
WHITE PAPER SUBMISSION

1. Ensuring Food Security in Australia.

➤ Expanding Agricultural production

Create a business atmosphere of confidence, technical support, certainty and financial security for investment.

Safe guard and protect our prime agricultural land. Develop and support pioneering ventures.

Most production increases take considerable time, in most instances it can be a three year project.

➤ Australian food security

Needs to be constantly changing to meet the needs to give maximum market access. Imported food needs to be subject to the same integrity, food security and testing for residual chemical and risk to consumers

➤ The importance of trade

Free trade negotiated for better result and returns for Agriculture

➤ Challenges to global food production

The competitive edge Australia has with expertise and efficiencies are totally eroded by the cost of wages

2. Farmer decisions for improving farm gate prices.

➤ Learning from top performing farms

We are all aware of the Best Practice Management (BMP), group learning and field days. The approach to adopting to adoption, extension and implementation of known and new technologies needs a multi a collaborative approach.

➤ Managing risk

➤ Business structure and management

We operate business in a two speed economy, the corporate and family businesses.

The reality is market forces prevail and the purchase price for farming land far exceeds its earning capacity. A ten year cycle seems to exist in that people purchase a property/Farm experience a

couple of dry spells and market fluctuations usually exhausts the reserves and the property on the market. The competition with the corporate model that is externally funded and buys economy of scale operations.

Family business structure needs to be structured and operated maintaining high equity levels. Be positioned to pass from generation to generation without hefty taxes and stamp duties, CGT and legal obstacles in registrations and

- Scale and diversity of production
- Productivity Growth

Activities that are for productivity growth need a tax break

- Succession planning

Needs to be a whole new rethink of this, make it possible for families entering into these agreements to be able to progress and enact this transition long before the grave side. So stamp duty, tax and provision for lease and purchase of stock plant and machinery without tax implications.

- Marketing
- Drought ,flood and fire management

A fund to be created by collecting a levy (a % of the GST on gross sales of produce). This fund could fund either emergency assistance, Exceptional circumstances interest subsidy etc.

- Social And environmental pressures
- On-farm non-agricultural income

3. Enhancing access to finance

- Business structures
- Debt

Debt is not a problem if you are profitable. Improve farm returns and make them profitable. Lower input costs.

- Alternative financing models

We need to adopt more leasing options that allow us to lease cattle, property and not be taxed out of existence

- Instructional and corporate investment
- Foreign investment

Needs to be regulated and only allowed if in partnership with Australian farmers.

- Access to finance

4. Increasing the competitiveness of the Agricultural sector and its value chain.

- Concentration in supply chain

Truth in labelling

- Supermarket power

Reduce Supermarket power and influence

- Food processing competitiveness
- Farmers proportion of final sale returns
- Competition with other sectors
- Competition with other countries

Our products need to be marketed or sold on a level playing field (Quality, food safety standards, traceability and integrity) break down the barriers and double standards

5. Enhancing Agricultural contribution to regional communities.

- Contribution of agriculture to regional communities
- Changing population patterns
- Indigenous community linkages

Bridging the disconnect is complex issue,

Training Programs need to be supported.

Work for the dole

- Pressure on regional communities

Tax Zones

6. Improving the competitiveness of inputs to the supply chain.

- Skills, training, education and human capital
- Research and development

Highest priority for Investment, option could be to place a levy on sales expressed as a percentage of gross sales and then these funds to be managed accordingly. But additional funds need to support government contribution

(RD & E) Research Development, Extension and implementation still the most important area of Industry

Massive need for investment in this area

- **Competitiveness for workers**

- **Agricultural and veterinary chemicals**

Free up the system so we can have better access to drugs and vet supplies. Put us on the same level as our competitor's over-seas.

- **Energy**

Cheaper alternative sources of energy and the newest technology needs to sold.

- **Water resources**
- **Land resources**

The public / Tax Payers need to start paying of the environment cost of management and work project not leave the burden on the land holder.

- **Fertiliser**

7. Reducing ineffective regulations.

- **Efficiency and effectiveness of regulations, including environmental regulations**

- **Priorities for reform**
- **Efficacy of consumer laws**

An enquiry or ombudsmen needs to appointed to investigate complaints and enquires in breaches in labelling, breaches in the laws etc.

8. Enhancing agricultural exports

- **Market access and returns**

We need stronger support by government when doing business to break down the barriers set up by countries when we are doing business. Example of this standards imposed to us in auditing process are not identical as their own and thus this creates another trade barrier.

➤ **Role of the biosecurity system**

AQIS

➤ **Trade negotiations**

Free trade agreements need to be re-viewed and re-negotiated, but then what have we got left to negotiate with. But long term arrangement giving countries certainty and security for their and our futures will be most important.

➤ **Competition from imports**

Imported products need to be tested at the same standard and level of traceability and food security as the Australian produce they are competing against. TRUTH in Labeling.

➤ **Market information**

9. Assessing the effectiveness of incentives for investment and job creation.

➤ **Government programmes**

Foreign Aid need to be in physical goods, products or services generated here in Australia

R & D

➤ **Tax concessions**

Tax zone need to be reintroduced and expanded to reflect the times of the day.

Tax deduction or incentives need to be available for a range of issues. Drought prep redness, project that contribute to the financial and economic growth of communities, collaborative project where producers engage with local staff/ employees partnership with value adding supply chain production and marketing of produce and services

➤ **Labour programmes**

Visa system improved, Work for the dole, Training and up skilling component subsidy.

Declining terms of trade over time is the biggest issue, primary industry needs to get better returns for the products they produce.

Create bigger demand for our product and then ask a higher price.

Additional points

- **The big question for the people of Australia is do we want Agriculture? If the answer is yes then change your approach to supporting it. We compete in a most casing against produce that is produced with a subsidy, we farm in one of the most challenging environments' in the world. We have an island status, food is produced to highest levels of traceability and food security.**
- **No black spots better communication. Improve telephone connections, so we can use technology such as telemetry, access up to weather information for crop spraying, market info.**
- **Affordable internet, access to the internet, mobile phones**