

2023 ANNUAL REPORT





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WHO WE ARE

Citrus Australia is the prescribed peak industry body representing the nation's commercial citrus growers.

Under the guidance of our skills-based Board, the team at Citrus Australia provides vital services to industry across the whole supply chain. The organisation is supported by more than 300 grower and affiliate members.

Our Vision

Citrus Australia will lead the Australian citrus industry on a continuous trajectory of sustainable and profitable growth.

Our Purpose

To service, champion, and lead a dynamic, resilient and progressive Australian citrus industry through research, development and advocacy.

Our Values

1. Taking the lead
2. Having vision
3. Being courageous
4. Acting ethically
5. Showing integrity
6. Always professional

STRATEGIC *Pillars*

PEOPLE & CULTURE

We are committed to the continuous development of our organisation's culture, investing time and resources into the development and training of our staff, along with leading the industry's education and growth. We will sustainably grow the company in line with our vision of being an employer of choice.

PROTECT & PREPARE INDUSTRY

Our Citrus Industry Biosecurity Strategy is embedded and enacted. We will continue to map the national production base. This will improve traceability, along with our ability to deliver effective emergency response operations. We have adopted a sustainability focus for our pest and disease management.

GOVERNMENT POLICY & ADVOCACY

We will advocate and represent the industry on key issues, holding all levels of government to account. We will build and maintain strong networks with stakeholders across the sector and lead the industry in good governance.

LEVY INVESTMENT CONSULTATION

We will consult with and on behalf of industry on issues impacting production and marketing. We will set the direction of research and development investment in the citrus industry and utilise national and international networks to optimise levy investment.

OPTIMISING MARKETS

We will continuously work to improve market access conditions for Australian citrus growers and exporters, and support export growth in key markets. We will engage and inform the retail sector and champion 100% fresh Australian juice.

COMMUNICATION & ENGAGEMENT

We will continue to keep industry informed and engaged through multiple communication platforms, both established and emerging. We will deliver high quality regional and national forums and extend knowledge on citrus research and development projects.

FROM THE CHAIR



I'll begin by thanking you, our members, for your support throughout the 2023 season, which has had its tough periods and tested more than a few of us. Your ongoing support is crucial to the success of Citrus Australia as an organisation and helps us set the direction for industry into the future.

Some seasons it's hard to catch a break – 2023 was one of those. Australian citrus is renowned for its colour, flavour and size, but the weather conditions again made it difficult for many to achieve these key criteria. We have some challenges ahead, but they would be softened by good growing conditions and a year of high-quality fruit – perhaps 2024 will be kinder.

Through 2023, I was able to visit many of the growing regions and support the work being done by the Citrus Australia team by listening to your issues and taking on your feedback. The company has developed a new strategic plan, which reflects the priorities we have heard through our consultation on the things that matter most to our members and the industry at large.

Our regional and issues committees are key to our success as a peak industry body. These committees are focal points for consultation on a range of issues and will become an important part of levy investment consultation in 2024 and beyond. We have been working to improve the process of levy investment with Hort Innovation to ensure all key priority areas for industry are adequately funded. We will look to appoint a new staff member in 2024 to further assist this process. Thank you to those committee members who volunteer their time to participate and provide connection to

regions and insights on issues across the supply chain.

We've entered several new Corporate Partnerships in 2023. While these partnerships support Citrus Australia's activities financially, they also present opportunities to add value to our members. In 2023, our Corporate Partner TOMRA hosted Citrus Australia members on a tour of California's citrus growing regions, visiting numerous orchards and packhouses. I'd like to thank all of our partners throughout 2023 and look forward to our continued relationships.

Finally, I'd like to acknowledge the Citrus Australia team. I know how hard you work to serve our members and lead the Australian citrus industry. Whether you work in research, biosecurity, negotiation, advocacy or representation, as a grower, it is good to know you have our backs.

On behalf of the whole Citrus Australia Board, I wish you all the best for the 2024 season and welcome the opportunity to hear from you on the issues that matter most to you, our members.

RICHARD BYLLAARDT

Chair, Citrus Australia

FROM THE CEO



The past few years have thrown up significant challenges for the Australian citrus industry and 2023 did not change that trend. Who could have predicted a third consecutive year of unseasonably wet and mild spring and summer conditions for most growing regions? Thank you La Nina, you can show yourself out.

Many will look back on the season in years to come and see improved export figures and considerable growth in a few key markets, thinking that 2023 was the turning point for recovery. However, we know that the effects of low-quality fruit on grower returns outstripped any profitability from improved export figures. In a year when supply chain issues eased and many input costs began to come down, we couldn't shake the effects of small and softer fruit that the season delivered.

From a market perspective, it was not all doom and gloom. We saw a significant uptick in exports to China, despite some difficult economic conditions. We saw encouraging growth in South Korea and Vietnam, and it appears to be sustainable growth. I am optimistic that a better growing season in 2024 will be the panacea the industry needs.

I am less optimistic that the industry can easily adapt to the rapidly increasing cost of

labour, coupled with short labour supply. The future of a profitable Australian citrus industry lies in reducing labour costs on farm, through efficiencies in management, automation and improved orchard design. It will also likely mean further business development, through buying groups, marketing co-ops and vertical integration.

We will continue to advocate for labour efficiencies and seek productivity drivers. We can't allow costs to continue to blow out in the Pacific Australia Labour Mobility (PALM) scheme, which has become Australia's most reliable seasonal workforce, along with the most cumbersome and expensive. We will continue to advocate for a purpose-built horticulture harvest labour visa, giving rights to workers who come to Australia from anywhere in the world, with the intention of working in horticulture.

Government-driven cost increases aren't limited to the industrial relations portfolio. The imposition of a Biosecurity Protection Levy by the Federal Government is a cash grab, a tax that will end up in the consolidated revenue bucket and won't add a single new initiative to protecting Australia's agriculture sector. Biosecurity is a significant focus for Citrus Australia, and we need a strong biosecurity system. We've advocated for

this levy/tax to be scuttled and a genuine consultation period to be run with industry to find a sustainable funding solution.

On the subject of biosecurity, the poor fortune of one sector has seen an upside for another. The orange juice industries in Florida, Mexico and Brazil are feeling the devastating impact of Huanglongbing (HLB) disease on production. This has sent the price of orange juice concentrate skyrocketing, which is being felt here in Australia. For the first time in a long time, juice pricing has truly been sustainable, and growers are making good returns. Personally, I don't think this is a blip, I think it is a trend and the pressure on pricing will remain. The cautionary tale can't be ignored though, over US\$1 billion has been spent on trying to find a cure to HLB, with no positive outcome. Florida's once highly profitable citrus industry is now on its knees – proof that biosecurity matters.

Finally, I'd like to thank my team at Citrus Australia and the Board for its support over the past 12 months. We've developed a good strategic plan, which I hope will continue to see us support industry for many years to come.

NATHAN HANCOCK
CEO, Citrus Australia

2023 BOARD



RICHARD BYLLAARDT
Chair
Grower Director



GREG FRASER
Deputy Chair
Independent Director



SIMON CAMPBELL
Grower Director



MEGAN MACDONALD
Grower Director



RYAN ARNOLD
Grower Director



IAIN EVANS
Independent Director

Citrus Australia endeavours to strike a balance between a good corporate governance system and the freedom that allows the Board and management to drive the organisation forward, with an effective framework of accountability.

The Citrus Australia Board is a skills-based Board, with between five and seven directors serving at any one time. Directors are either Grower Member Non-Executive Directors, or Independent Non-Executive Directors.

Responsibility for the operation and administration of the company is delegated by the Board to the CEO. The Board ensures the CEO is appropriately qualified and experienced to discharge their responsibilities and that the performance of the CEO is monitored. The Board is responsible for ensuring that management team's objectives and activities are aligned with the expectations and risks identified by the Board. The Board has several mechanisms in place to ensure this is achieved, including:

- » Approving the strategic direction and strategic plan
- » Continually reviewing the external strategic environment
- » Monitoring the implementation of the budgets by management and progress against agreed plans via the establishment and reporting of financial and non-financial key performance indicators
- » Reviewing the company's performance in implementing the strategic plan
- » Approving the annual report
- » Overseeing and approving appropriate company policies
- » Ensuring any significant risks that arise are identified, assessed, appropriately managed and monitored
- » Reviewing staff training and succession planning annually.

The Board meets formally at least five times during the year and holds a separate strategy meeting. Additional meetings are scheduled as required. Board committees are responsible for considering detailed issues and making recommendations to the Board. Directors are encouraged to be actively involved at all meetings and to ensure that their views are expressed and considered.

Independent Directors are required to have completed the Australian Institute of Company Directors Course (AICD) or be willing to do so at their cost. Grower Directors who do not have AICD training must complete the AICD course within 12 months. Citrus Australia funds this training to ensure the development of leaders within the citrus industry. Completing the AICD course helps Directors bring an independent judgement to bear in decision-making and execution of their fiduciary duties.

Management provides the Board and its committees with information in a form and quality that enables the Board to effectively discharge its duties in a timely manner. It is the Board's responsibility to ensure that an effective internal control framework exists within the company. This includes controls to deal with the effectiveness and efficiency of significant business processes, the safeguarding of assets, the maintenance of proper accounting records, and the reliability of financial information, as well as non-financial considerations such as the benchmarking of operational key performance indicators.

Board members sit on the following committees:

Finance and Audit Committee

The Finance and Audit Committee (F&A) operates under terms of reference reviewed and approved by the Board. The F&A committee provides the Board with additional assurance regarding the reliability of financial information and risk for inclusion in the financial reports. Committee members are:

Megan MacDonald (chair), Iain Evans, Simon Campbell, Richard Byllaardt.

Governance Risk and Remuneration Committee

The Governance Risk and Remuneration Committee (GR&R) operates under terms of reference reviewed and approved by the Board. The GR&R committee plays an important role in ensuring Citrus Australia acts in accordance with its fiduciary duties, in ensuring appropriate and effective governance and remuneration policies and procedures are developed and reviewed. Committee members are:

Greg Fraser (chair), Ryan Arnold, Richard Byllaardt.

Director Selection Committee (DSC)

The Director Selection Committee (DSC) plays an important role in interviewing potential Directors. The committee runs a process to advertise vacant Director positions and then meets to discuss applicants and interviews a short list. Recommendations are put forward to the Board for a decision and then to members for voting. The DSC comprises a Director (usually the Chair except when they are reapplying), four Citrus Australia Grower Members and an independent advisor.

2023 ADVISORY COMMITTEES

Citrus Australia has formed national and regional committees to consult with industry and to act in an advisory capacity to the Board of Citrus Australia on priority issues. Membership of these committees is skills based.

Export Market Committee

Malcolm McLean, Marcus Scott, Mathew Roberts, Nick Makris, Chris Deveney, Brian Bowey, Ryan Arnold, Adam Kennedy, Nathan Hancock, David Daniels.

Domestic Market Committee

Richard Permewan, William Snell, Michael Littore, Michael Ladewig, Frank Mercuri, Dean Morris, Simon Campbell, Emma Robinson, Megan MacDonald, Nathan Hancock, David Daniels, Dumisani Mhlanga.

Juice Committee

Robert Hoddle, Armando Bompane, Trevor Roberts Snr, Andrew Creek, Justin Davidson, Tony Nardi, Frank Mercuri, Jeff Knispel, Iain Evans, Nathan Hancock, Mara Milner, Olivia Tait, Angus Whittaker.

Citrus Pest and Disease Prevention Committee

Matthew Cottrell, Jianhua Mo, Nerida Donovan, Bronwyn Walsh, Wayne Parr, Ryan Arnold, Matt Benham, Nathan Hancock, Greg Fraser, Jessica Lye, Tim Herrmann.

Future Production and Technology Committee

Ryan Arnold, Richard Byllaardt, Ebony Faichney, Andrew Harty, Tim Herrmann, Shane Kay, Tahir Khurshid, Dave Monks, Dean Morris, Malcolm Smith, David Stevens, Matt Strmiska.

Regional Advisory Committees

Western Australia

Mary Ann O'Connor, Cliff Winfield, Richard Eckersley, Shane Kay, Andrew Pergoliti, Nathan Hancock, Bronwyn Walsh, Daniel Ying, Joseph Ling

Riverina

Marcus Diaco, Andrew Creek, Justin Davidson, Frank Mercuri, Torren Sergi, Frank Iannelli, Stefan Scarfone, Vito Mancini, Robert Sjollema, Anthony Sergi, John Sergi, Nathan Hancock, David Daniels, Mara Milner

Murray Valley

David Stevens, Richard Byllaardt, Darren Minter, Toby Hederics, Justin Lane, David Lyell, Gabby Torpey, Nathan Hancock, Danny Thornton

Far North Queensland

Debra Caamano-Bermude, Constanzo Iacutone, Carla Iacutone, Gina Galati, Umberto Srhoj, Oscar Bugno, Ray Courtice, Anthony Carusi, Wim van Niekerk, Mick Matthews, Nathan Hancock, Ebony Faichney

Southern Queensland

Craig Estens, Brian Gallagher, Cristian Bryant, Allen Jenkin, Ainsley Emmerton, Megan MacDonald, Matt Benham, Nathan Hancock, Mara Milner, Ebony Faichney, Matthew Benham, Malcolm Smith

Citrus Australia presented its annual awards at the 2023 Market Outlook Forum, held in Mildura during March. The following pages highlight the award winners, along with their service and dedication to the industry.

CITRUS INDUSTRY HALL OF FAME

Lasting change requires vision, leadership and absolute commitment to the cause - all traits displayed by Mike Arnold over decades of selfless leadership in the Australian citrus industry.

Mike showed vision at an early age when he invested money in a private irrigation scheme on the family farm in the 50s, and later replaced wine grapes with blood oranges which proved to be wildly successful throughout Australia.

This vision has also been utilised to the lasting benefit of industry. Mike played a pivotal role as the Chairman of Auscitrus since the amalgamation of the Australian Citrus Propagation Association and Australian Citrus Improvement Association in 2001, through to his retirement in 2021.

Prior to 2001 he was Chair of the Australian Citrus Improvement Association for several years. He was also a founding member of the South Australian Citrus Improvement Society, and chaired that through to his retirement in 2021.

Mike was always adamant that industry bodies such as Auscitrus should be governed by growers and nurserymen with "skin in the game".

He did his best to ensure equal representation between growers and nurserymen in the governance of Auscitrus, and was determined to ensure the people making decisions on behalf of the industry were relevant to the industry, with current practical experience.

In both of these roles Mike provided great leadership by establishing the foundation on what the Australian citrus industry is based to date. Mike encouraged the importation of dozens of public citrus varieties, many of which are now key varieties in Australia.

In particular Mike had a special interest in niche varieties and their marketing, and grew these on his properties in the Waikerie region with much success, including the blood orange variety that bears his family name.

This came about through his various contacts and relationships around the world - Mike always put a high value on travel to other citrus producing countries to see what they were growing and how it was best grown.

Through the years he has coordinated and led seven group tours to investigate citrus around the world, opening opportunities for other businesses.

He has also hosted many international grower trips and facilitated many technical visits to Australia in a bid to share knowledge, strengthen relationships and advance our industry.

Mike was instrumental in leading the growth and development



Mike Arnold with his son, David.

of the Auscitrus seed and budwood program. He oversaw the movement from a small operation largely run by NSW DPI employees, to the financially strong and business focused program that it now is.

This included moving away from decades of history with existing systems and administration - breaking away and developing a new facility on land owned freehold by the ACPA industry body.

A greenhouse complex was constructed to exclude any future incursion of the Asian Citrus psyllid or other exotic pest/disease complexes.

Australia now has a world class facility that is globally recognised for its excellence under Mike's leadership and vision.

Mike has also been a member of the Waikerie Co-Op Board for two decades, a former Chairman and life member of the Ag Bureau of Waikerie and has granted 60 years of service to the South Australian Country Fire Service, at state and local level.

CITRUS INDUSTRY HALL OF FAME

John Morris's knowledge of merchandising and branding has been described as second to none in the industry. It was his application of those skills to drive growth and returns for Australian growers that brought him greatest satisfaction.



John Morris with his wife Merryl and son Dean.

John got his start in citrus while still at school, helping with harvest and domestic and export packing to Europe in the late 50's and 60's.

After leaving school he developed a 20 hectare orchard on sand hills at cudgel using overhead irrigation.

After seeing an opportunity for providing 100% orange juice in early 70's John and his father David and brother Paul got a group of families together in Leeton and built a new juice plant in Leeton.

They established Leeton Citrus Juices in 1972 and launched the Quelch brand which became a household name on the eastern sea board.

John became skilled in supermarket merchandising and produce placement of juice. He learnt on the job and as managing director surrounded himself with people who possessed skills he didn't. He says, somewhat modestly, that this was the key to his success.

This juicing business was built up to a processing capacity of 45,000 tonnes per year which was 7.5 % of the total Australian citrus production at the time.

John was the Managing director of this business until it was sold in 1988. Many farms in the Leeton area were developed around this business model and the opportunities that it provided.

Following this, John purchased with some partners a fruit and veg retail business in Sydney which he continued to be involved with for 25 years.

He launched a few pack house operations and was involved in the Riversun program. With his consumer marketing experience John took great pleasure in seeing the industry work together under a common brand with serious merchandising and branding power.

John with his son Dean went on to develop Moricom orchards in 2005 focusing on easy peel seedless Afourers and launched the Delite brand with a group of like-minded growers that could produce seedless fruit at that time.

John is still involved in the running of the 150 hectare orchard and is highly innovative with the development of trellised citrus systems for various varieties to push towards more picking aids and eventually robotic picking when it finally arrives.

Dean says his father has the 'growing' disease bad, and can see him in the orchards for years to come.

John has been involved in many citrus committees and boards over the years both in the juice and fresh fruit sectors, sharing his expertise in marketing, exports and growing for the betterment of the industry.



Matt Benham with his wife, Rachael.

EMERGING LEADER

Gayndah citrus grower Matt Benham loves talking citrus and when doing so his passion is both evident and infectious.

Matt farms with his wife Rachael and parents Murray and Aerial and has actively sought opportunities to travel interstate and overseas to learn new growing techniques, adopt new technology and view his fruit in the market.

He is then always willing to share his insights with industry, saying that this is how an industry grows. He shares these through group grower visits, hosting workshops and field days – and the Benhams always have their hand up to host more.

“Even just other growers wanting to come over. If they can pack an esky and want to talk citrus, they’re always welcome,” Rachael said.

Matt is constantly investigating new technology and machines that meet his mantra of working smarter, not harder, particularly in the field of hedging and thinning.

He and Rachael are taking part in an R&D project with AusIndustry into alcohol production through the distillation of waste fruit, and Matt has been the driving force behind trials in liquid ferment, following initial investigation by Murray.

Murray has been passionate on trying new things and the importance of soil health, and Matt continues to explore and share new knowledge.

Gatton Uni bring students to the farm every year, as does a teacher from Dalby Ag School and now Caboolture High School. Rachael says Matt bamboozles them with citrus talk.

The irony to many is that Matt can get nervous at the thought of speaking, but Rachael says when you get him talking citrus it’s pretty hard to stop him.

As a leader of the industry, Matt is also volunteering time to industry committees. He is a past member of the Citrus Australia Citrus Pest and Disease Prevention Committee, and has been part of the Southern Queensland Regional Advisory Committee for four years, recently being appointed Chair.

VALUE CHAIN INNOVATOR

Great social media marketing begins with great people – when business actions and values can be showcased across wider platforms for everyone to like, share and comment.

Eastcoast Beverages' social media has established great relationships with its customers, but this is only achieved through great business actions, recognised today as innovation in marketing.

In 2019 Eastcoast began their marketing campaign Return, Regrow, Re-juice which re-positioned Eastcoast as a company that does more than just sell juice. They're a family business that is committed to the environment with a goal of becoming 100 per cent recyclable.

Return, regrow and re-juice – an initiative promoting the juice industry as proactive and solution driven in sustainability. As part of this sustainability, Eastcoast supports those in need with the return of peel to Australian farmers in drought.

Associating target consumer values with their label, Eastcoast continue with their theme of social responsibility seen in their Flood Recovery Labels, where 10 cents from each bottle goes towards Vinnies Flood Appeal in 2022, and in 2021, supporting Coast Shelter with a Christmas wrapping fundraiser. These are just some examples of their community service over the years establishing a relationship between brand and customer.

Eastcoast are well known for breaking this wall between consumer and producer, building trust through social media. From hilarious Valentine's videos relabeling them as the sexiest juice company in Australia, to



Bruce Clark, and Dom, Sam and Mick Lentini of Eastcoast Beverages.

short-film stories featuring the family that started it all.

Eastcoast's engagement with customers extends beyond the screen, as they open the orchard to the public once a year with Day On The Farm - offering fruit picking, factory tours, live music and market stalls. Day on the Farm is in June for anyone interested.

Eastcoast also hosted their first annual Rock The Farm, an open-air music festival supported by Red Rich Fruits and Mitre Ten. The music amongst the orange

trees sees hundreds of visitors explore another side of the citrus industry.

This dedication and investment in time and money marketing their family business lights the way for the future of citrus businesses and what can be achieved when you promote 'who' your business is, not 'what' your business is.

VALUE CHAIN INNOVATOR

So much can be achieved in a short time when you have enough passion to drive yourself forward. When friends and colleagues think of Claire Wraight, passionate is a word that is synonymous. Claire has worked at Legacy Packing as Compliance and Personnel Manager for five years and in the past two years has not only changed the business but is contributing change to the wider industry.

In 2019 Claire was awarded a Hort Innovation scholarship to participate in the national Women in Leadership program. Since that time, she has been a motivating leader, championing young people to begin a career in horticulture.

In the past 12 months alone, Claire has hosted six students from the University of Melbourne as part of a project looking at putting master students into local agricultural businesses.

On top of this, Legacy Packing now host multiple young

university students through Summer Work Opportunities and Schoolies Holiday programs. High school students are supported through a Production Traineeship and Horticulture Traineeship, marking the beginning of many careers into the industry.

From inductions, weekly meetings, reading cover letters and establishing mentor projects, Claire is known for being accommodating to different learning styles and needs to ensure young people are welcomed into the workplace.

Claire shows them you can have so many different skill sets to come into agriculture and still be valued.

Claire also attends and coordinates career expo's, open days, farm tours and workshops with educational bodies but also partnering with other government groups to open doors for these young people. She has a strong voice in ideas and actions to highlight more movement in this space for our industry.

If you want to meet some of these young people, go to Legacy Packing's social media where these young people and their stories are showcased to encourage other young professionals into the industry. Teaching the next generation there's more than just jobs in citrus, there are careers.

More so, Claire has encouraged her team at Legacy Packing to accommodate these young people and engage in these programs which sees a benefit not just to their business but for the young career seekers themselves.

None of this comes without a passion of wanting to show people the benefit of a career in agriculture, and we're very lucky to have Claire working in citrus.



Dean Trembath and Claire Wraight of Legacy Packing and Marcus Diaco, Agriculture Capital.

BIOSECURITY

Citrus Australia regularly assesses how best to protect and prepare citrus growing businesses more efficiently and effectively from exotic pest and disease threats.

In 2023, Citrus Australia made significant gains in improving industry preparedness and awareness, particularly in relation to the high threat pests and diseases Asian Citrus Psyllid (ACP) and Huanglongbing (HLB) disease.

Citrus Australia continued to represent the industry on the Consultative Committee on Emergency Plant Pests, a committee that convenes when a new pest or disease detection is made in Australia. It is also an active member of Plant Health Australia.

Citrus Australia CEO Nathan Hancock continued to play a leading role in spearheading plant industry priorities as Chair of the Plant Industry Forum, a sub-committee of Plant Health Australia. Several other key activity areas from 2023 are outlined in this report.

NEW STRATEGY & IMPLEMENTATION

During 2023, Citrus Australia released its National Biosecurity Strategy. The strategy fills a gap in relation to the identification and prioritisation of biosecurity preparedness activities for the citrus industry and captures linkages between current and future activities. It represents the first nation-wide plan for guiding biosecurity activities for the improvement of Australian citrus industry resilience. The strategy outlines four priorities and 16 activity areas to guide efforts from 2023-2028.

The strategy is underpinned by a detailed implementation plan. Development of the plan involved several face-to-face and working group meetings with Plant Health Australia and the Citrus Pest and Disease Prevention Committee. It expands on the 16

priorities and aims to guide activities during each year of the strategy. Outputs identified in the implementation plan will enable tracking of activity area progress against the strategy in the lead up to 2028.

CITRUSWATCH

A collaboration between Plant Health Australia, Citrus Australia, the Northern Territory Department of Industry Tourism and Trade, and Cesar Australia, the CitrusWatch program supports the volunteer-based Early Detector Network, both within the citrus industry and throughout the general public.

The program provides access to training on the topics of biosecurity, exotic pest surveillance and identification. It aims to ensure industry is better equipped to minimise the entry and spread of high priority pests, such as ACP, African Citrus



Throughout 2023, 761 sticky traps were mailed by Citrus Australia to volunteers across southern Australia.

Follow us! In 2023, an Instagram account was created with the handle of @CitrusWatchProgram.

The account will continue to be used to raise awareness of exotic citrus pests and diseases throughout 2024.

Psyllid and diseases such as HLB. CitrusWatch is funded through Hort Innovation, using the citrus research and development levy and contributions from the Australian Government.

During 2023, the second year of the program, a focus was placed on raising awareness of pests and diseases, and expanding the volunteer-based sticky trapping network (the Early Detector Network). The CitrusWatch team focussed on completing targeted and volunteer-based surveillance activities across commercial citrus orchards, peri-urban and urban locations. It also updated the Citrus Industry Biosecurity Plan, developed draft National Surveillance Protocols for ACP and HLB, and developed detailed host lists for three citrus high priority pests.

EARLY DETECTOR NETWORK

Public reporting has been a valuable safeguard against pest establishment. Citrus trees, and hosts



Citrus Australia coordinates the Early Detector Network across southern Australia, with almost 300 volunteers signed up at the conclusion of 2023.

of citrus pests such as Orange Jessamine, are grown in backyards, on balconies and as landscape plantings across Australia. Urban environments therefore represent a particular risk for exotic citrus pest entry and establishment. They also provide an opportunity to reach out to the public to extend the work of CitrusWatch.

Citrus Australia coordinates the Early Detector Network across southern Australia, while the Northern Territory Government coordinates volunteers across northern Australia. During 2023, several activities were undertaken to boost volunteer engagement, including continued distribution of trapping updates, educational webinars, and the release of the first Early Detector Network newsletter.

As a result of this activity, interest in contributing to insect sticky trapping activities grew substantially throughout 2023. At the conclusion of 2023, Citrus Australia was coordinating 282 Early Detector Network volunteers across the southern region, with 22 per cent located in regional areas and 78 per cent located in urban and peri-urban areas. Throughout 2023, 761 sticky traps were mailed by Citrus Australia to volunteers across southern Australia. Once collected, these traps were mailed to entomologists for exotic insect screening.

A 'Budstick Blitz' was piloted with Early Detector Network volunteers in 2023. Collected budsticks were sent to the citrus pathology team at the Elizabeth McArthur Agricultural Institute. In total, 48 budstick samples were mailed by southern Early Detector Network participants, with no exotic diseases detected. The Budstick Blitz will be expanded in 2024.

The Citrus Australia biosecurity webpage was updated in 2023.

Biosecurity information is now split across four webpage pages:

- » The CitrusWatch Program
- » Industry Biosecurity Strategy
- » Training and Resources
- » Queensland Fruit Fly

This new structure has enabled easier online curation of resources created by the program, such as fact sheets, videos, and information guides.

Visit <https://bit.ly/3SlsmGk>



A tour of the California Department of Food and Agriculture biocontrol facility was part of the US study tour.

STUDY TOUR

Citrus Australia organised a two-week biosecurity study tour to the US in May. The intention was to learn how US growers, researchers and government staff are managing a number of damaging citrus pests and diseases.

The tour was conducted over 13 days and was split into two legs, California and Florida.

The tour group was diverse, including growers, industry R&D managers, agronomists, and industry entomologists. Participants came from every citrus producing state in Australia, with one participant coming from New Zealand.

During the Californian leg, the group visited the USDA National Clonal Germ Plasm Repository, the Citrus Clonal Protection Program, the Centre for Invasive Species, the California Department of Food and Agriculture, a citrus nursery, and a large citrus producer and packer.

The Florida leg of the tour focused on understanding the government and industry decisions and actions that have led to ACP and HLB becoming endemic throughout the state, along with the resulting impact at a grower and industry level. During this leg of the tour, the group also spent time in the field learning how to identify ACP,

and symptoms of HLB and citrus canker. Citrus growers, the University of Florida, and the Florida Department of Consumer Services hosted the group during this leg of the tour.



US study tour participants visiting the bio-indexing facility run by the Citrus Clonal Protection Program at Riverside, California.

CITRUS PEST & DISEASE COMMITTEE

Citrus Australia is supported by a Citrus Pest and Disease Prevention Committee (CPDPC), which focuses on addressing issues relating to exotic pest prevention, preparedness and control. The CPDPC also acts as the Steering Group for CitrusWatch.

During 2023, the CPDPC focused on providing feedback on the implementation plan that underpins the Citrus Industry Biosecurity Strategy.

PREPAREDNESS FOR HUANGLONGBING

Citrus Australia's Biosecurity Manager, Jessica Lye, continued to collaborate with the New South Wales Department of Primary Industries (NSW DPI) to progress activities within the Australian Centre for International Agricultural Research and the Hort Innovation-funded project 'Preparedness and management of Huanglongbing to safeguard the future of the citrus industry in Australia, China and Indonesia (Phase 1)'.

This collaboration has supported Citrus Australia in inviting high profile speakers to attend and present at its 2024 Citrus Biosecurity Symposium. It also helped fund HLB expert Andrew Beattie to speak at Citrus Australia's 2023 Regional Forums.

Citrus Australia also participated in a week-long visit to East Java, Indonesia. This activity was undertaken in collaboration with NSW DPI, and involved visits to Indonesian citrus orchards and meetings with local growers. During the visit, a CitrusWatch team member learnt how to identify ACP and HLB in the field. The visit also strengthened strategic relationships with citrus researchers in Indonesia.

NEW BUDWOOD PROJECT

In 2023, a new levy-funded project was launched to increase Citrus Australia's understanding of the demand for new citrus varieties. Over time, the 'Reducing the risk of illegally imported citrus budwood' project will enhance engagement with stakeholders and build community awareness of citrus biosecurity issues and reduce the risk of illegal budwood importations. It will also improve the availability of disease-free, true-to-type propagation material to reduce smuggling risks and prevent incurable diseases from entering Australia.

The project is being led by Auscitrus, with project partners including Citrus Australia and NSW DPI.

During the first year of the project, activities focussed on developing an understanding of varieties commonly purchased by non-commercial citrus growers, along with current methods of sourcing and purchasing propagation material by retail nurseries and residential backyard growers.

Surveys were developed for two distinct respondent types – gardeners in the general population, and brick and mortar plant nurseries. Survey responses allowed Citrus Australia to develop a priority list of varieties that are in most demand by home gardeners. This list will help inform project partners about varieties that should be offered as disease-tested alternatives.

PHD PROJECT

In an effort to improve Australia's biosecurity capability, Citrus Australia partnered with Agriculture Victoria to co-fund a PhD project. The project will assess psyllid diversity in citrus orchards, psyllid microbiome and the potential of native psyllids to vector bacterium that can cause HLB. This initiative will further support entomology and biosecurity capability in the citrus industry. The PhD candidate began in March 2023 and will proceed with psyllid surveys across several citrus production regions throughout the project.

INTERNATIONAL COLLABORATIONS

Citrus Australia has continued to foster international collaborations with a view to ensuring the Australian industry stays at the forefront of biosecurity knowledge and capability.

During March 2023, Citrus Australia hosted Paul Fourie from Citrus Research International in South Africa. As a part of Fourie's visit, several meetings and information sessions on HLB action planning and citrus nursery stock health were held.

During November 2023, Citrus Australia hosted Neil McRoberts from the University of California. During the visit, McRoberts presented a webinar for government and industry biosecurity staff, which explained how prediction and risk modelling results may be used to inform exotic pest responses.

BIOSECURITY ADVOCACY

Citrus Australia continued to advocate strongly for improved nation-wide biosecurity capacity and capability in 2023, as well as increased and sustained funding from state and federal governments to support biosecurity surveillance, diagnostics and response activities.

This included detailed feedback on the National Biosecurity Strategy. Citrus Australia emphasised that the strategy must be supported by a firm financial commitment from the Australian Government, in line with the threats and changing global context.

Furthermore, Citrus Australia urged the Australian Government to specifically highlight strategies for proactive identification and mitigation of growing pathway risks.

In a submission to the Australian Government, Citrus Australia referred to past reviews of biosecurity performance within the Australian Department of Agriculture, Fisheries and Forestry (DAFF). The submission strongly urged the department to include a priority area that required measurable transformation of performance and processes within the department itself.

Following the announcement of an intended biosecurity tax on primary producers in May 2023, referred to by DAFF as the Biosecurity Protection Levy, Citrus Australia spearheaded a strong rebuttal via the Plant Industry Forum. During 2023, Citrus Australia argued the following points in relation to the proposed Biosecurity Protection Levy:

- » There was insufficient consultation with industry prior to the levy being announced.
- » The Australian Department

of Agriculture, Fisheries and Forestry has not shown sufficient progress to address any of the numerous recommendations by various authorities on its financial management and inefficiencies.

- » Without hypothecating the income from the proposed levy and other revenue derived from the sustainable funding model, the model immediately becomes redundant.
- » Australia's biosecurity system is under enormous strain. A 'business as usual' level of activity will not keep industry protected; the proposed levy does not increase activity or reduce the risk of incursions.
- » The announcement of the levy shows a fundamental disregard for the financial pressures the citrus industry has been under in recent years, driven by associated disruptions from the pandemic and exacerbated by difficult growing seasons.
- » The proposed levy mechanism is inequitable, unwieldy and is likely to increase costs of compliance.
- » The agriculture industry is wrongly identified as the primary beneficiary of biosecurity and current contributions to funding biosecurity activity made by industries such as the citrus industry have not been recognised.
- » Growth sectors such as tourism and container freight pose additional risk to Australia's



Citrus Australia continued to advocate for improved biosecurity capacity and capability, in order to keep the industry free of significant citrus pests found overseas.

biosecurity system and should contribute to its sustainable future.

- » The introduction of the levy is likely to destabilise the statutory levy system.

It is the continued view of Citrus Australia that the proposed Biosecurity Protection Levy is highly inequitable. Many pest incursions are not caused by industry. However, industries contribute to the response and are often burdened with the ongoing management of the pest or disease if it is deemed not technically or financially feasible to eradicate.

Citrus Australia's view is that the levy, in its proposed form, will destabilise the efforts of the citrus industry to prepare and protect itself, or contribute to future responses, further weakening Australia's biosecurity system.

EXPORTS



ORANGE EXPORTS			
Export Market	2023 tonnes	% Share	Difference*
JAPAN	35,425	23%	-561
CHINA	24,381	16%	1,315
HONG KONG	19,588	13%	-4,900
SOUTH KOREA	14,635	9%	7,590
SINGAPORE	9,723	6%	2,233
VIETNAM	5,918	4%	-3,196
MALAYSIA	5,559	4%	793
INDIA	4,652	3%	2,269
INDONESIA	4,072	3%	-746
PHILIPPINES	4,032	3%	-2,841
OTHER	26,806	17%	8,197
TOTAL	154,790	100%	10,153

MANDARIN EXPORTS			
Export Market	2023 tonnes	% Share	Difference*
THAILAND	18,141	19%	3,744
CHINA	17,659	19%	1,440
INDONESIA	9,804	10%	3,784
PHILIPPINES	6,934	7%	-25
VIETNAM	6,462	7%	1,017
NEW ZEALAND	5,516	6%	362
CANADA	5,280	6%	1,100
USA	4,699	5%	3,599
UAE	3,732	4%	2,168
JAPAN	3,352	4%	676
OTHER	13,412	14%	3,059
TOTAL	94,989	100%	20,922

*Difference is the growth/depreciation in export volume (tonnes) between 2023 and 2022

2022 CITRUS TREE CENSUS

The Australian citrus industry is one of Australia's largest horticulture industries, with commercial production in five States and one territory.



The citrus industry is one of Australia's largest fresh produce exporters, with export volumes increasing from 158,000 tonnes in 2014 to over 250,000 tonnes in 2020. While the industry's size and output is significant in Australia, it comprises less than 3 per cent of global production and is one of the highest cost producers in the world, relying on its reputation for quality and safety to command premium prices in high paying export markets.

The Citrus Tree Census (CTC) is an online database developed by Citrus Australia to collect national production statistics about variety, rootstock, tree age and hectares planted.

This information is essential for:

- » informing industry on national and regional plantings
- » guiding growers when choosing which varieties to plant,
- » assisting the citrus supply chain with packing and logistics, investment decisions and
- » directing market development and research needs.

The following pages provide an overview and key findings of the CTC data collected at the end of 2022, published in April 2023.

The Citrus Tree Census summary is available on the members' section of our website at www.citrusaustralia.com.au



Survey Scope

29,242

hectares in 2020 CTC*

**It is estimated that an additional 3,000 hectares are not represented in this report.*

836

business/trading names captured

Method

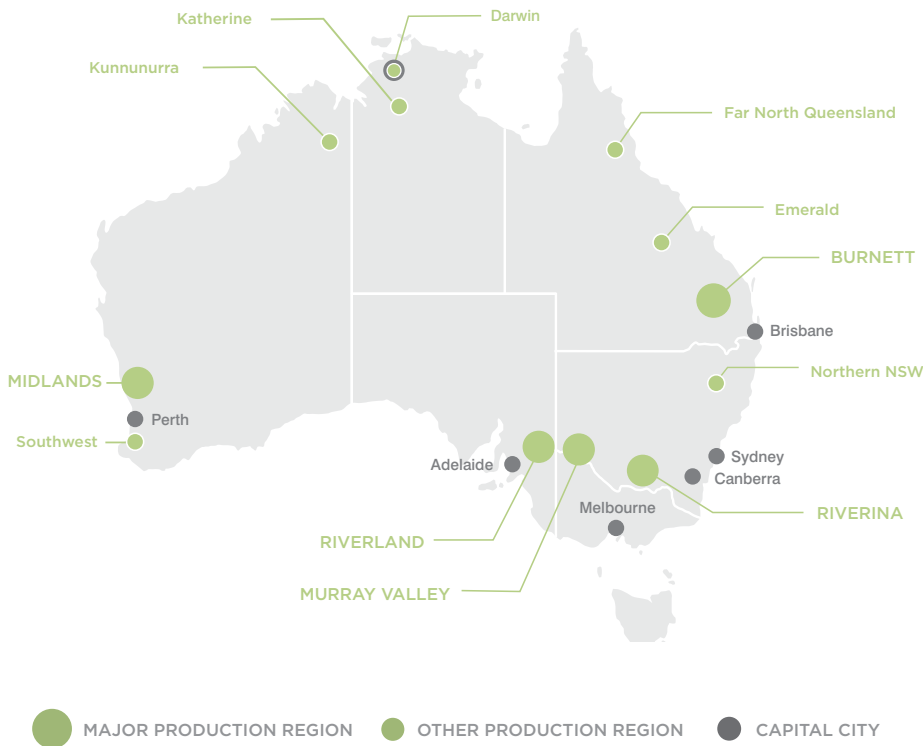
Citrus growers across Australia were contacted by phone or email to complete an online tree survey.

The canopy hectares were calculated using the tree, row spacing and number of trees. Previous industry surveys have used mapping or grower derived estimates to determine production hectares. We point out here that canopy hectares account for the hectares under production, and do not include headlands, laneways and other farm land.

There are limits to the data collection including:

- » new entrants to the industry unknown to Citrus Australia,
- » the voluntary nature of the survey and
- » for privacy reasons, some growers did not contribute or may have under reported.

INFORMATION FROM 2022 CITRUS TREE CENSUS, COMPILED BY CITRUS AUSTRALIA

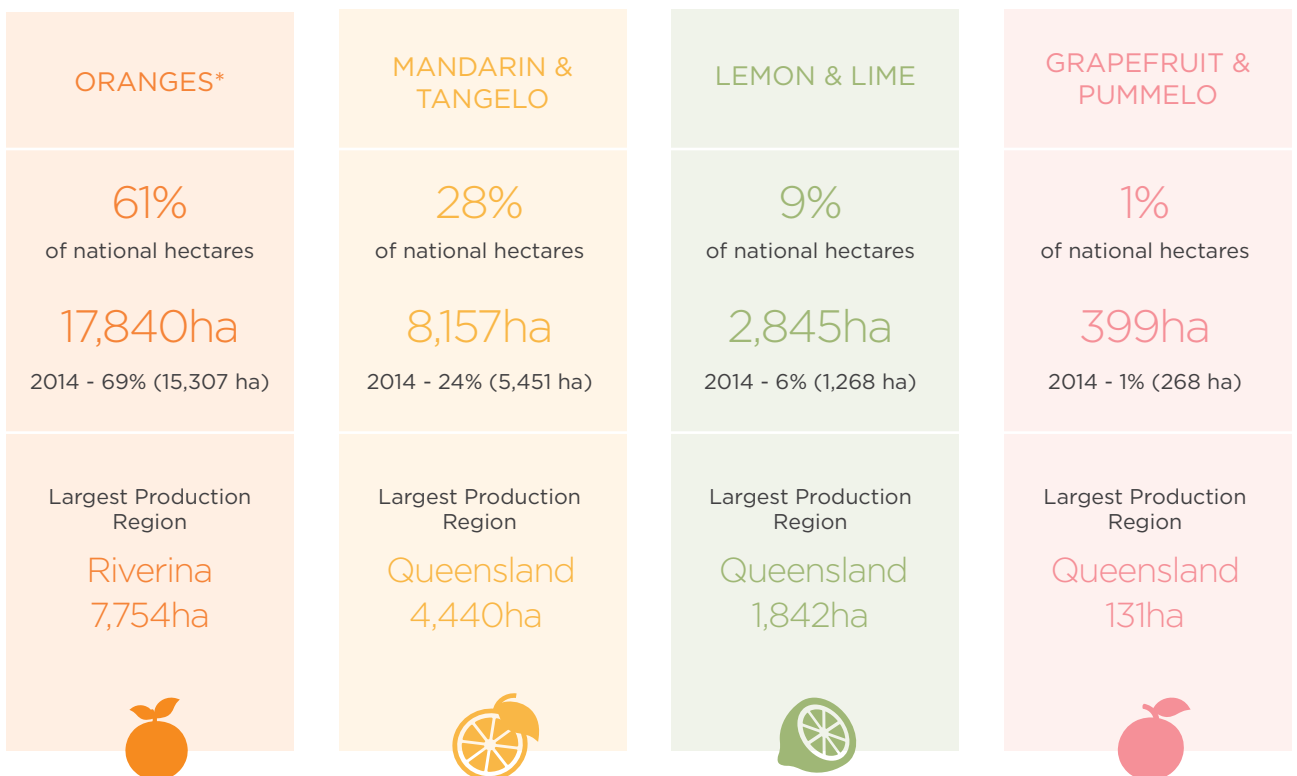


29,000 ha Hectares Planted

From the 2014 Citrus Tree Census the area planted captured has increased by 31%.

RIVERINA	8,543 ha	29%
MURRAY VALLEY	6,161 ha	21%
QUEENSLAND	6,605 ha	23%
RIVERLAND	5,741 ha	20%
WESTERN AUSTRALIA	727 ha	2%
OTHER	1,465 ha	5%

● MAJOR PRODUCTION REGION
 ● OTHER PRODUCTION REGION
 ● CAPITAL CITY



*Orange category is made up of 65% Navel oranges and 35% Valencia and Common types

COMMUNICATIONS

Citrus Australia’s communications team continues to develop new and existing mediums to engage and inform industry members.

In addition to the quarterly Australian Citrus News magazine and the monthly Citrus eNews newsletter, which received high satisfaction ratings in Citrus Australia’s annual communications survey, the communications team increased its delivery of video, social media and podcast content in 2023.

A concerted effort was made to develop and post more content on Citrus Australia YouTube channel. This included videos shot on location at key industry events, such as Citrus Australia’s 2023 Market Outlook Forum, the 2023 Regional Forums, Asia Fruit Logistica and an Industry Familiarisation Tour held in Mildura during August. Episodes of The Full Bottle podcast were also made available via the YouTube channel for the first time.

Citrus Australia continued to build an audience for its podcast, The Full Bottle, with 11 episodes produced in 2023. Analytics show that total listener numbers increased by 13 per cent in 2023, compared with 2022. Popular episodes included a round-up of Citrus Australia’s

USA Study Tour in early 2023, and a season review with Citrus Australia CEO Nathan Hancock, released in November.

Increased social media engagement was another highlight of Citrus Australia’s communications program over the reporting period. A posting schedule was developed for Citrus Australia’s Facebook and Instagram accounts (three posts per week), while one post per week is scheduled on LinkedIn. Citrus Australia attributes growth in engagement (likes, comments, shares, reactions) across its social media accounts over 2023 to the consistency of its posting, along with the quality of its content, which is heavily focused on providing growers with information on research and extension work performed on behalf of industry.



Australian Citrus News magazine remains an important conduit of information between Citrus Australia and industry members

CORPORATE PARTNERS



Citrus Australia is pleased to announce a new corporate partnership with Palogix International, a premium provider of returnable and reusable transit packaging solutions for the fresh produce industry.

Palogix's inventory includes large plastic bins, plastic totes and lugs, and a wide range of specialty containers used for harvesting or moving liquids.

Citrus Australia CEO Nathan Hancock said Citrus Australia members would benefit greatly from the partnership.

"Palogix is a global business with a strong track record of thinking outside of the box to meet its clients' needs," Hancock explained.

"It has recently entered the Australian market and has invested in its inventory to ensure it can supply all forms of bulk containers used to bring fresh produce from the field to packing or processing facilities.

"By partnering with Citrus Australia, Palogix has underlined a commitment to growing its business in this market and adding value to our industry."

Founded in South Africa in 2004, Palogix is now headquartered in California's Central Valley. It has operations in the US, Spain, Chile, Mexico and Asia. The company set up an Australian business in early 2023. It currently has operations in Mildura, Cobram and Griffith, with more to come, according to Shaune Amber, Palogix's National Sales Manager - Australia.

Given the locations of its current operations, it's no surprise that the citrus sector was a lure for Palogix to enter the Australian market.

"Based on our understanding of overseas markets and speaking with growers on where the citrus industry is heading in Australia, it only made sense to set up operations here," Amber explained.

"Palogix has the backing and the appetite to work with businesses of all sizes within the Australian citrus industry."

Amber said the company had a range of products in its inventory to meet the industry's requirements.

"We already have a large fleet of citrus bins here in Australia," Amber said. "We have recently invested in half bins for Sumo Citrus, as we have seen a need for these with our growers.

"We offer Intermediate Bulk Containers (IBCs) for bulk transportation, foldable bins, even stackable bins if required.

"As we grow in the market and we learn more about local requirements, we are willing to invest in upscaling our fleet to meet the needs of growers."

Palogix also has a unique program where it "buys bins" with rental return agreements.

"This allows our growers to release capital back into their business, with a guaranteed rental supply agreement," explained Amber.

"This program has been met with enthusiasm as we are seeing a lot of growers with capital tied up in bins, where they could be developing other parts of their business. It's not for everyone, but it's an option we offer to further assist in working with our growers."

A desire to understand and cater to its customers' specific needs is at the core of Palogix's business model, according to Amber. This is one of the major benefits the company sees in partnering with Citrus Australia.

"The more we can be involved in the industry, the more we can understand it, which then allows us to develop better supply initiatives and deliver added value to growers and packers," Amber said.

"Globally, we have an ethos of being flexible, customer focused and commercially competitive. These qualities will underpin our expansion into the Australian market, with the citrus industry a core part of this push."

CORPORATE PARTNERS



A pioneering sachet technology is reshaping fruit preservation, giving consumers longer-lasting high-quality fruit.

ChillSafe combats spoilage, helping ensure a larger volume of premium citrus reaches the market in prime condition.

Made in Australia by refrigeration sanitation specialist Coolsan and distributed by E.E. Muir & Sons, ChillSafe has been developed with a view to enhancing grower profitability and promoting sustainable practices.

“Reducing waste in the supply chain and optimising returns to growers is essential for the long-term sustainability of the Australian citrus industry,” said E.E. Muir & Sons’ Aaron Milner.

“The reliable, eco-friendly ChillSafe sachet is a strategic choice for superior citrus storage and transport.”

ChillSafe has become a corporate partner of Citrus Australia. Nathan Hancock, CEO of Citrus Australia, said the partnership was a natural fit.

“This collaboration helps Citrus Australia achieve its goals of protecting and enhancing the industry’s premium offer to consumers,” Hancock said.

Milner said Citrus Australia members would benefit from access to a leading-edge solution that addressed challenges like rot and quality degradation.

“ChillSafe improves the profitability and sustainability of citrus operations by maintaining fruit quality over extended transport and storage,” Milner explained.

“Citrus Australia’s expertise and influence in the sector – driving advocacy, innovation, and sustainability – is well documented and we look forward to working with them to help grow the industry’s profitability.”

Milner said ChillSafe was an easy-to-use, cost-effective solution that promoted sustainable outcomes.

“ChillSafe’s deployment in cool storage and transport vehicles requires minimal effort, ensuring seamless integration into existing operations,” Milner explained.

“Furthermore, contributing to reducing the food waste of citrus aligns with global environmental goals, making it a responsible choice for those looking to impact our world positively.

“In embracing ChillSafe, the citrus industry takes a significant step towards a harmonious future where quality, sustainability, and profitability coexist.”

Thank you to all of our 2023 Corporate Partners



REGIONAL FORUMS

Citrus Australia's 2023 Regional Forums brought updates and insights to industry members across the Murray Valley, Riverland, Riverina and Southern Queensland.

Held in late October, a healthy contingent of growers, packers and industry service providers attended forums in Mildura, Loxton, Griffith and Mundubbera.

Each forum provided updates on levy-funded research and development projects that protect industry from incursions, improve fruit outturns in market, give deeper understanding of market pressures and uncover new information on the health benefits of citrus.

Andrew Beattie of Western Sydney University discussed the biology of Huanglongbing (HLB), highlighting the need for preparedness and a willingness to work together among industry should the disease and its vector reach Australian shores.

Fruit quality outturns and postharvest practices were the focus of a presentation from John Golding of the New South Wales Department of Primary Industries, while Wayne Prowse of Fresh Intelligence Consulting delivered a statistical overview of global citrus trade patterns, focusing on Southern Hemisphere competitors.

A dedicated juice program was held in conjunction with the Riverina forum in Griffith, with Hunt & Hunt Lawyers' Andrew Rule delivering a presentation themed around 'navigating supply contracts', while Dr Emma Beckett of FOODiQ Global discussed the collation of scientific evidence



supporting the inclusion of citrus fruit and 100 per cent juice in the Australian diet. Prowse detailed various impacts on the global juice sector, which are driving an increase in prices received for juicing fruit. This is the result of a severe global shortage of concentrate orange juice.

As well as providing valuable insights to levy payers, the Regional Forums presented Citrus Australia staff with the opportunity to engage with members, growers and stakeholders, hearing about the issues shaping the sector's performance. This information is used to advocate on behalf of industry, particularly in discussions

with federal, state and local governments.

Citrus Australia CEO Nathan Hancock emphasised this point with an update to members on water buybacks in the Murray-Darling Basin, changes to the Pacific Australia Labour Mobility Scheme deed and guidelines, and Citrus Australia's opposition to the introduction of the Biosecurity Protection Levy. Hancock highlighted the advocacy work Citrus Australia is doing on behalf of industry in these matters, and encouraged members to have their say on how these issues would shape the industry moving forward.

MARKET OUTLOOK FORUM

Australian citrus growers were encouraged to ‘Review, Respond and Relaunch’ at Citrus Australia’s 2023 Market Outlook Forum.

Held in Mildura in March, the event provided intel on global trends impacting supply costs, likely influences on domestic and global markets, competitor analysis and international requirements on sustainability.

The aim was to drive profitable outcomes across the Australian citrus sector, after a few challenging seasons.

Keynote speakers included David Porta of Spanish packaging company Giro, who shared insights into the latest sustainability trends in packaging from Europe. Porta told delegates the European Union was introducing specific measures and directives as part of its move towards a circular economy. Initial targets require all packaging to be reusable, recyclable or compostable by 2030.

Charif Cristian Carvajal, Chair of the Southern Hemisphere Association of Fresh Fruit Exporters, provided an overview of Southern Hemisphere production and export trends.

Paul Hardman, Industry Affairs Manager of the Citrus Growers’ Association of South Africa, highlighted the exponential growth in citrus production in his country. According to projections shared by Hardman, South African citrus exports will increase from 165 million cartons (15kg equivalent) in 2022 to 210 million cartons in 2026, on the back of the planting boom.

On the domestic front, Woolworths Citrus Category Manager Tyler O’Neill told delegates about increased consumer demand for citrus fruit. O’Neill said oranges were proving especially popular with families for snacking or in lunch boxes, lemons and limes were in demand from premium customers for cooking, while mandarins appealed to many different customer groups.

Speaking about Hort Innovation’s research and development (R&D) priorities, General Manager of Production and Sustainability Anthony Kachenko said the Citrus Fund had invested more than A\$4.7 million in the



Hort Innovation’s Anthony Kachenko provided an update on R&D priorities for the citrus sector

Strategic Investment Plan in 2021/22. The lion’s share, 60.6 per cent, went to protecting the production base, followed by 15.6 per cent on market optimisation R&D and 14.2 per cent on communication, extension and capability.

Along with valuable insights, the two-day Market Outlook Forum provided ample opportunity for growers and marketers to network with their peers, converse directly with speakers, and assess the latest in farm management technology from exhibitors.

Citrus Australia will combine its Market Outlook Forum and Citrus Technical Forum - previously run on alternating years - into one annual event from 2024 onwards. The first edition of this new-look event, the Australian Citrus Congress, will take place on the Sunshine Coast in March 2024.



ADVOCACY

In Australia's diverse horticultural landscape, the citrus industry stands as a significant contributor to regional communities and the nation's economy. In 2023, amidst various challenges and opportunities, Citrus Australia was an advocate for the interests of citrus growers and stakeholders across the country. Through proactive initiatives, strategic partnerships and persistent advocacy, Citrus Australia worked tirelessly to support the resilience and sustainability of the citrus sector.

As with any agricultural sector, the citrus industry faces a myriad of challenges ranging from industrial relations to market fluctuations and regulatory hurdles. Citrus Australia took a proactive approach in addressing these challenges head-on in 2023. Through collaboration and partnerships with other representative bodies, Citrus Australia sought to develop solutions to issues arising from government policy development and decisions.

In a rapidly evolving regulatory landscape, Citrus Australia remained vigilant in advocating for policy reforms that support the long-term viability and sustainability of the citrus industry. Whether it was advocating for continued tariff reductions under the India-Australia Economic Cooperation and Trade Agreement (ECTA), lobbying for investment in infrastructure (Paradise Dam, Murray Darling Basin and road improvements), or providing input on agricultural policies and regulations, Citrus Australia served as a vocal advocate for the interests of citrus growers at both state and federal levels. By engaging with policymakers, industry stakeholders, and community leaders, Citrus Australia sought to shape policies that foster innovation, increase efficiencies, and ensure the continued prosperity of citrus farming communities across Australia.

Labour is by far the biggest issues facing industry at present. Whether it is changes to the deed and guidelines for the Pacific Australia Labour Mobility Scheme (PALM), decisions by the Fair Work Ombudsman or the raft of industrial relations changes being pushed through by the Federal Government, the industry faces significant challenges. Citrus Australia represented industry in numerous consultative working groups and meetings over 2023, and advocated to numerous government ministers, including the Prime Minister. It is Citrus Australia's view that government should release all impact



Citrus Australia CEO Nathan Hancock travelled to Canberra for an emergency meeting with the coalition on amendments to the Water Act.

analysis for the implemented changes that are key to understanding their part in the margin squeeze being felt by industry.

Citrus Australia also worked across a range of national biosecurity consultations, advocating for a sustainable funding model that includes participants across the biosecurity spectrum. This has meant a strong rejection of the Biosecurity Protection Levy (BPL), announced in the 2023 Federal Budget. Citrus Australia urged the Federal Government to scrap the BPL in favour of other measures, such as the implementation of a container levy and increased air and sea passenger levies, which are hypothecated to future biosecurity investment.

Throughout 2023, Citrus Australia advocated on behalf of the citrus juice industry, supporting research on the nutritional benefits of 100 per cent fresh orange juice. Researchers have completed an umbrella review, which provides strong evidence on the many benefits of consuming orange juice. Once released, Citrus Australia will advocate for improvements in the classification of 100 per cent fresh orange juice in the Australian dietary guidelines and the Health Star ratings system. Citrus Australia advocated successfully for fair pricing for processing oranges, which had been receiving returns below the cost of production.

A network of committees and strong connections with industry continue to inform Citrus Australia's policy positions. The Citrus Australia team and Board thank the volunteers on its committees and those who take the time to respond to calls for information. Citrus Australia will invest in new resources in 2024 to grow its advocacy efforts.

FINANCES

Statement of Operations & Other Comprehensive Income for the year ended 31 December 2023

Citrus Australia Ltd ABN 75 130 238 792

	2023 \$	2022 \$
Revenue		
Funding for Projects	2,682,313	3,099,578
Member Subscriptions	397,398	391,042
Other Income	741,033	318,353
	3,820,744	4,022,682
Expenses		
Project Expenses	(1,784,002)	(2,851,506)
Affiliation Expenses	(29,743)	(14,170)
Computer Expenses	(50,444)	(16,395)
Employee & Director Benefit Expenses	(565,033)	(535,967)
Travel & Meeting Expenses	(375,319)	(161,509)
Depreciation and Amortisation Expenses	(107,246)	(76,662)
Other Expenses	(452,829)	(100,971)
Finance Costs	(8,012)	(4,425)
Total Expenses	(3,372,628)	(3,761,605)
Profit for the Year	448,116	261,077
Total Comprehensive Income for the Year	448,116	261,077

OUR MEMBERS

GROWER MEMBERS

3 Pines Citrus

Ace Citrus Pty Ltd

ACMII Australia 2 Pty Ltd

AE and KA Mansell

Ag Dynamics

Agriexchange Pty Ltd

Agrifresh Pty Ltd

Akuna Holdings P/L

Alan and Denis Vukadin Farming

Alchera Creek Farms Pty Ltd

Allunga Orchards

Amaroo Ridge

Arkie Investments

Athelstone Partnership

Auburnvale Citrus Pty Ltd

Auddino's Produce

B.A Hutchison & G.I Hutchison

Belair Orchards

Bellthorpe Orchards

Benyenda Citrus Pty Ltd

Big River Plantation

Bindoon Fresh

Branir and Booloomani Partnership

Budwood Estate P/L

Bunya Flats Pty Ltd

Burnett Ag Supplies Pty Ltd

Burnett View Citrus

C206 Pty Ltd

Caamano Farms

Cadell Training Centre

Calvi Farms Pty Ltd

Camfresh Farming Trust

Carbon Chasers Agriculture Pty Ltd...

Carlo Di Salvo

Carusi Family Trust

Ceres Sustainable Citrus P/L

C-Farer Pty Ltd

Chislett Farms Pty Ltd

Citrus Operations Holding Trust

Con and Carla Iacutone

Core Fresh Farms

Costa Family Farms

Cottrell Farms Pty Ltd

Creation Mildura Pty Ltd

CRM Agricultural Services

Crossfarm Pty Ltd

Crossroads Citrus

Crux Farms Mildura Pty Ltd

CS and SG Alm

Cucinotta and Thomas

D & T Nardi & Partners

Dags N Co Pty Ltd

Darren Brewer

Decentralised Demountables Pty Ltd

Dermark Pty Ltd

Diaco Fresh Trading Pty Ltd

Domenico Rogato

Dovejets Family Trust

DV Citrus Pty Ltd

Ellerslie North Citrus Pty Ltd

Ellerslie Producers Pty Ltd

Elsa Pandolfo - Farm 458

Emarooridge Pty Ltd

F & R Mercuri

Favco Qld Pty Ltd

Foord Systems

Forrester Ridge Pty Ltd

Frank & Domenic Mercuri, Frank, Mick & Joe Nardi

FRD & P Mercuri

Fresh Produce Group

Freshmax Farms Pty Ltd

Fruit Master Farm Operations Pty Ltd

Fruitopia Territory

Galati Farming Pty Ltd

Gayndah's Big Orange

Gen2 Farming Pty Ltd

Gillainey Orchards

Giofrelle Nominees Pty Ltd	Kenrose	PM & SF Hatfield
GJ & J Zahl Pty Ltd	Knispel Orchards	Prime Value Citrus Business Trust
Glenellen Pty Ltd	KVC Pty Ltd	Pyap Produce Pty Ltd
GM Arnold and Son Pty Ltd	KW Southern Properties Pty Ltd	Quebec Citrus
Grandview Orchards Pty Ltd	LD Lloyd and Sons Pty Ltd	Queensland Citrus Pty Ltd
Gunnible Pastoral Company Pty Ltd	Leadwood Farms Pty Ltd	R, C, G & C Pandolfo - Farm 58
Hammet Orchard	Luscious Citrus	Red Rich Fruits
Harrison Family Trust	M and V.T Cuzzillo	Redland Fruit
Harvey Citrus Pty Ltd	MA, AM and M Mallamace	Redlea Citrus Pty Ltd
Haslett Holdings Pty Ltd ATF Haslett Family Trust	Margram Farms	Ridgehill Pty Ltd
Haydan Discretionary Trust	McCosker Family Trust	RJ and FL Groves
Helson Orchard	Merewyn Pty Ltd	RJ Cornish & Co Pty Ltd
Herald Lace Pty Ltd	Mildura Citrus Pty Ltd	RK & CC Sharp
Howe Farming Enterprises Pty Ltd	Monduran Farms	RL and ML Sjollega
I & MR Dimasi Family Trust	Moora Citrus Pty Ltd	RL Baker & Co
IK Sampson and LN Eagle	Moricom Orchards	RM & KH Smyth
Inform Farming Pty Ltd	Mumble Peg Citrus	Robert & Gary Pandolfo Management P/L - Farm 1708
Ingerson Citrus Pty Ltd	Murray Citrus	Rosedale Grove
Ironbark	Nanji Pty Ltd	RP McMahon
J & M & D & F Morris	Nelson Citrus	Salvatore Farming Pty Ltd
J. Mongan	Nericon Citrus Trust	Smith Brook Farm
Jaden Hopfner	Niela Citrus	Smith Family Trust
JB Citrus Pty Ltd	Novacott Downs Pty Ltd	Smith Gully Orchards
JC and LJ Lochert	Nutrano Produce Group	Sparacino Farms
JE & BP Casey - Mountain Yuzu	O and G Bugno Pty Ltd	Spencer Ranch Pty Ltd
Jireh Citrus	Oleander Orchards	Srhoj Farming Pty Ltd
Joe's Citrus	Ontario Mangoes Pty Ltd	Sunbak Orchards
JS and MS Chugha	Optifarm - Jemalong Citrus	Superior Production
Julum Citrus Pty Ltd	Optifarm Uri Park	T and G.D Sergi
JW Kassulke	Oseik Holdings Pty Ltd	The Craig Meyer Family Trust
JY & M O'Connor	Oxbow Trust	The Goldridge Trust
KEAG Holdings	P Andreatta and Co	Thiel Orchards
Kenbillie PTY LTD trustee for Banapan Citrus	P. Anstee & M. Bassi	Timmel Ridge Estate
	Pandolfo Family Superannuation Fund - Farm 64	TLC Citrus

Top Citrus Pty Ltd

Trevmac Farms Pty Ltd

Trimboli Farming Unit Trust

Twin Lakes Holdings

Twin Palm Citrus

V & K Mancini

Valentina Caamano

Venus Citrus

Vitonga Pty Ltd

VL Druskat & BW Pike & HG Pike

WA & ND Voigt

WF Montague

Widem Farming

Winkie Heights

Wyargana Producers

Yambellup Estate

Yelta Produce Pty Ltd

PREMIUM AFFILIATE

ABC Software Ltd

ADAMA Australia

AgNova Technologies

Ag-Plus Pty Ltd

Agri Technovation Proprietary
Limited

Agromillora Aust Jv Pty Ltd

Aus Farm Land Pty Ltd

Australian Citrus Propagation
Association

Bayer Crop Science

China Marketing Solutions Pty

Citrus Monitoring Services Pty

Citrus NZ

Colin Campbell Chemicals

Corteva Agriscience Australia

Credit Suisse Management

Delica Australia / T&G Global

EE Muir and Sons

FarmRight Asset Management
Australia

First Fresh NZ Limited

FMC

G2 Netting Systems

Global Fresh Australia Pty Ltd

Global Produce Solutions Pty Ltd

Grove Fruit Juice Pty Ltd

Hamburg Sud Australia Pty Ltd

Hansen Tasmania Pty Ltd

Horticulture Fresh Australia

Incitec Pivot Fertilisers

J-Tech Systems

Kruger Plant Production Adviser
Pty Ltd

Lactalis

Legacy Packing

Lochert Bros Pty Ltd

MADEC Harvest Trail Information
Service (HTIS)

MFCT Pty Ltd

Nu-Edge Solutions Australia

Omnia Specialties Pty Ltd

Pacific Fresh

Premier Fresh Australia

Rivulis Irrigation Pty Ltd

Southern Cross Farms

SSM Enterprises

SWAN Systems

Ten Farms Pty Ltd

The Food Revolution Group
(Langtech)

The Fresh Connection South Pacific

Valleyfresh Exports Pty Ltd

Variety Access Pty Ltd

VicChem

Victorian Citrus Farms Pty Ltd

WA Farm Direct Pty Ltd

AFFILIATE MEMBERS

A.T Eyles Pty Ltd

AB Citrus Services Pty Ltd

Aerobotics

Agri Workforce Solutions Pty Ltd

Agriculture Capital Management Australia Pty Ltd

Australia Fruits Pty Ltd

Australian Farming Services

BGP International Pty Ltd

Bhatti Fresh Produce Pty Ltd

Brismark

Brown International Corp LLC

Brown Machinery Australia

Brunswick Wholesale Plants Pty Ltd

Bungle Trading Pty Ltd

Choice Energy PTY LTD

Citricare

Customised Farm Management

De Sangosse Australia Pty Ltd

Elders Rural Griffith

Elders Rural Services Australia Ltd

Elite Netting Pty Ltd

FCFA Management Pty Ltd

Fleming's Nurseries Qld Pty Ltd

Fruitbuddy Australia Pty Ltd

Fruitmentor Inc.

Gayndah Packers Pty Ltd

Geelong Citrus Packers Pty Ltd

Janssen PMP

JBT

Jobs Australia Enterprises Ltd

Lee McKeand Produce Pty Ltd

Linvest Australia

MAF Oceania Pty Ltd

Mansfield's Propagation Nursery

Netpro Pty Ltd

NSW Department of Primary Industries

Nu Leaf

Oceanic Navigation

Phytech

Pinnacle Fresh

PL Citrus Consulting

Proud Solutions Pty Ltd

Regenal Management Services Pty Ltd

Riverina Fruits Exports

Riverina IPM Pty Ltd

Seaway Group

SHARP Fruit

Spraygro Liquid Fertilizers

Steritech Pty Ltd

SuniTAFE (Sunraysia Institute of TAFE)

Swan Hill Chemicals Pty Ltd

The Better Drinks Co. Pty Ltd

VFS Exports

Watt Export Pty Ltd

WL Crop Monitoring Services Pty Ltd

Yenda Producers

Zummo Juicers Pty Ltd



Citrus 
Australia