

## MCDONALD Glen

I am Glen McDonald, a hands on sheep and beef farmer from Roxburgh in Central Otago.

Ravensdown faces a new disrupter in the market in Marnco and cost cutting by farmer shareholders because of increased interest rates, on farm inflation and suppressed sheep meat prices. Every farming business in New Zealand is doing line by line analysis of expenditure, and Ravensdown must follow suit if it is to meet the market and retain market share and critical mass.

As a Central Otago sheep and beef farmer I am saddened by the potential cessation of local manufacturing at Ravensbourne, however, a 30% reduction in demand since 2021 will leave excess manufacturing capacity which will need to be rationalised.

Price is king for the farmer at the moment.

Over the eighteen month horizon my focus for Ravensdown is to maintain profitability, and support farmers by keeping prices as low as possible. The sheep industry will recover in the next 18 months and the entire South Island's hill country will need Phosphate and Sulphur to drive this recovery. I want to be a hill country sheep and beef voice on the board as we seek to assist in this.

Over the ten year horizon my focus is to ensure Ravensdown has the long term capability to get N, P, K and S from the boat to your farm, so your farm can feed the world. In order to still be delivering in ten years, the Ravensdown Board needs to focus on:

1. Retaining the financial capability to deliver these nutrients
2. Maintaining and improving the massive investment in processing and distribution infrastructure to deliver these nutrients
3. Ensuring the people of Ravensdown have the skills and competence to deliver on farm and in processing, manufacture and distribution
4. Maintaining the social licence to deliver nutrient onto our farms.

I have been in governance for over 10 years on family and private companies, including:

- Lion's club charitable trust
- Roxburgh medical services trust
- Roxburgh Area School Board of Trustees including as Chair
- Teviot Valley Water Care catchment group
- Associate Director at Beef + Lamb NZ in Wellington
  
- I have done formal governance training with To The Core
- I have a 1<sup>st</sup> class honours degree in Accounting.

I am a passionate sheep & beef farmer with sound, prudent financial understanding grounded in hands on farming. I would appreciate your vote.