

Improvement and development of the Nursery Production Farm Management System (NPFMS) 11/12

Robert Prince
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Project Number: NY11009

NY11009

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Final Report
HAL Project: NY11009
Completion Date: 30 June 2012

**Improvement and Development of the Nursery
Production Farm Management System (NPFMS) 11/12**

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Nursery & Garden Industry Australia

Final Report

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MEDIA SUMMARY

Project NY11009 - *Improvement and Development of the Nursery Production Farm Management System* (Nursery Production FMS) 11/12 consist of several sub projects that aim to drive greater recognition of the Nursery Production FMS as well as increase the adoption of Nursery Production FMS across the production sector of the Australian nursery industry. The Nursery Production FMS includes the Nursery Industry Accreditation Scheme, Australia (NIASA), EcoHort (Environmental Management System for the Australian production nursery industry) and BioSecure HACCP (On-farm biosecurity system for the Australian production nursery industry) programs.

Each sub project was developed using input from whole of industry through a consultation process which involved regional Associations to ensure relevance of issues in relation to program needs and expectations as well as alignment with the Nursery Industry 2010–2015 Strategic Plan.

This project was overseen by the National NIASA Advisory Committee (NNAC) which met twice during the project (7-8 July 2011 and 7-8 December 2011). This committee also reviewed the Annual Operating Plan and provided input on future opportunities and challenges impacting growth and adoption of the Nursery Production FMS.

Several outcomes relating to sub projects within this project included:

- Maintenance of the NIASA Audit Portal where data from audits associated with all three industry schemes under the Nursery Production FMS is housed (www.ngi.org.au)
- Development of a NIASA Greenlife Market audit template for the NIASA Audit Portal
- Development of i-Pad functionality for the NIASA Audit Portal
- Renewed NIASA and EcoHort Smart Approved WaterMark Service status for 2012-2014
- Creation of a Nursery Production FMS Trade Booth Display for conference promotion
- Promotion of Nursery Production FMS at the 2012 Australian Nursery Industry National Conference, Gold Coast, Queensland and the 2012 International Plant Propagators Society Conference, Toowoomba 17-20 May 2012
- Development of an Induction Grower Marketing Checklist for businesses embarking on the Nursery Production FMS journey
- Development of a DL brochure and Greenlife Market Poster for Nursery Production FMS promotion
- Development of standardised advertisements for all three industry schemes under the Nursery Production FMS for regional Associations
- Facilitated a marketing campaign during Autumn/Winter 2012 targeting businesses not engaged with the Nursery Production FMS
- Hosted a networking breakfast at the 2012 Australian Nursery Industry National Conference, Gold Coast on Friday 16 March 2012 for National Plant Buyers and NIASA businesses to promote the benefits of the Nursery production FMS

TECHNICAL SUMMARY

This project (NY11009) builds on the work completed and reported on under project NY10009 and NY09013 to drive greater recognition for Nursery Production FMS as well as increase the adoption of Nursery Production FMS across the production sector of the Australian nursery industry. The project was managed by the National Environmental and Technical Policy Manager (NETPM; NY10001) with strategic guidance, leadership and support provided by the National NIASA Advisory Committee (NNAC). The NNAC was funded through this project and met formerly on two occasions (7-8/7/11 and 7-8/11/11). This committee also reviewed the Annual Operating Plan and provided input on future opportunities and challenges impacting growth and adoption of the Nursery Production FMS.

This project funded eight sub projects to ensure it provided a coordinated approach in addressing the key aim of the project. This report details the outcomes relating to these sub projects with the following having been achieved:

1. **Maintenance of the NIASA Audit portal where data from audits associated with all three industry schemes under the Nursery Production FMS is housed (www.ngi.org.au).**

A new Greenlife Markets template was also developed and integrated on the NIASA Audit Portal as was the development of i-Pad functionality for the Portal.

2. **Registration of NIASA and EcoHort Smart Approved WaterMark Service status for 2012-2014 which enhances the sound environmental ethos of both programs in recognising the genuine water savings displayed by NIASA and/or EcoHort accredited/certified businesses.**
3. **Promoting Nursery Production FMS at the 2012 Australian Nursery Industry National Conference, Gold Coast, Queensland, 13-16 March as well as the 2012 International Plant Propagators Society Conference, Toowoomba 17-20 May 2012.**

As part of this sub project a new Trade Exhibit booth was developed.

4. **Development of a Learning Guide/Induction Manual for existing Nursery Production FMS businesses and those businesses embarking on a journey towards Nursery Production FMS.**

A new Induction Grower Marketing Checklist for businesses embarking on the Nursery Production FMS journey was developed and circulated to all regional Associations.

5. **Reprint and provide updated inserts in the Nursery Production FMS Selling Kit developed in March 2010 to assist the IDO network and regional Associations position the benefits of Nursery Production FMS to a wider reach.**

A variety of new resources were developed including posters and brochures. The artwork for the posters and brochure was circulated to regional Associations. Printed copies of the DL brochure and Greenlife Market Poster have also been circulated to regional Associations.

6. **Develop standardised advertisements for all three industry schemes, under the Nursery Production FMS to assist regional Associations position the benefits of Nursery Production FMS to a wider reach.**

Standardised advertisements for all three industry schemes were developed and circulated to all regional Associations. These advertisements were designed for regional publications to promote the Nursery Production FMS.

7. Facilitated a marketing campaign during Autumn/Winter 2012 targeting businesses not engaged with the Nursery Production FMS.

This campaign was run successfully with a total of 33 new contact leads identified. In terms of tracking responses from the marketing campaign, 33% of hits were through Facebook and a further 24% were through the NGIA website. This project proved useful in determining the ideal medium for future advertisements, with Facebook proving most useful.

8. Conference Buyer Breakfast 2012.

A successful Conference Buyer Breakfast was held at the 2012 National Conference, Gold Coast on Friday 16 March 2012 from 7.00am to 8.15am with four buyers and over 90 people from Nursery production FMS businesses in attendance.

INTRODUCTION

The operation of Nursery Production FMS is coordinated nationally by Nursery & Garden Industry Australia (NGIA) with major input from regional Associations through Industry Development Officers (IDOs) and management teams. Nursery Production FMS consists of the Nursery Industry Accreditation Scheme, Australia (NIASA), EcoHort (Environmental Management System for the Australian production nursery industry) and BioSecure *HACCP* (On-farm biosecurity system for the Australian production nursery industry) programs. Nursery Production FMS enables businesses to critically evaluate each component of their business to identify areas of concern and manage the identified risks. It also allows businesses to validate their business's integrity within the supply chain.

For plant buyers purchasing from Nursery Production FMS business, benefits include:

- An increasing requirement to demonstrate biosecurity management providing **Market Access**. For example the **2012 Plant Quarantine Manual Tasmania (PQMTas)** outlines four options with specific conditions for import of nursery stock into Tasmania.¹ NIASA is one of those options.
- Purchasing from a business that demonstrates a high level of **crop management** and **sound plant production hygiene** – critical in the current climate where growers need to manage sound on-farm biosecurity to achieve market access outcomes.
- Purchasing from a business that manages **water** responsibly so much so that both NIASA and EcoHort have achieved *Smart Approved Water Mark* endorsement.
- Purchasing from a business that delivers a high level of **service** and **technical advice** for customers.
- Purchasing from a business that operates a **safe** and **professional workplace**.

In consultation with an IDO, a business participating under the Nursery Production FMS can tailor the program to address their unique business risks. By using a systematic approach, the business will have a pro-active plan for managing change, including technology adoption, resource efficiencies and enhanced profitability. Businesses working towards the Nursery Production FMS must begin by gaining NIASA accreditation. Once they are NIASA accredited they can embark on EcoHort and/or BioSecure *HACCP* which mandate NIASA accreditation as a prerequisite. To achieve NIASA accreditation, or EcoHort/BioSecure *HACCP* certification, a business must achieve a certain standard through an annual audit process that is delivered on-ground by the IDO network. All audit data is entered into the NIASA Audit Portal and a PDF report is circulated to the business after endorsement by the regional Association accreditation committee. The Nursery Industry Accreditation Scheme for Australia (NIASA) has been in operation since 1994 with over 270 nurseries and growing media manufacturers having achieved NIASA accreditation. Of these

¹ **2012 Plant Quarantine Manual Tasmania (PQMTas)** contains important information on IR38 – the new import requirements for people who wish to bring or send nursery stock into Tasmania. There are four options with separate conditions. Most importantly NIASA is recognised under option 2 IR38B. IR38B – specifies conditions based on the Nursery and Garden Industry Australia standards for biosecurity which underpin the Nursery Industry Accreditation Scheme, Australia (NIASA). Under IR38B, pest risk is managed prior to export and in Tasmania, at around the same level. Use of IR38B is subject to DPIPWE assessment, approval and audit of Tasmanian importers and mainland suppliers.

businesses, some 95 are EcoHort certified with many more working towards EcoHort and BioSecure *HACCP* certification.

Despite year on year growth in the program, there are still many business operators who are not fully conversant with the operation of the three industry schemes which sit under the Nursery Production FMS banner. Working towards Nursery Production FMS is more than just meeting a standard. It is an understanding that the Australian nursery industry has embraced a professional approach to plant production, environmental stewardship and plays a proactive role in the biosecurity continuum.

This project will build on the work completed and reported on under project NY10009 and NY09013 and will be managed by the National Environmental and Technical Policy Manager (NETPM; NY10001) with strategic guidance, leadership and support provided by the National NIASA Advisory Committee (NNAC). The aim of this project is to drive greater recognition for Nursery Production FMS as well as increase the adoption of Nursery Production FMS across the production sector. Through this, the Australian nursery industry will be better positioned to achieve the industry vision of a productive, profitable and sustainable industry.

MATERIALS AND METHODS

This project funded a suite of sub projects to ensure it provided a coordinated approach in addressing the key aim of the project. In total, eight sub projects were managed by the National Environmental & Technical Policy Manager (NETPM; NY10001).

Independent direction was provided by the National NIASA Advisory Committee (NNAC) which supported the NETPM in facilitating these sub projects. Operating costs of the NNAC were funded by this project (\$25,000). The aim of the NNAC was to provide leadership and independent direction in addressing sub projects within this project, evaluate current issues and monitor the future direction of the Nursery Production FMS in relation to the NGI 2010 – 2015 Strategic Plan. The NNAC included seven industry representatives from each state/territory, the industry development officer network (NY09010) and the NETPM. The July 2011 committee meeting was chaired by NGIA Board Director Gary Eyles who retired at the NGIA AGM in October 2011 and was replaced by Colin Groom at the December 2011 Committee meeting.

The NNAC oversaw the delivery of the following sub-projects:

- 1. Maintenance of the NIASA Audit portal where data from audits associated with all three industry schemes under the Nursery Production FMS is housed (www.ngi.org.au).**

The NIASA Audit Portal (www.ngi.org.au) is the source of all audit information that is generated during accreditation and certification audits for Nursery Production FMS. All IDOs as well as the NETPM have access (albeit at different user levels) to ensure sound, reliable and safe data management.

This sub project funded the hosting fees (through Zang IT, QLD) associated with maintaining the server that houses this website. As part of this project, a new audit template associated with NIASA Greenlife Markets (wholesale trade markets) was developed and included on the NIASA Audit Portal. The NIASA audit portal was also developed into a platform that could be used in field using iPads.

A total of \$10,000 was allocated to this project.

- 2. Maintenance of NIASA and EcoHort Smart Approved WaterMark Service status which enhances the sound environmental ethos of both programs in recognising the genuine water savings displayed by NIASA and/or EcoHort accredited/certified businesses.**

Nursery Industry Accreditation Scheme Australia (NIASA) and EcoHort guidelines for managing the environment were approved by Smart Approved WaterMark in February 2010 for two years. These programs joined over 230 Smart Approved WaterMark products and services that used the Smart Approved WaterMark water-saving label. Being part of the Smart Approved WaterMark scheme is a valuable marketing tool in recognising the genuine water savings by businesses accredited or certified under NIASA and EcoHort. A total of \$2,000 was allocated to ensure these programs remain licensed under Smart Approved WaterMark.

3. Promoting Nursery Production FMS at the 2012 Australian nursery industry National Conference, Gold Coast, Queensland as well as the 2012 International Plant Propagators Society Conference.

In order to penetrate a wider audience with the multitude of benefits associated with Nursery Production FMS, this sub project provided funding of \$5,000 to cover the costs associated with exhibiting Nursery Production FMS at the NGIA National Conference 13-16 March 2012 on the Gold Coast as well as the 2012 International Plant Propagators Society Conference, Toowoomba 17-20 May 2012. These exhibits utilized existing marketing collateral to promote the Nursery Production FMS to conference delegates. A new Trade Display Booth was developed as part of this sub project.

4. Development of a Learning Guide/Induction Manual for existing Nursery Production FMS businesses and those businesses embarking on a journey towards Nursery Production FMS.

This sub project funded the design costs to develop a guide to assist businesses embarking on a journey towards Nursery Production FMS that summarised existing marketing collaterals into a checklist format. This guide was intended to assist those businesses maximise their exposure and involvement with the Nursery Production FMS.

A total of \$5,000 was allocated to this project.

5. Reprint and provide updated inserts in the Nursery Production FMS Selling Kit developed in March 2010 to assist the IDO network and regional Associations position the benefits of Nursery Production FMS to a wider reach.

This sub project funded the design and printing costs of new materials to assist the IDO network and regional Associations position the benefits of Nursery Production FMS to a wider reach. Three posters and a DL brochure for NIASA accredited businesses to promote the program to their customers were developed.

A total of \$10,000 was allocated to this project.

6. Develop standardised advertisements for all three industry schemes under the Nursery Production FMS to help regional Associations position the benefits of Nursery Production FMS to a wider reach.

This sub project funded the design of standardized advertisements for all states and territories for use in regional publications

A total of \$5,000 was allocated to this project.

7. Facilitated a marketing campaign during Autumn/Winter 2012 targeting businesses not engaged with the Nursery Production FMS.

An Autumn/Winter campaign to promote Nursery Production FMS targeting non-engaged businesses using a variety of media channels was drafted. The objective of the campaign was to increase awareness of the Nursery Production FMS with production nursery, growing media and Greenlife Market businesses through a 3 month advertising and public relations campaign during Autumn/Winter 2012.

A number of advertisements were placed in horticulture trade publications (Australian Horticulture and Hort Journal) and online (www.ngia.com.au and <https://www.facebook.com/nurseryandgardenindustry>). Each advertisement requested the reader to contact NGIA for free information packs valued at over \$50. Packs include information on the program, sample pocket diagnostic kits (<http://www.pocketdiagnostickits.com.au>) and discounted soil and tissue analysis. The offer ran between 1 April and 30 June. Each regional IDO was provided with the interested businesses to follow up.

A total of \$25,000 was allocated to this project.

8. Conference Buyer Breakfast 2012

This sub projects funded a networking breakfast at the 2012 National Conference, Gold Coast on Friday 16 March 2012 for National Plant Buyers and NIASA businesses. Funds were used to entice buyers to attend, by offering them a complimentary night's accommodation and a complimentary day registration for Friday 16 March.

The objective of the breakfast was to:

1. Inform the buyers of the benefits of NIASA
2. Demonstrate to the accredited representatives' additional and valuable benefits of NIASA accreditation.

Each buyer was handed a take home pack on NIASA that provided an overview of the program in more detail. The pack also provided an up to date list of NIASA businesses.

A total of \$23,000 was allocated to this project.

RESULTS AND DISCUSSION

The NNAC met formerly on two occasions (7-8/7/11 and 7-8/11/11). Meeting minutes arising from these meetings were circulated to whole of industry to enable awareness of key issues discussed. The minutes from these meetings are provided in Appendix 1. The committee oversaw all activities undertaken in project NY11009 managed by the NETPM, Dr Anthony Kachenko. Outcomes from these activities are detailed below. The next meeting is scheduled for 10/11 July 2012 where significant program reforms will be discussed as industry moves to seek a co-regulatory market access arrangement with governments across Australia using the Nursery Production FMS as the vehicle to achieve this. For this to occur, it is imperative that there is a sufficient level of rigour behind the administration, operation and management of the program. This meeting will review extensive changes in the Heads of Agreement and Terms and Conditions governing the program to commence this reform process.

Results of the various sub projects are detailed below.

1. **Maintenance of the NIASA Audit portal where data from audits associated with all three industry schemes under the Nursery Production FMS is housed (www.ngi.org.au).**

All audit data generated through accreditation and certification audits was entered onto the NIASA Audit Portal. A new Greenlife Markets template was developed and integrated on the NIASA Audit Portal. Screen grabs from the NIASA Audit Portal that depict the NIASA Greenlife Market Audit Template are provided in Appendix 2. The new template will enable Greenlife Markets to receive electronic copies of their audit results while at the same time, minimising the time for the IDO to audit the business based on conventional paper based techniques. To further reduce the time for the IDO to audit a business, a platform that could be used in field using i-Pads was developed. This enables an IDO to perform an audit on an i-PAD irrespective of data coverage creating greater flexibility in the delivery of on-farm audits.

2. **Maintenance of NIASA and EcoHort Smart Approved WaterMark Service status which enhances the sound environmental ethos of both programs in recognising the genuine water savings displayed by NIASA and/or EcoHort accredited/certified businesses.**

Both programs have been registered for an additional two years. Certificates of registration are provided in Appendix 3.

3. **Promoting Nursery Production FMS at the 2012 Australian Nursery Industry National Conference, 13-16 March 2012, Gold Coast, Queensland as well as the 2012 International Plant Propagators Society Conference, Toowoomba 17-20 May 2012.**

Nursery Production FMS was exhibited at both conferences. A new Trade Exhibit booth was developed as part of this sub project. An image of the Trade Exhibit is provided in Appendix 4.

4. **Development of a Learning Guide/Induction Manual for existing Nursery Production FMS businesses and those businesses embarking on a journey towards Nursery Production FMS.**

A new guide to assist businesses embarking on a journey towards Nursery Production FMS was developed and circulated to all regional Associations. A copy of the guide is provided in Appendix 5.

5. Reprint and provide updated inserts in the Nursery Production FMS Selling Kit developed in March 2010 to assist the IDO network and regional Associations position the benefits of Nursery Production FMS to a wider reach.

A variety of new resources were developed including posters and brochures. The artwork for the posters and brochure has been circulated to all regional Associations. Printed copies of the DL brochure and Greenlife Market Poster have also been circulated to all regional Associations. A copy of these is provided in Appendix 6.

6. Develop standardised advertisements for all three industry schemes under the Nursery Production FMS regional Associations position the benefits of Nursery Production FMS to a wider reach.

Standardised advertisements for all three industry schemes were developed and circulated to all regional Associations. These advertisements were designed for regional publications to promote the Nursery Production FMS. An example of these advertisements is provided in Appendix 7.

7. Facilitated a marketing campaign during Autumn/Winter 2012 targeting businesses not engaged with the Nursery Production FMS.

An advertisement promoting the campaign was developed and placed in horticulture trade publications (Australian Horticulture and Hort Journal) and online (www.ngia.com.au and <https://www.facebook.com/nurseryandgardenindustry>). A copy of the advertisement is provided in Appendix 8.

An online registration form (using WUFU) was built on to the NGIA website to track businesses registering their interest in receiving a free information pack. The information packs contained the following materials:

- Nursery Production FMS Information Sheet
- Benefit Backgrounder
- Case Study: NIASA
- Case Study: EcoHort
- Case Study: BioSecure *HACCP*
- Nursery Production FMS DVD
- Pocket Diagnostic kits for Phytophthora and Pythium and mouse pad
- Industry Partner: Phosyn Analytical discount coupon for a range of analytical services

A total of 33 information kits were posted. The majority of information kits (40%) were sent to NSW addresses. In terms of tracking responses from the marketing campaign, 33% of hits were through Facebook and a further 24% were through the NGIA website. All businesses that registered interest will receive a follow up phone call from the relevant IDO. This project proved useful in determining the ideal medium for future advertisements, with Facebook proving most useful.

8. **Conference Buyer Breakfast 2012**

The Conference Buyer Breakfast was held at the 2012 National Conference, Gold Coast on Friday 16 March 2012 from 7.00am to 8.15am. Four buyers attended representing Big W, Lynch Flowers (2 representatives) and Grow Master. A total of 90 people attended the breakfast. The breakfast was a stand up continental breakfast.

During the breakfast a brief presentation was delivered by the NETPM directed to the National Buyers to provide information on NIASA and the benefits to purchasing from NIASA growers. The balance of breakfast was left for networking.

Feedback received following the breakfast suggests that a sit-down formalise breakfast with presentations would be preferred in the future. Further feedback suggests that this concept was valuable to ensure greater opportunities in leveraging NIASA with greenlife buyers. A follow up story was written for the April edition of Hort Journal. A copy of the article is provided in Appendix 9.

TECHNOLOGY TRANSFER

All projects detailed above were determined by the NETPM through a full consultation process involving IDOs and all regional NIASA representatives on the NNAC. Projects were reviewed by the NGIA Board and regional Association executive prior to lodgement with HAL for IAC approval. In managing the project, the NETPM develops the Annual Operating Plan for the NNAC to review at every meeting to ensure alignment with the industry strategic plan 2010-2015.

Extension of the resources and tools developed through this project is crucial to ensure the Nursery Production FMS brand is recognised by all sectors from within and outside of the Australian nursery industry. This is increasingly becoming important as the program is being used as a platform to provide industry with market access opportunities for intra and interstate market access.

In moving forward, the NETPM will work closely with the IDO network to ensure that outcomes of all sub-projects are successfully communicated to whole of industry using a variety of communication channels including regional publications, NGIA website and NGIA Facebook page (<http://www.facebook.com/nurseryandgardenindustry>). The final report will be available to download from the NGIA website using the 'Final Reports' database (http://ngia.com.au/Section?Action=View&Section_id=473). All tools and resources developed through this project are entered onto a stock inventory managed by the NETPM which is reviewed annually to ensure adequate copies exist.

NOTE: *It should be noted that the industry is undergoing a review of communications and marketing and it is possible that other vehicles of extension may/will be realised through this process. From July 1 2012 the industry Strategic Investment Plan will be consulted to determine future investment in alignment with the industry strategic investment plan 20120-2015.*

RECOMMENDATIONS

This project has delivered a number of critical outputs to enhance the recognition of the Nursery Production FMS. Although several of these projects have already been communicated to industry, it is critical that resources developed through this project and earlier projects are not forgotten to ensure maximum industry awareness of the project outcomes. In moving forward, mediums will include electronic emails alerts, websites and social media such as Facebook following the success of the Autumn/Winter 2012 campaign detailed previously. Future projects should also look at new and untapped streams for communicating outcomes other than social media and may include websites such as 'You Tube' that can be readily integrated and linked in with existing social media sites.

As noted previously, industry is moving to seek a co-regulatory market access arrangement with governments across Australia using the Nursery Production FMS as the vehicle to achieve this. For this to occur, it is imperative that there is a sufficient level of rigour behind the administration, operation and management of the program. The next 12 months will involve considerable efforts by whole of industry to review and change the Heads of Agreement and Terms and Conditions governing the program that will pave the way for government acceptance of the program. Focus and attention must also be directed to key plant buyers to ensure they recognise the risk management exercised by businesses involved with Nursery Production FMS and support their efforts through approved supply channels. This will require sustained investment and further refinements in the NIASA Audit Portal to deliver a robust and secure online audit management system that will have government support.

APPENDICES

The following appendices relate to the outcomes of the project:

- 1** Minutes of National NIASA Advisory Committee meetings held 7-8/7/11 and 7-8/12/11
 - 2** Screen grabs from the NIASA Audit Portal detailing Greenlife Markets checklist
 - 3** Smart Approved WaterMark Certificate for NIASA an EcoHort programs
 - 4** Image of Nursery Production FMS trade display booth
 - 5** Artwork for Nursery Production FMS Grower Marketing Checklist
 - 6** Artwork of NIASA DL brochure and Greenlife Market Poster
 - 7** Artwork of regional advertisement
 - 8** Advertisement used for Autumn/Winter 2012 Nursery Production FMS marketing campaign
 - 9** Article detailing outcomes of NIASA Buyers Breakfast
-

Attachment 1

Minutes



National NIASA Advisory Committee (NNAC) Meeting – Day 1

Date: Thursday 7th July 2011

Time: 8:30 am – 5:30 pm

Location: Novotel Cairns Oasis Resort (Meeting Room 3)
122 Lake Street
Cairns QLD 4870

Attendees: Gary Eyles (Chair), Anthony Kachenko (NGIA), Barry Winterbourn (WA), Peter Gwynn (WA), John Marshall (VIC), Terry Spink (QLD), Scott McDonald (NT), Tim Phillips (TAS), Michael Danelon (NSW), Grant Dalwood (SA), John McDonald (QLD), Robert Chin (VIC), Megan Connelly (NT)

Apologies: Peter Little (SA)

ITEM	TOPIC
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1	Welcome and Apologies
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G Eyles formally declared the National NIASA Advisory Committee (NNAC) Meeting open at 8:30 am and extended a warm welcome to all Committee Members. G Dalwood advised that P Little was no longer the SA State NIASA Advisory Committee (SNAC) Chair and has resigned from the Committee. G Eyles extended a vote of thanks to P Little for his involvement on the NNAC and asked A Kachenko to draft a letter of thanks on behalf of the NNAC. P Gwynn, the new Industry Development Officer (IDO) appointed by NGIWA introduced himself and the NNAC welcomed him on board.

Action: A Kachenko to draft a letter of thanks to P Little on behalf of the NNAC expressing the Committees gratitude for his participation in the Committee.

2	Confirmation of Minutes
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2.1	NNAC Committee Meeting Minutes December 2010
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G Eyles advised that the Minutes from the Meeting held on 1 December 2010 were provided in the Meeting papers and Committee Members were asked to raise any concerns regarding the accuracy of these minutes. No further amendments were received.

MOTION: The NNAC accept the minutes from the 1 December 2010 NNAC meeting as a true and accurate record.

Moved: J Marshall

Seconded: B Winterbourn

3	Matters Arising From Last Meeting
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3.1	Review of Action List
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A Kachenko provided an overview of the Action Items. He asked Committee Members to provide any feedback on issues relating to training to G Eyles during the two day meeting. R Chin indicated that there was quite a bit of paperwork to complete. The NNAC agreed that this was no different than reporting requirements for other external grants or programs. R Chin provided a brief update on Costco and indicated that there wasn't any further progress to table. A Kachenko provided a brief update on the opportunities for NIASA in Singapore. He advised that this had stalled due to lack of cooperation from Singapore. The NNAC asked A Kachenko to treat this as a „watching brief“. All other Action Items were tabled as complete or included on the Agenda.

4 State Reports and National Projects

4.1 State Reports

The NT, QLD, NSW and SA Technical Officers Six Monthly Reports were tabled and taken as read. The TAS and VIC Technical Officers Six Monthly Reports were circulated as handouts at the meeting as they had not met the timeline to ensure they could be circulated with the meeting papers prior to the meeting.

R Chin advised that A Curnow was no longer involved in production accreditation. R Chin advised that a NIASA circular was circulated to all Victorian businesses which included the Nursery Production FMS DVD.

P Gwynn said that he was settling into his role in WA and was actively working with G Dalwood to come up to speed with the on-farm programs.

J McDonald advised that there were 84 businesses now accredited under NIASA. He advised that he was still ironing out bugs in the NIASA Audit Portal (NAP). He said that the Fujitsu's were now dated and new technologies, including tablets and smart phones will be looked at. The NNAC was comfortable with the progress relating to the NAP and agreed that it was delivering output audit data in a format that was ideal for grower interpretation. A Kachenko said that there was some further fine tuning scheduled for the portal to ensure it was user friendly for both the auditor and end user of the data.

G Dalwood advised that the SA State NIASA Advisory Committee was in a period of transformation with a number of members having resigned from the SNAC. G Dalwood will become the Import Verification Compliance Arrangement (IVCA) Auditor for NIASA and AGCAS businesses. The process is essentially a paper audit and will be advertised as a member benefit. He indicated that most growers were accepting of the scheme, however were concerned with the cost.

J McDonald said that NIASA would not be recognised by government in its own right for biosecurity compliance as it had too many holes in it. He indicated that this was the reason why BioSecure HACCP was developed. Discussion followed about how the programs will be used to address market access in the future. The NNAC agreed that NIASA is a Best Management Practice program and is to be used as the platform for growers/media manufacturers to engage with the Nursery Production Farm Management System. Nurseries will need to move towards BioSecure HACCP due to the expectations of regulators with regards to reporting and documenting HACCP pathways. A Kachenko said that there is funding to enhance the existing BioSecure HACCP program to ensure the program has the governance and accountability backing it for regulators to accept the scheme as part of their market access requirements. The Tasmanian Government is currently engaged with NGIT in order to position Nursery Production Farm Management System as a vehicle for market entry into Tasmania. G Eyles said that K Brock, NGIT President, would be joining the meeting tomorrow to update the NNAC on progress in this area.

A Kachenko asked M Danelon to explain his comments regarding NATSPEC and the perception by growers that there was minimal value in the Nursery Production Farm Management System.

He said that NIASA didn't cover this in enough detail with regards to root health despite customers requiring this in specifications. J McDonald said that this was included in the NIASA program (Section 2.7), however did not provide numbers or quantify root health adequately. NATSPEC also was a destructive test and required qualified arbourists to verify. These are outside of the NIASA program. A Kachenko said he would look at developing a draft „appendix“ to include in future update of NIASA regarding root health. The NNAC asked A Kachenko to contact R Clarke to see where synergies may exist in developing the appendix. He also said that an Australian Standard on Tree Specifications was not going ahead at this stage, however would keep NNAC updated at future meetings. M Connelly said that Darwin City Council is mandating stock must originate from a NIASA Supplier. The NNAC indicated that this is one of several market drivers that will see greater participation of businesses within this program.

Action: A Kachenko to draft an 'appendix' or modify Section 2.7 of NIASA regarding root health for consideration at the next NNAC

Action: A Kachenko to keep NNAC updated at future meetings regarding the Australian Standard for Specifying Trees.

4.2 2010/11 Environment and Technical Project Update

A Kachenko tabled a summary of the current 10/11 levy funded R&D projects being undertaken by NGIA. He indicated that the project was contracted in October for completion in August 2011. All projects would be communicated to State/Territory NGI's, on www.ngia.com.au, through Nursery Papers and Clippings, National Conference as well as on the NGI Facebook page. The projects that were tabled and discussed included:

1. IDO Regional Representation. A Kachenko indicated that meetings reports must follow attendance to events to secure funding.
 2. Industry Research Linkages – Support for Honours Research Project. A Kachenko indicated that all projects with significant findings would become Nursery Papers.
 3. NGIA Environment Committee Expenses including the development of resources such as the Climate Change Policy Position.
 4. Investigate controlled atmosphere as a quarantine treatment for the Nursery & Garden Industry. A Kachenko indicated that the study will commence with a literature review and pending the results of the literature review, may extend into a possible research project in 2011/2012.
 5. Development of Four Industry Specific Contingency Plans. The pests to be examined include: viruses transmitted by thrips – (tospovirus), viruses transmitted by aphids – (potyviridae), *Xyella fastidiosa* (Pierces disease) – Bacterial pathogen and compliment Glassy Winged Sharp Shooter and *Lygus lineolaris* (Tarnished plant bug).
 6. Access to minor use permits. A Kachenko asked that all IDOs need to provide input into the development of future products for minor use application permits. The permits for development in 2010/2011 include:
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Pesticide	Target Pest
Admiral (pyriproxyfen)	Whiteflies, fungus gnats, shore flies
Movento (spirotetramat)	Aphids, thrips, whitefly, scale
Regent (fipronil)	Aphids, Thrips, Mites, Locusts, Grasshoppers, Wireworms, Leaf minors, Lace bugs, Weevils, Diamondback moth, Cabbage white butterfly, Cabbage cluster caterpillar, Fungus gnats/shore flies, Sugarcane weevil borer.
Dominex 100 EC (alpha-cypermtherin)	Aphids, Caterpillars, Mites, Rutherglen bug, Thrips, Cut worms, Locusts, Grasshoppers.
Pristine (boscalid + pyraclostrobin)	Anthracnose, Botrytis, Leaf spot, Powdery mildew
Nimrod (bupirimate)	Powdery mildew
Switch (cyprodinil + fludioxonil)	Rhizoctonia, Sclerotinia, Botrytis, Colletotrichum, Aspergillus

7. Evaluating energy efficiencies in nursery production. A Kachenko indicated that this project will be integrated into the „Evaluate co-generation in the nursery Industry“ and has not gone any further.
8. Develop water management calculators for managing water in production nurseries. A Kachenko indicated that this project will be undertaken at the National Centre for Engineering in Agriculture in Queensland and is complete.
9. Technical support to update Nursery Industry Water Management Guidelines. A Kachenko said that this project is complete and the revised guidelines have been circulated.
10. Develop a database and summary „fact sheets“ of existing research and development projects. A Kachenko indicated that this project is complete with all levy projects now available online.

Discussion followed in how to extend the information. A Kachenko explained the various mechanisms NGIA uses to communicate the data including on ngia.com.au, through nursery Papers and Clippings, National Conference as well as on the NGI Facebook page. He also stressed that the IDO network was a key vehicle for this. M Danelon said that the IDO network were not experts in the research. A Kachenko said that it was up to the IDO network to get the information to the levy payers as a conduit and not the „expert“. J McDonald agreed.

R Chin asked for the NGIA communication strategy and M Danelon asked if there would be an IDO meeting to cover off on communication and extension activities. The NNAC agreed that these suggestions should be actioned and would help address the communication issues raised by the NNAC.

Action: NGIA to forward the NGI communication strategy to NNAC.

Action: A Kachenko to arrange an IDO network meeting to discuss communication and extension opportunities.

4.3 RIRDC WRAP Project Update

A Kachenko tabled an update on this project. He said that this project will utilise an existing weed risk assessment system developed for Australia's Botanic Gardens, known as Botanic Gardens Weed Risk Assessment procedure (WRAP), to screen 1,000 common ornamental taxa cultivated in Australian nurseries for sale to the public to ascertain the degree of weed risk associated with each species. The Botanic Gardens WRAP is a relatively simple yet sufficiently robust weed risk assessment model that is being used by Botanic Gardens across Australia to inform decision-making on which plant taxa should be included or excluded from cultivation in Australia's Botanic Gardens. Using the EXISTING Botanic Gardens WRAP, it is envisaged that this project will lead to the development of an Australian white list of low risk ornamental taxa, which is a list of safe plants to cultivate for production, distribution and sale to the general public by production nurseries across Australia. He noted that this project is funded by Rural Industries Research and Development Corporation (RIRDC) to the tune of \$130,705 and was awarded to NGIA in January 2011. R Chin asked if States could include plants in the 1000 plants and whether Grow Me Instead (GMI) plants would be included. A Kachenko said that the IDOs could forward A Kachenko top selling plants for including in the survey.

Action: IDOs to forward A Kachenko plants to include as part of the RIRDC project.

4.4 2011/12 Environment and Technical Project Update

A Kachenko tabled a summary of the proposed 11/12 levy funded R&D projects being considered by NGIA. He indicated that the project will be contracted in August 2011 for completion in August 2012. The projects that were tabled and discussed included:

1. **IDO Regional Representation.** A Kachenko indicated that this followed the same approach as detailed under the 2010/2011 project where meetings reports must follow attendance to events to secure funding. IDOs can attend workshops and forums under this as part of professional development so long as a report detailing outcomes is circulated post the event.
 2. **Biosecurity commitments.** A Kachenko indicated that this project is delivered in conjunction with Project 1 above. It recognises the added responsibility that the QLD Industry Development Manager has regarding national biosecurity including Industry's commitment to the Emergency Plant Pest Response Deed
 3. **Industry Research Linkages – Support for Honours Research Project.** A Kachenko indicated this project will continue to identify research projects with engaged universities. Projects will be developed in consultation with the NGI and the relevant academic institution and show progress of innovation relevant to industry needs. He indicated that they must address urgency, importance, impact on success in relation to the needs of the NGI.
 4. **Progressing BioSecure HACCP.** A Kachenko said that this project funding must be assigned to the development of both the administration and governance protocols that will underpin BioSecure HACCP for it to meet regulatory compliance and competence including updates to the BioSecure HACCP manual and electronic system management. He indicated that specific areas this project will cover include:
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BioSecure *HACCP* Administration & Governance development & documentation:

- Develop clear administration guidelines and processes for managing the BioSecure *HACCP* program
 - Terms & Conditions
 - Heads of Agreement
- Develop governance processes that underpin the program integrity to meet regulatory confidence
 - Document development of program procedures for governing all aspects
 - Auditor skill sets
 - Alignment to biosecurity agencies (training)
 - On-farm audit process
 - Program third party audit (regulator) process
 - Regulator access
 - Data management
 - Compliance and non-compliance processes and notification

The work will be facilitated by a suitably skilled consultant.

Updating of the BioSecure *HACCP* Manual

- General content update (e.g. requirement for property plans, etc.)
- On-farm surveillance methodology & procedures
- Development of quarantine pest management templates
- Document management on-farm record/BioSecure *HACCP* record matrix

Relevant sections will be updated following a review by a suitably skilled consultant.

Electronic System Management (on-line) development including:

- BioSecure *HACCP* audit portal update as per manual update
- Develop grower document management system (e.g. electronic certification)
- Develop regulator access levels
- Develop program procedures and templates storage and retrieval system

5. **NIASA Cost Benefit Analysis.** A Kachenko said that this project study into the econometrics of the program was required to assist in quantifying the benefits associated with the program
 6. **Nutrient Budgeting Calculators.** A Kachenko indicated that this project will develop a web based calculator based off the US GrowCalc software package which includes an alkalinity calculator, a fertilizer calculator, and a plant growth regulator calculator. They would be housed on the water management toolbox web page developed under the 2010/2011 research and development project.
 7. **Access to minor use permits.** A Kachenko asked that all IDOs need to provide input into the development of future products for minor use application permits.
 8. **NGIA Environment Committee Expenses** including the development of resources such as the Biosecurity Policy Position.
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ITEM	TOPIC
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Discussion continued regarding project four progressing BioSecure HACCP. A Kachenko said this project would take twelve months and part of it would look at the IDO network embarking on ICA training. This would follow after agencies accept BioSecure HACCP as a vehicle for market access.

4.5 NGI Urban Forest Research Programs

A Kachenko tabled an overview of Urban Forest Research NGIA is undertaking in 2011-2013. He indicated that in 2011, NGIA will be undertaking two levy funded projects with outside collaborators.

- NY11002: Understanding the carbon and pollution mitigation potential of Australian urban forest - USYD and MACQUARIE Universities (\$139,994 over 2 years 11/12 and 12/13).
 - This project's four main objectives are:
 - Estimating the values and benefits associated with tree canopy cover and its spatial distribution at property and neighbourhood scales;
 - Researching new and under-utilised areas for tree planting potential on both private and public land;
 - Highlighting examples of best practice of urban forestry in local government areas that the industry can use;
 - Contributing to ongoing debates in the urban planning and climate change literature on the advantages of different urban forms, by highlighting the under-researched activity of carbon sequestration and pollution mitigation potential of Australia's urban forest.
- NY11013: Greening City – Mitigate Heat Stress with Urban Vegetation - CSIRO (\$276,000 over 2 years 11/12 and 12/13).
 - In this project, the potential benefits of urban vegetation in mitigating heat island effect, heat stress and in improving indoor outdoor thermal comfort will be explored in present time and in 2030, 2050 under three climate change scenarios (low, medium and high) exemplified using three Australian capital cities Brisbane, Melbourne and Western Sydney.

This project will commence a strategic partnership with CSIRO and hopefully eventuate in future collaborate projects.

5 Operational

This Agenda Item was deferred until Day 2 owing to time constraints.

6 Mock Audit

A Mock Audit was undertaken at *Mad About Plants*, 25 Davis Road Edmonton QLD 4869. Nursery visits then followed at *Yuruga Nursery/Clonal Solutions* 5970 Kennedy Highway Walkamin Qld 4872 and *Anza Nursery* Lot 2 Martin Avenue Mareeba QLD 4880

Meeting Closed 5:30 PM

Minutes



National NIASA Advisory Committee (NNAC) Meeting – Day 2

Date: Friday 8th July 2011

Time: 8:30 am – 3:00 pm

Location: Novotel Cairns Oasis Resort (Meeting Room 3)
122 Lake Street
Cairns QLD 4870

Attendees: Gary Eyles (Chair), Anthony Kachenko (NGIA), Barry Winterbourn (WA), Peter Gwynn (WA), John Marshall (VIC), Terry Spink (QLD), Scott McDonald (NT), Tim Phillips (TAS), Michael Danelon (NSW), Grant Dalwood (SA), John McDonald (QLD), Robert Chin (VIC), Megan Connelly (NT), Karen Brock (TAS)

Apologies: Peter Little (SA)

ITEM	TOPIC	DETAILS
1	Welcome and Meeting Outline	
		G Eyles formally declared Day 2 of the National NIASA Advisory Committee (NNAC) Meeting open and thanked Committee Members for their active participation during the Mock Audit and nursery visits on the previous day. He noted that the NNAC would cover Agenda item 5 from Day 1 prior to addressing the Day 2 Agenda.
5	Operational	
	5.1 Status of NAP	
		A Kachenko noted that this was covered during the state reports on Day 1. He stressed that all audits will need to be inputted onto the NAP to start generating benchmark data to help prioritise areas that this program should focus on. A Kachenko said that he was willing to provide assistance on this portal if required. R Chin asked if a checklist could be provided that reflects the questions on the NAP. A Kachenko indicated that the checklist can be directly downloaded from the NAP. A Kachenko said \$6000 per annum was required to host the server in moving forward. G Dalwood asked if a „How to“ guide could be produced to assist growers logon to the NAP and access an Audit. A Kachenko thanked J McDonald and his team for input into this aspect of the NAP development. Action: A Kachenko to draft a ‘How to’ guide for growers to assist them in accessing completed audits on the NAP.
	5.2 Proposal for Greenlife Market Accreditation to be included on the NAP	
		A Kachenko said that the NAP did not include a checklist for Greenlife Market Accreditation as there was no funding for this. He noted that this was required as Greenlife Markets come on board with the program. The NNAC agreed. And said that they would allocate costs to this as part of Agenda Item 3.2.

ITEM	TOPIC	DETAILS
	5.3 Water disinfestation guidelines under NIASA and new technology	<p>A Kachenko explained that Silverwater Technology and Hydro-dis were two systems currently seeking endorsement from the NNAC for use under NIASA. Both systems to date have not been able to provide scientific evidence to suggest that they are indeed efficacious against nursery pathogens, namely <i>Phytophthora</i>, <i>Pythium</i>, <i>Rhizoctonia</i> and <i>Fusarium</i>. A Kachenko said that this Committee needs to make a recommendation that these systems are fit for purpose under this scheme. He said that both companies need to fund research to demonstrate this through an independent means. He said that this Committee would not fund this research.</p> <p>G Dalwood said that a nursery in SA was NIASA accredited and used the Hydro-dis system. A Kachenko said that this could jeopardise the rigor of the program particularly as the program is coming under a third party review process through regulators as the program gains momentum as a legitimate vehicle for market access. The NNAC agreed that we cannot deviate from the guidelines. G Dalwood indicated that he would review this with the business through the SA State NIASA Advisory Committee and apologised for this error.</p>
	5.4 Water management and EcoHort	<p>P Gwynn asked the NNAC for guidance on the requirement under EcoHort for businesses to collect all runoff from growing surfaces. The NNAC agreed that each site had to be interpreted based on the level of risk associated with water runoff. If there was no risk associated with water runoff, i.e. if there was minimal nutrient leaching out of pots or recycling of runoff. It would also depend on state/territory legislation should there be a prescribed need to prevent water runoff. P Gwynn proposed a technique using Soil Water Sampling Lysimeters. J McDonald suggested that collecting runoff post irrigation (via container leachate) and testing that was a method a grower could use to assess run-off water quality. This could include a spot test during an audit using black plastic positioned under pots on a growing pad.</p> <p>M Danelon indicated that the „Record Documents“ in EcoHort specifying mandatory measuring and monitoring made it difficult to progress EcoHort in NSW. A Kachenko suggested that the wording needs to be reviewed within EcoHort regarding the „Record Documents“ to better reflect that these are to be completed only if they present a risk to the business. M Danelon indicated that he would provide feedback on the changes required.</p> <p>Questions also related to the issue of pathology sampling. Each IDO said that samples were taken during each audit after assessing the business for key areas that presented risk to the business. The number of samples varied from 0-2 in NSW up to 5 in QLD.</p> <p>A Kachenko advised the NNAC about the Plant Health Risk Management, Planning and Capacity Building levy funded project to commence July 2011 for four years. This project is a co-investment between NGI and Department of Employment, Economic Development & Innovation (DEEDI) QLD. It will be the first of its kind delivering dedicated plant diagnostic resources and support to whole of industry. This project will offer many deliverables to industry that are currently being negotiated with DEEDI and include:</p> <ul style="list-style-type: none"> • Discounted costs for pathology sampled for NIASA growers. • One pest/disease management workshop per state/territory/annum. • Develop 6 fact sheets and 1 nursery paper annually.

ITEM	TOPIC	DETAILS
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- Clearly identify 6 new pesticide registrations or uses of actives in horticulture (national/international) that can be added to the nursery industry Minor Use Program.
- A desk top audit of biological control agents across Australia and internationally that are available and in use (pest/organism list plus biology of control agent).
- Add 10 pests or diseases to the industry electronic identification tool “Insects, Beneficial’s, Diseases, Disorders and Weeds of Nursery Production” per annum.
- Provide technical support to the Australian Nursery Industry (Entomology, Pathology, etc.) that assists industry meet its obligations under the Emergency Plant Pest Response Deed (EPPRD).
- Develop emergency plant pest contingency plans as required by industry with 1 per annum.

The NNAC discussed the deliverables and queried how the diagnostic service would operate. The NNAC agreed that sending samples would not contribute to the already decline in diagnostics being delivered through State and Territory departments. J McDonald indicated that the national diagnostic network would likely result in one department running diagnostics for the industry. J McDonald also stated that the only state willing to support nursery industry research is QLD, under the national horticultural research network, and as such industry collaborative projects will maintain this support.

B Winterbourne raised the issue of testing herbicide residues in irrigation water and difficulty in finding a laboratory to undertake the analyses. A Kachenko agreed, however said that the industry had invested in this area and found that herbicide residues did not appear to be of significant concern. He indicated that he would recirculate the report that confirms this.

Action: M Danelon to review the wording relating to the ‘Records’ requirements in EcoHort to reflect that these record sheets are to be completed based on the priority and level of risk they pose to the business. Feedback to be forwarded to A Kachenko and John McDonald in order to prepare a paper for discussion at the December 2011 NNAC.

Action: A Kachenko to recirculate the report on herbicide residues in irrigation water to the NNAC.

2 Debrief and Discussion of NIASA Mock Audit/Nursery Visits

The NNAC discussed the outcomes of the NIASA Mock Audit/Nursery Visits. The NNAC agreed that Mad About Plants needed to engage with staff and implement systems to start driving change and implementation of aspects under the key areas of NIASA. Discussion also focused on the inflow of water from an adjacent property onto production areas. Drainage options were discussed.

Discussion continued on the way both Yuruga and Anza nursery have proactively embraced the Nursery Production Farm Management System. Research & development (R&D) investment by Yuruga was also discussed in detail with emphasis on taxation implications e.g. TAX offset. The NNAC agreed that this was a viable mechanism for businesses to pursue should they wish to invest in R&D. Both were considered exemplary examples by the NNAC.

Karen Brock, NGIT President joined the meeting at 10:30 am.

ITEM	TOPIC	DETAILS
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3 Marketing

3.1 Review of 10/11 AOP Budget and

A Kachenko tabled the 10/11 AOP. Discussion centred on the outstanding amount of \$24,777 left in the budget. A Kachenko indicated that this was required to reprint resources including NIASA 4th Edition Update that alone would cost approximately \$20,000. The NNAC agreed that this update should go ahead and be printed in hard copy for circulation to all existing folder holders. The NNAC also agreed that this would be the last hard copy with the folder to be available in soft copy only in the future. A Kachenko to investigate how to digitise the NIASA, EcoHort and BioSecure HACCP folders online and possible DVD options.

MOTION: The NNAC support the development of Nursery Production FMS manuals as soft copies only.

Moved: T Phillips

Seconded: T Spinks

ACTION: A Kachenko to investigate the digitisation of Nursery Production FMS manuals online and DVD options.

The NNAC provided feedback on five pieces of marketing collateral. All relevant materials required reference to Nursery Production FMS. With regards to the NIASA Greenlife Market Supplier sign, the NNAC asked if it could be personalised to nurseries with shorter, sharper sentences positioned on one line if possible.

With regards to the „Don't Risk Your Reputation" sign for Greenlife Markets required considerable editing to remove capitals and change the title to a positive „The Benefits of NIASA Accreditation".

The NNAC highlighted some typographical errors with regards to the State/Territory advertorials. It was requested if the State/Territory ads could be sent to each State/Territory as a blank template for them to include a photo and contact details. Alternatively, each State/Territory can forward contact details and a suitable image to A Kachenko to action.

It was requested that the Grower Brochure should be developed as a blank template with space for images and grower contact details. The contact details should be included on both the front and back.

Action: A Kachenko to update the *ngia.com.au* website in relation to Nursery Production FMS for user friendliness.

Action: A Kachenko to update current marketing materials and circulate to NNAC for sign off.

Action: A Kachenko to enquire about the State/Territory adds being developed as a template for the State/Territory association to modify (i.e. image and contact details). If not, each IDO to forward A Kachenko a relevant image and contact details.

Action: A Kachenko to enquire about the grower brochure being developed as a template for the grower to include their own images and contact details.

Action: A Kachenko to circulate a stock take of existing marketing collateral by end of July 2011. Reprint of out of stock material as required.

3.2 11/12 AOP Planning – Future Direction/Planning Session

ITEM	TOPIC	DETAILS
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A Kachenko tabled the 11/12 AOP that was submitted to HAL and endorsed. He indicated that the project was valued at \$110,000 and would span 12 months from 1 July 2011.

The NNAC indicated that it was imperative that funding continue despite the numbers engaged with the program remaining static. It was argued that businesses involved with the program had undergone significant change within, however A Kachenko indicated that it wasn't measurable. A Kachenko said that the Return on Investment (ROI), Cost Benefit Analysis (CBA) project should yield some data to validate a positive ROI and CBA.

The NNAC supported that funds (\$25,000) should be allocated to facilitate two meetings as per the NIASA Heads of Agreement. The December meeting was agreed to as a fly in – fly out in either Sydney or Melbourne.

Maintenance of NIASA Audit Portal (NAP) was agreed to with up to \$10,000 allocated to this item to accommodate the Greenlife Market Checklist update.

The NNAC agree to pay the Smart Approved Watermark (SAWM) licensing fee for NIASA and EcoHort (\$2,000).

The NNAC agreed to endorsing national conferences, including the NGIA national conference as well as IPPS. Up to (\$5,000) was allocated to this project. J McDonald indicated that the Ausveg conference would not be continued in the future. M Danelon indicated that attending a conference to speak would be far more economical. A Kachenko indicated that this can occur at present through the role of IDO's.

The NNAC agreed that \$2,000 should be allocated to updating existing marketing collateral.

The NNAC agreed that \$20,000 should be allocated to supporting regional conferences.

The NNAC agreed that \$20,000 should be allocated on advertising in national media including Outdoor Design Source, Trade Register, Hortjournal and other avenues as required.

A discussion continued about developing grower marketing collateral. It was agreed that a „selling kit“ developed by a marketing consultant should be developed to facilitate this. The NNAC allocated \$26,000 towards this project.

Action: A Kachenko to update the 11/12 AOP incorporating the aforementioned changes.

4 Administration

K Brock provided the NNAC with an update on current negotiations between NGIT and DPIPWE who are developing a co-regulatory framework for import of plant products into Tasmania. DPIPWE already acknowledge NIASA as a scheme to facilitate this, however are looking at BioSecure HACCP as the approved program due to the documentation requirements outlined under this scheme as NIASA is considered BMP and, not to the regulator, as a stand-alone program government are looking at. Documentation and record keeping (traceability) is the main area DPIPWE are looking at. Discussions are underway to ensure that both industry programs marry with the existing requirements as stipulated by DPIPWE. Should these negotiations turn into reality; this development will see accredited business sourcing from accredited business as an approved pathway. The quarantine manual will be printed in September 2011 with changes implemented in January 2012. This will be another mechanism in addition to IR38 which is a certification arrangement based off ICA29. A final mechanism relates to DPIPWE approved premise which is essentially a „registered premises“. K Brock outlined that the latter two schemes will cost industry greatly in management and maintenance. She informed the NNAC about a 10 day withholding period once plants arrive in Tasmania as opposed to an 8 day withholding period for Myrtaceous plants.

ITEM	TOPIC	DETAILS
		<p>K Brock is currently in negotiation with DPIPW. Pending the final changes, if this proposal is approved by both parties, DPIPW will perform third party audits of the paperwork at their own cost to ensure the program is being delivered by industry. J McDonald indicated that 6 monthly audits will be required for government to recognise BioSecure HACCP. The NNAC agreed that this was a significant development and would drive greater interest among industry in adopting the program.</p> <p>K Brock also advised the NNAC about changes required within AGCAS, however the NNAC agreed that this was beyond the scope of the NNAC and should be directed to the NGI Board. The NNAC said that the steering committee behind AGCAS Mark II must stipulate that entry requirements under AGCAS should marry with the entry requirements under NIASA/BioSecure HACCP.</p> <p>Discussion continued about industry acceptance in relation to this co-regulatory arrangement and timeframes for industry adoption should the agreement get across the line. It was suggested that industry should be provided with an 18 month period to allow industry a sufficient period of time for transition into the scheme.</p>
	4.1	2011 Nursery Paper Timeline Updated Schedule
		A Kachenko tabled the 2011 schedule for Nursery Papers and indicated that the December meeting would lock in topics for 2012. He asked the IDO network to consider topics for 2012. He indicated that M Carroll recently appointed at NGIA will be editing these in the future.
	4.2	2012/13 Research, Development and Extension Project Schedule Update
		<p>A Kachenko tabled the timeline for development and submission of projects to NGIA for levy funding in 2012/2013. He asked all Committee Members to follow this schedule closely and highlighted the August 11 2011 timeline as the cut off for projects to be submitted to NGIA. He indicated that the guidelines about how to develop a project proposal had been updated and was included with the project schedule. A Kachenko indicated that the Federal Department of Innovation, Industry Science and Research Priorities 2010-2015 include:</p> <ol style="list-style-type: none"> 1. Promoting and Maintaining Good Health 2. An Environmentally Sustainable Australia 3. Safeguarding Australia 4. Frontier Technologies for Building and Transforming Australian Industries.
	4.3	Update to NIASA Heads of Agreement
		<p>A Kachenko tabled a document outlining some key areas that need to be updated in the NIASA Heads of Agreement. Areas requiring an update include wording to incorporate changes relating to all programs falling under the Farm Management System as well as the management of audits using the NIASA Audit Portal.</p> <p>Other areas requiring changes included the Section 6 – Technical Officers to cover Auditor Knowledge, Education and Training, Experience and Skills. Other areas include the Management of Certification Process and changes as stipulated through the project previously discussed relating the update of BioSecure HACCP. The NNAC agreed in principal to the suggested changes to the Heads of Agreement.</p>

ITEM	TOPIC	DETAILS
	<p>MOTION: The NNAC agree in principle to the inclusion of the aforementioned changes to the existing NIASA Heads of Agreement</p> <p>Moved: G Eyles Seconded: T Spinks</p> <p>The NNAC discussed auditor training and discussed the lack of an IDO induction manual/process. The NNAC asked for this to appear on the next meeting Agenda.</p> <p><i>Action: A Kachenko to included IDO Induction Manual/Process on the next meeting Agenda.</i></p>	
	<p>4.4 NIASA Minimum Mandatory Criteria</p>	
	<p>A Kachenko tabled a document that identified areas within NIASA that Technical Officers had agreed should be „satisfactory or above“ prior to these businesses reaching a level of accreditation. This occurred at the February 2006 Technical Officer Group Meeting. The group identified the sections 1, 2, 3, 4, 5 and 8 contain requirements that are „pass/fail“ - meaning that accreditation should not be given unless they have reached „satisfactory“. The requirements are included as Appendix 1.</p> <p>Motion: That NNAC agree to the inclusion of the aforementioned NIASA Checklist Requirements stipulated during the meeting and previously highlighted in February 2006 at the Technical Officers Group Meeting as mandatory (satisfactory or above) requirements for businesses embarking on or for accredited under the NIASA program.</p> <p>Moved: G Eyles Seconded: J Marshall</p>	
<p>5</p>	<p>General Business</p>	
	<p>5.1 AUSVEG Trade Exhibit Update</p>	
	<p>A Kachenko indicated that this had been previously covered under section 3.2 and did not require further discussion.</p>	
	<p>5.2 Making Cities Liveable Conference</p>	
	<p>A Kachenko alerted the NNAC to this meeting and said that this conference would be one that may be suited for showcasing NIASA businesses. Further discussion will occur during a later meeting if required. A Kachenko also indicated that Biosecurity Farmer of the year awards were open and asked the NNAC to encourage businesses to enter into these awards.</p>	
	<p>5.3 Bunnings and Accreditation</p>	
	<p>A Kachenko said that Bunning’s have also been engaged with industry and may move to accepting businesses engaged with NIASA programs as preferred suppliers. To facilitate this process, Bunning’s must be confident in how these programs are administered and delivered on ground. The NNAC indicated that they supported these discussions and requested NGIA engage with Bunnings to support industry accreditation/certification programs as a system for Bunning’s to adopt as their own certification system or recognise these programs as equivalent. The NNAC agreed that at the very least, Bunning’s should develop a system of equivalence to the industry accreditation/certification programs.</p>	

ITEM	TOPIC	DETAILS
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Motion: That the NNAC demand the national board and state NGI's to promote the Nursery Production Farm Management System as the primary scheme for Bunning's to adopt when developing an internal standard/accreditation program. Should Bunning's not accept the Nursery Production Farm Management System, the alternative system must be capable of recognising the Nursery Production Farm Management System as equivalent.

Moved: T Spinks

Seconded: J Marshall

5.4 Citrus Budwood/Seed Accreditation

M Danelon discussed an email he received from Australian Citrus asking for an Appendix in NIASA to cover certified seed and budwood (i.e. true to type and high health status). G Dalwood indicated that other industries such as grape could fit into this Appendix. M Danelon and G Dalwood to forward information to A Kachenko to draft an Appendix for consideration by NNAC.

Action: M Danelon and G Dalwood to forward information to A Kachenko to assist in drafting an Appendix for consideration at the December 2011 meeting.

5.5 Future meetings

A Kachenko discussed options for moving future meetings to a teleconference format. The NNAC indicated that they did not support this and preferred to have face to face interaction as this was perceived as a strength of this Committee.

G Eyles indicated that he was stepping down from the Chair as he was not nominating for the NGIA Board. Tim Phillips, on behalf of the NNAC, unanimously thanked G Eyles for his significant contribution to this Committee as Chair and noted that G Eyles anticipated continuing participation on the NNAC as the Chair of NSW.

Meeting Closed at 3:00 PM

Appendix 1

Pass/Fail requirements of the NIASA Checklist

The items listed below from the NIASA Checklist require mandatory compliance (satisfactory or above) before being awarded NIASA Accreditation.

Section 1 – Water and Irrigation

Source

- Well, spring or survey water (dam, river etc.)
- Recycled

Storage of Water

- Prevention of contamination or recontamination during storage

Section 2 – Growing Media

Source

- Approved supplier/material
- New, non-approved supplier/material
- Recycled media

Quality

- Disinfestation equipment & methods
- Disinfestation procedures

Mixing

- Prevention of contamination

Storage & Handling

- Storage and handling facilities (hygiene)

Section 3 – Propagation

Propagule Preparation Area

- Separation from contamination
- Surfaces suited to decontamination
- Routine decontamination procedures
 - Propagules
 - Tools, benches/floors
 - Hands/footwear
 - Used containers/trays

Plant Propagation Area

- Bench height & type
- Bench and floor drainage
- Ground level bed and floor (disinfestation)
- Pest and drainage control

Acclimatisation Facilities (hardening off)

- Bench and bed suitability (drainage and hygiene)

Section 4 – Undercover Production Facilities

Greenhouses, Shadehouses, Plant Display Houses

- Bench suitability
- Bed drainage
- Screenings (depth & maintenance)
- Pest prevention and control
- Disease prevention and control
- Weed prevention and control

Section 5 – Outdoor Production Areas

- Maintenance of production areas
 - Bench suitability (drainage, height, hygiene)
 - Bed type (drainage and maintenance)
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- Crop protection (weed, insect, disease control)

Section 6 – In ground Production

- Soilbourne/waterbourne pathogen testing
- Separation from other disease hosts
- Access restrictions
- Fencing
- Area maintenance
- Drainage water deflected from production site in an appropriate manner
- Drainage – production areas
- Vehicle washdown and disinfestation
- Weed control
- Soil testing program
- Disease prevention
- Pest and disease control
- Tool disinfection

Section 7 – Plant Handling

- Contamination levels during handling

Section 8 – Plant Protection Chemicals and Equipment

- Secure storage of pesticides
- Warning signs
- Pesticide containers in sound condition
- Ventilation in chemical storage
- Safety data sheets on hand
- Safety equipment (Suitability, maintenance and availability)
- Application equipment (capability and maintenance)
- Application equipment operation
- Operator expertise
- Recording system
- Separation between fertilisers, fungicides, insecticides, herbicides & sterilants (eg chlorine)
- Disposal of excess spray dilutants and pesticide containers in appropriate manner

Section 9 – Plant Imports

Nothing

Section 10 – Plant Growing Containers

Storage

- New containers
- Used containers

Disinfestation of used containers

- Disinfestation equipment and method

Section 11 – Business Management

Nothing

Section 12 – Pathology Samples

Nothing

Minutes



National NIASA Advisory Committee (NNAC) Meeting – Day 1

Date: Wednesday 7th December 2011

Time: 9:30 am – 5:00 pm

Location: Stamford Plaza Sydney Airport – Kurnell Room

Attendees: Gary Eyles (Chair), Anthony Kachenko (NGIA), Barry Winterbourn (WA), John Marshall (VIC), Terry Spink (QLD), Scott McDonald (NT), Tim Phillips (TAS), Michael Danelon (NSW), Grant Dalwood (SA), David Eaton (SA), John McDonald (QLD), Megan Connelly (NT)

Apologies: Colin Groom (WA), Matthew Trent (WA)

ITEM	TOPIC
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1	Welcome and Apologies
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G Eyles assumed the role of Chair in the absence of NGIA Board Director and NNAC Chair C Groom. G Eyles formally declared the National NIASA Advisory Committee (NNAC) Meeting open at 9:33 am and extended a warm welcome to all Committee Members. J Marshall advised the Committee of R Chin's resignation and new role as Compliance Coordinator Bio-Security and Nursery Standards at Bunnings. The Committee expressed thanks to Robert Chin for his enthusiasm and contributions during his time on the Committee and asked A Kachenko to draft a letter of thanks on behalf of the NNAC. G Dalwood introduced D Eaton from Ball as the new Chair of the SA State NIASA Advisory Committee (SNAC) and the NNAC welcomed him on board. A Kachenko advised that M Trent was a late apology as his flight was delayed in Perth.

Action: A Kachenko to draft a letter of thanks to R Chin on behalf of the NNAC expressing the Committees gratitude for his participation in the Committee.

2	Confirmation of Minutes
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2.1	NNAC Committee Meeting Minutes 7-8 July 2011
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G Eyles advised that the Minutes from the Meeting held on 7-8 July 2011 were provided in the Meeting papers and Committee Members were asked to raise any concerns regarding the accuracy of these minutes. No further amendments were received.

MOTION: The NNAC accept the minutes from the 7-8 July 2011 NNAC meeting as a true and accurate record.

Moved: J Marshall

Seconded: T Spinks

3	Matters Arising From Last Meeting
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3.1	Review of Action List
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A Kachenko provided an overview of the Action Items. He provided an update on the completed items. The following actions were outstanding:

1. A Kachenko to draft an 'appendix' or modify Section 2.7 of NIASA regarding root health for consideration at the next NNAC, A Kachenko indicated that this NGIA is planning to revisit the development of an Australian Standard for Specifying Trees in early 2012. This would involve grower forums in NSW and VIC. He suggested that NIASA should align with the standard and this should happen post release of the Australian Standard. The NNAC concurred.
1. NGIA to forward the NGI communication strategy to NNAC. A Kachenko said that this would transpire following the approval through HAL/IAC of the revised Plant Life Balance (PLB) project.
2. A Kachenko to arrange an IDO network meeting to discuss communication and extension opportunities. A Kachenko said that an IDO Network Meeting would occur during the 2012 NGI National Conference.
3. A Kachenko to draft a 'How to' guide for growers to assist them in accessing completed audits on the NAP. A Kachenko said that he would develop this prior to the next NNAC meeting.
4. M Danelon to review the wording relating to the 'Records' requirements in EcoHort to reflect that these record sheets are to be completed based on the priority and level of risk they pose to the business. Feedback to be forwarded to A Kachenko and John McDonald in order to prepare a paper for discussion at the December 2011 NNAC. M Danelon presented some data relating to the use of 'mandatory' in the EcoHort Guidelines in terms of the checklist and recording templates. J McDonald indicated that the grey areas of the checklist were mandatory items to appear at the top of the Action Plan for businesses to address should they be denoted as 'needs attention' or 'being upgraded'. Discussion continued on the use of Mandatory in the 'Record Documents'. The NNAC agreed that M Danelon and J McDonald to reword these areas to address any uncertainty without diluting the principles and rigour behind the EcoHort guidelines.
5. M Danelon and G Dalwood to forward information to A Kachenko to assist in drafting an Appendix for consideration at the December 2011 meeting. M Danelon indicated that there had been minimal progress in this area. He noted that he was going to meet with Tim Herrmann (Auscitrus Manager) to develop the structure/headings that could be incorporated into an Appendix section. G Eyles indicated that he reengaged with Auscitris and will progress this from within. G Dalwood said there remained opportunity to dialogue with the Grape/Viticulture industries and indicated that he would follow up with Alan Nankivell (CEO – Phylloxera and Grape Industry Board of SA) to see what synergies could be developed.

All other Action Items were tabled as complete or included on the Agenda.

4 State Reports and National Projects

4.1 State Reports

The NT, QLD, WA, NSW and SA Technical Officers Six Monthly Reports were tabled and taken as read. The TAS Technical Officers Six Monthly Report were circulated as handouts at the meeting as they had not met the timeline to ensure they could be circulated with the meeting papers prior to the meeting. General discussion followed that discussed the downward trend in business engaged with NIASA. This was attributed to unviable businesses, lack of succession planning within businesses and businesses moving into other industries.

J Marshall provided a verbal VIC report in the absence of a Technical Officer. He indicated that this should see great opportunities for the program nationally. He updated the NNAC on the process to employ a new development officer and the key skills relating to this role include the ability to communicate and listen. A Kachenko provided the Committee with a verbal update on the Strategic Investment Planning (SIP) Workshop held in Sydney on 29-30 November. He indicated that Communication and Market Growth were seen as the key priority areas for future investment and could become two key focus areas relating to the IDO project. He indicated that Capacity and Innovation were perceived by the attendees at the SIP as areas of lesser importance.

A Kachenko also indicated that the governance behind the NIASA program required updating to reflect where the industry is. He indicated that the existing Heads of Agreement were five years old and had not kept up to the changes within the NIASA program, notable the development of EcoHort, BioSecure HACCP and the branding of the programs under Nursery Production Farm Management System. He indicated that there would be changes over the next 12 months; however the existing NNAC would be consulted and engaged through this process. A Kachenko indicated that the programs should shift focus towards developing market drivers to drive the Nursery Production Farm Management System forward rather than a confetti approach in developing marketing materials of which many have been already developed. Other areas that need addressing include guidelines for industry development, professional development opportunities and a governance framework to the Nursery Production Farm Management System.

Action: A Kachenko to identify gaps and opportunities in the process and governance framework relating to the Nursery Production Farm Management System and develop a one page synopsis and pathway to address this.

Action: A Kachenko to develop and/or amend existing process and governance documents following feedback on the one page synopsis.

J McDonald advised that there were 83 businesses now accredited under NIASA. He advised that under BioSecure HACCP, two audits per annum will be required as this is the current requirement under Interstate Certification Arrangements (ICAs). He also notified that random audits will also become a reality if industry based programs are to meet and maintain equivalence with government programs. A Kachenko indicated that these were areas that would be picked up under changes to process and governance. J McDonald also indicated that R Taylor had resigned. He indicated that NGIQ had negotiated a further three years of funding through the QLD Government to employ a resource to replace R Taylor. Importantly, he indicated that these funds would be managed by NGIQ and was seeking interested parties for a project position in far north Queensland.

4.2 2011/12 Environment and Technical Project Update

A Kachenko tabled a summary of the current 11/12 levy funded R&D projects being undertaken by NGIA. He indicated that the project was contracted in August 2011 for completion in August 2012. All projects would be communicated to State/Territory NGI's, on www.ngia.com.au, through Nursery Papers and Clippings, National Conference as well as on the NGI Facebook page. The projects that were tabled and discussed included:

1. IDO Regional Representation. A Kachenko indicated that meetings reports must follow attendance to events to secure funding. He noted that no funding had been administered to date.
2. Biosecurity Commitments. A Kachenko indicated that this project is delivered in conjunction with Project 1 above. It recognises the added responsibility that the QLD Industry Development Manager has regarding national biosecurity including Industry's commitment to the Emergency Plant Pest Response Deed.
3. Industry Research Linkages – Support for Honours Research Project. A Kachenko indicated that this project will continue to identify research projects with engaged universities. He noted that projects will be developed in consultation with the NGI and the relevant academic institution and show progress of innovation relevant to industry needs. He noted that the last three Nursery Papers originated through this project.
4. Progressing BioSecure HACCP. A Kachenko indicated that this project has been driven by J McDonald and A Kachenko and has so far involved two planning meeting at NGIQ. A large aspect of this project will involve important updates to the NIASA Audit Portal (NAP). A consultant will be engaged in early 2012 to assist in work required to update the governance and existing guidelines (e.g procedure templates). Changes to the NAP developed thereafter.
5. NIASA Cost Benefit Analysis. A Kachenko indicated this item will be covered under Agenda Item 8.6.
6. Access to minor use permits. A Kachenko asked that all IDOs need to provide input into the development of future products for minor use application permits. The permits for development in 2011/2012 include:

Insecticide (Active)	Target pest
Secure (chlorfenapyr)	Lepidoptera & Two spotted mites
Bioclear (petroleum oil)	Aphids, mites, leafhoppers, thrips, scales
Durivo (Thiamethoxam/Chlorantranilipr ole)	Lepidoptera including Diamonback Moth, Cabbage White Butterfly, Helicoverpa, Caterpillars, Loopers, Leafhoppers, Aphids, Whitefly, Bugs, Thrips & Leafrolloers
Fungicide (Active)	Target disease
Aero (metiram/pyroclostrobin)	Alternaria, Phytophthora, Colletotrichum, Powdery mildew & Downy mildew
Ecocarb (potassium bicarbonate)	Powdery mildew
Copper oxychloride	Surface disinfestation (fungal & bacterial)

7. NGIA Environment Committee Expenses including the development of resources such as the Biosecurity Policy Position.

ITEM	TOPIC
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5 Administration

5.1 2012 Nursery Paper Timeline

A Kachenko tabled the 2012 schedule for Nursery Papers and called for the IDO network to specify a slot. The schedule was completed for circulation to all Committee Members. A Kachenko indicated that deadlines MUST be met as these are expectation of Hort Journal who publish the Nursery Papers on behalf of industry. M Danelon asked who at NGIA is responsible for the Nursery Papers. A Kachenko said that M Carroll was responsible, however he would oversee the technical papers to ensure content was

M Connelly asked for clarification on the email circulated on the WA study looking at phytophthora in NIASA and no-NIASA production nurseries and suggested that it would be an ideal Nursery Paper. A Kachenko indicated that this study would be ideal for a Nursery Paper, however the project was incomplete. He noted that the research thesis relating to this work was due for completing in April 2012 and indicated that he would follow this up in April 2012.

Action: A Kachenko to circulate a copy of the completed 2012 Nursery Paper schedule.

5.2 Summary of R&D projects lodged to HAL for 12/13 funding

A Kachenko provided a PowerPoint presentation on the R&D projects submitted to HAL for IAC endorsement. He outlined the process which included the following key points:

- Detailed timeline circulated to IDO network in December 2010 and June 2011
- Guidance with proposal drafting circulated in December 2009, 2010 and June 2011
- 16 projects submitted to NGIA from NGINA and NGIQ
- 8 Submitted by NGIA
- Down 43% on 2010 however calibre of proposals was higher than previous years
- All projects evaluated by NGIA and sent to IDO network for ranking on 6 September 2011
- Industry consultation meeting (CEO's, State Presidents and NGIA Board) and Environment Committee review of proposals prior to NGIA drafting of final R&D proposal for submission to HAL.

A Kachenko provided a summary of how the projects were ranked nationally by the IDO network based on 4 criteria (urgency, importance, impact and success).

He presented a table that detailed the top 14 projects that included:

- Industry research linkage – support for university research projects
- Industry Minor Use Program
- Optimising the selection of irrigation sprinklers for overhead sprinkler systems based on independent testing
- National Myrtle Rust Industry Liaison Officer (NMRILO)

- The Effects of Nursery Production Methods on the Future Success of Landscape Trees
- Defining a set of greenlife standards for the nursery industry
- The development of a healthy root system of trees by adoption of optimum cultural practices
- Innovation in extension using digital media
- Web Based Pest & Disease Management Tool
- Development of a commercially applied diagnostic test to predict the susceptibility of Myrtle Rust germplasm leading to selection of resistant plants
- Energy BMP for Production Nurseries
- Pesticide Spray Diary and BMP Online

A Kachenko then presented a summary of which of these projects were developed into the industry proposal. These included:

1. Resource support for the state based Industry Development Officer Network to undertake national policy roles at a regional level (\$50,000). This sub-project continues the approach taken in earlier projects to enhance the industries representation with key policy areas while increasing the opportunity for skill development within this resource. It also funds industry's obligation under the Emergency Plant Pest Response Deed.
 2. Operational resources for NGIA National Environment Committee and development of NGI policies and procedures (\$10,000). Funds are required to enable travel and accommodation expensed for Committee members to attend meetings. This sub-project will also facilitate the printing and distribution costs associated with industry policies including the development of new policies as well as the recirculation of updated/ revised policies.
 3. NGI affiliate and research linkage program (\$60,000). This sub-project builds on the approach taken in 2009/10 and 2010/11 to foster industry innovation and build industry capacity through high calibre R&D linkages with external research and university organisations.
 4. Situation analysis of international data on standards and processes relating to tree production and specification (\$15,000). This sub-project will review international and national guidelines on specifying and growing trees and summaries the data into a detailed situation analysis/report. From this, recommendations will be made in terms of what techniques could apply in an Australian context, in terms of guiding those specify trees and those who grow trees.
 5. Literature review of efficacy of organic amendments used in plant production (\$15,000). This sub-project will investigate the current international availability and efficacy of organic amendments used in plant production. The project will identify the relevant 'actives' and documented research regarding their application in plant propagation, production a management.
 6. Web based pest and disease management tool (\$15,000). This sub-project will invest to take the current electronic tool and install it as a web based information source accessible to industry via the internet. The concept will allow quick and easy access to current pest, disease, beneficial, emergency plant pests and weed identification.
 7. Development of visual extension resources for NGI (\$60,000). This sub-project will trial an array of short videos using existing footage where possible (e.g. footage shot during the Nursery Production FMS filming in project NY09017) to generate short 'how to' clips on key industry issues. Preliminary discussions with PHA have highlighted that there is opportunity collaborate resources in developing on-farm biosecurity related media clips.
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8. Minor use permits for the Nursery & Garden Industry (\$20,000). This project will develop up to 7 minor use permits that are deemed necessary by the NGI. The funds will be used to develop a comprehensive data package to the APVMA in order for them to process the minor use permit request and grant registration.
9. Online pesticide spray diary and best management practices toolbox (\$20,000). This sub-project will update and transfer the content of the Best Practice Manual for Pesticide Application in the Nursery and Garden Industry CD to a web resource for wider penetration with the production industry and possible application in the field using 'Smart Phones', iPads and Android devices. It will also include an update of key reference material and will be available online through www.ngia.com.au and will link to external websites that offer information on weather conditions (e.g. Syngenta's Agricast and Bureau of Meteorology).

J McDonald asked why the NMRILO role was not put forward as a R&D project despite the high ranking it received through the IDO network. A Kachenko indicated that it did not address the NGI Strategic Plan, nor was there a market failure with information available to industry via the new 'Transition to Management' web portal <http://myrtlerust.net.au/> Further, he added that the Environment Committee had agreed that this project was relevant however beyond the scope of levy investment and should be addressed by Government. A Kachenko noted that the Environment Committee suggested that NGIA seek opportunity to harness funds through other channels to address this project.

General discussion followed regarding the procedure followed by NGIA in developing, ranking and submitting projects particularly the role of the Consultation and Environment Committee in ranking projects. J McDonald advised that the project 'Literature review of efficacy of organic amendments used in plant production' had not been circulated for ranking. He added that the NMRILO project was submitted for consideration and ranking while the Literature review of efficacy of organic amendments used in plant production 'hadn't. A Kachenko indicated that it was discussed at the Environment Committee and the Committee deemed it appropriate for funding. A Kachenko advised that this was denoted as a line item in the current R&D project proposal timeline. J McDonald indicated that this was inadequate as it removed transparency in the submission approach and devalued the efforts of the IDO network and their committee members in assessing and ranking listed projects only to have them overruled by a NGIA committee. The NNAC asked that projects developed by the Environment Committee and other parties be included in future ranking templates for all to assess. A Kachenko advised that he would update the Future R&D project proposal timeline to include more detail on the process of project submission and recirculate.

A Kachenko indicated that in addition to the aforementioned projects, a separate proposal was lodged to HAL titled 'Empowering the Australian nursery industry through business management software systems'. He indicated that the project had two distinct aims. Firstly, to provide a situation analysis and review of the business management software currently available for nursery business management. In doing so, international systems applicable for nursery production as well as systems developed for other horticultural commodities will be investigated. He noted that the second aim of this project was to facilitate a national survey of production businesses to ascertain industry attitudes and experiences to these software packages.

A Kachenko provided a brief overview of how he allocated costings to projects that are submitted. He advised that he used historical trends/data as well as a forecasting approached based on expected supplier and internal budgetary costs to allocate costs to sub projects.

Action: A Kachenko to update and circulate a copy of the Future R&D project proposal timeline.

ITEM	TOPIC
	<p>A Kachenko tabled the timeline for development and submission of projects to NGIA for levy funding in 2013/2014. He indicated that this may change depending on the outcomes from the SIP in early 2012. He indicated that all projects that were not submitted for funding would be included on a short list in 2012 for reconsideration. He noted that the process was working in addressing on-farm best practice projects.</p>
6	<p>Operational</p>
	<p>6.1 Annual Operation Plan update</p>
	<p>A Kachenko tabled the current Nursery Production Farm Management System 11/12 AOP for discussion. He indicated that all projects were tracking well, within budget and on time. He noted that there would be some changes to Strategy 7 (National Media Advertising) and Strategy 8 (Grower marketing collateral developed) that would be discussed under Agenda Items 8.3-8.5.</p> <p>He indicated that \$25,000 was allocated to facilitate two meetings as per the NIASA Heads of Agreement.</p> <p>A Kachenko indicated that up to \$10,000 was allocated to updating and maintaining the NIASA Audit Portal (NAP). He indicated that this item also covered costs associated with including a Greenlife Market Checklist on the portal and joint funding with NGIQ for iPad functionality.</p> <p>A Kachenko indicated that \$5,000 would be spent on exhibiting the Nursery Production FMS at the 2012 NGI National Conferences as well as IPPS. A Kachenko indicated that \$2,000 had been spent on developing grower brochures and posters and \$20,000 was set aside for supporting regional conferences. He indicated that these funds were still available with no request put forward.</p>
	<p>6.2 NIASA Audit Portal (NAP) update</p>
	<p>A Kachenko noted that the NIASA Audit Portal was fully operational and had been since February. He commented that the Greenlife Market checklist had been included and the iPad functionality was near completion. A Kachenko indicated that all audits must be processed through the NAP for accountability and transparency with the program. He asked J McDonald to provide a brief presentation on the look/feel of the Portal interface and iPad interface.</p>
	<p>6.3 Plant Health BioSecurity, Risk Management Project</p>
	<p>A Kachenko tabled a document that listed project outcomes arising from the Levy funded Research & Development project 'NY11001 Plant health biosecurity, risk management and capacity building for the nursery industry'. He indicated that the project had just commenced and will operate for the next four years pending the successful delivery of these outcomes. He noted that the project was a partnership between NGIA and Department of Employment, Economic Development and Innovation (DEEDI), Queensland. He said that the value of this project was approximately \$1.8 million dollars over four years or which \$555,000 is attributed to the R&D Nursery Levy.</p>

A Kachenko indicated that one of the key deliverables includes discounted diagnostic services. J McDonald discussed meeting paper titled 'Pathology/Entomology Sample Submission Process for NIASA Technical Officers and NIASA Accredited Businesses' and indicated that a standardised submission guideline for the despatch of plant/insect samples under this arrangement was required and provided a verbal overview of the process. He noted that all NIASA accredited businesses could access three discounted (50%) sample diagnostics per year from Grow Help Australia (operating through DEEDI) as part of this project. The three discounted samples (50%) could be used by the NIASA Technical Officer during sanctioned NIASA audits if required and any of the three unused samples, on an annual basis, may be utilised by the NIASA Accredited business. He noted that additional pathology/entomology samples, would receive a 30% discount which is available to all levy paying production nurseries including NIASA Accredited businesses.

J McDonald discussed the detailed process for samples taken by the NIASA Technical Officer during a sanctioned NIASA audit, in any jurisdiction of Australia as well as well as a process by NIASA Accredited businesses, taking samples outside of a normal NIASA audit, at the discretion of the relevant state NIASA Committee.

The NNAC asked if these guidelines could be forwarded in a Word document.

A Kachenko indicated that a logo had been developed for this project that would be used on all promotional materials. He noted that a page on the NGIA website had been created detailing the process and forms discussed by J McDonald (http://ngia.com.au/Category?Action=View&Category_id=622).

A Kachenko briefly discussed the other details relating to this project including:

- Delivery of one pest/disease management workshop per state/territory/annum
- Development of six Fact sheets, one Nursery Papers and one Contingency Plan per annum
- Input into the nursery industry Minor Use Program
- A desk top audit of microbial biological control agents across Australia and internationally that are available and in use (pest/organism list plus biology of control agent).
- Upgraded industry electronic identification tool (10 new pests added)
- Development one integrated pest management strategy for fungus gnats incorporating insecticide, biological, cultural, etc. practices for nursery production (4 - 6 page document).
- Technical support to on-farm programs
- New industry host/pathogen database
- Technical Support in molecular diagnostics
- Technical Support in relation to the Deed

Action: A Kachenko to forward NNAC a Word version of the Pathology/Entomology Sample Submission Process for NIASA Technical Officers and NIASA Accredited Businesses.

ITEM	TOPIC
	6.4 BioSecure HACCP sub-project NY11000
	A Kachenko indicated that this Agenda Item had been covered under Agenda Item 4.2. he added that few dollars had been spent to date with the bulk of funds relating to IT requirements. He noted that this project should be completed by August 2011. A Kachenko indicated that government recognition was at least 12 months away due to the need to develop the governance framework and IT requirements that need to sit behind BioSecure HACCP.
	6.5 IDO Induction Manual/Process
	A Kachenko indicated that this item had been discussed in detail earlier under Agenda Item 4.1. he noted that procedures relating to the employment and training of IDOs need to be developed, KPI's developed and changes to the Heads of Agreement made.
7	Marketing
	7.1 Marketing update
	<p>A Kachenko tabled a document titled 'Farm Management Stock as of 15 August 2011' which listed 35 pieces of marketing collateral.</p> <p>He asked the NNAC if any materials were required.</p> <p>G Dalwood asked if the DL Grower Brochure (Item 29) could be provided without images. He also asked if item 30, the 'We are a NIASA Accredited Supplier' poster could be edited to exclude the Greenlife Market logo.</p> <p>Action: A Kachenko to update the DL Grower Brochure artwork and We are a NIASA Accredited Supplier poster artwork and circulate to the NNAC.</p>
	7.2 NIASA online manuals proposal
	<p>A Kachenko tabled a proposal from Greenet Internet Solutions to develop an online web based system providing users with access to digital copies of nursery industry accreditation manuals. He noted that the digital format of these manuals will allow users to view, print and download manuals in PDF format. The manuals will only be available to authorised users (using a username and password) who have purchased access. The website would be accessible via the NGIA webpage. He noted that users will select which manual they wish to purchase and then directed to a secure hosted PayPal page where they can pay using a credit card, debit card or their PayPal account. Once payment is complete they will be redirected back to the NGIA online manuals system where they can access the manual. The system will also provide access control and authentication, ensuring that users can only view manuals which they have purchased, and ensuring that only registered users are able to login and use the system. A password reset facility will also be available for users who forget their password.</p> <p>The NNAC discussed costs for the manuals and agreed via a vote to the following:</p> <ul style="list-style-type: none"> • NIASA - \$99 including GST • EcoHort - \$55 including GST • BioSecure HACCP - \$55 including GST <p>A Kachenko indicated that he was working with Greenet Internet Solutions to determine the best way to provide existing guideline holders with access to the web based version as well as a notification process to advise users of any updates to the guidelines.</p>
	7.3 Autumn winter campaign proposal

ITEM**TOPIC**

A Kachenko tabled a proposal to increase awareness of the Nursery Production FMS with production nursery, growing media and greenlife market businesses through a 6 month advertising and public relations campaign during Autumn/Winter 2012 measured by achieving 50 leads of non-engaged businesses nationally. He noted that during the months of April, May and June 2012 NGIA will run a national marketing and promotions campaign in national horticulture trade publications (Australian Horticulture and Hort Journal) and online. He indicated that advertising will also be run in non-trade publications in an effort to capture a wider audience of nursery levy payers not specifically focused in the 'nursery/greenlife' sector. The campaign will invite readers to get a free Nursery Production FMS information pack valued at \$50.

A Kachenko advised that readers will be driven to www.ngia.com.au (or by phone) to register for their information pack and will be asked for minimal information including: name, organisation, address, phone number, where they saw the advertisement etc. Before registering they will be required to agree to follow up contact from an NGI representative. He added that 100 packs will be developed initially with the view to develop more should there be intense interest. He noted that a database will be formulated with the information and the appropriate information pack will be mailed. From the database each State IDO will be provided with the lead from their State with NGIA tracing progress of the leads specifically from this campaign over the course of the ensuing 6-12 months.

A Kachenko indicated that the proposal would deliver measurables and generate data behind the successfulness of national advertising. He indicated that funding attributed to this proposal would be sourced from Strategy 7 (National Media Advertising) of the current AOP (\$20,000). He asked the NNAC for comment and sought approval to progress with this proposal. G Dalwood asked to see if other 'non-trade' magazines/newsletters such as those going to the grape industry could be included. A Kachenko agreed to follow this up.

The NNAC agreed that the proposal was sound and supported its progress unanimously.

MOTION: The NNAC endorse the Nursery Production FMS Autumn/Winter Campaign

Moved: T Spinks

Seconded: J Marshall

7.4 NIASA grower marketing proposal

A Kachenko advised that at the July 2011 NNAC, a discussion about developing grower marketing collateral occurred. He advised that the NNAC agreed that a 'selling kit' developed by a marketing consultant should be developed to facilitate this. The NNAC allocated \$26,000 towards this project. A Kachenko advised that a brief was put to Horticultural Marketing Expert Susan Burns detailing this concept and two meetings were held between NGIA and Susan Burns detailing industry expectations.

He advised that Susan Burns put forward a proposal to NGIA. The proposal aimed to build and create an enterprise web site for NIASA and bring all accredited businesses online and offer affordable easy to access marketing advice and support. This NIASA web site would act as a Directory and a Repository. The proposal was noted as being over budget.

G Eyles advised that he had a conflict of interest and withheld from contributing to this Agenda Item.

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A Kachenko added that although aspects of this proposal did address the need for grower marketing skills, he believed this was not the ideal mechanism to achieve this. The committee discussed this in relation to this aspect of the AOP and concurred that they did not support this proposal going forward. The NNAC indicated that NGIA website should be the ultimate repository of these resources.

The NNAC asked A Kachenko to develop a 'NIASA Marketing Checklist' for businesses to assist them use the NIASA marketing collateral.

Action: A Kachenko to develop a NIASA Marketing Checklist of existing materials to assist NIASA businesses in marketing the NIASA brand.

7.5 NIASA Breakfast

A Kachenko tabled a proposal to communicate the messages of NIASA to key stakeholders such as local government decision makers, national buyers etc. The proposal would see NGIA host a NIASA Grower Breakfast at the 2012 National Conference, Gold Coast on Friday 16 March 2012 from 7.00am to 8.15am.

A Kachenko indicated that key National Plant Buyers (e.g. Bunnings, Masters, IGA, Costco, ALDI, BIG W, Plants Plus, etc.) will be invited to attend the 2012 National Conference and NIASA Network Breakfast on Friday 16 March.

As an incentive to attend, he indicated that they would be offered a complimentary night (Thursday) accommodation at the Marriott and a complimentary day registration for Friday 16 March. Additionally, A Kachenko indicated that all NIASA Accredited businesses will be invited to send a representative to the Breakfast. They may be attending the Conference, they may be local in Queensland or they may travel to take advantage of the opportunity to network with colleagues and meet the National Plant Buyers. Only persons who RSVP will be able to enter the breakfast. This will ensure only NIASA businesses benefit from the network event.

The NNAC advised that inviting the National Plant Buyers to the Awards dinner on the Friday evening as well as offering additional nights' accommodation would be advisable. A Kachenko agreed that this would be achievable as funding would be available as the Grower Marketing proposal under Agenda Item 8.4 was not being funded.

A Kachenko indicated that he required assistance in locating National Plant Buyers contact details and requested assistance from the NNAC. He advised that he required the feedback by Monday 12 December 2011.

Action: Members of the NNAC to forward A Kachenko contact details of National Plant Buyers by Monday 12 December 2012.

7.6 NIASA BCA project proposal

A Kachenko tabled a BCA proposal of Nursery Production FMS from AgEconPlus for information. He advised that it would be completed at three levels. The first analysis will address the value of NPFMS to an individual business that has implemented the system as opposed to one that hasn't. The second analysis will quantify the farm management system's value to the whole nursery industry since inception in 1994 while the third analysis will assess benefits to the broader Australian community across the economic, social and environmental 'triple bottom line'.

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He said that the project would collect data using face-to-face and phone surveys. A Kachenko advised that he would require the support of J McDonald and M Danelon in locating NIASA businesses to participate in this study (~15 per State). J McDonald advised that a fact sheet or pre survey summary of questions was required to ensure businesses can prepare adequately for the interviews.

7.7 Summary of NIASA marketing projects to HAL for 12/13 funding

A Kachenko provided a PowerPoint presentation on the R&D and marketing projects submitted to HAL for IAC endorsement. He noted that the project value was \$125,000 and was in line with the current AOP. The program included approximately 80% marketing levy and 20% R&D levy. He indicated that several sub-projects had been developed and included:

1. Developing the NIASA Audit Portal to satisfy state/territory government biosecurity requirements (www.ngi.org.au). This sub-project will also cover hosting fees associated with maintaining the server that houses this website.
2. Maintenance of NIASA and EcoHort SAWM Service licences and developing marketing collaterals using the SAWM alliance to position eligible businesses as environmental stewards in relation to their genuine water savings.
3. Promoting NPFMS at the 2013 International Plant Propagators Society Conference as well as relevant state/territory NGI conferences.
4. Development of an Autumn/Winter NPFMS marketing and promotions campaign targeting non-engaged businesses using industry media channels.
5. Update the NIASA Heads of Agreement and Terms & Conditions to reflect state/territory government biosecurity requirements.
6. Develop and update existing marketing collateral including selling kits, corflute signage and posters.
7. Develop a NPFMS Induction Pack for new and existing engaged businesses that details the benefits associated with the program and provide information on marketing the NPFMS program.
8. Run advertorials of NPFMS in non-industry magazines such as Good Fruit & Veg and Outdoor Design Source.

9. General Business

T Phillips asked G Dalwood for an update on the NIASA accredited nursery in SA that was using the Hydro-dis water disinfection system. G Dalwood indicated that the business remained accredited. A Kachenko indicated that this was not good enough and reiterated that this could jeopardise the rigor of the program particularly as the program is coming under a third party review process through regulators as an alternate vehicle for market access. A Kachenko asked G Dalwood to act on this through his SNAC.

Action: G Dalwood to revoke the NIASA accreditation status of the business in question through his SNAC.

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G Eyles tabled a letter from C Groom which outlined several issues for discussion. A concern regarding a failure in auditing businesses at least once per year was discussed. A Kachenko indicated that this was in breach of the NIASA Heads of Agreement and similar to the issue raised previously with Hydro-dis, which could severely jeopardise the program in moving forward with third party government acceptance for market access. A Kachenko tabled data from the NIASA Stakeholder Survey undertaken in 2010 which indicated that 25% of NIASA businesses had not received a visit from their IDO. He said that this information had been sent to State CEOs to address some 12 months prior. He indicated that industry cannot afford this to happen in the future and each business required a sign off procedure and a paper trail to verify that an audit had taken place. A Kachenko indicated that all audits had to be placed in the NAP. Discussion continued on the role of third party/independent audits. A Kachenko indicated that independent audits would be part of the Nursery Production FMS review process. This would include independent audits of the program and independent audits of the way audits are delivered. A Kachenko indicated that national consistency of auditing was pertinent. The NNAC agreed the program to ensure audits were consistent would be incorporated into the Heads of Agreement. He suggested that the key areas for measurement to enable this in relation to NIASA would be the mandatory Pass/Fail criteria agreed to by the NNAC at the July 2011 meeting. The NNAC concurred. J McDonald reaffirmed that audits outside of the scheduled audits must be part of the system, particularly in the case of BioSecure HACCP.

G Eyles indicated that other items within the letter had already been addressed during the meeting.

T Phillips indicated that there was an issue in key communications issue in relation to businesses in Victoria unaware of the IR30 changes that are occurring in Tasmania. General discussion continued in terms of who was responsible for communicating key information such as quarantine alerts. A Kachenko indicated that this was outside of the NNAC.

10. Next Meeting

The NNAC discussed the date and location of the next NNAC. The NNAC agreed that a meeting in WA would be cost prohibitive, particularly without a guarantee of funding for this project going forward. The NNAC agreed that a meeting on the east coast would be ideal. Dates agreed for 2012 meetings were: 20 and 21 June 2012 and 5 December 2012.

G Eyles indicate that this was his last NIASA meeting as Chair with C Groom resuming the Chair at the June 2012 meeting. The Committee thanked G Eyles for his significant contributions as Chair through acclamation.

Meeting Closed at 4:40 PM

Minutes



Technical Officers Group Meeting – Day 2

Date: Thursday 8th December 2011

Time: 8:00 am – 12:30 pm

Location: Stamford Plaza Sydney Airport – Kurnell Room

Attendees: Anthony Kachenko (NGIA), Barry Winterbourn (WA), John Marshall (VIC), Michael Danelon (NSW), Grant Dalwood (SA), John McDonald (QLD), Megan Connelly (NT) Brock (TAS), Stephen Dibley (Plant Health Australia), Felicity Andriunas (Plant Health Australia).

Apologies: Matthew Trent (WA)

ITEM	TOPIC	DETAILS
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1 Welcome and Meeting Outline

A Kachenko welcomed all Committee Members and thanked S Dibley and F Andriunas from Plant Health Australia (PHA) for attending. He advised that the purpose of the meeting was to provide Committee Members with biosecurity training in relation to the following key areas:

- Emergency Plant Pest Response Deed (EPPRD)
- Categorisation and Owner Reimbursement Costs
- Industry Liaison in a response and PLANTPLAN
- Biosecurity Online Training (BOLT)
- Information systems
 - i. Pest and Disease Image Library (PaDIL)
 - ii. Australian Plant Pest Database (APPD)
 - iii. Biosecurity Surveillance, Incident, Response and Tracing (BioSIRT)
 - iv. National Plant Surveillance Reporting Tool (NPSRT)
 - v. Australian Biosecurity Intelligence Network (ABIN)
- Industry Biosecurity Plan (IBP) and review process

2 Biosecurity Training

S Dibley gave an introduction to PHA, followed by a presentation and discussion which covered the EPPRD and Industry Liaison Officer (ILO) /Industry Liaison Coordinator (ILC) responsibilities in an incursion. Various points of discussion arose during the presentation. These included:

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ITEM	TOPIC	DETAILS
		<ul style="list-style-type: none"> - Data on industry breakdown-i.e. % of Myrtaceae, citrus, vegetable seedling nursery stock etc. produced by each state and the farm-gate value of each. NGIA have been working towards obtaining this data for 2 years and will continue working towards obtaining this. Using label manufacturers could be an option. - PHA explained this would be useful information to have to enable them to see where their vulnerabilities lie and how NGIA (and industries for which they supply nursery stock to) would be impacted on by specific incursions. It would also help to provide PHA with focus groups of nursery stock for considering pests. J McDonald and A Kachenko agreed to action this. - A Kachenko requested access to NPSRT. S Dibley agreed to action this. - J McDonald requested access to APPD. S Dibley explained the process surrounding obtaining access and the filtering of sensitive information that is required. He explained how APPD was moving to a new platform, The Atlas of Living Australia hopefully mid-year 2012, which will provide access to the general public. He agreed that if J McDonald had any pests of interest that he could do the APPD search on his behalf and screen the data for sensitive information and provide him with the results. - During the presentation and discussion on Industry liaison in an emergency response it was suggested by A Kachenko that PHA include some information on this in the IBP. It was agreed that a brief explanation of the roles and responsibilities of ILOs/ILCs would be included in the IBP. It was agreed that NGIA would nominate their IDO in the state in which the incursion occurs to be the ILO. The responsibility of industry during an incursion was also questioned, in terms of whose responsibility it is to notify industry in each state of the incursion. It was undecided if it was the role of the national NGIA IDO to inform all state IDOs or the role of the IDO in the state of incursion to notify, in writing, other state IDOs. It was agreed that NGIA will develop protocols for communication between NGIA state IDOs during an incursion. It was also suggested that during CCEPPs following an incursion that it should be asked if the ILO has been engaged by the state department. <p>Action: J McDonald and A Kachenko to investigate industry breakdown data to assist industry manage incursion</p> <p>Action: S Dibley to investigate access to NPSRT for A Kachenko</p> <p>Action: PHA to action searches on APPD on behalf of J McDonald if required</p> <p>Action: PHA to include a brief explanation of the roles and responsibilities of ILOs/ILCs would be included in the IBP</p> <p>Action: NGIA to develop protocols for communication between NGIA state IDOs during an incursion.</p>
3	IPB Review	

An introduction to IBPs was presented by S Dibley and issues relating to the review of the IBP (Version 3) were discussed as follows:

- o Action list: Examples of action list items were provided to assist with the development of the action list. A Kachenko suggested we look at the NGI Biosecurity Policy draft to assist action item development.

ITEM	TOPIC	DETAILS
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It was agreed that ILO/ILC training, on-farm training, registration of Production nurseries for tracking and tracing in incursion, obtaining industry breakdown data and uptake of Industry Best Management Practices would be action items and that others would come from NGI policy draft. A Kachenko would like to have dates put against each action item. F Andriunus to prepare action list in IBP draft for comment by A Kachenko and state IDOs.

- Risk Mitigation - For the Risk Mitigation section, it was agreed that information included in the manual does not need to be repeated in the IBP as the IBP refers to the manual for these sections. Any subheadings from IBP V1 which are not in the manual should be kept in the IBP. A Kachenko suggested we refer to the NGIA website for details on their Industry Best Management Practice programs. PHA to include a paragraph introducing the topic and an image with referral to their website for further information. Other risk mitigation headings that PHA think should be in the PHA such as Quarantine areas and Tracking and tracing should be added and NGIA to provide comment.
- Threat Summary Tables (TST) and High Priority Pest (HPP) list: TSTs and the need for a HPP list were discussed. It was agreed that the HPP list (from megatable) would be used for IDOs to look through and come up with top 5 insect pests and top 5 pathogens for HPP list. It was suggested by J McDonald that PHA do not include borers for sugar industry or grains pests as they unlikely to be relevant. F Andrianus will reformat the list before distribution arranging list by pest groups (e.g. nematodes) and also by Industry. F Andrianus to check TST with APPD to determine if any pests in Australia. It was also noted that since development of IBPV2 there have been further IBPs completed and therefore pests from these new IBPs may not be in the current TST and thus need to be added and highlighted to NGIA to view in IBP draft. NGIA will then send to their Plant Health Project group to comment and get this back to us. J McDonald indicated that he felt that state experts (pathologists/entomologists) should not be involved in pest lists at this stage. It was mentioned that pests such as mites would not be the highest priority pests as mites are already heavily sprayed for. Pests impacting on market access and those with wide host ranges are most important priorities.
- Review process and where to go next. F Andrianus to send draft IBP with Action lists, Risk mitigation sections as complete as possible, along with the megatable HPP list. These will be reviewed by A Kachenko who will distribute to state IDOs to review. NGIA to update background information and check new sections which will be highlighted. Ask for return in 4 weeks.
- Awareness material – You Tube videos on on-farm biosecurity - NGIA will likely have some funding for this but would like to know if PHA could assist. Also would like to prepare a pop up banner similar to the 'Spotted Anything Unusual' poster. A Kachenko also requested if the Industry Biosecurity on-farm Manla could be merged into a PowerPoint presentation with blanked out generic images so the presentation can be personalised to the business it's being given to.

Action: F Andriunus to prepare action list in IBP draft for comment by A Kachenko and state IDOs

Action: F Andriunus to update the risk mitigation section of the IBP and forward to NGIA to review

Action: F Andriunus to update the TST and HPP list for circulation to NGIA for comment

Action: F Andriunus to investigate the development of awareness materials for NGIA in 2012

Meeting Closed at 12:30 PM

Attachment 2

NGI Australia Manage User Business Audit Template List Edit Template Benchmark List View Benchmark FAQ Document

Audit Type:

Name	Audit Type	Version	Created Date	Is Active
NIASA - Ver0	NIASA	0	Jul 21 2010	√
ECOHORT - Ver0	ECOHORT	0	Sep 21 2010	√
BIOSECURE MEDIA - Ver0	BIOSECURE MEDIA	0	Sep 30 2010	√
BIOSECURE PRODUCTION - ...	BIOSECURE PRODUCTION	0	Sep 30 2010	√
GREENLIFE - Ver0	GREENLIFE	0	Sep 12 2011	

Add Delete Copy Paste Audit types

GREENLIFE V0

Question	Type	Answer	Action Trigger	Email Trigger	Default Value
SECTION 1: Business Data	Caption				
SECTION 2: Water and Irrigation - Applicable to all greenlife markets	Caption				
SECTION 3: Growing Media - Only applicable to greenlife markets that pot on/or use growing media or pr...	Caption				
SECTION 4: Undercover Facilities - Applicable to all greenlife markets with crops undercover (Greenhous...	Caption				
SECTION 5: Outdoor Areas - Applicable to all greenlife markets with crops in the open	Caption				
SECTION 6: Plant Handling - Applicable to all greenlife markets	Caption				
SECTION 7: Plant Protection Chemicals and Equipment	Caption				
SECTION 8: Plant Imports - Applicable to all greenlife markets where plants or plant material is brought o...	Caption				
SECTION 9: Plant Containers - Applicable to greenlife markets that pot on	Caption				
SECTION 10: Business Management	Caption				

Insert before | Insert after | Insert Under | Delete | Collapse All | Expand All | Answer Set

Attachment 3



This certifies that **Nursery & Garden Industry Australia**

for **101/S002 – EcoHort Guidelines for Managing the Environment**
101/S003 – Nursery Industry Accreditation Scheme Australia (NIASA)

has been approved by the **Smart Approved WaterMark**
Expert Panel

Dated

09 February 2012

Approval Expires on

08 February 2014

Chair, Expert Panel

Certificate Reference No:

This approval is subject to the **101/S002** and Conditions of the Smart Approved WaterMark Scheme
www.smartwatermark.info



THE Irrigation Association
of Australia LTD



Nursery & Garden Industry
Australia



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OF AUSTRALIA



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This product meets the requirements of the Australian
Ecolabel Program under standard AELA 20 - Printers and
Printed Matter. See for details <http://geca.org.au>

Printed waterless using 100% recycled paper

Attachment 4

ductivity

Professionalism Profitability Sustainable

Nursery Production Farm Management System



EcoHort
Certified

BioSecure
HACCP



EcoHort
BioSecure

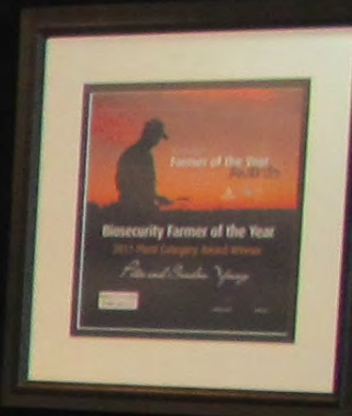
Guiding Cl
W

Nursery Production
Farm Management System



Anthony Kachenko, NGA Trade Display, speaking to a visitor at the trade show booth.

Visitor looking at the trade show booth.



Attachment 5

Materials Checklist



Setting the
Standards



Setting the
Standards



Setting the
Standards

Nursery Production Farm Management System (FMS) is the Australian nursery industry's on-farm business management system and includes three key programs:

- **Nursery Industry Accreditation Scheme Australia (NIASA)** - best management practice program
- **EcoHort** - environmental management system
- **BioSecure HACCP** - biosecurity management program

Nursery Production FMS provides leading businesses across Australia with the necessary tools to evaluate and continuously improve their professionalism, productivity, profitability and sustainability.

Welcome

Congratulations on your involvement with the Nursery Production (FMS). This should be considered as a key milestone for your business.

Being part of this program means more than just meeting a standard. In fact, it is an understanding that the Australian nursery industry has embraced a professional approach to plant production and environmental stewardship, all whilst maintaining a proactive role in the biosecurity continuum.

In addition to this, the Nursery Production FMS aims to recognise leading nursery businesses in terms of meeting customer and government expectations. It also demonstrates that businesses actively engaged with this program are serious about managing their risks, operating a safe and professional workplace and exercising a high level of crop management and plant production hygiene.

Your business joins over 270 leading businesses, from all corners of Australia that are part of this program. As you are now engaged with this program, your business will be listed on the Nursery Production Farm Management System business locator available on www.ngia.com.au

In addition to this, it is time to consider how to promote this development to your customers and other key stakeholders. After all, this is a significant achievement that elevates your business as a leader in your field. To help you with this, the Australian nursery and garden industry has developed a suite of marketing and support materials for you to promote this significant achievement. These materials have been developed for all three programs that fall under Nursery Production FMS.

To begin with, this document provides you with a checklist to help you maximise your exposure and involvement with the Nursery Production FMS. By following this checklist, you will be well on your way to receive the recognition your business deserves and get the most out of your involvement with the Nursery Production FMS.



Summary Checklist

Complete the following checklist by placing a mark in the applicable white boxes to indicate you have accessed the relevant marketing and support materials. A shaded box indicates there are no marketing and support materials available. An explanation on each of these materials is provided after the checklist.

Marketing and Support Materials	Nursery Production FMS	NIASA	EcoHort	BioSecure HACCP
Learning Guide				
Certificates				
Signage - Corflute				
Signage - Metal				
Signage - Posters				
Program Logos				
Record Template CD				
Smart Approved WaterMark Logos				
Tenders and Contracts				
Business Promotions DL Brochure				
Business Promotions DVD				

Marketing and Support Materials

Learning Guide

A learning guide has been developed to explain the basic elements of the Nursery Production FMS. It will help you familiarise yourself with what is required to meet and maintain your involvement with the programs that constitute the Nursery Production FMS. It will also be a useful tool for your staff to familiarise themselves with the program. A copy of the learning guide can be accessed through your local nursery and garden industry association. You may also like to contact them for a brief business induction based on this learning guide.

Certificates

By now you will have received your certificate of accreditation or certification. You should proudly display these in an area that is conspicuous to your customers, at the principal place where your business is conducted. If you have not received your certificate, contact your local nursery and garden industry association.

Signage

Signage depicting the relevant programs you are involved in should be used at all times.

Corflute or metal signs are available from your local nursery and garden industry association to assist you with this for use in outdoor areas of your business. All signage should be proudly displayed in areas that are conspicuous to your customers. For example, you can use these signs on:

- Entrance gates
- In customer car parks
- Outside your sales/administration office
- Throughout the business where appropriate

The nursery and garden industry has also developed posters, specific for NIASA businesses. These are also available from your local nursery and garden industry association to assist you promote the benefits of NIASA in your business. As with all signage, these should be proudly displayed in areas that are conspicuous to the public.



Posters can assist you promote the benefits of NIASA in your business

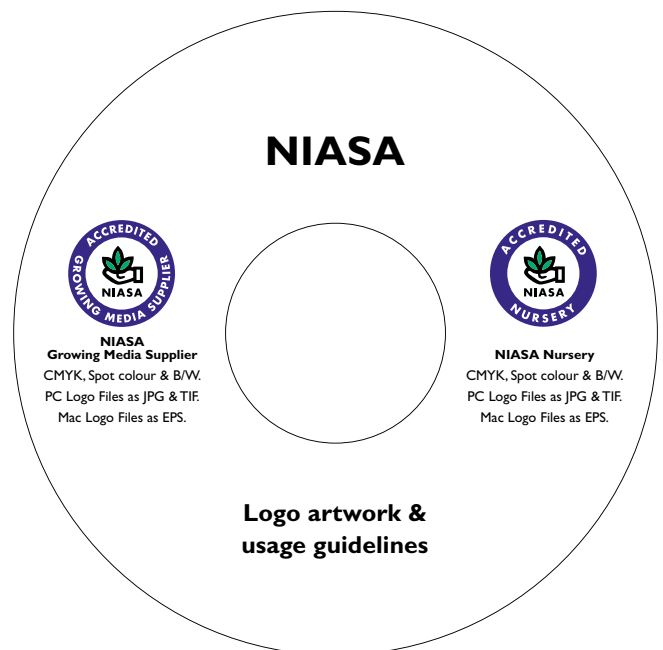
Program Logos

A logo depicting the relevant programs you are involved in should be used at all times to help you communicate this to your customers and other key stakeholders. A CD with all relevant logos and logo use guidelines is available from your local nursery and garden industry association. In conjunction with your business logo, you may use the appropriate accreditation/certification logo on:

- marketing materials including banners, flags and bunting
- sales catalogues
- brochures
- web sites
- social media pages (e.g. Facebook)
- corporate stationery such as letterheads, business cards, signage and invoices
- advertising including posters and brochures
- labels and stickers
- advertisements
- media releases
- uniforms
- work vehicles

Record Template CD

To help with mandatory record keeping for the NIASA, EcoHort and BioSecure *HACCP* programs, a CD that contains sample recording templates has been developed. Each recording template has been developed in Microsoft Excel and can be printed and completed manually or saved and stored electronically. Contact your local nursery and garden industry association for a copy of the Record Template CD.



A CD with all relevant logos is available to help you communicate the relevant programs you are involved in.

Smart Approved WaterMark Logos

The NIASA and EcoHort programs have been recognised by Smart Approved WaterMark (www.smartwatermark.org) as approved services. Smart Approved WaterMark is Australia's outdoor water saving labelling program that assists consumers identify products and services that help save water. If your business is NIASA accredited or EcoHort certified, you can utilise the Smart Approved WaterMark logo wherever the NIASA and/or EcoHort label are used to communicate that your business is serious about water management. You can use the Smart Approved WaterMark logo in all the same places where the NIASA and/or EcoHort logo appears as described earlier.

To assist you with this, a CD with all relevant logos, information & guidelines for NIASA and EcoHort members is available from your local nursery and garden industry association.



Tenders and Contracts

In some instances, when completing tenders or contracts you may be asked to provide evidence that you are involved in industry best practice schemes. Indeed, in some cases, tenders and contracts will look favourably upon businesses that are involved with industry best practice on-farm programs. More importantly, this may provide you with a competitive advantage when your response to a tender or contract application is considered. If you encounter this when you next complete a tender or contract, attach your certificates and list the relevant programs you are involved in.

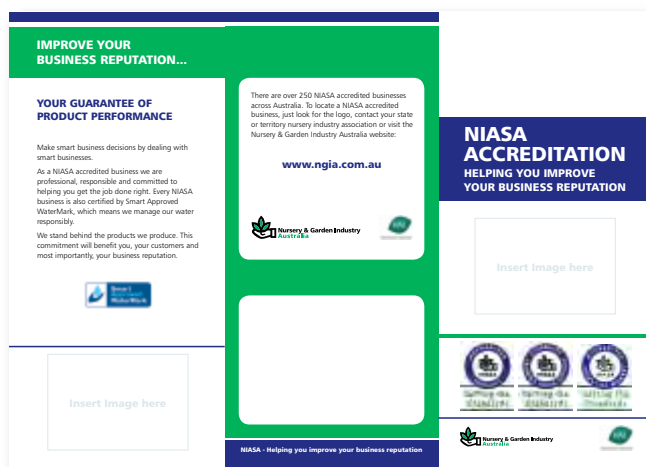
Business Promotions

When you exhibit your business at trade days, expos or conferences, you should always incorporate signage that outlines the relevant programs you are involved in. All marketing materials that accompany your exhibit should include the appropriate logo that relates to the programs you are involved in. Marketing materials may include:

- Pull up banners
- Bunting
- Flags
- A-frames

Nursery Production Farm Management System (FMS)

A DL size brochure that can be used at any of these events is also available from your local nursery and garden industry association. The brochure has been designed for you to customise with your business's logo and images. Alternatively, a generic copy with provision for your business stamp/logo can be requested from your nursery and garden industry association.



Brochures can assist you in promoting the benefits of NIASA to your customers

To accompany this brochure, a DVD has been developed that contains separate videos showcasing the benefits attributed to the NIASA, EcoHort and BioSecure HACCP programs. The DVD also contains a video on the Nursery Production FMS and Buyer Benefits. A copy of this DVD is available from your local nursery and garden industry association.



The Nursery Production Farm Management System DVD can help you showcase the relevant program you are involved in

You are not alone when marketing the benefits of Nursery Production FMS. In fact, nursery and garden industry associations across Australia promote Nursery Production FMS to key stakeholders including regulators, government and plant retailers. The industry will continue to do so to ensure businesses engaged with the Nursery Production FMS achieve the recognition they deserve.

For further information on ways to utilise these marketing and support materials, please contact your local nursery and garden industry association.



Setting the
Standards



Setting the
Standards



Setting the
Standards

Attachment 6

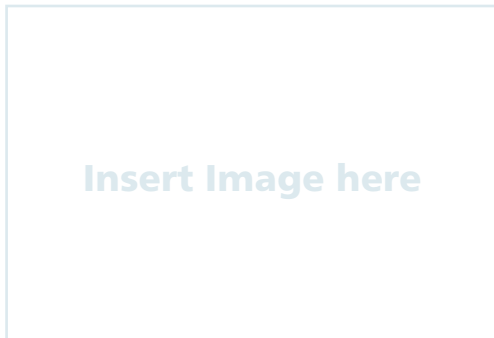
IMPROVE YOUR BUSINESS REPUTATION...

YOUR GUARANTEE OF PRODUCT PERFORMANCE

Make smart business decisions by dealing with smart businesses.

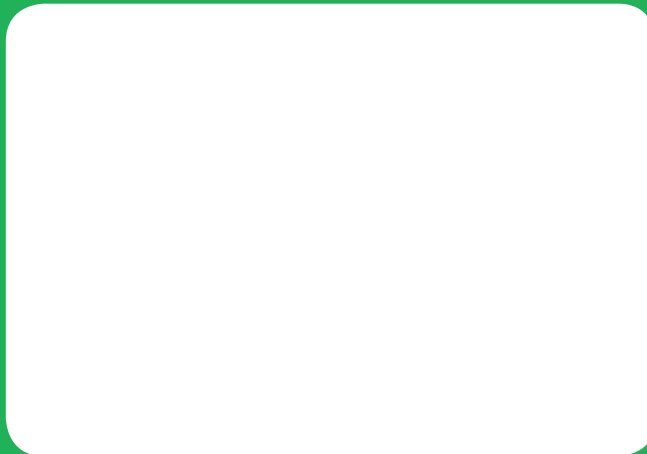
As a NIASA accredited business we are professional, responsible and committed to helping you get the job done right. Every NIASA business is also certified by Smart Approved WaterMark, which means we manage our water responsibly.

We stand behind the products we produce. This commitment will benefit you, your customers and most importantly, your business reputation.



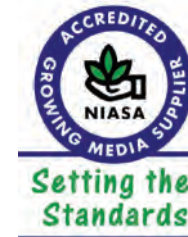
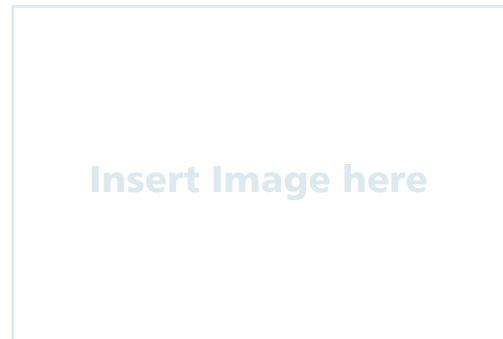
There are over 250 NIASA accredited businesses across Australia. To locate a NIASA accredited business, just look for the logo, contact your state or territory nursery industry association or visit the Nursery & Garden Industry Australia website:

www.ngia.com.au



NIASA ACCREDITATION

HELPING YOU IMPROVE YOUR BUSINESS REPUTATION



NIASA - Helping you improve your business reputation



IMPROVE YOUR BUSINESS REPUTATION...

...BUY FROM THE PICK OF THE CROP

The Nursery Industry Accreditation Scheme Australia (NIASA) is the nursery industry's best management practice program designed to raise the standard of businesses across Australia.

Through participation in NIASA, our business is leading the way and remains at the forefront of the industry.

As a reputable business, your clients deserve a professional result. By purchasing from a NIASA accredited business like ours, you will ensure your clients receive products of consistent quality and performance.

The NIASA logo - it's our way to help you 'set the standard' and grow your business.

The secret to a thriving business starts with NIASA accredited product!

WHY BUY FROM A NIASA ACCREDITED BUSINESS?

Your business will reap the rewards in dealing with a NIASA accredited business. Professionalism, dependable products, customer commitment and consistent quality and performance are just the beginning.

Above all, NIASA accredited businesses like ours are **committed to producing the best plants and growing media** across the Australian nursery industry sector.

To back up this commitment and maintain our NIASA accreditation, businesses are audited every 12 months. This ensures they adhere to the strict conditions as set out in the NIASA guidelines to deliver a high standard of product whilst being mindful of their impact on the environment.

THE NIASA LOGO IS YOUR GUARANTEE OF:

- Superior plants and growing media
- Independently audited business practices
- Consistent product quality
- Consistent product performance
- Environmentally sensitive production
- High level customer service



Insert Image here

Insert Image here

Insert Image here

WE ARE A NIASA ACCREDITED SUPPLIER OPERATING IN ACCORDANCE WITH INDUSTRY BEST MANAGEMENT PRACTICES

We guarantee to:

- Deliver a high level of customer service
- Operate a safe and professional workplace
- Manage water responsibly
- Follow environmentally sustainable work practices
- Demonstrate a high level of crop management
- Practice sound plant production hygiene



NIASA is part of the Nursery Production Farm Management System and funded by your Nursery Industry Levy



Horticulture Australia

Setting the
Standards

WE ARE A NIASA ACCREDITED SUPPLIER OPERATING IN ACCORDANCE WITH INDUSTRY BEST MANAGEMENT PRACTICES

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- Operate a safe and professional workplace
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Setting the
Standards



Horticulture Australia



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NIASA is part of the Nursery Production Farm Management System and funded by your Nursery Industry Levy



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Standards



Attachment 7

Nursery Production Farm Management System

GUIDING CHANGE AND TECHNOLOGY ADOPTION ON-FARM



EcoHort
Certified

BioSecure
HACCP

The Nursery Production Farm Management System (FMS) is designed for production nurseries, growing media manufacturers and greenlife markets. It provides businesses with the capacity to critically evaluate each component of their business to identify and manage areas of concern.

The Nursery Production FMS incorporates three key industry on-farm programs:

NIASA – The Nursery Industry Accreditation Scheme Australia provides guidelines detailing industry best management practices to assist businesses maintain a benchmark standard and undertake continuous improvement.

EcoHort – An Environmental Management System which offers businesses a risk assessment pathway to continually improve and demonstrate sound environmental stewardship and natural resource management.

BioSecure HACCP – A biosecurity program which helps businesses assess their current and future pest, disease and weed risks for both imported and exported material.



EcoHort
Certified

BioSecure
HACCP

In consultation with a Nursery Industry Development Officer (IDO), businesses can tailor the Nursery Production FMS to address their unique business needs. By using a systematic approach, businesses will have a pro-active plan for managing change, including technology adoption, resource efficiencies and enhanced profitability.



EcoHort
Certified

BioSecure
HACCP

The Nursery Production FMS is a holistic system designed to ensure a sustainable future for the Australian nursery industry. For more information on how Nursery Production FMS will help create a sustainable future for your business please contact:

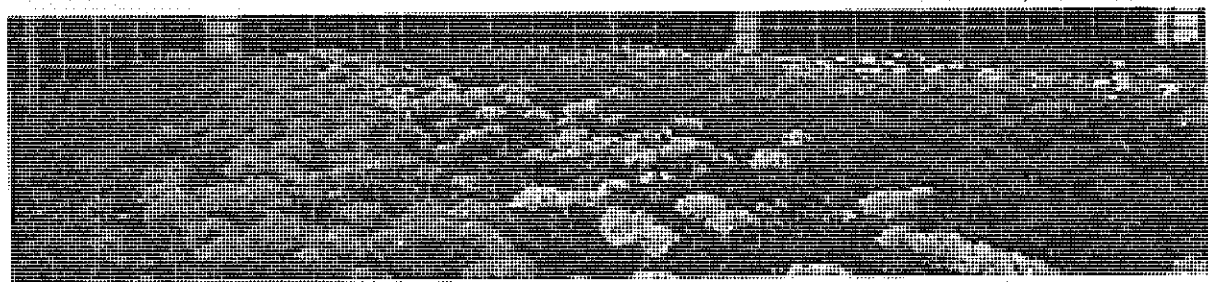
Nursery & Garden Industry NSW & ACT

Ph: 02 9679 1472

Email: info@ngina.com.au

Fax: 02 9679 1655

Web: www.ngina.com.au



NIASA

The Nursery Industry
Accreditation Scheme
Australia

THE STAMP OF PROFESSIONAL EXCELLENCE



**Setting the
Standards**

NIASA is the national Nursery Industry Best Management Practice (BMP) program for production nurseries, growing media manufacturers and greenlife markets.

The NIASA program consists of a set of guidelines detailing industry BMP for crop hygiene, crop management, water management and general site management. To gain NIASA accreditation, businesses must undergo an independent audit on an annual basis to ensure the integrity of the NIASA program is maintained.

Once accredited, NIASA provides formal recognition of a business's commitment to continuous improvement underpinned by a professional system to reduce business risk. The NIASA program is also endorsed by Smart Approved WaterMark, which recognises the genuine water savings gained by participating in this program.

The NIASA logo represents:

- Consistent product quality and performance
- Safe, environmentally sustainable and professional workplaces
- Improved profitability and efficiency within the workplace
- Guidance and support from a Nursery Industry Development Officer (IDO) through independent audits, business and technical assistance.



**Setting the
Standards**

The NIASA program underpins the Nursery Production Farm Management System – a holistic system designed to ensure a sustainable future for the Australian nursery industry.

For more information on creating a sustainable future for your business by implementing NIASA, please contact:



**Setting the
Standards**

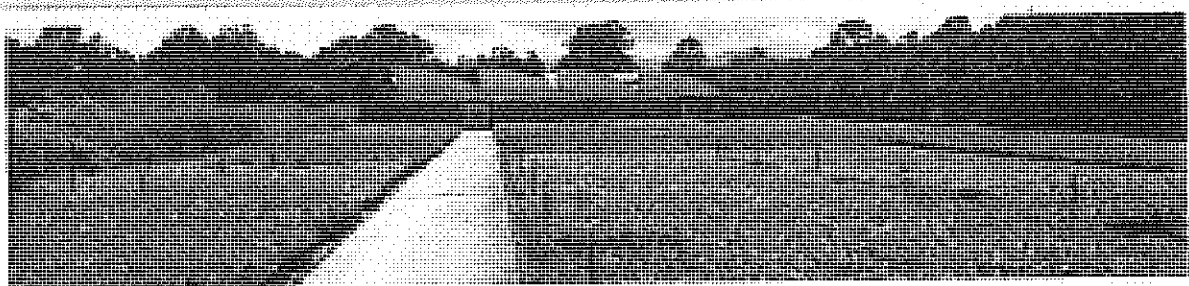
Nursery & Garden Industry NSW & ACT

Ph: 02 9579 1472

Email: info@ngia.com.au

Fax: 02 9579 1555

Web: www.ngia.com.au



EcoHort

The Nursery Industry
Environmental
Management System

THE STAMP OF ENVIRONMENTAL EXCELLENCE



EcoHort
Certified

EcoHort is the national Nursery Industry Environmental Management System (EMS) for production nurseries, growing media manufacturers and greenlife markets. The program is designed to assist NIASA accredited businesses further improve their business sustainability whilst addressing environmental and natural resource management responsibilities.

Importantly, EcoHort offers businesses with a risk assessment pathway to continually improve and demonstrate sound environmental stewardship and natural resource management to government, industry and the general community.

The EcoHort program consists of a set of guidelines covering the following core environmental management areas:

- Water
- Pesticides and chemicals
- Waste
- Energy
- Air, noise and odour pollution
- Site biodiversity
- Land and soil
- Risk assessment

To gain EcoHort certification, businesses must undergo an independent audit on an annual basis to ensure the integrity of EcoHort program is maintained.

Once certified, EcoHort provides formal recognition of a business's commitment to environmental and natural resource management and compliance with relevant environmental legislation. The EcoHort program is also endorsed by Smart Approved WaterMark, which recognises the genuine water savings gained by participating in this program.

EcoHort is a program in the Nursery Production Farm Management System – a holistic system designed to ensure a sustainable future for the Australian nursery industry. For more information on creating a sustainable future for your business by implementing EcoHort, please contact:



EcoHort
Certified



EcoHort
Certified

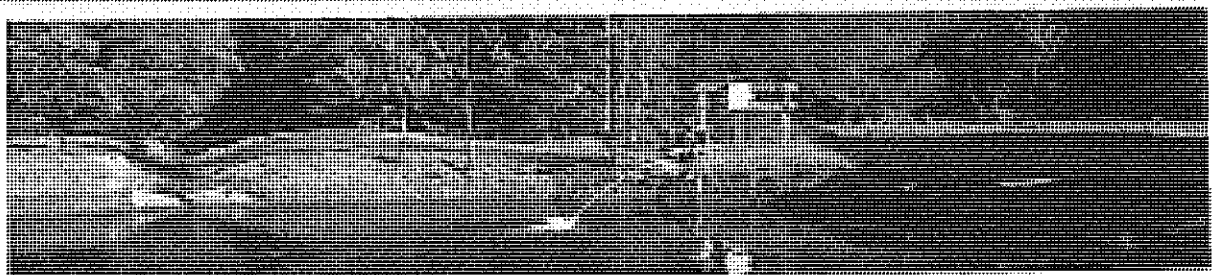
Nursery & Garden Industry NSW & ACT

Ph: 02 9679 1477

Email: info@ngina.com.au

Fax: 02 9679 1555

Web: www.ngina.com.au



BioSecure HACCP

The Nursery Industry Biosecurity Program

SAFEGUARDING THE NURSERY INDUSTRY



BioSecure HACCP

BioSecure HACCP is the national Nursery Industry Biosecurity Program for production nurseries, growing media manufacturers and greenlife markets. The program is designed to assist NIASA accredited businesses to assess their current and future pest, disease and weed risks.

The BioSecure HACCP program is framed on the principles of Hazard Analysis Critical Control Point (HACCP) which is a world recognised systematic and preventive approach to address hazards through anticipation and prevention, rather than end-product inspection and testing. BioSecure HACCP is a set of guidelines that provides businesses with methods to identify biosecurity risks and implement controls at critical points within their business system.



BioSecure HACCP

To gain BioSecure HACCP certification, businesses must undergo an independent audit on an annual basis to ensure the integrity of their BioSecure HACCP program is maintained.

Once certified, BioSecure HACCP provides formal recognition of a business's commitment to managing on farm biosecurity. It also assists these businesses in meeting their broader obligations and gaining recognition at a government level. Ensuring ongoing market access is a priority for any business.

BioSecure HACCP is a program within the Nursery Production Farm Management System – a holistic system designed to ensure a sustainable future for the Australian nursery industry.

For more information on creating a sustainable future for your business by implementing BioSecure HACCP please contact:



BioSecure HACCP

Nursery & Garden Industry NSW & ACT

Ph: 02 9679 1472

Email: info@ngina.com.au

Fax: 02 9679 1655

Web: www.ngina.com.au



Attachment 8

Reinforce your business reputation with the Nursery Production Farm Management System



Get your free information pack valued at over \$50*

*Conditions apply

The Nursery Production Farm Management System (FMS) enables you to critically evaluate each component of your production nursery, identifying areas of concern and managing identified risks. It allows you to validate your business's integrity within the supply chain through an independent auditing process across the disciplines of best practice, environment and biosecurity.

The Nursery Production FMS includes 3 key programs:

- **NIASA** - Ensures you maintain a benchmark standard and assists in continuous improvement.
- **EcoHort** - Demonstrates you have sound environmental stewardship and natural resource management.
- **BioSecure HACCP** - Manages your biosecurity risks for both imported and exported material.



To secure your free information pack register at www.ngia.com.au or contact us on (02) 8861 5100.

Appendix 9

Nursery Production Farm Management System

By Dr Anthony Kachenko: Environmental & Technical Policy Manager NGIA

During the recent 2012 Nursery and Garden Industry National Conference, on Friday 16 March, Nursery & Garden Industry Australia (NGIA) hosted a breakfast with businesses engaged with the Nursery Production Farm Management System as well as greenlife buyers from some of the country's major retailers.

The purpose of this event was to provide these businesses with the opportunity to network with buyers directly and their accredited colleagues from all corners of the country. More than 85 engaged businesses attended as well as buyers: Cheryl Reynolds (Big W), Greg Larfont (Lynch Group), Larry King (Lynch Group), Susan Burns (Growmaster representative).

Businesses were updated with some key benefits of the program that NGIA has secured including:

- Phosyn discounted analytical services for soil, media, water and plant tissue sampling. All accredited businesses are entitled to a 15% discount off an already competitive price.
- Pathology discounted diagnostics through levy funded HAL R&D Project NY11001 'Plant health biosecurity, risk management and capacity building for the nursery industry'. All accredited businesses are entitled to a 50% discount off all diagnostic sampling.
- Discounted access to Farm Minder which provides businesses with access to hundreds of thousands of Material Safety Data Sheets (MSDS) and label documents with notification of changes to these when they occur. Accredited businesses were advised that they are entitled to a discount of 30% off the subscription cost of Farm Minder.

Breakfast delegates were also provided with an overview of how the Nursery Production Farm Management System operates with management and administration undertaken by NGIA in conjunction with a National Nursery Production FMS Committee. This Committee has representatives from each State Accreditation Committee and is chaired by a national Board member.

State Nursery Production FMS Committees manage the program on a day-to-day basis in each jurisdiction overseeing program administration, compliance and auditing.

Finally, some additional benefits associated with the Nursery Production Farm Management System were discussed including the recent developments relating to the 2012 Plant Quarantine Manual Tasmania (PQMTas) where four options with specific conditions for import of nursery stock into Tasmania were discussed. One of those options relates to the Nursery Industry Accreditation Scheme Australia (NIASA).

The Smart Approved Water Mark (SAWM) endorsement of NIASA and EcoHort was also discussed. This development means that NIASA and EcoHort businesses can use the SAWM logo in their marketing materials as a method to showcase the genuine water savings achieved by these businesses to the wider public.

If you would like further information on any of these benefits, you can contact me on (02) 8861 5100 or email anthony.kachenko@ngia.com.au. Alternatively, contact your State or Territory association and arrange a visit by your regional IDO.



This event provides businesses with the opportunity to network with buyers directly



Growmaster representative Susan Burns, Colin Groom from Domus Nursery