



australian  
almonds

ALMOND BOARD OF AUSTRALIA



2020/21

ANNUAL REPORT

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## ABA MISSION

As the Australian almond industry's peak body, the Almond Board of Australia facilitates further development 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.

## ABA PURPOSE

The ABA is an incorporated association and operates as guided by its constitution to:

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

## ABA FUNDING

ABA activities are funded through a combination of sources:

- membership fees and sponsorships
- voluntary market development levy
- sales of almond budwood
- project funding from industry levies and contributions matched by the Federal Government via Hort Innovation Australia Ltd
- additional grant funding sources.



# EXECUTIVE REPORT



**PETER HAYES**  
Chair



**ROSS SKINNER**  
Chief Executive Officer

## Australian almond industry moving ahead

The processing of the 2021 almond harvest is continuing with the quality of the nuts being very good and an improvement on last year's due to the weather conditions experienced during the growing and harvesting season.

The marketing year for almonds commences in March and the sales to July are well above last year's slow start that coincided with the start of the pandemic. The freighting of export shipments remains challenging due to the logistics around shipping container shortages and disrupted shipping schedules. Despite this, shipments are well ahead of the 2020 figures and are similar to the record monthly exports in 2019, prior to COVID-19.

Despite the slow start to the 2020-21 marketing year, the sales later in the year were very strong and total exports matched those of the previous year. This was achieved in a global market that was impacted heavily by the large Californian almond crop that increased world supply substantially given the US orchards grow 80 per cent of global production.

The increase in global demand driven by the price decline that followed the Californian 2020 harvest

was extremely strong despite the uncertainties and challenges posed by COVID-19 with record shipments being set monthly to clear much of the crop by the end of the US marketing year in August. Large demand gains were achieved in the US, Indian, Chinese, European, Middle Eastern and African markets driven by strong snacking demand and use as an ingredient by manufacturers as consumers sought healthier diets.

The global price has recovered well during 2021 as the impact of the exceptional drought being experienced in California has become apparent with their almond crop, now being harvested, estimated to be down ten per cent with tree stresses and orchard removals likely to impact future crops as well.

The price recovery has been timely for our industry that produced its largest crop in 2021 at 124,000 tonnes and the outlook for the 2022 crop appears very promising. The winter weather provided good chill hours and the recently completed pollination season went well with strong hives of bees and excellent bee flight hours through the orchards where the overlap of varietal flowering in all production regions has been excellent. This overlap was ideal for the necessary cross pollination of almond trees to produce nut

fruitlets.

There has been a lot of attention to the clean-up of overwintering nuts left in the orchard from harvest to keep insect and disease pressures controlled.

Following good winter and early spring rainfall, the water storages are spilling, and large environmental flows are providing a flush for the river system, and floodplain waterways.

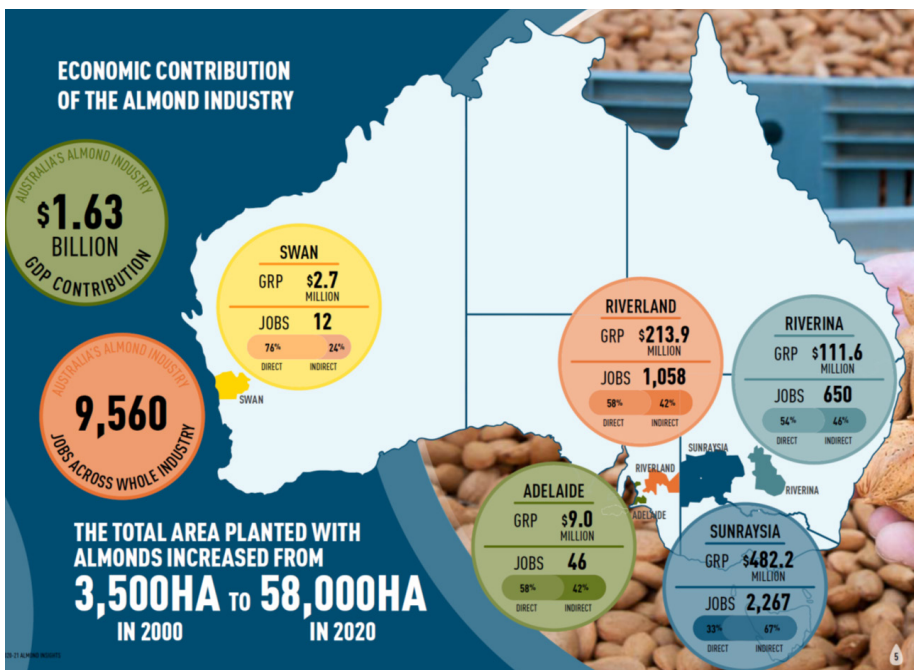
With no shortage of water for the horticultural crops in the Southern Basin, the growing season and market conditions for almonds are looking very promising heading towards 2022.

The renewed growth of the Australian industry since 2015, that has doubled the planted area of the industry, has placed increased importance on input surety. During this period, the ABA has been active in developing and implementing strategic actions to have the industry best placed to cope. Much of this has been guided by the Board and ABA committees and implemented by the ABA staff and other organisations with which the ABA has partnered. New committees have been established in the areas of pollination, water, and chemicals. Recently, the Sustainability Committee has been established to guide the industry towards practices that are best for the environment, people, and our products.

The charter of the Audit Committee was expanded to cover risk following the completion of the Foundations Course for ABA directors and executive staff during the year to ensure strong governance processes are active within the ABA's operations.

The Charter of all the ABA Committees' follows as part of this Annual Report. The support provided to the committees and as they pursue the development of the Australian industry for all stakeholders is greatly appreciated.

During 2020/21, the ABA worked with consultants RMCG to measure the economic contribution of the Australian almond industry to the communities



in the producing regions and the nation. The 2019 crop was taken as the basis for the analysis that showed the substantial contribution to employment and economic indicators shown in the infographic above.

With the industry's production continuing to grow rapidly the economic contribution of the industry will also grow significantly in future.

This growth and the associated increase in use of inputs has attracted public commentary that has been at times, accurate and at other times, inaccurate or misinformed. The ABA is transparent about the industry's water use and its requirement for bees but has had to fact check information that is poorly researched, incorrect, and misleading to the wider community. To balance the argument on input use, the ABA has highlighted the calorific efficiency of almonds, their nutritional worth and health benefits, the industry's leadership in terms

of water application technologies, improved yield efficiencies, and its economic contribution to the regions and nation. It has also demonstrated leadership in seeking change to government water policies to enhance surety of supply for environmental, cultural and irrigator use.

The Australian almond industry is committed to sustainability and a Sustainability Program Manager is soon to be added to the ABA staff. During the year, the ABA built strong coalitions to better the advocacy push in areas such as biosecurity, water, labour, chemicals, and pollination services. The ABA also joined the NFF and is represented on their water and economic policy committees as well as the trade, biosecurity, and water groups of NFF's Horticulture Council. The ABA has also been an active and financial partner with other organisations seeking aligned outcomes that would benefit the almond industry and our communities.

Many activities such as the Almond Centre experimental and demonstration orchard, the pollination best practice guidelines booklet, the nursery tree acquisition contract, the high health budwood program, and the extension material development to cover the predicted (but not eventuating) wet harvest are aimed at providing a better operating environment for industry members.

In concluding, the efforts of the ABA's directors and dedicated staff is acknowledged for their continued guidance and efforts to realize the outstanding potential of the Australian almond industry.

The contributions of retiring directors Robert Wheatley, Tim Jackson, and the long serving Laurence Van Driel are greatly appreciated. Tim Jackson's resignation has resulted from his appointment to succeed ABA CEO, Ross Skinner who is retiring after eleven years in the role.

### Thank you, Ross

Registering that this is a joint CEO-Independent Chair's report, and that Ross Skinner's outstanding service risks going unrecognised, I place firmly on the record the ABA Board's appreciation for the intellect, passion, time, and commitment made over his 11 years in the role of CEO .

The contribution that Ross has made to the industry and its regions, not to mention the broader horticultural sector and communities, has been exceptional and has enabled the almond industry and the ABA to develop clear leadership in policy and strategy for many issues relevant to a wide array of horticultural industries.

We wish Ross all the very best for his 'retirement' and we anticipate ongoing opportunities to utilise his skills and experience in furthering the well-being and prosperity of our industry and its regions.

Peter Hayes  
 Independent Chairman, ABA



# ABA STRUCTURE

The ABA directors, committees, staff and stakeholders are all part of a dedicated team. We form collaborative partnerships with a diverse range of organisations. Both nationally and internationally to progress the interests of almond industry members and the community.



# australian almonds

ALMOND BOARD OF AUSTRALIA

## ABA BOARD

**CHAIR: PETER HAYES**

**7 GROWER DIRECTORS**

( ADELAIDE (1) RIVERINA (1) SWAN (1) RIVERLAND (2) SUNRAYSIA (2) )

**4 MARKETING DIRECTORS**

## ABA COMMITTEES

**MARKET DEVELOPMENT**

**CHEMICAL**

**PROCESSING**

**ALMOND CENTRE**

**PRODUCTION**

**CONFERENCE**

**PLANT IMPROVEMENT**

**AUDIT AND RISK**

**POLLINATION**

**REMUNERATION**

**WATER**

## ABA STAFF

# ABA STRUCTURE



## PARTNERSHIPS

By establishing partnerships the ABA can increase its capacity to achieve its strategic goals of increasing demand for almonds and ensuring input surety at a fair cost to industry members.

## PARTNER ORGANISATIONS

**HORTICULTURE INNOVATION  
AUSTRALIA**

**AUSTRALIAN NUT  
INDUSTRY COUNCIL**

**NATIONAL FARMERS  
FEDERATION HORT COUNCIL**

**DIETITIANS ASSOCIATION  
OF AUSTRALIA**

**AUSTRALIAN HONEY BEE  
INDUSTRY COUNCIL**

**NUTS FOR LIFE**

**NATIONAL IRRIGATORS' COUNCIL**

**SPORTS DIETITIANS AUSTRALIA**

**PLANT HEALTH AUSTRALIA**

**NUTRITION AUSTRALIA**

**INTERNATIONAL NUT COUNCIL**

**FRUCOM**

# ABA DIRECTORS



**PETER HAYES**  
Chairman

Peter was appointed as the ABA independent Chairperson in February 2020. Peter has extensive experience across education and training, R&D investment and management, viticultural operations, the irrigation sector and government and industry affairs. Peter has held various industry positions including Deputy Chancellor of Charles Sturt University and a board member of Irrigation Australia. Peter operates as an independent Wine Industry Strategist and Advisor with activity in Australia, India and the UK. He is also Business Editor of the International Journal of Wine Economics and Policy.



**PETER CAVALLARO**  
Adelaide Region Grower Representative

Peter holds a Diploma in Agriculture and has been involved in the Almond Industry since 1973, when his family bought an almond orchard at Angle Vale. He has also been involved in the cut flower industry where growing and marketing were his main responsibilities and he was a director of the Adelaide Flower Market.

In 1999, Peter developed an almond orchard with the family at Angle Vale and in 2002, seeing the scope of the industry, he became involved in developing an almond orchard at Walker Flat of which he is now General Manager.

Peter is a Chairman of the Production Committee and a member of the Plant Improvement Committee.



**BRENDAN SIDHU**  
Riverland Region Grower Representative

Brendan Sidhu is CEO of Century Orchards, a large almond orchard based in the Riverland, South Australia and Managing Director of Laragon Almond Processors based at Lindsay Point in Victoria.

Brendan has been involved in the Australian almond industry since 1983, holding positions as both Secretary and Chair of the Riverland region of the Australian Almond Growers' Association (AAGA). In 2007, Brendan was appointed to the ABA Board, holding the position of Chairman from 2009 – 2012. He has been a member of the Australian Almond Industry Advisory Committee (IAC), the Remuneration Committee, the Conference Committee and is the Chair of the Market Development and Almond Centre of Excellence Committees. Brendan also sits on the Hort Innovation Almond Strategic Advisory Panel and has recently been appointed as Chairman of the Australian Nut Industry Council (ANIC). Brendan holds an Advanced Diploma in Horticulture and is a graduate of the Australian Institute of Company Directors.



**ROBERT WHEATLEY**  
Riverland Region Grower Representative

Rob is currently the Group General Manager of AustOn Corporation Pty Ltd which owns Aroona Farms, that includes two properties in Victoria and South Australia. Rob has been involved in the horticulture industry for most of his career including roles in Horticulture Production and Logistics and has been involved on several industry Boards throughout that time, including the Australian Melon Association and the Australian Table Grape Association, along with various roles with Horticulture Innovation Australia Limited. Rob began his career in the almond industry in 2013 when he joined Olam Australia Pty Ltd as the General Manager of Almond Orchards. Rob is a member of the Production Committee, Pollination Committee and Almond Centre Committee.



**JAMES CALLIPARI**  
Riverina Region Grower Representative

James completed a Bachelor of Applied Science (Agriculture) degree, graduating in 2003 before returning to the family farming business in a formal capacity. He has extensive experience in all aspects of the production of a wide range of fruits, vegetables and grains, both irrigated and dryland. James commenced his involvement in the Australian Almond Industry with the development of an almond orchard in the Riverina region during 2006 where his past farming experience proved invaluable. In 2013, James was the recipient of the Phil Watters Award which recognises excellence and service to the Australian Almond Industry.



**NEALE BENNETT**  
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. Neale has filled the roles of Chairman and Sunraysia Region Grower Representative on the ABA Board as well as Secretary, Treasurer and Chairman of the Sunraysia region of the Australian Almond Growers' Association (AAGA). Neale's committee positions include Chair of both the Remuneration Committee and Conference Committees and represents the ABA at Horticulture Innovation Australia.





**DARREN MINTER**

Sunraysia Region Grower Representative

Darren is Managing Director of Minter Magic, a large almond, asparagus and citrus property situated in Iraak, Victoria. Darren is a major shareholder in the Red Cliffs Almond Growers Co-op, started in 1985. He is also member of the Australian Asparagus Council and a member of Citrus Australia. Darren holds a Diploma of Production Horticulture and was the VFF Victorian Apprentice of the year in 1988 (Fruit Section). In addition to being an ABA Board Grower representative for the Sunraysia Region, Darren serves on the Plant Improvement Committee, R&D Forum Committee and Water Committee.



**STEPHEN BECKWITH**

Swan Region Grower Representative

Stephen holds a Bachelor of Business Degree and is currently the General Manager of Indian Ocean Farms, which includes three properties in Western Australia. Stephen joined the almond industry in 2019 after spending six years with the Berry Division of the Costa Group, as Regional Manager Tasmania and Regional Manager Western Australia. Prior to this Stephen was Operations Manager of the Sumich Olive Oil Division in Western Australia for 10 years. Stephen is a past Chairman, Treasurer and Director of two local Community Banks and has been involved with numerous industry and community groups, including Industry Advisory Committees. Stephen is a member of the ABA Production Committee, Conference Committee, a proxy member of the Audit Committee and the current Chair of the ABA Chemical Taskforce.



**NIGEL CAREY**

Marketing Representative

Nigel has recently been appointed CEO of Nut Producers Australia, having previously been General Manager Operations, with responsibility for managing NPA's Export Sales and Marketing activities and Group Operations spanning both almonds and pistachios. He has been with NPA for 10 years, following an extensive agri-marketing, operations and management career in Tasmania.

Nigel's qualifications include an MBA and GAICD, and he has served as a member of the ABA Processing Committee.



**DAMIEN HOULAHAN**

Marketing Representative

Damien is the Executive General Manager of Olam Orchards Australia. Damien has the responsibility of overseeing almond operations for Olam in Australia. This has included building a team to manage the orchards exclusively from 2012, the building of the new almond processing facility and the global marketing of Olam almonds from the Australian orchards. In addition to this role in Australia, Damien is also a member of the Olam International Edible Nuts Management Committee which includes the global cashew and peanut businesses. Damien is a member of the Market Development Committee, Audit Committee, Remuneration Committee, Almond Centre Committee and the Conference Committee.



**TIM JACKSON**

Marketing Representative

Tim is the Group Sales and Marketing Manager of Almondco Australia Ltd and leads the company's extensive global network that generates sales across almost 40 countries as well as the traditional Australian market.

Tim has held membership of the Almond Board of Australia's Market Development Committee for the past six years and has more than 30 years' experience in agri-business through a wide range of communications and marketing roles.



**LAURENCE VAN DRIEL**

Marketing Representative

Laurence has been involved in the trading and marketing of edible nuts and dried fruits for over 25 years, providing him with a sound understanding of shipping requirements, foreign currency, trade barriers and marketing strategies.

He has also held senior purchasing and sales management positions with internationally recognised companies. He became a member of the ABA Board in 2011, has been a member of the Almond Industry Advisory Committee (IAC) and currently serves on the Market Development Committee.

## MARKET DEVELOPMENT COMMITTEE:

The Almond Market Development Committee analyses the domestic and global almond market, approves the activities that make up the marketing program, monitors the implementation of these promotions and trade events and evaluates the results. This committee acts as an industry reference group for marketing related research and development projects funded by grower levies and matched by the Commonwealth. The committee membership is drawn from the large industry marketers and members bring a wealth of expertise and experience to the broad range of marketing matters considered in building demand and maintaining market access for Australian almonds both domestically and in export markets.  
Chair: Brendan Sidhu

## PROCESSING COMMITTEE:

The Processing Committee provides a whole of industry approach to improving product quality, hulling and shelling more cost efficiently to meet required quality specifications, and maintaining Australia's high product integrity reputation through providing input on food safety and quality issues.  
Chair: Nigel Carey

## SUSTAINABILITY COMMITTEE:

The Sustainability Committee provides guidance in the development and implementation of the Australian Sustainable Almonds Program. This program aims to promote sustainable practices that optimises resource consumption and minimises the impact on the environment as well as pursue opportunities that enhance the communities which support our industry. It is anticipated that by demonstrating a positive social value to communities and the environment, we will be well placed to reinforce our social licence to produce almonds in Australia.  
Chair: James Callipari

## PRODUCTION COMMITTEE:

The Almond Production Committee provides a forum to discuss all matters related to almond production to improve yields and input efficiency, address issues of supply surety and cost. The committee considers changes to production systems and provides input on best practices. The extension program of the ABA industry development staff is guided by the committee that also acts as the industry reference group for some production related research and development projects. It has a role in identifying risks for growers and gaps in the knowledge and technologies needed to enhance the production of almonds in Australia. This assists in the development of research priorities for the industry. These broad areas of responsibility are assisted by the specialist committees covering plant improvement, pollination, water and the experimental and demonstration orchard.  
Chair: Peter Cavallaro

## POLLINATION COMMITTEE:

The Pollination Committee deals with the surety and cost of pollination services that are a necessary element of almond production. The growth of the almond industry has placed increasing demand on the available beehives in Eastern Australia. The committee is working to address any impediments to apiarists bringing their hives to almond orchards. The ABA supports the efforts of the beekeeping associations to have access to the floral resources on public lands. In addition, the ABA provides financial support to the biosecurity programs to keep bees safe from exotic pests. The committee is also investigating ways that the health of hives can be assured so that almond producers are getting hives capable of delivering a strong pollination result.  
Chair: Rob Wheatley

## ALMOND CENTRE COMMITTEE:

The Almond Centre Committee was established to guide the development of the Almond Centre of Excellence that has at its heart a sixty-hectare experimental and demonstration orchard that is the home of the industry's R&D activities. The Almond Centre has been established with the generous funding support of the South Australian and Commonwealth governments and the assistance of Hort Innovation. The committee also

**The ABA Board is supported by specialist committees that have their own terms of reference and are linked to the Board by an ABA Director chairing each committee and ABA staff providing support.**

provides input into best production practices and technologies showcased on the orchard. The facility provides the opportunity to push the boundaries in search of significant developments to production systems. The Centre is a collaboration between industry, researchers and commercial suppliers.

Chair: Brendan Sidhu

#### **PLANT IMPROVEMENT COMMITTEE:**

The Plant Improvement Committee is the industry reference group for the almond breeding and evaluation program. It provides guidance on the desired characteristics of new varieties, assists the establishment of trial sites and with the assessment of results. It also provides input into the decisions of which selections are released as commercial varieties and the conditions of their commercialisation. The committee guides the ABA's high health status budwood program that ensures nurseries have access to pathogen tested material to produce superior nursery trees that enhance orchard establishment.

Chair: Peter Cavallaro

#### **WATER COMMITTEE:**

The Water Committee drafts industry policy for the ABA Board to consider and endorse. The committee also develops strategic actions to bring about positive change to the water market and other government policy that impacts on the pricing, availability and deliverability to almond and other irrigators whilst being mindful of the need for a healthy riverine system. The committee provides input into submissions prepared by the ABA. These submissions - where possible - seek to offer solutions to issues of concern. The ABA acts to gather the support of other Peak Industry Bodies to support our submissions.

Chair: Darren Minter

#### **CHEMICAL COMMITTEE:**

The Chemical Committee monitors the chemicals available to Australian almond production and identifies chemicals with the potential to expand the options for chemical rotation, efficacy and efficiency and pursue registration through APVMA. The committee will develop appropriate measures for chemical application to ensure MRL compliance in the domestic and export markets for consideration by the ABA Board. The Taskforce will comprise growers, technical staff from processors, senior technical people from major agrochemical companies and agronomists from retailers. Representatives from government bodies will be co-opted for guidance on issues as required.

Chair: Stephen Beckwith

#### **CONFERENCE AND R&D FORUM COMMITTEES:**

The Conference and Forum Committees provide advice on the Conference and R&D Forum themes, venue, dates, schedule, presentation topics, presenters, master of ceremonies, sponsors and monitor event finances. The committee members' input ensures the events provide a balance of learning and social networking.

Chair: Peter Hayes

#### **AUDIT AND RISK COMMITTEE:**

The Audit Committee monitors the ABA's financial position and systems, risk and statutory/regulatory compliance including the external audit and annual budget processes. The committee reviews all ABA expenditure, accounts receivable and payable, and other elements of the extensive financial reporting that is provided to the Board meetings. The committee members also decide on the investment options available for the ABA's cash reserves. The members are also involved in the approval of large financial transactions.

Chair: Tim Jackson

#### **REMUNERATION COMMITTEE:**

The Remuneration Committee makes recommendations to the Board on matters relating to remuneration of the Chief Executive Officer and ABA staff in general, their performance and the staff composition, structure and operation of the organisation.

Chair: Peter Hayes

INPUT SURETY AND COST

COMMUNICATION

GOOD GOVERNANCE

# ABA STAFF



**ROSS SKINNER**  
Chief Executive Officer

Ross is Chief Executive Officer of the Almond Board of Australia, holding this position since November 2010. Ross holds a Bachelor of Economics. Ross was previously Assistant General Manager of the Australian Dried Fruits Association, General Manager of the Dried Fruits Research and Development Council, and General Manager of the Australian Dried Fruits Board. Ross has 34 years' experience managing R&D and marketing programs for many Murray Valley horticultural industries. He is a member of HIA's Almond Strategic Investment Committee and NFF's Economic Policy and Water committees.



**DEIDRE JAENSCH**  
Industry Development Manager

Deidre joined the ABA in October 2019 as Industry Development Manager. She holds a Bachelor of Agricultural Science and has worked in irrigated horticulture within the government, industry and private sectors for over 27 years. Deidre manages the research and development program working with growers, researchers, suppliers and service providers as well as industry collaborators to generate the knowledge, skills and technologies required to enhance industry's competitiveness and further development in line with the almond industry strategic investment plan.



**JOSHUA FIELKE**  
Industry Development Officer

Josh was appointed in October 2015 as an Industry Development Officer. Josh has been involved in the horticulture industry since 2010 working with a variety of crops. Josh began as a farm hand at QFM Productions, and then completed a Bachelor of Environmental Science at the University of South Australia. During this three-year period he worked as a supervisor/farm hand at Cooina Mixed Farm gaining experience in growing practices. Josh then gained a post-graduate job at the Mitolo Group as an agronomist. This role was based around nutrition, and pest and disease management.



**BEN WIBLIN**  
Industry Development Officer

Ben joined the ABA in November 2018 after completing a Bachelor of Agricultural Science at the University of Adelaide. Ben works alongside Josh Fielke as an Industry Development Officer. Ben has previously been involved in various agricultural production systems allowing him to use his knowledge in soil and plant science to help maximise yields whilst also monitoring pests and disease. Ben's role is centered around facilitating the extension of new research in an effort to increase industry knowledge and efficiency.



**ANTHONY WACHTEL**  
Almond Centre Orchard Manager

Anthony joined the ABA to manage the 60-hectare experimental and demonstration orchard that is part of the Almond Centre of Excellence established at Loxton. He has extensive experience in almond production working with Century Orchards as Assistant Farm Manager. His role requires him to work closely with researchers to ensure the specific management programs required for their trials are adhered to. He also oversees the establishment of the orchard infrastructure to provide a world class facility. Anthony is a member of the ABA's Industry Development team.



**ANNA PETERSEN**  
Publications Manager

Anna is engaged on a part-time basis to manage the ABA's range of publications. These include the In A Nutshell industry newsletter as well as other annual documents. She is responsible for the sourcing of articles, editing, advertising, production and distribution. Anna also works closely with other ABA staff to provide support for industry events and other communications related activities. Anna holds a Bachelor of Arts (Communication and Media Management) and a Graduate Diploma Communication (Public Relations).



**ABIGAIL QUIRKE**

Events & Compliance Officer

Abigail joined the ABA team in July 2018. Abigail's role is diverse, including organising the Australian Almond Conference and R&D Forum, which are held biennially. Abigail produces the Almond Bytes electronic publication and works closely with the Almond Centre of Excellence Experimental Orchard in the compliance side of her role. Externally, Abigail is involved in the horticulture sector having started a collaborative dried fruit processing company with her two brothers to market the fruit they grow. Abigail has also worked as a laboratory technician with the wine industry for several years.



**LOUISA MARTIN**

Marketing Officer

Louisa Martin was appointed to the position of Market Development Officer with the ABA in August 2019. Lou has a Bachelor's Degree in Marketing (Business). Her role is to promote the consumption of almonds to Australians and educate consumers about the many health benefits of regularly eating almond products. This involves managing the ABA stand at food, health and fitness exhibitions throughout Australia, liaising with health and fitness professionals and working closely with various industry stakeholders to prepare materials promoting almond consumption. Lou is responsible for the ABA's social media and digital platforms.



**SHANNON HARKINS**

Finance & Business Manager

Shannon was appointed as Finance & Business Manager for the Almond Board of Australia in January 2011. Shannon holds a Diploma of Business and Certificate IV in Training and Assessment. Shannon's role with the Almond Board of Australia sees his skills utilised for payroll, accounts payable and receivable, forecasting and budgeting, internal reporting, audit liaison, management of legal financial obligations, project financial management and acquittals and organisational management.



**DEBORAH McMAHON**

Administration & Finance Officer

Debbie has been employed by the Almond Board of Australia since 2008. Her role includes general administrative and finance tasks and work in support of the Chief Executive Officer, Finance & Business Manager, and Market Development Manager. Deb has a Bachelor of Education, Diploma of Teaching (Primary) and an Associate Diploma of Editing and Proofreading. Deb also provided administrative support to the Australian Nut Industry Council.



**JOSEPH EBBAGE**

Contracted Consultant

Joseph is engaged by the ABA to manage the Almond Market Development Program. Based in Melbourne, Joseph has worked with the ABA since 2003 and is the principal of "Consumer Insights", a market research and consultancy agency. Joseph works with industry marketers to promote almonds on the domestic market and build awareness of the Australian almond brand internationally.

## Global Context

The global context for almond production and sales was driven by the significant increase in the Californian crop which grew by 22% in 2020 to 3.2 billion pounds. This is an increase of 556 million pounds or 252,000 tonnes in a single year. The challenge to stimulate global demand to absorb this larger volume of product resulted in historically low global pricing for almonds. This market forces contributed to Total Californian Almond shipment growth of 22%. This was comprised of US Domestic Market of 4% and Export Market growth of 31%.

Australian almond shipments in the 2020-21 were impacted by the supply and demand forces highlighted above and the distribution disruption caused by the COVID-19 pandemic. Australian almond exports were particularly heavily impacted in the first four months of our 2020-21 marketing year. Australian almond shipments grew in the second half of our marketing year and finished the 2020-21 period steady with the previous period. Our exports for 2020-21 were 76,710 tonnes compared to 76,556 tonnes for 2019-20. It should be noted that the first five months of the new 2021-22 year (March to July) has seen export growth of 51% reflecting a return to pre-COVID trends. Australian Almonds domestic sales for 2020-21 were reported at 29,114 tonnes which represent growth of 9% over the 2019-20 domestic sales of 26,755 tonnes.

Note that Californian almond shipments (sales) for each crop marketing year are recorded from August through to July each year. By comparison, the Australian almond industry as a Southern Hemisphere crop record our sales from March to February.

## Strategic Planning for Market Development:

The modelling of the forecast growth in Australian almond production over this decade has coincided with the next round of Industry Strategic Planning. The Australian almond crop is estimated to reach 187,000 tonnes in 2025 which is a 63% increase on our 2020 production of 114,426 tonnes. The ABA Market Development Program has modelled the market growth to meet the needs of our growing production from the perspective of our Established Markets and our Emerging Markets. Our principal Established Markets include our domestic Australian market as well as Europe, China, India and the Middle East. Our targeted Emerging Markets include the South-East Asian markets of Thailand, Indonesia and Malaysia, and the South American markets of Argentina, Brazil and Chile.

Our strategic planning work has been assisted by two rounds of export market research. Hort Innovation funded Deloitte to evaluate eleven markets for their growth potential for Australia's fruit, vegetable, and nut industries. Austrade funded Euromonitor to research ten markets specifically for the Australian almond industry. Although broad in their nature, these reports will enrich the strategic planning work in progress to align our industry investment with projected market growth.

An important component of our strategic planning program has been close interaction with Commonwealth and State Government Departments that are working to assist Australian industry broaden their export reach. We were able to achieve a grant of \$550,000 through the Commonwealth Department of Agriculture, Water & the Environment's ATMAC program which stands for Agricultural Trade and Market Access Cooperation. The ATMAC program aims to expand trade in Australian agricultural, forestry and fisheries sectors into emerging export markets and/or export markets with high-growth potential. We worked with the Australian Nut Industry Council to achieve the two-year grant.

Our ATMAC grant to enable the Australian nut exporting industries to undertake specific research projects directly relevant to our market access and development goals as well as develop our

Sustainability credentials that play an increasingly important role in maintaining key markets such as Europe and growing our Emerging Markets.

## The Australian Sustainable Almonds Program

The specific objectives of the ASAP program are to: provide an industry-wide program of continuous improvement; identify strengths, weaknesses, opportunities, and threats; allow growers to identify areas of improvement; and provide credible data to demonstrate industry's commitment and manage our industry's reputation.

It is anticipated that by demonstrating a positive social value to our communities and the environment, we will be well placed to reinforce our social licence to produce almonds in Australia.

During 2020-21, the ABA Board of Directors recommended the creation of a Sustainability Committee to support and provide guidance in the development and implementation of the Australian Sustainable Almonds (ASAP) Program promoting sustainable practices that minimise resource consumption and the impact on the environment as well as pursue opportunities that enhance the communities which support our industry. The ABA Sustainability Committee is comprised of growers



and marketers representing the broad nature of our industry.

Our Australian Sustainable Almonds Program structure has been based on the foundation set by the Hort Innovation commissioned Australian Horticulture Sustainability Framework. Working with the same Agency who developed the Hort Innovation document, we have developed the 'Technical Framework' for our Sustainability Program.

Our program has five key segments: Almonds that Nourish; Co-Products that Add Value; People & Enterprise; Planet & Resources and Towards Zero. Across all these segments, we have identified eighteen topics. This framework highlights the comprehensive nature of our Australian Sustainable Almonds Program. The next steps involve converting our technical framework into a public-facing communication package and an internal-industry measurement program. Our public credibility will only be as robust as our reporting capability.

## Digital Communication Enhancement

The restrictions imposed by the COVID-19 pandemic has accelerated our work in enhancing our digital communications capability. During 2020-21, we created and launched a new Australian Almonds website with three key audiences: Consumers, Health Professionals, and Industry & Growers. The website provides a more contemporary creative approach as well as a simplified segment structure to assist

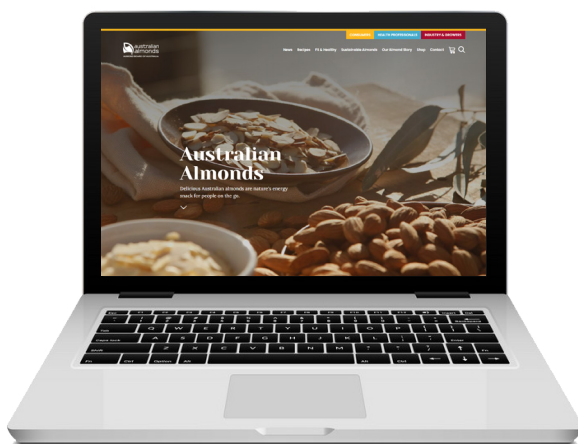


site-visitors find the relevant resources. Continuous content development is also underway.

In light of the travel restrictions preventing face-to-face trade and nutrition exhibitions, we have developed a virtual exhibition platform. During 2020-21, we have run virtual exhibitions for nutritionists and our export customers that have augmented webinars for these audiences.

In November 2020, we ran a webinar and trade exhibition for our key Indian customers to provide an Industry Update as well as an informative Q&A session with our Australian almond marketers. To give this session a distinctive character, we engaged the Australian Test Cricket Captain, Tim Paine, as our Guest speaker.

During 2020-21, work commenced in developing Australian Almond websites specifically for our export program. Customised websites will be created for our Indian, Indonesian, Japanese and Chinese markets.



# MARKET DEVELOPMENT

Nut categories	Products
Almonds	373
Cashews	178
Hazelnuts	125
Macadamia	61
Walnuts	40
Pistachios	34
Peanuts	197

Social media communication and promotion remained a very important part of our Australian domestic market development program. We leveraged these platforms to communicate our three key content pillars: the sustainability of Australian almonds, the health and nutritional value of Australian almonds and the versatility of Australian almonds for food innovation.

In relation to the versatility of Australian almonds, the Innova Market Insights Database highlights that almonds remained the most frequently used nut ingredient in new products launched into the



Australian market during 2020-21.

There were 373 new product inclusions that contained almonds compared to 178 new products with cashews and 197 new products with peanuts. This highlights the value of almonds held by food manufacturers and Australian retailers.

We run a calendar of social media promotions over the year. Two promotions highlight the character and purpose of our program: the almond milk promotion during the lead-up to Easter in 2020 and the Mother's Day promotion in May.

The Easter Almond Milk promotion featured the taste and nutritional value of the product as well as highlighting its rich historical heritage. There has been some lobbying by members of the Australian Dairy industry to seek Government support to ban the use of dairy-terms such as 'milk' for non-dairy products. Our Easter almond milk promotion communicated the history of the product and term 'Almond Milk' that dates back to Medieval Europe. 'Almond Milk' became popular in Christian Europe as a non-animal food for Lent and Easter.



It is featured by name in Medieval recipes. The objective of promoting the history of almond milk is to put it into the same category as 'peanut butter': ie a product with a deep history and certainly note a new or 'fad' product. Our 2021 Mothers' Day promotion highlighted the versatility of almonds as well as promoting our annual harvest.

The feature of the promotion were Macarons as a treat for mum. Our social media promotions for both the Almond Milk and Mothers Day programs involved sending product-packs to key Social Media Influencers who amplified our messaging via their social channels.





# INNOVATION AND ADOPTION

The ABA industry development (ID) team, comprised of Deidre Jaensch (ID Manager), Joshua Fielke (Senior ID Officer) and Ben Wiblin (ID Officer), work closely with the ABA communications and event management staff Jane Kuerschner and the Australian Centre of Excellence Orchard Manager Anthony Wachtel to deliver a range of extension activities and products for almond industry members across Australia.

The Australian almond industry innovation and adoption program contributes towards the implementation of the industry's strategic plan and relies on the outputs from the Hort Innovation's almond research program and other sources to address gaps in knowledge and develop new technologies to support the sustainability and competitiveness of the industry. Funded through Hort Innovation, the program extends the best practices generated by the Australian and international research communities as well as drawing on the commercial sector and the expertise within the industry.

The focus of extension activities in 2020-21 was on: orchard hygiene to control pests and disease; maintaining healthy hives and pollination efficiency; developing nursery tree standards and maintaining disease free planting material; evaluating new varieties and rootstocks; improving on-farm water use efficiency and soil health; food safety and quality; biosecurity; and maintaining industry skills capacity.

Information relevant to Australian growers was sourced by industry development staff on emerging issues, research findings, breeding programs, new technology, sustainability and best on-farm practices, market requirements, biosecurity, climate change and environmental issues, chemical regulation, labour issues and government policy changes.

The ABA staff maintains strong cohesive relationships with industry leaders, researchers and provider organisations, both in Australia and overseas, and utilises a community of practice encompassing extensive and diverse networks allowing trusted communication and information sharing to ensure Australian almond growers have the information they need to adapt to the increasingly dynamic, physical and economic environments and make smart business decisions.

Over the past twelve months the ID staff, supported nineteen ABA supply chain committee forums, and delivered a program of over 150 extension activities. Key achievements include:

- ABA Honey Bee Best Management Practices for Australian Almonds plus quick guides and supporting information for growers and spray operators
- Pollination stakeholder forums navigating COVID 19 border restrictions during 2021 pollination season
- Six industry webinar forums addressing topics to prepare for adverse weather and pollination - 238 participants
- Fourteen best practice videos
- Five ABA hosted tours showcasing ACE demonstration orchard and field trials
- Nine presentations to 128 industry stakeholders
- Thirty Grower Notices
- Seven "In a Nutshell" magazine articles
- Five fact sheets "All About Almonds"

All extension products are kept on the industry page. Future extension activities will continue to strengthen collaborative networks and relationships with industry leaders, partner organisations, researchers, product and service providers.

The efficiency, effectiveness and relevance of extension activities is guided by the ABA Production Committee and monitored through targeted and regular feedback mechanisms for continuous improvement.



The following tables outline projects receiving funding derived from the almond producers' R&D levy and matching Commonwealth funding.

## HORT INNOVATION

Hort Innovation has Strategic Investment Advisory Panels (SIAPs) that provide strategic investment advice in relation to the research and development activities funded by industry levies and contributions from the Australian Government.

The SIAP guide the strategic priorities set out in the Almond Industry's Strategic Investment Plan.

R&D investments using the research levies are made specifically on behalf of levy payers. These investments focus on the needs identified and prioritised by the industry. In general, strategic levy investments provide outputs that have a 1-5 year delivery timeframe and in the case of R&D, span a wide scope of investment types.

Hort innovation staff are responsible for consulting with industry to determine these priorities and ensure that the correct investments are made to achieve them.

## R&D Project Summary 2020/21

Project number	Project Name
<b>Projects with ABA as the service provider</b>	
AL16000	Australian almond industry communications programme
AL16001	Australian almond industry innovation & adoption program
AL16003	Almond industry statistics & data collection 2017-2019
AL16006	Evaluation of potential prunus rootstocks for almond production - Stage 2
AL16007	Educating health professionals
AL16010	Market development programme - Europe
AL16700	Australian almond industry conferences & field days 2017-2021
AL16701	Almond study tour
AL17008	Market access, maintenance & development program
AL18001	Australian almond industry - communications program
AL19000	ACE experimental & demonstration orchard
AL19001	Australian almond industry innovation & adoption program
AL19002	Market access, maintenance & development program
AL19005	Almond industry statistics & data collection
AS17002	Demonstration of functional driverless tractor for Aust. Horticulture
ST16000	Advanced production systems for temperate nut crops
<b>Projects with other service providers</b>	
AL13009	Better tree performance and water use efficiency through root system resilience
AL14005	Identifying factors that influence spur productivity in almond
AL14007	Almond productivity: tree architecture and development of new growing systems
AL16002	Almond minor use permit program
AL16005	An integrated disease management program for the Australian almond industry
AL16009	An integrated pest management program for the Australian almond industry
AL17004	Almond irrigation best practice management
AL17005	National almond breeding and evaluation program
AL19003	Discovery work for international pollination dispersal options for Australian almond industry
AL19004	Economic analysis of the almond industry
AL19899	Internal project expenditure and pre procurement expenses
AL19910	Industry advice & grower consultation
MT13002	Protecting pollination for the Australian horticultural industry Stage 3
MT16005	Enhanced national bee pest surveillance program
MT16010	Horticultural trade data 2017-2019
MT17015	Consumer behavioural and retail data for fresh produce
MT18011	Ex-post impact assessment
MT18018	Generation of data for pesticide permit applications in horticulture crops 2019/20
MT18019	Development and implementation of protocols to enable importation of improved honey bee genetics to Australia
MT19002	Annual reporting 2018/2020
MT19005	Horticulture trade data
MT19008	Strategic agrichemical review process (SARP) – updates
MT19012	Industry-specific impact assessment program: AL, BA, CT and VN
PH17001	Development of non-invasive methods and systems for the assessment of hive health
ST16008	Proposed AgVet collaborative forum plant industry investment
ST18003	PBRI symposium



## SUMMARY REPORT

At the close of 30 June 2021, the Almond Board of Australia reported a net surplus of \$1,298,588 comprising \$5,973,893 income and \$4,675,305 expenditure.

The past decade in Australian Almonds has been a remarkable one with an extraordinary amount of industry growth that is also reflected in the Almond Board of Australia's (ABA) financial position to date.

The Almond Board of Australia has four distinct financial areas of operation: General Operations and Administration; Market Development; Industry Research and Development Projects; and the Almond Centre Experimental and Demonstration Orchard. All these areas have seen substantial growth in activity over the past decade that have contributed to the results for 2020-2021.

Income in 2020/21 decreased 14% with the key areas of income for the ABA being: Project and Grant Funding (52%); Voluntary Marketing Levy (36%); and Sales & Royalties (8%).

Research project funding is normally for a period of three to five years. Annual funding does vary with payments linked to approved milestone reports and a 20 per cent final payment, skewing expenditure, and revenue from actual payments.

In recent years, the ABA has been fortunate to receive government grant funds paid in advance that are being expended in later years.

This divergence in the timeframe to obtaining revenue for projects from that of the project expenditure has contributed to the level of reserves being held.

The COVID-19 pandemic has also limited expenditures for some projects and unexpended funds will be returned upon the submission of the funding acquittal for the project.

The ABA's high health budwood program has scaled back over the past two financial years as the industry plantings are starting to plateau from the large growth experienced between 2015 and 2019.

Budwood sales combined with royalties from the commercialisation of imported rootstocks to the prunus industries has provided a strong revenue stream to the ABA's general operations.

Given membership fees cover only 1 per cent of the broad spectrum of activities the ABA undertakes for industry stakeholders, from plant improvement to input surety for pollination, labour, water and chemicals, the identification and extension of best practice through to biosecurity, sustainability and market development, funding from other sources is imperative to the organisation's resourcing to provide the current level of services. It is noteworthy that the annual membership fees of \$200 and \$500 per member, depending on orchard size and grower or marketer type, have been stable for many years.

The industry's tonnage growth has increased revenue from the voluntary marketing levy, held at \$20 per tonne since its inception, and this is quarantined strictly for use on market development activities, much of which is directed at building export trade, given three tonnes of almonds are exported for every tonne sold domestically. COVID-19 travel restrictions have impacted heavily on export activities that can be undertaken face to face with international nut traders. However, virtual events and the use of local ambassadors at the few key events that were not cancelled has maintained a presence for Australian almonds.

The market development program, where a large proportion of the ABA's total reserves are held, is closely monitored and managed by the Market Development Committee at its meetings held quarterly. The committee members who represent all the major marketers, are mindful of the accounts funding position, that has the industry well placed to engage further with the nut trade once travel restrictions are lifted.

The Voluntary Marketing Levy raised \$2.1 million during 2020/2021. These funds, in large part, are leveraged to access Commonwealth matching funds.

Expenditure for the financial year decreased 13 per cent. Organisational expenditure is comprised of four key areas: Administration and organisational management including staff costs allocated to R&D projects (41%); Contributions to co-invest with the Commonwealth in research projects (27%); Market development activities (16%); and Budwood Production (13%).

Administration and organisational management cover expenditure including: Staff costs; Chair's Allowance; Rent and Leases; Insurances; Communications; Affiliation Fees; Sponsorships; Audit and Legal Fees; Depreciation; Travel and General Operational costs.

The Audit and Risk Committee of the ABA convened quarterly throughout the financial year to review the financials and assess any material risks to the organisation. The Committee also directed the investment of ABA reserves in interest bearing bank accounts.

Membership of the Audit and Risk Committee consisted of ABA Directors Tim Jackson (Chair), Stephen Beckwith, Neale Bennett, and Damien Houlahan. The ABA CEO and Finance Manager also attend the meetings.

Tim Jackson will conclude his role as ABA Director and Audit and Risk Committee Chair to take up his new role as the ABA's new CEO in October 2021.

The ABA's accounts met all relevant accounting standards, and the auditors had no qualification regarding the 2020-21 accounts.

The forward projections for 2021/2022 forecast another year of uncertainty and unique challenges that will draw on the ABA's financial resources. However, the ABA remains in a solvent and strong financial position with the capability to address the challenges and opportunities as they arise.

# STATEMENT OF OPERATIONS



## For the year ending 30 June

	2021 \$	2020 \$
<b>Income</b>		
Annual Conference & R&D Forum	-	59,255
Budwood Sales	168,332	183,040
Grant Funding	3,099,259	4,561,288
Interest Earned	9,136	16,450
Marketing Contributions	2,127,589	1,697,731
Memberships	54,141	57,800
Profit on Sale of Non-current Assets	11,253	-
Recharges	121,942	67,920
Royalties	217,366	235,724
Sales	78,764	1,229
Sponsorship & Advertising	34,365	21,330
Sundry Income	51,745	71,801
	<b>5,973,893</b>	<b>6,973,567</b>
<b>Expenses</b>		
Administration Costs	153,691	261,191
Advertising	388,854	195,776
Affiliation Fees	63,446	62,936
Annual Conference & R&D Forum	-	32,410
Bad Debts Written Off	-	300
Budwood Costs	28,217	34,593
Chairman's Allowance	36,530	32,848
Consultancy Fees	30,895	34,900
Contractors/ Agency Staff	34,848	29,895
Depreciation	241,610	196,510
Donations & Sponsorships	48,459	25,640
Export Activities	125,005	595,967
Field Days & Workshops	422	1,338
Harvesting Expenses	33,432	15,700
Importations	1,200	1,185
International Trips & Study Tours	-	66,742
Market Access & QA	18,551	15,636
Market Research	26,960	51,131
Marketing Program Management	190,739	213,845
Meeting Expenses	25,285	36,431
Pest & Disease Monitoring	459	4,504
R&D Establishment	21,410	16,891
Royalties	107,404	91,761
Site Operations & Management	500,954	458,741
Staff Costs	1,178,927	1,164,901
Sundry Expenses	57,336	57,570
Trade Shows & Events	19,076	24,296
Training & Development	62,039	1,606
Travelling Expenses	35,467	7,217
Voluntary Contributions	1,244,091	1,629,802
	<b>4,675,305</b>	<b>5,362,263</b>
<b>Surplus / (Deficit) for the year</b>	<b>1,298,588</b>	<b>1,611,304</b>

# FINANCIAL POSITION



## For the year ending 30 June

	Note	2021 \$	2020 \$
<b>Current assets</b>			
Cash and cash equivalents	3	7,652,080	6,880,933
Trade and other receivables	4	643,092	487,405
Inventories	5	24,596	27,186
Other current assets	6	130,873	180,547
<b>Total current assets</b>		<b>8,450,641</b>	<b>7,576,071</b>
<b>Non-current assets</b>			
Property, plant and equipment	7	2,094,362	1,764,634
Intangibles	8	53,086	53,086
<b>Total non-current assets</b>		<b>2,147,448</b>	<b>1,817,720</b>
<b>Total assets</b>		<b>10,598,089</b>	<b>9,393,792</b>
<b>Current liabilities</b>			
Trade and other payables	9	391,661	531,581
Employee Benefits Liabilities	10	248,150	159,689
Revenue Received in Advance		13,727	773
<b>Total current liabilities</b>		<b>653,538</b>	<b>692,043</b>
<b>Non-current liabilities</b>			
Employee Benefits Liabilities	10	38,637	94,422
<b>Total non-current liabilities</b>		<b>38,637</b>	<b>94,422</b>
<b>Total liabilities</b>		<b>692,175</b>	<b>786,465</b>
<b>Net assets</b>		<b>9,905,914</b>	<b>8,607,327</b>
<b>Members' funds</b>			
Retained earnings		9,905,914	8,607,327
<b>Total members' funds</b>		<b>9,905,914</b>	<b>8,607,327</b>

## CHANGES IN EQUITY



For the year ending 30 June

	\$	\$
<b>Balance at 1 July 2019</b>	6,996,022	6,996,022
Surplus for the year	1,611,304	1,611,304
<b>Balance at 30 June 2020</b>	<b>8,607,327</b>	<b>8,607,327</b>
Surplus for the year	1,298,588	1,298,588
<b>Balance at 30 June 2021</b>	<b>9,905,914</b>	<b>9,905,914</b>

## CASH FLOWS



	Note	2021 \$	2020 \$
<b>Cash flows from Operating Activities</b>			
Receipts from Members		54,141	57,800
Receipts from Government Funding		3,099,259	4,561,288
Receipts from Customers		2,679,318	3,048,526
Payments to Suppliers and Employees		(4,512,282)	(5,682,191)
Interest Received		9,136	16,450
<b>Net Cash from Operating Activities</b>	<b>11</b>	<b>1,329,574</b>	<b>2,001,873</b>
<b>Cash flows from Investing Activities</b>			
Acquisition of Plant and Equipment		(589,176)	(691,271)
Proceeds from sale of Plant and Equipment		30,750	
<b>Net Cash from/ (used in) investing activities</b>		<b>(558,426)</b>	<b>(691,271)</b>
<b>Net Increase/ (Decrease) in Cash Held</b>		<b>771,148</b>	<b>1,310,602</b>
Cash at Beginning of Financial Year		6,880,933	5,570,331
<b>Cash at End of Financial Year</b>	<b>3</b>	<b>7,652,080</b>	<b>6,880,933</b>

# NOTES TO THE FINANCIAL STATEMENTS



## For the year ending 30 June

The financial statements cover The Almond Board of Australia as an individual entity. The Almond Board of Australia is a not-for-profit association incorporated in South Australia under the Associations Incorporation Act 1985 ('the Act').

The principal activity of the association for the year ended 30 June 2021 is:

Facilitate further growth of the almond industry

Comparatives are consistent with prior years, unless otherwise stated.

### 1 Basis of preparation

In the opinion of the Board of Management, The Almond Board of Australia is not a reporting entity since there are unlikely to exist users of the financial statements who are not able to command the preparation of reports tailored so as to satisfy specifically all of their information needs. These special purpose financial statements have been prepared to meet the reporting requirements of the Act.

The financial statements have been prepared in accordance with the recognition and measurement requirements of the Australian Accounting Standards and Accounting Interpretations, and the disclosure requirements of AASB 101 Presentation of Financial Statements, AASB 107 Statement of Cash Flows, AASB 108 Accounting Policies, Changes in Accounting Estimates and Errors and AASB 1054 Australian Additional Disclosures.

Significant accounting policies adopted in the preparation of these financial statements are presented below and are consistent with prior reporting periods unless otherwise stated.

The financial statements have been prepared on an accruals basis and are based on historical costs modified, where applicable, by the measurement at fair value of selected non-current assets, financial assets and financial liabilities.

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

### 2 Summary of significant accounting policies

#### Income tax

The association is exempt from income tax under Division 50 of the *Income Tax Assessment Act 1997*.

#### Revenue and other income

Revenue is recognised when the amount of the revenue can be measured reliably, it is probable that economic benefits associated with the transaction will flow to the Association and specific criteria relating to the type of revenue as noted below, has been satisfied.

Revenue is measured at the fair value of the consideration received or receivable and is presented net of returns, discounts and rebates.



## For the year ending 30 June

### Goods and services tax (GST)

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 (ATO).

Receivables and payables are stated inclusive of GST.

### Cash and cash equivalents

Cash and cash equivalents comprises cash on hand, demand deposits and short-term investments which are readily convertible to known amounts of cash and which are subject to an insignificant risk of change in value.

### Property, plant and equipment

Each class of property, plant and equipment is carried at cost or fair value less, where applicable, any accumulated depreciation and impairment.

Property, plant and equipment is depreciated on a straight-line or diminishing value basis over the asset's useful life to the Association, commencing when the asset is ready for use.

At the end of each annual reporting period, the depreciation method, useful life and residual value of each asset is reviewed. Any revisions are accounted for prospectively as a change in estimate.

### Employee benefits

Provision is made for the association's liability for employee benefits arising from services rendered by employees to the end of the reporting period. Employee benefits that are expected to be wholly settled within one year have been measured at the amounts expected to be paid when the liability is settled.

Employee benefits expected to be settled more than one year after the end of the reporting period have been measured at the present value of the estimated future cash outflows to be made for those benefits. In determining the liability, consideration is given to employee wage increases and the probability that the employee may satisfy vesting requirements. Cash flows are discounted using market yields on high quality corporate bond rates incorporating bonds rated AAA or AA by credit agencies, with terms to maturity that match the expected timing of cash flows. Changes in the measurement of the liability are recognised in profit

### Inventories

Inventories are measured at the lower of cost and net realisable value. Cost of inventory is determined using the first-in-first-out basis and is net of any rebates and discounts received. Net realisable value is estimated using the most reliable evidence available at the reporting date and inventory is written down through an obsolescence provision if necessary.





## For the year ending 30 June

### Other intangibles

#### Water Rights

Water Rights are recognised at cost of acquisition. Water rights have an infinite life and are carried at cost less any impairment losses. Water Rights are tested for impairment annually. The Association currently holds Water Rights of 25ML, which have a median net realisable value of \$6,700/ ML

### Impairment of non-financial assets

At the end of each reporting period, the association determines whether there is an evidence of an impairment indicator for non-financial assets.

Where this indicator exists and regardless for goodwill, indefinite life intangible assets and intangible assets not yet available for use, the recoverable amount of the assets is estimated.

Where assets do not operate independently of other assets, the recoverable amount of the relevant cash-generating unit (CGU) is estimated.

The recoverable amount of an asset or CGU is the higher of the fair value less costs of disposal and the value in use. Value in use is the present value of the future cash flows expected to be derived from an asset or cash-generating unit.

Where the recoverable amount is less than the carrying amount, an impairment loss is recognised in profit or loss.

Reversal indicators are considered in subsequent periods for all assets which have suffered an impairment loss, except for goodwill.

### Provisions

Provisions are recognised when the association has a legal or constructive obligation, as a result of past events, for which it is probable that an outflow of economic benefits will result and that outflow can be reliably measured.

# NOTES TO THE FINANCIAL STATEMENTS



## For the year ending 30 June

	\$	\$
<b>3 Cash and cash equivalents</b>		
Cash on Hand	855	880
Cheque Accounts	2,366,905	147,266
Express Saver Accounts	4,684,320	6,132,787
Term Deposits	600,000	600,000
	<u>7,652,080</u>	<u>6,880,933</u>
<b>4 Trade and other receivables</b>		
<b>Current</b>		
Accounts Receivable	643,092	487,405
	<u>643,092</u>	<u>487,405</u>
<b>5 Inventories</b>		
<b>Current</b>		
Inventories at Cost	24,596	27,186
	<u>24,596</u>	<u>27,186</u>
<b>6 Other assets</b>		
<b>Current</b>		
Accrued Interest	3,366	2,808
Prepayments	127,507	177,740
	<u>130,873</u>	<u>180,547</u>
<b>7 Property, plant and equipment</b>		
<b>Plant and equipment</b>		
Plant & Equipment	2,834,621	2,291,154
Less: Accumulated Depreciation	(740,259)	(526,520)
	<u>2,094,362</u>	<u>1,764,634</u>
	<u>2,094,362</u>	<u>1,764,634</u>



**For the year ending 30 June**

	\$	\$
<b>8 Intangible assets</b>		
Intangible Assets Water Rights at Cost	53,086	53,086
	<u>53,086</u>	<u>53,086</u>
<b>9 Trade and other payables</b>		
<b>Current</b>		
Credit Cards	2,614	(3,025)
Accounts Payable	241,158	165,855
GST Payable	118,071	340,544
PAYG Withholding	29,818	28,208
	<u>391,661</u>	<u>531,581</u>
<b>10 Employee Benefit Liabilities</b>		
<b>Current</b>		
Accrued Wages & Super	10,501	7,272
Accrued Long Service Leave	76,023	-
Accrued Annual Leave	161,625	152,416
	<u>248,150</u>	<u>159,689</u>
<b>Non-current</b>		
Accrued Long Service Leave	38,637	94,422
	<u>38,637</u>	<u>94,422</u>
<b>11 Reconciliation of Net Cash from Operating Activities to Surplus for the year</b>		
Surplus for the year	1,298,588	1,611,304
<b>Add:</b>		
Depreciation	241,610	196,510
Movement in Provisions	29,447	50,930
Movement in Receivables	(155,687)	704,765
Movement in Accruals & Revenue in Advance	12,396	5,732
<b>Less:</b>		
Movement in Prepayments	(50,233)	45,914
Movement in Payables	160,857	529,585
Movement in Inventories	(2,590)	(8,131)
Profit on Sale of Non-current Assets	(11,253)	-
	<u>1,329,574</u>	<u>2,001,873</u>

# COMMITTEE STATEMENT



The board has determined that the association is not a reporting entity and that this special purpose financial report should be prepared in accordance with the accounting policies outlined in Note 2 to the financial statements.

In the opinion of the board the financial report:

- Presents fairly the financial position of The Almond Board of Australia as at 30 June 2021 and its performance for the year ended on that date.
- At the date of this statement, there are reasonable grounds to believe that The Almond Board of Australia will be able to pay its debts as and when they fall due.

In accordance with Section 35(5) of the Associations Incorporation Act (SA) 1985, the Board hereby states that during the financial year to which the accounts relate:

- No officer of the Almond Board of Australia Incorporated, or a firm of which the officer is a member, or a corporation 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 corporation in which the officer has a substantial financial interest and Almond Board of Australia Incorporated.
- No officer of Almond Board of Australia Incorporated has received directly or indirectly from Almond Board of Australia Incorporated any payment or other benefit of a pecuniary value, except for the following honorariums paid:

Chairman Allowance \$36,530

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

  
\_\_\_\_\_  
Peter Hayes

  
\_\_\_\_\_  
Tim Jackson

Dated 26 AUG 2021

# STATEMENT BY MEMBERS OF THE COMMITTEE



Your board members submit the financial report of The Almond Board of Australia for the financial year ended 30 June 2021.

## Directors members

The names of the Directors members throughout the year and at the date of this report are:

Peter Hayes - Board Chairman  
Tim Jackson  
Neale Bennett  
James Callipari  
Peter Cavallaro  
Damien Houlahan  
Darren Minther  
Brendan Sidhu  
Laurence Van Driel  
Robert Wheatley  
Grant Birrell - Resigned 07/10/2020  
Nigel Carey - Appointed 07/10/2020  
Stephen Beckwith - Appointed 07/10/2020

## Principal activities

The principal activity of the association during the financial year is:

Facilitate further growth of the almond industry


## Significant changes

No significant change in the nature of these activities occurred during the year.

## Operating result

The profit of the Association for the financial year amounted to \$1,298,588.

Signed in accordance with a resolution of the members of the board:

  
\_\_\_\_\_  
Peter Hayes

  
\_\_\_\_\_  
Tim Jackson

Dated **26 AUG 2021**



## The Almond Board of Australia

ABN: 31 709 079 099

### Independent audit report to the members of association, The Almond Board of Australia



ABN 81 269 729 573

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Waikerie SA 5330

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#### Report on the audit of the financial report

##### Opinion

We have audited the accompanying financial report, being a special purpose financial report, of The Almond Board of Australia (the association), which comprises the statement of financial position as at 30 June 2021, the statement of operations, statement of changes in members' funds, statement of cash flows and notes to the financial statements, including a summary of significant accounting policies and the statement by members of the committee.

In our opinion, the accompanying financial report of the association for the year ended 30 June 2021 is prepared, in all material respects, in accordance with the Associations Incorporation Act 1985.

##### Basis of opinion

We conducted our audit in accordance with Australian Auditing Standards. Our responsibilities under those standards are further described in the auditor's responsibilities for the audit of the financial report section of our report. We are independent of the association in accordance with the auditor independence requirements of the ethical requirements of the Accounting Professional and Ethical Standards Board's APES 110 Code of Ethics for Professional Accountants (the code) that are relevant to our audit of the financial report in Australia. We have also fulfilled our other ethical responsibilities in accordance with the code.

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

##### Emphasis of matter - basis of accounting

We draw attention to note 1 of the financial report, which describes the basis of accounting. The financial report is prepared to assist the association in satisfying the reporting requirements to members. As a result, the financial report may not be suitable for another purpose. Our report is intended solely for the association and should not be distributed to or used by parties other than the association. Our opinion is not modified in respect of this matter.



**Responsibility of the Committee and those charged with governance**

The Committee is responsible for the preparation and fair presentation of the financial report in accordance with the Associations Incorporation Act 1985, and for such internal control as the Committee determines is necessary to enable the preparation of the financial report is free from material misstatement, whether due to fraud or error.

In preparing the financial report, the Committee is responsible for assessing the association's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless the Committee either intends to liquidate the association or to cease operations, or has no realistic alternative but to do so.

Those charged with governance are responsible for overseeing the association's financial reporting process.

**Auditor's responsibilities for the audit of the financial report**

Our objectives are to obtain reasonable assurance about whether the financial report as a whole is free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with the Australian Auditing Standards will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of this financial report.

**Markos Stavrou, CA**

**BVMS Chartered Accountants**

Date: 26.8.21



**ABN 31 709 079 099**

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Almond Board of Australia Annual Reports can be downloaded from [www.australionalmonds.com.au](http://www.australionalmonds.com.au)