

Annual Report

2016-2017

Contents

Our Vision	3
Our Mission	3
Our Values	3
Preface	4
Policy	4
Key Achievements & Activities for 2016-2017	5
Chairman's Report	6
CEO's Report	9
Corporate Structure	11
Board of Directors	11
Board Meetings	11
Board Committees.....	11
Management team.....	13
Governance Framework.....	13
Funding of GPSA and GPSA projects	13
Financial Reporting.....	14
Auditing and Reporting	14
Profit & Loss	16
Balance Sheet	17
Project Expenditure	18
Membership	18
Projects 2017-2018.....	19

Our Vision

**Viable and sustainable grain
producers in South Australia**

Our Mission

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

Our Values

**Integrity through Transparency and Accountability
Consultative through approachability, communicating
Desire for outcomes that are fact based, proactive and considered**

Preface

Grain Producers SA (GPSA) is the Peak Industry Body for South Australian grain producers. It is unique in that it is a non-political body that represents all grain producers to government, the community and industry including, grain marketers, exporters, storage and handlers, researchers and farm input suppliers.

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 South Australian grains industry.

Policy

A Board of Directors is elected by grain producers 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.

The Board meets approximately eight times each year and rotates these meetings around the grain producing regions of the state when possible.

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.

Key Achievements & Activities for 2016-2017

- Mining Act review submission and communication
- ESCOSA review
- 90-day transport project involvement: ag machinery, last mile, road train access, NHVR workshops
- Competition around ports
- Lucky Bay proposal
- Key advocate for agriculture and agriculture sectors around Mining Act Review
- Building relationships with Government and Politicians
- Biosecurity
- Partnership with SafeWork SA - capacity building
- EP Rail review
- Review of shipping stem allocation
- SA Barley Advisory Committee secretariat
- Further developed the Harvest Code of Conduct
- Farm Fire Units review input
- Pool payments - ASIC submission
- Working with National Grain bodies
- Biosecurity
- NRM
- AgExcellence Alliance
- Updating grain transport code
- Burning Code input
- Industry Skills Fund - grower education
- Grain Industry Market Forum
- SAGMAG established
- Permit for glyphosate on barley; access to other chemicals
- Communication to growers expanded via website and social media
- Field Day at Cleve - Ministers, departmental CE's visiting the site
- Rural Business Support
- Scope value adding project
- Mouse Bait stations ongoing
- GRDC IOC input
- AGIC Conference: capacity building young farmers
- Capacity Building via Governors Leadership Program

Chairman's Report

The 2017 Annual General Meeting marks my first full year as Chair of Grain Producers SA. From a production perspective, I certainly wish they could all be like 2016 ... the largest harvest in our state's history and a record-breaking year for legumes, which was even more fitting in 2016 as the International Year of Pulses.

South Australia is renowned for high value food production and the SA grains industry supports that reputation by striving to be the highest quality, safest and reliable food producers that we can. At the same time, we need to continue to place a high importance on maintaining the integrity of the lower value grains we produce. While a portion of our produce is fed to animals, at the point of sowing right through to harvest, it is all intended to be supplied to a quality food market.

Along the entire supply chain, there may be differences in opinion in how we do things. However we need to keep the broader objective in mind – we are supplying food to people – and we want to ensure the social and economic importance of our industry is known and respected, both locally and beyond. As food producers, we are ever-mindful of the fact that we have a role to play in ensuring we evolve and meet the expectations of our consumers and the communities in which we operate.

Our industry is a leader in innovation and early adoption of technology. This, combined with our focus on quality food production, means we are an industry of professional business owners and operators. This profile requires promotion, particularly to attract the next generation of people required to drive the industry. As technology continues to evolve, and pressure increases on our limited research funds to invest in 'blue sky' developments, we need to build the industry's skills and capacity.

GPSA's role

It is in this wider context that GPSA operates. Our tagline is 'grower-driven advocacy for a profitable grains industry'. Our vision is to 'ensure a viable and sustainable industry in South Australia for grain producers through leadership, advocacy and communication'. Our role is to develop and implement policies that promote the industry's economic and environmental sustainability – to benefit us as producers.

These are the core statements and functions of GPSA as your representative body. While you farm, GPSA is working on your behalf on a range of challenges and opportunities in the industry. GPSA can only achieve outcomes when we have a well-connected and engaged membership. The organisation will not deliver the benefits back to its members by itself – it is guided by and takes direction from its members.

However, at the same time, GPSA should not just focus on what is popular either. We need to be driven by what will make the most difference to our members on-farm and not by short-term issues and imperatives.

GPSA's future

GPSA is at an important juncture. Six years on from its establishment, we have a strong board with renewal and succession taking place. We have a well-resourced and highly skilled staff. While it is important to reflect on the early successes of the organisation, they are history. We need a firm eye on the industry's requirements over the next 10 to 20 years – and beyond. We need to be anticipating the next challenges we face and where our industry funds need to be invested now to make maximum difference and meet the demand of the future. Education, capacity building, work health and safety will not register highly when we survey members on pressing issues, but they are priorities and need addressing. We need to get ahead of the game because if we don't we will lose control of these issues.

Local industry reach

GPSA has a board of six grower-directors, plus myself as Chair. As grower-elected directors, they have the capacity to appoint two independent directors and one position is currently filled by former lawyer Andrew Goode. The board has recently renewed Andrew's appointment until the 2018 AGM. As directors, we cannot be the only people steering the industry's future. GPSA's use of sub-committees

has been critical in furthering our engagement with members and ensuring that policy is driven from the ground up.

The board exists first and foremost to ensure that the funds that you entrust to GPSA are generating the best return and that the policy development framework is effective and successful. The contribution of the sub-committees has been invaluable in providing additional policy direction and advice for consideration by the board. GPSA has three policy sub-committees – the Agricultural Security and Priority Committee, the Research, Development and Extension Committee, and the Transport and Supply Chain Committee. A number of growers and industry service providers have input through these sub-committees and I thank them for their contributions in 2016-17. The sub-committees have evolved over time – and continue to evolve – as a number of high impact issues for SA grain producers are considered.

Working in partnership

GPSA works with Grain Producers Australia at a national level to effect change for SA grain producers. As a small, nimble organisation, GPA – through Chair Andrew Weidemann and his team – achieves results at an incredibly high standard and the grain industry would be poorer without its representation. As part of our membership, GPSA contributes financially to GPA and if we want to assess the return on our investment over the year, it is hard to match the workload and influence that GPA is able to deliver for us on a national stage. The team's work in policy has achieved some outstanding results for growers in SA such as use of glyphosate permit on barley, dimethoate and omethoate reviews, trade and market access.

At a state level, GPSA is one of five commodity members of Primary Producers SA. After the shake-up in SA advocacy in 2011, PPSA is also at an important juncture in which it has been operating for six years and it is time to assess whether it is achieving what it was intended to at the outset. A key measure of this success will be the ability to clearly and successfully articulate a strategy for action on cross-commodity issues in the lead-up to the 2018 State Election.

PPSA Executive Chairman Rob Kerin is a great asset to the wider agricultural industry and has been instrumental in ensuring PPSA is the first port of call for government on issues affecting our industry. However, PPSA needs to be resourced for effectiveness and with varying levels of support from commodity groups, we need a whole of agriculture solution to see PPSA evolve to the next stage. PPSA needs to be strongly advocating for all producers on cross-commodity issues in a greater capacity, with increased resources to create policy and lead the discussion on our behalf. There has been an increasing push in the past year from the commodity groups to have a voice at the national table through the National Farmers Federation, which will be a positive step in ensuring our issues are heard beyond our state.

Future of advocacy

The GROWING SA conference is a great opportunity to contemplate what we need in the future to be effective in advocacy. Regardless of which political party is in power, or whether you are a rural or metropolitan voter, a strong grains and agricultural industry is good for the state's prosperity.

To quote National Farmers Federation President Fiona Simson, the future of advocacy is changing. It is no longer about a 'bunch of blokes in tweed jackets rolling into town to meet and discuss policy'. The way we develop policy has evolved and the window of time to its development is so much smaller. There is often so little time for policy-makers to engage with industry and for industry to develop a well-researched and developed response. Farmers' daily demands are more fast-paced and so too are their expectations on outcomes. This is the current reality which GPSA must deal with in order to plan its future.

Also, there are many different ways to promote and advocate for the industry, such as through Twitter and Facebook. Through these platforms, there are so many more people advocating for our industry and to a wider audience on a daily basis. The industry has been poor in coordinating these efforts and

GPSA and PPSA, in conjunction with our national partners GPA and NFF, are the ones which need to pull this wealth of content together.

Special thanks

This year, three 'generals' of advocacy in this state have retired – Max Wilksch, Brett Roberts and Peter Polkinghorne. A huge thank you goes to all of them for the countless hours they have spent away from their businesses over the years – often unpaid – to further the grains industry in this state. In addition, Max has been a passionate advocate for cross-commodity issues through the ASAP Committee. They will be missed but I'm sure they will be happy to see a younger generation of growers coming through to take their place and carry-on the good work they have contributed to over time.

I would like to thank my fellow directors, sub-committee members, valued contractors to the organisation and most of all the staff, led by our CEO Darren Arney. While Darren's report will include an assessment of the key milestones for the year, I believe GPSA has continued to operate at a high level since its inception. Our team is up to the task of representing producers' needs at a local, state and national level and will continue to work hard to meet the evolving needs of our members into the future.

I wish you all the best for a productive and profitable season 2017.

Wade Dabinett
Chairman

CEO's Report

In the 2016/17 season, South Australia produced a record crop of approximately 11.1 million tonnes from 4 million hectares sown. It was the eighth season in a row where the rolling 10-year production average was exceeded. However, grain prices were lower than average, resulting in farm revenues being similar to the previous season for most grain producers. The area sown to lentils in South Australia also increased 25 per cent on the 2015/16 season – which means it has become the third most valuable grain crop.

The outlook for the 2017/18 season has improved slightly compared with earlier in the year because of good rains in the second half of winter. However the dry conditions through May and June in some parts of the state have led to delayed crops. As a result, good spring conditions are required if state grain production is to perform to average.

Over the past 12 months, there has been a number of key areas in which Grain Producers SA has been able to make inroads.

The Essential Services Commission of South Australia (ECOSA) was instructed by the State Treasurer to undertake an inquiry in relation to the South Australian bulk grain supply chain. This is a key recommendation from the State Select Committee into the Grain Handling Industry made nearly five years ago in 2012. GPSA has stridently sought to have the recommendation implemented to ensure grain producers, government and industry can be assured that the grain handling system in South Australia is operating effectively and efficiently.

So far this season, there has been a serious mouse plague in some key cropping regions in the state which may impact crops into spring. In 2014, GPSA commissioned a Standard Operating Procedure for the manufacture of mouse bait mixing on farm. This, combined with work conducted by the Grains Research and Development Corporation and Grain Producers Australia, has meant the cost and availability of mouse bait has improved, allowing improved timing of applications and reduced costs to grain producers.

Biosecurity is now of even greater importance to the South Australian grains industry and to grain markets both locally and overseas. International customers of Australian grain are applying stricter phytosanitary protocols to grain imports, in response to consumer demand and in relation to their own domestic production sector. South Australian grain is highly regarded in terms of functionality and quality and is increasingly being recognised for safety and provenance. International customers continue to demand high quality and safe food and are increasingly looking for demonstration of absence of insect pests and weeds, of which South Australia has a good reputation.

In September 2016, the State Government announced a review of the Mining Act in South Australia. GPSA has been front and centre in engaging with grain producers across the state to develop a policy that improves the rights of existing landholders in their dealings with government – the owner of the minerals – and the exploration and mining companies seeking to exploit the mineral reserves. This issue can have a very stressful and sustained impact on affected landholders' wellbeing as well as having significant financial impact on farmers' key assets, particularly land.

Work on transport and the movement of agricultural plant and equipment has also been undertaken to try and reduce the level of red tape faced by farmers in the community. The 90-Day Transport Project has already delivered economic benefits and GPSA, through Primary Producers SA, continues to follow up on the list of transport priorities generated during surveys of members, including improvements to the movement of agricultural plant and equipment and more efficient road and rail transport of grain.

The further expansion of multi-peril crop insurance products available in South Australia and the Commonwealth Government subsidy to partially offset some of the establishment costs has been a step in the right direction for grain producers looking to manage risk. Support from the State Government is also needed to reduce the establishment costs of these risk management products including waiving stamp duty on premiums, which would likely lead to less reliance on government in time of drought.

Being a well-funded organisation has enabled GPSA to grow its resources to better communicate and develop policy and to be able to influence decisions at the highest level.

I would like to take this opportunity to thank the team at GPSA for their efforts in developing and promoting policy and communication with growers and stakeholders. A great job from Belinda, Trudy, Shane, Amanda and Bel.

Darren Arney
Chief Executive Officer

Corporate Structure

GPSA 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) or to the Wheat Marketing Act 1989 (WMA) receive free membership to GPSA.

Board of Directors

A Board of Directors is elected by grain producers 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.

The Board meets approximately eight times each year and rotates these meetings around the grain producing regions of the state.

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's non-executive Directors are:

Wade Dabinett, Chair	Adrian McCabe (appointed 21 October 2016)
David Malpas, Deputy Chair	Peter Polkinghorne
Stephen Ball	Brett Roberts (retired 26 May 2017)
Andrew Goode, Independent Director	Max Wilksch (retired 10 August 2016)
Garry Hansen	Dion Woolford (appointed 31 March 2017)

There are provisions within the constitution of GPSA for the Board to appoint up to two independent Directors. The constitution of GPSA can be found at www.grainproducerssa.com.au.

Board Meetings

The board met 8 times during 2016-2017, directors attending as per the table below.

Director	Applicable Meetings	Meetings Attended	Meetings Not Attended*
Wade Dabinett	8	8	-
Stephen Ball	8	6	2
Andrew Goode	8	7	1
Garry Hansen	8	7	1
David Malpas	8	7	1
Adrian McCabe	6	6	-
Peter Polkinghorne	8	7	1
Brett Roberts	8	6	2
Max Wilksch	1	1	-
Dion Woolford	2	2	-

* Apology received

Board Committees

The GPSA Board has four Board committees:

- Audit & Finance Committee
- Agricultural Security & Priority (ASAP) Committee
- Research, Development & Extension (RD&E) Committee
- Transport & Supply Chain (TASC) Committee`

Audit & Finance Committee

GPSA recognises that exemplary corporate governance and diligent monitoring of its compliance with its legal obligations are vitally important to the fulfilment of its mission, and it maintains an Audit & Finance Committee.

The objective of the Audit & 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.

Mr David Malpas chairs the Audit & Finance Committee and Mr Wade Dabinett, Mr Garry Hansen and GPSA CEO Mr Darren Arney are members.

Agricultural Security & Priority Committee

Chaired by Mr Wade Dabinett, the ASAP committee aims to:

- Advocate for the right to farm by making informed recommendations for the Board of GPSA to consider;
- As directed by the GPSA Board, respond to grain growers requests to support the argument that they have a right to be able to continue to farm into the future, and
- Provide relevant and timely information to the Board of GPSA on issues relating to security of production and the right to farm whilst recognising that a blanket "one size fits all" policy approach may not be practicable.
- Provide a point of contact within GPSA for grain growers affected by competing land use conflicts.
- Provide the framework for the production, collection, and dissemination of data and information regarding the priority of agricultural production and the right to sustainable and viable farming.
- Advocate for protecting the value of farm assets and the health and wellbeing of farmers.

Research, Development and Extension Committee

Chaired by Mr Stephen Ball, the RD&E committee aims to:

- Promote RD&E in Agriculture and the value it brings to South Australia.
- Evaluate efficacy of RD&E programs conducted in South Australia for all crops.
- Consider issues and opportunities around intellectual property and levy payers.
- Examine levy funding of Grain Producers Australia from the GRDC grain levy.
- Review the National RD&E framework.
- Oversee SAGIT and its expenditure.
- Evaluate the value of funding from SA grain growers to government research facilities.
- Coordinate with GPA & GGL on GRDC oversight.
- Evaluate any proposed future structure of GRDC and/or potential future research models.
- Evaluate the GRDC bilateral arrangement between GRDC & SARDI.
- Support RD&E into the latest technologies including gene editing and genetic modification.
- Link with other groups involved in RD&E such as Barley Australia through SA Barley Advisory Committee, Australian Oilseeds Federation, and Pulse Australia.

Transport and Supply Chain Committee

Chaired by Mr Wade Dabinett, the TASC committee aims to:

- Advocate for a more efficient and effective Grain Transport and Supply Chain leading to a reduction of farm gate to ship's hold costs;
- Provide relevant and timely information to the Board of GPSA on issues relating to Grain Transport and Supply Chain;
- Provide a point of contact within GPSA for Grain Transport and Supply Chain issues & opportunities;
- Provide the framework for the production, collection, and dissemination of data and information regarding the Grain Transport and Supply Chain.

Management team

GPSA has a small management team that focuses on project work, business matters, compliance, finance, stakeholder relations, communication and administration. This 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.

Key office holders are Chief Executive Officer Darren Arney and Business Manager Belinda Ryan. GPSA also carries out project and policy work through the employment of Policy Officers, Shane Gale and Trudy Huczko. Subcontracted professionals, the CEO and Board members also undertake project work.

Governance Framework

GPSA policy work is funded by Regulation established under the *Primary Industry Funding Scheme (Grain Industry Fund) Regulations 2012* (PIFS Grain). The Minister for Agriculture, Food and Fisheries is responsible for the management of funds collected under the PIFS Grain. The PIFS 2012-2017 PIFS Grain Management Plan was released by the Minister on 29 October 2012 and provides guidance as to how the funds may be applied. The Management Plan is reviewed annually with industry consultation.

Regulations under the *Primary Industry Funding Schemes Act 1998* (the Act) establish the Grain Industry Fund (Fund) to collect contributions from South Australian grain growers to support grains industry activities.

The *PIFS Grain Regulations 2012* (Regulations) came into effect on 1 March 2012, with the initial rate of 5 cents per tonne of grain to be deducted by the first purchaser of grain from the payment to the grower and forwarded to the Minister for investment in the Fund.

Funding of GPSA and GPSA projects

PIFS Grain was established in March 2012. The contribution rate for PIFS Grain was 20 cents per tonne for the 2012/13 harvest, and will remain at this level for the 2017/18 harvest. This provides a sustainable and secure source of funding to represent South Australian grain producers both locally and nationally.

Any change to the contribution rate is undertaken following consultation with SA grain producers.

Financial Reporting

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 10 August 2016. The next AGM will be held on 11 August 2017.

GPSA also reports on monies spent of the PIFS Grain fund to the Minister for Agriculture, Food and Fisheries in 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.

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, financial risk management, and prudential guidelines for business ventures.

Monitoring performance

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

Financial control

GPSA maintains accounts and records of transactions and affairs in accordance with the Australian Accounting Standards, and with other legislative requirements.

The Board of GPSA has established the following compliance and reporting schedule for the payment of PIFS grains monies:

Delegated authority (maximum):

- Business Manager, Policy Officers \$2,000
- Chief Executive Officer \$15,000
- Chairman \$30,000
- Board approval required for payments exceeding \$30,000.

Audit process

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

Reporting to stakeholders

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, newsletters, the GPSA website and participation in conferences, forums, workshops and other activities.

Planning and reporting

GPSA's corporate planning and reporting approach includes:

- a Strategic Plan that sets out GPSA's high-level goals, strategies and performance measures for a five-year period, developed in consultation with stakeholders,
- an 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, and
- an 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.

Risk Management

GPSA maintains the following level of insurance cover through its insurance agent. Details of policies and cover held as at 30 June 2017:

- Public and Liability Limit \$20,000,000
- Association Liability Limit \$5,000,000
- General Property Cover \$12,333
- Motor Vehicle (agreed value) \$133,120

Insurance cover is reviewed annually and adjusted as required.

Communication

GPSA is in regular communication with its members and industry stakeholders. Forms of communication include:

- Newsletter: monthly via email and post
- Surveys
- 1300 number
- Website
- Social Media including Facebook, Twitter and YouTube (recent video 50,000 views)
- Advertising in state and regional newspapers
- Regional grower and board meetings

Profit & Loss

	01/07/2016 to 30/06/2017 \$	01/07/2015 to 30/06/2016 \$
INCOME		
PIFS Funds	1,600,000	1,200,000
ISF Income	169,483	64,944
Sundry Income	13,464	8,342
SABAC Corporate Membership	4,500	4,500
Interest	5,002	2,626
Training	13,214	21,785
TOTAL INCOME	1,805,663	1,302,197
EXPENSES		
Accounting	1,670	720
Administration	70,977	35,122
Advertising/Communication	111,923	58,922
Audit Fees	4,600	4,450
Consulting Fees	127,776	154,358
Contribution to GPA	100,000	100,000
Contribution to PPSA	50,000	12,000
Contribution to Uni of Adelaide	30,000	30,000
Directors Fees	143,442	123,000
Employment Expenses	480,509	446,079
Industry Skills Fund	169,483	64,944
Insurance	4,408	4,452
Legal Fees	22,642	35,114
Meetings/Functions	22,856	17,883
Motor Vehicle Expenses	76,134	35,714
Rent/Occupancy	30,916	28,921
Seminars & Conferences	17,713	24,489
Sitting Fees	13,754	9,843
Telephone/Internet	11,191	11,376
Travel	46,912	46,838
TOTAL EXPENSES	1,536,906	1,244,227
TOTAL COMPREHENSIVE INCOME		
ATTRIBUTABLE TO MEMBERS OF THE ENTITY	268,757	57,970

Balance Sheet

	30/06/2017	30/06/2016
	\$	\$
ASSETS		
Current Assets		
Cash at Bank - National Australia Bank	394,560	353,346
Term Deposit - National Australia Bank	200,000	10,000
Accounts Receivable	7,502	25,679
GST Receivable	7,328	6,069
Petty Cash	200	200
Prepaid Expenses	19,042	12,639
Total Current Assets	628,632	407,933
Non-Current Assets		
Plant & Equipment at Cost	17,652	16,930
Less Accumulated Depreciation	(12,720)	(12,206)
	4,932	4,724
Motor Vehicles	121,607	59,126
Less Accumulated Depreciation	(6,428)	(17,964)
	115,179	41,162
Total Non-Current Assets	120,111	45,886
TOTAL ASSETS	748,743	453,819
LIABILITIES		
Current Liabilities		
Trade & Other Payables	21,152	42,999
Accrued Expenses	47,715	47,300
PAYG Withholding	16,398	9,940
Employee Provisions	36,858	20,834
Loan - Toyota	57,360	32,243
Total Current Liabilities	179,483	153,316
TOTAL LIABILITIES	179,483	153,316
NET ASSETS	569,260	300,503
MEMBERS FUNDS		
Retained Surplus	569,260	300,503
TOTAL MEMBERS FUNDS	569,260	300,503

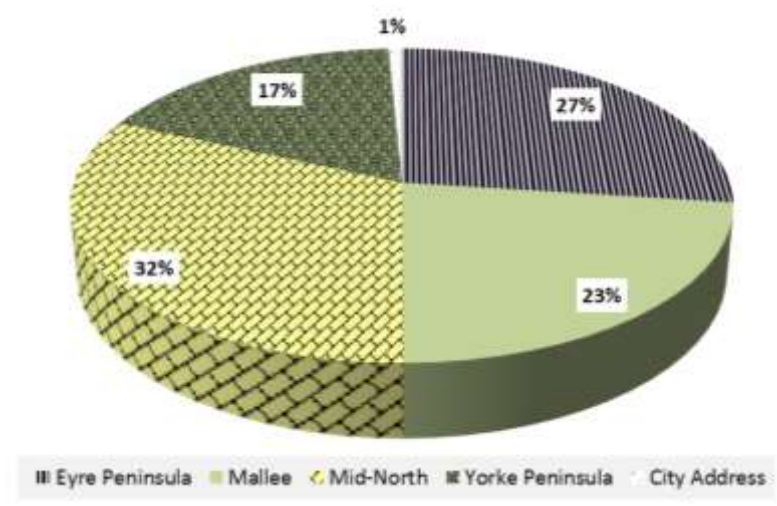
Project Expenditure

EXPENDITURE	Year to Date	Full Year Budget	Variance
Projects			
PN	-		
1 Grain Stewardship program	197,738.17	200,000.00	2,261.83
2 Grain Freight and Logistics Plan	203,466.59	200,000.00	(3,466.59)
3 Communication and Grower Consultation Framework	57,993.46	50,000.00	(7,993.46)
7 Biosecurity	30,885.38	25,000.00	(5,885.38)
10 Review Market Information Availability	40,000.00	50,000.00	10,000.00
14 Review and Evaluation of Grain Marketing Products	36,000.00	30,000.00	(6,000.00)
15 Increased Competition in Grain Markets in SA	61,305.06	100,000.00	38,694.94
16 Worker Health and Safety	46,641.23	30,000.00	(16,641.23)
17 Natural Resource Management	14,060.69	30,000.00	15,939.31
18 Promotion of Agriculture to Customers and Community	48,321.94	50,000.00	1,678.06
23 Grains R&D Oversight	24,353.99	50,000.00	25,646.01
24 Improved access and efficiency of Port Facilities	35,009.45	50,000.00	14,990.55
28 Pre and Post Harvest Technical Forums	-	15,000.00	15,000.00
30 Thevenard Port Terminal Access	29,512.16	50,000.00	20,487.84
32 Fees for affiliation of relevant industry bodies	197,154.66	300,000.00	102,845.34
33 South Australian Barley Advisory Committee	11,542.29	10,000.00	(1,542.29)
34 Dissemination of project outcomes to fund contributors	20,673.49	20,000.00	(673.49)
35 Grain Production and Competing/Complementary Land Use	146,630.50	125,000.00	(21,630.50)
36 Grain Production and Capital Access	6,000.00	25,000.00	19,000.00
37 Capacity Building	60,133.45	60,000.00	(133.45)
	-		-
	1,267,422.52	1,470,000.00	202,577.48
Administration	100,000.00	100,000.00	-
	100,000.00	100,000.00	-
TOTAL EXPENDITURE	1,367,422.52	1,570,000.00	202,577.48
Unspent funds	268,757.20	30,000.00	238,757.20

Membership

The GPSA database currently contains the names of 2,070 South Australian grain producing businesses; of these 1,332 have completed an Application for Membership form, an increase of 129 from 2016.

Membership by Region:



Projects 2017-2018

No	Strategy	Action Milestones	Budget Allocation 2017-18
1	Grain Stewardship & Market Access		\$250,000
	Gather and disseminate information to improve market access.	Work with AEGIC and GIMAF to promote SA grain overseas.	Ongoing
	Review and highlight safe crop protection product use.	Engage with NRTS on crop protection products and promote the safe use of products.	June
	Ensure continued access to crop protection products.	Contribute to National Working Party on Grain Protection and report back to growers and industry.	June
	Agvet Chemical Use.	Working with PIRSA, APVMA and industry stakeholders re use of Agvet chemicals.	Ongoing
	Review existing QA and stewardship programs.	Contribute to National Working Party on Pesticide Application and report back to growers and industry.	Ongoing
	Highlight and build upon SA brand premium food and wine from a clean environment.	Work with industry to improve supply chain dynamics and educate growers around safe food handling.	Ongoing
		Review storage and handling agreements and develop dispute resolution processes.	Ongoing
		Review Industry codes relevant to grain producers including harvest, transport, burning.	Ongoing
	Access to innovative products and services.	Review and disseminate information to growers on new products and services including new crops, varieties, farmaceuticals, digital and other technologies to improve gross farm profit and sustainability.	Ongoing
	NHVR & DPTI.	Improve ability to move and transport agricultural plant and equipment.	Ongoing
	SA Power Networks	Safety and movement of plant and equipment. On-farm infrastructure.	Ongoing
	Supply chain value-add project.	Engage high-level consultant to review supply chain and extract further value for growers.	Ongoing

No	Strategy	Action Milestones	Budget Allocation 2017-18
	Identify impact of road user charge	Study on impact of road user charge. Associated impact of road/rail combinations and impact of growers running own trucks.	Ongoing
2	Grain Freight and Logistics		\$250,000
	Improve grain transport and logistics within South Australia to reduce transport costs.	Work with industry stakeholders including Heavy Vehicle Industry Forum.	Ongoing
	Improve allocation of vessel capacity to ensure timely and efficient export of grain.	Review Viterro auction allocation system and new port code of access.	October & May
	Improve access to grain storage and handling facilities.	Work with industry and government stakeholders.	Ongoing
	Reduce costs and improve efficiency of grain freight and logistics.	Work with DPTI PIRSA and other stakeholders to develop grain transport and logistics.	Ongoing
		Review proposed new market entrants.	Ongoing
		Review road, rail and shipping arrangements including EP Rail Agreement.	Ongoing
		Recommendations to progress 90-day transport project.	Ongoing
	NHVR.	Facilitate flexible transport arrangements for primary producers.	Ongoing
	ESCOSA supply chain review.	Participate in ESCOSA review.	Ongoing
	PPSA Transport Committee.	Participate in PPSA Transport Committee on cross- commodity transport issues including the 90-day project MkII.	Ongoing
3	Communication and Grower Consultation Framework		\$80,000
	Develop an effective communication framework for consultation with all grain producers in SA.	Communication Plan developed.	Ongoing
		Social media.	Ongoing
		YouTube videos.	Ongoing
		Annual Report.	September
		Attend Field Days and Grower Meetings.	Ongoing

No	Strategy	Action Milestones	Budget Allocation 2017-18
	Regular newsletter communication with grain producers via email and post.	Monthly newsletter.	Ongoing
	Current website with good functionality and information useful to grain producers.	Regular Website updates.	Ongoing
	Make becoming a member simple and attainable.	Membership application available via online form or download from website and fax/email to GPSA.	Ongoing
		Membership forms available from GPSA Directors and Staff.	Ongoing
		Membership forms available at industry forums and meetings.	Ongoing
	Evidence of growing membership numbers.	Updated database.	Ongoing
	Create awareness of GPSA policies.	Media Releases.	Ongoing
		Production and promotion of policy document.	August
		Evidence of growing membership numbers.	Ongoing
7	Biosecurity		\$25,000
	Maintain stringent controls around pest and disease incursion in South Australia.	Develop action plan in conjunction with Biosecurity SA.	Ongoing
	Work with Biosecurity SA at field days and other grower-attended events.	Work with Biosecurity SA at field days and other grower-attended events.	Ongoing
10	Review Market Information Availability		\$50,000
	Increase competitor activity by ensuring grains stock information is available to all industry stakeholders in a timely, practical and cost effective manner.	Work with GPA and other SFO's to improve stocks information reporting to all market participants.	April
	Review stock information transparency and stock information services.	Review stock information transparency and stock information services.	Ongoing
	Review price transparency and pricing services.	Aid in the evaluation and development of market information services.	Ongoing

No	Strategy	Action Milestones	Budget Allocation 2017-18
14	Review and Evaluate Grain Marketing Products and Transactions		\$30,000
	Develop a standardised reporting structure of grain marketing products including concise reporting of performance.	Work with industry and government around accurate reporting of marketing products.	Ongoing
	Ensure accountability of pool operators to grain producers.	Work with industry regulators around legislation and compliance of pools and other grain marketing products.	Ongoing
	Review current legislation around grain pools exemption from Australian Financial Services Regulation.	Assist grain producers in protecting their interest in grain marketing.	Ongoing
	Facilitate training of grain producers and industry around different grain marketing tools and products.	Work with industry stakeholders around improved risk management products for grain producers.	Ongoing
	Assist industry in developing new and innovative products to manage price, production and cash flow risks in the selling strategies of grain.	Review counter party solvency and capacity to pay and make recommendations to government and industry.	October
15	Increased Competition in Grain Markets in South Australia		\$100,000
	Foster the development of a competitive supply chain and ensure access equality and access for grain traders in South Australia.	Attend Australian Grains Industry Conference and report to growers and industry stakeholders.	August
	Review current access arrangements for third party and grain producer deliveries through the BHC.	Progress recommendations from State Select committee on grain handling.	Ongoing
	Assist grain exporters and merchants in accessing South Australian Grain.	Work with industry to determine and reduce barriers to competition.	Ongoing
	Promote South Australian grain to international national and domestic consumers.	Work with industry bodies in improving understanding of grain markets and the supply chain.	Ongoing
	Ensure export out turn standards for bulk and containerised grain is maintained and enhanced.	Work with industry bodies in improving understanding of grain markets and the supply chain.	Ongoing
16	Worker Health Safety and Wellbeing / Industrial Relations		\$60,000
	Ensure grain producers are aware of, and promote compliance with, WHS policy.	Communicate key legislation items to growers.	Ongoing

No	Strategy	Action Milestones	Budget Allocation 2017-18
		Website links to relevant information.	Ongoing
	Provide input into improving WHS issues.	Work with PPSA.	Ongoing
		Engage IR/WHS Consultant to support grain producers.	Ongoing
		Engage IR/WHS Consultant to produce policies relevant to grain producers.	Ongoing
		Identify opportunities for farmers to improve on-farm WHS outcomes.	Ongoing
	Work with industry stakeholders.	Work with SafeWorkSA to promote WHS manual developed for farmers.	Ongoing
17	Natural Resource Management		\$30,000
	Provide ongoing support in developing sustainable farming practices.	Provide support to grower representation at NRM.	Ongoing
18	Promotion of Agriculture to Customers and Community		\$50,000
	Promote Agriculture to consumers and the community.	Work with industry partners and stakeholders to promote benefits of ag socially, financially and environmentally via social license project and promotional publication.	Ongoing
		Social license project.	July
		Stakeholder update 2 x per annum.	Ongoing
	Branding model for SA Grain.	Lift profile of grain industry.	Ongoing
		Work with stakeholders.	Ongoing
23	Grains Research and Development		\$50,000
	Provide grower input into RD&E projects and progress extension of R&D activities.	Represent grain producers as key stakeholders in RD&E funding and outcomes.	October and February
	Assist in the extension and communication of RD&E projects.	Participate in farmer extension days including updates, crop walks and open days.	Ongoing
	Ensure good governance around grain producer contributions to RD&E funding.	Provide oversight of SAGIT trustee selection and financial results.	Ongoing

No	Strategy	Action Milestones	Budget Allocation 2017-18
24	Improved access and efficiency of Port Facilities		\$80,000
	Develop solutions with industry and government around efficient and cost effective access to grain export port facilities.	Review LTA performance and port access arrangements.	October
		Ensure port access is maintained and enhanced at existing and potential ports.	
	Participate in development of alternative port facilities.	Facilitate a review of physical constraints to port access.	Ongoing
	Assist in third party access to port terminals.	Attend meeting of Grains Industry Association SA to promote efficient port access and grain transport.	Ongoing
28	Pre- and Post-Harvest Forums		\$15,000
	Provide a forum to annually review harvest issues and to present solutions and research prior to harvest of the subsequent year.	Conduct Shed Meetings.	July
		Conduct post-harvest review survey.	December
		Conduct grower priorities survey.	July
30	Thevenard Port		\$20,000
	Develop solutions with industry and government around efficient and cost effective access to Thevenard Port.	Ensure port access is maintained and enhanced.	Ongoing
32	Affiliation with Industry Bodies		\$300,000
	Assist funding of national bodies to promote issues of national influence on grain producers.	Assist in policy development through the Grain Producers Australia as the Representative Organisation under the PIERD Act.	Ongoing
	Work with national grains industry stakeholders and organisation.	Participate in GPA Grains Policy Council.	Quarterly
	Develop and implement policy on cross commodity issues at state and national level.	Relationship with NFF (via GPA) to further primary producers concerns at a national level.	Ongoing
		Membership of Primary Producers SA.	Annually
	Membership of industry groups.	Membership of industry groups.	Annually
33	South Australian Barley Advisory Committee		\$10,000
	Provide secretariat services to SABAC.	Convene April meeting.	April

No	Strategy	Action Milestones	Budget Allocation 2017-18
	Convene two meetings per annum bringing together growers, traders, plant breeders and maltsters to discuss matters affecting the Barley industry in SA.	Convene September meeting.	September annually
	Distribute minutes of other barley groups to SABAC.	Minutes of SEBAC and WABAC distributed to SABAC members.	As required
	Distribute minutes of SABAC meeting to SEBAC and WABAC.	Distribute SABAC minutes to SEBAC and WABAC.	As required
34	Dissemination of project outcomes to fund contributors		\$20,000
	Dissemination of project outcomes to fund contributors.	Project report to PIRSA.	Quarterly
	Review project progress against milestones annually and report to PIRSA.	Release Annual Report at AGM.	September
	Annual General Meeting.	Joint Forum/AGM with Livestock SA.	August
35	Grain Production and Competing/Complementary Land Use		\$125,000
	Scope grain production and alternative land uses and the effects on grain producers and the grain value chain.	Work with stakeholders in minimising the impacts of conflicting land use.	Ongoing
		Educate grain producers in rights and obligations in regards to issues such as exploration, mining, native vegetation, wind farms, aboriginal heritage, local government and urban development.	Ongoing
		Review and make recommendations on legislation.	Ongoing
36	Grain Production and Capital Access		\$25,000
	Provide input to review existing and new and innovative ways to attract capital to grain production.	Work with industry and government on business and capital access models to benefit grain producers.	Ongoing
		Facilitate business management education and risk management to enable improved business outcomes.	Ongoing
37	Capacity Building		\$120,000
	Improve capacity of information and skills to grain producers and the supply chain to build financial outcomes for grain producers.	Sponsor Adelaide University PhD in Agricultural Economics for the benefit of grain producers.	Annually

No	Strategy	Action Milestones	Budget Allocation 2017-18
	Build young farmers understanding of key markets and post farm-gate environment and its influence on farm-gate prices.	Sponsor young farmers to AGIC and other appropriate event(s).	Ongoing
	Facilitate relationship building and networking for farmers.	Women in Agriculture event attendance.	Ongoing
		Royal Adelaide Show sponsorship.	September
		Working with AgBureau, AgExcellence Alliance and other industry groups.	Ongoing
	GPSA Internal capacity building.	Governors Leadership Foundation, ARLF, AICD.	Ongoing
	Resilience for grain producers and their community.	Facilitate access to services.	Ongoing
	Farm business management and Financial Literacy.	Work with Rural Business Support and other services providers to improve business management and financial literacy skills as key drivers of business profitability and sustainability.	Ongoing