

QUARTERLY PROGRESS SUMMARY: Q3 January - March 2017

Clearview [Ballance Agri-Nutrients]

Summary of progress during this quarter

- Ballance's presentation on MitAgator was well received at the Fertilizer and Lime Research Centre 30th Annual Workshop, 7th – 9th February 2017.
- Results from field trials testing PGP product concepts from the Nitrogen portfolio were also presented at the Fertilizer and Lime Research Centre 30th Annual Workshop, 7th – 9th February 2017, see: [FLRC Manuscript](#), and shared with farmers through the latest copy of the GROW magazine distributed end of February / early March, see: [GROW](#) (pg.13).
- Site inspections of the field trials for testing PGP biological product concepts were conducted in February, confirming the robustness of the field trial design, and interim results were received in March.

Key highlights and achievements

- **SpreadSmart** is part of a marketing consumer promotion being run until the end of May. The focus of the promotion is to increase awareness of SpreadSmart and its benefits.
- **N-Guru** was a big focus at the Ballance stand during the Central Districts Field Days (Feilding, March 16-18) and the South Island Agricultural Field Days (Kirwee, March 29-31). N-Guru conversations enabled simple discussion around the basics of nitrogen use, with regards to 'right product, right rate, right time, right place,' which led on nicely to variable rate with N-Guru.
- Planning is underway for a Nutrient Management Roadshow (What's Your Number) with Fonterra. This is an opportunity to continue delivering consistent messages around the 5 Factors on N Loss.

Upcoming

- Progressing taking MitAgator to market.
- The MitAgator project team will be presenting to MPI/MfE (3rd April, 2017) to introduce the tool to officials who are working in the water area and highlighting how it will appeal to farmers.
- Ballance will be delivering four "What's Your Number" workshops in the Waikato during April 2017.

Investment

<i>Investment period</i>	<i>Industry contribution</i>	<i>MPI contribution</i>	<i>Total investment</i>
<i>During this Quarter</i>	\$189,889	\$182,882	\$372,771
<i>Programme To Date</i>	\$7,610,911	\$7,878,833	\$15,489,744