

WINTER 2022



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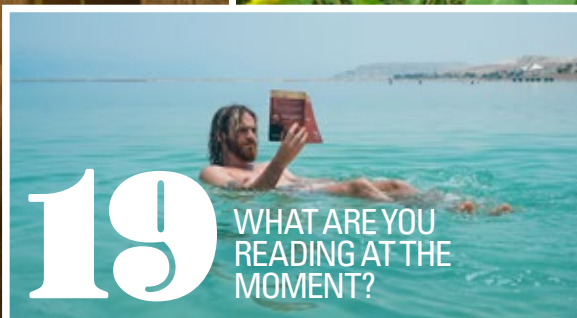
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/ NASAA Organic Chair

MESSAGE FROM THE CHAIR

ORGANIC AGRICULTURE AND SUSTAINABLE DEVELOPMENT

In my contribution to Organic Insights in Spring 2021, I drew attention to the four Principles of Organic, as determined by IFOAM International and referenced in organic standards in Australia and around the world. They are the principles of Health, Ecology, Fairness, and Care. These core concepts for organic are also most relevant to the forward planning goals universally adopted by United Nations member states, including Australia.

The United Nations Sustainable Development Goals (SDGs)

In 2015, UN member states supported 17 SDGs, which will provide for a global partnership for peace into the future.

The SDGs recognise that ending poverty and suffering is an essential goal if we are to improve health and education, reduce inequality, and encourage economic growth. Other goals such as tackling climate change and biodiversity depend on reduced inequality and an end to war.

The SDGs were agreed after decades of work by countries and the UN. They build upon previous work of the UN, including:

- Agenda 21, which was adopted after the 1992 at the Earth Summit in Rio de Janeiro,

Brazil, The Millennium Declaration at the 2000 at UN summit in New York

- The Johannesburg Declaration on Sustainable Development, adopted at the Sustainable Development summit in South Africa in 2002 and
- The UN Conference on Sustainable Development in Rio de Janeiro in June 2012.
- They also incorporate elements of various other agreements such as the Paris Agreement on Climate Change of 2015.

The SDGs together form the 2030 Agenda for Sustainable Development adopted at the UN Sustainable Development Summit in New York in 2015.

The 17 SDGs are: (1) No Poverty, (2) Zero Hunger, (3) Good Health and Well-being, (4) Quality Education, (5) Gender Equality, (6) Clean Water and Sanitation, (7) Affordable and Clean Energy, (8) Decent Work and Economic Growth, (9) Industry, Innovation and Infrastructure, (10) Reduced Inequality, (11) Sustainable Cities and Communities, (12) Responsible Consumption and Production, (13) Climate Action, (14) Life Below Water, (15) Life On Land, (16) Peace, Justice, and Strong Institutions, (17) Partnerships for the Goals.

/ Continued from previous page

SDGs and Organic

Organic can make a significant contribution to eight of the 17 SDGs, these are:

SDG 2: Zero Hunger

SDG 3: Good Health and Wellbeing

SDG 6: Clean Water

SDG 8: Decent Work Conditions

SDG 12: Responsible Consumption and Production

SDG 13: Climate Action

SDG 14: Life Below Water

SDG 15: Life on Land

Organic can make some contribution to at least 6 other SDGs, because in the end, all 17 goals bear some relationship to the ecologically and socially critical activity of agriculture and food distribution and consumption.

Organic is important to SDGs because it promotes and enhances biodiversity, biological cycles, soil biological activity and general agroecosystem health. Organic emphasises management practices in preference to off-farm inputs, and uses cultural, biological, and physical methods to replace synthetic materials.

What are ESGs?

Environmental, social and governance goals (ESGs) refers to the three central factors in measuring the sustainability and ethical impact of an investment in a company or business. While countries are producing plans that refer to SDGs, many corporates are planning for ESG. Some of the innovations and technological advancements described in this edition of Insights are excellent examples of the result of convergent SDG and ESG thinking and planning.

How should NASAA address these goals?

IFOAM principles are fundamental to our understanding of organic and we desire to remain true to those ideals. SDG and ESG goals are fundamental to how governments and businesses are addressing their future, and therefore critical to how they will understand and relate to our vision of environmentally, socially, and economically responsible agriculture, and our plans for achieving it.

NASAA is currently engaged in significant repositioning of its work and organisational governance. We are preparing a new draft of the NASAA Organic Standard, and a first draft of a NASAA Regenerative Organic Standard. We are engaging with strategic planning for NASAA and NCO that addresses the imperatives of climate change, soil degradation and biodiversity loss, and competition from new and emergent certification bodies. We hope for the prospect of domestic regulation of organic which has been sorely missing until now. And we must address ourselves to the regenerative zeitgeist in agriculture, which has always been our understanding of organic but has new reach and meaning for farmers around the world.

The four Principles of Organic, the UN SDGs and ESGs relevant to our business partners and clients will be critical to reviving and sustaining the long-established reputation of NASAA as a leader in organic and of our partner NCO as a leading and innovative certification provider.

For more information see the report [here](#).

Rock Phosphate directly from the source.



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Alex Mitchell
/ NASAA Organic
GM

MESSAGE FROM THE GENERAL MANAGER

Welcome to our Winter edition, and with all the rain that has been experienced around our country – it

definitely feels like Mother Nature again is showing us to be humbled by her power to be overly generous. She is rarely measured with her gifts, and as recipients we are often challenged in finding ways to mediate the effects of her offerings.

There has been an enormous amount of airtime and endless promotion from Government Grant programs given to the role of agritech in providing tools for the agricultural sector to assist in improving productivity and reducing costs.

Agritech is often considered a standalone sector, applying technology to the agri-food supply chain. The various approaches and innovations boast the ability to address areas of energy, water, sustainability, environment, climate, industry, and emissions reduction.

I recently attended the [2035 Agri-Food-Tech Oceania Summit](#) Pre Summit Workshop held in South Australia, and was increasingly impressed with how many of the approaches are looking to biological solutions using natural processes to solve problems in our livestock and “plant-based” industries.

Many times we associate agritech with IT based solutions, and sometimes that can be an answer.

We have featured in this edition, a number of research projects assisting various sectors of our organic sector, including VitiVisor, an AgTech research project for viticulture (funded by Wine Australia, the University of Adelaide and Riverland Wine), iMapPESTS sentinel representing ground-breaking technology designed to improve biosecurity monitoring of airborne pests and diseases and a new Smartphone solution (App) in development to help verify organic food.

I hope this issue allows us all to expand our thinking in what innovation and agritech may offer our industry.

As always, I encourage you to contact us with any comments or thoughts about what you would like to see in our Organic Insights publication, as it is produced with and for you all.

“ I hope this issue allows us all to expand our thinking in what innovation and agritech may offer our industry.

Alex Mitchell,
NASAA Organic General Manager

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GENERAL MANAGER SIMON DAWS

He is a qualified lawyer and former lecturer and Commercialisation Manager at The University of Adelaide. He has also worked in the community as a firefighter with the SA Metropolitan Fire Service.

In taking the role with NCO, Simon has moved full circle on a personal level. Both returning to the area where he grew up, and to a field of personal interest, having grown up with “progressive parents who were relatively self-sustaining and connected with nature.”

Simon brings a ‘fresh take’ on the NCO business during this exciting period of bringing organic certification online, expansion of NCO’s services, and opportunities for staff to expand their skills and experiences.

NCO would like to take this opportunity to thank **Tammy Partridge** for her outstanding contribution as NCO General Manager over the last 4 years. Tammy was highly visible through her interactions within industry, as well as broader committee

representations, on the SA Pastoral Board and the National Wild Dog Action Plan.

NCO would also like to take this opportunity to thank retiring Certification Manager **Melanie Bullers** and Accreditations & Technical Officer **Frances Porter** and wish them well with their new pursuits.

Incoming General Manager Simon Daws brings fresh thinking to NCO leadership.

With a strong background in commercial management and helping businesses to grow, Simon says that his focus at NCO will be “outward-looking.”

Simon has an inherent entrepreneurial nature and has worked with many innovative and high-growth businesses from an early career in telecommunications, software, and app development, to working with start-up ventures across industries, including emergency response, waste recycling, water management and biodiesel production.

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For more details on the Trust or to make a donation, visit our website www.organictrustaustralia.org.au

technology in ag

Sensor technology/ Predictive analytics

CRITICAL INFO AT THE FINGERTIPS OF VITICULTURISTS

VitiVisor is a \$5 million AgTech research project for viticulture, funded by Wine Australia, the University of Adelaide and Riverland Wine.

The project provides benefit to growers in the Australian Wine Industry (both conventional and organic) through creation of an open-source prediction and advisory platform that will better inform decision making, reducing cost of production through a direct emphasis on optimising resource consumption (including water, chemical and energy consumption).

The program was co-created with Riverland growers, who represent over 75% of Australia's total winegrape production, with sensor monitoring networks deployed on trial farms forming the basis for machine learning and process-based modelling.

The VitiVisor project will be completed this month (June).



Mathew Benoit / Unsplash

NEW, SMART TECHNOLOGY IS MAKING IT EASIER FOR VITICULTURISTS TO MAKE QUICK DECISIONS ABOUT HOW BEST TO CULTIVATE THEIR VALUABLE CROPS.

Researchers at the University of Adelaide have developed the VitiVisor integrated platform which collects information direct from the vineyard via cameras and sensors, analysing the large amounts of data produced to assess vineyard performance. It aims to provide growers (both conventional or organic) with co-ordinated advice on management practices that deal with such things as irrigation, pruning, and when to apply fertiliser, fungicide, and pesticide.

University of Adelaide lead researcher Dr Matt Knowling says: "Viticulturists are not short of data about their crops. The challenge for busy growers is collating it into

meaningful information from a whole range of different sources."

The VitiVisor system is built on VineLOGIC, which was developed originally by the CSIRO with input from collaborating viticulturists, modellers and programmers, to create a virtual vineyard for running simulations.

Dr Knowling says, "Our prediction and advisory system makes forecasts of what is likely to happen on the vineyard and what key vineyard outcomes are likely to be at the end of the season. It makes these forecasts in real time based on all available data—just like weather forecasting. Our platform ensures that VineLOGIC is making best possible



predictions about what a grower cares about by learning from all available data in the vineyard.”

“Importantly, in the interests of accelerating uptake and adoption of these types of technology, VineLOGIC has also, as part of VitiVisor, been made open source, available in [GitHub](#) for anyone to use in their technology products as well,” Dr Knowling says.

Australian wine producers and grape growers battle uniquely tough weather conditions and often find it difficult to predict optimum outcomes - to the detriment of their crops, and bottom line.

Conventional Riverland grower Ben Haslett, a University of Adelaide alumni and Nuffield Scholar who runs Woolenook Fruits at Murtho, explains: “Australian viticulture operates in a very competitive world market. Inputs such as labour, electricity, fuel, compliance costs, water and fertiliser are not cheap inputs.

“We need to be competitive to optimise our quality and production. This also means looking after our natural land and water assets so we can rely on them for generations to come. To do this, we have to produce the best quality and volume of wine grapes per megalitre of water by monitoring and fine-tuning our practices and physical inputs.” Haslett adds that technology has provided mechanisms to measure a whole range of factors, but data “not used to generate action is just numbers on a page.”

“The challenge is finding a way to crunch all this data to determine the cause-and-effect relationships that pave the way to optimal quality and production,” he says.

“The key to our food production success is having mobile access to this actionable data ... a platform that uses data analytics to provide a roadmap to optimisation. The VitiVisor prediction and advisory system is a big step forward.”



PEST & DISEASE DIAGNOSTICS

The iMapPESTS sentinel represents groundbreaking technology designed to improve biosecurity monitoring of airborne pests and diseases.

The suite of mobile surveillance units, commonly known as ‘sentinels’, were developed as part of the \$21 million iMapPESTS project in partnership with the Federal Government’s Rural R&D for Profit Program and seven plant industry research and development corporations (RDCs).

Developed by researchers from the South Australian Research and Development Institute (SARDI), in conjunction with local businesses, Dematec Automation and Data Effects, the sentinels are mobile surveillance units equipped with insect and pathogen spore traps, an onboard weather station, and modern diagnostics technology for the identification and quantification of high priority pests and diseases.

The solar-powered sentinels are fully automated and can be controlled remotely. Sample collection pots are barcoded and automatically changed daily without the need for human intervention.

Trials of the sentinel have been held over the last 3 years at various locations across Australia, detecting and qualifying key localised plant pathogens across grains, pulses, horticulture, viticulture, and cotton-growing. Outcomes of the surveillance trials in each location are shared freely on the iMapPESTS website and can be accessed through a *trial data dashboard*.

The data and information captured via the sentinels will enhance future pest management strategies for industry. The intent is to make the units available at farm level in the future.

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South Australian company Data Effects was involved in the development of the iMapPESTS sentinel's automated data capture and analytics platform and continues to provide program support.

Data Effects is a specialised consultancy at the cutting edge of data-driven, applied research technology, focused on supporting peri-urban, agricultural, and environmental decision-making.

The company specialises in project management, complex field data acquisition, development, and deployment of real-time (IoT) sensing platforms, cloud data management, bespoke data communication/visualisation, machine learning, machine to machine communication and automated systems.

"It's a very exciting space....we are moving into a whole new World in terms of what can be achieved" says Director Andrew Baker, a former research scientist with the CSIRO.

"What's changing for us is advancements in [satellite] telecommunications. Before, the cost of getting data back was significant," he says.

"Now, we are exploring what is possible with much bigger datasets, making decisions in the cloud."

Andrew says that in his mind there are three priority 'consumers.' "Ag-tech, applications for control of endemic pest and disease (biosecurity), and biodiversity in relation to climate change."

It's all complementary, he says, and should be part of wider catchment planning.

"We are involved in a SMART catchments pilot program here in the Adelaide Hills, which brings together a range of collaborators and partners, as a test bed for applications development."

"It represents a cultural change."

Further Information

Led by Hort Innovation, the project has been made possible thanks to a grant under the Australian Government's Rural R&D for Profit program, which enables nationally coordinated, strategic research that delivers real outcomes for Australian producers.

[iMapPESTS](#) and [Data Effects](#)

FOOD CHEMISTRY TESTING

SMARTPHONE SOLUTION TO HELP VERIFY ORGANIC FOOD

Fraudulent claims to organic are a significant issue for industry.

Domestic regulation aside, a new smart-tech development 'in the wings' from entrepreneur Danielle Morton, is set to provide a simple detection tool 'at the coal-face'.

The Zondii app is an authentication solution for food and fibre that integrates with any smartphone. Using your phone camera, the technology picks up unique biochemical markers in food, and can confirm whether a product is actually organic.

With 20+ years' experience in technology project management, Danielle's journey to develop the app has been driven by the special health needs of her children.

"As part of the autism community, gut health issues are an issue, and it has been very beneficial to buy organic," she says.

"The challenge for us, though, has been in finding organic food that we can trust."

The aim of the Zondii app is to provide immediate verification of the organic status of produce and associated nutrient density through scan technology. Danielle has brought together a remote team of biosystems engineers, biochemists, and software developers from across Australia and Germany to build the prototype and business model.

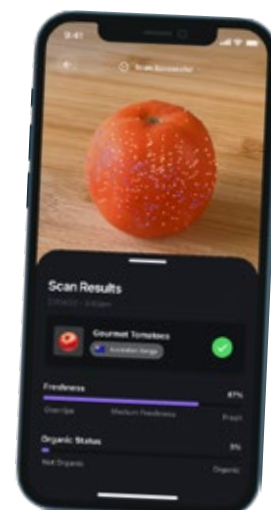
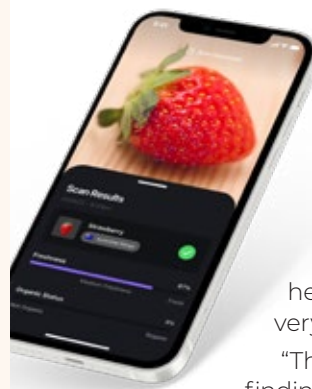
The technology has application in industries that have a high need for traceability and are at high risk of fraud. In addition to organic, the app concept has been developed in discussion with the cotton and wool industries (to support traceability and fibre classing), and with some horticultural producers. Danielle is hoping that planned funding to support commercialisation will see the app out in the market within the next 12-18 months.

"As a non-destructive scan option, it is really innovative," says Danielle.

"It is affordable and downloadable, allowing anyone to access it, anywhere," she says.

Further Information

zondii.com



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JOIN THE AGTECH COMMUNITY

Find out about projects and news on Australia's growing AgriTech ecosystem.

The Australian Agritech Association is a member-driven, non-profit organisation representing Agritech nationally. At the heart of its mission, is an aspiration to drive maximum benefit from Australia's investment in research, innovation and digital strategies that deliver new jobs, increase productivity, and build sovereign capital. The Association is working toward a cleaner, greener future with an emphasis on sustainability and environmental impact.

ausagritech.org

Attend the EvokeAG conference, Australia's premier agri-food tech event that brings together Australian inventors, world leading research, unique technologies, commercialisation opportunities and collaborators. **EvokeAG 2023** will be held in Adelaide from the 21-22 February.

evokeag.com/events

2035 AGRI-FOOD-TECH OCEANIA SUMMIT AND PRE SUMMIT WORKSHOPS

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The 2035 Oceania Summit has been designed to enable the region's scientific & research community, its industry leaders, agribusiness & agritech companies, farmers & growers, regulators, and policy makers to meet and discuss how agrifood tech innovation and on-farm application can help address the existential threat posed by climate change.

Agriculture and the agrifood supply chain provide a significant contribution to the region's greenhouse gas emissions. The 2035 Oceania Summit will focus on the role that agrifood tech will play in supporting farmers and growers reduce emissions to net zero, as well as build more resilient growing systems to address the ongoing impact of a rapidly changing climate.

As part of the lead-in into the Summit, the organising committee have been running free pre-summit workshops in capital cities around Australia, and the NASAA Organic GM, Alex Mitchell attended the one held in Hahndorf in May.

"The diverse participation of organisations across the agricultural supply chain is an indicator on how dedicated the broader agribusiness sector is in adopting and investigating innovations that assist in building sustainable practices in their businesses.

Presentations ranged from investigating the use of seaweeds for reduction of methane in cattle production, through to energy use and innovations. Keynote speakers included Ariella Helfgott (Director of Strategic Foresight, Dept Premier & Cabinet), Martin Cole (CEO Wine Australia), Greg Noonan (CEO RegenCo) and Andy Koronios (CEO SmartSat CRC).

"Having the opportunity to see the work that is being undertaken and can be of use to our certified operators was important, but it also provided an opportunity to talk to many in the "conventional" agribusiness sector about innovation in the organic industry and what it has to offer for people, place, and planet."

I would encourage people to take the time to look at the **2035 Agri-Food-Tech Oceania Summit** website, as it is a wealth of information and contacts.

[2035 Agri-Food-Tech Oceania Summit | Oceania Agritech](https://2035Agri-Food-TechOceaniaSummit|OceaniaAgritech)

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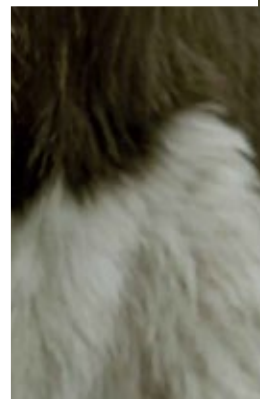
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30 years & (still) counting...

Megumi Nachev / Unsplash



Left: Teaching day with MEC's children from year 7–10 from the yearly camp in our area – Overview of the day with map

IT'S PLEASING TO SEE HOW MANY OF OUR OPERATORS ARE IN IT FOR THE LONG HAUL!

Lifestyle and a driving philosophy of a better way of farming food are strong incentives... In this edition, we interview 2 long-term operators, who are no longer producing commercially, but maintain strong ties to the industry and a commitment to certification.

RON & BEV SMITH

Ron and Bev Smith have been managing their NCO certified dairy farm 'Orana' in Fish Creek in the Gippsland region of Victoria organically (and then biodynamically) since 1979.

The couple were one of the original co-founders of the 'True Organic' dairy co-operative and have hosted numerous visitors over the years to share their learnings about biodynamic methods and traditional cooking.

Originally starting as 'conventional' dairy farmers in 1970, share farming in the Warragul area, the couple pinpointed the application of superphosphate (diamagnetic) as a trigger for Ron's ongoing asthma.

"So, on buying the farm in 1980, I asked Ron not to use these

fertilisers anymore," says Bev.

"My father [born in 1899] has farmed naturally and not used superphosphate," she says.

"Dad and his brothers saw that applications of super caused more mastitis in the dairy cows and molybdenum caused infertility."

"The super also killed any tree sprouts, so could not be good."

"Although Dad left farming when I was young, he, and his brothers (who were still on the farm) had much knowledge to share, giving me some early Soil Association Digests, and natural farming books from their library," says Bev.

The couple later leased, and then purchased, the Fish Creek property in the late 1970s and it was then that they changed their practices.

"By then, there were other like-minded people who were visiting and sharing their journey in not

using chemicals on farm," says Bev.

"Other farmers taught us many things; many old remedies/knowledge was collected from elderly farmers, I read a lot and we listened to cassette tapes from Acres USA."

The interest in biodynamics came when the couple were looking beyond the soil mineral balance, to learn more about the energy forces influencing cycles.

"At the time, we met a few people in biodynamic, farmers and gardeners, and had visits from speakers overseas...Neil Kinsey, Arden Andersen, Jerry Brunetti, Sally Fallon and more" says Ron.

Over the years, the couple have been a hub of knowledge for many, hosting farm tours and workshops, coordinating guest speakers, delivering a quarterly newsletter, and sharing their knowledge generously.



Left: Farm location – 'Orana' Boys Road, Fish Creek

"At one point, we were hosting up to 1,000 farm visitors a year, but we've got that down to around 9-10 meetings now."

All of the kids pitched in, says Bev, although she remembers there was great upset when a planned beach trip was interrupted with the arrival of dozens of 'forgotten' visitors.

"I'd simply forgotten to put it in the diary," says Bev.

While all 11 children have moved into professional occupations, they still maintain a deep connection to organic food and healthy eating.

"It's an exciting time now, says Ron.

"There are more people realising that their food is not giving them the health they need, there's a

growing questioning of what is in their food," he says.

This is in stark contrast to the attitudes of people 30-40 years ago, according to Bev.

"Convincing people in the 80s that chemicals were being used in the production of our foods was a challenge," she says.

"The typical response was that 'the Government would not allow these poisons to be used.'"

The couple have had their challenges over the years.

"Getting organic milk onto the market was a challenge at first. The milk factories laughed at the idea, until Sandhurst decided that this was going to be the way of the future," says Bev.

Blackberries continue to pose a challenge, but other weeds have disappeared, as the soil mineral balance has improved. The water holding capacity of the soil has also improved, avoiding the boggy Winters and cracked soil in Summers that characterised early

years on the farm.

After listening to some teachers of biodynamic farming, Bev says the couple are "using a Keyline irrigation system, which meant that they only needed to irrigate fortnightly on the full moon and new moon, rather than weekly irrigation, saving time and energy."

Get involved.

Bev's advice to those new to organic farming is to "Get together with like-minded people and share what works for you and what does not."

"Observation is the key: dig the soil, see insects, frogs, birds, the healthy shine on the animals' coats," she says.

"Organic to me means.... cleaner, sweeter, more nutritious....grown by passionate people, who are trying to grow better food."

Further Information

Ron and Bev share some of their knowledge on the [Farming Secrets](#) series.

the science of biodynamic



RON AND BEV EMPLOY AN ARRAY OF BD TECHNIQUES AND TECHNOLOGIES IN THE MANAGEMENT OF THEIR FARM.

Paramagnetic forces and measurement

Biodynamic embraces working with the energies, including para-magnetic energies.

A healthy soil has high 'paramagnetic' levels in it, which increases organisms beneficial to the soils water holding capacity and plant growth. Biodynamic farming advocates use of rock materials on soils, such as granite and basalt, which have paramagnetic properties.

Ron and Bev use the 'Callahan Meter' that gives a physical measurement of the paramagnetic force of a soil. The measurement device was created by researcher and author Phil Callahan, who pioneered the concept of paramagnetism.

Holding moisture. "We noticed early on that wherever we put bluestone gravel [around water troughs, and other] the clover

grew better and was maintained through Summer when all around was dry," says Ron. "We now test all the local quarry dust before application."

Nutrient density. Ron and Bev use a Refractometer to measure the nutrient density of produce, specifically orchard fruit and berries, as well as pasture grasses.

The refractometer uses the Brix scale, that refers to the measurement of light refraction of a substance, either the plant sap or juice from a vegetable. Generally, higher Brix levels indicate healthier plants.

Death by sugar. "Grass that is around 5 or more on the Brix scale contains sugar levels that won't attract insects, as they can't survive," says Ron.

/ Continued from previous page



MICHAEL & JANINE MURRAY OF NCO CERTIFIED OPERATION, ORGANIC OASIS

Michael and Janine Murray may no longer be growing organic produce

commercially, but both remain strongly supportive of the organic industry and the benefits of certification.

Life changes and a few curve balls have defined the couple's journey in organic.

Michael was originally a footballer for Geelong, who was later drafted to play professionally for the Woodville Football Club in Adelaide. He describes it as a time where he was "well looked after."

"Basically, everything was supplied, and all needs catered for; I had money, was hitting the clubs and doing everything," he says.

An accident in a dune buggy, whilst on holidays, however, cut short his playing career. While Michael recovered from his substantial injuries, the accident gave perspective on what had been to that point an "increasingly consumerist city lifestyle."

"At the time, I also had a friend in Geelong, who I would have lots of conversations with," he says.

"He opened my eyes to the philosophy of organics... biodynamics, Steiner... He ended up buying a block of land close to where we are now, and I spent time helping him on the farm. I loved it!"

"It got me furiously learning about everything – organic books, gardening in general, self-sufficient growing..."

"I was really inspired and forced to change to a more responsible way of living, where not only was I able to deliver clean food to my young family, but we could also step away from the unconscious lifestyle that

we had been living," says Michael.

"Even better, I got to spend every day with the kids."

The couple started their farm 'Organic Oasis,' located at Irrewillipe, in the Colac Otway Ranges Shire in Victoria in 1988, and the farm was certified the following year.

The property consisted of a small block of regrown native scrub that the local dairy industry had rejected, with a caravan, a shed, and an antique tractor.

"As an ignorant city boy with no farming experience, it was the natural spring, a creek as one boundary, the state forest as another boundary, and the sand soil, that sold me on the block," says Michael, adopting the basic philosophy that "if you have water, you can grow."

The couple set about establishing growing areas and all the basic infrastructure; roads, drainage, living area, and breaking in the virgin soil; ploughing, collecting, and re-collecting fallen vegetation.

"Despite the soil improvements, we noticed that the grass next to our roads was growing more vigorously than our growing area," says Michael.

"It turns out that the local road making material had been analysed and was a great foil to a lot of the mineral deficiencies in our sandy soil and helped neutralise the natural acidity."

Success with an initial crop of potatoes provided the encouragement the Murrays needed to keep going, and they went on to grow a variety of vegetables over the next few years. However, the novelty of replanting annuals every year began to wear thin, and so the couple decided to switch to fruit trees, mainly apples and pears.

"As with all things agriculture, this was fine for a few years, but circumstances changed and there were now more growers, as the organic industry went through a bit of a growth phase," says Michael.



"This meant we could no longer be price setters but had to be happy with being a price acceptor for our produce."

The couple were forced to decide between expanding production, or value-adding.

"We thought about baby food, but eventually settled on a retail outlet," says Michael.

The shop was going quite well with support from other local growers, but a bushfire that impacted the farm meant the Murrays were forced to make a choice between farm or shop.

"We chose the farm," says Michael.

"The fire had destroyed our most productive trees, and new areas were only just coming through; it had also affected watering systems. It was going to be some time before we would get back to selling produce, with trees taking up to 4 years to mature."

"In hindsight, it was a vain hope, and we probably should have chosen the shop, which had been doing well."

"It was timely then when I was offered a job off farm. My children were now in high school, so I went to work off farm."

The couple have maintained their organic certification, however, "in case we want to return to growing in the future and also as support for an industry that we both believe in," says Michael.

"As with all things, the best part of my time in the organic industry were the people, the local group of growers that helped and were supportive in all sorts of ways," he says.

"Also, the wholesalers at the market, who would go the extra mile, and all the people at NASAA."



To see the sessions on YouTube

CLICK HERE

NASAA was proud to take part in the delivery of an innovative, large scale organic training course developed and designed to increase the uptake of organic farming in Vietnam, and trade of organic products between Australia and Vietnam.

The course was planned by Mekong Organics, an organisation set up by Dr Nguyen Van Kien, based in Canberra, and a team of colleagues, mostly from the Research Centre for Rural Development at An Giang University in the Mekong Delta.

Supported by the national and several provincial governments in Vietnam, universities and agricultural colleges, and the Vietnamese Organic Agriculture Association, Mekong Organic's mission is to promote the extension of organic farming in the greater Mekong region, to improve the financial security for farmers and help address the pesticide pollution problem.

Commencing in early November 2021 and concluding on 19 April 2022, the course had 636 participants in Vietnam, consisting of farmers, organic organisations, academics, government employees and trading businesses, with 51 sessions of 3-4 hours. A huge amount of commitment and dedication from the participants. All sessions were recorded on YouTube and viewed by thousands of additional people. A certificate was issued to each of the 125 participants, who attended more than 50% of the sessions,

which included two participants that attended all sessions. A further 82 participants attended more than 25% of the sessions.

Mekong Organics received a significant grant from the Australian Department of Foreign Affairs and Trade (DFAT) under its Australia Vietnam Enhanced Economic Engagement Strategy (AVEG).



The opening section of the training course on 15 September 2021

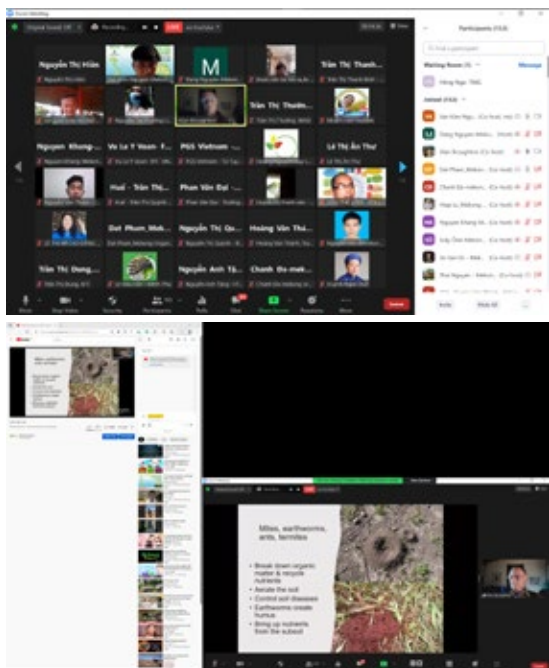
NASAA Organic was a major contributor to the program, providing three of the speakers, Alex Mitchell, Tammy Partridge, and Tim Marshall.

/ Continued from previous page



NASAA organic members provided training sections on Zoom

Another significant contributor was the Organic Agriculture Association (based in Gippsland), presenting 12 of the sessions addressing the on-farm practical issues of organic production – soils, pest management, vegetable and fruit growing, animal health and nutrition, seed saving, and understanding the requirements of the organic standard.



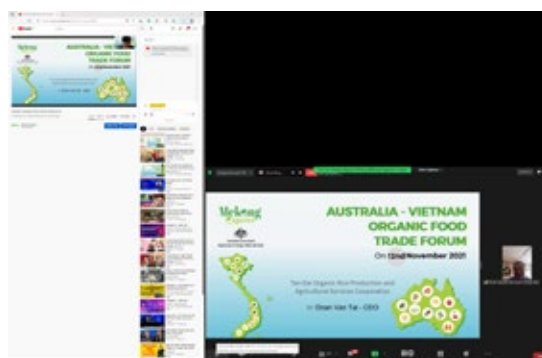
OAA vice president, Alan Broughton presented sections on Zoom

In providing an opportunity for cross-pollination of farmer experiences, many Australian and Vietnamese farmers presented their own on-farm sessions throughout the course.

The list of well-known and respected Australian farmers included, Peter Randall (organic rice), André Leu (tropical fruits), Wendy Wallace (organic dairying and egg production), and Liz Clay (organic vegetables). From Vietnam, the farming operations

represented producers of coffee (Xì Phố Cafe in Dac Lak), cinnamon (Northeast Vietnam) fruits & vegetables (Ech Op Farm in Long Xuyen and Abavina in Can Tho, PGS in Hoi An and Bac Kan), rice (Tan Dat Organic Rice Cooperative in Vinh Long and Tu Viet Farm in Kien Giang), aquaculture, and green coconut in Ben Tre and spices.

The Australian and Vietnamese businesses partners joined the organic food trade forum on Zoom



In addition to agronomic focused training, the training curriculum from both Australian and Vietnamese specialists looked at soil, Integrated Pest Management, marketing communication, Intellectual Property Right, food processing, business management, and group certification for small producers.

Businesses involved in trade and processing of organic goods, provided discussion and information on the post farm gate considerations of sales. These included OBE Organic Beef, Mondial Trading and Arrow Foods in Australia and with Vietnamese companies such as the Minh Phu Mangroves Shrimp Social Enterprise, Wertewer, Vinasamex, Green Coco, Hoa Nang, Viet Ha, Drinkizz, Oxylow, Ecolink and several producers' cooperatives.

To ensure all information was available in native languages, the Mekong Organics team provided translation services.

As part of the interactive components of the training, speakers prepared a set of three discussion questions and participants broke into breakout groups to explore the subjects. The results from each group were then presented to the whole group, allowing the participants to share their opinions, knowledge, and experiences. This interactive discussion session provided insights for both participants and the presenters.

At the end of the course, both students and trainers had developed close relationships and

"I have gained a lot of holistic knowledge and got to know the organic community in Vietnam"

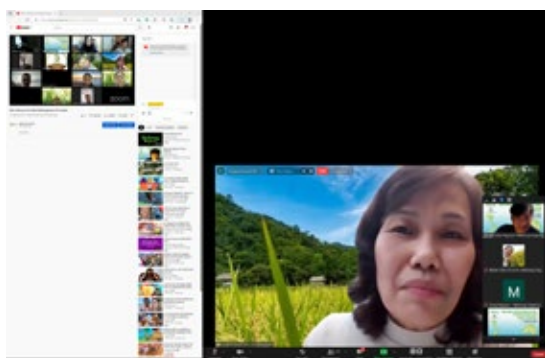
Nguyen Thi Phuong Lien, Vinasamex Company

"I debated whether to register but realised my level of knowledge was weak. Now I feel empowered with new energy to continue my journey in organic agriculture."

Dang Van Trong, a garlic grower in Ly Son Island

networks. An ongoing legacy for all involved.

To extend the reach of all the learnings, each session was videoed and put up on the Mekong Organics video channel ([YouTube](#)). The discussions were also uploaded to the website, along with the questions to the speakers and the answers.



The participants engaged in the discussion sections

The course was expertly planned and coordinated by Dr Kien, requiring a big team to operate the technology, and translate the English speakers into Vietnamese and a book of proceedings is being published.

However, this was not the first major Mekong Organics activity. In early 2019, Mekong Organics ran a forum at An Giang University, a week-long organic training course to farmers in the Mekong Delta. This was funded by the Australia Alumni Grant Fund, with more than 200 people taking part in the forum and Mark Anderson being addressed from NASAA Organic.



Left: Mark Anderson.

Below: The first Mekong Delta Forum on organic agriculture movement between Australia and Vietnam



Utilising the Australian Embassy funding a program (AAGF), Mekong Organics assisted in the increase of health and nutrition in marginalised Khmer households in the far west of An Giang Province, adjoining the Cambodian border, which provides assistance to develop family and temple gardens.

In March-April 2021, funding from Hall Rotary Club in Canberra allowed Mekong Organics to undertake a video making tour of NCO certified organic farms in NSW. Farmers growing rice, eggs, fruits, and vegetables were interviewed, and streamed live to Vietnam. The original plan to bring six Vietnamese farmers on tour of these farms had to be cancelled due to Covid restrictions.

Following this tour, in mid-2021 Mekong Organics ran an online training course over several months on chemical-free farming to students and academics at Tay Nguyen University in the Central Highlands, the University of Social Sciences and Humanities in Ho Chi Minh City, Dong Thap Community College, and An Giang University, Can Tho University, and Kien Giang University in the Mekong Delta, in association with the

/ Continued from previous page

Universitat Autònoma de Barcelona, as part of a research program by Dr Estela Gutierrez into endocrine disrupting chemicals.

The Rotary Club of North Balwyn (in Melbourne) recently awarded a grant to Mekong Organics, to promote resilient traditional rice-based farming systems in Kien Giang Province, which also included setting up a community garden on land made available by a local farmer.

Mekong Organics extends its assistance to the Tan Dat Organic Rice Cooperative in Vinh Long Province – exploring the expansion of the area of organic rice production by recruiting more local farmers and assisting them with conversion and certification.

NASAA Certified Organic is conducting its first organic certification mid this year. Whilst International certification has been available in Vietnam through some European certifiers, this is Australia's first involvement, and it will facilitate the export of produce to Australia and many other countries. NASAA's participation in Mekong Organics activities has stimulated interest in gaining organic certification.

Mekong Organics and NASAA Organic continue to explore other avenues for collaboration to build on the work that has already been undertaken.

Author: Alan Broughton, Vice-president of Organic Agriculture Association, Dr Van Kien Nguyen (Director of Mekong Organics) and Mekong Organics team members.



Alan Broughton



Dr Van Kien Nguyen

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best books on organic agriculture

AN INTERESTING PART OF INTERVIEWING OUR OPERATORS IS FINDING OUT WHAT THEY HAVE BEEN READING!

We've curated a selection of notable mentions that have helped inspire journeys and provided the practical support and encouragement to choose a new path.

We hope we can (re) introduce some new (old) books to add to your shelf.

Recognised as one of the most important environmental books of the 20th century, **Rachel Carson's** [*Silent Spring*](#), published in 1962, was the original 'whistleblower,' uncovering the damage wrought through use of chemicals in our environment.

Going back further in time, **Walter James' (Lord Northbourne)** 1940 book [*Look to the Land*](#) is a manifesto of organic agriculture, from a practicing organic farmer, who saw the inter-relationship of God, humanity, and the soil as the antidote to what he termed the 'sickness of modern society'.

Regarded by some as the 'Father' of Organic Agriculture, **Sir Albert Howard's** [*The Soil and Health: A Study of Organic Agriculture*](#), published in 1947 is considered influential in the development of organic agriculture. A plant scientist, Sir Albert also published *An Agricultural Testament* and *The Waste Products of Agriculture*, as well as many scientific publications.

Inspired by Sir Albert Howard, English organic farmer and writer – and founding member of the UK Soil Association, **Friend Sykes** published the book [*Humus and the Farmer*](#) in 1948 reflecting his journey of transforming the land for fertility.

Newman Turner was also credited in this time as one of the founders of organic

agriculture in the UK – alongside Sykes and Howard (also being a founding member of the Soil Association and later first President of the Henry Doubleday Research Association. Newman authored many books on ['fertility farming'](#) and managing livestock health, naturally. He later became a leading medical herbalist and naturopath.

The book about a legend, **Joe James' [Louis Bromfield and his Malabar Farm](#)** (2013) brought to life the passions of the Pulitzer Prize winning author, conservationist and creator of a 600-acre model in sustainable agriculture (now a State park) in Ohio.

In Australia, **Alex Podolinsky** did much to grow the understanding of biodynamics through publishing his [Biodynamic Agriculture Introductory Lectures](#), and a number of other papers.

More recently, **Charles Massey's [Call of the Reed Warbler](#)** documents a personal epiphany, and signalled a rallying cry, for a new era of regenerative farming in a time of climate change. Charles has become one of the foremost 'voices' in the new regenerative revolution.

Look out also for former IFOAM Chair and Director of Regeneration International **Andre Leu's** new 2021 book [Growing Life: Regenerative Farming and Ranching](#).

And of course, our own NASAA Organic Chair, **Tim Marshall's** popular trilogy on organic gardening practicalities, [Bug](#), [Weed](#) and [Composting](#).



sales & marketing master class

A question we hear regularly from farmers, is how to get more from their product and produce. To get more margin, you could consider moving up the value chain – in other words, transitioning from wholesaling produce, for example supplying raw material, to entering the retail market.

Today, organic ranges can take up an entire aisle with more retail brands supporting the move than ever before. If you read through the annual report of large retailers, you will note that they are moving to a more sustainable business model, which includes looking at more organic and ethically sourced ranges.

Coles, for example, have annual grants to support this process with small manufacturers, and Woolworths have their 'Organic Growth Fund.' There is also a push by retailers to introduce more locally sourced organic products, to minimise supply chain disruption and risk.

But, what exactly does this 'retail market' look like?

IN THIS EDITION, WE FOLLOW UP WITH MANAGEMENT CONSULTING FIRM ELM PROFESSIONAL TO AGAIN LOOK AT THE COMMERCIAL SIDE OF THE SUSTAINABILITY EQUATION; SALES, MARKETING, OPERATIONS, AND FINANCIAL PROFITABILITY.

Grab a cuppa as we talk to Mia Van Tubbergh, Principal in charge of Sales at Elm Professional about getting 'Retail Ready' and the 2 main sales pathways – **direct to store**, or via a **distributor**.

The Majors (e.g. Woolworths, Coles, Aldi)

For many in the retail space, being ranged into a Major is viewed as a big win. It is the jewel in the crown, the legitimacy of what you have been doing, and validation that the hard work has finally paid off.

While the journey of entering into majors can be lengthy, confusing, and frustrating, this is probably the easiest part of the relationship. Watch out for the following pitfalls, and if you can navigate these successfully, you will enjoy a profitable journey with the Majors, one which you won't regret. If you

can't tick off all these points, be cautioned, as this relationship can become expensive.

- **What is the minimum stock holding required to be listed?**
 - > In some cases, you will be required to have a minimum stock holding in order to service the contract. At any given time, you will need this stock on the floor ready to ship, with no real guarantee that the order will be placed.
 - > This stock holding will tie up cash, space, and manpower and can (and does) deflect from servicing other contracts or customers.
- **What is the lowest price I can sell my product at, and still be profitable?**
 - > All the majors require rebates to varying degrees. Some are

more expensive than others to work with, but these rebates cover distribution costs, as well as shelf space.

- > While it is not a requirement, it is expected that you will run pricing promotions. What this means, is that you will take an additional margin sacrifice for this discount. So, when you go into your range and price negotiation, remember that your lowest price point should still have margin in it to allow for discounting and promos.
- > A quick calculation and example – (speak to your accountant about running these figures for your business to find what you are comfortable with)
 - > Your cost price is \$10 per unit.
 - > Let's say you expect a markup of 30% to be profitable, making your sell price \$13.
 - > If you sign a 15% rebate, your new sell price is \$11.05.
 - > Then, add an additional promo price of sale 15% because you are excited to be having the conversation, and you are back at less than your cost price of \$10
- > Make sure you know what your bottom price is, and work back from there to get your sell price. Your bottom price **MUST** include an opportunity for promotion, to avoid any surprises later on down the track.

It is critical to take the time to get these costs and the relationship right, because you may find

yourself walking away with nothing. Having said this, a relationship with the Majors, is not as scary as it sounds. They are not the 'Big Bad Wolf' fated to swallow you whole, however, if you don't have all the details correct, and you enter the relationship naively, this is when things can go wrong.

Independent grocery chains (e.g. IGA/Metcash, Harris Farms, Foodland, Drakes Supermarkets)

The independent supermarkets operate in much the same way as the Majors, however, the idea of 'Shop Local' is moving more discerning shoppers into these stores. Coupled with convenience, a more diverse range, and more specialty items, the independents are quickly seeing more feet through their door than ever before.

Depending on your relationship with these independents, you will still have the rebates and terms (typically more favourable mind you), and the detailed thinking around your costings needs to still be the same. So, what is the main point of difference then?

- For many of these independents, orders are still placed at a store level, which means you will still require a rep to go into the store to take the order.
- Some of these chains also offer a 'charge-through' facility, which is designed to expose your products to more stores, however, this does not guarantee that these stores will take your products. The charge-through system has thousands of products listed, so it is important that you have feet on the ground to be seen and heard at a store level.

Again, the caution with this relationship is to read all the terms and conditions and decide how much support you want from various independents. From bill paying within 30 days, to an entire distribution centre, the cost could be north of 20% over and above the rebate terms.

Speciality Stores

Depending on your type of product, you may choose to go direct to a speciality store, which is more niche- for example those stores that may specialise in local-only, sports/gym/health, organic and wholefoods, or plant-based products only. This is an easier relationship to form but does involve considerable follow up and relationship building.

Some of the challenges you may experience include:

- A strong sales support process and system with a sales rep calling in on stores every 8-12 weeks.
- These stores are generally small and have limited shelf space, so space becomes premium, meaning either: a) they have a smaller range of products in store, so they may not stock your type of product- for example they may only have shelf-stable products as the store isn't large enough for a commercial fridge/freezer; or b) there is less physical space on the shelf, so they don't carry as many lines- for example at Coles you might have 5-8 different brands of pasta vs a small store, which may only stock 2-3 lines if the shelf space is considerably less.

If you feel that the 'direct to store' route above is going to take too much work, or if you do not have the operational, logistics and sales support to deliver, then you could always consider A Distributor.

Retail Distributors (e.g. Metcash, Born Organic, Mercorella Organic)

Distributors act as an intermediary between you as the wholesaler, and the network of stores and customers they service. The upside of distributors can be:

- Speed to market, as you can be added to their 'basket' of products.
- Not having to spend the time and energy building relationships with each individual store, and instead,

dealing with just one provider.

- No need to build your own sales team, or manage sales reps, as the Distributor should be acting on your behalf.
- Distributors can also assist in accessing different geographic markets- see the case study below.

The downsides though can be quite a challenge, but by introducing a third party (i.e. the distributor) your margin will be significantly reduced - the stores will still expect to pay the same wholesale price, and the Distributor will be wanting a 20-30% margin, leaving only your margin that can be squeezed.

Now that you have an overview on the main pathway to retail, sit down with your accountant and work through the numbers. Each option is viable when done correctly, but you need to decide what your appetite for risk is, and what cash flow looks like, in addition to your sales and operational capabilities to meet these obligations.

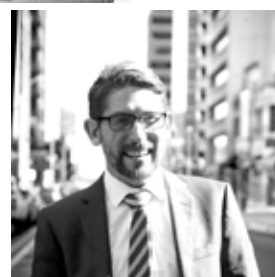
In our next article, we will discuss the option of food services (e.g. cafes, restaurants etc.) as a channel of distribution for consideration.

Further Information

elmprofessional.com



Mia Van Tubbergh



Dr Pete Marzec

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CHICKEN, MUSHROOM AND MISO POTPIES

There's nothing like the comfort of buttery pastry and a full-flavoured pie to warm you up from the insides in Winter. To give it an extra zing, I've added some miso to this recipe, as this takes it to another level of flavour with a big bang of savoury, perfect for a pie filling! Enjoy this simple recipe – consider it my warm hug to you!

Ingredients (serves 4-6)

3 sheets of frozen Puff Pastry
– thawed in fridge
800g chicken thigh fillets
Salt and pepper to season
2 TB olive oil (a splash extra for
later in the recipe)
50g unsalted butter
1 leek, white end – washed and
finely sliced
300g Mushrooms, sliced or
chopped into smaller pieces
3–4TB plain flour
1 cup of chicken or vegetable stock
1 cup of cream
2 TB Miso
3 TB chopped parsley
Egg wash – 1 well whisked egg
with 2TB of water or milk

Method

Preheat oven to 200C.

Heat a large saucepan or high sided frypan over a medium to high heat, add olive oil, season thigh fillets then add to the hot pan, turn heat down very slightly and continue until cooked through and slightly golden, turning over once – approx. 12-15 mins.

Remove from pan and set aside. Using the same pan (don't wash it out because the flavour from the cooked chicken is wonderful), return to the heat and add the butter. Once the butter is melted and is bubbling, add a good splash of olive oil. Now add the chopped leeks, cook for 2 minutes, and then add mushrooms.

Cook until softened – approx. 5 minutes.

Meanwhile, chop the chicken thighs into bite sized pieces. Sprinkle the flour over the leek and mushroom mix and cook for a further 1-2 mins. Gradually, and whilst stirring, add the stock and cream, and simmer until the mixture has thickened. Fold the chicken and miso through the mixture, cook for 1 minute, turn off the heat, add chopped parsley.

Spoon the mixture into ramekins and top with a round of pastry (cut to suit your ramekin shape). Be sure to leave at least an extra 2-3cm overhang, brush with egg wash.

Place potpies into the oven and bake until cooked through and golden – approx. 20 mins.

Note – you can also add any pastry decorations using the offcuts from your pastry sheets.

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NEWS WRAP UP



Credit: The Flourish Photography



Dylan de Jonge / Unsplash

NGERINGA 'BEST IN SHOW' AT ORGANIC WINE AWARDS

NCO certified biodynamic vineyard Ngeringa scooped the pool at the recent Australian Organic Wine Awards!

Ngeringa's Single Vineyard Iluma Syrah 2019 won the Cullen Trophy Wine of Show and Red Wine of Show Trophy, ahead of some 239 other wines submitted from across Australia.

The Ngeringa Single Vineyard Summit Chardonnay 2018 and the Ngeringa Pinot Noir 2020 were also recognised in the Awards, winning Gold in their respective categories.

Congratulations to owners Erinn and Janet Klein!

Further Information

ngeringa.com

GOVERNMENT ANNOUNCES DROUGHT RESILIENCE FUNDING

The former Federal Liberal Government announced \$23 million in grants for 26 projects under the Drought Resilience Soil and Landscape program, part of the \$5 billion Future Drought Fund.

The grants fund projects will trial and demonstrate the adoption of practices that assist drought recovery and resilience. The program will support farming communities, NRM regional bodies, local Drought Resilience Adoption and Innovation Hubs, farming system groups, and Landcare groups, among others, to demonstrate land management practices that improve the drought resilience of agricultural production.

Organic farms are the exemplar for landscape practices that seek to promote resilience, particularly in the face of a changing climate. We encourage operators, particularly in rangeland and dryland areas, to keep an eye out for research outcomes from the project – covering cropping and livestock management, and some horticulture.

All of the 26 funded projects are described in detail [here](#).

FARMERS SET TO BENEFIT UNDER INDIA FTA

The Australia-India Comprehensive Economic Cooperation Agreement (AI-CECA) interim agreement signed in April this year will present new opportunities for exporters, with tariffs immediately eliminated on 85% of Australian exports to India, rising to 91 per cent over the next 10 years. Sheep and wool are set to benefit immediately, horticultural producers will see tariffs drop to zero over the next 7 years for a range of products, and wine tariffs will reduce from current.

NATURALLY GOOD EXPO 2022

Set up complete with 300 goodie bags, primed and ready to go!

Day 1 of our rotating display of NCO certified products



it's a wrap!

The NASAA Organic/NCO staff again excelled in bringing the voice of organic advocacy and certification to the annual Sydney event. Staff from both organisations, including Tim Marshall (Chair, NASAA Organic) manned the stall, and we had all bases covered for visitor's queries at our eye-catching exhibit.

It is one of the events where we get the chance to assist our certified operators in showcasing their products, either on display and/or in the 300 showbags that made their way out into the hands of distributors, buyers, retailers and consumers.

A huge thank you to all of the participating businesses listed below:

- [Biodynamic Agriculture Australia](#)
- [Desert Shadow](#)
- [Food to Nourish](#)
- [Grampians Olive Co.](#)
- [Herbal Connections](#)
- [Kimchi Club](#)
- [Native Oils Australia](#)
- [Omnia Specialities Australia](#)
- [Organic Times](#)
- [Strathbogie Flavours](#)
- [The Whole Food Kitchen](#)

Our 300 showbags also included the gift of a magnetic jigsaw puzzle, a promotional item that included a QR code. This QR code, when scanned, goes through to our NASAA Organic website promoting the businesses that took part in this offer. Take a look by [clicking here](#)

Alex Mitchell, NASAA Organic GM was on the stand for the full event.

"I was overwhelmed by how many people stopped by just to say thank you for being at the expo, and giving them a chance to ask about certification, organic principles and to look for specific products for themselves or their business."



A couple of our newest members, Sandra & Mal Arundale

NCO's legendary Certification Officer, Wambui Gikenye talking through certification questions



The 3 Musketeers L to R –Macmillan, Marshall and Mitchell (Catriona, Tim and Alex)

NATURALLY GOOD EXPO 2022

Several of our operators also had their own stalls, which provided an opportunity to direct customers straight to their location and meet them personally.

NASAA Organic also held a "Meet and Greet" two days before the Naturally Good Expo. [Elm Professional](#) were our keynote speakers with Dr Pete Marzec and Mia Vantubbergh presenting real case stories, to demonstrate the good and bad approaches in building your organic business. They also provided good, sound advice on navigating a path through the ever-changing business environment.

The Naturally Good team have noted "the annual two-day B2B Expo is the largest of its kind in the Southern Hemisphere, showcasing more than 200 exhibitors from around the nation, in diverse areas of food, beverages, beauty, health and homewares, as well as more than 30 influential business speakers. Buoyed by the global interest in health and wellness, a multitude of influential buyers and retailers attended the June 6-7 event at Sydney's International Convention Centre."

The expo will return to Sydney next year from Monday 5 – Tuesday 6 June at the ICC.

South Australian operator, Minka from Kimchi shared a stall with The Whole Food Kitchen, who have kindly agreed to assist with the marketing of her products in Victoria

The only quiet moment for Andy and Kami from The Whole Food Kitchen!



Niulife showcasing their wonderful range of coconut sauces and marinades



Desert Shadow, Charmaine & Tomas with next generation, Ziggy, star of the show to take on the organic business!

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- ✓ Introduces beneficial microorganisms to the soil and growth hormones to the plants
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embracing change & transformation

AUSTRALIAN ORGANIC CONFERENCE 2022



21-22 July at
W Brisbane, Qld

Scan here
for more
information and
registration



Hosted by: Australian Organic Limited

austorganic.com

UPCOMING EVENTS AT HOME & AROUND THE GLOBE



DEVELOPING NORTHERN AUSTRALIA CONFERENCE

Date: Wednesday 6 – Friday 8 July 2022

Location: Mackay Entertainment & Convention Centre, QLD

northaust.org.au



AUSTRALIAN ORGANIC CONFERENCE / EMBRACING CHANGE & TRANSFORMATION

Date: Thursday 21 – Friday 22 July 2022

Location: Brisbane, QLD

austorganic.com



AGFEST / IN THE Paddock

Date: Wednesday 24 – Saturday 27 August 2022

Location: Carrick, TAS

AGFEST / IN THE CLOUD

Date: Saturday 27 August – Friday 2 September 2022

Location: Virtual

agfest.com.au



SEAFOOD DIRECTIONS CONFERENCE

Date: Tuesday 13 - Thursday 15 September 2022

Location: Sofitel, Brisbane, QLD

seafooddirections.com.au



FAIR FARMS CONFERENCE

Date: Friday 14 October 2022

Location: Opal Cove Resort, Coffs Harbour, NSW

fairfarms.com.au/fair-farms-conference



AUSTRALIAN BIOLOGICAL FARMING CONFERENCE & EXPO

'Soil is the answer. What's the question?'

Date: Friday 2 - Sunday 5 December, 2022

Location: Southern Cross University, Lismore, NSW



ADC – AUSTRALIAN DAIRY CONFERENCE

Date: Wednesday 15 - Friday 17 February, 2023

Location: Hobart, TAS

australiandairyconference.com.au



EVOKEAG 2023

Date: Tuesday 21 - Wednesday 22 February, 2022

Location: Adelaide, SA

evokeag.com/events



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