

NT Horticulture and Agriculture



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Member of 2016 Northern Australia Food Futures Conference Committee



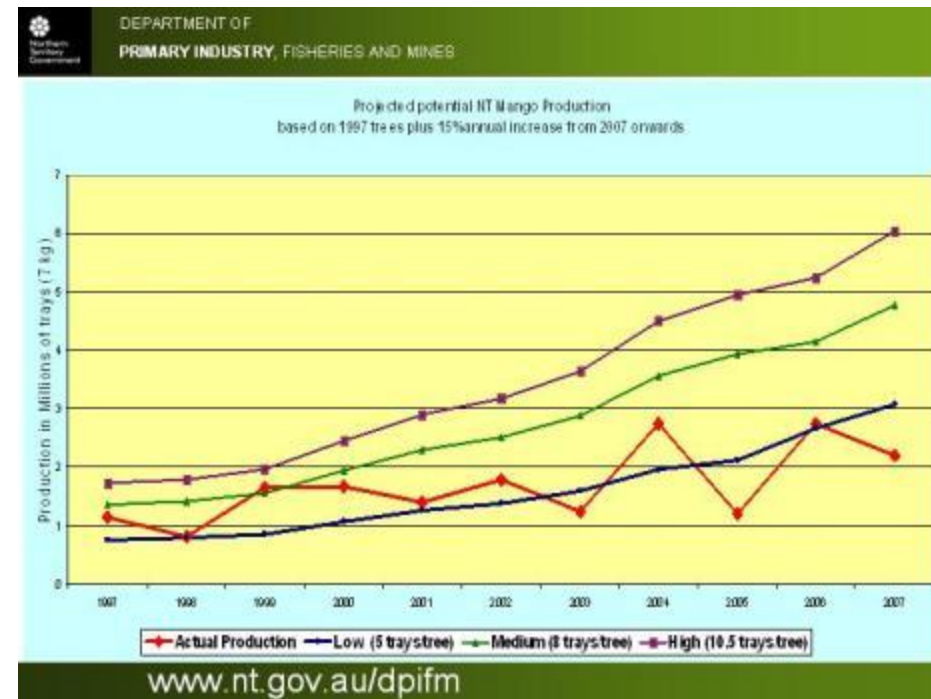
NT Hort and Ag Production

Started from zero 1980

10,000 hectares of
irrigation

\$180-\$200 million/yr.

Total production value





NORTHERN AUSTRALIA
FOOD FUTURES



FARMERS



Mangoes	\$60 - 80 million	Nurseries	\$10 - 15 million
Melons	\$50 - 60 million (pre-CGMMV)	Fodder	\$15 - 20 million
Asian Veg	\$30 - 40 million	Minor crops	\$1 million



NT farming persisted for 30 years

Ord produces \$100 million

Total NT + Ord around \$300 million

NT + Ord production: Northern live cattle export

(Source MLA export statistics 2007-2012)

Still growing

Business models

- Some \$10-20 million

- Many \$3-8 million

- Families, corporate, offshore

- Vietnamese, NT & Qld links

- Many failures, many mistakes

- Many left but industry survived and grew

Successful Business Models

Research + commercial development = success

Calypso mangoes by Harvest company, Pinata mangoes

Long supply lines using multiple locations NT & Qld

Pinata, Manbulloo, Calypso, Sweet Life Melons

Vertical integration - markets and production

Calypso, Pinata, Sweet Life melons, Chia, Red Dirt Melons

Technology drives development

Seedless melons, early mango flowering,

Genetics

mangoes yield and export

Market first

Chia

Persistence

Vietnamese, family farms, mango industry

MIS

Forestry, sandalwood, mangoes



Our Success Factors (looking back)

1. Markets and economics drive all development
2. High initial prices for
 - high cost of development
 - cost of learning
 - Individual business failures
3. Start small and grow big
4. NT Government critical in
 - R, D & E
 - Land releases in precincts for suitable land.
 - Water resource investigations



The Future - the stars align

- Northern Australia White Paper
- Challenge the perception that
Northern Agriculture = failure
- Economics as the driver for investment
- Develop profitable farming systems to give a true
return on investment
- Well researched investment packages



The Future – how to line up the stars

- Don't be scared to pick winners - best bets/dry gullies
- Remove impediments for entrepreneurs – land, water and infrastructure, precincts
- Indigenous participation as an integral partner in northern agriculture development
- Genetics for the North needs dedicated R&D
- Environment sustainability to underpin northern development





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CONFERENCE 2016

Investment in Northern Agriculture

DARWIN, 11 - 13 APRIL 2016

<http://wired.ivvy.com/event/NAFF16>

