



OCT
2018

EXPERTS IN RESIDENCE

Agriculture and Horticulture

**FREE ONE-TO-ONE
APPOINTMENTS WITH
INDUSTRY EXPERTS
FOLLOW UP MENTORING**

SOCIAL MEDIA
EXPORTING
SUSTAINABLE PACKAGING
INTELLECTUAL PROPERTY
FOOD LABELLING
FOOD SAFETY & HANDLING
PRODUCT DEVELOPMENT
AGRITOURISM
FOOD TECHNOLOGY
SUCCESSION PLANNING
PROTECTED CROPPING
VEGETABLE INDUSTRY
PLANNING BUSINESS GROWTH
INTERSTATE CERTIFICATION
ONE PAGE BUSINESS PLANS
COMPANY STRUCTURE
INVESTMENT
SUPPLY CHAIN CERTIFICATION
GROWER GROUPS

EXPERTS IN RESIDENCE is a unique program across the Murraylands and Riverland which brings Industry Experts direct to you. Regional Development Australia Murraylands and Riverland (RDAMR) are offering one-to-one appointments and workshops with Industry Experts who have a focus on adding more value to your produce or product to grow your bottom line.

To take advantage of this expertise in region, prepare by asking yourself; 'How can my business be more viable and resilient?'

In October Regional Development Australia in Partnership with the Department of Industry and Skills will host experts for individual one-hour confidential appointments for primary producers and food and beverage manufacturers, to determine how they can implement value adding practices to be a more viable and resilient enterprise.

New to the program this year is the opportunity to book a follow up appointment with the Expert conducted via phone, Skype or email so you can continue to leverage this opportunity.

There is **no charge** for Murraylands and Riverland enterprises (maximum of 2 appointments per enterprise).

To make a booking or for assistance with which Expert best fits your needs contact us on 08 8535 7170 or email info@rdamr.com.au

BOOKINGS ESSENTIAL

DON'T MISS OUT - Limited appointments

*This initiative is fully funded through
Regional Development Australia in partnership
with the Department of Industry Skills*



Government of South Australia
Department for Industry and Skills

What do you NEED TO KNOW?

ASK THE EXPERTS IN RESIDENCE

SOCIAL MEDIA

EXPORTING

SUSTAINABLE PACKAGING

INTELLECTUAL PROPERTY

FOOD LABELLING

FOOD SAFETY & HANDLING

PRODUCT DEVELOPMENT

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Protected Cropping

THU 11 OCT - MURRAY BRIDGE
WED 17 OCT - LOXTON

JEREMY BADGERY-PARKER

Primary Principals Pty Ltd



Jeremy has extensive knowledge in growing crops in protected cropping zones such as greenhouses or under environmental netting and can advise producers from the startup phase to high-tech systems. As the principal consultant with Primary Principles Pty Ltd Jeremy is a specialist in protected cropping, controlled environment horticulture, greenhouses, hydroponics and industry development and is involved in delivering a range of industry research, development and extension projects.

Preparing to Export

WED 11 & THU 12 OCT - LOXTON
WED 17 OCT - MURRAY BRIDGE

ROB BRIDGE

Eyre Consulting



Rob can advise on how to prepare for exporting and the programs available to producers to create an export market. With 30 years' experience in international trade, and appointments including CEO, Trade Commissioner, and Export Adviser, Rob has assisted scores of Australian companies to achieve their export objectives in diverse global markets. Rob has worked with South Australian companies across all industry sectors including wine, food, agribusiness, and manufacturing and provides expert advice on export readiness.

Interstate Certification Arrangements

WED 17 OCT - MURRAY BRIDGE
THU 18 & FRI 19 OCT - LOXTON

MICHELLE CARR

SA Biosecurity



Michelle can assist with ICA processes and requirements for producers crop types and market access. Having worked within PIRSA for 23 years, the past 6 ½ with Plant Health Market Access, Michelle has gained extensive knowledge on SA and Interstate Quarantine Entry Requirements including Interstate Certification Arrangements (ICA)/ Compliance Arrangements, and has audited interstate jurisdictions to ensure their ICA compliance and assisted with Market Access during fruit fly outbreaks.

AgriTourism

WED 10 OCT - MURRAY BRIDGE
THU 11 OCT - LOXTON

SIGGI FREDE

Effektiver



Soggi can advise on developing AgriTourism experiences on farm or around food or beverage products to enter and capture a part of this emerging market. Soggi is the founder and owner of Effektiver, a strategic tourism consultancy, supporting industry associations, government bodies and operators to thrive in SA's visitor economy. With over 25 experience Soggi will help producers development agritourism product.

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Experts that
**ADD MORE
VALUE**

MEET THE EXPERTS IN RESIDENCE



**Investment, Company Structure,
Intellectual Property and Succession Planning**

NORMAN WATERHOUSE CORPORATE AND COMMERCIAL TEAM

We are a full service South Australian firm with a global focus and have extensive experience in partnering with our regional clients to grow and deal direct with international markets, attract investment and export produce. We also focus on protecting our clients' assets and intellectual property in Australia and overseas, assist with corporate structuring, providing Australians with international tax planning advice and ensuring effective business succession and estate planning.

**Investment, Company Structure,
Intellectual Property and Succession Planning**

WED 24 & THU 25 OCT - LOXTON
FRI 26 OCT - MURRAY BRIDGE

KANE ROBSON

Norman Waterhouse Lawyers



Kane has broad skills and knowledge to work with producers on being investment ready, succession planning for the farm or food business, protecting intellectual property and structuring their business to protect assets.

Kane works with Chinese investors in Australia and Australian exporters to China on a daily basis. His work encompasses commercial, political, strategic and regulatory issues as well as legal issues for investors, buyers and exporters alike. Having studied and lived in China, Kane speaks and writes in highly competent Mandarin, and assists clients to create growth by reaching new export markets and attracting investment.

Kane is also an Executive of trade and investment consultancy firm NW Alliance, and a Strategic Adviser to the South Australian branch of the Australia China Business Council.

Establishing Grower Groups

GROWER GROUPS WORKSHOP
THU 18 & FRI 19 OCT - LOXTON

JEANETTE LONG

Ag Consulting Co



Jeanette will be working with Date Palm and Jujube growers to determine how they can work collaboratively to establish groups to develop their

industries. Jeanette is passionate about developing people and leadership skills in regions and agribusiness. She has been involved in many extension projects and leadership roles with boards and committees in agriculture, education, rural women and fisheries. She brings personal experiences to her workshops.

Sustainable Packaging

PACKAGING INNOVATION SEMINAR
MON 5 NOV - MURRAY BRIDGE
TUE 6 NOV - LOXTON

PROF PIERRE PIENAAR

PackTech Solutions Pty Ltd



Pierre is able to provide producers with extensive insights and knowledge into the role of packaging and the choices and innovation in

packaging options for their produce or products. Pierre, of PackTech Solutions consultancy, has over 30 years' experience in the field of packaging globally. His knowledge and expertise range across all packaging materials i.e. glass, plastics, paperboard, metals and wood. Pierre is passionate about creating efficient, cost-effective packaging that is environmentally friendly.

Social Media

SOCIAL MEDIA WORKSHOP
WED 24 OCT - MURRAY BRIDGE
THU 25 OCT - LOXTON

SOPHIE HANSEN

Local is Lovely & My Open Kitchen



Sophie is able to guide producers through how to tell their farm or produce story visually on social media to engage with customers and

consumers. Sophie is a social media educator, farmer, food writer and cookbook author based in Orange NSW. With 20 years' experience in food writing Sophie's workshops and courses are designed to give farmers, producers and value-adders the inspiration, skills and confidence they need to use social media to grow their businesses and build supportive communities.

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MEET THE EXPERTS IN RESIDENCE

Growing Vegetables

WED 10 & THU 11 OCT - LOXTON

ANDREW SHAW

Ausvege



Andrew can provide solid insights into the vegetable growing industry and is able to answer questions that will determine if growing vegetables is a viable option for their farm. Andrew works in the extension and delivery of research through the vegetable industries national body AUSVEG. The project he has managed with over the past three years entails understanding good practice production in Australian vegetable farms.

Food Technologist

FRI 12 OCT - MURRAY BRIDGE
FRI 26 OCT - LOXTON

ANDREW MARONICH

Food Safety & Innovation Plant Research Centre, PIRSA –SARDI—Adelaide



Andrew can assist producers with developing a value-added product, shelf life testing, and technologies to transform food waste. With a Food Technology degree, Andrew has domestic and overseas experience in product development and production management. Having worked for major local companies (Berrivale Orchards, Bickfords and Tastemaster) and overseas (Unilever), Andrew is currently leading the Food Technology sub program at PIRSA assisting business with processes/product development.

One Page Business Planning

THU 25 OCT - MURRAY BRIDGE
FRI 26 OCT - LOXTON

DR GARY HANCOCK

Consultant



Gary is able to assist producers with an innovative tool to create a One Page business plan for a new idea or concept in their farm or produce business. If producers have a new idea or a problem that needs a solution the One Page business plan provides a vital foundation to develop and implement their thinking. Gary has started, grown, managed and exited several business ventures. After extensive experience in business (small and corporate), not-for-profit organisations, consulting, and an academic career, Gary left full time work as an academic at The University of Adelaide to pursue teaching and consulting for various organisations.

Business Growth

WED 17 OCT - LOXTON
THU 18 OCT - MURRAY BRIDGE

JOHN CHRISTENSEN

Hood Sweeney Adelaide



John can assist producers identify when they are ready to grow their business and the resources and preparation required to drive the growth.

John is a Chartered Accountant with a particular passion for working with small and medium size businesses and helping them achieve their goals. John can assist in developing and implementing successful strategic business solutions, and helping businesses plan for the future. In recent years, John has specialised in advising and mentoring agribusinesses.

Supply Chain Certification

THU 18 OCT - MURRAY BRIDGE
FRI 19 OCT - LOXTON

NATASHA BOWE

QMS Audits / QMS Audits Training



Natasha has extensive skills and knowledge to advise producers on the supply chain certification requirements for their markets and products such as HACCP, Freshcare or HARPS. Natasha heads up QMS Audits, who offer HACCP Training, Freshcare, HARPS and SQF training and HACCP Audits. Natasha has run both small and large factories and is a strong advocate in ensuring you get value, not just compliance from your audits. She achieved an SQF score of 97+ for her consulting clients last year.

Food Labelling

THU 19 OCT - MURRAY BRIDGE
WED 24 OCT - LOXTON

BELINDA HANSON-KENNY

Food Labelling and Safety



Belinda can advise producers on food labelling requirements such as nutritional panels, country of origin, ingredients lists, free from statements, and all requirements of food labelling. Belinda is the owner of Food Labelling and Safety, a one stop food technology resource for producers. Belinda can assist with audit readiness preparation with food safety and quality management systems and advise of food handling requirements.

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