



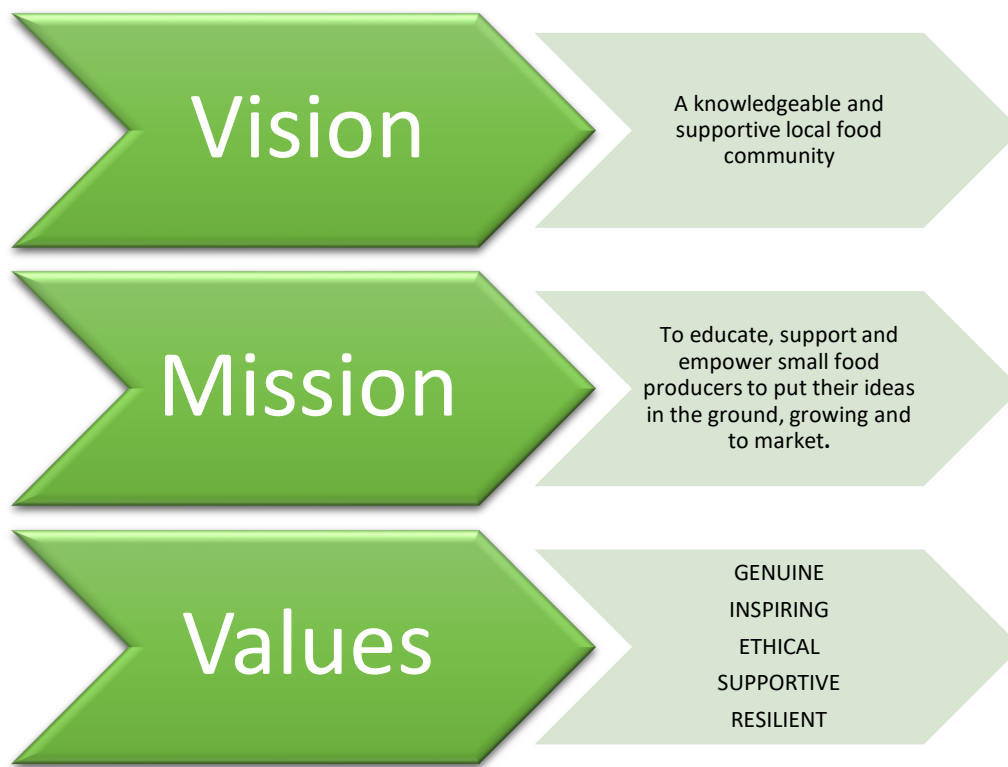
ANNUAL REPORT

2021/2022

**Sustainable Production,
Research & Training Inc**

**Sprout Tasmania
ABN: 77 001 889 484**

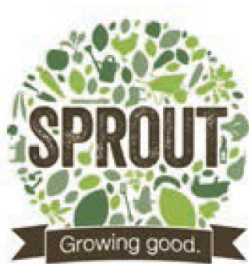
Our Mission & Vision



Our History

Sustainable Production Research and Training Incorporated (trading as Sprout Tasmania) was established in December 2011 as a not-for-profit organisation that provided research and training services to small-sized food producers.

Today, Sprout Tasmania has grown into an organisation managed by a volunteer board, employing a CEO, two casual staff and engaging with volunteers.



Why we do what we do...

Sprout exists to change the conversation about local food systems and support local producers to grow and market ethical, sustainably produced food that supports thriving local economies.

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SECTION 1

AN OVERVIEW OF SPROUT TASMANIA

ABOUT US

Since its inception in 2011, Sprout Tasmania has evolved into an organisation that is recognised for its passion, support and ongoing education contribution to the Tasmanian food community.

Armed with our vision for Sprout and our members; to be “**a knowledgeable and supportive local food community**”, Sprout has continued to focus on the core projects we know bring about positive results for local producers.

We help aspiring farmers turn their ideas into thriving, sustainable small businesses; and have supported the success of a wide variety of entrepreneurs, from all walks of life and all over the state.

Our programs are practical, useful and successful and offer real-world learning, networking and growth opportunities. Backed by a wealth of expertise, Sprout's board of directors and many volunteer supporters, we are to provide a year-round calendar of events for small producers and growers to connect, learn and grow.



OUR PEOPLE

Board committee members (as at 30 June 2022)



Tony Scherer
Patron



Justin Birchmore
Chairperson



Stephen Peak



Don Thomson
Secretary (retiring)

Sue Cutler
Treasurer & Public Officer

Employees & contractors



Jennifer Robinson
General Manager



Ollie Benson
Producer Liaison



Carissa Devereaux
Bookkeeper

OUR SUPPORTERS

Sprout Producer Program - Scholarship Sponsors for 2021



Event & Program Sponsors

We would like to also acknowledge the project specific support we have received from the Tasmanian State Government, Department of Natural Resources & Environment

STRUCTURE & MANAGEMENT

The position of part time CEO has continued to support the ongoing management of the core areas of the organisation, as well as strategic planning, staff management and fundraising.

A Bookkeeper now provides ongoing casual support to the CEO and Treasurer in the areas of finance and reporting.

Two casual staff were working up until February 2022, when Raj resigned from her role, and Oliver Benson agreed to increase his hours to take on the work Raj had been undertaking.

- Producer Liaison (Oliver Benson)

CHAIR'S REPORT

Justin Birchmore

Although this Report specifically covers off on the last financial year, I find it interesting to reflect upon my two and a half years as Sprout's Chair. Putting aside the specific initiatives covered off in my last report to ensure the organisation's ongoing relevance, I believe the period has been quite regenerative for us against the backdrop of a very challenging environment. Much greater numbers now better understand the importance of the small-scale food production sector, its shorter supply chains and associated positive impacts upon health and the environment.

During the last financial year, the organisation was adequately funded to continue its work, but it's not uncommon for not-for-profit organisations to experience cash challenges and some unexpected delays in receiving funding found us applying greater levels of scrutiny to the bank balance at times.

This does highlight the importance of providing value for our members, which continues to be actively pursued. In this way, we hope to build membership numbers and the associated revenue stream at a time when government and donors are looking to get back on top of a financially stressful time of late.

We are of course very grateful for government and donors who do continue to support us to the extent possible and our CEO will provide some detail in her report as to what that has achieved for us over the term.

However, bucking the trend, it is worth mentioning our first Small Scale Producer Survey that identified, amongst other findings, that a large proportion of growers are looking to grow through further investment. That didn't go unnoticed by the then Primary Industries Minister, Guy Barnett, and later his successor, Jo Palmer, when we presented those findings.

Our often-unseen advocacy role in finding a voice for small scale producers through initiatives such as this is important, as I believe providing greater input into policy development will be an important role for Sprout moving forward.

During the year, Stephen Peak joined our Board, but the resignations of Tim Russell-Jarvie and Larna Pittiglio saw the loss of two tremendous contributors. It was also a great loss to learn recently of Don Thomson's intention to resign at this AGM. Thank you also to Raj McBurnie, who resigned from her role. My thanks go out to all of you. I'm sure we'll see you at future events.

On the flip side, we did manage to engage Ollie Benson during the year as our Producer Liaison and he certainly hit the ground running. We also put a call out for new directors recently and we were pleased to accept the applications (subject to the approval of members at the AGM) of Kate Field, Lauren Byrne, Libby Graham and Barry Hemmings. Together with myself, Stephen Peak and Sue Cutler, the skills around the diverse Board continue to be broad and impressive.

In conclusion, I'd like to again acknowledge and thank fellow board members, our executive team ably led by Jennifer Robinson, our members, sponsors, donors and volunteers for all of their tremendous work. Thank you also to our Patron, Tony Scherer, for his ongoing guiding hand.

Yours sincerely,

Justin Birchmore

JUSTIN BIRCHMORE
CHAIR

CHIEF EXECUTIVE OFFICER'S REPORT

Jennifer Robinson

It has been a year of kicking goals for Sprout and I am thrilled to share some of these achievements with you all.

Firstly, I would like to thank the long-term supporters of what we do from both Blundstone Australia and Tasmanian Women in Agriculture. Your support of our work, both financial and beyond, enables us to achieve great outcomes for our producers.

We were keen to expand our reach, to build our own capacity to assist more producers across the state. We know from our survey, that finding learning material to assist with becoming a small-scale sustainable producer in Australia and Tasmania is sometimes a challenge. So, we pitched a project to the State Government for funding to allow us to build an online learning management system and bring all our education material into this interactive platform.

It has been so satisfying seeing the fruits of our labour with the launch of The Hub happening last month. This online platform enables us to significantly grow the number of producers we can support throughout the state, and we know that the work that exists in this space is only the beginning.

Cross Pollinate 2021 was another incredible achievement in November. We held a day long roaming on farm event where we visited Early Bird Farm, Port Cygnet Cannery and Beaupre Farm to learn about market gardening, composting, soil and microscopy, listen to stories of farmers and learning about the importance of 'people care' in any business. Our end of conference dinner the Long House in Hobart was a warm hearted, wonderful event with Adam James cooking up a storm outside in the pouring rain.

Overall, it was a successful event and we had over 100 attendees across the day and dinner, with many people connecting for the first time and building those networks that we know will thrive outside of Sprout events.

We were also successful in gaining funding for our Sprout Producer Program from the Tasmanian State Government, from the Department of Natural Resources and Environment with \$40k pa over a three-year period. It is satisfying to see that support for the small-scale sector of Tasmanian agriculture is really growing. Thank you to the Minister Jo Palmer and her team for their ongoing support.

Sprout is also in the midst of looking at registering as a Charity through the ACNC and then moving forward with an application for DGR endorsement. Our work through our various projects delivers positive outcomes for landscape function, knowledge of sustainable farming practices and encouraging farmers to support their local economy and community. We know that being a registered Charity will open more doors in terms of garnering financial support from the philanthropic sector and beyond.

Ahead in the medium to long term, we will be gathering more data about the sector through repeating our small producer survey, as well as data about the work that we do and our outcomes, so that we can tangibly show the impact on environment, economy and community.

I look forward to engaging with everyone in our Sprout network on our future projects.

Sincerely,

Jennifer Robinson
Chief Executive Officer

OUR OBJECTIVES AND ACTIVITIES

Activities

Sprout Tasmania is a not-for-profit organisation that educates, supports and empowers small Tasmanian producers. Sprout has an overall objective of GROWING GOOD – growing good food with care for our environment and our community.

Summary

Workshops Topics covered
Agritourism
Compost making
Compost teas
Soil microscopy
Selling to hospitality
CSA – how to
Diversification – inc Business model canvas and SWOT.
Values based decision making and storytelling – know your why
Market Gardening
Soil health – agroecology
Fermentation compost making

Events/Activities
Cross Pollinate
Cross Pollinate Dinner
Sprout Producer Program
The Hub – online learning management system
Advocacy
Workshops

Sprout Producer Program

Report produced by Ollie Benson, Producer Liaison

Over the period of 2021-2022 we have had our cohort of SPP 2021 participants continue with their year, and the next SPP participants for 2022 have been inducted and are underway with their program.

2021 Graduates	2022 Inductees
South Arm Farm – Libby	Early Bird Farm – Jenna & Zeb
Tamar Valley Eggs – Katt	Springdale Farm – Luke & Mel
Karoolalla Farm – Cate & Rupert	Rise & Shine Farm – Nick & Coral
Old Beach Berries – Cathryn & David	Hillwood Fresh Food – Jordan
Rosella Roost – Anthony & Paula	Old Orchard Farm – Christie
Beaupre Farm – Chris & Colin	Westbae Pastoral – Patreena & Josh

In the last 6 months of the 2021 Sprout Producer Program the group successfully completed the program.

In June we visited Katt and Duncan at Tamar Valley Eggs, to understand how far they have come in the three years since moving to Tasmania. We had a tour of their farm to view their mobile chicken caravans and to understand how a pastured egg business operates. Kirk Forrest, who took part in the SPP in 2016, was our guest speaker for the day.

In late July we were at Beaupre Farm, home of Chris and Colin. We were treated to a tour of their property where we discussed how their regenerative journey has led them to discover the wonders of compost and compost teas. We met goats and shared in their dreams for Beaupre Farm. After lunch Sadie Chrestman was our guest speaker and we talked all things agritourism.

In September we met at South Arm Farm where Libby Graham was in the process of establishing a market garden. The morning was spent discussing the highs, lows and challenges Libby had experienced over the year. We then got our hands dirty with a group working bee. After lunch we had Luke Burgess speak to the group about the special relationships that can be garnered between producers and chefs, before Dylan and Grace from Broom and Brine spoke about what it means to run a CSA.

Our last field day was at Karoolalla Farm where Cate and Rupert have been busy building a multi-enterprise farm, with chickens, cows, sheep, and a market garden. Their coaching session discussed how they can move from their establishment phase, and in the afternoon, we took the group to visit Fork It Farm where farmers Kim and Dan shared their story moving from Queensland to become pig farmers and on-farm butchers in Tasmania. Throughout these months we continued to support the cohort with monthly online sessions, offering the group a safe space to share their ongoing highs and lows on and off farm. These sessions have become an invaluable and ongoing resource to help Sprout identify ways in which each producer needs support or specific assistance. We were also able to run an online session with Bonnie Tuttle which looked at how to use Business Model Canvases and SWOT analysis for future opportunities and held a practical compost making workshop at Rocky Top Farm.

In August 2021 applications for the 2022 cohort opened. We received a record number of applications, choosing six producers we felt had the most to gain from the program. They were inducted during an online workshop that introduced them to the organisation and the program and we ended with a session run by Jen Murnaghan from Digital Dandy.

In March we kicked off the field days with a visit to Nick and Coral at Rise and Shine Farm. Theirs is a mixed enterprise farm and we took a tour of the property, meeting pigs, chickens, alpacas and looking at their ever-expanding market garden. The coaching session explored the many facets of their business to try and help determine what enterprises they could expand, and in the afternoon, we ran a workshop with the market gardener Stu Rose. Outside of their field day we have assisted Rise and Shine procure a boar and in Coral's own

words, 'SPP has been our catalyst to explore new outlets, build and foster networks, learn more about small scale farming and business, and has given us the tools to clearly articulate what we do and why and to navigate our farm business into the future.'

The next field day was held in April at Westbae Pastoral, home of Josh and Patreena West. Josh and Patreena farm cattle, sheep, and pastured chickens for eggs on their 200-acre farm outside of Sheffield. Soil ecologist Robin Tait ran our workshop session. We heard from Robin as she described her journey from conventional agronomist to soil ecologist before heading out to the paddock to discuss the importance of soil health, and how to view weeds using a different lens. 2022 has been a huge year for Westbae, with their egg enterprise off and running. Sprout has been on hand to assist them navigate the regulatory requirements and they now supply a number of top cafes, restaurants and retail outlets in and around Hobart.

The third field day, and the last of the 2021-22 year was to Springdale Farm in Collinsvale. Having moved from Queensland 5 years ago Luke and Mel have been busy growing their kitchen garden into a space that now provides vegetables for their community. With 119 veg boxes sold over a 22-week period in 2022, and with plans for continued expansion, this is exactly the sort of story we aim to promote and support. In the afternoon we had Brian Horsley from Macro Boost present to the group to explain the art of fermentation compost making. A couple of weeks later Luke did an incredible job sharing his story as part of our first Cross Pollinate online workshops.

We have also been busy increasing our offering within the program. With the launch of our online learning management system, the Sprout Hub, the cohort have been able to work through their education online. We have continued to have monthly online sessions and have run a field trip for four producers within the group to visit Jo Smith at Bruny Island Market Garden. Other field trips were organised for the second half of the year.

Cross Pollinate 2021

On Friday 12 November 2021 old and new Sprout friends attended Cross Pollinate 2021. This year we got back on farm and experienced all the weather conditions along with amazing people presenting, connecting, and learning.

The day began at [The Early Bird Market Garden](#), where Zeb and Jenna opened their farm and shared their story and plans for the future. It was an engaging session which drew many questions and conversations.

"It was fantastic to see a working market garden, including parts that are changing or not working as hoped. Jenna and Zeb were incredibly open and generous with what they shared which added to what we could learn."

The next stop was [The Port Cygnet Cannery](#) who were outstanding in providing us with not only delicious food and drink but an amazing space for our panel discussion.

Franca Zingler from the management team at TPCC was our wonderful host and facilitator of our panel discussion.

Our panelists Sulyn Lam ([sulynsgarden](#)), Kate Plaschke ([eska.farm](#)), Grace & Dylan ([broomandbrine](#)), and Rich Butler (Glen Huon Dairy) who wholeheartedly opened up and shared themselves as growers and people.

"Informative and powerful stories about people's journeys into sustainable agriculture."

After connecting over delicious seasonal pizzas cooked by Lachlan Colwill and his team, we headed to Beaupre Farm and Cottage for the workshops.

Chris and Colin generously opened up their farm and provided a dry space for our soil workshops. Chris led a session on 'Microbiology of Soil' and Colin led a session on 'compost teas.' They were joined by Matthew Evans from Fat Pig Farm who discussed 'Soil' the topic of his recent book, Mitch Thiessen ([@agrariankitcheneatery](#)) and Tony Scherer ([@heirloomtony](#)) who ran a session called 'Compost 101'. Despite the drastic change in weather the sessions ran well and were enjoyed by all. We are so grateful for the opportunity to collaborate with these people this year.

"Informative. Wetted the appetite for more knowledge. Beaupre Farm and composting showed the 'meat on the bone'."

"Wish we had a bit more time! So much material to go through and definitely keen for further workshops."

Our event was well attended during the day with 70 attendees, and the dinner was attended by 80 people from different parts of the food and agricultural sectors. We would like to thank our sponsors for their generous support of our event and organisation; Eat Well Tasmania, Blundstone, Old Beach Berries and the Gilding family.

We had some incredible volunteers this year to really make this event tick along like a well-oiled tractor! Thanks so much to Emilia and Isis who rallied all our attendees from the various locations, and wrangling plates at the dinner. Anna Brozek for being our volunteer photographer, so very much appreciated. To our farm hosts Jenna and Zeb as well as Colin and Christine, and our guest speaker Matthew Evans, our panel members Kate Wilson, Sulyn Lam, Rich Butler, Dylan and Grace. Our compost gurus, Mitch Thiessen and Tony Scherer. Thanks also go to Adam for curating the most awesome menu for all of us to enjoy, Polly McGee for being our amazing MC, Hannah Maloney for inspiring us all to strive for a good life. Thanks to the team at Long House for a memorable venue and awesome Kunzea soda.

Advocacy & Awareness

Sprout always takes up the opportunity to advocate for small Tasmanian food producers and has been working with a range of local media outlets, including various ABC radio programs, The Mercury, Brand Tasmania and Tas Country, to share key messages about the importance of supporting producers and buying locally grown, seasonal foods. Here are some specific examples of projects undertaken by the team over the past year:

- **Tasmanian Agricultural Coordination Group** – Sprout sat as a member of this State Government convened group. There were various stakeholders from across the broad agricultural sector as well as State and Federal government representatives. All members were bringing to the virtual table any feedback from their own unique section of the community, and to collaborate, share and work together to get through those early months of COVID-19 lockdown, and beyond into recovery.

TREASURER'S REPORT

Please find attached the financial report for the year ended 30th June 2022, with the prior financial year shown for comparison.

It should be noted that the financial results for these years are shown on an accrual basis.

Sprout has successfully managed another challenging period during FY22 and has once again recorded an increased income from a variety of streams. The OLMS grant funding received from the Government significantly contributed to the overall increase. Expenses have also increased as expected in line with this, with employee expenses being the largest component, then consultants following closely after.

The board has continued to prudently and strategically manage the financial capacity and resources of Sprout in the FY22 period and with a continued commitment to bringing in further major sponsors during FY23.

Sprout has sufficient cash reserves to continue to operate in the medium term, with core projects being supported by the three-year government grant which began in FY22, and will continue until FY24. There will remain a need to continue to seek out the support of other corporate sponsors and community donations.

It is anticipated that Sprout will finish the FY23 in a favourable position.

FINANCIAL STATEMENTS

Profit and Loss

SUSTAINABLE PRODUCTION, RESEARCH AND TRAINING INC.

For the year ended 30 June 2022

	2022	2021
Trading Income		
Consultancy Income	465.00	-
Donations	7,425.31	2,091.97
Event - registrations	17,920.33	12,996.30
Event - sponsorship	8,600.00	10,200.00
Government funding	40,000.00	47,661.00
Government Grants - Projects	109,729.00	-
Interest Income	-	0.73
Memberships	3,910.00	3,328.91
Sprout Producers Program	5,460.00	5,825.00
Total Trading Income	193,509.64	82,103.91
Cost of Sales		
Accommodation	135.00	1,877.99
Catering	11,181.12	6,936.79
Equipment hire	1,347.54	-
Venue hire	3,658.00	2,830.00
Total Cost of Sales	16,321.66	11,644.78
Gross Profit	177,187.98	70,459.13
Other Income		
Jobkeeper Funding	-	6,000.00
Payroll Tax Rebate COVID-19 (Cashflow Boost)	-	5,000.00
Total Other Income	-	11,000.00
Operating Expenses		
Accounting software fees (Xero)	622.65	480.28
Advertising	110.14	494.90
Audit Fees	1,752.50	-
Bank Fees	79.25	25.99
Consulting	79,416.00	16,837.50
CRM fees	1,771.97	1,054.37
Depreciation	493.20	-
Donations out	259.91	-
General Expenses	198.09	187.35
Gifts	610.00	335.00
Insurance	2,531.31	4,290.68
Internet Expense	286.90	120.00
Merchant fees - payment gateway	445.85	358.05
Office Expenses	212.54	163.00
Printing & Stationery	317.86	689.50
Promotional material	-	700.00

Section 3

	2022	2021
Rent	5,240.19	4,385.26
Subscriptions	825.73	230.89
Superannuation	7,486.00	3,585.17
Telephone	180.00	202.50
Travel - state & national	2,531.90	2,926.30
Wages and Salaries	79,047.80	43,012.05
Web hosting	87.45	287.28
Total Operating Expenses	184,507.24	80,366.07
Net Profit	(7,319.26)	1,093.06

Balance Sheet

SUSTAINABLE PRODUCTION, RESEARCH AND TRAINING INC.

As at 30 June 2022

	30 JUN 2022	30 JUN 2021
Assets		
Bank		
Business account - Debit card	655.70	405.89
F2F Trading	0.01	0.01
Sustainable Production Research and Training Inc	39,351.60	67,636.18
TQA (nee Petty cash)	0.60	0.60
Total Bank	40,007.91	68,042.68
Current Assets		
Accrued Income	12,390.00	-
Prepaid Expenses	3,790.00	2,355.60
Total Current Assets	16,180.00	2,355.60
Fixed Assets		
Computer Equipment	1,487.00	1,487.00
Less Accumulated Depreciation on Computer Equipment	(493.20)	-
Total Fixed Assets	993.80	1,487.00
Total Assets	57,181.71	71,885.28
Liabilities		
Current Liabilities		
Accounts Payable	2,162.50	2,790.06
Accrued Expenses	15,118.66	12,437.93
Income received in advance	16,250.00	-
PAYG Withholdings Payable	3,110.00	858.00
Superannuation Payable	265.60	866.08
Unearned Income	-	27,339.00
Total Current Liabilities	36,906.76	44,291.07
Total Liabilities	36,906.76	44,291.07
Net Assets	20,274.95	27,594.21
Equity		
Current Year Earnings	(7,319.26)	1,093.06
Retained Earnings	27,594.21	26,501.15
Total Equity	20,274.95	27,594.21

SECTION 4

OUR OTHER IMPORTANT INFORMATION

ACKNOWLEDGMENTS & THANK YOU

We would like to take this opportunity to thank all those who are involved in or who support Sprout and our endeavours.

Donors

We have some donors who wish to remain anonymous, and yet we would like to acknowledge their ongoing support of our organisation.

Volunteers

Thank you to all our volunteers, who give up their time to support the projects we undertake. You are all incredible and have such passion to see the producers in our state flourish, and we hope we are able to give you some fantastic experiences in return! Thank you.

Members

Every member of Sprout helps to keep us current, focussed and true to what we are trying to achieve. We always welcome feedback and ideas, so never hesitate to drop our General Manager an email. Thank you.

HOW YOU CAN HELP

Become a member

Join our membership base to become a part of our Sprout community. Your membership fees assist us in all the work we do, enables us to support small producers in the state through our scholarship program, events and advocacy. You will also get access to the following as a valued member:

- access to mentoring connections
- advocacy support if you are a small-scale producer
- access to educational units
- access to The Hub for learning, resources and connections
- able to attend conference at member pricing
- able to attend other events at member pricing
- seasonal e-newsletters
- voting rights at AGM

For more information jump onto our website – www.sprout.org.au.

Volunteer your time

Join as a volunteer and we will help you to have the experience of a lifetime supporting Tasmanian producers to do what they do best. We like to try and offer our volunteers the chance to be involved in the projects that interest you, and to be a part of our family in whatever way suits you. So that we can get to know you more, and work out how you can be involved, visit our website to register your interest and a member of our team will be in touch.

Make a donation

Any funds we receive as part of our donation scheme go straight towards the Sprout Producer Program and other projects we undertake which help us to achieve our mission to educate, support and empower small food producers to put their ideas in the ground, growing and to market. Visit our website to make a donation.

Become a sponsor

Sprout is keen to talk to corporate organisations whose values and ethics align with that of Sprout, and who are keen to support small producers and the Tasmanian food industry on the whole. Email jennifer@sprout.org.au to start that conversation and explore the opportunities.

Other ways you can help our cause

If you are in the hospitality industry and are keen to connect with more producers or have ideas about how Sprout could help you connect to those growing or farming the food, then touch base with us via email or phone (info@sprout.org.au or 0419 519 296). We would love to hear from you.

LOOKING TO THE FUTURE

What we aim to achieve

Looking forwards, Sprout is driven to become a place of knowledge, of connections and networking, of advocacy and support in representing the small-scale producer sector, to have a collective voice.

Our completed Strategic Plan is available on our website.



2020-2025 Strategic Plan

Our Vision

Our long-term vision is that:

Sprout is recognised as the key organisation supporting the success of small and emerging sustainable food producers in Tasmania.

Our vision for the next 5 years is:

to have consolidated our unique 'place' as the recognised organisation developing and supporting small and emerging sustainable producers in Tasmania.

CONTACT US

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Twitter: @sprouttasmania

Instagram: @sprouttas

#empoweringsmallscaletasriefarmers