



AND A HAPPY NEW YEAR



Grain Producers SA News

DECEMBER/JANUARY 2016

Annual survey identifies key grain issues

Competition in storage and handling is South Australian grain producers' number one issue in the industry for the third year in a row.

Grain Producers SA recently completed its annual Grower Priorities Survey. The survey was completed by 195 growers and informs the priority areas for GPSA and the Board. It will be redesigned next year to gather more qualitative data that can be used in policy development.

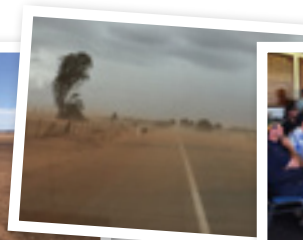
The top 10 issues for 2015 were:

1. Competition in storage and handling
2. Government red and green tape
3. Competition from grain buyers
4. Grain transport and logistics
5. Research, development and extension
6. Land use, such as gas/mining versus grain
7. Market development and monitoring
8. Emergency services levy
9. Grower consultation
10. Access to farm inputs



WINNER OF THE KESTREL METER

Congrats to **John Staker**, Booborowie, who has won a Kestrel weather meter for completing the survey!



Grain producers rally to help fire-affected farms rebuild

From the Chairman...

By **GARRY HANSEN**



I AM certain all South Australian grain producers would be thinking of their counterparts affected by the Pinery fire.

At least 10,000 tonnes of seed is being offered for sale or donation to fire-affected farmers. Grain Producers SA started a register and has 6500t alone. Storage until seeding will be the next issue and producers who can help in this area should contact the GPSA office.

Unfortunately, there are always lessons to be learned from such a devastating fire. When so many homes, sheds, machinery and unready crops are lost, knowing the nuances of your insurance policy is important. In the fire aftermath, there have been some reports around the confusion of insurance of silo bags, that they are not covered under crop insurance, so ask questions of your broker if you are not sure.

GPSA CEO Darren Arney attended the fire meeting at Mallala earlier in the month. One of the positives to focus

on out of the Pinery fire is the way that producers across SA have rallied to help. The grain growing community has united behind fire-affected farmers with offers of labour, machinery, materials – not just now but in the months to come as farms are rebuilt.

In the rest of SA, harvest is in the later stages, if not complete. It's been a year of extremes – some producers have had toward the better end of what they would normally receive, while others have had the worst. Overall, many have been surprised with the yields achieved after another very poor spring, even though the quality is down on last year.

In December, Grain Producers SA celebrates four years of advocating for growers on issues that affect you beyond your farm gate. We believe that grain production is one of the underpinning industries to our state's economy and deserves this recognition. Members are encouraged to contact board members to discuss issues impacting grain growing and GPSA's response.

Finally, as 2015 nears its end, I would like to wish all grain producers and their families a Merry Christmas and Happy New Year. Safe travels and look forward to a great year ahead for the grain industry in 2016.

New deed signed for SAGIT

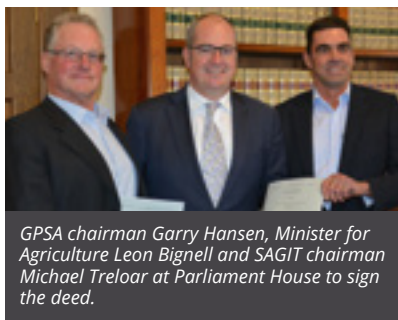
The South Australian Grain Industry Trust has a new agreement to govern grower-funded research and development in the state, replacing the original first signed when the trust was established nearly 25 years ago.

The agreement was signed by Grain Producers SA and Minister for Agriculture Leon Bignell and clarified issues around how the SA Grain Industry Trust works – including how Trustees are appointed.

SAGIT chairman Michael Treloar says the agreement needed modernising and updating. The changes include enabling the appointment of five trustees to the fund's management – four grower trustees and one Minister-appointed trustee.

"The new deed also gives a clearer direction for the appointment of trustees to the board and also the terms of the trustees. Previously, a trustee was appointed for life, there were no set terms, so the new deed clarifies that," Mr Treloar said.

"The trust deed is effectively our constitution so it was good to



GPISA chairman Garry Hansen, Minister for Agriculture Leon Bignell and SAGIT chairman Michael Treloar at Parliament House to sign the deed.

modernise it and make some of those areas clearer. We are happy with the outcome and happy that the new deed has been bedded down and we can move forward."

GPISA chief executive Darren Arney says establishing the new deed has been a collaborative process with SAGIT as well as Primary Industries and Regions SA and Minister Bignell.

"The new deed still enables SAGIT to focus on allocating funds to grains research, development and extension projects and ensures that SAGIT has the structures in place to ensure the funds are best invested on behalf of growers. SAGIT will still report back to growers through the GPISA Annual General Meeting, as it recently did at the Yorke Peninsula Field Days."

SAGIT Call for Expressions of Interest

The SA Grain Industry Trust Fund (SAGIT) was established in 1991 to administer the voluntary research levy that is collected from South Australian grain growers.

Grain Producers SA is seeking applications from appropriately qualified people for one vacant trustee position on the SAGIT board. The skills required for the role include:

- > Knowledge of the techniques and technologies of grain growing.
- > Strong understanding of corporate governance.
- > Financial analytical skills
- > Understanding of commercial-in-confidence protocols.

Previous board experience would be an advantage. Preference will be given to applicants who have completed or are willing to undertake the AICD Company Directors Course.

Applications close at 5pm on Thursday, January 21, 2016.

Send applications to Grain Producers SA at:

Email: info@grainproducerssa.com.au

Post: PO Box 781,
Mount Barker SA 5251

Fax: 1300 734 680



**Grain
Producers SA**

In short...

New PPSR fact sheet

Grain Producers SA has produced a new fact sheet on risks associated with buying and storing grain. Growers who are storing grain should consider using the Grain Trade Australia Storage and Handling Agreement which is free and available for use. For growers storing grain at a storage facility, there is some conjecture over whether you have a registrable interest under the *Personal Property Securities Act 2009*. However, it is clear that if you register your interest in the grain on the Personal Property Securities Register, you will have greater protection in the event that there is a dispute regarding the ownership of the grain and the relevant authority finds you did have a registrable interest.

Details: Download the summary 'Do your homework before selling, storing grain' at 'What's New' on GPISA's website

Women's masterclass

Women involved with grain growing and support industries are invited to the 2016 Agri Masterclass Series by Primary Industries & Regions SA and Piper Alderman. The workshops, part of the *Women Influencing Agribusiness and Regions* program, focus on key legal issues in agribusiness, such as corporate governance in February, branding and social media in April, food law in August and the basics of contracts in October. All workshops are free and will be held at Piper Alderman's offices.

Details: Workshop dates are available at www.piperalderman.com.au/news/recent-news

Drought support

Grain producers struggling with drought on their property are reminded to contact Rural Business Support for free, independent and confidential support and business analysis. Professionally trained and local rural financial counsellors are available to help with updating cashflow budgets including income deficiencies and extra costs, communicating with lenders, viability analysis and identifying government assistance eligibility. RBS can help producers understand the government options for assistance including:

- > Drought concessional loans
- > Farm household allowances

Details:

Call PIRSA's freecall number 1800 182 235 for government assistance or Rural Business Support on 1800 836 211 or www.ruralbusinesssupport.org.au