

QUARTERLY PROGRESS SUMMARY: Q4 April - June 2017

Clearview [Ballance Agri-Nutrients]

Summary of progress during this quarter

- A Nitrogen product concept advanced into a scoping phase.
- A Phosphorous product concept advanced with further lab studies.
- The Build phase for MitAgator is commencing.

Key highlights and achievements

- **SpreadSmart** were finalists for the Innovation category of the Safeguard NZ Workplace H&S Awards, held in Auckland on the 31st of May, 2017, recognised for using innovation, design/technology to improve pilot safety.
- **N-Guru** was featured in a segment of the 'Using Nitrogen Efficiently' video as part of the Good Nutrient Management Practise video series developed by the Lakes Primary Producers Collective for the Rotorua catchment, see: [GMP Video Series](#).
- Hosted 4 Nutrient Management Roadshow events (What's Your Number) with Fonterra across 4 towns (Te Kauwhata, Cambridge, Morrinsville, Reporoa; Totalling 80 attendees) in the Waikato during April. This was an opportunity to continue delivering consistent messages around the 5 Factors on N Loss, while addressing concerns and questions around the Healthy Rivers policy and its implications, as well as sharing key science and technology messages and tools.

Upcoming

- Progressing taking MitAgator to market.
- Further updates on the field trials for testing PGP biological product concepts are expected in August.
- In collaboration with DairyNZ, Ballance will be working with national representatives of Dairy Environment Leaders to develop a clear direction and strategy on: on-farm change, improving public perception and influencing policy.
- Approached by Southland Dairy Environment Leaders Group, Ballance will be providing training and tools on how to support farmer change and how to be farmer leaders in times of change, to farmers who are all key in the emerging Farming Within Limits policy process in Southland.

Investment

<i>Investment period</i>	<i>Industry contribution</i>	<i>MPI contribution</i>	<i>Total investment</i>
<i>During this Quarter</i>	\$303,585	\$303,585	\$607,170
<i>Programme To Date</i>	\$7,914,496	\$8,182,418	\$16,096,914