

SMITH Jane

☎ 027 384 1424

✉ newhavenfarms@netspeed.net.nz



I am a Lincoln graduate (B.Com Ag) with a passion for strong rural communities.

We run a 1,600 ha 9,500 stock unit sheep and beef operation in the hills of North Otago including Fossil Creek Angus, Newhaven Perendales and a small sheep stud in Victoria, Australia.

As a hands-on farmer rather than career director, I have total clarity on the purpose of our Co-operative - secure and transparent fertiliser supply, quality and pricing. Every decision should be underpinned by this, particularly given the pressure of new competitors cherry-picking the fertiliser sector with a low-cost product-only offering.

I make no apology for my forthrightness and unrelenting expectation of accountability. I am bemused to see that despite my wide-ranging sector experience and financial acumen, I have been poorly rated by Ravensdown's outside consultants for "desirable" governance attributes as I clearly don't fit predetermined attributes.

I believe shareholders need strong, diverse voices around the table that will challenge management, not cloned corporate compliance.

The current board have made the correct call to right-size the business over the past 24 months. However I remain concerned that Ravensdown continues to delve into enterprises outside of mandated core business. As a powerhouse of innovation, our co-op should be focused on R & D that strengthens farming, not threatens it. We should never apologise for the fact fertiliser underpins our GDP and sustainable nutrient management is our global competitive advantage.

Corporate responsibility and environmental initiatives need focus, but not at the cost of the future of farming.

I would welcome your support.

EXPERIENCE & QUALIFICATIONS

- B.Com Ag (Lincoln), Advanced Sustainable Nutrient Management (Massey)
- 15 Years in Agribusiness: Ravensdown (Account Manager), Rabobank (Agribusiness Manager)
- Owner - Newhaven Farms, Fossil Creek Angus, Livingstone Creek Farming, Mt Monmot Perendales Australia
- Grassroots Farmer – unglamorous job specialist (Crutching, Drafting, Gorse Spraying)
- Justice of the Peace
- NZ Representative 'The Global Farmer Roundtable'
- Independent (Crown-Appointed) Director – Red Meat Profit Partnership (2014 – 2019)
- Independent (Crown-Appointed) Councillor – Veterinary Council of New Zealand & Judicial Committee (2015 – 2017)
- New Zealand Farm Environment Trust National Award Winners (2012)
- Founding Governor– North Otago Sustainable Land Management (2010-2023)
- Judge- Ballance Farm Environment Awards (2012-2022)
- Five Forks: Centenary Chair (2010-2012), Playgroup Chair (2009-2016), Fundraising Chair (2013-2024), B.O.T Returning Officer (2025)
- Director –Royal Agricultural Society NZ (2005-2008)
- New Zealand Young Rural Achiever (2003)
- Chair, Treasurer – Waitane Young Farmers (2000- 2005)
- Sir Ron Trotter Gold Medallist - Lincoln University Top Commerce Scholar (2000)

RAVENSDOWN DIRECTOR ELECTION 2025

SOUTH ISLAND CANDIDATE PROFILES AND GOVERNANCE ATTRIBUTES

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PROPERO'S INDEPENDENT PERSPECTIVE ON KEY SKILLS

- Strong advocacy within her rural community including performance and sustainability.
- Governance exposure across local and sector roles.
- Foundational knowledge of Ravensdown from her early career.

Jane draws from a rural advocacy and farming background. She notes her passion for the primary sector and innovation in pastoral farming as motivation to stand for the Ravensdown role.

Jane runs Newhaven Farms, a 9,500 stock unit sheep and beef farm, including stud sheep and stud beef operations supplying genetics around NZ and abroad. She is a past recipient of the New Zealand Ballance Farm Environment Award.

Jane is a member of the Global Farmer Roundtable (an international representation of farmers engaged in global policy and innovation discussions annually) and a founding member of North Otago Sustainable Land Management Inc. She was a Crown-appointed director of both the Red Meat Profit Partnership (a \$64m programme between agribusiness and government partners focused on driving long-term profits for NZ's red meat sector) and the Veterinary Council of New Zealand (statutory body responsible for regulating the profession).

Jane has also held a number of smaller governance roles. Across all, she has strengthened her experience in engaging with broad sector and regulatory stakeholders and gained exposure to policy creation.

Earlier in her career, Jane spent a decade at Ravensdown in account management and technical training roles, and a held a Rural Manager Agribusiness role at Rabobank.

Jane is a critical thinker who uses both logic and intuition to solve problems and balance focus between the short- and long-term consequences of decisions. She is expected to be a confident contributor who enjoys meeting environments where respectful and open debates are encouraged.

Jane has a Bachelor of Commerce (Agriculture). She has completed short courses in Sustainable Nutrient Management and the NZ Institute of Directors' Governance Best Practice course.