

ANUAL BEPORT



Contents

ABA Annual Report 2011

Chairman's Report	4
CEO's Report	5
Almond Board of Australia	6
Industry Structure	7
ABA Board	8
ABA Staff	10
Sub Committees	11
Almond Industry Advisory Committee	12
Marketing Report	13
Financial Report	17

HAL Industry Annual Report 2010/11 31

Chairman's Report

The unseasonal conditions experienced during 2010 and 2011 presented a number of challenges across the supply chain, varying from high pest, disease and weed pressures to less than ideal quality in some instances, and orchard damage from the flooding rains.

Where possible the ABA has tried to assist industry members manage these issues by running spray application field days, seeking minor use permits for useful agricultural chemicals, seeking increases to maximum residue limits to allow herbicides to be used later in the season, engaging a field biologist to look at mouse control, and liaising with government to obtain financial assistance for those affected by the big wet in January.

These factors all impacted on the financial position of our industry but the two things that have hit hardest during 2010-11 were the poor flowering and subsequent set, and the strong Australian dollar.

Yields across the industry were down around 40 percent for Nonpareil and the industry crop of 40,000 tonnes was well down on the expected tonnage from our orchard plantings.

Despite this, a record crop was produced with a slight gain on the 2010 production. The 2012 crop is shaping as heavy with the forecast figure being 67,000 tonnes. A heavy crop will be welcomed by growers but it will represent a jump in required sales of nearly 70%. The best chance to move sales to this new level will be on the back of a high quality product which due to weather in the past season has not been attainable.

I would like to thank the Board members for their commitment to the industry which is undertaken on a voluntary basis. This is an indication of their commitment to the industry as the legal responsibilities on the Directors of an Association are significant. The efforts of the Deputy Chair, Neale Bennett and the members of the Audit Committee are noted with appreciation. The input of the Board members on a range of issues from water, pollination, biosecurity, research, QA and promotion through to the governance of the ABA has provided strong guidance to our staff who manage the day to day business of the ABA.

During 2010-11 we have had a change of CEO and Finance Manager and to Julie Haslett and Bronte McCarthy I extend the gratitude of the ABA and industry for your contributions. The ABA has overcome the challenge of losing two of its senior leaders and the efforts of both existing and new staff members are commendable. Thank you Ross, Ben, Brett, Jo, Shannon, Debbie and Joseph.

A closer working relationship has been developed with the Almond Board of California (ABC) to work collaboratively on issues of research, food safety and industry statistics. During May this year the ABA met with the Almond Board of California in Modesto to work through guidelines for closer co-operation and it is pleasing that the President of the ABC, Richard Waycott, is attending and presenting to our Conference along with Bob Curtis who administers the Californian research program. In addition, the ABA and ABC have jointly addressed the issue of food safety regulations in India and are seeking changes to maximum residue limits for herbicides in Codex.

This Annual Report contains many updates on the R&D program that contains 35 projects, 11 of which are being undertaken by the ABA staff and funded through Horticulture Australia. It is worth noting that as part of meeting a requirement of the Commonwealth Government a benefit cost analysis was undertaken of recent almond research projects. The update states "The benefit cost ratios for agricultural R&D are typically between 3 and 11 for successful programs. The almond R&D evaluated averaged a benefit cost ratio of 10.4, that is, for every dollar invested, total current and future benefits are expected to generate \$10.40".

The industry must thank those who undertake the projects and those who extend the project results on achieving this outstanding result. The Industry Advisory Committee members under the guidance of recent Chairs, Ben Robinson and Greg Buchanan have made astute decisions to invest in the projects that offer the best return for those who pay the R&D levy. The IAC is also ably supported by our Sub Committees who play a key role in the development and monitoring of projects.

In concluding this report on the 2010/11 year, I would like to wish everyone good luck for what potentially looks like a heavy crop this year.

BR Jidhu

Brendan Sidhu Chairman

CEO's Report

The ABA has had a busy twelve months addressing a wide range of issues whilst representing the industry within the horticultural and broader communities.

Staff are undertaking a series of projects with the assistance of matched Government funds, managed by Horticulture Australia Ltd. These projects cover areas of market development through trade visits to and from key export markets, educating health professionals to the benefits of almonds, optimising nutrition and irrigation application, evaluation of new variety selections, importation of rootstocks with valuable characteristics, implementing QA tools, and maintaining the industry plantings database and key statistical information. The ABA's communication vehicles such as "In a Nutshell", website, electronic newsletter, field days and the Conference are also co-funded through projects with HAL.

The almond industry has a strong sense of cooperation across the supply chain and Sub Committees provide a forum for ideas to improve production efficiency, enhance product quality and develop market demand to be discussed and actions to implement them agreed. This complements the efforts of industry stakeholders who are striving to develop their own businesses.

The voluntary marketing levy supported by the major industry marketers provides funding for the industry's promotion program directed by the Marketing Sub Committee. This program is supported by the Commonwealth Government through the Export Market Development Grant scheme. In 2010-11, the ABA also received funding from DAFF through the Promoting Australian Produce program. These funds assisted the almond industry to undertake market research and to attend trade fairs in Asia, the Middle East and Europe.

We have also linked with other industries such as bananas and citrus in our promotion of almonds as an ideal sports recovery snack. By seeking such cooperative efforts the industry has been able to gain added impact for the dollar invested.

The ABA has liaised with the Commonwealth and State Governments on a number of key issues such as the Murray Darling Basin Plan, incursion management of Asian Honey Bee, the Pollination Cooperative Research Centre, Indian food safety standards, inspection of exports, and the Productivity Commission's Review of Rural R&D Corporations that put at threat the current matched funding formula for levy and voluntary contribution projects.

In some of these issues, common to the industries based in the Murray Valley, the ABA has led a push to make joint submissions that better represent the importance of horticulture to this region.

The ABA has achieved a good financial result for the year. Stronger than anticipated budwood sales have contributed to the operating surplus as the industry has returned to a growth phase with a 5% increase in new orchard plantings occurring during the year. This was offset by a loss of 2% of the national plantings to waterlogging.

Since commencing the CEO's role in November 2010 I have been very pleased with the commitment and broad capabilities of the ABA staff whose efforts during the year have contributed significantly to the development of the ABA and industry. The guidance provided by Julie Haslett and Bronte McCarthy during the transition period is very much appreciated, as is Bronte's continued assistance to Shannon Harkins who joined the ABA as Finance Manager in January.

The ABA represents the industry in many forums and activities and its capacity to do this effectively is largely linked to the generous contribution of many industry members who participate on the Board, the Sub Committees, the Industry Advisory Committee to HAL, and partner organisations such as the National Irrigators' Council. This input is greatly valued.

As we head towards a record crop in 2012, the year ahead, as always, is the industry's most challenging yet.

Ross Skinner

Almond Board of Australia

The Almond Board of Australia (ABA) is the peak industry body for Australian almonds. The ABA operates as a not-for-profit, membership based organisation representing the interests of Australian almond growers, processors and marketers.



Initially established in 1995 as the Australian Almond Growers' Association (AAGA), the association was re-structured and renamed in 2002 as the Almond Board of Australia (ABA), reflecting a broader charter and membership base.

Aims & Objectives

- To represent and promote the interests of Australian almond growers, processors and marketers in matters of general interest that may affect the well being and viability of the Industry.
- To coordinate the efforts of the Industry in order to give unity of purpose and strength to foster the development of the Industry.
- To provide a channel for communication and dissemination of information between members of the Industry and other sectors of the horticultural industry.
- To facilitate the development of a national industry development plan including the definition of national R&D priorities and generic marketing funding and priorities.

Mission

As the Australian almond industry's peak body, the ABA facilitates further growth of the industry, seeks to maximise its profitability and ensure its sustainability by providing a platform for industry members to collectively respond to industry wide issues, invest in research and marketing, share knowledge, and interact with government and other stakeholders.

Funding

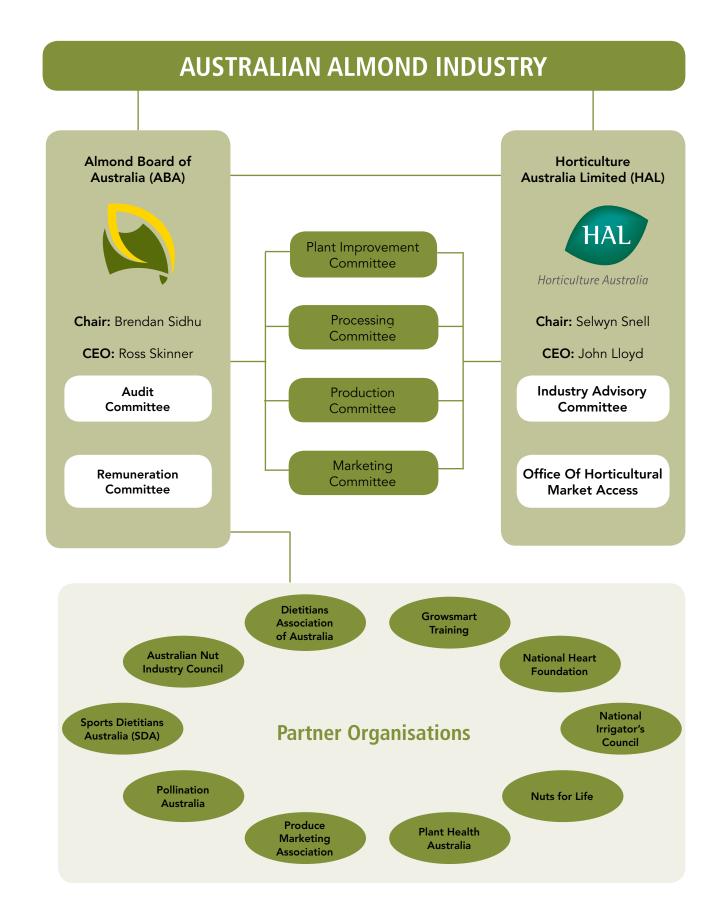
ABA activities are funded through a combination of sources:

- Membership fees and sponsorships
- Sales of almond budwood
- Voluntary contributions from Industry
- Industry levies and contributions matched by the Federal Government via Horticulture Australia Ltd (HAL)
- Additional grant funding sources

Members

ABA membership is voluntary, with a total of 215 members in 2010/11, comprising 100 Grower Members, 3 Marketer Members and 112 Associate Members.

Industry Structure



- A AN

ABA Board

The ABA Board comprises three marketer representative positions and six grower representative positions: two representatives from both Riverland and Sunraysia regions and one representative from both the Adelaide and Riverina regions. Directors are elected by the Grower Members of the ABA for a two-year term.

The ABA Board meets on a quarterly basis to oversee management and performance of the organisation. The Board represents the national interests of the industry, providing strategic direction and overseeing the investments of the ABA.

Brendan Sidhu -Chairman & Riverland Region Grower Representative

Brendan is Managing Director of Jubilee Almonds, a large almond orchard based in the Riverland, South Australia. Brendan was appointed to the ABA Board in 2007, and has held the position of Chairman since October 2009.

Brendan has been involved with the Australian almond industry since 1983. During the last 28 years he has held positions as both Secretary and Chair of the Riverland region of the Australian Almond Growers' Association (AAGA). Brendan also sits on the Almond Industry Advisory Committee (IAC), the Remuneration Committee and is a Plant Health Australia (PHA) representative for Australian almonds. Brendan holds an Advanced Diploma in Horticulture and is a graduate of the Australian Institute of Company Directors.

Neale Bennett -Deputy Chairman & Sunraysia Region Grower Representative

Neale has been involved with almonds since converting his family farm from vines in 1992. Neale also operates a contract almond harvesting business Cowanna Harvesting. His appointment as Deputy Chairman and Sunraysia Region Grower Representative on the ABA Board follows positions as Secretary, Treasurer and Chairman of the Sunraysia region of the Australian Almond Growers' Association (AAGA).

Neale's committee positions include Audit Committee and Remuneration Committee representative. He also is a member of the Almond Industry Advisory Committee (IAC).

Grant Birrell -Marketing Representative

Grant joined the nut industry in 2006 as CEO of Nut Producers Australia (NPA), managing the company's almond and pistachio businesses. Prior to this, Grant spent 20 years in the seafood industry which included involvement in several seafood industry bodies. Grant has been a member of the Marketing Committee since 2007 and became an ABA Board member in 2008. He also serves on the Audit Committee and the Almond Industry Advisory Committee (IAC).

Domenic Cavallaro -Adelaide Region Grower Representative

For over three decades Domenic has been involved in his family's almond production company at Munno Para Downs, South Australia. He has been involved in a number of industry bodies including Chair of the Virginia Horticulture Centre and Vice President of the Virginia Irrigation Association. Domenic is a member of the Almond Industry Advisory Committee (IAC) and the Audit Committee. Domenic has a diploma in Applied Science (Agriculture) and a Post Graduate Diploma in Horticultural Science.

Denis Dinicola -Riverina Region Grower Representative

Denis has been in irrigated agriculture and rice growing in the Griffith area for 26 years and of the past six years commenced growing almonds at his 230 Ha property at Lake Wyangan near Griffith NSW. Denis was appointed to the ABA Board in 2009. Denis also serves on the Almond Production Committee and the Almond Industry Advisory Committee (IAC).

Tim Millen -Marketing Representative

Tim was appointed as Group Horticultural Manager of Select Harvests in July 2006 and is based at Kyndalyn Park near Robinvale, Victoria. Tim is responsible for the management of the horticultural division including nursery, establishment of orchards, farm operations, trial works and harvest. He has over 22 years experience in the horticulture industry in both Australia and New Zealand. Tim was appointed to the ABA Board in 2009 and is a member of the Almond Production Committee and the Industry Advisory Committee (IAC).

Tim Orr -Sunraysia Region Grower Representative

After receiving a Bachelor of Science degree in Agriculture Business from University of California at "Cal Poly" San Louis Obispo, California, Tim and his brother started a pipeline construction business which concentrated on river crossings for the gas and communication industries. In the early 90's the business was operating mainly in Australia and Malaysia and in 1994 he and his wife, Debbi moved permanently to Australia.

After selling the pipeline business Tim developed vineyard properties in the Heathcote region of Victoria. In 2006 he and his partners purchased property at Lake Cullulleraine, Victoria and has since planted 1,200 acres of almonds. Currently Tim is a director of Lake Cullulleraine Almonds.

Tony Spiers -Riverland Region Grower Representative

Tony has worked in the almond industry for over 30 years. Tony has been a grower for the past 22 years and has been a Director of Lindsay Point Almonds since 2002. Between 1997 and 2002, he held positions for the Riverland region of the Australian Almond Growers' Association (AAGA). He has also assisted in managing the Varietal Breeding program based at Lindsay Point. Tony currently holds positions on the Almond Industry Advisory Committee (IAC), Plant Improvement Committee (PIC) and is a Plant Health Australia (PHA) representative for the Australian almond industry.

Brenton Woolston -Marketing Representative

Brenton Woolston is General Manager of Almondco Australia. Brenton was appointed to Almondco as marketing manager in 2001 and was promoted to Group General Manager just over a year later. Brenton has been a member of the ABA Board since 2002 and has previously held the position of Chairman. He currently sits on the Marketing Committee and Remuneration Committee. Brenton is also past President of the Australian Nut Industry Council (ANIC).

ABA Staff

Ross Skinner -Chief Executive Officer

Ross Skinner is Chief Executive Officer of the Almond Board of Australia, holding this position since November 2010. He has qualifications in Economics and Accounting but has worked in horticulture for 29 years, including Assistant General Manager of the Australian Dried Fruits Association and General Manager of the Dried Fruits R&D Council and the statutory export marketing body, the Australian Dried Fruits Board. Ross joined Horticulture Australia in 2002 and his role involved developing and implementing strategic plans for the Murray Valley horticultural industries.

Ben Brown -Industry Liaison Manager

Ben Brown was appointed as Almond Industry Liaison Manager in May 2007. Ben is responsible for working with almond growers, ensuring industry issues are identified and addressed the R&D strategic planning in process. He oversees a broad range of communication activities to assist in the transfer and uptake of research outcomes. Ben also has management the almond responsibility for industry's budwood site located in Monash, South Australia.

Joseph Ebbage -Marketing Program Manager

Joseph Ebbage is engaged on a contract basis to manage the Almond Marketing Program. Based in Melbourne, Joseph has been working with the ABA since 2003. He is the principal of "Consumer Insights", a market research and consultancy agency specializing in the Fast Moving Consumer Industry and has developed innovative solutions for companies including Select Harvests, the Nuts for Life Program and Horticulture Australia Limited.

Shannon Harkins -Finance Manager

Shannon Harkins was appointed as Finance Manager in 2011. Shannon is responsible for managing the ABA's financial and legal responsibilities. He also assists in updating almond industry statistics including almond production and sales planting, Shannon provides information. secretariat services to the ABA Board and the Almond Industry Advisory Committee (IAC).

Debbie McMahon -Administration Officer

Debbie McMahon was appointed as Receptionist in June 2008. Debbie provides reception and administrative support to the ABA. She has previously worked in medical administrative roles and as a primary school teacher.

Jo Ireland -Communications Manager

Jo Ireland was appointed as Communications Manager in July 2007, previously holding the Administration/Finance role of Manager with the ABA since 2006. She is responsible for preparing a range of industry communications, website updates and administrative arrangements for the Australian Almond Conference. Jo also served as Secretary for the Australian Nut Industry Council (ANIC) from 2007 to 2011.

Brett Rosenzweig -Industry Development Officer

Brett Rosenzweig was appointed as a full-time Technical Officer in April 2007, following previous contract employment with the ABA since August 2006. In this role Brett was responsible for day-to-day management, data collection and operations of the CT Optimisation Trial, located at Clark Taylor Farms' almond property in the Riverland. As of July 2010, Brett's role transitioned into Industry Development Officer (IDO) assisting industry uptake of research findings.



Sub Committees

Plant Improvement Committee

The Plant Improvement Committee oversees the Almond Breeding and Evaluation Program and provides advice to the IAC with respect to future priorities for R&D investment and in the area of plant improvement.

Chair	Ben Brown
Committee	Andrew Lacey
	Tim Orr
	Tony Spiers
	Daryl Winter
	Dr Michelle Wirthensohn

air	Ben Brown
ee	Denis Dinicola
	Bob Gulack
	Graham Johns
	John Kennedy
	Paul Martin
	Drew Martin
	Tim Millen
	Dr Ben Robinson

Ch Committ

Production Committee

The Almond Production Committee oversees a wide range of production related research and development projects, also providing advice to the IAC with respect to future priorities for investment in production based research initiatives.

Co-opted E



Processing Committee

The Processing Committee's role is to direct whole of industry efforts to add value in the processing of almonds by improving quality, more cost efficiently meeting required quality specifications, and maintaining Australia's high product integrity reputation.

Chair	Ben Brown
nittee	Grant Birrell
	Nigel Carey
	Tony Costa
	Damien Houlahan
	Tom Martin
	Peter Ross
	Leroy Sims
	Alison Smith
	Mark Webber
	Russell Wickstein
perts	Prof John Fielke
	David Pocock

Chair Committee

e Grant Birrell Damien Houlahan Chris Joyce

Ross Skinner

Laurence Van Driel Brenton Woolston

Almond Marketing Committee

The Almond Marketing Committee oversees the Almond Marketing Program funded through a voluntary industry contribution. This committee also oversees marketing related research and development projects and provides input with respect to market access issues to the Office of Horticulture Market Access (OHMA).



Almond Industry Advisory Committee

The Almond Industry Advisory Committee (IAC) is a committee of Horticulture Australia Ltd (HAL) which oversees the Almond R&D program funded by the Almond R&D levy, together with voluntary contributions and matched funding from the Australian Government.

Chair	Dr Greg Buchanan
Committee	Grant Birrell
	Domenic Cavallaro
	Denis Dinicola
	Graham Johns
	Andrew Lacey
	Paul Martin
	Tim Millen
	Tim Orr
	Brendan Sidhu
Ex-Officio	Ross Skinner (CEO)
	Corey Fitzpatrick (HAL ISM)



Marketing Report

Australian Almond Drivers

The Australian Almonds Driver Program was launched in Sydney at the Australian Nut Conference during March 2011. This program is a strategic framework for profitable sales growth. Forty seven distributors, marketers and retailers have signed-up to become 'Almond Drivers'.

The objective of this program is to grow almond sales by integrating the latest consumer and health information with a powerful calendar of promotions. It looks to involve all members of our supply chain as key partners.

The Driver Program also facilitates the distribution of Point of Sale to our partners who are looking to leverage sales by utilising our seasonal promotions. We have a range of posters and shelf wobblers available for our four major promotions - New Year - New Heart, Blossom, New Season and Christmas.

This program enables us to share our Nielsen Homescan research reports which will help us understand consumer behaviour; as well as updates from Datamonitor showing the latest products launched around the world. As part of the Homescan contract, additional analysis has been undertaken with a focus on:

- understanding purchase patterns and frequency of households who buy almonds; and
- understanding the nut purchase behavior of households who do not buy almonds.

A summary of the insights from this research will be available in the Driver section of the ABA website. Overall, the experience of this first period of the Almond Driver Program has identified the need for greater personal communication with our key partners and also the need to gain involvement from our retailers, and this will be a key focus of the program in the 2011-12 year.

Success & Opportunities

The success of these promotions can be reviewed through the Nielsen Homescan research component of the Driver Program. One opportunity that has been highlighted by these reports lies in the green grocer segment. A merchandising trial was conducted across 60 green grocers in Sydney during the 2011 New Year, New Heart promotion. The results indicated that while significant retail space in Green Grocers is devoted to the entire dried fruit and nut market, there is a potential to create a more impactful almond category presence by grouping the products together.



NEW YEAR NEW HEART With a bandful of almonds arou day

NEW SEASON'S ALMONDS TASTE

AS GOOD AS THEY LOOK

ADSTRALIAN ALAGONDA University

IN BLOSSON

t wouldn't be Christmas without Almonds.



Point of Sale Calendar of Promotions: New Year - New Heart, Australian Almonds in Blossom, New Season's Almonds & Christmas.

Australian Almonds Overseas

Australia is the second largest exporter of almonds, exporting to more than 30 countries around the globe and our production and export capacity continues to expand. To enhance Australia's ability to further develop export opportunities into both existing and emerging markets, a suite of activities has been undertaken by the ABA, together with direct involvement from Australia's major almond exporters.

These market development activities focus on two key export regions: India and China. In 2010/11, the ABA coordinated trips to both India and China - providing opportunities for participants to develop useful networks and undertake market research necessary to understand further export development initiatives.

The visit to China coincided with SIAL China, China's largest exhibition for the food, beverage and hospitality industries. It enabled participants the opportunity to gain a broader understanding of the Chinese market. This tour concluded with attendance at the 29th World Nut & Dried Fruit Congress in Beijing, hosted by INC, with a record breaking attendance of more than 850 delegates.

The ABA plans to continue its strong relationship with the Indian market, and

a key focus of planned activities for the 2011/12 financial year is to gain more detailed understanding of consumer preferences, market demographics and the potential of health benefit education.

A marketing plan is being developed to create a sustainable and profitable longterm export market for the Australian Almond Industry. During the past six months, four major export marketing activities have been conducted:

- Indian- Australian networking event, Delhi (February 2011);
- Exhibition at Gulfoods Expo, Dubai (February 2011);
- Exhibition at Hofex Expo, Hong Kong (May 2011); and a
- Joint presentation with the Almond Board of California to the Food Safety and Standards Agency of India (FSSAI) (June 2011)

Gulfoods Expo, Dubai

From February 27th to March 2nd, the Australian almond industry exhibited at Gulfoods in Dubai. Gulfoods has become the premier international food fair for the region, hosting 3,800 exhibitors, 81 international pavilions, and welcomes over 55,000 buyers from 152 countries reaching beyond the Middle East to North Africa and South Asia.

Building on participation in the last two Gulfood expos, the Australian almond industry created an effective presence to highlight its global position as a rapidly growing almond producer.

Representatives from Almondco, Nut Producers Australia, Olam International, Select Harvests and the Almond Board of Australia met with a wide range of the region's traders and over the duration of the Expo, over 270 traders indicated that they would like to establish ongoing communication with the Australian almond industry.

Hofex, Hong Kong

Hofex is a major food fair for the Asian region. The 2011 Hofex Fair held during May in Hong Kong attracted over 33,000 trade visitors and more than 1800 participating exhibitors.

The Australian exhibit at Hofex was consistent in 'look and feel' to Gulfoods, with approximately 50 traders registering their interest in establishing communication with our industry.



Pictured above is the Australian Almond's Exhibition Stand

Australian Almonds and Sports

2010 saw the introduction of 'Fuelling Fitness for Netball' program and following it's success, the program was run again in 2011.

In 2011, a two pronged campaign was launched during May, concluding in August, with the two elements of this year's promotion included:

Fundraising Pack giveaway

Running throughout May and June, the key objective of the program is to ensure that eating almonds as a healthy snack alternative is at the forefront of people's minds. It invited people to enter a competition to provide their club with an opportunity to win one of 50 fundraising packs containing Australian almond snack tins.

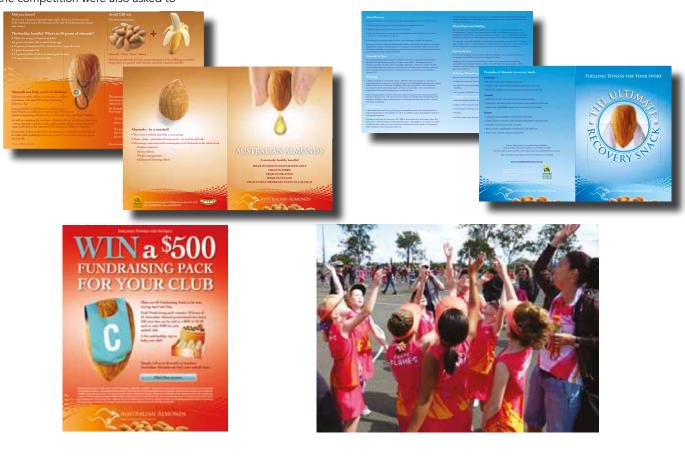
This promotion was supported by advertising on Facebook, and received over 100 entries. The winners of our 50 fundraising packs were selected and announced in early June, allowing time for the product to be delivered to the clubs and for the clubs to sell the snack tins prior to the end of the season. Entrants to the competition were also asked to 'Like' and upload photos of their club to our Facebook page (www.facebook.com/ AustralianAlmonds)

Evaluation phone calls to the winners were conducted after the conclusion of the netball season. Results indicated that the clubs were impressed with the idea of selling a healthy snack alternative as a fundraiser, instead of lollies or chocolates. Of those surveyed, 74% would consider selling the snack tins as a fundraising initiative in future.

Ultimate Sports Recovery Snack

Our 'Educating Health Professionals' program has evolved during the past six months to include almonds as an ideal sports recovery snack. In conjunction with Sports Dietitians Australia the ABA has developed a fact sheet outlining the role of almonds as a sports recovery snack (shown below) and allows the Australian almond industry to work in conjunction with the Australian banana and citrus industries. This 'recovery snack' role complements existing attitudes towards bananas for pre-game nutrition and oranges for half-time energy snacks. During the first half of 2011 the ABA continued to participate in the key health professional conferences such as the National Heart Foundation Conference, GPCE Sydney, and the annual DAA Conference. As a result of these conferences, we engaged with over 2000 delegates and distributed over 3000 filled almond tins, and have received over 700 requests from health professionals for display cartons and tins for them to distribute to their clients and patients.

During these conferences, we utilized an updated nutritional brochure highlighting the key health attributes of almonds. This brochure communicates the scientific studies into the role of almonds in lowering LDL cholesterol and in assisting with the management of diabetes. It also features a 'call to action' prompting people to eat almonds and a piece of fruit as an afternoon snack. New brochures featuring imagery 'healthy almond oil' replacing fat, as a core component of almonds' health matrix were also introduced and distributed.



Financial Report

Almond Board of Australia ABN 31 709 079 099

Comprehensive Income

Statement of Comprehensive Income For the Year Ended 30 June 2011

	Note	2011	2010
Income		\$	\$
Grant Funding		1,627,106	2,029,232
Marketing Contributions		891,801	701,317
Other Income		273,842	553,791
Interest Received		44,347	31,142
		2,837,096	3,315,482
Expenses			
Administration		157,205	155,264
Communications		290,156	304,183
Export Activities		150,466	249,428
· Voluntary Contributions		480,319	806,737
Staff Costs		573,666	523,054
Marketing Program Management		179,246	185,761
Other Expense		544,910	932,173
		2,375,968	3,156,600
Surplus/(Deficit)		461,128	158,882
Other comprehensive income		-	-
Total Comprehensive Income		461,128	158,882

Position

-

Statement of Financial Position As At 30 June 2011

	Note	2011	2010
Current Assets		\$	\$
Cash & Cash Equivalents	2(a)	864,487	414,615
Trade & Other Receivables	3	700,053	678,349
Other	4	65,069	56,299
Inventories		16,523	35,423
Total Current Assets		1,646,132	1,184,686
Non Current Assets			
Property, Plant & Equipment	5	307,264	289,476
Total Non Current Assets		307,264	289,476
Total Assets	_	1,953,396	1,474,162
Current Liabilities			
Trade & Other Payables	6	250,773	225,571
Provisions	7	18,260	17,719
Total Current Liabilities		269,033	243,290
Non Current Liabilities			
Provisions	7	24,677	32,314
Total Non Current Liabilities	_	24,677	32,314
Total Liabilities	_	293,710	275,604
Net Assets	_	1,659,686	1,198,558
Equity			
Retained Earnings		1,659,686	1,198,558
	_	1,659,686	1,198,558

Income & Expense

Statement of Recognised Income & Expense For Year Ended 30 June 2011

	Retained Earnings	Total
	\$	\$
Balance at 1 July 2009	1,039,676	1,039,676
Surplus/(Deficit) attributable to members	158,882	158,882
Balance at 1 July 2010	1,198,558	1,198,558
Surplus/(Deficit) attributable to members	461,128	461,128
Balance as at 30 June 2011	1,659,686	1,659,686

Cash Flows

-

Cash Flow Statement For Year Ended 30 June 2011

	NOTE	2011	2010
Cash Flows From Operating Activities		\$	\$
Receipts from Members		37,964	32,182
Other Receipts		2,765,001	2,873,013
Payments to Suppliers and Employees		(2,343,728)	(3,002,524)
Interest Received	_	44,347	31,142
Net Cash provided by/(used in) Operating Activities	2(b)	503,584	(66,187)
Cash Flow From Investing Activities			
Payment for Plant and Equipment		(53,712)	(41,806)
Net Cash provided by/(used in) investing activities		(53,712)	(41,806)
Net Increase/(Decrease) in Cash held		449,872	(107,993)
Cash at beginning of financial year	_	414,615	522,608
Cash at end of financial year	2(a)	864,487	414,615

Notes To The Financial Statements For The Year Ended 30 June 2011

Note 1. Statement of Significant Accounting Policies

This financial report is a special purpose financial report prepared in order to satisfy the financial reporting requirements of the Associations Incorporations Act (SA). The committee has determined that the association is not a reporting entity.

The financial report has been prepared in accordance with the requirements of the Associations Incorporations Act (SA) and the following Australian Accounting Standards:

AASB 110:	Events after the Balance Sheet Date
AASB 1031:	Materiality

No other applicable Accounting Standards, Australian Accounting Interpretations or other authoritative pronouncements of the Australian Accounting Standards Board have been applied.

This financial report has been prepared on an accruals basis and is based on historic costs and does not take into account changing money values or, except where specifically stated, current valuations of non-current assets.

The following material accounting policies, which are consistent with the previous period, have been adopted in the preparation of this financial report.

a) Revenue

Revenue from government grants is recognised when the association has established that it has a right to receive the grant.

Unspent grants are only recognised as a liability where the organisation has failed to meet specific conditions attaching to the grant and the amount must be repaid.

Almond Board of Australia has met all funding conditions therefore the remaining balances of funding projects does not have to be repaid and hence are not recognised as a liability.

b) Income Tax

The association is a non-profit organisation under the Income Tax Assessment Act and is not taxable nor is it accounted for.

c) Cash and Cash Equivalents

For the purpose of the Cash Flow Statement, cash includes cash on hand, at banks and on deposit.

d) Property, Plant and Equipment

As from 1/7/05 plant and equipment purchased using project funds have been recorded as an expense rather than included as an asset. The assets have been recorded this way to show a true value of unexpended grant funds.

The depreciable amount of all other fixed assets are depreciated on a straight line basis over the useful lives of the assets to the association commencing from the time the asset is held ready for use.

The depreciation rates used for each class of depreciable asset are:

Class of Asset	Depreciation Rate
Plant, Equipment and Buildings	6.66% - 40%

The carrying amount of fixed assets is reviewed annually by the committee to ensure it is not in excess of the recoverable amount of those assets.

Notes To The Financial Statements For The Year Ended 30 June 2011

Note 1. Statement of Significant Accounting Policies (cont.)

e) Employee Benefits

Provision is made for the association's liability for employee benefits arising from services rendered by employees to balance date. Employee benefits expected to be settled within one year together with benefits arising from wages and salaries and annual leave which will be settled within one year, have been measured at their nominal amount. Other employee benefits payable later than one year have been measured at the present value of the estimated future cash outflows to be made for those benefits.

Contributions are made by the Association to an employee superannuation fund and are charged as expenses when incurred.

f) Goods and Services Tax

Revenues, expenses and assets are recognised net of the amount of GST, except where the amount of GST incurred is not recoverable from the Australian Taxation Office. In these circumstances the GST is recognised as part of the cost of acquisition of the asset or as part of an item of the expense. Receivables and payables in the Statement of Financial Position are shown inclusive of GST.

g) Inventories

Inventories are measured at cost.

h) Trade and other receivables

Trade receivables are recognised initially at fair value and subsequently measured at amortised cost using the effective interest method, less an allowance for impairment. Collectability of trade receivables is reviewed on an on-going basis. Individual debts that are known to be uncollectible are written off when identified. An impairment provision is raised when there is objective evidence that the Association will not be able to recover the receivable.

i) Trade and other payables

Trade and other payables are carried at amortised cost and due to their short term nature they are not discounted. They represent liabilities for goods and services provided to the Association prior to the end of the financial year that are unpaid and arise when the Association becomes obliged to make future payments in respect of the purchase of these goods and services.

Notes To The Financial Statements For The Year Ended 30 June 2011

	2011	2010
Note 2: Cash Flow Information	\$	\$
(a) Reconciliation of Cash and Cash Equivalents		
Cash on Hand	200	200
Cheque accounts	311,035	6,801
Express Saver accounts	205,298	90,026
Term Deposits	265,460	250,000
Long Service Leave Reserve	33,684	22,065
Phil Watters Memorial Award Fund	5,734	5,548
Pollination Australia Funds	53,623	51,018
Credit Cards	(10,724)	(11,043)
Foreign Currency Held	177	-
	864,487	414,615
(b) Reconciliation of Net Cash provided by Operating Activities to Surplus/(Deficit) from Ordinary Activities		
Surplus/(Deficit) from ordinary activities	461,128	158,882
Non Cash Flows in Surplus/(Deficit)		
Depreciation	35,924	35,220
Provision for employee entitlements	(7,096)	18,749
Changes in assets and liabilities:		
(Increase)/Decrease in Receivables	(21,704)	(387,832)
(Increase)/Decrease in Prepayments	(8,770)	33,755
Increase/(Decrease) in Payables	25,202	54,952
(Increase)/Decrease in Inventories	18,900	20,087
Net cash inflow/(outflow) from operating activities	503,584	(66,187)
Note 3: Trade and Other Receivables		
Accounts Receivable	698,630	573,121
Provision for Doubtful debts	-	(3,163)
Sundry Debtors	1,423	108,391
	700,053	678,349
Note 4: Other		
	65,069	56,299
Prepayments	65,069	56,299

Notes To The Financial Statements For The Year Ended 30 June 2011

	2011	2010
Note 5: Property Plant and Equipment	\$	\$
Buildings - at cost	125,225	125,225
Accumulated Depreciation	(31,091)	(24,358)
	94,134	100,867
Plant and Equipment - at cost	254,878	201,166
Accumulated Depreciation	(94,834)	(65,643)
	160,044	135,523
Permanent water license at cost	53,086	53,086
	307,264	289,476
Note 6: Payables		
Accounts Payable	75,817	135,671
PAYG Withholding	10,485	6,886
GST Payable	57,186	10,439
Accounts held in trust	59,357	56,566
Revenue received in advance	47,928	16,009
	250,773	225,571
Note 7: Provisions		
Current		
Provision for Annual Leave	18,260	17,719
Non-Current		
Provision for Long Service Leave	24,677	32,314

Notes To The Financial Statements For The Year Ended 30 June 2011

	2011	2010
Note 8: Leasing Commitments	\$	\$
a) Operating Lease Commitments		
Being for rent of property		
Payable:		
- not later than 1 year	13,982	20,631
- later than 1 year but not later than 5 years	-	13,982
- later than 5 years		
	13,982	34,613
The property lease is a non-cancellable lease with a five-year term from March 2007, with rent payable monthly in advance. Contingent rental provisions within the lease agreement require that the minimum lease payments shall be increased by 2.5% annually. An option exists to renew the lease at the end of the five-year term for an additional term of five years and five years.		
b) Operating Lease Commitments		
Being for rent of Konica Minolta Photocopier		
Payable:		
- not later than 1 year	4,646	1,608
- later than 1 year but not later than 5 years	10,454	-
- later than 5 years		
	15,101	1,608
A new lease was entered starting October 2010.		
c) Operating Lease Commitments		
Being for rent of Ford Territory TX Wagon		
Payable:		
- not later than 1 year	15,644	7,130
- later than 1 year but not later than 5 years	23,467	-
- later than 5 years	-	
	39,111	7,130

A new lease was entered starting January 2011.

Notes To The Financial Statements For The Year Ended 30 June 2011

Note 9: Related Parties

Committee Members

The names of committee members who have held office during the financial year are:

B Sidhu (Chairman) B Woolston N Bennett T Millen R Orr (appointed 28/10/10) D Dinicola G Birrell T Spiers D Cavallaro (appointed 29/10/09)

No committee members received remuneration for their services except for a Chairman's Allowance as outlined in the Statement by Members of the Committee.

Loans to Committee Members

No loans have been made, guaranteed or secured by the association to a committee member or a related entity of a committee member or by the association to a director of any related party or director related entity.

Note 10: Contingent Liabilities

At 30 June 2011, the Committee is unaware of any liability, contingent or otherwise, which has not already been recorded elsewhere in this financial report.

Note 11: Capital Commitments

At 30 June 2011, the Committee is unaware of any capital or leasing commitments, which have not already been recorded elsewhere in this financial report.

Note 12: Events Subsequent to the Reporting Date

At the date of this report, the committee is unaware of any event subsequent to the reporting date that would have a material impact on this financial report.

Committee Statement

Almond Board of Australia Inc

Statement by Members of the Committee

In the opinion of the committee the financial statements:

- 1. Present fairly the financial position of Almond Board of Australia Inc as at 30 June 2011 and the results and its performance for the year ended on that date in accordance with Accounting Standards, mandatory professional reporting requirements and other authoritative pronouncements of the Accounting Standards Board.
- 2. At the date of this statement, there are reasonable grounds to believe that the Almond Board of Australia Inc will be able to pay its debts as and when they fall due.
- 3. No officer of the association, or a firm of which the officer is a member, or a corporate in which the officer has a substantial financial interest, has received or become entitled to receive a benefit as a result of a contract between the officer, a firm of which the officer is a member or a corporate in which the officer has a substantial financial interest and the association.
- 4. No officer of the association has received directly or indirectly from the association any payment or other benefit of a pecuniary value except for the following:

Chairman's allowance

\$ 3,000

This statement is made in accordance with a resolution of the Committee and is signed for and on behalf of the Committee by:

31 8/2011 Date

31/8/2011 Date

Member BR

Member ..

Place Mildura

Place Mildura

Audit Report

Independent Audit Report To The Members Of

Almond Board Of Australia Inc

Report on the Financial Report

We have audited the accompanying financial report, being a special purpose financial report of Almond Board of Australia Inc (the association), which comprises the statement of financial position as at 30 June 2011, and the statement of comprehensive income, cash flow statement, statement of recognised income and expenditure, a summary of significant accounting policies, other explanatory notes and the statement by members of the committee.

Committee's Responsibility for the Financial Report

The committee of the association is responsible for the preparation and fair presentation of the financial report and have determined that the accounting policies described in Note 1 to the financial statements, which form part of the financial report, are consistent with the financial reporting requirements of the Associations Incorporation Act (SA) 1985 and are appropriate to meet the needs of the members. The committee's responsibilities also include establishing and maintaining internal control relevant to the preparation and fair presentation of the financial report that is free from material misstatement, whether due to fraud or error; selecting and applying appropriate accounting policies; and making accounting estimates that are reasonable in the circumstances.

Auditor's Responsibility

Our responsibility is to express an opinion on the financial report based on our audit. No opinion is expressed as to whether the accounting policies used, as described in Note 1, are appropriate to meet the needs of the members. We conducted our audit in accordance with Australian Auditing Standards. These Auditing Standards require that we comply with relevant ethical requirements relating to audit engagements and plan and perform the audit to obtain reasonable assurance whether the financial report is free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial report. The procedures selected depend on the auditor's judgement, including the assessment of the risks of material misstatement of the financial report, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial report in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by the committee, as well as evaluating the overall presentation of the financial report.

The financial report has been prepared for distribution to members for the purpose of fulfilling the committee's financial reporting under the Associations Incorporation Act (SA) 1985. We disclaim any assumption of responsibility for any reliance on this report or on the financial report to which it relates to any person other than the members, or for any purpose other than that for which it was prepared.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Audit Report

Independent Audit Report To The Members Of

Almond Board Of Australia Inc

Independence

In conducting our audit, we have complied with the independence requirements of Australian professional ethical pronouncements.

Qualification

Since 1/7/05 Almond Board of Australia Inc allocates capital equipment purchased to project expenses when the capital equipment is purchased from project funding, therefore these capital transactions are not in accordance with AASB 116. It is not practical to quantify the financial impact of the non-application of this accounting standard.

Qualified Auditor's Opinion

In our opinion, except for the effects on the financial report of the matters referred to in the qualification paragraph, the financial position of Almond Board of Australia Inc as of 30 June 2011 and of its financial performance for the year then ended in accordance with the accounting policies described in Note 1 to the financial statements.

Basis of Accounting

Without modifying our opinion, we draw attention to Note 1 to the financial report, which describes the basis of accounting. The financial report has been prepared for the purpose of fulfilling the committees' financial reporting responsibilities under the Associations Incorporations Act (SA) 1985. As a result, the financial report may not be suitable for another purpose.

WHK AUDIT SERVICES

a Martilla

G Martinella CA RCA

Dated at Berri, this 31st Day of August 2011.



Statement of Operations

Statement of Operations For The Year Ended 30 June 2011

	2011	2010
INCOME	\$	\$
Annual Conference	45,218	65,7
Budwood Sales	66,429	2,2
Grant Funding	1,627,106	2,029,2
Interest Received	44,347	31,1
Marketing Contributions	891,801	701,3
Membership Fees	37,964	32,1
Rent & Office Charges	31,690	30,6
Sales	3,194	7,5
Secretariat Fees	65,136	44,5
Sponsorships	98,200	90,4
Sundry Income/Refunds	32,566	20,0
Voluntary Contributions	(106,552)	260,2
TOTAL INCOME	2,837,098	3,315,4
EXPENDITURE		
Administration	157,205	155,2
Advisory Consultants	59,724	117,1
Affiliation Fees	23,744	29,7
Annual Conference	95,587	122,2
Chairman's Allowance	3,000	3,0
Communications	290,156	304,1
Consumables	5,459	5
Donations/Sponsorships	51,844	37,7
Export Activities	150,466	249,4
Harvest Expenses	150	3,5
Importations	1,471	
International Trips	32,857	190,6
Irrigation Costs	(2,786)	92,2
Leaf & Soil Analysis	2,842	42,4
Market Access & QA	49,647	55,3
Market Research	38,724	18,6
Marketing Program Management	179,246	185,7
Meetings Expense	25,636	40,8
Nutrition Expenses	6,807	3,1
Pest & Disease Monitoring	1,320	1,3
Shows & Events	58,745	56,*
Site Operations & Management	12,726	49,7
Staff Costs	573,666	523,0
Sundry/Other Expenses	2,467	020,0
Travel	74,947	67,5
Voluntary Contributions	480,319	806,7
OTAL EXPENDITURE	2,375,968	3,156,6
OPERATING SURPLUS/(DEFICIT)	461,130	158,8

Almond

INDUSTRY ANNUAL REPORT 2011





Overview

The 2010/11 year was a challenging one for the almond industry, with unseasonal weather conditions prolonging drying and leading to a lack of uniformity in maturity.

Significant rain events contributed to the spoilage of a significant tonnage of almonds, thus delaying the end of the season and affecting overall product quality.

Despite very poor flowering in the major variety, Nonpariel, the 2010/11 year produced the largest almond crop on record in Australia.

Although production from maturing young trees lifted the crop size, compared to previous years, the 2011 crop was still some 17,000 tonnes below the forecast tonnage of 57,000 tonnes predicted based on plantings data. With 65% of the crop destined to be exported to over 40 countries, the strong Australian dollar was a serious concern.

Levy investment

In 2010/11, the total R&D levy revenue was \$714,597. The current levy is \$20/ tonne for shelled almonds, \$10/tonne for in shell almonds and \$15/tonne for in shell Nonpareil. A total of \$1,412,763 in matched levy funding was invested in to 25 projects in the R&D program. Of this, the Australian Government provided \$695,227 in funding support.

The R&D program also comprised \$924,192 of matched voluntary contribution (VC) funding. In total, \$2,336,955 was invested in to the R&D program for the Australian almond industry.

HAL is responsible for managing these funds and takes advice on how to invest the funds from the Industry Advisory Committee (IAC). Consultation with the IAC is essential in determining the best use of funds available for investment in the R&D program.



Priorities set by the IAC in 2010/11 include:

- Food safety
- Precision pollination
- Carbon footprint and climate change
- Advanced production systems
- Market and consumer research.

In 2010/11 the Almond Board of Australia (ABA) acted as the service provider on 11 projects, mainly in the areas of strategic planning, market development, product quality, project extension and industry communications.

During 2010/11 the industry contributed 3% of levy and voluntary contributions (matched) to an across industry program that addresses issues that affect all of horticulture, such as water availability, climate change, biosecurity and market access.

Strategic objectives

The process for determining the industry's priorities begins with the development of the industry's Strategic R&D Investment Plan. The plan guides future R&D investment over a five year period. Activities in the 2010/11 period were therefore guided by the Almond Strategic R&D Investment Plan 2011-2016, which can be found on the HAL and ABA websites.

The plan was developed to reflect both the industry's priorities and the Australian Government's rural R&D priorities.

The projects in this report have been funded by HAL using the almond levy and/or voluntary contributions from industry with matched funding from the Federal Government for all R&D activity. The industry's objectives, as outlined in the Strategic R&D Investment Plan, are:

- 1. Develop and maintain market opportunities (volume sold).
- 2. Increase product value (quality and price).
- 3. Improve efficiency and sustainability (costs and risks).
- 4. Provide a supportive operating environment (skills and communication).

R&D Program

The 2010/11 R&D program included 35 projects. Twelve of these projects were funded with only R&D levy funds; 13 projects were funded by both levy and voluntary contributions; and 10 projects were funded by voluntary contributions only.

Highlights of the R&D program included:

• The 2011-2016 Strategic R&D Investment Plan that was prepared with contributions from key stakeholders across the industry supply chain identifying the gaps in information, production systems and equipment required to take the industry forward and provide the best return on the funds to be invested over the next five years. This assessment was aided by a Benefit Cost Analysis undertaken on the four key strategies.

- The growth disorder in the Carmel variety was linked to budwood, heat and water stress in the study undertaken to identify the causes of the condition commonly known in industry as crazy top.
- The almond breeding program is evaluating several promising new almond selections aimed at delivering higher kernel yield, improved quality, self-fertility, drought and disease tolerance. The University of Adelaide researchers are being assisted by the ABA staff in the evaluation work.
- Almond trees subject to deficit irrigation practices in the DPI Victoria trial resulted in a strong yield result compared to controls in water use efficiency trials

undertaken during the high rainfall season of 2010/11.

 Over 2,500 health professionals received information on the health benefits of almonds as part of the project aimed at educating doctors, dieticians, physical education teachers and fitness trainers.

Conclusion

This report provides a snapshot of project activities in the 2010/11 year. The report's sections are divided by the industry's objectives to reflect the activities being undertaken that address these industry issues.

For more information contact:

Corey Fitzpatrick, HAL Industry Services Manager T 03 5022 1515 E corey.fitzpatrick@horticulture.com.au



CLIMATE CHANGE RD&E

Climate change research is not new, but the urgency of information for growers to understand and be able to respond to the threats of climate change is. Since 2007 HAL's climate RD&E investment, through industry levies, voluntary contributions and matched Federal Government funds, has increased by 30%. Achievements include: empowerment of industry leaders, through forums and presentations; partnerships, through cross-collaborative programs; and adoption, through grower workshops and fact sheets.

Further climate RD&E is planned in 2011, including generation of information on the critical temperature thresholds of a number of horticulture crops, identification of best management practices on-farm for reducing emissions and linkages with the Climate Change Research Strategy for Primary Industries (CCRSPI). Information on Climate RD&E and links to various tools for industry are available at www.horticulture.com.au/climate.

DBJECTIVE

Develop and maintain market opportunities

Educating food service professionals

Currently, food service professionals in Australia do not have a high level of knowledge about the nutritional and health benefits of adding almonds to their menus and food products. While the Australian almond industry has undertaken an education program directed at health professionals, no systematic communication program has been directed towards food service professionals.

The Australian food service industry plays a significant role in influencing consumer demand for food products. Not only do they influence the foods people eat at restaurants and cafes, but they are also an important source of ideas that filter back into our homes and kitchens.

The core feature of this project has been to develop a portfolio of educational resources that combine the key health benefits of eating almonds with their taste characteristics and versatility. It is essential that any communication program with food service professionals includes all of these three elements.

This educational portfolio combines both printed and electronic media. Stefano de Pieri, a renowned cook from the Mildura region, is the lead educator for the program and features in a series of video segments that provides an overview of Australian almonds in terms of their taste and nutritional profiles and some frequently used recipe ideas.

Project AL09023 For more information contact: Joseph Ebbage, Almond Board of Australia T 08 8582 2055

E jebbage@australianalmonds.com.au



Australian Almond Food Service Ambassador, Stefano Di Pieri

Export market development for Australian almonds

By 2015, Australia's almond production is expected to increase to over 80,000 tonnes, to become the world's second largest producer. This expansion will bring with it new marketing opportunities, challenges and risks which require identification and analysis. The objective of project AL09019 was to research and understand two key markets for Australian almonds, India and China.

The Indian market is critical to the Australian almond industry as it is our leading export destination. China, by contrast, has rapidly grown its purchases of Californian almonds and represents a significant potential opportunity for Australian almonds.

The project featured two out-bound study tours by delegations from the Australian almond industry and one in-bound study tour by a delegation of Indian almond traders.

The ongoing development of the Indian and Chinese markets will require a commitment to in-market research as a result of the rapidly changing social structure of both countries.

The middle classes in India and China are rapidly expanding and this will have an impact on eating habits and purchase behaviour. Modern retail will grow at the expense of the traditional market formats.

Undertaking regular study tours to both the Indian and Chinese markets will be critical for the ongoing development of the export capability of the Australian almond industry.

Project AL09019

For more information contact:

Ross Skinner, Almond Board of Australia T 08 8582 2055

E rskinner@australianalmonds.com.au

Exportimport market intelligence

This project focuses on Australia's export and import trends and forecasts of participating industries. The multiindustry project has been funded using R&D levy from eight industries and matched contributions from the Australian Government.

The project uses the Global Trade Information System (GTIS), which is a database containing trade data from different sources for different countries. The data comes from different country departments of trade and customs organisations. Data is acquired on the volumes of trade, value of trade and per unit price. GTIS is a valuable source of data for exporting industries and local industries alike.

Besides information contained in GTIS, this project uses other international trade reports, and key contacts in export markets to delve deeper into the landscape and development of global trade. This includes further analysis on prices, market weaknesses, strengths, opportunities and threats based on researched data in the key and emerging markets for set industry commodities. Participating industries receive quarterly trade reports covering volume, value, prices and trading countries.

Project MT10022

For more information contact: Ravi Hegde, HAL T 02 8295 2300 E ravi.hegde@horticulture.com.au



Australian Almond Trade Stand at SIAL China

Research and education of health professionals

The Australian almond industry's educational program with health professionals is part of a long-term strategy to build demand for Australian almonds. This 'Influence the influencer' program targets dietitians, doctors in general practice and fitness leaders.

Educating dietitians is critical as they are the 'thought leaders' within nutritional science. They are quoted in the media as the experts in this area and their advice and recommendations are published widely in mainstream press. Doctors in general practice reach more Australians than any other health profession. Fitness leaders targeted by this educational program include personal trainers, gym instructors, physical education teachers and sporting coaches. Since health professionals are constantly bombarded by information coming from different channels, the main challenge of this program is getting the almond message across to them. The almond industry aims to cut through all the promotional materials by committing to long-term relationship building with key professional associations (DAA and SDA), participation in major health conferences, and the development and distribution of key resources to assist health professionals inform their patients and clients.

Project AL10015

For more information contact:

- Joseph Ebbage, Almond Board of Australia T 08 8582 2055
- E jebbage@australianalmonds.com.au



OBJECTIVE

Increase product value

Ensuring market access through quality assurance

The Australian almond industry has grown rapidly during the past decade from producing less than 10,000 tonnes in 2002 to an expected crop of 67,000 tonnes in 2012 and nearly 80,000 tonnes by 2015. With the domestic market taking less than 20,000 tonnes, the export of Australian almonds is key to the industry's continuing profitability. The Australian almond a high quality product and the industry is striving to develop a reputation for high product integrity. This requires a consistent product free from pest, physical, chemical and microbial contaminants. Effective quality assurance (QA) practices across the almond industry supply chain have been developed and are being implemented.

In 2008, the Almond Board of Australia initiated an industry-wide pesticide residue monitoring program conducted annually with the National Residue Survey. The results are reported annually and demonstrate to export markets the Australian industry is using good agricultural practices. The Almond Industry Pest & Disease Control Guide was updated in 2009/10 to ensure the inclusion of accurate and up-todate information.

The ABA in partnership with Plant Health Australia (PHA) has released an Orchard Biosecurity Manual for the Almond Industry. The manual is designed to assist growers protect their orchards from invasive pests using simple, yet effective, preventative strategies. Good biosecurity is essential to ensuring market access.

The project has reviewed the detection levels of known risks during production and processing and has alerted the industry to emerging threats. The project has also delivered the following developments: chemical use diaries, delivery dockets noting moisture contents, a network of calibrated moisture meters, and an industry agreed audit checklist.

Project AL06006

For more information contact: Ross Skinner, Almond Board of Australia T 08 8582 2055 E rskinner@australianalmonds.com.au



Better managing production risks, year in - year out

The Australian almond industry is in an unprecedented expansion phase with production expected to double to greater than 80,000 tonnes by 2015. The increase will place pressure on current industry resources and traditional production systems, particularly harvesting, storage and processing.

A workshop conducted by the Almond Board of Australia (ABA) identified a number of challenges that must be overcome for new production systems better suited to Australian weather conditions to be developed. The workshop participants assessed the feasibility of overcoming these challenges and prioritising what research work should be undertaken to develop an advanced production system for the Australian almond industry.

The Australian almond industry is predominantly planted to soft shell varieties that are vulnerable to food safety concerns due to their lack of shell seal, susceptibility to mildew diseases, contamination during ground harvesting and storage, and higher than desirable moisture levels if rain occurs during harvest.

Despite this, the Australian almond industry has, during a decade of little summer rainfall, produced a high quality product that has delivered a premium price. Other industries have led the way in developing production technologies that better manage harvest risks and have delivered more efficient and reliable management systems. The workshop gave the Australian almond industry an insight into how it can follow these steps.

Project AL10009

For more information contact: Ross Skinner, Almond Board of Australia T 08 8582 2055 E rskinner@australianalmonds.com.au

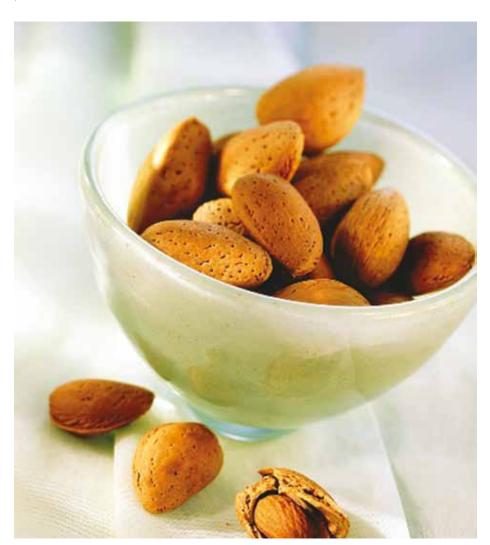
Understanding the purchase behaviour of fresh produce consumers

Almonds have become one of Australia's most popular nuts for snacking and using as an ingredient in recipes. Around 44% of Australian households purchase almonds over the course of a year. For this reason, good market information is vital to ensure that the market is supplied in the quantities needed throughout the year, particularly the peak Christmas period. Collecting information on purchase patterns helps the industry to gain a better understanding of consumer behaviour and allows for an effective promotion program during the year.

Consumer information was collected via the Nielsen Homescan[™] panel, which tracks the purchase trends of 10,000 consumers from various demographic groups, their market penetration and frequency of purchase.

This information helps the industry identify market development opportunities and determine areas where sectors are over or under performing. Overall, the data has allowed a better understanding of the dynamics in the market and the likely purchase behaviour patterns in periods with larger or smaller supply capability.

Project MT10017 For more information contact: Shanka Dharmaratne, HAL T 02 8295 2332 E shanka.dharmaratne@horticulture.com.au



Weighing and processing almonds to enhance efficiency

The almond industry R&D program currently has many projects which require efficient in-field weighing of individual tree yields and the subsequent hulling and shelling of statistical sub-samples.

Past methods have been time consuming and costly; as such, this project has undertaken to develop a new method of collecting and weighing harvested sub-samples and the purchase of appropriate equipment. Two mobile pallet scale weighing systems have been purchased in addition to the importation of a mobile, mini huller and sheller from California to process the product.

The purchase of the equipment has been very successful and resulted in time and financial savings of 60%. What is more, it has significantly improved the quality of the processing out turns. Consequently, there has been less hand cracking and sorting of almonds and more resources available for the core requirements of R&D projects. Further efficiencies are expected to occur following the purchase of a few additional parts.

Project AL10011

For more information contact:

Ben Brown, Almond Board of Australia

- T 08 8582 2055
- E bbrown@australianalmonds.com.au

BJECTIVE 3

Improved efficiency and sustainability

Protecting pollination program

The Pollination Program is designed to support research, development and extension activities that will secure the pollination of Australia's horticultural and agricultural crops into the future on a sustainable and profitable basis. Six projects have been funded in the last year under the Protecting Pollination Program, a research and development strategy jointly funded by HAL, the Rural Industries R&D Corporation (RIRDC) and the Australian Government.

Pest incursion workshops to increase industry awareness

Plant Health Australia (PHA) conducted two scenario driven workshops as a pest incursion simulation exercise for pollination dependent industries, government and stakeholders. These workshops tested and recommended improvements to emergency response arrangements for a honeybee disease/pest incursion that have implications for the pollination sector. It also re-appraised pollination transition arrangements that would be used following the establishment of a honeybee disease or pest. The workshop considered the containment or management of Varroa if eradication using the arrangements in the Emergency Animal Disease Response Agreement (EADRA) is not feasible (as containment and management were not covered by any formal arrangement at the time). From the workshop there was recognition that eradication may not be possible; exploration of possible transition arrangements and implications regarding cost sharing; discussion of possible projects for developing business continuity strategies and a broader level of preparedness, and knowledge of pesticide registration processes and a decision that HAL will work on this with the pollination and honeybee industries.

Permits sought for bee pest control products

An application has been submitted to the APVMA by the Australian Honey Bee Industry Council (AHBIC) as part of a project under the Pollination Program. Three Varroa mite control products, Bayvarol (flumethrin), Apistan (taufluvalinate) and Apivar (amitraz) have been identified as effective in aiding in the control of Varroa in New Zealand and approval is being sought for use in Australia. Following APVMA approval, the permits would be held in 'reserve' for use in the event of an incursion.

Hobby beekeepers protecting Australian horticulture at major sea freight port

The objective of the Bee Force projects is to determine if the involvement of "hobby" bee keepers located within short distance of entry ports are able to perform basic monitoring, to strengthen the early detection framework already in place around Port Melbourne, and enhance the current surveillance programs. This project will also evaluate the level of engagement and reliability of non-professionals, their willingness to be involved in a biosecurity project and test their level of commitment to a relatively long term pilot project that requires a certain discipline and moderate level of expertise.

Evaluating a honeybee and pollination security CRC bid

The project has four key objectives, the first three being to:

- consult with industry stakeholders to assess and report on the level of interest in and commitment to establishment of a Co-operative Research Centre;
- catalogue various industry objectives which can be addressed by a CRCstyle research agenda, test these objectives for practicality, and develop a draft business plan for assessment by stakeholders;
- prepare a reference guide to completed research of relevance to the application preparation.

Dependent on the reception of the above, the additional project objective is to:

 co-ordinate the development and delivery of an application to establish a Co-operative Research Centre for the Australian honeybee and pollinationdependent industries.

Communicating the benefits of assured pollination to stakeholders

The primary purpose of the project is for Cox Innall Communications to work with the Pollination Program to develop and then implement an innovative communication strategy for the program's outputs, to facilitate adoption of results and maximise the knowledge outcomes.

Projects MT09086, MT09087, MT09088, MT09090, MT09091

For more information contact:

- Kim James, HAL
- T 08 6488 2209
- E kim.james@horticulture.com.au



Keeping industry informed

The Australian Almond Industry Communications project focused on providing a broad range of timely information to all Australian almond industry stakeholders and interested parties such as Horticulture Australia Limited (HAL).

The industry comprises many growers and people in associated businesses from wide geographic and social cross sections. Different communication methods are suited to different people and this project utilised a diverse range of mediums including electronic and written media, with integrated references so each contained links with others.

In response to a recognised lack of accurate statistical information regarding the Australian almond industry, the ABA facilitates and manages an Industry Statistics Collection program. Initially this program encompassed an annual planting survey, however the scope of information collection was extended to encompass production, sales (domestic and export) and consumption figures. The cohesive nature of the Australian almond industry has contributed to an effective information collection system, providing the underlying basis for much of the industry's communication activities.

This project encompassed a wide range of industry communication activities, including:

- "In A Nutshell" Quarterly Industry Newsletter
- Annual Almond Planting Survey
- Annual Almond Industry Statistics Report
- Australian Almonds Information Booklet
- Industry Website, encompassing levy payer log-in section
- HAL Final Reports to Australian Almond levy payers.

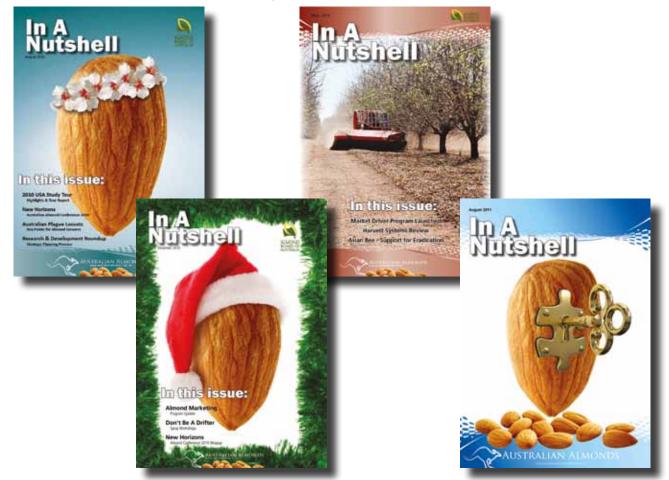
Regular evaluations of activities were undertaken during the life of this project to assess the program and effectiveness of these communications. Evaluations were distributed through individually preferred methods including: email, fax and post. Survey questions were designed to assess the quality, timeliness, frequency, format, distribution method and relevance of information provided to our industry contacts. This process was supplemented by informal evaluation processes and discussion with individual members. The 2010 survey indicated that 80% of respondents rate overall communications from the ABA as either 'Important' or 'Very Important', and they are happy with current levels of communications and the range that is provided to them.

Project AL08014

For more information contact:

Jo Ireland, Almond Board of Australia T 08 8582 2055

E jireland@australianalmonds.com.au



Australian Almond Publications Above: In A Nutshell Newsletters 2010/11

Australian almond breeding program

Project AL08000 continued to develop new almond cultivars and conduct secondary evaluations for future almond plantings in Australia. Evaluations were also carried out on imported cultivars to determine their suitability in Australia. One new Spanish cultivar, 'Marinada', was imported for trialing. Controlled hybridisations were conducted for the last time in the spring of 2010 and selections will be evaluated in commercial trials for PBR applications. This breeding project aims to produce new cultivars with higher kernel yield and quality, self-fertility, drought and disease tolerance, economic gain, and diversity of products/markets for the Australian almond industry. A rootstock trial will also be undertaken in the near future. Three new peach cross almond rootstocks have been imported from Spain and will be tested in this trial.

Kernels produced from the 2010 crosses numbered 1,624 and are to be planted at Dareton this year for primary evaluation. These are the last of the progeny to be planted with ongoing work to concentrate on primary and secondary evaluation. Evaluation of the 2005 progeny is almost complete with several accessions looking promising. A third PBR trial site will be planted to test a further twelve selections for productivity and other traits. Seven selections from a subset of 18 selections from the first PBR trial are producing excellent yields and will be further assessed on growers' properties.

Water use efficiency (WUE) is being evaluated on several of the progeny as well as commercial cultivars. The method of carbon isotope discrimination is being assessed on its value as an indicator of WUE.

The nutritive value of almond kernels from some of the breeding selections and commercial cultivars is being studied to determine their level of beneficial compounds such as polyphenols. The effect of lowering UV levels on developing fruit is also being researched as it has been shown to alter the levels of some of these compounds.

Project AL08000

For more information contact: Dr Michelle Wirthensohn, The University of Adelaide T 0427 526 473 E michelle.wirthensohn@adelaide.edu.au



Protecting pollination for Australian horticultural industries



The Pollination Program, managed by the Rural Industries Research and Development Corporation (RIRDC), Horticulture Australia Limited (HAL) and the Australian Government Department of Agriculture, Fisheries and Forestry, aims to ensure the pollination of Australia's horticultural and agricultural crops continues to be both sustainable and profitable.

The program is guided by the Pollination five year R&D plan 2009-2014, with primary key performance indicators as follows:

- Successful implementation of best practice surveillance systems, determined by stakeholder feedback.
- Communication with Australian plant industries to inform them of

the economic benefits of optimal pollination to their industry, and the importance of protecting pollination resources.

• Building awareness in the industry of the importance of pollination services.

Following stage one project completion, the almond, apple and pear, avocado, canning fruit, cherry, dried tree fruits, melons, summerfruit, vegetable and onion industries have indicated support for a number of stage two projects.

Project MT09026

For more information contact:

Kim James, HAL

- T 08 6488 2209
- E kim.james@horticulture.com.au

Optimising water use through deficit irrigation strategies

A site was established at the end of the 2008/2009 season at Lake Powell near Robinvale, Victoria, to test five levels of irrigation – a 100% watered control, three levels of deficit irrigation (55, 70 and 85%) applied as regulated (RDI) or sustained (SDI) deficits and a high irrigation level (120%).

So far, two seasons with very different weather patterns have led to contrasting results and may be summarised as follows:

- In the first season (2009/2010) of the experiment, deficit irrigation led to readily observable tree water stress.
- Trees with deficits applied throughout the irrigation cycle (SDI) adapted more readily to reduced water than those receiving deficits where the stress was biased towards pre-harvest (RDI).
- Irrigating at 85 per cent or more of normal practice had no negative impact on kernel size and yield but irrigating at 70% or less decreased kernel yield regardless of strategy. Irrigating at 55% decreased kernel size and kernel yield. (see Figure 1).

- In the second season (2010/ 2011), no plant water stress was measured despite the imposed irrigation deficits. Wet conditions caused a delay in harvest and hull rot infections with a lower average kernel yield than in the previous season.
- Treatments with high irrigation (120%), control (100%) and RDI 85% had a reduced kernel yield relative to RDI 70%, suggesting that deficit irrigation conferred a yield advantage under wet conditions.

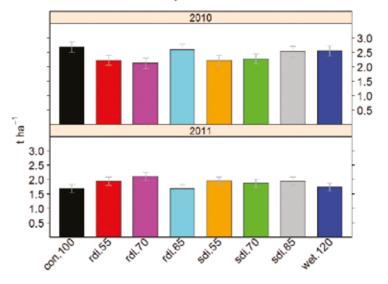
Monitoring will continue over the coming season and results will be used to develop guidelines for the sustainable minimum irrigation requirements of almond crops in Australia.

Project AL08009 For more information contact: Dr Karl Sommer, Victorian Department of Primary Industries (VICDPI)

T 03 5051 4390

E karl.sommer@dpi.vic.gov.au

Kernel yield ± 1/2 I.s.d.



Permits and applications for Varroa mite

Varroa mite is a highly destructive ectoparasite of honeybees. Left untreated, affected honeybee colonies will collapse within two years of an infestation occurring.

The pest is found in all major production regions of the world, except mainland Australia. Given the importance of honeybee initiated pollination to Australian agriculture, Varroa mite has been recognised as a significant biosecurity threat with various biosecurity measures implemented. While prevention, via border security is critical, should an incursion reach an escape situation, access to management options will be needed.

Approval is being sought from the Australian Pesticides and Veterinary Medicines Authority (APVMA), on behalf of various Australian horticultural and honeybee industries, to allow the importation and use of Varroa mite control options in the event of an incursion. Following honeybee industry consultation, three candidate products were identified. These products are based on synthetic pyrethroids tau-fluvalinate (Apistan®), flumethrin (Bayvarol®), and the amidine amitraz (Apivar®).

Permit applications for these three products have been prepared and provided to the Australian Honey bee Industry Council (AHBIC) for submission. The applications for 'shelf permits' provided background information on the issue and justification for the need.

This project has been completed and the applications submitted to the APVMA by the AHBIC are currently being reviewed.

Project MT09082

For more information contact:

Kevin Bodnaruk, AKC Consulting Pty Ltd T 02 9499 3833

1 02 7477 3033

E akc_con@zip.com.au



Post entry quarantine conditions for imports of almond germplasm

The Australian Quarantine Inspection Service (AQIS) does not currently differentiate between the pathogens that infect almonds and other stone fruit species and the specific pathogen testing protocols for almond germplasm in post entry quarantine (PEQ) have not been identified. It is unclear if many of these pathogens of stone fruit can infect almond. AQIS also recognises that there are many diseases of stone fruit of unknown aetiology.

This project reviewed the current information available for stone fruit pathogens, including almonds. The pathogens and diseases of almonds that are important at the quarantine and certification levels were identified and a comprehensive list of quarantinable pathogens of almond and stone fruit was compiled. Major recommendations from this review included:

- Updating the PEQ list for almonds and/ or stone fruit with recently reported and known pathogens.
- 2. Determining if some of the "minor" pathogens require active testing.
- Adopting, developing and validating molecular diagnostic tools under Australian conditions for the quarantine pathogens of almonds.
- 4. Developing a post entry quarantine diagnostic manual specific to almonds.

Project AL10001

For more information contact:

Dr Brendan Rodoni, Victorian Department of Primary Industries (VICDPI) T 03 9210 9222

E brendan.rodoni@dpi.vic.gov.au

Carmel growth disorder

The Australian almond industry observed in spring 2008 a widespread bud growth disorder in the pollinator, Carmel. It presented itself as extensive areas of bare wood, tufted terminal growth on some shoots, sparse canopies, poor leaf out and in some cases, reduced flowering and low nut set. This project was initiated to determine the cause of the disorder and the likelihood of it spreading. It is now agreed that the disorder is noninfectious bud failure (NBF), as described in California where most of Australia's Carmel trees originated.

This project concluded in November 2010 after two seasons of vegetative and floral bud dissections, and a review of the potential impact of the heatwaves in March 2008 and January 2009, on spring leaf out. A heatwave in November 2009 preceded widespread bud failure observed in young Carmel trees in spring 2010. Bud dissections in February to March were indicative of leafout in the following spring. While bud genetics determine the bud failure potential, there is evidence in Australia now (as in California) that high temperatures at critical bud development periods, and annual growth rates, influence the expression of bud failure. Hot autumns affect both floral and vegetative bud development (and therefore nut load and leaf out) while spring extremes affect the development of central buds (therefore leafout). Given their extensive annual vegetative growth, young trees suffer greater economic impact of NBF than mature trees or nursery trees.

From bud dissections and field inspections, it was concluded that the Monash budwood repository has Carmel mother trees with low NBF potential. In addition, basal buds from first flush spring budwood have less NBF-risk associated than buds from summer/second flush budwood, and top-working can be effective if the scion bud source has low BF potential.

Project AL08015

For more information contact:

Dr Prue McMichael, Scholefield Robinson Horticultural Services Pty Ltd

T 08 8373 2488

E prue@srhs.com.au



Provide a supportive operating environment

Industry liaison and extension

To keep industry stakeholders informed and to help them make better business decisions, an industry capacity building project was designed to provide a mechanism for sharing past, current and future R&D outcomes.

The project includes the position of an Industry Development Manager (IDM), as well as that of an Industry Development Officer (IDO). There have been a number of activities delivered from this project, including:

- R&D project development.
- R&D project support.
- Delivery and technology transfer from the industry's major research projects.
- Provision of relevant material and resources to enable ongoing industry development.
- Organisation of field days, workshops and grower meetings.
- Transfer of industry information through website updates, fact sheets, regular email circulars and conference presentations.

• Communication of published research articles and website links related to almond production and management issues.

These activities have facilitated learning by members of the industry, assisted with the adoption of new technologies and management practices, and provided tailored publications, training and consulting services.

The final report for Sustainable Optimisation for Australian Almond Production (i.e. CT Trial) was recently completed through this project. The trial provided support to the development of the Processing Committee, an initial review of the current almond production system and a workshop to improve product quality and safety.

Project AL09021

For more information contact:

- Ben Brown, Almond Board of Australia
- T 08 8582 2055
- E bbrown@australianalmonds.com.au

Australian Almonds visit California

The Almond Board of Australia hosted a 17 day tour of California in June 2010 with the aim to provide new, smaller, or less travelled growers with the opportunity to take part in an organised study tour of the Californian Almond growing regions.

The study tour provided growers and industry representatives the chance to learn about the latest trends in the Californian almond industry, build and nurture relationships with new and existing overseas contacts and major machinery manufacturers.

The project has finished with a final report issued in September 2010 and a presentation at the Australian Almond Conference in October 2010.

Project AL09014

For more information contact: Brett Rosenzweig, Almond Board of Australia T 08 8582 2055 E brosenzweig@australianalmonds.com.au





Industry projects return on investment evaluation program – BCA

The almond program evaluation is part of a series of economic impact assessments being completed by HAL on an industry basis to comply with Australian Government requirements. In 2007 the Australian Government requested that all rural research and development corporations and companies work collaboratively and on a consistent basis to provide objective evidence of the return to growers and taxpayers from levy funded R&D.

Three randomly selected clusters of almond industry R&D investments were evaluated, they were:

- Biosecurity and market access
- Environment
- Industry development.

Project evaluation included assessment of all R&D costs, description of project activities and outputs, identification of project outcomes, translation of outcomes into benefits and quantification of current and forecast industry and public spillover benefits.

Benefit cost ratios for agricultural R&D are typically between 3 and 11 for successful programs. The almond R&D evaluated averaged a benefit cost ratio of 10.4, that is, for every dollar invested, total current and future benefits are expected to generate \$10.40.

Project AL10000 For more information contact: Michael Clarke, AgEconPlus Pty Ltd T 0438 844 024 E clarke@AgEconPlus.com.au

Phil Watters Award

Craig Spilsbury was the recipient of the inaugural Phil Watters Award and conducted a study tour of Israel in July 2010 with the aim of gaining an insight into the current almond orchard management practices.

The study tour included extensive travel through the regions of Upper Galilee, Lower Galilee, Golan Heights, Jezreel Valley and Western Galilee.

Some of the most significant outcomes and recommendations for the Australian almond industry were:

- The ability to breed lower chill varieties for potential new almond growing regions.
- The successful management of root intrusion in sub-surface drip irrigation.
- The successful use of recycled water.
- The use of more sophisticated, automated, continuous dosing, fertigation systems.

• Further research into Israeli harvest machinery and procedures to enable a "one-pass" operation, manage green fruit, and minimise windfalls.

The tour not only provided an opportunity to investigate orchard operations and management techniques but also facilitated networking with Israeli almond industry representatives and associated industry personnel.

The award is presented every two years and will take place next at the 2011 Australian Almond Conference.

Project AL09017

For more information contact:

Ben Brown, Almond Board of Australia T 08 8582 2055

E bbrown@australianalmonds.com.au



Craig Spilsbury, 2009 Phil Watters Award recipient

"New Horizons" Australian Almond Conference 2010

Over 230 almond growers and industry members converged on Mildura, Victoria for the 2010 Australian Almond Conference, hosted by the Almond Board of Australia in partnership with Horticulture Australia (HAL). The event held on 27-29 October, surpassed expectations with delegates ranging from all sectors of the almond industry.

International and domestic keynote speakers presented the latest information on a wide range of issues of interest facilitating the development, learning and interaction between members of the Australian Almond industry.

The two-day conference program included presentations covering aspects almond growing and industry issues such as: water and irrigation; almond breeding; pest and diseases and highlights from international study trips.

The ABA's Annual General Meeting and HAL's Annual Levy Payers' Meeting formed integral parts of the program and the Almond Industry Advisory Committee Chair, Dr Greg Buchanan introduced the Almond Industry Research & Development Strategic Plan encompassing actions intended to progress the industry during the next five years.

Research and development presentations during the conference included updates

on current projects from Dr Michelle Wirthensohn and Dr Prue McMichael with Mark Skewes and Dr Karl Sommer helping to round out the first day's proceedings.

The program also included keynote addresses by Sara Grafenauer from Nourish Nutrition, offering a glimpse into the nutritional aspects of almonds, followed by presentations on recent activity in the promotion of Australian almonds from Joseph Ebbage and Shaya Nettle.

Feedback received from delegates and attendees confirmed that the 2010 Almond Conference was a well organised, informative and enjoyable event, placing it as a 'must attend' event on the annual industry calendar.

Delegates were provided with copies of the speakers' presentations via CDROM following the conference, and presentations were also made available on the ABA's website and feature articles appeared in the industry's quarterly magazine, 'In A Nutshell' following the conference.

Project AL10013

For more information contact: Jo Ireland, Almond Board of Australia

T 08 8582 2055

E jireland@australianalmonds.com.au



Above: Dr Greg Buchanan and Tim Orr at the Australian Almond Conference Field Day 2010. Right: Top to Bottom: ABA Chair, Brendan Sidhu & incoming ABA CEO Ross Skinner; Adrian & Julian Lees; ABA IDO Brett Rosenzweig; Ben Coombe, Rebecca Quinton & George Piccirillo









Output focus key to Strategic R&D Plan

The Australian almond industry completed its Strategic R&D Investment Plan during 2010/11 and launched it at the Almond conference.

The Plan's objectives are:

- Develop and maintain market opportunities (volume sold)
- Increase product value (quality and price)
- Improve efficiency and sustainability (costs & risks)
- Provide a supportive operating environment (skills & communication)

To achieve this, the strategic planning process looked across the supply chain to identify potential areas that could be improved. Strategies were developed and the information and technologies required to implement the strategies became the required outputs of the Investment Plan and funded projects.

The planning process also involved completing benefit cost analysis on a number of strategies to identify those with the potential to provide the highest return on investment.

The Strategic R&D Investment Plan provides a guide for the funding decisions in the near future but considerable ongoing work is being undertaken on further refining strategies and implementing them by the Almond Board of Australia.

Project AL09029

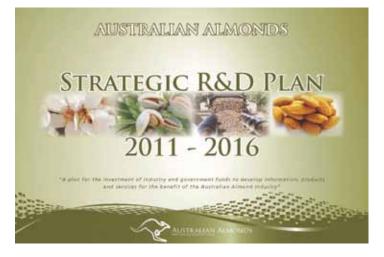
For more information contact:

Ross Skinner, Almond Board of Australia T 08 8582 2055

E rskinner@australianalmonds.com.au



Above: Dr Greg Buchanan, IAC Chair and Mr John Lloyd, HAL CEO, launching the Australian Almond Industry Strategic R&D Plan at the Australian Almond Conference 2010. Below: Pages from the Australian Almond Industry Strategic R&D Plan.



Automation Alexand Industry Strategie #80 Flan 2019 2018

Foreword

Amoré aprove la terre apartier approver of duration percents. The short pertension is the stress production percent percent

These reactions a long-new transford concerning galaxies conservation of advances. It has note there by a number of latters advance proclassific advances of a services, dispersion as a analytical in agreement of a supplier of galaxy denotes. For exercise on other only produces the trapp accurate accurate proceedings for advances and the one of the only produces the trapp accurate accurate procession.

Approximately of a plane intercontension entropy of the state of the





INVESTING IN AUSTRALIAN HORTICULTURE

Australian Government priorities

As part of the Australian Government's commitment to rural research and development, horticulture industries can access matching Commonwealth funding through HAL for all research and development activities.

The Australian Government's Rural Research and Development Priorities aim to foster innovation and guide R&D effort in the face of continuing economic, environmental and social change. HAL's operations are closely aligned with these priorities.

This chart shows the percentage of expenditure in HAL's almond R&D program against each of the Australian Government priorities for rural research and development. Full details of expenditure across all industries is available in HAL's annual report at www.horticulture.com.au

Productivity and adding value

Improve the productivity and profitability of existing industries and support the development of viable new industries.

Supply chain and markets

Better understand and respond to domestic and international markets and consumer requirements and improve the flow of such information through the whole supply chain, including to consumers.

Natural Resource Management

Support effective management of Australia's natural resources to ensure primary industries are both economically and environmentally sustainable.

<mark>巻</mark> Climate Variability and Climate Change

Build resilience to climate variability and adapt to and mitigate the effects of climate change.

Biosecurity

Protect Australia's community, primary industries and environment from biosecurity threats.

Innovation Skills

Improve the skills to undertake research and apply its findings.

Technology

Promote the development of new and existing technologies.

HAL partnership agreement and consultation funding

The partnership agreement between the Almond Board of Australia and HAL sets out the tasks each organisation will perform to enable the other to discharge its responsibilities related to levy payers and industry services.

Partnership agreement activities are funded by HAL using the almond R&D levy and matched funds from the Australian Government.

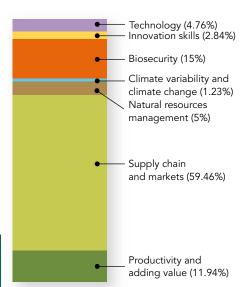
These funds enable the Almond Board of Australia to undertake the Annual Levy Payers' Meeting, conduct IAC meetings, attend HAL Industry Forums, and attend HAL / Almond Board of Australia Executive Board to Board consultation meetings, and other formal and informal consultation between personnel of Almond Board of Australia and HAL.

The full year consultation funding expenditure for the Almond Board of Australia in 2010/11 was \$205,468. This represents 14.5% of the total annual levy expenditure.

Project AL10900/10

For more information contact: Ross Skinner, Almond Board of Australia T 08 8582 2055

E rskinner@australianalmonds.com.au



HAL's roles and relationships

Horticulture Australia Limited (HAL) is a not-for-profit industry owned company. Its role is to manage the expenditure of funds collected by the Australian Government on behalf of horticulture industries.

In 2010/11 HAL invested more than \$90 million in projects to benefit horticulture industries.

An Industry Advisory Committee (IAC) is established for each industry with a statutory levy and annual income exceeding \$150,000.

The Industry Representative Body (IRB) for an industry is responsible for recommending to HAL the establishment of, and any changes to, statutory levies. The IRB for an industry with a statutory levy recommends membership of the IAC to HAL and must demonstrate how the skills required on an IAC are met by the persons they recommend for appointment to the committee.

For more information please visit www. horticulture.com.au

ACROSS INDUSTRY PROGRAM

The almond industry contributes funding towards an across industry program that addresses issues affecting all of horticulture. Details of the current program are listed below. A full report of the program can be found at http://www.horticulture.com.au/industries/across_industry_program.asp

Project number	Project title	Levy or VC	Project start	Project finish	Organisation	Contact			
Objective	1: To enhance the efficiency, transparency, responsiveness and integrity of the supply chain								
AH09009	Food security discussion paper	LEVY	30/07/10	28/01/11	Growcom	Troy Reeves 0408 135 003			
Objective	2: Maximise the health benefits of horticulture products								
AH09023	Health and well-being in horticulture	LEVY	01/11/09	01/11/10	Team Rowley Pty Ltd	Chris Rowley 02 8901 0329			
Objective	ive 3: Position horticulture to compete in a globalised environment								
AH09018	Office of Horticulture Market Access – National Director	LEVY	01/04/10	28/02/12	Stephen Winter & Associates Pty Ltd	Stephen Winter 03 9832 0787			
AH09019	Office of Horticulture Market Access – Technical (SPS and Research and Development) Manager	LEVY	01/10/09	30/09/10	Kalang Consultants	Rob Duthie 02 6286 7151			
AH09021	Office of Horticulture Market Access - Operations Support	LEVY	01/09/09	31/12/11	Horticulture Australia Ltd	David Moore 02 8295 2330			
AH09027	Investing in Youth Successful Scholarship Applicant	LEVY	31/05/10	31/03/14	Rural Industries R&D Corporation (RIRDC)	Ken Moore 02 6271 4127			
Objective 4: Achieve long term viability and sustainability for Australian horticulture									
AH09003	Plant protection: Regulatory support and co-ordination	LEVY	01/07/09	30/05/14	AKC Consulting Pty Ltd	Kevin Bodnaruk 0408 567 252			
AH10003	Horticulture component of the National Climate Change Research Strategy for Primary Industries	LEVY	01/04/11	31/08/11	Horticulture Australia Ltd	Peter Melville 02 8295 2317			
AH10006	Pesticide spray drift in horticulture - a response to new guidelines from the APVMA	LEVY	01/07/10	31/05/11	Horticulture Australia Ltd	Peter Melville 02 8295 2317			
AH10009	Response to Productivity Commission	LEVY	01/10/10	31/03/11	Horticulture Australia Ltd	Warwick Scherf 02 8295 2323			
MT08042	Driving collaboration in Australian horticultural research	LEVY	01/12/08	30/06/11	RIS Projects	Russell Soderlund 03 5968 3599			
MT09043	Enhancing confidence in product integrity in domestic and export markets	LEVY	01/07/10	30/06/11	Horticulture Australia Ltd	Warwick Scherf 02 8295 2323			
MT10029	Managing pesticide access in horticulture (cont from AH04009 and MT07029)	LEVY	01/07/10	02/07/15	AgAware Consulting Pty Ltd	Peter Dal Santo 03 5439 5916			
MT10049	A multi target approach to fruitspotting bug management	LEVY	01/03/11	01/04/16	NSW Department of Industry and Investment	Dr Ruth Huwer 02 6626 2451			
Objective 5: Other									
AH10012	Horticulture support for the CRCNPB rebid	LEVY	15/09/10	31/12/10	CRC For National Plant Biosecurity	Scott Baxter 02 6201 5067			

ALMOND PROGRAM

Project number	Industry obj.	Rural R&D priorities	Project title	Levy or VC	Project start	Project finish	Organisation	Contact
AL09019	1	M Ø 🔒	Export Market Development for the Australian Almond Industry	VC	11/12/09	20/06/11	Almond Board of Australia (ABA)	Ross Skinner 08 8582 2055
AL09023	1	Z Ø Ş	Educating Food Service Professionals as to the health benefits of almond consumption	VC	13/07/09	30/09/10	Almond Board of Australia (ABA)	Joseph Ebbage 08 8582 2055
AL10015	1	Ø	Research and Education of health professionals relating to the health benefits of almond consumption.	VC	01/11/10	31/08/11	Almond Board of Australia (ABA)	Joseph Ebbage 08 8582 2055
MT10022	1	I Ø	Export-Import Market Intelligence	VC / LEVY	01/09/10	31/05/12	Horticulture Australia Ltd	Ravi Hegde 02 8295 2338
AL06006	2	D Ø	Ensuring Market Access Through Quality Assurance	VC	01/07/06	31/05/11	Almond Board of Australia (ABA)	Ross Skinner 08 8582 2055
AL07005	2	≋ ठ № Ø <u>□</u>	Sustainable Optimisation of Australian Almond Production	VC / LEVY	11/04/08	17/06/11	Almond Board of Australia (ABA)	Ben Brown 08 8582 2055
AL09022	2	n 19 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	Herbicide efficacy, crop safety and residues in almonds when trifluralin is applied via sub-surface irrigation syste	VC / LEVY	01/07/09	01/07/11	Crop Protection Research Pty Ltd	Dale Griffin 03 9775 4230
AL09027	2	M 00 🖓	Food Safety in Almonds	LEVY	05/04/10	10/11/10	Scholefield Robinson Horticultural Services Pty Ltd	Dr Prue McMichael 08 8373 2488
AL10009	2	S Ø 🔒	Investigating efficient harvesting system that improve product safety and quality	LEVY	15/04/11	01/03/12	Almond Board of Australia (ABA)	Ross Skinner 08 8582 2055
AL10011	2		Developing a capacity to weigh and process almonds at harvest to enhance the efficiency of trials	LEVY	15/10/10	01/10/11	Almond Board of Australia (ABA)	Ben Brown 08 8582 2055
MT10017	2	Ø	Understanding the Purchase Behaviour of Fresh Produce Consumers	VC / LEVY	01/09/10	30/08/12	Horticulture Australia Ltd	Shanka Dharmaratne 02 8295 2332
MT09090	3	₽ Ŷ <u></u>	Developing a honeybee and pollination CRC bid	VC / LEVY	14/06/10	30/08/11	Rural Industries R&D Corporation (RIRDC)	David Alden 02 6271 4128
AL08000	3	🖬 🛷 💡	Australian Almond Breeding Program Stage 2 - Secondary Evaluation and Commercialisation	VC / LEVY	01/08/08	01/06/13	The University of Adelaide	Dr Michelle Wirthensohn 0427 526 473
AL08009	3	≋ ☆ <u>⊾</u>	Optimising water use of Australian almond production through deficit irrigation strategies	LEVY	31/12/08	30/09/12	Victorian Department of Primary Industries (VICDPI)	Dr Karl Sommer 03 5051 4390
AL08015	3	✓ Ø Ç <u>\</u>	Carmel Growth Disorder	LEVY	30/04/09	31/12/10	Scholefield Robinson Horticultural Services Pty Ltd	Dr Prue McMichael 08 8373 2488
AL10001	3		Review of the post entry quarantine conditions for imports of almond germplasm.	LEVY	01/07/10	30/06/11	Victorian Department of Primary Industries (VICDPI)	Dr Brendan Rodoni 03 9210 9222
AL10018	3		Generation of phosphorous acid residue data to support the renewal of the minor use permit in almonds	LEVY	01/01/11	31/05/11	Crop Protection Research Pty Ltd	Dale Griffin 03 9775 4230

Australian Government Rural R&D Priorities: 🜌 Productivity and adding value

■ Natural resource management

 $\dot{\mathfrak{B}}$ Climate change and climate variability $\widehat{\mathbf{B}}$ Biosecurity $\widehat{\mathbf{S}}$ Innovation skills

Project number	Industry obj.	Rural R&D priorities	Project title	Levy or VC	Project start	Project finish	Organisation	Contact
MT09026	3	≋ ⊠ ⊘ ⊋	Protecting pollination for the Australian horticultural industry Stage 2	VC / LEVY	30/03/09	31/07/12	Horticulture Australia Ltd	Kim James 08 6488 2209
MT09082	3	â	Preparation and submission of permit applications for three Varroa mite control products	VC / LEVY	20/02/10	28/02/11	AKC Consulting Pty Ltd	Kevin Bodnaruk 02 9499 3833
MT09086	3		'Bee Force' - Improving surveillance and sentinel hive traps	VC / LEVY	14/06/10	30/05/12	Rural Industries R&D Corporation (RIRDC)	Kim James 08 6488 2209
MT09087	3	2 9 ⊾ 1	'Bee Force' - Developing the model for other regions	VC / LEVY	14/06/10	30/05/12	Rural Industries R&D Corporation (RIRDC)	Kim James 08 6488 2209
MT09088	3	2 9 ⊾ 1	Identifying chemical or non-chemical R&D for honeybee pests workshop	VC / LEVY	14/06/10	30/09/10	Rural Industries R&D Corporation (RIRDC)	Kim James 08 6488 2209
MT09091	3		Communications strategy for protecting pollination for the Australian horticultural industry	VC / LEVY	14/06/10	30/05/11	Rural Industries R&D Corporation (RIRDC)	Kim James 08 6488 2209
AL08014	4	A 00 👌	Australian Almond Industry Communications	VC	01/03/09	01/07/11	Almond Board of Australia (ABA)	Jo Ireland 08 8582 2055
AL09014	4	≋ & ⊿ Ø ₽ ₽	Australian Almond Industry Study Tour of California, USA	VC	19/04/10	31/08/10	Almond Board of Australia (ABA)	Brett Rosenzweig 08 8582 2055
AL09017	4	≋ 法 ☑ Ø ♀ ⊑	Phil Watters Award	VC	01/11/09	31/12/14	Almond Board of Australia (ABA)	Ben Brown 08 8582 2055
AL09021	4	≋ 谷 ☑ Ø ♀ ⊑	Australian Almond Industry - Liaison and Extension Project	VC / LEVY	15/08/09	15/08/12	Almond Board of Australia (ABA)	Ben Brown 08 8582 2055
AL09029	4	≋ 法 ☑ Ø ♀ ⊑	Development of the Almond Industry Research and Development Strategic Plan (AIRDSP)	LEVY	01/04/10	30/10/10	Almond Board of Australia (ABA)	Ross Skinner 08 8582 2055
AL10000	4	~ 9	Industry Projects Return on Investment Evaluation Program – BCA	LEVY	01/08/10	29/04/11	AgEconPlus Pty Ltd	Michael Clarke 0438 844 024
AL10013	4	≋ 法 ☑ Ø ♀ ⊑ G	Australian Almond Industry Conference 2010	VC	02/08/10	30/01/11	Almond Board of Australia (ABA)	Jo Ireland 08 8582 2055
AL10800	4	≋ ঠ: ☑ ଡ ♀ <u>♀</u>	Industry Annual Report	LEVY	01/07/10	30/06/11	Horticulture Australia Ltd	Ana Reynolds 02 8295 2300
AL10900 /910	4	≋ දු ⊠ ଡ	2010 Almond Partnership Agreement (2008-11)	LEVY	01/07/10	10/08/11	Almond Board of Australia (ABA)	Ross Skinner 08 8582 2055

ALMOND INVESTMENT SUMMARY

Year Ended 30 June 2011

	Marketing 2010/2011 \$	R&D 2010/2011 \$	Combined 2010/2011 \$
Funds available 1 July 2010		317,844	317,844
INCOME			
Levies Received		714,597	714,597
Commonwealth Contributions		695,227	695,227
Other Income		16,971	16,971
Total Income	0	1,426,795	1,426,795
Budget		1,818,817	1,818,817
Variance to Budget	0	(392,022)	(392,022)
PROGRAM INVESTMENT			
Levy Programs		1,214,082	1,214,082
Service Delivery Programs by HAL		176,373	176,373
Across Industry Funding		15,915	15,915
Levy Collection Costs		6,393	6,393
Total Investment	0	1,412,763	1,412,763
Budget	0	1,818,360	1,818,360
Variance to Budget		405,597	405,597
Annual Surplus/Deficit	0	14,032	14,032
Funds available 30 June 2011	0	331,876	331,876

Almond Industry Advisory Committee (IAC)

Dr Greg Buchanan (Chair) Grant Birrell Domenic Cavallaro Denis Dinicola Graham Johns Andrew Lacey Paul Martin Tim Millen Tim (Robert) Orr Brendan Sidhu Ross Skinner (ex-officio) Corey Fitzpatrick (ex-officio)



FOR MORE INFORMATION CONTACT:



Corey Fitzpatrick Industry Services Manager Horticulture Australia Limited (HAL)

Level 1, 33 Madden Avenue Mildura VIC 3500

T 03 5022 1515 E corey.fitzpatrick@horticulture.com.au



Almond Board of Australia Inc. ABN 31 709 079 099 9 William Street, PO Box 2246 Berri South Australia 5343 P + 61 8 8582 2055 F + 61 8 8582 3503 E admin@australianalmonds.com.au W www.australianalmonds.com.au

