forward to seeing many of you this season and at the upcoming 100 Year Angus NZ celebrations in May.

We'd love to hear your tips and successful tricks related to bulls, so get in touch to let us know.

Please email marketing@fmg.co.nz



Disclaimer: Please note that this article is only general in nature and does not replace specific advice from your professional adviser about a particular trust arrangement or your particular rights or obligations.



FMG Young Farmer of the Year

The 2019 FMG Young Farmer of the Year and People's Choice winner has had a whirl wind year, including international travel, TV appearances and speaking opportunities across the country.

5 minutes with James Robertson

Q1. What is the one thing that has changed since winning 2019 FMG Young Farmer of the Year?

The contest has been a fantastic way to broaden my network within the New Zealand primary industries and even globally. You build a real connection with each of the contest sponsors. It's the perfect chance to represent both them and New Zealand Young Farmers for the year following the contest. However, the most humbling change since winning the contest has been the ability to connect and inspire the next generation of Young Farmers and agricultural problem solvers. I've been involved with and created some fantastic opportunities to connect with schools, speak at events and I've even spent time at a retirement village. I enjoy sharing the opportunities of the sector and its importance for the wellbeing of our rural communities and New Zealanders. Nothing beats seeing a student's eyes light up when you tell your story and convey your passion for the industry.

Q2. What was your favourite module when competing last year and why?

My favourite module had to be the Farmlet component of the practical day.



It's a clever way of testing contestants on everyday—and a few out of the ordinary—practical skills. In 2019 we were given the scenario of developing an apple orchard, with limited instructions and a budget to purchase supplies from a local supply store. The module was the perfect test of practical skills and quick thinking under intense time pressure.

Q3. What is the one piece of advice you have for this year's finalists?

The FMG Young Farmer of the Year is intense, designed to test your skills and abilities across all aspects of farming and general business acumen. Things will go wrong. If you're lucky some things will go right but at the end of the day the outcome will be underpinned by your ability to perform and problem solve under pressure. Put yourself in pressure situations when preparing for the contest, practice under time constraints, missing tools or whilst having a few friends or family watching you dig strainers or swing gates. Most importantly get to know the seven other inspiring competitors alongside you. On the Saturday night the contest will end and those seven young farmers will become friends for life.

Secure tickets for the remaining Regional Finals and the Grand Final at www.fmgyoungfarmercontest.co.nz



FMG Connect

An update on your online insurance service

FMG Connect gives you the ability to access and manage your insurance—from any device any time.

We've been steadily developing this service and we're excited to say that FMG Connect will soon be available for all of our clients to register to use.



Here's a taster of what you'll be able to do with FMG Connect:

- Claim for electronic items under \$5,000
- Windscreen claims for vehicles with Comprehensive cover
- Add and edit a vehicle, including guidance on typical market values for similar types of vehicles
- Edit personal and account contact information, including choosing to receive statements via email
- View and adjust house and contents cover.

We'll be letting you know when FMG Connect is open for online registration, so keep an eye on your inbox.

Of course, we're still available in all the usual ways and if you have any questions, just give us a call on 0800 366 466 or email contact@fmg.co.nz

Travel cover with FMG

Online and easy to use

If you're planning a winter break this year, did you know that you can book your travel insurance online with FMG?

FMG partners with travel specialists Cover-More to provide travel insurance. Cover-More's policies provide protection for a wide range of unforeseen circumstances from cancellations to minor mishaps, travel delays and emergency evacuations following a natural disaster.*

Disclaimer: This is a summary of Cover-More's product and it is subject to their underwriting criteria.

There are two leisure travel plans to choose from—Options and Essentials and these can be arranged to suit your travel needs and budget. The key difference with these policies is the variations in limits and policy benefits.

To get a quote, purchase cover, or to simply find out more—search travel insurance on our website fmg.co.nz

For up to date information on the latest travel advisories in place, please visit safetravel.govt.nz

Take your lifestyle block to the next level

FMG's third lifestyle guide provides advice on how to take your lifestyle block to the next level.

Whether you're looking to increase the number of animals on your block, plant trees or crops or make an income, this guide will help you on the path to success.

We've used our rural connections and experience to provide advice on everything from preparing your land to protecting yourself from unforeseen liabilities. Keep an eye out on our website. In the meantime, you can download one of our other guides, which includes more helpful tips on navigating your lifestyle block journey.

You can download your lifestyle guides online at www.fmg.co.nz/lifestyleguides



Calendar

31 March

Gisborne Young Fruit Grower of the Year

Gisborne

2-4 April

New Zealand Shearing Championships

Te Kuiti

4 April

FMG Young Farmer of the Year Otago/Southland Regional Final

Riverton

27 April

North Island Dog Trial Champs

Masterton

6-7 May

Dairy Womens Network Conference

Hamilton

22 May

Ahuwhenua Trophy Awards

Tauranga

10-13 June

New Zealand National Agricultural Fieldays

Mystery Creek

23 June

South Island Dairy Event (SIDE)

Lincoln

2-4 July

FMG Young Farmer of the Year Grand Final

Christchurch

FMG
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Visit our website
www.fmg.co.nz

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