

Annual Operating Plan 2018-19

Grain Producers SA

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Grain Producers SA Ltd (GPSA)

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1.0 Background

Grain Producers SA (GPSA) is the peak industry body for South Australian grain growers. GPSA is non-political and represents producers to government, the community and industry, including grain marketers, exporters, storage and handlers, researchers and farm input suppliers.

GPSA continues to grow its producer member database. The total database now stands at 2,075. There are currently 1,361 farm businesses that have signed a GPSA Membership Application form.

GPSA's objectives are to improve the profitability and sustainability of South Australian grain producers through:

- Representing the views of South Australian grain producers to government, industry and the community on grains issues.
- Working with an effective state farming organisation and other commodity groups to represent South Australian grain producers on cross commodity issues.
- Working with government and industry to develop policies around creating and maintaining an efficient, accessible and cost-effective supply chain.
- Working with government, industry and institutions to improve the technical and business skills of South Australian grain producers.
- Working with research, development and extension organisations to identify and disseminate research priorities in grain production, handling and management.
- Supporting an effective national representative organisation to work with government around national initiatives to support the grains industry.
- Providing a program to include and develop young farmers to be prepared to take on leadership roles within the SA grains industry.

Mission

To ensure a viable and sustainable grains industry in South Australia for grain producers through leadership, advocacy and communication.

What we do

GPSA develops and implements policies and projects that promote the economic and environmental sustainability of South Australian grain growing businesses. We represent the interests of growers through a targeted communications program, including:

1. **Advocacy.** GPSA **advocates** for SA producers on grains issues beyond the farm gate, representing SA's 3,000 grain producing businesses to industry and government decision-makers.
2. **Information.** GPSA **informs** industry stakeholders of the policies we believe will promote the economic and environmental sustainability of the grains industry.
3. **Education.** GPSA **educates** producers on grain production practices and issues as well as industry decision-makers and the community on the importance of the industry to SA.

2.0 Corporate Governance

History

Grain Producers SA is a company limited by guarantee.

Membership of GPSA is open to all South Australian grain producers.

Grain producers who have contributed to the *Primary Industry Funding Schemes (Grain Industry Fund) 2012* (PIFS Grain) are eligible to join GPSA.

Grain Producers SA was established in March 2012. It was formed out of the need for an organised and well-funded lobby group to be a voice for South Australian grain growers beyond the farm gate. GPSA succeeded the former South Australian Farmers' Federation Grains Council, as the peak representative body for the State's grain producers.

The Grain Industry Fund has provided a sustainable and secure source of funding to GPSA, to fulfil its charter to represent South Australian grain producers both locally and nationally.

GPSA has demonstrated industry linkages and networks, including affiliations with relevant industry organisations locally and nationally, and is recognised as the peak representative body for South Australian grain producers.

GPSA is one of five peak commodity groups in South Australia – each covering grain, dairy, horticulture, livestock and winegrapes. These groups feed into an overarching policy council called Primary Producers SA (PPSA), which in turn holds membership of the National Farmers' Federation (NFF) on behalf of South Australia.

At a national level, GPSA is a member of the peak body Grain Producers Australia (GPA), while it works closely with GrainGrowers Limited on matters relevant to South Australian producers.

Board of Directors

The structure of the Board ensures that GPSA has the capability and the capacity to provide strong representation and advocacy for the benefit of South Australian grain producers.

A seven-member Board of Directors is elected by GPSA members from across the grain growing regions of South Australia, which provides direction and vision.

Directors are elected for a two-year term by South Australian grain producers. They bring skills and knowledge from many areas of interest including crop production, crop research, crop merchandising, marketing, storage and transport and logistics.

In addition, the GPSA Board has the power to appoint up to two independent Directors. Both positions have since been filled, bringing additional skills and experience to the Board.

The Board meets approximately eight times each year and may hold these meetings around the grain producing regions of the state. Directors are paid an annual fee and reimbursed for meeting expenses, such as travel and accommodation.

Policy is decided by the Board, after considering input from across all sectors of industry, through close involvement with grain producers, grain production groups, grains sector groups and the conduct of regular regional and state industry forums.

As at 30 April 2018, GPSA's non-executive Directors were:

- Wade Dabinett, Chair
- David Malpas, Company Secretary, Deputy Chair
- Stephen Ball
- Garry Hansen
- Andrew Goode, Independent Director
- Adrian McCabe
- Jared Sampson
- Prof Wendy Umberger, Independent Director (*appointed 15 December 2017*)
- Dion Woolford

The GPSA Board appointed Caroline Rhodes as Chief Executive Officer, effective from 4 April 2018, and following an extensive external recruitment campaign commencing in late 2017.

Full biographical details of Directors and GPSA senior staff, together with a copy of GPSA's constitution, can be found at www.grainproducerssa.com.au

Secretariat

A small, professional team of staff are responsible for administering day-to-day operations of GPSA, under direction of the Board. GPSA maintains a corporate office to accommodate the secretariat.

The GPSA team is led by the Chief Executive Officer and works to implement the Board's strategic direction and to deliver measurable outputs from GPSA's investments. Staff members bring a range of skills and experience in project work, commercial operations, compliance, finance, stakeholder relations, communication and administration.

3.0 Financial Reporting

The GPSA Board recognises that exemplary corporate governance and diligent monitoring of the organisation's compliance with its legal obligations, are vitally important to the fulfilment of its mission.

GPSA recognises that all funds received from the Grain Industry Fund must be applied for the benefit of grain producers in South Australia who make contributions, as required by terms of the current Management Plan released by the Minister on Thursday, 3 May 2018.

For this reason, GPSA has robust systems to manage advances from the Grains Industry Fund and for reporting on the expenditure of monies received, with strict oversight of the Audit and Finance Committee, and the Board of Directors.

In order to demonstrate both transparency and accountability to grain producers who make contributions, the following compliance and reporting schedule for the payment of Grains Industry Fund contributions has been developed:

Auditing and Reporting

GPSA's financial year runs 1 July to 30 June in alignment with the financial year for the PIFS Grains scheme. GPSA reports to grain producers on the spending of monies to its members at the Annual General Meeting (AGM). The last AGM was held on 11 August 2017 as part of the inaugural Growing SA Conference. The next AGM is expected to be held on 14 September 2018.

GPSA also reports on monies spent of the PIFS Grain fund to the Minister on a Quarterly Report basis. Quarterly reports are submitted to the Minister by 31 October, 31 January and 30 April each year with a detailed annual report to be submitted by 31 July.

As a company limited by guarantee, GPSA lodges a copy of its financial statements annually with the Australian Securities and Investment Commission.

GPSA has appointed Messenger Zerner as auditors. Due to the period of engagement of this auditor, this appointment will be reviewed by the GPSA Board in 2018.

Audited financial statements for GPSA for financial period 1 July 2016 to 30 June 2017 show:

Profit and Loss		Balance Sheet	
Income from PIFS	\$1,600,000	Total Assets	\$748,743
Other Income	\$205,663	Total Liabilities	\$179,483
Total Income	\$1,805,663	Net Assets	\$569,260
Total Expenditure	\$1,536,906		
Retained Funds	\$268,757		

Audit and Finance Committee

The GPSA Board has established an Audit and Finance Committee to strengthen the oversight of GPSA's operations and to provide confidence to both the Minister and grain producers, that funds are appropriately managed and reporting obligations are met.

The objective of the Audit and Finance Committee is to provide independent assurance and assistance to the Board on GPSA's risk, control and compliance framework, and its external accountability responsibilities.

David Malpas chairs the Audit & Finance Committee and Wade Dabinett, Adrian McCabe and GPSA CEO, Caroline Rhodes are members.

The Audit and Finance Committee has established delegated authority (maximum) limits that govern the payment of monies within the organisation.

Fraud and risk management

GPSA's fraud and risk management framework includes processes for project, program and portfolio-level risk management, general compliance and operational risk management and financial risk management, and prudential guidelines for business ventures.

As part of annual planning, the GPSA Board will undertake a risk assessment and develop a revised risk register and risk treatment plan, once the 2018 Strategic Plan has been finalised.

Monitoring performance

GPSA monitors, measures and evaluates its performance to continually improve its effectiveness and efficiency.

Following the appointment of a new Chief Executive Officer in April 2018, the GPSA Board has established a comprehensive organisational review prior to the start of the 2018-19 financial year, and to coincide with the development of the new Strategic Plan. This project will be overseen by the Audit and Finance Committee.

Audit process

Independent internal and external audits are applied to finances, risk, fraud, quality and RD&E.

GPSA maintains accounts and records of transactions and affairs in accordance with the Australian Accounting Standards, and with other legislative requirements, applicable to entities reporting under the *Corporations Act 2001*.

Corporate planning and reporting

GPSA's corporate planning and reporting approach incorporates three tiers of accountability:

- 1. Strategic Plan** that sets out GPSA's high-level goals, strategies and performance measures for a five-year period, developed in consultation with stakeholders. This document will be reviewed in July 2018 as outlined in this document.
- 2. Annual Operational Plan** that outlines the annual budget, resources and research priorities that give effect to the Strategic Plan during a given financial year. It also provides the

opportunity for GPSA to respond to external drivers and changing priorities during the life of the Strategic Plan by providing revised emphasis on project theme.

- 3. Annual Report** that provides information on project activities and their performance in relation to the goals set in the Annual Operational Plan for a given financial year.

Insurance

GPSA maintains the following level of insurance cover through its insurance agent. Insurance cover is reviewed annually and adjusted as required.

Details of policies and cover held as at 18 April 2018:

- Public and Liability Limit \$20,000,000
- Association Liability Limit \$5,000,000
- General Property Cover and Contents \$35,297
- Motor Vehicle (agreed value) \$121,500

External reporting

Transparency and accountability is integral to achieving GPSA's mission.

As the voice of the South Australian grain production sector, GPSA Directors and senior management are committed to acting with integrity in representing grain producers, discharging duties in both an ethical and responsible manner.

GPSA reports regularly to stakeholders, including through formal reporting to GPSA members, South Australian grain producers and the South Australian Government, via publication of annual reports, the GPSA website and participation in conferences, forums, workshops and other activities.

GPSA holds its AGM as a public event, open to all Grain Industry Fund contributors.

GPSA will regularly canvass its membership on policy priorities and be accountable to members in accordance with the organisation's constitution and legal framework, as a company limited by guarantee.

In addition, GPSA has published the contact details of all Directors and Senior Staff on its website, and is available to solicit feedback directly from GPSA members and Grains Industry Fund contributors during office hours via 1300 734 884 (for the cost of a local call).

Tax status

Grain Producers SA Ltd (GPSA) operates as a non-profit entity, established as a company limited by guarantee under the *Corporations Act 2001*.

GPSA is registered for the GST and has been assigned the Australian Business Number (ABN) 43 154 897 533.

4.0 Program delivery

Alignment with Management Plan

Eligible funding activities item(s):

- 2) Delivery of information and education programs aimed at improving the efficiency and effectiveness of the grain industry.
 - 3) Delivery of programs designed to foster communication and cooperation between grain growers and other persons associated with the grain industry.
 - 7) Projects aimed at achieving improvements across the grain industry e.g. improved port access, improved access to markets, access to value adding opportunities along the value chain (vertical integration).
 - 12) Research to assist the applicant organisation's understanding of issues affecting industry development that is not the domain of research funding organisations e.g. SA Grains Industry Trust (SAGIT) or Grains Research and Development Corporation (GRDC).
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Strategic planning

Following the appointment of a new Chief Executive Officer in April 2018, a revised Strategic Plan will be published by August 2018, which will establish GPSA's direction and policy focus, in achieving its' vision for South Australia's grain production sector over the next five years.

GPSA's mission will remain the same – to improve the profitability and sustainability of South Australian grain producers – however policy and project work will be aligned to five program themes:

1. **Post-farm gate** (supply chain, transport, infrastructure, post-farm gate commerce)
2. **Biosecurity, Trade and Market Access** (plant health, international and domestic trade barriers, generic marketing campaigns and trade promotion)
3. **Grains Research, Development and Extension** (supporting research priority setting by research funding bodies, SAGIT oversight, coordination of industry good services, advocating for producers on research issues in farm chemicals, sustainability and variety classification)
4. **Industry Development** (agricultural education, training and communication, and industry capacity building, rural health)
5. **Rural Affairs** (freedom to operate, access to technology, farm safety, rural finance, competing land use, agricultural policy settings, land use planning)

The finalisation of the new GPSA Strategic Plan will permit further refinement of GPSA's 2018-19 workplan, as outlined in Table A. This will form the basis of quarterly and annual reporting to PIRSA.

Project management

GPSA has undertaken a range of projects in areas which are critical to the productivity and profitability of grain producers. The list of projects has been influenced by feedback from producers, and has evolved as policy issues emerge and business needs change over time.

In 2018, a range of current and ongoing projects administered by GPSA include:

- ‘Hit Your Target’. The education campaign points to a number of resources for growers and conveys best practice information to help growers reduce the likelihood of spray drift and off target damage. This project was developed by GPSA in conjunction with GRDC and PIRSA.
- Chain of Responsibility (CoR) laws. In mid-2018, the Heavy Vehicle National Law (HVNL) will be amended so every party in the heavy vehicle transport supply chain has a duty to ensure the safety of their transport activities. GPSA has been leading a growing education campaign, including regional meetings in collaboration with the National Heavy Vehicle Regulator (NHVR).
- ‘Keep Our Grain Clean’ campaign, highlighting the importance of grain hygiene for continued access to international and domestic markets. Administered by the South Australian Grain Market Access Group (SAGMAG) and supported by GPSA.
- Field bin safety campaign. In response to SafeWork SA’s proposal to conduct compliance audits of the farming sector relating to field bins in use, GPSA has been monitoring this issue and providing information to growers.
- Night movement of machinery. Launched in 2016, a permit category for farmers and operators of oversize agricultural machinery or combinations, allowing movement of machinery at night. The special permit includes several requirements in terms of pilots, lighting and complying with existing machinery movement conditions of which farmers need to be aware. Together with Primary Producers SA, GPSA has been working closely with local councils and the Department of Transport, Planning and Infrastructure (DPTI) in execution and planning of trials across grain growing regions in South Australia.
- ‘Know Your Code’ campaign. GPSA and the Country Fire Service encouraging growers to adhere to the voluntary Grain Harvesting Code of Practice.

GPSA will be responsive to the changing needs of South Australian producers, as influenced by the prevailing season and economic environment, or other externality which may impact the profitability or sustainability of the farm sector.

In accordance with the Management Plan, GPSA notes that where an urgent project is identified during the 2018-19 operating year, GPSA may lodge a separate extraordinary application outside of this AOP submission.

Sponsorships

The GPSA Board may also agree to sponsor industry development initiatives undertaken by third parties during the 2018-19 operating year, where activities may further GPSA’s mission. An allocation for sponsorship has been established in the annual budget and as funds are committed, activities will be reported in quarterly progress reports submitted to PIRSA.

Table A

GPSA work plan 2018-19 (current May 2018)

PROGRAM TITLE	1. POST-FARM GATE
GPSA OBJECTIVE(S)	<p>Representing the views of South Australian grain producers to government, industry and the community on grains issues.</p> <p>Working with an effective state farming organisation and other commodity groups to represent South Australian grain producers on cross commodity issues.</p> <p>Supporting an effective national representative organisation to work with government around national initiatives to support the grains industry.</p> <p>Working with government and industry to develop policies around creating and maintaining an efficient, accessible and cost-effective supply chain.</p>
POLICY AREAS	<ul style="list-style-type: none"> • Supply chain – port terminal access, storage and handling, harvest operations, competition, grain stocks data. • Grain transport and logistics – shipping, road and rail freight, heavy vehicle regulation, container availability. • Infrastructure – bulk grain port terminals, grain storage, heavy vehicle access routes, planning. • Post-farm gate commerce – trade rules and contracts, trading standards, dispute resolution, counter-party risk. • Grain marketing – new products, transparency of grain pricing and pools, price risk management tools.
EMERGING ISSUES	<p>Supply chain regulation – review of ACCC Port Terminal Access (Bulk Wheat) Code and potential changes to stocks disclosure and scope of Code.</p> <p>Competition in grain handling – grain export terminal development proposals (Eyre Peninsula).</p> <p>Export certification – Authorised Officer accreditation, grain inspection protocols, grain hygiene protocols.</p> <p>Heavy Vehicle Inspection Scheme (HVIS) – impact on primary producer heavy vehicles, farmers and carriers.</p> <p>DPTI Heavy Vehicle Productivity Trial Proposal and Implementation Plan to NHVR - operational trial of night-time access on specified minor roads within a specified area for agricultural vehicles on the Eyre Peninsula.</p>

2018/19 PLANNED ACTIVITIES	Potential for application of blockchain technology in the grains industry. Other digital platforms in supply chains.
	Review of the Competition and Consumer (Industry Code—Port Terminal Access (Bulk Wheat)) Regulation 2014 – written submission and representation to the Wheat Port Code Review Taskforce.
	Representation to GTA Commerce Committee, review of location differentials for South Australia (via GPA affiliation).
	ESCOSA Inquiry into the South Australian bulk grain export supply chain costs – interim and final reports due in 2018.
	Representation on the Primary Producers SA Transport and Supply Chain Committee (PPSA TASC) (via PPSA affiliation), the ACCC Agriculture Consultative Committee (via GPA affiliation) and Port Adelaide Container Terminal Monitoring Panel.
GOVERNANCE	GPSA has sought funding from the National Heavy Vehicle Regulator (NHVR) Heavy Vehicle Safety Initiative (Round 3) to deliver a heavy vehicle safety education and awareness program including the provision of materials to support our primary producers to increase their primary duty of care awareness and compliance.
	Pre/post Harvest forums and other grain producer consultation/outreach activities.
	Sub-committee structure TBA – revised terms of reference, membership to be developed following Organisational Review
REPRESENTATION TO KEY STAKEHOLDERS	<i>State Government</i> – Minister for Primary Industries and Regional Development, Minister for Transport, Infrastructure and Local Government, Treasurer of South Australia, Minister for Trade, Tourism and Investment.
	<i>State agencies</i> – Primary Industries and Regions SA’s (PIRSA), Department of Planning, Transport and Infrastructure (DPTI), Essential Services Commission of South Australia (ESCOSA).
	<i>Peak bodies</i> – Grain Producers Australia (GPA), National Farmers’ Federation (NFF), Primary Producers SA (PPSA).
	<i>Industry bodies</i> – Grain Industry Association of South Australia (GIASA), Grain Trade Australia (GTA), bulk/container exporters and bulk handlers in South Australia.
	<i>Federal</i> – Australian Competition and Consumer Commission (ACCC), Department of Agriculture and Water Resources (DAWR), National Heavy Vehicle Regulator (NHVR).
<i>Other</i> – Australian Export Grains Innovation Centre (AEGIC), Regional Development Boards (SA), local councils.	

PROGRAM TITLE	2. BIOSECURITY, TRADE AND MARKET ACCESS
GPSA OBJECTIVE(S)	<p>Representing the views of South Australian grain producers to government, industry and the community on grains issues.</p> <p>Working with an effective state farming organisation and other commodity groups to represent South Australian grain producers on cross commodity issues.</p> <p>Supporting an effective national representative organisation to work with government around national initiatives to support the grains industry.</p>
POLICY AREAS	<ul style="list-style-type: none"> • Plant health and biosecurity • International and domestic trade barriers • Generic marketing campaigns and trade promotion
EMERGING ISSUES	<p>Current negotiations – proposed Australia–Gulf Cooperation Council (GCC) FTA, Australia–Hong Kong Free Trade Agreement, Australia–India Comprehensive Economic Cooperation Agreement, Indonesia–Australia Comprehensive Economic Partnership Agreement, Pacific Alliance Free Trade Agreement, Regional Comprehensive Economic Partnership.</p> <p>Joint Standing Committee on Foreign Affairs, Defence and Trade - Inquiry into access to free trade agreements by small and medium sized enterprises. The impact of not-tariff measures on agricultural trade.</p> <p>Trading reputation – importance of grain hygiene for continued access to international and domestic markets. Working with PIRSA and Biosecurity SA to develop awareness and understanding of grain producers.</p>
2018/19 PLANNED ACTIVITIES	<p>Participation and support to the South Australian Grain Market Access Group (SAGMAG).</p> <p>Representation on NFF Trade Policy Committee (including formal consultation with DFAT, DAWR).</p> <p>Review of SAGMAG’s ‘Keep Our Grain Clean’ campaign in advance of 2018/19 harvest. Promoting the need for good grain hygiene within physical, chemical and biological tolerance limits established by domestic and international grain markets.</p> <p>Support in-bound trade missions – ensuring buyers meet local grain producers, distributors, importers and end users.</p>

GOVERNANCE

Sub-committee structure TBA – revised terms of reference, membership to be developed following Organisational Review

State Government – Minister for Primary Industries and Regional Development, Minister for Trade, Tourism and Investment.

State agencies – Primary Industries and Regions SA’s (PIRSA) Biosecurity SA, South Australian Research and Development Institute (SARDI), Department of State Development.

Peak bodies – Grain Producers Australia (GPA), National Farmers’ Federation (NFF), Primary Producers SA (PPSA).

**REPRESENTATION TO
KEY STAKEHOLDERS**

Industry bodies – Grains Research & Development Corporation (GRDC), Australian Grain Exporters Association (AGEA), Grain Industry Association of South Australia (GIASA), Grain Trade Australia (GTA), Grain Industry Market Access Forum (GIMAF), Pulse Australia, Australian Oilseeds Federation (AOF), major exporters, container exporters and bulk handlers in South Australia.

Federal – Department of Foreign Affairs and Trade (DFAT), Austrade and Department of Agriculture and Water Resources.

Other – South Australian Grain Market Access Group (SAGMAG), Plant Health Australia (PHA), GrainGrowers Limited, Australian Export Grains Innovation Centre (AEGIC).

PROGRAM TITLE	3. GRAINS RESEARCH, DEVELOPMENT AND EXTENSION
GPSA OBJECTIVE(S)	<p>Working with research, development and extension organisations to identify and disseminate research priorities in grain production, handling and management.</p> <p>Supporting an effective national representative organisation to work with government around national initiatives to support the grains industry.</p>
POLICY AREAS	<ul style="list-style-type: none"> • Research priorities – GRDC formally reports to grain growers through their representative organisation, GPA. • SAGIT oversight – administration of GPSA responsibilities as defined in the SAGIT deed, review of prescribed deduction rate for grower contributions, GPSA nominated Trustees, advice to the Minister as required. • Industry development policy settings, including variety classification (wheat, barley, pulses and oilseeds). • Grain stewardship, crop protection products. New and emerging agricultural technologies. • Monitoring South Australian grains research capacity, including funding for farming systems groups.
EMERGING ISSUES	<p>Development of a new governance structure for the Grains Research & Development Corporation (GRDC), consolidation of industry development functions and service providers via Grains Industry Discussion Group.</p> <p>Department of Agriculture and Water Resources (DAWR) review of levies applied to agricultural products, including grain. Potential impact to future funding models of GRDC, Plant Health Australia (PHA) and the National Revenue Service (NRS).</p> <p>New and potential varieties, research, market and consumer requirements, topical seasonal issues such as agronomy and storage and handling logistics.</p> <p>Funding and future operating model of the South Australian Research and Development Institute (SARDI) under the new Marshall State Government.</p>
2018/19 PLANNED ACTIVITIES	<p>GPSA commissioned cost-benefit analysis of RDE in the South Australian grain industry, by EconSearch.</p> <p>Attendance at formal GPA/GRDC consultative meetings and associated steering committee meetings.</p>

GOVERNANCE

Consultative meetings held with SAGIT and GPSA Board. SAGIT formal report to GPSA Annual General Meeting. Attend SAGIT's Annual Update and other relevant forums.

Secretariat of the South Australian Barely Advisory Committee (SABAC).

Representation on the Ag Excellence Alliance Committee. Attendance at Annual Forum.

Attendance at formal GPA/GRDC Consultative Meetings, regular engagement with GRDC Southern Panel.

Promotion and dissemination of relevant research, development and extension outcomes funded by GRDC and SAGIT. Direct engagement with GRDC program managers on topical issues, host presentations and joint meetings as required.

Sub-committee structure TBA – revised terms of reference, membership to be developed following Organisational Review.

**REPRESENTATION TO
KEY STAKEHOLDERS**

State Government – Minister for Primary Industries and Regional Development.

State agencies – Primary Industries and Regions SA's (PIRSA), South Australian Research and Development Institute (SARDI).

Peak bodies – Grain Producers Australia (GPA), National Farmers' Federation (NFF), Primary Producers SA (PPSA).

Industry bodies – Grains Research & Development Corporation (GRDC), South Australian Grain Industry Trust (SAGIT), Ag Excellence Alliance and other farming systems groups in South Australia, Wheat Quality Australia (WQA), South Australian Barely Advisory Committee (SABAC), Pulse Australia, Australian Oilseeds Federation (AOF).

Federal – Minister for Agriculture and Water Resources, Department of Agriculture and Water Resources (DAWR), Australian Pesticides and Veterinary Medicines Authority (APVMA), National Residue Service (NRS).

Other – Australian Export Grains Innovation Centre (AEGIC), University of Adelaide, CropLife Australia, plant breeders.

PROGRAM TITLE	4. INDUSTRY DEVELOPMENT
GPSA OBJECTIVE(S)	<p>Representing the views of South Australian grain producers to government, industry and the community on grains issues.</p> <p>Working with government, industry and institutions to improve the technical and business skills of South Australian grain producers.</p> <p>Supporting an effective national representative organisation to work with government around national initiatives to support the grains industry.</p> <p>Providing a program to include and develop young farmers to be prepared to take on leadership roles within the SA grains industry.</p>
POLICY AREAS	<ul style="list-style-type: none"> • Agricultural education, training and communication – promotion of agriculture, attracting and retaining a skilled workforce, encouraging secondary school students to pursue agricultural studies, future workforce planning. • Industry capacity building – professional advocacy, improved corporate governance, effective communications. • Rural health – health and wellbeing of grain producers, workers and families in regional communities.
EMERGING ISSUES	<p>Consumer ‘trust deficit’ in primary production; need to develop competent spokespeople on behalf of industry.</p> <p>NFF Talking 2030 Strategy –key emerging issues and trends in the agriculture and food sector are contemplated by NFF stakeholders in developing a policy roadmap for 2030.</p> <p>Ageing profile of grain producers, the need to attract and retain talent. Succession planning, financial literacy.</p>
2018/19 PLANNED ACTIVITIES	<p>Co-host major industry event – Growing SA Conference, Friday, 14 September 2018.</p> <p>Capacity building – GPSA Emerging Leaders, to be launched at Growing SA Conference 2018.</p> <p>Participation in the pilot Primary Industries Talent Development Program (run by PIRSA) in 2018.</p> <p>Support and input into PIRSA Women Influencing Agribusiness and Regions (WIAR) Strategy steering committee.</p> <p>Sponsorship – Fat Farmers, Food and Fibre Education SA programs.</p>

GOVERNANCE	Speaking opportunities to promote women and young people in agriculture (eg. SA Rural Women’s Gathering 2018).
	Sub-committee structure TBA – revised terms of reference, membership to be developed following Organisational Review
REPRESENTATION TO KEY STAKEHOLDERS	<i>State Government</i> – Minister for Primary Industries and Regional Development, Minister for Health and Wellbeing, Minister for Industry and Skills.
	<i>State agencies</i> – Primary Industries and Regions SA’s (PIRSA), South Australian Research and Development Institute (SARDI), SA Health.
	<i>Peak bodies</i> – Grain Producers Australia (GPA), National Farmers’ Federation (NFF).
	<i>Industry bodies</i> – Grains Research & Development Corporation (GRDC), South Australian Grain Industry Trust (SAGIT), Ag Excellence Alliance and other farming systems groups in South Australia.
	<i>Federal</i> – Department of Agriculture and Water Resources (DAWR), National Rural Health Commissioner.
	<i>Other</i> – Grain Growers Limited, University of Adelaide, Rural Doctors Association of South Australia (RDASA).

PROGRAM TITLE	5. RURAL AFFAIRS
GPSA OBJECTIVE(S)	<p>Representing the views of South Australian grain producers to government, industry and the community on grains issues.</p> <p>Working with an effective state farming organisation and other commodity groups to represent South Australian grain producers on cross commodity issues.</p> <p>Supporting an effective national representative organisation to work with government around national initiatives to support the grains industry.</p>
POLICY AREAS	<ul style="list-style-type: none"> • Freedom to operate – industry codes of practice to manage farm practices (eg. spraying, harvesting, burning). • Access to technology – new plant varieties, GM technology, farm chemical registration, telecommunications. • Farm safety – work health and safety regulations, accident prevention, education and awareness. • Rural finance – farm debt mediation, rural financial counselling, new co-investment models for family farms. • Competing land use – mining exploration, gas and mineral exploitation. • Agricultural policy settings – natural resource management policy, drought policy, emergency/disaster response. • Land use planning – buffer zones, changes to land zoning, planning issues.
EMERGING ISSUES	<p>Gene Technology – review of the National Gene Technology Scheme, independent review of South Australian moratorium announced by Minister Whetstone, development of new GM varieties (such as Omega-3 Canola).</p> <p>Amendments arising from the review of the <i>Mining Act 1971</i> and other changes to the current regulatory frameworks governing mining and exploration on agricultural land. Introduction of a Code of Conduct specifically dealing with land access issues between primary producers and resource companies, including new dispute resolution procedures.</p> <p>Legislative changes – possible Farm Debt Mediation Bill, repeal of the <i>Natural Resources Management Act 2004</i>.</p> <p>Industry coexistence – potential regulatory changes to manage spray drift and smoke taint, changes to GM moratorium.</p> <p>On-farm workplace health and safety regulation. SafeWork SA inspection and compliance of field bins.</p>

2018/19 PLANNED ACTIVITIES	Banking Royal Commission – changes to lending criteria and other banking policies that may impact the rural sector.
	Unreliable internet and telecommunications coverage in regional South Australia.
	Submission to Phase 3 of the Third Review of the National Gene Technology Scheme (via GPA). Participation in the independent review of the GM Crops moratorium.
	Representation on the NFF Drought Working Group on behalf of PPSA and development of a revised NFF drought policy.
	Repeal of the NRM Act, replacement legislation (via PPSA Natural Resource Management Committee).
GOVERNANCE	‘Hit your Target’ campaign to build awareness of spray drift management issues and best practice.
	Establishment of PPSA Workplace Health & Safety Committee.
	Participation in industry roundtables and other forums on topical issues, including mining access to farmland.
	Sub-committee structure TBA – revised terms of reference, membership to be developed following Organisational Review
REPRESENTATION TO KEY STAKEHOLDERS	<i>State Government</i> – Minister for Primary Industries and Regional Development, Minister for Environment and Water, Minister for Transport, Infrastructure and Local Government/Minister for Planning, Minister for Energy and Mining.
	<i>State agencies</i> – Primary Industries and Regions SA’s (PIRSA), Small Business Commissioner, Department of Environment and Water (DEW), Department of Planning Transport and Infrastructure (DPTI), Department For Energy and Mining, Department of State Development, SafeWork SA.
	<i>Peak bodies</i> – Grain Producers Australia (GPA), National Farmers’ Federation (NFF), Primary Producers SA (PPSA).
	<i>Industry bodies</i> – Grains Research & Development Corporation (GRDC).
	<i>Federal</i> – Minister for Agriculture and Water Resources, Department of Agriculture and Water Resources (DAWR), Australian Pesticides and Veterinary Medicines Authority (APVMA).
<i>Other</i> – South Australian Chamber of Mines & Energy (SACOME), Local Government Association of South Australia (LGASA), Business SA, NRM boards, Rural Business Support, Conservation Council of South Australia, Country Fire Service.	

5.0 Advocacy, policy setting and decision making for the grain industry

Alignment with Management Plan

Eligible funding activities item(s):

- 1) Advocacy, policy setting and decision making for the grain industry.
 - 10) Representation of grain growers at regional, state or national grain or agriculture industry forums provided such forums are relevant to identified areas of activity that provide benefits to the fund contributors.
 - 11) Representation of the industry on critical issues and contributing to government policy in (e.g. infrastructure, biosecurity, regulatory reform and compliance and industry development).
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Policy setting

GPSA develops and implements policies that promote the economic and environmental sustainability of the grains industry to benefit producers.

Policy is decided by the Board, after considering input from across all sectors of industry, through close involvement with grain producers, grain production groups, grains sector groups and the conduct of regular regional and state industry forums.

GPSA advances policy work through making representation to external parties, including other industry associations and affiliated bodies in agriculture. Policy staff regularly attend workshops, meetings and forums to advance policy positions and gather information to support evidence-based research. The outcomes from these activities are reported to the GPSA Board and/or sub-committees, as well as communicated to the broader grain industry.

GPSA also represents the interests of growers by making submissions on issues that will affect the future of the grain industry, to a range of government agencies, Parliamentary Inquiries and other consultative forums. Wherever possible, submissions are published on the GPSA website and made publicly available.

Policy Committees

GPSA has several sub-committees whose purpose is to focus on priority policy areas. Each sub-committee is led by a GPSA director and includes growers and may include industry stakeholders who work together on issues and, at times, provide recommendations to the GPSA Board.

By establishing sub-committees, a broad range of views and expertise can be sourced in the development of policy to support GPSA's work program, and provides an opportunity for industry-wide participation in projects supported by the Grain Industry Fund.

At the time of submitting this Operating Plan, the policy committees in operation included:

- Agricultural Security & Priority Committee (ASAP)
- Research, Development & Extension Committee (RD&E)

- Transport & Supply Chain Committee (TASC)

This structure will be reviewed in the 2018 calendar year, following the adoption of a new Strategic Plan to ensure the advisory structure remains relevant and inclusive.

Memberships

GPSA advances its policy work through working with State and National representative organisations, through making a direct financial contribution in fees and through investing significant staffing resources and other forms of in-kind support. GPSA seeks to influence policy deliberations of these bodies in the interests of South Australian grain producers.

Grain Producers Australia

Grain Producers Australia (GPA) represents Australia's broadacre, grain, pulse and oilseed producers at the national level. Broadly stated, GPA was created to foster a strong, innovative, profitable, globally competitive and environmentally sustainable grains industry in Australia.

The objectives of GPA are:

- To establish a strong independent national advocate for grain producers based on a rigorous and transparent policy development process;
- To engage all sectors of the Australian grains industry to ensure operation of the most efficient and profitable grain supply chain; and
- To facilitate a strategic approach to Research, Development and Extension (RDE) intended to deliver sound commercial outcomes from industry research.

GPA plays an important role in the oversight of Grains Research & Development Corporation (GRDC) on behalf of grain producers, as well as providing direction to Plant Health Australia (PHA) on plant biosecurity matters.

GPA is appointed by the Federal Minister for Agriculture and Water Resources, as the “representative organisation” for the GRDC under the *Primary Industries and Energy Research and Development Act 1989*. As part of this role, the board of GPA, including GPSA representatives, attend the regular, six-monthly consult meeting with the GRDC’s board and senior staff.

GPA also holds membership of Plant Health Australia on behalf of Australian grain producers, and is a signatory to the Emergency Plant Pest Response Deed. GPA’s responsibilities include:

- biosecurity planning and implementation at the national and farm levels
- liaising with federal and state governments on trade issues
- funding and supporting biosecurity initiatives
- participating in national committees and response efforts in an emergency.

GPSA maintains membership of GPA on behalf of grain producers in South Australia.

Primary Producers South Australia

Primary Producers SA (PPSA) is a coalition of peak bodies representing primary producers in South Australia. GPSA is a founding member and has nominated a councillor to the PPSA Council, to ensure grain production matters are considered in deliberations.

The purpose of PPSA is:

- To vigorously represent the interests and concerns of primary producers to government and the community;
- To present one voice to government and the wider community on cross-commodity issues affecting primary producers in South Australia;
- To promote the importance of primary production in South Australia and ensure that the contributions and achievements of primary producers are acknowledged and appreciated; and
- To work with and assist stakeholders and suppliers to primary production where such assistance will ultimately benefit primary producers.

GPSA participates in PPSA's cross-commodity policy sub-committees, including the Natural Resource Management Committee, a Transport and Infrastructure Committee, and a Research, Development and Extension Working Group. PPSA is also represented on a number of external boards and committees, and formerly meets with PIRSA on a quarterly basis.

GPSA also provides secretariat and policy support to PPSA as required.

National Farmers' Federation

The National Farmers' Federation (NFF) is the peak national body representing farmers and, more broadly, agriculture across Australia. It is one of Australia's foremost and respected advocacy organisations at the national political and community level.

Since 2017, PPSA has joined NFF as the only South Australian-based member of NFF, since the former South Australian Farmers' Federation (SAFF).

GPSA makes a co-contribution to PPSA's membership to NFF. In turn, GPSA has the opportunity to nominate representatives to a range of sub-committees and may participate in national policy forums convened by NFF.

In 2018, GPSA will be participating in the NFF lead 'Talking 2030' project, designed to achieve \$100 billion in farm gate output by 2030.

Advocacy

In accordance with its constitution, GPSA remains strictly non-party political.

GPSA engages with decision-makers of all tiers of government, and statutory bodies responsible for policy or programs relevant to grain production businesses in South Australia.

GPSA represents the interests of grain producers to the South Australian Parliament, and where appropriate, on State issues relevant to the Federal Parliament.

Prior to the 2018 State Election, GPSA promoted a policy agenda to all candidates and Parties, that outlined five key strategies to unlocking increased profitability in the grain industry for the benefit

of all South Australians. A copy of GPSA's report can be sourced via the GPSA website, including all responses received on behalf of political Parties.

GPSA will now work with the new South Australian Government and the broader Parliament, to progress legislation to support grain producers in line with this Election Statement, where GPSA sought a commitment to:

1. Create infrastructure efficiencies for lowest-cost delivery to markets.
2. Increase market access to boost returns to SA's economy.
3. Invest in plant science research, technologies and biosecurity.
4. Build a stronger workforce with new entrants and skills development for current participants.
5. Balance agriculture with competing land uses.

Industry partnerships

GPSA will leverage investment from the Grain Industry Fund, to develop partnerships with key industry stakeholders. We recognise the need to work constructively with industry, government and the broader community, to support our programs designed to encourage communication and cooperation between grain producers and other bodies associated with the grain industry.

GPSA is in regular contact with marketers, exporters, storage and handlers, researchers and farm input suppliers on behalf of growers.

GPSA will actively seek opportunities to provide leadership to industry forums for the benefit of grain producers. An excellent example of this work has been GPSA's lead role in coordinating the South Australian Barley Advisory Committee (SABAC) on behalf of the industry.

Priorities

GPSA works on behalf of South Australian producers across a whole range of issues and policy areas. However, producers consistently raise several key issues as impacting the profitability of their grain growing businesses through the annual GPSA Grower Priorities Survey.

As published on the GPSA website, in recent years priorities for GPSA advocacy have included:

- The moratorium on growing genetically modified crops in SA
- Increasing government property taxes
- Development that impedes producers' right to farm
- Grain markets and reporting
- Red and green tape reduction
- Competition in storage and handling
- Grain transport and supply chain infrastructure

6.0 Communications

Alignment with Management Plan

Eligible funding activities item(s):

- 4) Grain industry promotional activities including industry field days, conferences and other relevant events. Associated support and development costs can be included.
 - 5) Programs designed to encourage communication and cooperation between the fund contributors and other persons associated with the grain industry including consultation and communication with the fund contributors and other industry participants on industry issues.
 - 13) The collection and dissemination of information relevant to the grain industry to the fund contributors including the publication or dissemination of project outcomes to the fund contributors.
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Industry promotion

GPSA plays an important role in the generic promotion of the grains industry, including through attending field days, conferences and other events. A range of initiatives have been developed to educate the community, and key groups such as teachers and the public service, in raising awareness of the economic, social and environmental contribution made by the grains industry in South Australia.

GPSA is committed to ensuring that future workforce needs of the grains industry will be met, through promoting career opportunities from school through to post-graduate study in agriculture to the community.

GPSA recognises the need to invest in community education to achieve 'social licence' to operate, while helping to reduce future risk and regulatory response. This scenario may arise from a community backlash or political intervention that could disrupt trade, or impede the freedom to operate, such as restricting use of chemicals or farming practices.

GPSA also plays a role in promoting the economic opportunities arising from investment in the grains industry, including critical infrastructure and export supply chains, and grains research and technology to boost productivity.

Communication

In seeking to communicate our work to producers, GPSA develops targeted material to support the dissemination of information relevant to grain industry, including:

- Media releases
- Newsletter: monthly via email and post
- *Grain Producer* magazine
- Email blasts (single issues)

- Website updates
- Social Media including Facebook, Twitter and YouTube
- Traditional media (opinion pieces, feature articles, interviews)
- Advertising in state and regional newspapers
- Regional grower and board meetings
- Exhibitions at field days and industry events
- Fact Sheets
- Policy Statements
- Industry surveys
- Attending conferences, workshops, grower updates and similar industry activities.

GPSA engages the professional services of communication specialists to assist in the production and distribution of GPSA's communication material to industry, and to ensure an effective system of communicating with all fund contributors.

Annual Conference

GROWING SA 2017 was the inaugural annual conference of South Australia's grain and livestock industries. It was co-hosted by Grain Producers SA and Livestock SA; and was the first time both organisations had partnered to host their annual conference.

The event was strongly supported by grain producers, industry, media and government, with planning underway to stage GROWING SA again this year, as scheduled for September 14, 2018.

The conference is an opportunity for primary producers to hear the latest in policy developments, farm business tips and commodity research while networking with each other and industry service providers and policy decision-makers. It is held to coincide with GPSA's Annual General Meeting.

Grower education

GPSA develops information and education programs aimed at improving the efficiency and effectiveness of the grain industry.

GPSA acts as a conduit for grower education on issues that may require a change in practice or heightened awareness at key times (such as harvest), for the industry good. This activity may also arise from a change to regulation or an emerging threat to market access, for example.

GPSA has led several highly successful campaigns to improve the understanding and awareness of grain producers on particular matters and will be continuing this work in 2018 including focussing on farm chemicals and bushfire prevention strategies.

GPSA will provide support to the important work being undertaken by the South Australian Grain Market Access Group, in coordinating the industry campaign to improve grain quality and preserving Australia's reputation for high standards of biosecurity.

Consultation

Growers are encouraged to have input on the organisation's policies by contacting a board member or attending any of the forums which GPSA hosts and putting forward their view.

GPSA staff attend a host of industry meetings throughout the year too and are available to discuss issues with growers by contacting the office on 1300 734 884 (for the cost of a local call).

GPSA attends major field days as an exhibitor and will be present at biennial Eyre Peninsula Field Days to be held in Cleve from 14-16 August 2018.

GPSA holds pre and post-harvest forums which growers are invited to attend. These are widely advertised in GPSA newsletters and on the events section of the website.

GPSA runs two standard surveys every year – the mid-year Grower Priorities Survey and the Harvest Review Survey. In addition, GPSA promotes surveys from Primary Producers SA and on other important issues.

GPSA is ultimately accountable to all grain producers through the ongoing support for voluntary contributions made to the Grains Industry Fund each year.

7.0 Annual operating budget

Alignment with Management Plan

Eligible funding activities item(s):

- 6) Fees for affiliation of the applicant organisation with regional, state or national grain or agriculture industry bodies.
 - 8) Reasonable operating and management expenses including the remuneration of directors, management and staff.
 - 9) Reasonable operating expenses associated with these approved and funded activities.
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Annual Operating Budget 2018-19

The Grain Industry Fund provides a sustainable and secure source of funding to GPSA, to fulfil its charter to represent South Australian grain producers both locally and nationally.

The following budget demonstrates the GPSA Board's approved allocation of costs for the 2018-19 financial year. This following table shows how funds received from the Grains Industry Fund will be spent in this period, according to regulation 7 and consistent with the purpose of the Fund.

GPSA maintains financial reserves to manage the seasonal variation in grant monies available. Any funds received from the Grain Industry Fund that remain unspent, is shown on GPSA's financial statements as retained earnings, and predominately held as cash.

Expenditure 2018-19	
General & Administrative Expenses	\$243,424
Director Expenses	\$176,350
Employment Expenses	\$552,540
Meeting Expenses	\$97,082
Project Only Expenses	
Communications	\$87,510
Affiliation Fee: GPA	\$100,000
Affiliation Fee: NFF	\$75,000
Affiliation Fee: PPSA	\$50,000
Growing SA	\$20,000
Industry Development (contingency)	\$120,000
Total Project Only Expenses	\$452,510
Total Expenses	\$1,521,906

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