Almond Strategic Investment Advisory Panel (SIAP)

Paul Martin    Toby Smith
Brendan Sidhu    Ben Brown
Ross Skinner    Craig Simes
Domenic Cavallaro    Troy Richman
Claude Gauchat (Independent Chair)
Innovation process (funnel)

1. NEW IDEAS
2. TECHNICAL VALIDATION (R&D)
3. ALIGNMENT (FM)
4. INVESTMENT DECISION (R&D)
5. PROCUREMENT
6. CONTRACT/PROJECT
7. IP MANAGEMENT
8. COMPLETED
9. NOT PROGRESSSED
10. CANCELLED

- ONE PROCESS FOR BRINGING IN IDEAS WHEREVER THEY COME FROM
- COARSELY FILTER IDEAS, INCLUDING RISK PROFILE
- ALIGNMENT OF IDEAS WITH PRIORITIES AND THEMES
- FORMAL INVESTMENT APPROVAL THROUGH BOARD
- PROCUREMENT BASED ON APPROVAL (RETURN IF UNSUCCESSFUL)
- CONTRACT FOR SUCCESSFUL SUPPLIERS
- IP MANAGEMENT (POTENTIAL IDENTIFIED UPSTREAM)
Advisory mechanism

INDUSTRY SECTOR STRATEGIC R&D PLAN

ADVISORY PANELS

HORT INNOVATION DEVELOPS TENDER PROPOSALS

TENDER ADVICE PANEL

HORT INNOVATION TENDERS

TENDER EVALUATION PANEL

CONTRACT INDUSTRY LEVY FUNDED R&D PROJECTS

Project Reference Groups and M&E

EXTERNAL IDEAS & CONCEPTS RECEIVED FROM OTHER INDUSTRY SOURCES

Generate and review priorities ideas and concepts that may develop into R&D projects

Provides advice on tender

- Open and Transparent
- Driven by a Procurement System

Provides advice on submissions

ADVICE SOUGHT FROM GROWERS
Strategic Investment Plan - R&D

- Consultation undertaken in 2016/17
- One on One with growers and industry members
- Conference
- Almond Board of Australia Executive and sub committees
- SIAP
Strategic Investment Plan

Major opportunities

• Additional growth in Australian almond sales to Asia.
• Further research and promotion of the health benefits of consuming almonds – almonds are an excellent source of protein, vitamin E, dietary fibre and mono-saturated fat.
• Additional strategic links with the Californian and Spanish industries to shortcut technology evaluation and share almond production, processing and marketing knowledge.
Strategic Investment Plan

Major Challenges

• Increased production may threaten current profitable almond prices
• Volatile Australian dollar making Australian product expensive relative to that sourced from California
• Newly emerged pest and disease problem that has resulted in a major increase in serious defects in harvested almonds
• A heavy reliance on honey bee for pollination
• Significant user of irrigation water – 600 gigalitres per annum forecast by the time this plan has been fully implemented (ABA 2016).
SIAP Meetings

- Four Meetings held since June 2016
- Gap Analysis
- Over 25 concepts tabled
- 15 projects tendered
Projects Contracted

• Australian Almond Industry Communications Programme
• Australia Almond Industry Innovation and Adoption Program
• Almond Minor Use Permit
• Almond Industry Statistics and Data collection 2017-2019
• Development of high health status mother planting for new Australian almond varieties
• Australia almond industry conferences and field days 2017-2021
• Almond Study Tour
• Enhanced National Bee Pest Surveillance Program 2016–2021
• Horticultural Trade data 2017-2019
• Almond Rootstock Evaluation – Stage 2
• Integrated Pest Management (Soon to be contracted)
• Integrated Disease Management (Soon to be contracted)
Collaborate & Co-invest in Australian Hort R&D

Alok Kumar,
Business Development Manager

24 October, 2017
• Levy based
• Specific industries
• Maintain the industry
• Focus on today's issues

• Co-investment based
• All of horticulture
• Focus on key issues now to deliver in 2025
• Invest for future
hort frontiers Investment Funds

- **ADVANCED PRODUCTION SYSTEMS FUND**
- **POLLINATION FUND**
- **FRUIT FLY FUND**
- **GREEN CITIES FUND**
- **HEALTHY FOOD FUND**
- **ASIAN MARKETS FUND**
- **LEADERSHIP FUND**
Facilitates collaborative cross-industry investments focused on **longer-term, complex and traditionally underinvested** themes identified as **critical for Australian horticulture in 2025**

*Funds can be co-invested from:*
- Non-horticulture commercial industries
- Universities
- Public and private research institutes
- State government agencies
- Horticulture levy funds

*Whilst the individual goals of co-investment partners may differ, investment outcomes need to benefit all-of-horticulture to be considered*
Pollination fund
About Pollination fund

• Pollination fund is just under an year old

• Reduce the risks to pollination dependant horticulture, to ensure a sustainable future for Australian horticulture produce

• Significant investments made and continued growth in the portfolio

• Total- $32M
1. Managing European honey bee health

2. Optimise crop pollination

3. Identify & deploy Alternate Crop pollinators
### Percentage of Contracted Investment

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<thead>
<tr>
<th>Theme</th>
<th>Percentage</th>
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<tbody>
<tr>
<td>Theme 1</td>
<td>44%</td>
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<tr>
<td>Theme 2</td>
<td>27%</td>
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<tr>
<td>Theme 3</td>
<td>29%</td>
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### Total Investment by Theme

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<thead>
<tr>
<th>Theme</th>
<th>Total Investment</th>
<th>Contracted</th>
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</thead>
<tbody>
<tr>
<td>Theme 1</td>
<td>14,582,843</td>
<td><strong>$9,719,405.54</strong></td>
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<tr>
<td>Theme 2</td>
<td>9,046,296</td>
<td><strong>$7,268,239.54</strong></td>
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<tr>
<td>Theme 3</td>
<td>-</td>
<td><strong>$2,778,055.98</strong></td>
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**Projects**

- **PH15000 - Strengthening and enabling effective pollination for Australia**
- **PH15001 - Healthy bee populations for sustainable pollination in horticulture**
- **MT16005 - National Bee Pest Surveillance Program (NBPS)**
- **PH16001-Increasing yield & quality in tropical horticulture with better pollination, fruit retention & nutrient distribution**
- **PH16004-Securing Pollination for productive agriculture (RIRDC)**
- **PH16000 Stingless bees as effective managed pollinators for Australian horticulture**

**Manage European honey bee**

**Optimise Crop pollination**

**Alternate crop pollinators**
Co-investment & Research Partners
Advanced Production Systems fund
1. Farm Automation
   Robotics, Autonomous vehicles (driverless tractors), Sensors, irrigation, etc.

2. Intensive cropping Systems
   Optimise farm inputs, protected cropping, plant morphology, practices

3. Innovation & Disruption
   New genetics, genomics, productivity traits, rootstocks, crop architecture, etc.
Fruit fly fund
Global and Domestic Partnerships

Qfly

Medfly

Stablefly
Deliver safe, nutritious and healthy Australian horticultural products to consumers by developing novel products, technologies and processes.

**Theme 1 - Value Chain: Understand & Integrate**
- HN15000 – Innovative cold plasma for horticultural industries

**Theme 2 - Consumer Behaviour: Understand demand, preference & risks**
- HN15003 - Healthy Eating Pilot

**Theme 3 - Innovation: Develop new products & technologies**
- HN15001 – Naturally nutritious
- HN15002 - Innovative 3D Printing Technology for creating personalized food using horticulture ingredients

**Theme 4 - Adoption: Source, collate & share good information**
- HN16001: Understanding consumer behaviour (insights & barriers) to increased consumption of nuts
Thank you
Membership helps us keep you in the loop:

**Hortlink** – a quarterly update on strategic levy investments for all levy funds

**GrowerIntel** – industry-specific news and information about your levy fund investments

**Growing Innovation** – news and articles that contain the latest cross-sector and media exposure updates

**Events** – direct invitations to participate in industry events, as well as Hort Innovation consultations and forums that help you stay connected to the company, the research, and each other

**Networking** – member-specific events where you can meet with other like-minded growers and the Hort Innovation team, and hear about the latest investments in R&D and marketing from experts

**Voting** – levy payers can have a say at the AGM by registering for voting entitlements – decisions about the company are made via this mechanism. Every vote counts!
I will fill out the membership application form on your behalf.

Have a chat with me today and hear how I can support you.