



Māori Development Fund (MDF)

Data Reporting Requirements

Te Puni Kōkiri is required to provide evidence that demonstrates the effectiveness of the investments it makes from the Māori Development Fund as part of our responsibilities of administering public funds.

Investment made under the Māori Development Fund Investment Plan aims to achieve specific Investment Outcomes. For each Investment Outcome, we collect data that measures the state before the investment (baseline¹) and the state at the end of the investment (end point²). By comparing the difference between the two we can measure the extent that each investment successfully achieved the intended change. By analysing the combined data from all of our investments, we can understand whether the Māori Development Fund as a whole is effective at achieving the investment outcomes, and if not, what we need to change to improve this.

It is a requirement of investment that this information is provided. The questions that will be asked for each of the Investment Outcomes is provided below for transparency.

What this information will be used for

The data provided will be combined with information from other proposals for the purpose of understanding and evaluating the effectiveness of the Māori Development Fund overall. This combined data will be made available within Te Puni Kōkiri, provided to the Minister for Māori Development and reported through publications including Te Puni Kōkiri annual reports.

This data is distinct from the information that you provide us for the purpose of contract management to confirm that the activities in your work programme have been completed, and any individual case studies you choose to provide to Te Puni Kōkiri. In your reports you will be able to provide additional qualitative information and case studies about the progress your proposal has made to achieve the intended outcomes.

Further information about data and reporting requirements can be found in the Terms and Conditions of the Māori Development Fund Investment Agreement. The information you provide to Te Puni Kōkiri is subject to the Official Information Act 1982 and the Privacy Act 2020.

Data will be stored at Te Puni Kōkiri for internal purposes only. Any use of the data beyond agreed terms will require the explicit permission of the provider. The data is securely stored at Te Puni Kōkiri in compliance with government data management standards, as outlined by the Government Chief Data Statistician (Stats NZ).

¹ Baseline information is either collected in the proposal template, or before contract activation for approved proposals.

² End point information is collected in the wrap-up report, submitted to Te Puni Kōkiri once the activities in the work programme have been completed, or in the post-evaluation report, which is submitted 12 months after the wrap-up report.

Core questions to assess the impact of Te Puni Kōkiri investment across the entire Māori Development Fund

Outcome	Indicator	Baseline State Question (asked in proposal)	End Point Question (asked in wrap-up reports or evaluations)
1. Iwi or Māori entities demonstrate strengthened organisational capability and long-term sustainability	1. Presence and quality of a sustainability plan for post-funding impact	N/A	How will you sustain the benefits of this initiative, now that Te Puni Kōkiri funding has ended? [We have documented a plan to continue activities or outcomes; We have identified new alternative funding sources or revenue streams; We have built internal capability to maintain the initiative; We have embedded the initiative into core operations or strategy; Other]
2. Iwi or Māori entities demonstrate strengthened financial growth and investment	2. Diversification of income or revenue base	N/A	Have you diversified your organisation's income or revenue base because of this initiative? Select one that applies: [Yes; No; N/A, this was not the purpose of this initiative]
	3. Training or capability development opportunities	N/A	Did you provide training or capability development opportunities to your staff, board, or community members as part of this initiative? Select one that applies: [Yes; No; N/A, this was not the purpose of this initiative] If Yes: How many people participated? [Number]

Investment Outcomes for Investment Priority 1: Improved productivity of Iwi or Māori assets

Outcome	Indicator	Baseline State Question (asked in proposal)	End Point Question (asked in wrap-up reports or evaluations)
1. Productivity of Iwi and Māori assets, including Whenua Māori, has materially increased.	Whenua – types of productivity improvements 1. Increases in the productivity of Whenua Māori assets.	If you are intending to increase the productivity of existing Whenua Māori assets, how do you intend to do this? Select all that apply: [Increase the area of Māori Freehold Land brought into productive use; Increase the area of other whenua brought into productive use; Increase the income generated from Māori Freehold Land; Increase the income generated from other whenua; Develop your Māori Freehold Land for diversified economic activities (e.g. tourism horticulture, energy etc); Develop other land owned by you for diversified economic activities (e.g. tourism horticulture, energy etc); N/A, this is not the purpose of this initiative; Other]	If you intended to increase the productivity of existing Whenua Māori assets, did you achieve any of the following? Select all that apply: [Increased the area of Māori Freehold Land brought into productive use; Increased the area of other whenua brought into productive use; Increased the income generated from Māori Freehold Land; Increased the income generated from other whenua; Developed your Māori Freehold Land for diversified economic activities (e.g. tourism horticulture, energy etc); Developed other land owned by you for diversified economic activities (e.g. tourism horticulture, energy etc); Other; N/A, this was not the purpose of this initiative].
	Whenua – productivity (Māori Freehold Land) 2. Area of Māori Freehold Land, with increased productivity, including previously landlocked whenua.	What is the area of Māori Freehold Land that is expected to increase productivity as result of this initiative? [number of hectares]	What is the area of Māori Freehold Land that increased productivity, due to the Te Puni Kōkiri funded initiative? [number of hectares]
	Whenua – productivity (Māori owned Land) 3. Area of Māori-owned land with increased productivity, including previously landlocked whenua	What is the area of other land owned by your entity that is expected to increase productivity because of this initiative? [number of hectares]	What is the area of other land owned by your entity that increased productivity because of this initiative? [number of hectares]
	Whenua – landlocked land 4. Amount of previously landlocked land that is now accessible for further development	Will the initiative to be funded by Te Puni Kōkiri create accessways to unlock landlocked land for productive development? [Yes/No]	Did the Te Puni Kōkiri investment help progress the development or unlock access to previously landlocked land? Select one that applies: [Yes, access was established and development initiated; Yes, access was established but development is still in planning; Yes, planning for access or development is underway; N/A, the investment did not relate to landlocked land; No, access remains a barrier to development]

Outcome	Indicator	Baseline State Question (asked in proposal)	End Point Question (asked in wrap-up reports or evaluations)
	Whenua – new technology 5. Increase in adoption of new technology to improve the productivity of Whenua Māori.	Will Te Puni Kōkiri funds be used support adoption of new technologies to improve the productivity of Whenua Māori? Select one that applies: [Yes, to trial new technologies; Yes, to adopt or implement new technologies; No]	Did the investment from Te Puni Kōkiri lead to the adoption of new technologies to enhance the productivity of Whenua Māori? Select one that applies: [Yes, new technologies have been implemented and are improving productivity; Yes, technologies have been adopted but impact is still being assessed; No, no new technologies have been adopted; N/A this was not the purpose of this initiative]
	Asset productivity – asset class 6. Asset classes receiving support to enhance productivity outcomes.	What is the class of asset that will have increased productivity due to Te Puni Kōkiri investment? Select all that apply: [Māori Freehold Land; Other whenua (does not include Māori Freehold Land); Cash; Building(s); Business; Quota; Other]	Which of your class of assets increased its productivity, because of Te Puni Kōkiri investment? Select all that apply: [Māori Freehold Land; Other whenua (does not include Māori Freehold Land); Cash; Building(s); Quota; Other]
	Asset productivity – value invested 7. Capital invested by Iwi and Māori entities in asset productivity	What is the estimated value of capital your organisation or collective intends to invest in this initiative to increase asset productivity? Select one that applies: [Less than \$500,000; \$500,000 – \$999,999; \$1 million – \$4.9 million; \$5 million – \$9.9 million; \$10 million or more; N/A we do not intend to invest in asset productivity projects]	What is the actual value of capital your organisation or collective has invested to date in this initiative to increase asset productivity? Select one that applies: [Less than \$500,000; \$500,000 – \$999,999; \$1 million – \$4.9 million; \$5 million – \$9.9 million; \$10 million or more; N/A]
	Asset productivity - predicted 8. The increase in revenue expected for Iwi and Māori asset owners after asset development.	What is the expected (or target) increase in revenue from asset development because of Te Puni Kōkiri investment, within the next 10 years? Select one that applies: [0-5% increase in revenue; 6-10% increase in revenue; 11-20% increase in revenue; 21-50% increase in revenue; more than 50% increase in revenue]	What is the expected (or target) increase in revenue from asset development because of Te Puni Kōkiri investment, within the next 10 years? Select one that applies: [0-5% increase in revenue; 6-10% increase in revenue; 11-20% increase in revenue; 21-50% increase in revenue; more than 50% increase in revenue]
	Asset productivity - observed 9. Number of initiatives in which productivity of Iwi & Māori assets has improved	What is the current productivity level of the asset prior to Te Puni Kōkiri investment? Select one that applies: [Very low; Low; Moderate; High; Very high]	Has the productivity of the asset increased following Te Puni Kōkiri investment? Select one that applies: [No change; Yes, slightly; Yes, moderately; Yes significantly; Unsure]

Outcome	Indicator	Baseline State Question (asked in proposal)	End Point Question (asked in wrap-up reports or evaluations)
	Asset productivity – how 10. The increase in productivity for Iwi and Māori asset owners after asset development.	N/A	If the productivity of your assets increased due to the investment from Te Puni Kōkiri, which aspects of your asset's productivity have improved? Select all that apply: [N/A the productivity of our assets has not improved due to Te Puni Kōkiri investment; Increased output or yield; More efficient use of resources; Higher profitability or financial return; Better operational processes; Improved asset utilisation rates; Reduced downtime or waste; Enhanced technology or equipment performance; Increased market access or customer demand; Improved workforce capability or management practices; Other;]
	Asset productivity - diversification 11. Number of Iwi or Māori entities supported to either diversify their asset portfolio or enhance the productivity and utilisation of existing assets.	Do you intend to increase the productivity of existing assets, diversify your asset classes, or both, as part of your overall asset growth and contribution to regional economic growth? Select all that apply: [Increase the productivity of existing asset; Diversify the mix of asset class; Both]	Have you increased the productivity of existing assets, diversified your asset classes or both? Select one that applies: [We have diversified into new asset classes; We have increased the productivity of an existing asset; We have both: improved productivity of existing assets and diversified into new asset classes; No changes have been made to our assets yet]
	Asset productivity - diversity 12. Sectors Iwi or Māori entities have been supported to invest in.	Which sector does the asset supported by Te Puni Kōkiri investment currently belong to? [Selection - (ANZSIC codes)] <i>Please write the most applicable Australian and New Zealand Standard Industrial Classification (ANZSIC) three letter code and description: (e.g. 020 Aquaculture)</i> ANZSIC Code: ANZSIC Descriptor:	Which sectors has Te Puni Kōkiri investment supported your organisation to invest in or expand into? [Selection - (ANZSIC codes)] <i>Please write the most applicable Australian and New Zealand Standard Industrial Classification (ANZSIC) three letter code and description: (e.g. 020 Aquaculture)</i> ANZSIC Code: ANZSIC Descriptor:
2. Iwi and Māori are leading and contributing to major new infrastructure projects that contribute to regional economic growth	Infrastructure – Māori participation 13. Extent of Māori participation in infrastructure initiatives.	What is the intended participation of your organisation in this infrastructure initiative that Te Puni Kōkiri funding will support? Select all that apply: [Lead organisation, responsible for project design, delivery, and investment decisions; Co-lead partner, sharing leadership and investment responsibilities with other entities; Governance partner, participating in infrastructure planning, oversight, or investment steering; Delivery partner, involved in construction,	How did your organisation participate in the infrastructure initiative that was supported by Te Puni Kōkiri? Select all that apply: [Lead organisation, responsible for project design, delivery, and investment decisions; Co-lead partner, sharing leadership and investment responsibilities with other entities; Governance partner, participating in infrastructure planning, oversight, or investment steering; Delivery partner, involved in construction, operations, or implementation; Technical

Outcome	Indicator	Baseline State Question (asked in proposal)	End Point Question (asked in wrap-up reports or evaluations)
		operations, or implementation; Technical advisor, offering expertise, feasibility guidance, or innovation input; Investor, contributing capital or in-kind investment toward the project; Consultation as owners of Whenua Māori assets involved in the initiative; Beneficiary, receiving the infrastructure or services without direct delivery or investment roles; Other]	advisor, offering expertise, feasibility guidance, or innovation input; Investor, contributing capital or in-kind investment toward the project; Consultation as owners of Whenua Māori assets involved in the initiative; Beneficiary, receiving the infrastructure or services without direct delivery or investment roles; Other]
	Infrastructure - significant projects 14. Co-investment or participation in projects that are in the Infrastructure Priorities Programme list.	Does this project contribute to a project that is on Te Waihanga – the New Zealand Infrastructure Commission Infrastructure Priorities Programme list? [Yes/No]	Did the completion of this project contribute to a project that is on Te Waihanga – the New Zealand Infrastructure Commission Infrastructure Priorities Programme list? [Yes/No]
	Infrastructure – value invested 15. Capital invested by Iwi and Māori entities in infrastructure.	What is the estimated value of capital your organisation or collective intends to invest in this regional infrastructure initiative? Select one that applies: [Less than \$500,000; \$500,000 – \$999,999; \$1 million – \$4.9 million; \$5 million – \$9.9 million; \$10 million or more; N/A we do not intend to invest in infrastructure projects]	What is the actual value of capital your organisation has invested in the infrastructure initiative supported by Te Puni Kōkiri to date? Select one that applies: [Less than \$500,000; \$500,000 – \$999,999; \$1 million – \$4.9 million; \$5 million – \$9.9 million; \$10 million or more; N/A]
	Regional economic growth - number of initiatives 16. Number of Te Puni Kōkiri-supported investments expected to generate regional economic benefits beyond direct asset owners.	Do you expect this project to contribute to regional economic growth (for example, by providing employment, infrastructure, or services?) [Yes/No] If yes, select all that apply: [water storage, or access; transport or access infrastructure, energy, new employment opportunities, shared community infrastructure, housing, attraction of further regional investment (e.g. tourism, logistics, commercial development; other]	Has the project contributed to regional economic growth beyond the asset-owning entity? [Yes, it is contributing to regional economic growth as intended; No, we will not be proceeding with the implementation; Not yet, we are still planning to proceed with implementation but have not implemented yet; other]
3. Iwi and Māori have developed investment-ready projects and secured capital beyond this Fund to increase asset	Investment readiness - number of initiatives 17. The number of validated investment-ready projects ready to secure funding for implementation	Do you intend to use Te Puni Kōkiri investment to validate a project and make it investment-ready for funding and implementation? Select one that applies: [No, the project is already investment-ready and funding will be used for implementation; Yes, investment will be used for validation and investment	Did the investment from Te Puni Kōkiri produce a validated investment-ready project? Select one that applies: [Yes, our project is now investment-ready and funding for implementation has been secured; Yes, our project is now investment-ready but funding for implementation has not yet been secured; No, the project has already been implemented

Outcome	Indicator	Baseline State Question (asked in proposal)	End Point Question (asked in wrap-up reports or evaluations)
productivity and deliver new infrastructure.		readiness; Yes, project validation is underway; No, the project will not be ready for investment or implementation after Te Puni Kōkiri investment; Other]	using Te Puni Kōkiri funds; No, we will not be proceeding with the implementation because the project is no longer suitable; Not yet, we are still planning to proceed with implementation, but the project is not ready yet; Other]
	Investment-readiness outputs completed 18. Number of completed pre-investment outputs supporting readiness for implementation.	What types of pre-investment activities or outputs will your organisation use Te Puni Kōkiri funding to purchase? Select all that apply: [Feasibility study; Cost-benefit analysis; Business case; Financial modelling and viability; Risk assessment; Regulatory approvals (includes resource management and consents); Technical assessments; Consultation; Designs; Due diligence; Legal advice; Other]	What types of pre-investment activities or outputs did your organisation use Te Puni Kōkiri funding to purchase? Select all that apply: [Feasibility study; Cost-benefit analysis; Business case; Financial modelling and viability; Risk assessment; Regulatory approvals (includes resource management and consents); Technical assessments; Consultation; Designs; Due diligence; Legal advice; Other]
	Implementation – investment requirements 19. Number of Iwi or Māori entities reporting success in accessing capital or investment for implementation	Will you need to secure additional investment to complete or implement this initiative? [Yes/No]	Since receiving Te Puni Kōkiri support, has your organisation successfully accessed capital or investment to implement the initiative? Select one that applies: [Yes, we were successful; No we are awaiting an investment decision; No, we have been unsuccessful in securing the investment required so far; No, we will not be proceeding with the implementation; Other]
	Implementation – co-investment pathways 20. Number of initiatives supported through alternative investment sources for implementation.	Will you need to secure additional investment to complete or implement this initiative? And if so, who do you intend to seek co-investment from to complete or implement the initiative? Select all that apply: [Government - Regional Infrastructure Fund (RIF); Government - Ministry for Primary Industries; Government - other; Self-fund; Iwi co-investment; Bank Loan; Other]	Which investors have you sought, or intend to seek, co-investment from to complete or implement increased asset productivity? Select all that apply: [Government - Regional Infrastructure Fund (RIF); Government - Ministry for Primary Industries; Government - other; Self-fund; Iwi co-investment; Bank Loan; Other; None, further investment not needed for implementation]
	Regional economic growth – number of initiatives 21. Number of Te Puni Kōkiri-supported investments expected to contribute to regional growth.	Do you expect this project to contribute to regional economic growth (for example, by providing employment, infrastructure, or services benefiting non-asset owners, such as water storage, accessways, or shared facilities)? [Yes/No]	Has the project contributed to broader regional economic growth beyond the asset-owning entity e.g. by providing employment, infrastructure etc that can be used by non-asset owners (e.g. such as water storage, accessways, employment?) Select one that applies:

Outcome	Indicator	Baseline State Question (asked in proposal)	End Point Question (asked in wrap-up reports or evaluations)
			[Yes, it is completed and contributing to regional economic growth as intended; No, we will not be proceeding with the implementation; Not yet, we are still planning to proceed with implementation but have not implemented yet]
	Regional economic growth - outcomes 22. Regional economic growth outcomes resulting from enhanced Māori asset productivity.	What types of regional economic outcomes are expected from your project supported by Te Puni Kōkiri investment? Select all that apply: [Water storage or access; Transport or access infrastructure; Energy; New employment opportunities; Shared commercial infrastructure; Housing; Attraction of further regional investment (e.g. tourism, logistics, commercial development); Other]	What types of regional economic outcomes has the project supported by Te Puni Kōkiri investment, delivered so far? Select all that apply: [Water storage or access; Transport or access infrastructure; Energy; New employment opportunities; Shared community infrastructure; Housing; Attraction of further regional investment (e.g. tourism, logistics, commercial development); Other]

Investment Outcomes for Investment Priority 2: Increased Māori export revenues

Outcome	Indicator	Baseline State Question (asked in proposal)	End Point Question (asked in wrap-up reports or evaluations)
1. Iwi and Māori entities have the capability and scale to start or increase exporting.	1. Number of Iwi and Māori entities that have started exporting as a result of the investment	Are you currently exporting? [Yes/No] If yes, which countries are you currently exporting to?	New to Export: Have you started exporting? [Yes/No] If yes, which countries are you currently exporting to? [dropdown of countries] Existing Exporters – Through this investment are you now exporting into new markets? [Yes/No] If yes, what new markets are you currently exporting to? [dropdown of countries] If you answered No to either question, what is the reason why you are not exporting to the level expected? Select all that apply: [Lack of market knowledge or access; Limited resources or capacity; Product not export-ready; Regulatory or compliance barriers; Focus on domestic market; No export strategy in place; Waiting for the right opportunity; Other]
	2. Number of Iwi or Māori entities that have increased export revenue as a result of the investment	What is your annual current export revenue? [Number]	What is your annual current export revenue? [Number]
	3. Number of Iwi or Māori entities supported into the NZTE IGF support pathway	Has your proposal been referred by NZTE as being viable for NZTE support following initial capability support from Te Puni Kōkiri? [Yes/No]	Have you applied or have intentions of applying to NZTE International Growth Fund (IGF) for investment support to progress your export growth in the next 12 months? [Yes/No]
	4. Number of Iwi or Māori entities supported to alleviate their main constraints to exporting	What are the main constraints currently preventing your organisation from starting, scaling, or increasing exports? Select all that apply: [Insights to enter new markets, Low in-market awareness of your products/ services, Limited distribution networks, External investment (i.e. angel, venture capital), Production and processing capability, Raw material supply, Legal, professional	Do the constraints identified at the start of this investment that prevented you from either starting or increasing exporting or having scale to export still remain? Select one that applies: [No, all constraints have been addressed; Yes, slightly; Yes, moderately; Yes, significantly; Unsure]

Outcome	Indicator	Baseline State Question (asked in proposal)	End Point Question (asked in wrap-up reports or evaluations)
		service requirements (i.e. IP protection, product development/ certification); Other]	
	5. Increase in utilisation of new technology to increase capability to start or increase exporting	Will Te Puni Kōkiri funds be used to purchase or use new technology/innovation to increase the capability to start or increase exporting? [Yes/No]	Did the purchase or use of new technology/innovation increase the capability to start or increase exporting as expected? Select one that applies: [Yes, and we will continue to use it; Yes, but we are no longer using it; No, it did not provide the productivity increases expected; N/A, the funds were not used for new technology/innovation; Other]
	6. Iwi or Māori entities have diversified to export	Do you intend to pursue export diversification through the following approaches? Select one that applies: [Diversify existing products into new markets; Diversify new products into existing markets, Both]	Did you implement export diversification through any of the following approaches? [Diversify existing products into new markets; Diversify new products into existing markets; Both?]
	7. Capability areas required to achieve export readiness	Which capability areas will Te Puni Kōkiri funds assist you with to enhance your export revenue? Select all that apply: [Market research and intelligence; Legal and regulatory advice for exporting; Export strategy development; Product or service adaptation for compliance with regulations and standards; Branding and marketing for overseas markets; Building digital capability for e-commerce/export; Developing logistics and supply chain capability; Building staff capability or hiring export expertise; Establishing international partnerships or networks; Other]	What capability development did Te Puni Kōkiri funding support to enhance your export revenue? Select all that apply: [Market research and intelligence; Legal and regulatory advice for exporting; Export strategy development; Product or service adaptation for compliance with regulations and standards; Branding and marketing for overseas markets; Building digital capability for e-commerce/export; Developing logistics and supply chain capability; Building staff capability or hiring export expertise; Establishing international partnerships or networks; Other]
	8. The number of Māori tech business that have been supported to scale to start or increase exporting.	Is your company a tech business looking to scale to start or increase exporting? [Yes/No] If yes, what tech sector are you in? Select which applies: [Agritech; Fintech; Healthtech; Biotech; Cleantech; Other]	If you are a tech business, did investment from Te Puni Kōkiri increase your ability to start or increase exporting? Select one that applies: [Yes; No; N/A, we are not a tech business]

Outcome	Indicator	Baseline State Question (asked in proposal)	End Point Question (asked in wrap-up reports or evaluations)
2. Iwi and Māori businesses have increased export revenue	9. Number of Iwi or Māori entities that have plans to double export growth	Do you have a plan to double your export revenue within the next 3 to 5 years as part of your growth strategy? Select one that applies: [Yes, with detailed activities already planned; Yes, but activities are still being developed; No]	Have you achieved, or are you on track to achieve, a doubling of your export revenue within your 3 to 5 year growth strategy? Select one that applies: [Yes, we have already doubled our export revenue; Yes, we are on track to double our export revenue; Yes partially, we've increased export revenue but not doubled it; No, we have not made progress towards this goal]
	10. Number of Iwi or Māori entities that have increased their revenue as a result of exporting, and the percentage increase in revenue	What is the expected (or target) increase in revenue as a result of Te Puni Kōkiri investment, within the next 3 years? Select one that applies: [0-5% increase in revenue, 6-10% increase in revenue; 11-20% increase in revenue; 21-50% increase in revenue; more than 50% increase in revenue]	What is the percentage increase in revenue as a result of Te Puni Kōkiri investment, within the next 3 years? Select one that applies: [0-5% increase in revenue, 6-10% increase in revenue; 11-20% increase in revenue; 21-50% increase in revenue; more than 50% increase in revenue]
	11. Growth in export revenue as a percentage of total revenue	What percentage of your current revenue comes from export sales? Select one that applies: [Less than 10%; 10-25%, 26-50%, more than 50%]	Following the Te Puni Kōkiri-funded initiative, what percentage of your current revenue now comes from export sales? Select which applies: [Less than 10%; 10-25%, 26-50%, over 50%]