

## **AGRICULTURAL COMPETITIVENESS WHITE PAPER SUBMISSION**

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### **MAJOR ISSUES TO ADDRESS/RESOLVE**

- Excessive duplication and competition amongst local, state and federal government agencies. *Solution: establish and align common goals and outcomes to encourage resource sharing and increased co-operation amongst government agencies.*
- Greater accountability, co-ordination, collaboration of state and federal government agencies is a must to reduce duplication of effort and wasted resources.
- Lack of clear federal government policy and frameworks that adds significant value and supports the agribusiness and food sectors.
- A lack of broader government and community understanding, empathy, respect and support for the agribusiness and food sectors.
- A lack of qualified, experienced and successful agribusiness professionals working in key government agencies (applies to all levels of government).

### **OPPORTUNITIES/SOLUTIONS**

- Create a contestable pool of funding from federal government agencies (matched by state governments) that the private agribusiness and food sectors (not just industry groups) can apply for, to assist with new market development and access, research and innovation.
- Federal government to create new independent banking advocate and advisory positions to assist the agribusiness and food sectors when dealing with banks in viable times (as opposed to just when the receivers and managers are appointed) to assess and manage risks to ensure their long term business viability and profitability.
- An agribusiness and food investment and market access framework and policy needs to be developed jointly by the federal and state governments in conjunction with industry.
- Create a minimum price baseline policy that must be paid by supermarkets to primary producers (when dealing direct) for highly perishable essential (domestic market only) agricultural products such as milk, butter and some horticultural products.
- Encourage competition and innovation in the banking and finance industry by supporting new models of supplier finance. For example, suppliers provide attractive finance arrangements in exchange for the production and supply of outputs i.e. milk, meat, grain, fruit, vegetables.
- Establish a one-stop-shop for foreign investors seeking to establish operations in Australia (similar to the Thailand Board of Investment refer to link below) to obtain information, facilitate investment and provide workforce visa services.  
[http://www.boi.go.th/index.php?page=what\\_we\\_do](http://www.boi.go.th/index.php?page=what_we_do)
- Develop a foreign investment handbook & webpage for establishing and conducting agriculture and food businesses in Australia.
- Establish a panel of suitably qualified investment, legal and financial advisors and specialist industry consultants that can be engaged by prospective foreign investors and target companies to assist with obtaining the required professional advice to establish agribusiness and food operations in Australia.
- Create dedicated and specialist agribusiness and food sector roles within AUSTRADE that have clearly defined KPI's and performance outcomes (including accountability to the private sector).
- Increase engagement of private agribusiness and industry sectors in multi government agribusiness projects and development concepts to ensure commercial focus.
- Accountability of government agencies to private sector stakeholders would assist in ensuring government service outcomes are met.
- Introduce customer surveys from the private sector to determine the true value add contributed by government agencies to their business and industry.
- Attract increased numbers of successful private industry participants into key government agribusiness and food sector positions.