



Greg Mills

Principal of Landis - Agribusiness Governance & strategy consultancy. Director Poldrissick Farms

Waikato, New Zealand

| Farming

Current Landis,
Agribusiness Governor,
Poldrissick Farms

Previous ANZ Commercial & Agri,
GEA Farm Technologies New Zealand Ltd.,
ANZ National Bank

Education

[View Greg's Full Profile](#)

Summary

Provide independent input to agribusinesses in governance structure & processes, strategy, assessment of performance to identify opportunities and strategic financial planning. This provides clients with:

- Clarity - a clear understanding of the purpose, strategy and direction for their business
- Confidence - to make well-reasoned, proactive and focused decisions
- Success - clarity and confidence consistently applied leads to meeting & exceeding goals more often

A farm business owner (with my wife Kathy) providing well-grounded first hand experiences of agribusiness ownership, governance and management ensuring the insights and inputs contributed through consultancy services are "real" and effective at creating value for business owners. The farm business has been grown and developed using our own vision, energy and capital.

Previous projects undertaken in commercial agribusinesses include commercial business acquisition and integration, brand development / re-branding, turn around strategies and ERP migration to SAP.

Experience

Principal

Landis

March 2016 – Present 2 years 9 months

Provides independent advice and consultancy to agribusinesses:

- Independent assessment of performance to identify opportunities for improvement
- Governance process establishment and improvement
- Financial planning to improve Governance and management decision making

Focus on supporting clients so they achieve Clarity, Confidence and Success both commercially and personally.

Website: www.landis.co.nz

Director / Advisory Board member / Governance group team member

Agribusiness Governor

February 2016 – Present 2 years 10 months

Contribute to the governance of several agribusinesses in a range of role types.

Specific areas of contribution:

- Governance process and practice
- Business strategy
- Finance
- Operational performance

Director & Trustee

Poldrissick Farms

June 2004 – Present 14 years 6 months

Morrinsville

Privately owned dairy farm business that has a strong focus on financial and economic success and sustainability to generate capital growth and cashflow returns enabling family members to become well educated successful contributors to society, the industry and economy.

Based north of Morrinsville, includes 2 support properties providing feed supplies and grazing for young stock.

Regional Manager

[ANZ Commercial & Agri](#)

May 2013 – November 2015 2 years 7 months

Hauraki, East & South Waikato

Market leading provider of finance and banking solutions to the primary production sector

Managing Director

GEA Farm Technologies New Zealand Ltd.

June 2009 – November 2012 3 years 6 months

Provider of technology solutions to the farming sector, particularly milking and animal management equipment, effluent processing and management systems, dairy hygiene, health, nutrition and animal marker products

Business Development Manager

[ANZ National Bank](#)

August 2001 – May 2009 7 years 10 months

New business acquisition and new product introduction and development in the Rural market

Dairy farm consultancy and extension

Livestock Improvement / New Zealand Dairy Board

June 1993 – July 2001 8 years 2 months

Hamilton

Providing extension and consultancy services and advice to the dairy farming community through discussion groups and individual consultancy

Education

Bachelor of Agricultural Science, Agriculture

1988 – 1991

- **New Plymouth Boys High School**

1983 – 1987

Volunteer Experience

- **Facilitator**

Waikato Rural Support Trust

January 2016 – Present 2 years 11 months

Assist people in the farming sector with support and assistance to deal with challenging situations by helping to build strategies & action plans to deal with challenging situations and connecting them with other people with skills & expertise that will be of benefit to them.