

ADELAIDE SHOWGROUND FARMERS' MARKET
COMMITTEE MEETING – 5pm, Wednesday February 16 2022
Meeting Room, Heavy Horse Memorial Building

AGENDA

1. Welcome and Apologies
2. Committee Protocols
3. New Conflicts of Interest
4. Minutes of the Previous Meeting
5. Action Items
6. Committee Calendar – 2022
7. ASFM Business Report
8. Correspondence
 - 8.1 David Lyons
 - 8.2 Trish Simpson
9. Finance/Risk Report
10. Sub Committee Meeting Reports
 - 10.1 HR Committee – No Meeting
 - 10.2 Risk and Finance Committee – Action Items attached
 - 10.3 Market Mix Committee – No Meeting
11. Red Flags & Risk Register
12. AOB
 - 12.1 Independent Chairman Appointment – Supporting Documents to follow
 - 12.2 Stallholder Site Fee Discount
 - 12.3 Bike Rack Proposal
 - 12.4 Policy update for Review – Responsible Packaging Policy
 - 12.5 Climate Action Statement – for discussion and action
13. Close

NEXT MEETING

Committee Meeting – 16 March 2022

10 COMMITTEE MEETING PROTOCOLS

1. Arrive on or before commencement time and come prepared

Be prompt in arriving to the meeting.
Be prepared to contribute to achieving the meeting goals.
Come to the meeting with a positive attitude.

2. Stay mentally and physically present

Be present, and don't attend to non-meeting business.
Listen attentively to others and don't interrupt or have side conversations.
Treat all meeting participants with the same respect you would want from them

3. Zoom Protocols

Be visible - All members must be visible on Zoom and be in frame for the duration of the meeting
Pay attention to mute
Learn the controls
Make eye contact

4. Speak through the Chair

All members who wish to speak should do so through the Chair - that is, they catch the chair's eye (such as through raising their arm) and wait to be invited to speak. This enables the chair to ensure that only one person speaks at a time, to the benefit of both speakers and listeners.
The chair will manage conduct.

5. Contribute to meeting goals

Participate 100% by sharing ideas, asking questions, and contributing to discussions.
Share your unique perspectives and experience, and speak honestly.
If you state a problem or disagree with a proposal, try to offer a solution.

6. Let everyone participate

Share time so that all can participate.
Be patient when listening to others speak and do not interrupt them.
Respect each other's' thinking and value everyone's contributions.

7. Listen with an open mind

Value the learning from different inputs, and listen to get smarter.
Stay open to new ways of doing things, and listen for the future to emerge.
You can respect another person's point of view without agreeing with them.

8. Think before speaking

Seek first to understand, then to be understood.
Avoid using idioms, three letter acronyms, and phrases that can be misunderstood.
It's OK to disagree, respectfully and openly, and without being disagreeable.

9. Stay on point and on time

Respect the groups' time and keep comments brief, concise and to the point. Do not ramble.
When a topic has been discussed fully, do not bring it back up.
Do not waste everyone's time by repeating what others have said.

10. Attack the problem, not the person

Respectfully challenge the idea, not the person.
Blame or judgment will get you further from a solution, not closer.
Honest and constructive discussions are necessary to get the best results.

ASFM Committee Member Register of Interests

Name of Board Member, Business	Description of market related Interests	Has the Committee been notified	Date of Disclosure	Steps take by Committee to deal with Conflict	Committee members action to deal with conflict	Recent services procured
Mem Ericsson/Mems Coffee	Stallholder - Coffee	Yes	On commencement	Committee member to step out of all discussions pertaining to conflict, no voting rights on subject	Committee member to step out of all discussions pertaining to conflict, no voting rights on	
Sabine De Vuono/Just Gluten Free/CAN Refrigeration	Stallholder - Gluten free, baked goods, pasta, Refrigeration Services	Yes	On commencement	Committee member to step out of all discussions pertaining to conflict, no voting rights on subject	Committee member to step out of all discussions pertaining to conflict, no voting rights on	
Bob Heath/Najobe Beef, Zara Grace Lamb	Stallholder - Meat	Yes	On commencement	Committee member to step out of all discussions pertaining to conflict, no voting rights on subject	Committee member to step out of all discussions pertaining to conflict, no voting rights on	
Albert Conterno/From the Grain	Stallholder - Breads, pasta and ready meals	Yes	On commencement	Committee member to step out of all discussions pertaining to conflict, no voting rights on subject	Committee member to step out of all discussions pertaining to conflict, no voting rights on	
Michelle Hocking/RAHS	General Manager - Adelaide Show	Yes	On commencement	Committee member to step out of all discussions pertaining to conflict, no voting rights on subject	Committee member to step out of all discussions pertaining to conflict, no voting rights on	
Gay Wallace	None	Yes	On commencement	Committee member to step out of all discussions pertaining to conflict, no voting rights on subject	Committee member to step out of all discussions pertaining to conflict, no voting rights on	
Lynne Dickson	None	Yes	On commencement	Committee member to step out of all discussions pertaining to conflict, no voting rights on subject	Committee member to step out of all discussions pertaining to conflict, no voting rights on	
Diana Williamson	None	Yes	On commencement	Committee member to step out of all discussions pertaining to conflict, no voting rights on subject	Committee member to step out of all discussions pertaining to conflict, no voting rights on	

**ADELAIDE SHOWGROUND FARMERS ' MARKET
COMMITTEE MEETING – 5.00pm, Wednesday, 19 January 2022
Meeting held via Zoom and at the Heavy Horse Memorial Building**

Members present		
Lynne Dickson	Albert Conterno	Mem Ericson
Gay Wallace (via Zoom)	Michelle Hocking (via Zoom)	Bob Heath (via Zoom)
Sabine De Vuono (via Zoom)	Diana Williams (via Zoom)	
Also attended		
AFO, Carol McGrane	EO, Christine Robertson	

1. Welcome and Apologies

Chair, ME, opened the meeting at 5.54pm. No apologies

2. New Conflict of Interest (COI)

None declared.

The EO confirmed that she was still awaiting responses from some committee members re the COI register.

3. Minutes of Previous Meeting

Minutes of the December meeting were moved by LD and seconded by ME. Accepted.

4. Action Items

Two action items were mentioned. The means of counting customers at the market is under re-view and parking costs are still with the RAHS.

BH arrived at 6.01pm

5. Committee Calendar 2022

Action: Calendar to be completed to include full year 2022.

6. ASFM Business Report

Discussions arose re: -

- Reasons for fall in customers since borders opened on Nov 23 e.g. covid-related fear and isolation/quarantine. Little browsing inside pavilion or in retail sector generally.
- Reasons for Twilight market numbers being down and not as successful for stallholders. More stallholders, some stalls only brought orders and no additional stock, no browsing effect as customers did not stay around, clash of date with Willunga
- A decision to be made re a Twilight Christmas Market in 2022
- Site numbers down relating to COVID isolations and January break.
- Some stallholders report a fall in business. Discussion arose around poor customer service skills among some stall staff.

Suggestions re how the market can assist stallholders to improve their sales

- Offer a video workshop with tips on how to engage customers which can be viewed at any time by stallholders online.
- An objective person or business to approach stalls and give them advice as to how to present produce and dress stalls. Also, to create a strategy for stallholders to improve their image and attractiveness to buyers.

BH commented that the discussion raised by astute points made in the business report was very positive.

7. Correspondence – NIL to report

8. Finance/Risk Report

Profit of 26k cash strong. Wage costs down, 121k against a 142k budget. Site rent income up 20k attributed to more stallholders than anticipated.

Report accepted and agreed

Risk & Finance meeting to be held early Feb.

9. Sub Committee Meeting Reports

9.1. HR Committee - No meeting

9.2. Risk and Finance Committee – No Meeting

9.3. Market Mix Committee – No Meeting

10. Red Flags & Risk Register

None

11. AOB

11.1 Committee Skills Matrix Outcome – See attached

A discussion arose around the skills matrix's usefulness in helping the committee make decisions re specialists or casual appointments.

Suggestions included

- Use of the IECD matrix – more insight into where people's gaps are.
- Call for EOI from stallholders for the G Page vacancy
- For the specialist vacancy two suggestions made
 - Independent Chair sourced through an independent body
 - Marketing/Retail specialist

Chair, ME, leaves the meeting and hands over to Deputy Chair, LD at 7.09pm

11.2 Strategic Planning Day

A full day was suggested with a look at the constitutional review, if deemed appropriate, at the end of day suggested.

Action: EO to look for external facilitator and some suitable dates for Strategic Planning Day.

11.3 Constitutional Review

Deferred

11.4 Specialist Position

Item deferred.

In relation to a query by stallholder Bill Cooksley, the policy of not enforcing the wearing of face masks outside at the market was reaffirmed by the committee.

11 Close

7.35PM

NEXT MEETING

16 February 2022

AGENDA ITEM	ACTION	STATUS
March 2021 – Agenda Item 6	EO to liaise with RAHS to seek options around customer car parking costs.	Ongoing
June 2021 – Agenda Item 11	EO to request Leader Street parking statistics from RAHS, specifically when the increase from half hour to one hour parking occurred, and statistics from Rose Terrace when half hour parking was introduced.	Ongoing
July 2021 – Agenda Item 6	EO to investigate systems for a more accurate market visitor count, considering the multiple entry points and costs.	In Progress
October 2021 – Agenda Item 3	EO to produce a Conflicts of Interest Register	Complete
October 2021 – Agenda Item 12	EO to send out a request for expressions of interest in committee vacancy before next meeting	Complete
December 2021 – Agenda Item 12	A Risk & Finance subcommittee meeting to be called for February.	Complete
January 2022 - Agenda Item 5	Calendar to be completed to include full year 2022.	Complete
January 2022 – Agenda Item 11.2	EO to look for external facilitator and some suitable dates for Strategic Planning Day.	In Progress

		ASFM / Committee Action Items	Election/Terms of Office
January	2022	Committee meeting date 19 January	
February	2022	Committee meeting date 16 February	
March	2022	Committee meeting date 16 March	Legal Specialist Committee Position Review
			Michelle Hocking's term expires in April
April	2022	Easter Weekend 15-18 April	Legal Specialist Committee Position Advertise
	2022	Committee meeting date 20 April	
May	2022	Committee meeting date 18 May	
	2022	Legal Specialist advertised	Legal Specialist Committee Position Interview
	2022	Staff performance reviews	Gay Wallace's term expires in June
June	2022	Committee meeting 15 June	
	2022	Legal Specialist appointed	
	2022	19/20 budget approval required	
July	2022	Committee meeting 20 July	
	2022	Committee to approve AGM and election timeline and documentation	
	2022	Audit Information to be prepared	
August	2022	Committee meeting 17 August	9 Aug - Call for nominations
	2022	Approve Financial Report for AGM	
	2022		
	2022		NB: Notification of AGM that includes any special resolutions to be received by membership 21 days prior to the meeting
September	2022	Royal Show Closure Sun 4/9 & 11/9	9 Sept - Nominations close
	2022	Committee meeting 21 September	15 Sep - Notification of AGM/Election to members
	2022		15 Sep - Online election opens
	2022		Lynne Dickson's term expires in October
October	2022	AGM 19 October	12 Oct - Online election closes
	2022		Election results announced at AGM
	2022		
November	2022	Committee Meeting 16 November	
December	2022	Meeting in December ?	

The Mission of the Market

“Create a vibrant market environment to connect customers directly to the best South Australian producers”

Our Vision for the Market

By the end of 2020 the Adelaide Farmers Market will have 3,500 customers visiting it each week.

Our Values and Key Message

We value quality South Australian produce and having a connection to those who produce it. Passion for food is part of our DNA, and with honesty and integrity we stay focussed on the Mission of the market. We don't do politics and we stay professional in our interactions with each other. We aim to enjoy ourselves, take the time to listen to each other's perspectives and create a safe and friendly working environment for everyone working or visiting the market. We value sustainability for both the market and our environment and keep this front of mind in our work.

Purpose of Report

The purpose of the Monthly Business report is to report on where the ASFM is as a business in order to provide the ASFM Committee with evidence based information to base decisions on. This report is compiled with information and expertise from ALL ASFM team members reporting to the Executive Officer and is current as of end of the reporting month.



Total No of Members
 2020/21 2021/22
2245 2372



Membership this Month
 2021 2022
1277 1407



Average Weekly Attendance
 2021 2022
2154 2119



NUMBER OF WEEKS
5



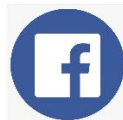
Avg No. of Stalls this Month
 2021 2022
85.7 81.8



Google Analytics
 2021 2022
10,610 11,500
 (8.4%)



Total Direct mail List
 2021 2022
7,274 7,606



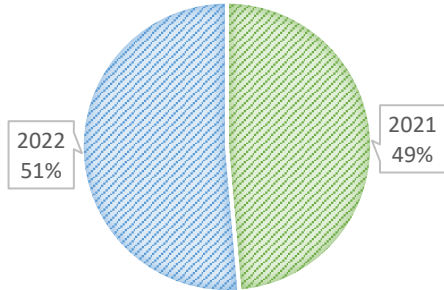
Facebook Follows
 2021 2022
26,532 28,186
 (5.9%)



Instagram Follows
 2021 2022
16,050 18,646
 (14.1%)

MEMBERSHIP SALES

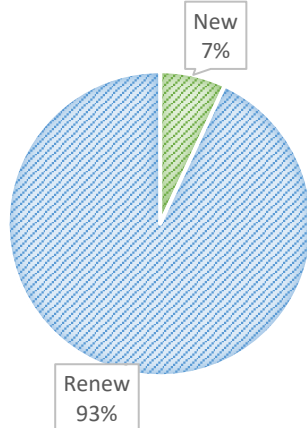
MEMBERSHIPS 2021/2022



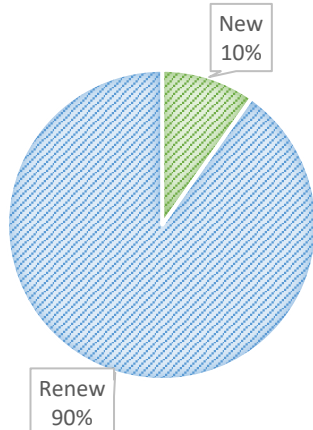
SUMMARY	Jan 21	Jan 22
Memberships	1277	1407

With renewals going through 14-16 January and more members at the end of the membership year in 2021 than 2020 there were bound to be a higher renewal uptake, however strong marketing saw much less people opt out of autorenewals this year than last.

JAN 2022

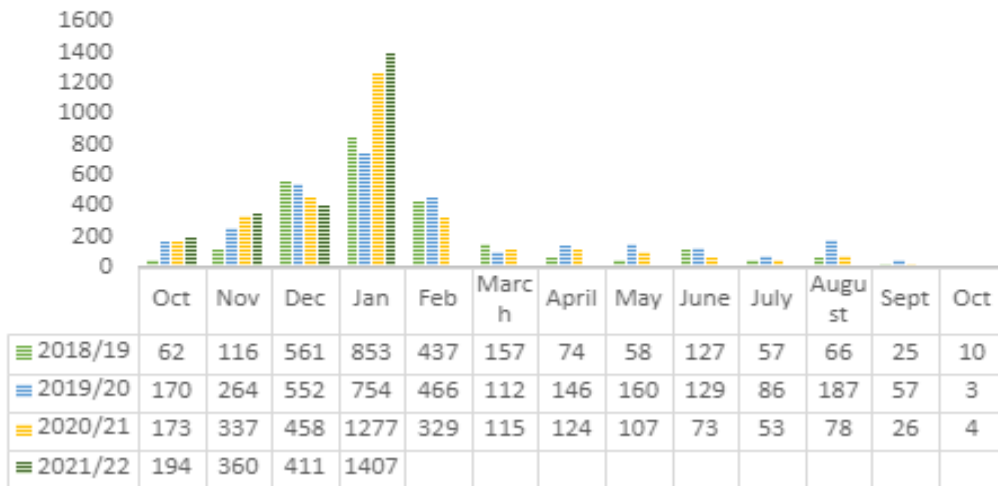


JAN 2021

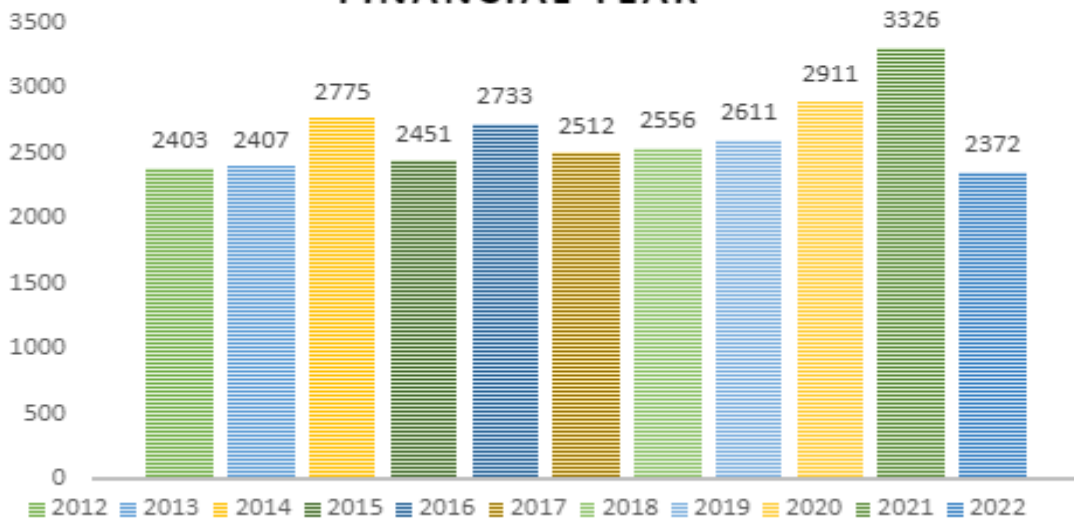


	Jan 21	Jan 22
NEW	125	98
RENEW	1152	1309

MEMBERSHIP NUMBERS 18/19 VS 19/20 VS 20/21 VS 21/22 MEMBERSHIP YEAR



MEMBERSHIP NUMBERS 2012 - 2022 FINANCIAL YEAR



2020/21 Membership Year Oct 20 – October 21

	Purchased at market			Online			Concession*		Total			Previous Years		
	New	Renew	Total	New	Renew	Total	New	Renew	New	Renew	Total	2020	2019	2018
October (22 to 31)	12	20	32	50	91	141	13	39	62	111	173	170	62	65
November	31	30	61	95	181	276	37	76	126	211	337	264	116	151
December	11	44	55	71	332	403	22	141	82	376	458	552	561	607
January	9	71	80	116	1081	1197	28	245	125	1152	1277	754	853	814
February	12	48	60	47	222	269	9	62	59	270	329	466	437	393
March	11	19	30	43	42	85	13	16	54	61	115	112	157	122
April	12	9	21	65	38	103	27	14	77	47	124	146	74	98
May	5	7	12	63	32	95	22	15	68	39	107	160	58	70
June	28	6	34	30	9	39	13	3	58	15	73	129	127	60
July	35	7	42	10	1	11	10	1	45	8	53	86	57	84
August	26	6	32	42	4	46	13	1	68	10	78	187	66	65
September	14	1	15	11	0	11	3	0	25	1	26	57	25	14
October (1 to 20)	1	0	1	2	1	3	0	0	3	1	4	3	10	59
YTD Total	207	268	475	645	2034	2679	210	613	852	2302	3154	3086	2603	2602
Inc Online	852	2302	3154											

2021/2022 Membership Year Oct 21 – October 22

	Purchased at market			Online			Concession*		Total			Previous Years		
	New	Renew	Total	New	Renew	Total	New	Renew	New	Renew	Total	2021	2020	2019
October (21 to 31)	7	13	20	30	144	174	17	72	37	157	194	173	170	62
November	19	35	54	51	255	306	18	122	70	290	360	337	264	116
December	18	54	72	70	269	339	24	123	88	323	411	458	552	561
January	28	186	214	70	1123	1193	26	375	98	1309	1407	1277	754	853
February			0			0			0	0	0	329	466	437
March			0			0			0	0	0	115	112	157
April			0			0			0	0	0	124	146	74
May			0			0			0	0	0	107	160	58
June			0			0			0	0	0	73	129	127
July			0			0			0	0	0	53	86	57
August			0			0			0	0	0	78	187	66
September			0			0			0	0	0	26	57	25
October (1 to 20)			0			0			0	0	0	4	3	10
YTD Total	72	288	360	221	1791	2012	85	692	293	2079	2372	3154	3086	2603
Inc Online	293	2079	2372											

MEMBERSHIP COMMENTARY

Membership was a significant focus this month with efforts being made via the newsletter and social platforms to drive membership sales specifically online. This resulted in a total of 1409 memberships in January compared to 1277 at the same time in 2021. The membership comprised of 1309 renewals and 99 new with a total of 1193 being done online. Total membership at the end of January 2022 was 2372.

Autorenewals ran on 15/16 January with great success. Despite three separate emails alerting people to the fact that their membership was going to renew and gave them the option to opt out, some members left it to the last minute to opt out and were doing this as their autorenewal was being processed in the back end by WooCommerce. This caused confusion for a handful of members, however the system can be adjusted next year so this cant happen. Overall the renewal process in its second time round, went much more smoothly than the first having had the opportunity over the last

few months to sort any previous issues out. A dedicated CRM (Customer relationship management) system would be a further improvement and we will look at this option to present to the committee for consideration at a future time.

2022 Membership Sales

- 1407 memberships were sold during January, up from 411 in December, 1277 in 2021 and 754 in 2020.
- 98 new, 1309 renewed
- 1193 purchased online compared to 214 at the market in January.
- Year to date membership is at 2372, (2079 renewals / 293 new)

Supported Membership Promotions:

- 2021 Market Membership expires this Sunday boosted post Facebook; 292 organic reach and 9 engagements
- Selected post encouraged sign up including the announcement of Clax Cart Winners on Facebook and click through link. Post engagement 259, 789 reach.
- Renewals and sign up to membership have been featured in all four weekly newsletters to 7606 members and subscribers. With a specific messaging targeting those non-members or those needing to renew.

MARKETING/COMMUNICATION

Advertising was undertaken on Facebook with supported content via social channels to help increase awareness of the market, in particular its return on the 2nd January 2022. Although advertising reach was sound on Facebook at 34,812 and 561 responses, the current climate proved to be a challenge as a result of the change in consumer behaviour due to the Covid-19 pandemic cases, restrictions and the imposed isolation rules.

Facebook engagement decreased significantly this month compared with December 2021 figures and on the previous month. This is believed to be due to decreased promotional activities undertaken in January compared to the extensive events and activities scheduled in December.

Furthermore, the number of posts were reduced during this period, as well as paid or boosted advertisements. This was reflected in the paid reach being down 60.1% during this period, but also confirmed that better performance and reach is achieved more broadly on Facebook when supported by paid advertisements and boosted posts.

Despite engagement levels being down, Facebook followers increased by 185 from the previous month and 5.9% on the previous year to year figures.

Instagram also grew by 14% compared to the same time last year with a total of 257 new followers on the previous month and 2624 on the previous year-on-year figures.

SOCIAL MEDIA AUDIENCES – JANUARY 2022

REACH

Facebook

43.2K ↓50.4%



Instagram

23.2K ↓19.9%



AUDIENCE

Facebook Page likes ⓘ

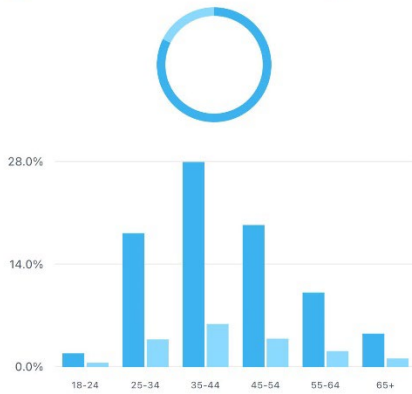
26.9K

Instagram followers ⓘ

18.6K

Age & gender ⓘ

82.4% Women 17.6% Men



Facebook Page likes ⓘ

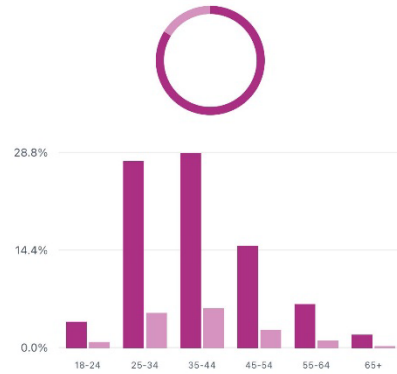
26.9K

Instagram followers ⓘ

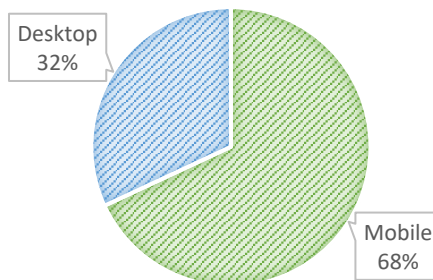
18.6K

Age & gender ⓘ

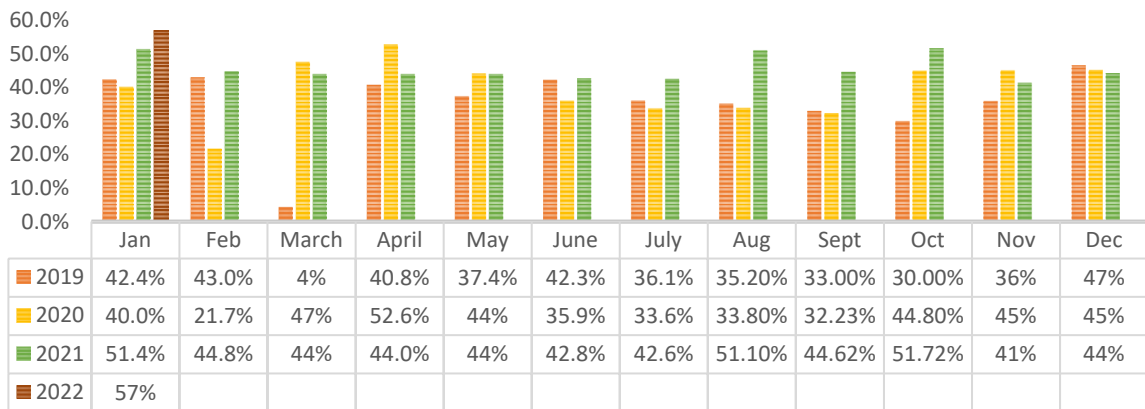
83.9% Women 16.1% Men



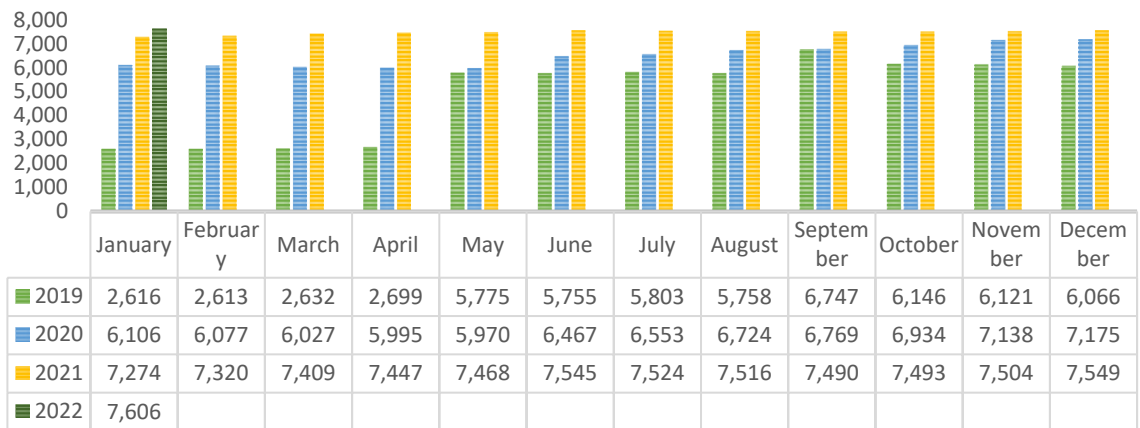
WEBSITE VIEWS JANUARY 2021



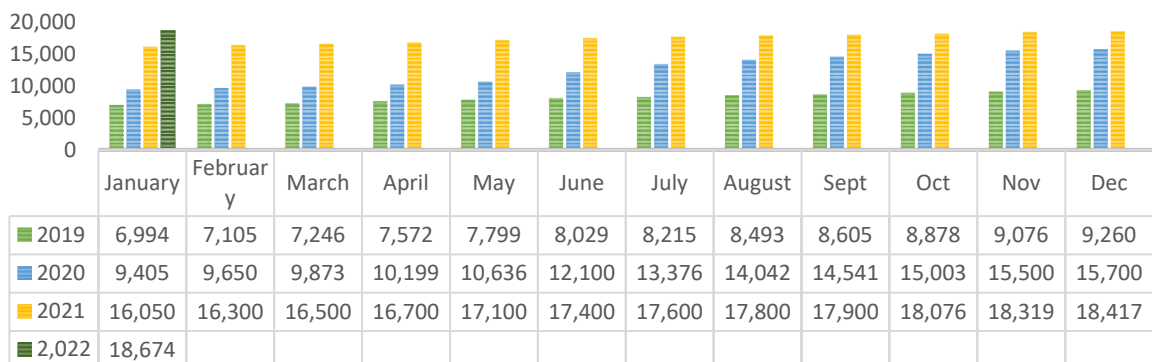
EMAIL OPEN RATE



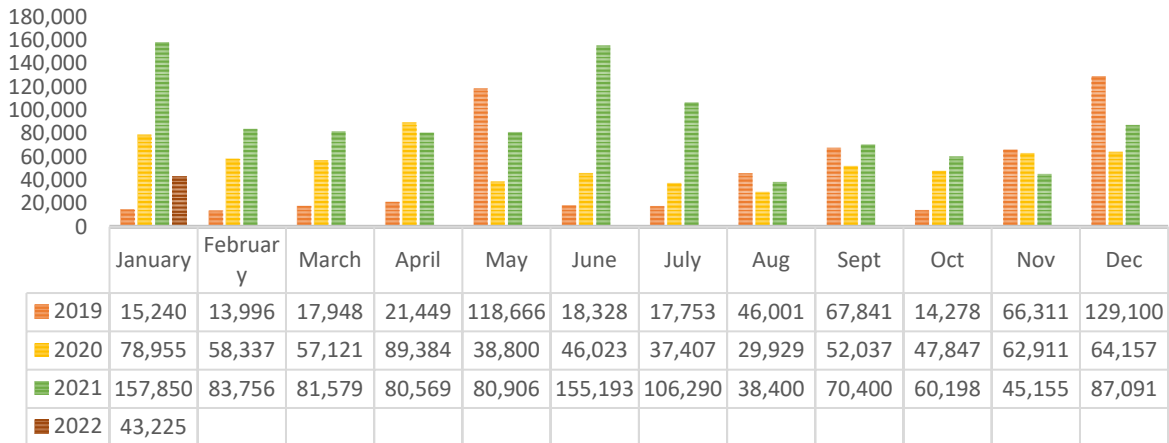
EMAIL SUBSCRIBERS



INSTAGRAM FOLLOWERS



FACEBOOK REACH



MARKETING COMMENTARY

Engagement levels on Google continued to increase in January by 8.4% compared to year-on-year figures. A focus was placed on increasing performance on Google My Business, as an important tool for improving search engine optimization and website clicks. This required continuous refreshment of content to ensure to current and up to date for optimal performance.

Click through traffic from Google searches to the ASFM website increased by 52.5% compared to year-on-year figures and 41% increase on the previous month. Suggesting that the current strategy is working effectively.

Weekly newsletter total subscribers continued to increase by 3.9% or 286 compared with the previous year. The open rate also improved on the previous months figure by 23%.

Stallholder website profile updates commenced this month to ensure accurate content reflective of the current stallholder offering. Communication was customised to each business to ensure an effective and efficient response rate. This work will continue into February and potentially March.

PROMOTIONS PAID ADVERTISING:

Healthy New Year Sunday Market Returns – 2022 – January 2 Market Promotion

- Adelaide Showground Goodwood Road Digital Signage (general banner)
- Facebook Advertising reach **18,668**, 82 event responses, spend \$50

Market attendances – estimated 1354 compared with 2418 the previous year.

Visit Market “Essential Supplies”/ All Welcome – 2022 – January 13 Market Promotion

- Adelaide Showground Goodwood Road Digital Signage (general banner)
- Facebook Advertising reach **11,628**, 181 event responses, spend \$50

Market attendances – estimated 1951 compared with 2278 the previous year.

Visit Sunday Market Spacious Outdoor (& Indoor) / No shortages / All Welcome – 2022 – January 20 Market Promotion

- Adelaide Showground Goodwood Road Digital Signage (general banner)
 - Facebook Advertising reach **4516**, 298 event responses, spend \$25
- Market attendances 24/1/2022 – estimated 2269 compared with 1309 the previous year
 Market attendances 31/1/2022 – estimated 2619 compared with 2577 the previous year

Social Media Post / Google / free promotions

- Facebook posts: 13 posts, Reached 17,439, 761 engagements
- Eventbrite, January 2 Market Returns
- Facebook Event Listing for 3 weekly markets
- Australian Tourism Data Warehouse Event Market Returns 2022
- Google My Business – 15 general posts including stallholders & events
- Glam Adelaide event listing
- 31 Facebook Posts
- 24 Instagram Posts.

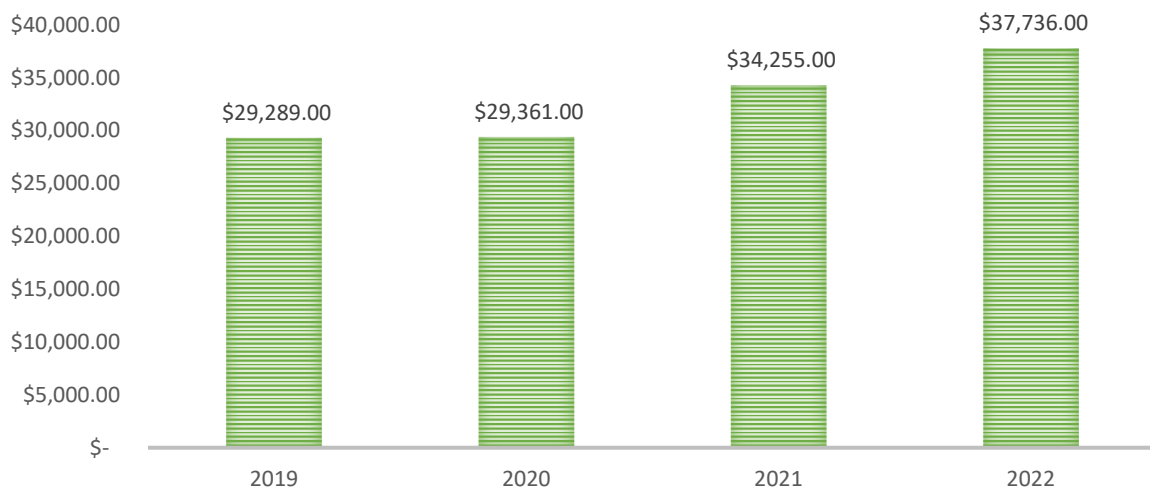
EDM / Newsletter

- Email distribution list has increased to 7606 compared with 7549 subscriber/members on the previous month.
- Open rate is 57% average across members and subscribers. Noting Members open rate is on average at least 55% each week
- Click through rate is averaging at 9.2%

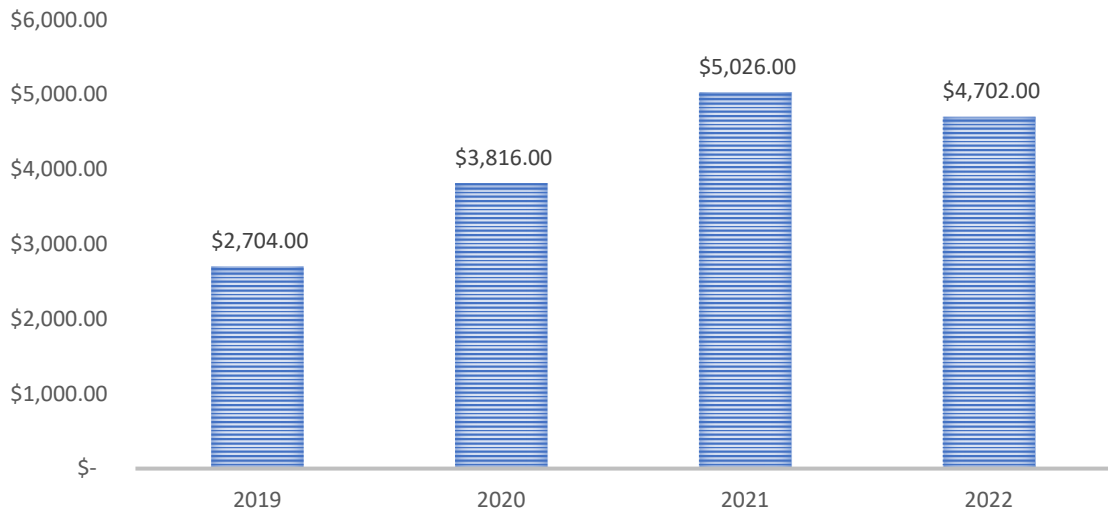
According to Mailchimp the average open rate for newsletters is 23.31% with a 2.94% click rate.

OPERATIONS

JANUARY SITE FEES



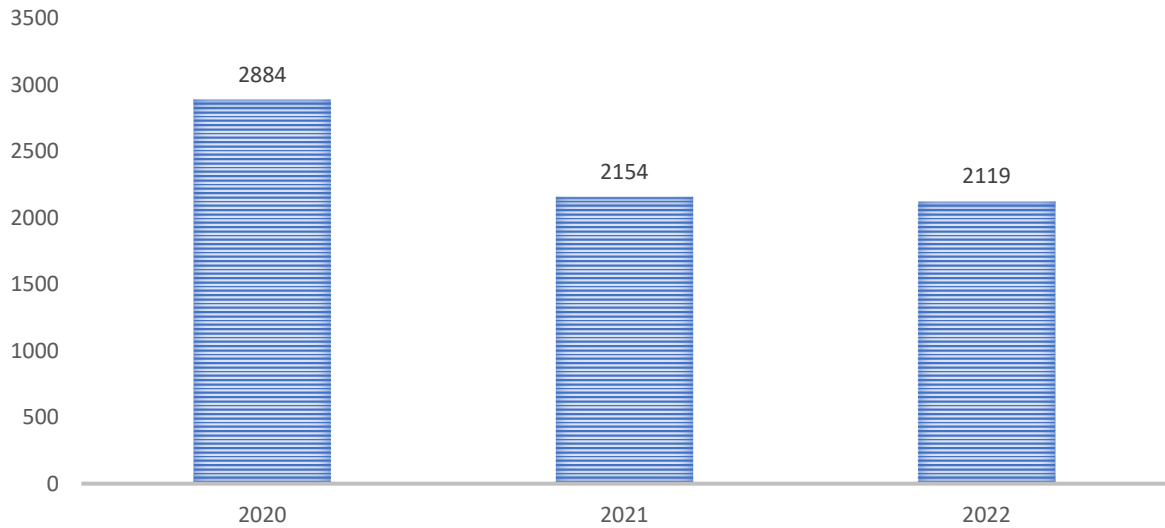
JANUARY CATERING FEES



WEEKLY ATTENDANCE COUNT/RECORDS JANUARY 2022

	2/01/2022	1/9/2022	1/16/2022	1/23/2022	1/30/2022
Attendance	1354	1951	2406	2269	2619
Compared to 2021	03/01/2021	10/01/2021	17/01/2021	24/01/2021	31/01/2021
Attendance	2418	2278	2109	1390	2577
Notes	COVID-19 Day After New Year's	COVID-19	COVID-19 Membership Renewal Day	COVID-19	COVID-19 School Goes Back
Weather	29	29	29	23	33
Number of Sites	60	82	88	90	89
Number of Stallholders	45	67	71	70	73
Number of shared sites	0	1	1	1	0
Caterers onsite	3	6	7	7	7

JANUARY 2021 ATTENDANCE



ATTENDANCE NUMBERS

The Covid-19 environment, coupled with school holidays and increase regional travel resulted in January being a quieter month which was reflected in early month attendances being down. Towards the end of January we started to see a rebound in consumer confidence and improved market attendances which was likely due to SA reaching peaked cases and easing of restrictions. The market attendance in late January 2022 is back to where it was in January 2021 which is promising.

Average Stall Statistics

Average stalls for the month	July	August	September	October	November	December	January	February	March	April	May	June	Average YTD v Full Year
2021-2022	88.75	93.3	92.1	93.2	96.6	*****92	81.8						
2020-2021	90.75	91.4	94.37	92.75	91.3	****89.75	85.7	85.12	92.5	****84.2	93.2	91.25	90.8
2019-2020	78.3	76.4	79.1	80.25	83	85.7	81.25	85.63	85.1	73.25	81.9	86.5	81.4
2018-2019	83.3	78	76	88.25	85.1	88.4	86	93	94.3	***77.75	82.5	82.9	85.3
2017-2018	85.6	86.25	81.75	96.1	102.7	*98.8	98	98.25	97.75	**81.2	89.4	83.12	91.9
2016/2017	86.4	85.5	80.5	87	96	93.5	91	94.8	92.9	81.7	91.5	89.4	89.4
2015/2016	87.3	90	82	95.8	102.2	95.3	93.7	98.6	101	94.1	91.6	88.8	93.7
* Dec 2017 figure drops to 88.1 if the Twilight market is included(34.5 stalls attended)							***April 2019 figure increases to 87 if Easter Sunday market excluded (50 sites included)						
							**April 2018 figure increases to 91.5 if Easter Sunday market excluded (40 stalls attended)						
							****Dec 2020 figure increases to 102.8 if Twilight market excluded (45 stalls attended)						
							*****April 2021 figure increases to 93.7 if Easter Sunday market excluded (56 stalls attend						
							***** Dec 2021 figure decreases due to Twilight Market and no Boxing Day						

Average Attendance Statistics

Average attendance for the month	July	August	September	October	November	December	January	February	March	April	May	June	Average YTD v Full Year
2021-2022	2449	2381	2384	2536	2154	2015	2119						
2020-2021	2384	2227	2392	2116	2189	1842	2154	2525	2480	2446	2607	2449	2318
2019-2020	2539	2342	2613	2929	3408	2656	2884	2628	3010	2354	2523	2744	2719
2018-2019	3059	2641	2972	2918	2716	2745	2589	3308	2904	2908	2672	2291	2810
2017-2018	3068	3274	3010	2992	3227	2463	3647	3446	2854	3037	2635	3125	3043

FOR YOUR INFORMATION

New Stallholders: <ul style="list-style-type: none">• Never Never Distilling• Buff Love – Buffalo Products	Returning stallholders: <ul style="list-style-type: none">• Good Country Hemp• Cooinda
Stallholder Finishing Temporarily: <ul style="list-style-type: none">•	Stallholders Finished Permanently: <ul style="list-style-type: none">• Eating Kindly – they have been trading well but the making of cheese has brought with it serious challenges with balancing their life and they have decided they are unable to keep up with demand.

New Northern Entrance

After three weeks of the expected resistance to change the new Northern Customer entrance is working well with the new info stand set up allowing us to provide faster service for customers and better organisation for volunteers and staff. During membership renewal. Feedback from customers is now very positive.

Waste Management

The current three bin system and signage has received considerable feedback via stallholders and customers commending us on our leadership shown with this program. We are still in the process of recruiting 'Sustainability Monitors' to help educate people as to which bin to place their rubbish in.

Red Umbrellas

The three red umbrellas near Kuhl Kooking have now been assessed and repaired by the original supplier.

MARKET MATTERS

Take up of printed Market Matters has decreased with a much larger percentage of people now saying they have read the paper online. We are still distributing between 45 and 55 per week.

Farm Based/Non Farm Based Stallholders (Excluding Caterers)

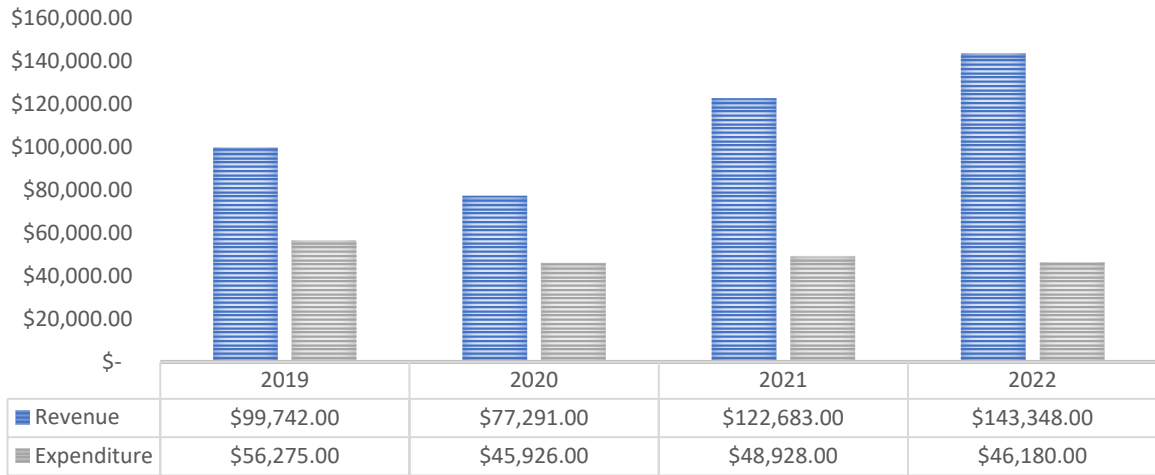
Current ratio 71%/29%

Total number of Active Stallholders

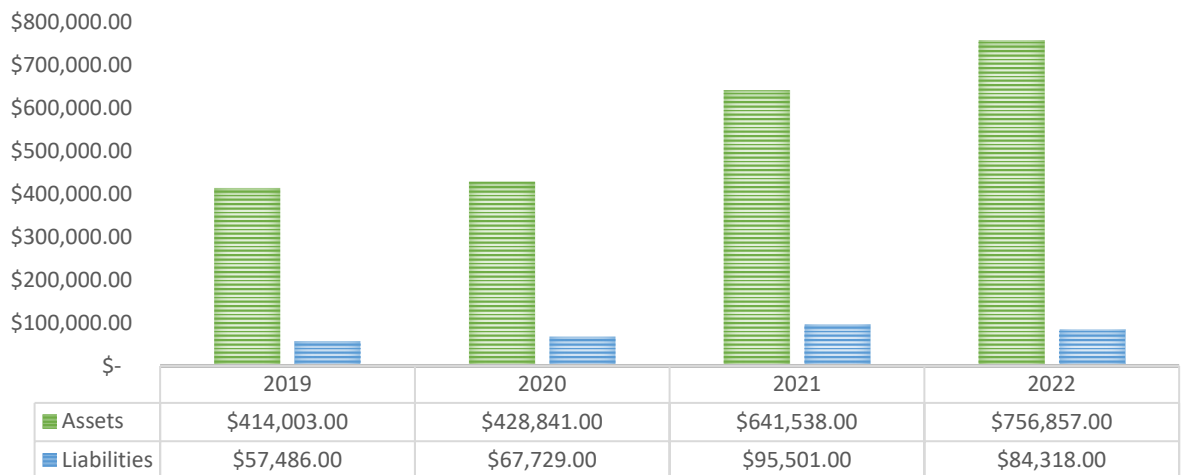
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FINANCE

REVENUE/EXPENDITURE JANUARY



TOTAL ASSETS/LIABILITIES JANUARY



NOTES

Conditions across the state continued to deteriorate into January, as a result of the Omicron variant that caused COVID-19 cases to reach unprecedented levels that triggered consumer caution following a sharp fall in confidence in December.

This impact was experienced by the market in January as consumption patterns changed significantly due to closed borders, restricted shopping, stay-at-home orders and general uncertainty. The Omicron outbreak created significant disruption in South Australia that was felt at the Market specifically in early to mid-January resulting in a reduction in attendances.

SIGNAGE

Old ASFM signage on the Beef Pavilion has now been removed and new signage is being erected along the Leader One Carpark fence with the permission of the RAHS. The new signage states our current trading hours and directs people to enter via Rose Tce Carpark.

MT PLEASANT MARKET CELEBRATION

Asfm had four representatives including the EO, MDOC and two volunteers attend the tenth birthday celebrations of the MPFM and pay our respects to Genevieve Hebart for her ten years of service and wish her well on her retirement.

MARKET MANAGERS MEETING

A South Australian Farmers Market meeting was scheduled and held on Wednesday 9 February, hosted by the ASFM under the verandah for fresh air making it Covid Safe. Management staff from Adelaide Hills, Barossa, Mt Pleasant, Willunga and ASFM attended the meeting. Victor Harbor was an apology. Numerous issues and ideas were shared. It was generally agreed that the reciprocal vouchers produced each year were not used or presented at markets which included the ASFM and the decision was made to discontinue this arrangement. All markets would honour however the occasional customer that came from another market enquiring about reciprocal rites but that the offer would not be advertised. The market that was impacted most by the voucher system was Willunga with many customers of other markets, in the region whilst on holidays.

The markets agreed on a much more collaborative approach to sharing information that would improve our approach to covid, general problems and issues.

COVID MARSHALLING

As from Sunday 13 February there will no longer be Covid Marshalls at the external pavilion doors. There will however be a roving Covid Security Marshall in the pavilion reminding customers that it's a legal requirement for masks to be worn. Volunteers will now be redeployed onto monitoring customer queues. There will be a certain expectation that customers need to take some responsibility for their own safety and ensure they maintain covid safe distances. This will now be following other retail entities where self monitoring has been relied on for some time.

Application by David Lyons for Casual Committee Member.

Originally from Sydney I have now lived in Adelaide for over 16 years. I graduated from Macquarie University BEcLLb and held positions in Finance, B2B sales, Project Management and Line Management in IBM and CSC Australia as well as roles as Business Advisor with the Australian Chamber of Manufacturers and as a Small Business Lender with the ANZ bank. My move to Adelaide meant I left corporate world to pursue self employment opportunities in the Hospitality Industry. My Partner (Andrew Kuhl) and I have successfully owned and managed a 23 room motel in North Adelaide and grown our Kuhl Kooking catering and coffee stalls as part of the Market since it's second year of operations.

During my time as a member and stallholder I have been an active supporter of new initiatives the ASFM has undertaken. I operated a juice stall at the Prospect Market and catering stall at the Gawler Market. I have also volunteered to be play key roles in every Tasting Australia event held by the ASFM.

My interest in ASFM goes beyond my involvement as a stallholder. I am possibly one of only a few non-committee members who have attended every AGM in the last 14 years. In 2015 I was a voluntary non-committee member of the Market Improvement subcommittee and during 2017/2018 I was selected as a replacement committee member. I have been an unsuccessful committee member candidate in the in 2018 and 2019 elections so would appreciate the opportunity to serve again as a casual committee member with the view of standing as a nominee in the 2022 elections.

I believe I can bring a broad range of experience and existing knowledge of the role an ASFM committee member requires. I understand the importance of the role to the success of the Market and am willing to put in the time to ensure procedures are followed and staff are given every opportunity to succeed.

Sincerely

David Lyons



PIYA POULATORIUM



Chair
ASFM Committee,
Wayville S.A.

9 February 2022

Dear ASFM Chair,

I am again lodging an expression of interest in filling the casual committee vacancy noting that my interest was first lodged on the 15th November 2021 following the October AGM and notice that the position would become available.

As most of you are aware, I have been a member and stall holder of the ASFM since September 2012 selling free range eggs under our brand "Murphy's crossing". My Sunday's have been devoted to the market for the entire period of our membership.

I love to talk to my customers every week with the market being credited as a major part of the success of our egg brand.

As a family we run a successful fourth generation farm humbly started in 1959, with chooks and now consisting of grain growing, wool, fat lambs and recently the inclusion of "cholelka" Hampshire Downs sheep. Vertical integration of the entire business has allowed growth and diversity which also includes farms in two different areas of South Australia.

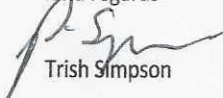
To achieve this success we have had to adjust and change our strategies constantly. We have had adversity through major health issues, industry change, regulation to deregulation to re-regulation of the egg industry, drought and the Pinery fire which alone took out more than half of our laying hens and all our farming equipment. At that point it would have been easy to just give up but we made the decision to keep going one we have not regretted.

I am an outside primary producer stallholder, of which there are currently none on the ASFM Committee and am at the coal face for feedback from market members and stallholders. I have been on many committee's in my time including one that employed staff and I understand confidentiality in regards to all market matters. The market as a whole is very important for the connection between city and rural people for the understanding of food production.

Over the years I have been asked many times to run for the committee but on a personal level I wasn't ready due to family and business commitments. Right now I am ready for the challenge and this term will allow me to understand how the committee works and bring new ideas to the table.

I hope my application will be successful.

Kind regards



Trish Simpson



PO BOX 1097 • WILLASTON • SA 5118 AUSTRALIA
PHONE: 08 8525 4187 • FAX: 08 8525 4308
EMAIL psimpson@aussiebroadband.com.au

Profit and Loss

Adelaide Showground Farmers Market

For the month ended 31 January 2022

Account	Dec 2021	Dec 2021 Budget	Jan 2022	Jan 2021 Budget	YTD 2021/22	2021/22 YTD Budget	YTD 2020/21 Actuals	2021/22 Budget
Trading Income								
Bag Revenue	271.79	416.00	351.63	416.00	2,519.06	2,912.00	2,767.85	5,000.00
Car Park Card Revenue	8,036.42	5,000.00	16,163.65	12,500.00	34,604.25	23,760.00	21,859.75	30,800.00
Catering Rental Income	4,810.93	5,800.00	4,507.26	5,500.00	32,645.54	31,900.00	33,261.57	56,000.00
Donations	0.00	0.00	0.00	0.00	0.00	0.00	159.59	0.00
Membership Income	26,289.07	28,500.00	90,609.98	82,000.00	168,432.74	162,015.00	151,823.99	211,115.00
Merchandise Sales	70.08	120.00	116.35	120.00	259.61	360.00	649.75	1,000.00
Miscellaneous Revenue	0.00	0.00	0.00	0.00	0.00	0.00	9.11	0.00
Power Fees	2,300.77	2,800.00	2,023.12	1,800.00	16,032.70	14,800.00	16,130.05	27,000.00
Private Funding	0.00	0.00	0.00	0.00	245.44	0.00	972.62	0.00
Site Rent Income	41,048.86	55,000.00	37,736.42	37,000.00	270,404.47	249,000.00	259,616.32	451,900.00
Sponsorship income	0.00	750.00	0.00	750.00	750.00	2,250.00	750.00	2,500.00
RAHS Subsidy	0.00	0.00	0.00	0.00	8,000.00	8,000.00	0.00	16,000.00
Total Trading Income	82,827.92	98,386.00	151,508.41	140,086.00	533,893.81	494,997.00	488,000.60	801,315.00
Cost of Sales								
COGS - Bags	227.78	312.00	178.38	312.00	1,537.85	2,184.00	1,839.01	3,750.00
COGS - Car park costs	0.00	4,650.00	5,720.00	11,625.00	7,106.36	22,095.00	10,195.45	28,500.00
COGS - Merchandise Costs	297.85	30.00	357.50	30.00	1,538.20	90.00	486.60	250.00
Freight	0.00	25.00	0.00	25.00	0.00	175.00	214.30	300.00
Membership Costs	810.15	912.00	1,903.65	2,623.00	5,269.60	5,184.00	4,655.14	6,755.00
Total Cost of Sales	1,335.78	5,929.00	8,159.53	14,615.00	15,452.01	29,728.00	17,390.50	39,555.00
Gross Profit	81,492.14	92,457.00	143,348.88	125,471.00	518,441.80	465,269.00	470,610.10	761,760.00
Events								
Event Income								
Event Income - Orphanage Market	0.00	0.00	0.00	0.00	0.00	2,700.00	0.00	2,700.00
Event Income - Covid 19	0.00	0.00	0.00	0.00	3,000.00	0.00	0.00	0.00
Total Event Income	0.00	0.00	0.00	0.00	3,000.00	2,700.00	0.00	2,700.00
Event Expenses								
Event Expenditure - Tasting Australia	0.00	0.00	0.00	0.00	0.00	0.00	(225.14)	0.00
Event Expenditure - Orphanage Market	0.00	0.00	0.00	0.00	0.00	(6,500.00)	0.00	(6,500.00)
Event expenses - COVID-19	(1,995.10)	(1,000.00)	(1,856.06)	0.00	(5,458.81)	(3,000.00)	(3,711.35)	(3,000.00)
Total Event Expenses	(1,995.10)	(1,000.00)	(1,856.06)	0.00	(5,458.81)	(9,500.00)	(3,936.49)	(9,500.00)
Gross Profit (Loss) on Event	(1,995.10)	(1,000.00)	(1,856.06)	0.00	(2,458.81)	(6,800.00)	(3,936.49)	(6,800.00)
Gross Profit (Loss) on Grant Funding	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00

Other Income

Distributions Received	0.00	0.00	745.24	0.00	2,435.82	0.00	1,298.74	0.00
Portfolio Gain / Loss	0.00	0.00	0.00	0.00	(24,428.00)	0.00	(3,451.66)	0.00
ATO - Cashflow Boost Payments	0.00	0.00	0.00	0.00	0.00	0.00	34,056.00	0.00
Total Other Income	0.00	0.00	745.24	0.00	(21,992.18)	0.00	31,903.08	0.00

Operating Expenses

Accounting								
Accounting and Legal Fees	1,300.00	2,150.00	0.00	0.00	3,850.00	4,900.00	7,590.00	8,600.00
Audit Fees	0.00	750.00	0.00	0.00	3,800.00	6,000.00	2,500.00	6,000.00
Total Accounting	1,300.00	2,900.00	0.00	0.00	7,650.00	10,900.00	10,090.00	14,600.00
Marketing								
Advertising and Marketing - Above line	5,396.29	4,500.00	878.41	4,500.00	20,213.17	31,500.00	6,963.08	54,000.00
Advertising and Marketing - Below line	501.63	500.00	199.63	500.00	2,069.11	3,500.00	2,590.89	6,000.00
Total Marketing	5,897.92	5,000.00	1,078.04	5,000.00	22,282.28	35,000.00	9,553.97	60,000.00
Bank Charges	1,012.89	800.00	917.92	1,300.00	3,484.80	3,750.00	3,223.27	8,446.00
Car Park Reimbursement	0.00	0.00	0.00	0.00	0.00	0.00	22.73	0.00
Cleaning Expense	0.00	0.00	0.00	0.00	0.00	400.00	0.00	800.00
Committee Expenses	295.94	375.00	0.00	375.00	4,561.94	2,625.00	3,703.05	4,500.00
Computer Consultant Fees	0.00	100.00	510.00	100.00	1,940.00	700.00	630.00	1,200.00
Dues & Subscriptions	137.35	450.00	180.55	200.00	2,235.82	1,530.00	1,461.96	3,000.00
Electricity	1,402.23	1,500.00	0.00	1,500.00	9,650.47	10,500.00	9,815.61	18,000.00
Equipment Expense/Hire	5.00	5.00	5.00	5.00	1,708.70	35.00	35.00	60.00
Insurance	539.22	0.00	539.22	0.00	3,703.49	0.00	5,618.09	8,300.00
IT Upgrade Expense	0.00	0.00	0.00	0.00	0.00	0.00	414.18	0.00
Kids Club Activity Programme	0.00	500.00	0.00	500.00	1,933.99	3,500.00	0.00	6,000.00
Kitchen Supplies	0.00	333.00	0.00	333.00	34.58	2,331.00	0.00	4,000.00
Maintenance	181.82	100.00	0.00	450.00	1,019.86	2,885.00	5,098.81	11,500.00
Membership Card Purchase	0.00	0.00	65.45	240.00	609.10	240.00	195.46	400.00
Minor Equipment	0.00	185.00	0.00	185.00	580.22	1,295.00	370.74	2,220.00
Money Out (Kounta)	110.00	0.00	0.00	0.00	342.00	0.00	396.00	0.00
Office Supplies	297.70	200.00	129.35	200.00	1,594.29	1,400.00	1,342.92	2,400.00
Other Consulting Fees	0.00	0.00	0.00	0.00	0.00	0.00	0.00	300.00
Postage & Shipping	0.00	0.00	0.00	0.00	0.00	0.00	0.00	260.00
Private funding expenses	0.00	0.00	0.00	0.00	0.00	0.00	500.00	0.00
Realised Currency Gains	1.61	0.00	36.14	0.00	42.43	0.00	19.87	0.00
Recruitment Expenses	0.00	0.00	0.00	0.00	570.00	1,600.00	0.00	1,600.00
Site Attendant's Fee	1,600.00	1,400.00	1,280.00	1,000.00	9,600.00	8,640.00	8,520.00	17,000.00
Site Consumables	176.78	0.00	0.00	60.00	754.87	320.00	151.07	1,200.00
Site Equipment Hire	899.31	1,000.00	1,209.55	1,000.00	8,520.10	12,500.00	3,857.70	18,600.00
Site Licence Fees Rent	14,350.00	14,250.00	14,350.00	14,250.00	112,700.00	99,750.00	63,000.00	171,000.00
Software Licence Fees	457.14	450.00	406.44	450.00	2,656.72	3,150.00	2,851.71	5,800.00
Staff Amenities	37.08	106.00	0.00	106.00	230.89	742.00	629.21	1,280.00
Staff Training	0.00	0.00	0.00	0.00	0.00	1,500.00	22.15	3,000.00
Superannuation	1,840.26	2,500.00	1,812.60	2,319.00	12,927.37	16,595.00	14,670.20	29,600.00
Telephone	564.17	475.00	375.13	475.00	3,032.23	3,325.00	2,673.46	5,700.00
Travel & Entertainment	0.00	100.00	0.00	100.00	236.75	700.00	273.46	1,200.00
Uniforms	0.00	0.00	0.00	0.00	0.00	1,800.00	0.00	1,800.00
Volunteer Expenses	199.22	416.00	146.70	416.00	1,485.93	2,912.00	1,131.14	5,000.00
Wages & Salaries	19,067.10	25,000.00	19,484.00	23,198.00	140,831.12	165,989.00	156,339.16	296,000.00
Workcover Levy	218.50	250.00	218.50	231.00	836.05	1,657.00	1,016.05	2,960.00
Waste Management	347.77	500.00	992.36	500.00	3,240.93	3,500.00	0.00	6,000.00

Car Park Subsidy	0.00	1,000.00	0.00	1,000.00	0.00	7,000.00	0.00	12,000.00
Total Operating Expenses	50,939.01	59,895.00	43,736.95	55,493.00	360,996.93	408,771.00	307,626.97	725,726.00
Net Profit	30,553.13	32,562.00	100,357.17	69,978.00	135,452.69	56,498.00	194,886.21	36,034.00

Balance Sheet

Adelaide Showground Farmers Market As at 31 January 2022

	31 JAN 2022	31 JAN 2021	31 JAN 2020	31 JAN 2019
Assets				
Bank				
Adel Show Farmers Market Inc	85,207.67	184,229.54	133,847.79	135,336.11
Bendigo - Business Account	483,650.99	259,717.25	72,533.94	69,580.56
Cash Management Account	14,108.08	9,975.60	7,728.25	3,065.17
Petty Cash	534.40	969.60	801.05	1,397.25
Total Bank	583,501.14	454,891.99	214,911.03	209,379.09
Current Assets				
Clearing - Cash	118.45	53.00	256.20	927.65
Clearing - EFT	(0.88)	-	-	(706.26)
Franking Credits Receivable	-	-	-	1,230.31
Inventory	13,154.50	19,685.30	13,598.32	6,675.43
Money In (Kounta)	(342.00)	(390.00)	(6,730.00)	(2,920.00)
Trade Debtors	18,698.89	4,340.84	2,965.58	3,791.20
Unrealised gain/loss on investments	-	-	19,771.66	3,339.66
Workcover receivable	37.95	-	-	-
Total Current Assets	31,666.91	23,689.14	29,861.76	12,337.99
Fixed Assets				
Computer Equipment	29,166.14	29,166.14	60,404.14	60,404.14
Computer Equipment Dep	(22,036.72)	(19,660.24)	(47,723.64)	(41,349.39)
Fence Amortisation	-	(3,548.10)	(3,255.30)	(2,546.74)
Fencing	-	7,097.00	7,097.00	7,097.00
Furniture & Fixtures Accum Dep	(26,500.67)	(23,045.16)	(29,416.10)	(25,854.06)
Furniture & Fixtures at Cost	48,043.37	44,279.73	54,187.73	52,715.00
Outdoor Seating - Private Funding	9,277.38	9,277.38	8,833.20	-
Outdoor Seating - Private Funding Accum Dep	(3,337.32)	(1,852.32)	(120.82)	-
Shipping Container	3,165.00	3,165.00	3,165.00	3,165.00
Shipping Container Dep	(1,114.25)	(797.75)	(480.74)	(164.75)
Signs and Banners	10,040.00	20,233.00	47,017.00	47,017.00
Signs and Banners Dep	(9,513.46)	(16,089.71)	(40,602.72)	(36,943.02)
Total Fixed Assets	37,189.47	48,224.97	59,104.75	63,540.18
Non-current Assets				
Amortisation on Website Development	(30,696.00)	(20,464.00)	(10,232.00)	-
SPDR 200 Fund ETF Units	84,036.34	84,036.34	84,036.34	84,036.34
Website Development	51,160.00	51,160.00	51,160.00	44,710.00
Total Non-current Assets	104,500.34	114,732.34	124,964.34	128,746.34
Total Assets	756,857.86	641,538.44	428,841.88	414,003.60
Liabilities				
Current Liabilities				
GST	10,677.63	23,776.53	16,274.97	5,910.94

	31 JAN 2022	31 JAN 2021	31 JAN 2020	31 JAN 2019
PAYG Withholding Payable	3,759.53	10,193.53	11,149.53	0.53
Rounding	(4.41)	(10.94)	(5.67)	(4.94)
Superannuation Payable	1,812.60	2,044.86	1,872.92	3,194.40
Till variance (Kounta)	-	-	-	719.64
Trade Creditors	39,564.41	21,661.68	15,154.06	34,853.43
Wages Payable	0.02	-	500.78	367.98
Total Current Liabilities	55,809.78	57,665.66	44,946.59	45,041.98
Non-current Liabilities				
Prepayments	(3,235.26)	-	-	-
Provision for Annual Leave	31,751.29	37,835.93	22,783.08	12,494.95
Suspense	(7.55)	-	-	(50.00)
Total Non-current Liabilities	28,508.48	37,835.93	22,783.08	12,444.95
Total Liabilities	84,318.26	95,501.59	67,729.67	57,486.93
Net Assets	672,539.60	546,036.85	361,112.21	356,516.67
Equity				
Current Year Earnings	131,575.79	177,719.25	6,944.56	(53,493.94)
Retained Earnings	540,963.81	368,317.60	354,167.65	410,010.61
Total Equity	672,539.60	546,036.85	361,112.21	356,516.67

2022 Financial Year Cash Flow
Adelaide Showground Farmers Market
July 2021 to June 2022

Account	Actual Jul-2021	Actual Aug-2021	Actual Sep-2021	Actual Oct-2021	Actual Nov-2021	Actual Dec-2021	Actual Jan-2022	Budget Jan-2022	Budget Feb-2022	Budget Mar-2022	Budget Apr-2022	Budget May-2022	Budget Jun-2022
Income													
Bag Revenue	\$523.35	\$432.12	\$230.48	\$414.72	\$310.49	\$265.69	\$323.94	\$416.00	\$416.00	\$416.00	\$416.00	\$416.00	\$424.00
Car Park Card Revenue	\$240.47	\$213.65	\$114.28	\$2,745.29	\$7,077.30	\$8,045.03	\$15,727.43	\$12,500.00	\$2,680.00	\$1,900.00	\$1,300.00	\$780.00	\$380.00
Catering Rental Income	\$4,654.49	\$3,077.47	\$5,086.99	\$4,805.29	\$4,048.39	\$2,127.45	\$6,768.41	\$5,500.00	\$4,500.00	\$4,500.00	\$5,700.00	\$5,000.00	\$4,400.00
Membership Income	\$2,942.57	\$3,442.19	\$1,358.45	\$11,873.32	\$30,465.37	\$27,696.78	\$88,370.72	\$82,000.00	\$22,500.00	\$8,500.00	\$7,500.00	\$6,600.00	\$4,000.00
Merchandise Sales	\$16.55	\$0.00	\$19.31	\$32.77	\$4.55	\$70.08	\$116.35	\$120.00	\$120.00	\$150.00	\$120.00	\$150.00	\$100.00
Power Fees	\$2,518.86	\$1,994.90	\$2,426.61	\$2,251.09	\$2,092.39	\$1,405.86	\$2,909.90	\$1,800.00	\$2,100.00	\$2,200.00	\$2,700.00	\$2,300.00	\$2,900.00
Site Rent Income	\$38,370.41	\$28,973.76	\$40,377.60	\$41,292.91	\$37,513.25	\$33,164.67	\$41,757.67	\$37,000.00	\$39,000.00	\$38,800.00	\$46,100.00	\$40,000.00	\$39,000.00
Sponsorship income	\$0.00	\$0.00	\$750.00	\$0.00	\$0.00	\$0.00	\$0.00	\$750.00	\$0.00	\$0.00	\$250.00	\$0.00	\$0.00
Event Income - Covid 19	\$0.00	\$3,000.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
RAHS Subsidy	\$0.00	\$0.00	\$0.00	\$0.00	\$8,000.00	\$0.00	\$0.00	\$0.00	\$8,000.00	\$0.00	\$0.00	\$0.00	\$0.00
Total Income	\$49,266.70	\$41,134.09	\$50,363.72	\$63,415.39	\$89,511.74	\$72,775.56	\$155,974.42	\$140,086.00	\$79,316.00	\$56,466.00	\$64,086.00	\$55,246.00	\$51,204.00
Less Cost of Sales													
COGS - Bags	\$312.84	\$433.06	\$184.83	\$272.33	\$128.83	\$227.78	\$178.38	\$312.00	\$312.00	\$312.00	\$312.00	\$312.00	\$318.00
COGS - Car park costs	\$0.00	\$0.00	\$0.00	\$0.00	\$1,386.36	\$0.00	\$5,720.00	\$11,625.00	\$2,490.00	\$1,760.00	\$1,200.00	\$600.00	\$355.00
COGS - Merchandise Costs	\$0.00	\$0.00	\$141.95	\$187.85	\$352.85	\$297.85	\$357.50	\$30.00	\$30.00	\$38.00	\$28.00	\$38.00	\$26.00
Freight	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$25.00	\$25.00	\$25.00	\$25.00	\$25.00	\$25.00
Membership Costs	\$238.35	\$1,233.70	\$136.05	\$404.55	\$543.15	\$810.15	\$1,903.65	\$2,623.00	\$720.00	\$272.00	\$240.00	\$211.00	\$128.00
Total Cost of Sales	\$551.19	\$1,666.76	\$462.83	\$864.73	\$2,411.19	\$1,335.78	\$8,159.53	\$14,615.00	\$3,577.00	\$2,407.00	\$1,805.00	\$1,186.00	\$852.00
Gross Profit	\$48,715.51	\$39,467.33	\$49,900.89	\$62,550.66	\$87,100.55	\$71,439.78	\$147,814.89	\$125,471.00	\$75,739.00	\$54,059.00	\$49,208.68	\$54,060.00	\$50,352.00
Other Income													
Clearing - Cash	\$0.00	\$0.00	\$0.00	\$0.00	\$2.96	\$0.00	\$6.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Clearing - EFT	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.88	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Distributions Received	\$0.00	\$0.00	\$0.00	\$1,690.58	\$0.00	\$0.00	\$745.24	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Money In (Kounta)	\$80.00	\$50.00	\$40.00	\$40.00	\$22.00	\$110.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Trade debtors	\$0.00	\$20.00	\$53.00	-\$53.00	\$0.00	\$113.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Total Other Income	\$80.00	\$70.00	\$93.00	\$1,677.58	\$24.96	\$223.00	\$752.99	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Less Operating Expenses													
Accounting and Legal Fees	\$1,350.00	\$0.00	\$200.00	\$0.00	\$2,350.00	\$0.00	\$0.00	\$0.00	\$200.00	\$1,300.00	\$400.00	\$400.00	\$1,400.00
Advertising and Marketing - Above line	\$550.77	\$758.56	\$3,785.79	\$2,740.67	\$2,896.12	\$7,349.67	\$1,712.26	\$4,500.00	\$4,500.00	\$4,500.00	\$4,500.00	\$4,500.00	\$4,500.00
Advertising and Marketing - Below line	\$363.94	\$194.17	\$362.51	\$275.08	\$157.75	\$318.71	\$12.73	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00
Audit fees	\$0.00	\$0.00	\$0.00	\$0.00	\$3,800.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Bank Charges	\$270.84	\$247.96	\$236.96	\$220.91	\$593.59	\$1,060.06	\$917.92	\$1,300.00	\$2,900.00	\$560.00	\$506.00	\$350.00	\$380.00
Car Park Subsidy	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00
Cleaning Expense	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$400.00	\$0.00	\$0.00	\$0.00	\$0.00
Clearing - Cash	\$0.00	\$0.00	\$0.00	\$5.36	\$0.00	\$103.20	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Committee Expenses	\$0.00	\$266.94	\$0.00	\$2,108.26	\$1,890.80	\$295.94	\$0.00	\$375.00	\$375.00	\$375.00	\$375.00	\$375.00	\$375.00
Computer Consultant Fees	\$317.50	\$425.00	\$170.00	\$0.00	\$255.00	\$0.00	\$340.00	\$100.00	\$100.00	\$100.00	\$100.00	\$100.00	\$100.00
Dues & Subscriptions	\$194.10	\$340.00	\$400.99	\$257.34	\$227.33	\$632.35	\$250.54	\$200.00	\$270.00	\$130.00	\$150.00	\$220.00	\$700.00
Electricity	\$1,402.23	\$2,804.46	\$1,402.23	\$0.00	\$1,402.23	\$1,402.23	\$1,402.23	\$1,500.00	\$1,500.00	\$1,500.00	\$1,500.00	\$1,500.00	\$1,500.00
Equipment Expense/Hire	\$5.00	\$5.00	\$5.00	\$1,615.00	\$68.70	\$5.00	\$5.00	\$5.00	\$5.00	\$5.00	\$5.00	\$5.00	\$5.00
Event expenses - COVID-19	\$762.80	\$823.14	\$0.00	\$21.71	\$0.00	\$0.00	\$2,204.88	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Insurance	\$6,470.58	\$0.00	\$539.22	\$539.22	\$539.22	\$539.22	\$539.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$8,300.00
Inventory	-\$574.83	-\$958.03	\$145.35	\$6,065.84	-\$1,203.47	\$2,445.58	-\$1,758.40	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Kids Club Activity Programme	\$345.91	\$0.00	\$348.02	\$871.82	\$242.59	\$0.00	\$0.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00
Kitchen Supplies	\$34.58	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$333.00	\$333.00	\$333.00	\$333.00	\$333.00	\$337.00

Maintenance	\$35.00	\$838.04	\$0.00	\$0.00	\$0.00	\$0.00	\$181.82	\$450.00	\$450.00	\$5,000.00	\$2,000.00	\$450.00	\$715.00
Membership Card Purchase	\$0.00	\$0.00	\$0.00	\$543.65	\$0.00	\$0.00	\$65.45	\$240.00	\$0.00	\$160.00	\$0.00	\$0.00	\$0.00
Minor Equipment	\$173.14	\$56.36	\$50.36	\$376.91	\$140.91	\$0.00	\$0.00	\$185.00	\$185.00	\$185.00	\$185.00	\$185.00	\$185.00
Money Out (Kounta)	\$80.00	\$50.00	\$0.00	\$80.16	\$0.00	\$131.77	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Office Supplies	\$244.82	\$118.83	\$196.13	\$378.99	\$95.00	\$386.74	\$281.59	\$200.00	\$200.00	\$200.00	\$200.00	\$200.00	\$200.00
Other Consulting Fees	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$300.00	\$0.00	\$0.00	\$0.00
Postage & Shipping	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$200.00	\$20.00	\$20.00	\$20.00	\$0.00
PAYG Withholding Payable	-\$3,346.00	\$4,454.00	-\$2,440.00	\$4,378.00	-\$5,342.00	\$6,602.00	-\$3,760.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Recruitment Expenses	\$0.00	\$570.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Rounding	\$0.15	-\$0.05	\$0.00	\$0.00	\$0.68	\$3.63	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Site Attendant's Fee	\$960.00	\$1,920.00	\$1,600.00	\$1,280.00	\$320.00	\$1,600.00	\$2,240.00	\$1,000.00	\$1,400.00	\$1,600.00	\$1,600.00	\$1,800.00	\$1,960.00
Site Consumables	\$29.02	\$317.00	\$147.02	\$156.97	\$0.00	\$53.54	\$123.24	\$60.00	\$60.00	\$130.00	\$60.00	\$60.00	\$30.00
Site Equipment Hire	\$1,290.04	\$1,219.48	\$885.55	\$1,180.20	\$472.08	\$1,363.89	\$1,625.04	\$1,000.00	\$2,500.00	\$1,100.00	\$600.00	\$900.00	\$1,000.00
Site Licence Fees Rent	\$14,000.00	\$14,000.00	\$14,000.00	\$14,000.00	\$14,000.00	\$14,000.00	\$14,350.00	\$14,250.00	\$14,250.00	\$14,250.00	\$14,250.00	\$14,250.00	\$14,250.00
Software Licence Fees	\$145.45	\$145.45	\$489.99	\$385.45	\$386.80	\$457.14	\$646.44	\$450.00	\$450.00	\$550.00	\$600.00	\$550.00	\$500.00
Staff Amenities	\$18.65	\$86.00	-\$1.48	\$56.83	\$24.06	\$28.29	\$18.54	\$106.00	\$106.00	\$106.00	\$106.00	\$106.00	\$114.00
Staff Training	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,500.00	\$0.00	\$0.00	\$0.00	\$0.00
Superannuation	\$1,791.54	\$1,859.35	\$1,312.96	\$1,375.02	\$2,935.64	\$1,840.26	\$1,812.60	\$2,319.00	\$2,500.00	\$2,954.00	\$2,321.00	\$2,950.00	\$2,280.00
Superannuation Payable	\$4,844.02	-\$1,859.35	-\$1,312.96	\$3,588.83	-\$2,935.64	-\$1,840.26	\$4,338.32	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Telephone	\$525.44	\$531.90	\$213.54	\$337.23	\$371.99	\$558.24	\$377.75	\$475.00	\$475.00	\$475.00	\$475.00	\$475.00	\$475.00
Travel & Entertainment	\$0.00	\$80.41	\$0.00	\$110.21	\$46.13	\$0.00	\$0.00	\$100.00	\$100.00	\$100.00	\$100.00	\$100.00	\$100.00
Volunteer Expenses	\$217.90	\$329.23	\$72.33	\$312.67	\$99.77	\$292.03	\$187.94	\$416.00	\$416.00	\$416.00	\$416.00	\$416.00	\$424.00
Wages & Salaries	\$18,544.34	\$28,306.88	\$13,854.02	\$13,984.73	\$29,591.20	\$19,067.10	\$19,484.00	\$23,198.00	\$25,000.00	\$29,454.00	\$23,198.00	\$29,591.00	\$22,768.00
Wages & Salaries - Annual Leave Movement	\$884.54	-\$7,815.45	\$1,071.56	\$835.91	-\$2,069.27	\$1,921.19	\$1,807.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Wages Payable	\$0.00	\$0.01	\$0.00	\$0.00	\$0.00	\$0.00	-\$0.02	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Waste Management	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$36.19	\$2,703.29	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00
Workcover Levy	-\$37.95	\$0.00	\$0.00	\$218.50	\$218.50	\$218.50	\$218.50	\$231.00	\$249.00	\$295.00	\$232.00	\$295.00	\$232.00
Total Operating Expenses	\$51,893.52	\$50,115.29	\$37,735.09	\$58,301.47	\$51,575.71	\$60,872.21	\$52,328.43	\$55,493.00	\$63,124.00	\$68,528.00	\$56,802.00	\$63,171.00	\$65,330.00
Total Expenses	\$51,893.52	\$50,115.29	\$37,735.09	\$58,301.47	\$51,575.71	\$60,872.21	\$52,328.43	\$55,493.00	\$63,124.00	\$68,528.00	\$56,802.00	\$63,171.00	\$65,330.00
Net Operating Surplus (Deficit)	-\$3,098.01	-\$10,577.96	\$12,258.80	\$5,926.77	\$35,549.80	\$10,790.57	\$96,239.45	\$69,978.00	\$12,615.00	-\$14,469.00	-\$7,593.32	-\$9,111.00	-\$14,978.00
Plus Non Operating Movements													
Furniture & Fixtures at Cost	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	-\$3,763.64	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Prepayments	\$0.00	\$0.00	\$539.22	\$539.22	\$539.22	\$539.22	\$539.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Provision for Annual Leave	\$884.54	-\$7,815.45	\$1,071.56	\$835.91	-\$2,069.27	\$1,921.19	\$1,807.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Suspense	\$0.00	\$0.00	\$0.00	-\$41.05	-\$46.50	-\$804.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Total Non Operating Movements	\$884.54	-\$7,815.45	\$1,610.78	\$1,334.08	-\$1,576.55	\$1,655.86	-\$1,416.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
GST Movements													
GST Inputs	-\$2,909.94	-\$9,256.14	-\$2,552.18	-\$3,344.37	-\$2,945.35	-\$9,784.99	-\$3,703.39	-\$4,287.50	-\$3,588.50	-\$3,755.10	-\$3,216.60	-\$3,105.00	-\$4,033.00
GST Outputs	\$5,050.02	\$4,141.82	\$5,240.38	\$6,452.59	\$9,034.44	\$7,770.46	\$16,149.49	\$14,008.60	\$7,931.60	\$5,646.60	\$6,408.60	\$5,524.60	\$5,120.40
Net GST Movements	\$2,140.08	-\$5,114.32	\$2,688.20	\$3,108.22	\$6,089.09	-\$2,014.53	\$12,446.10	\$9,721.10	\$4,343.10	\$1,891.50	\$3,192.00	\$2,419.60	\$1,087.40
Foreign Currency Gains and Losses													
Realised Currency Gains	\$0.00	-\$0.03	\$0.00	\$0.00	\$0.00	-\$1.61	-\$36.14	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Total Foreign Currency Gains and Losses	\$0.00	-\$0.03	\$0.00	\$0.00	\$0.00	-\$1.61	-\$36.14	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Summary													
Opening Balance	\$422,111.73	\$421,795.34	\$398,479.98	\$417,132.70	\$427,239.67	\$468,015.86	\$478,325.05	\$478,325.05	\$584,931.14	\$601,889.24	\$589,311.74	\$584,910.42	\$578,219.02
Opening Balance Adjustment	-\$243.00	\$192.40	\$2,114.99	-\$262.10	\$713.85	-\$121.10	-\$626.45	-\$626.45	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Plus Net Cash Movement	-\$73.39	-\$23,507.76	\$16,537.73	\$10,369.07	\$40,062.34	\$10,430.29	\$107,232.54	\$107,232.54	\$16,958.10	-\$12,577.50	-\$4,401.32	-\$6,691.40	-\$13,890.60
Closing Balance	\$421,795.34	\$398,479.98	\$417,132.70	\$427,239.67	\$468,015.86	\$478,325.05	\$584,931.14	\$584,931.14	\$601,889.24	\$589,311.74	\$584,910.42	\$578,219.02	\$564,328.42

DATE: Tuesday February 8th, 2022
 RE: ASFM Finance & Risk sub-committee ACTIONS/NOTES

Present: Christine, Mem, Sabine & Lynne

Apologies: Michelle

ACTION ITEMS

Who	What	When
Christine	Committee discussed rebating a weekly amount to stallholders to assist them and as a gesture of goodwill whilst Omicron is causing stallholders to either downtrade or need weeks off through close contact rules. Suggestion is \$15 per week per stallholder until the end of June 2022. Christine to submit paper to full committee.	Paper to Full Committee 16/2/22. Implement immediately.
Christine & Committee	Exercise required to identify cash reserves required for market to remain viable if there was a closure of Market (e.g. through pandemic) for six months. Scenarios to be worked through.	Committee workshop in 6 weeks. Outcome to May 2022 Committee Meeting.
Christine & Committee	Modelling of a revised stallholder fee structure to worked through before budget complete.	May 2022 Committee Meeting.
Christine	During Covid update Christine advised one paid Covid Marshall could be exited. Remaining Marshall to work inside. Increased focus on monitoring lines both inside and outside at stalls, ensuring social distancing is encouraged.	End of February 2022
Christine	Operational Risk that forklift driver could damage a stallholders fridge. Add to risk register and identify mitigation actions.	End of February 2022
Christine	Bike Rack. Subcommittee in favour of bike racks being made and \$3800 being pre-approved. Three quotes to be provided to Committee.	Christine to present to Committee meeting 16/2/2022

Next Meeting: February 22, 2022 – 5pm via Zoom.

ADELAIDE SHOWGROUND FARMERS' MARKET
COMMITTEE MEETING – 5pm, Wednesday 16 2022 Meeting
Room, Heavy Horse Memorial Building

STALLHOLDER DISCOUNT PROPOSAL

Since the arrival of Covid variant Omicron, there has been a distinct change in buying patterns at the market.

Although our attendance numbers are good and somewhat higher than this time last year, many stallholders have reported a significant drop in sales. A small number of stalls however have commented that their sales are the best they have been for a long time but this is definitely not the norm.

Considering our stable financial position, I am proposing a temporary short term discount to stall fees of \$15 per stall per market for both caterers and stallholders for the period 1 March 2022 to 30 June 2022 with the intention that stall fees revert to the current fees as of 1 July 2022 unless otherwise agreed at the time of budgeting for 2022/23.

This equates to a total of approx. \$26,010 discount for the period 1st March to 30 June 2022. Please see excel spread sheet attached. I have also provided a study on a reduction of \$20 per stall which would take us back to the stallholder fee prior to the last increase made at the time of taking out a lease with the RAHS for the current location.

Both of these options would still return the ASFM a modest profit in 2021/22 although given our healthy financial position from the last three years I would suggest this proposal has merit anyway.

This is an interim measure suggested as a sign of good faith to the stallholders during this period as I believe the whole stallholder fee structure could use a refreshing overhaul at the time of the next budget to address a number of issues being raised regularly.

This has been something under consideration for some time but believe now is the right time to implement it.

Christine Robertson
Executive Officer

ADELAIDE SHOWGROUND FARMERS' MARKET
COMMITTEE MEETING – 5pm, Wednesday 16 2022 Meeting
Room, Heavy Horse Memorial Building

Bike Racks

Background

There is an increasing number of people who are riding their bikes to the market. In many cases this is as a family so may include multiple bikes per family.

At the Leader St site our customers had access to two RAHS bike racks accommodating 14 bikes maximum. That style is referred to as a Coat Hanger Bike rack.

Additional bikes were also locked to the many fenced areas of the market site both at the eastern side and the western side.

The showgrounds have provided one for us at no cost in front of the Stock journal building to assist the current location but we are getting an increasing number of bikes being locked to our temporary fencing which places pressure on it and causing damage. We also currently do not have enough fencing to secure all bikes and are losing customers for not having secure parking for bikes. There are some days we see 30 bikes at any one time secured to and around the market.

I am currently working with the showground to address this. We are looking at having made four structures that will be able to secure ten bikes on each structure so in total will accommodate approximately 40 bikes. The reason for having them purpose made is so that they can be moved as required, rather than permanently attached to the ground which is an issue during show time and costly to resolve each year. Movement would require a forklift and they will only need to be moved as events take place or access is required. This will not be required weekly.

The purpose made structures will be too heavy to be stolen but will be able to be forked into place as required. Off the shelf units modified would equate to approx. \$3800 including freight, but the purpose made ones will be less through the fencing supplier to the RAHS. I am asking that the committee approve a capital spend of up to \$3800 in advance so we can move this project forward as soon as details of cost etc come to hand. Obviously if we can spend less we will, and source quotes but the showground and I are making sure it's the most economical solution that will work for what we need it to be.

In principle the Risk and Finance Committee have approved \$3800 subject to full committee approval as it's a Capital Expenditure

Request: That the ASFM Committee approve a spend up to \$3,800 on new movable bike racks for the market.

RESPONSIBLE PACKAGING POLICY

INTRODUCTION

The Adelaide Showgrounds Farmers' Market (**ASFM**) aims to reduce the use of and promote the recycling of plastics.

We will work to achieve this by:

- Providing vendors with information on alternative packaging products and where to buy them
- Providing vendors with information on booth display options which mitigate the need for packaging
- Encourage partnerships and purchasing coops with Market stallholders needing similar packaging to reduce costs
- Monitoring, tracking and informing stallholders, market goers, the general public at large of our goals and success

'Compostable' means Certified Commercial Compostable AS4736 that a product is capable of disintegrating into natural elements in a compost environment, leaving no toxicity in the soil. This typically must occur in about 90 days. and/or Certified Home Compostable to Australian Standards AS5810 if stated

Please note: Oxo-degradable plastics **are not compostable products** according to this policy and are illegal to be supplied or distributed in South Australia as per the Part 3, 10 (1) of the **South Australian Single-use and Other Plastic Products (Waste Avoidance) Act 2020**

SCOPE

This policy applies to all stallholders attending the ASFM.

PURPOSE

This policy has been developed to support ASFM's commitment to reduce the use of and promote the recycling of plastics.

POLICY STATEMENT

The ASFM requires existing stallholders to follow the following rules:

1. ALL stallholders must use and offer EXCLUSIVELY Certified Commercial Compostable AS4736 certified compostable produce barrier bags, carry bags, coffee/drink cups (including sampling cups), cutlery (including tasting) and straws. Non-compostable produce barrier bags, carry bags, coffee/drink cups (including sampling cups), cutlery (including tasting) and straws will no longer be able to be offered at the market by stallholders. Produce and carry bags must be both Certified Commercial Compostable AS4736 and Certified Home Compostable to Australian Standards AS5810
2. All pre-packaged products must where reasonably possible be in fully compostable packaging. This includes but is not limited to produce punnets, fruit and vegetable nets, food trays and containers, sauce packaging, polystyrene trays, bread bags and ties.
3. In addition to complying with the other parts of this policy, all stallholders are encouraged to start reducing and eliminating their use of all single use plastics in the course of all aspects of their trading and business activities within the ASFM.
4. Where a stallholder believes that the use of plastic is required for health and /or regulatory standards product longevity and that such a use is in contravention of this policy, exemptions must be obtained by submitting a written request to the ASFM Operations Manager.
5. Exemptions for all other non-compostable packaging where an alternative is not deemed reasonably possible, must be obtained by submitting a written request to the ASFM Operations Manager.

In addition, all stallholders to be compliant with the South Australian Single-use and Other Plastic Products (Waste Avoidance) Act 2020

POLICY REVIEW

This policy will be subject to review in March 2023 and thereafter on a 24-monthly basis, unless an earlier review is considered necessary by the ASFM Management Committee and/or executive staff.

VERSION HISTORY

VERSION	AUTHOR(S) POSTION	CHANGES	APPROVAL DATE
1.	CRobertson		16/1/19
2.	CRobertson		19/6/19
3.	CRobertson		18/3/20
4.	CRobertson	Removal of delineation between new stallholders and existing, removal of commencement date as now current. Addition of	17/2/21

		requirement to comply with state act.	
<u>5.</u>	<u>CRobertson</u>	<u>Definition of compostable clarified under certifications</u>	

ADELAIDE SHOWGROUND FARMERS' MARKET
COMMITTEE MEETING – 5pm, Wednesday 16 2022 Meeting
Room, Heavy Horse Memorial Building

Climate Action Statement

We have been approached by South Australians for Climate Action on the suggestion of Zannie Flanagan for a request to become co signatories on their Climate Action Statement

Please see below and their supporting documents attached.

17 January 2022

Dear Christine

Zannie Flanagan suggested we contact you to let you know about our climate action and biodiversity protection platform in the lead-up to the state government election on Saturday 19th March.

We're part of a small apolitical group working under the auspices of the Australian Conservation Foundation. Our platform is the South Australian version of AFC's national strategy, which is to take the politics out of discussions on how to deal with climate change and environmental destruction.

Our platform aims to make it easier for the next SA government to lead change by demonstrating that prominent SA individuals, organisations and businesses of all sizes and across all sectors want action on climate change and biodiversity protection.

Over the past three months, we've been consulting with experts and specialist groups to develop a Climate Action Statement setting out strong, feasible programs and policies that can be actioned by the state government. Now we're asking influential organisations, businesses and individuals to become signatories to the Statement. Once it is fully signed, we will publish it and lobby political parties and the candidates in each electorate to adopt the priority actions in the next Parliament.

To date, we've received overwhelmingly positive responses (including from the Party representatives, with reservations of course) and commitments from several organisations.

We are approaching you because of the Adelaide Showground Farmers Market's long history of support for the SA community and environment, and its broad, diverse membership. Our hope is that the Market will become a signatory and put its influence behind the statement - or that you will endorse the statement as a prominent individual in the community.

We attach the Statement as it has emerged from our consultations, for your consideration, as well as some background of our group. Please let us know if you need further information before making your decision.

With thanks,

Randy Stringer, Professor, Agriculture and Food Policy, University of Adelaide
Lauren Drewery, Writer/Producer

On behalf of the other members of the Organising Group

Sue Richardson AM (co-convenor), Emeritus Professor, Flinders University, and former Director National Labour Institute Studies

Dr Judith Dwyer AM (co-convenor), adjunct Professor of Health Care Management and former health industry CEO

Mr Lewis Owens, Board of Directors, Australian Gas Network, and former Chair SA Water

Mr Paul Willey, former public sector executive

South Australians for Climate Action

1 Thames St

Gilberton SA 5081

0421 723 212

Update 6 February 2022

More than 50 organisations, businesses and prominent people have agreed to become signatories so far. You might be interested to know that we met last week with John Rothwell, who looked favourably on the Statement and will put it before the RAHS Board this week. It would certainly support our case if we had an endorsement from the Showgrounds Farmers Market

South Australians for Climate Action

We are South Australian businesses, organisations and individuals. We have come together to seek a commitment from all political parties and candidates at the 2022 State election to implement powerful policies that protect our community, economy and environment from climate change impacts.

South Australia has a track record of bipartisan leadership on climate and energy policy, and we are well-placed to both improve our climate future and build the new economy powered by clean energy. We have a lot to gain by responding positively and forcefully to the changing climate. Now is the time to innovate for climate resilience and carbon-neutrality, to adapt our energy, transport, industry and agriculture to net zero emissions, and to reap the benefits in export and growth opportunities. Our goal must be the rapid achievement of 100% green energy, climate smart agriculture and biodiversity protection.

We have a lot to lose if we miss this critical time for action. A 'business as usual' future is no longer possible and the sooner we ramp up our response, building on our strengths, the sooner South Australians can face the future with optimism. We need a strong and feasible action program that engages communities, businesses and institutions. We need the Government to lead with a far-sighted whole-of-government strategy that includes targeted incentives to support promising innovations and outcomes.

We don't have all the answers, but there are some clear priorities for government.

PRIORITIES FOR ACTION

Clean Energy for All Uses

SA leads the nation in the shift to renewable electricity and has an aspiration of 100% renewable electricity by 2030ⁱ. But electricity provides less than 30% of our energy use. We need a broader focus to include energy used in heating, transport, industry and agriculture, together with energy storage, to achieve the State's goal of reducing greenhouse emissions by at least 50% by 2030ⁱⁱ.

- Complete the transition to 100% renewable electricity by 2030
- Ensure a rapid path to replacement of all fossil fuels with the best available renewable alternatives, such as renewable electricity and green hydrogen
- Convert all forms of land transport to carbon-free energy
 - Support the adoption of world standards for vehicle emissions
 - Accelerate the development of renewable refuelling facilities for cars, trucks and buses
 - Set strong targets for increasing the share of public and active transport
 - Convert government vehicle fleets to zero-emissions by 2030, and act to accelerate the universal uptake of zero emission vehicles in private and business fleets
- Accelerate the replacement of natural gas with renewable alternatives and oppose the development of new natural gas fields
- Strengthen energy efficiency standards for the built environment
- Provide transition support for SA companies, workers and communities whose businesses, careers or opportunities are significantly impacted in the move away from fossil fuels

- Expand support for low income households through programs to improve rental housing energy efficiency and access to renewable energy technologies
- Keep oil and gas exploration and drilling out of the Great Australian Bight
- Support innovation in industry and research to develop new technologies (eg for recycling and environmentally-sensitive mining for minerals critical to green technologies).

Climate Smart Land Use

Many SA farmers, graziers and agriculturalists are adopting innovative practices to improve energy productivity, reduce emissions and produce renewable energy. Converting vehicles to renewable fuels and adopting low-emission farm machinery and equipment, reducing methane, changing land use and improving land management can make Australian agriculture emission neutral by 2040ⁱⁱⁱ.

- Accelerate SA's food waste and biogas capture programs, and support the Australian Red Meat Industry's Carbon Neutral Roadmap to decrease methane by up to 90% by 2030^{iv}
- Recognise and respect First Nations' traditional land uses and rights and incorporate their knowledge in landscape management
- Fund the development of climate-smart actions through SA's eight regional landscape boards; and establish a regional emissions reporting framework to measure their progress
- Incentivise land management practices that build healthy soils, sequester greenhouse gases, increase on-farm biomass, and encourage revegetation for productivity and biodiversity.

Protection of Biodiversity

SA is in an extinction crisis through accelerated loss of native flora and fauna and ecosystem resilience. Healthy ecosystems are critical for human health, and for food and fibre production. Their loss makes people and animals more vulnerable to dangerous heat waves and extreme weather events and destroys essential habitat for native animals and plants.

- Support strengthening of the national Environment Protection and Biodiversity Conservation Act through outcome-focused and enforceable national standards^v
- Act to prevent native wildlife extinctions; and actively support landholders to regenerate native vegetation, restore healthy ecosystems and reduce habitat removal
- Continue strong advocacy for full delivery of the Murray-Darling Basin Plan
- Ensure the ongoing protection and funding of SA's network of marine parks and sanctuaries
- Expand the Indigenous Ranger Program in SA for protection of land, waters and culture and incorporate traditional knowledge and practice in biodiversity protection initiatives.

Greenhouse Gas Neutrality of Business and Agriculture

Certified actions to achieve greenhouse gas neutrality and to earn carbon credits are practical measures to enable all businesses to benefit from the new economy. But there can be significant cost and compliance burdens that particularly affect smaller enterprises: they need assistance.

- Establish a service to assist small businesses to achieve certification as carbon neutral, and to help landowners and farmers earn carbon credits, with appropriate financial assistance
- Prioritise zero-carbon options in government procurement and include carbon neutrality (or evidence of progress towards it) as a factor in government tenders.

ⁱ Department for Energy and Mining. South Australia has transformed its energy system from 1% to over 60% renewable energy in just over 15 years. The State's aspiration is to achieve 100% net renewables by 2030.

ⁱⁱ The South Australian Government Climate Change Action Plan 2021–2025. The SA government has set goals to reduce SA's greenhouse gas emissions by more than 50% below 2005 levels by 2030, and to achieve net zero emissions by 2050.

ⁱⁱⁱ Ernst & Young Australia. 2021. How can Australia's agriculture sector realise opportunity in a low emissions future? Farmers for Climate Action.

^{iv} Meat & Livestock Australia 2020. The Australian Red Meat Industry's Carbon Neutral by 2030 Roadmap.

^v Samuels G 2020. Independent Review of the Environment Protection and Biodiversity Conservation Act. Available at:

<https://epbcactreview.environment.gov.au/sites/default/files/2021-01/EPBC%20Act%20Review%20Final%20Report%20October%202020.pdf>

About South Australians for Climate Action and our Statement

There will be a state election on **Saturday 19th March 2022**. Now is the time to encourage all political parties and independents to go to the election with strong platforms on climate change and biodiversity protection.

Our approach

1. We aim to make it easier for the next SA government to effectively address climate change and biodiversity protection by demonstrating that organisations and businesses of all sizes and across all sectors of SA want this to happen.
2. We are not engaged in party politics. This is too important. We want the government chosen by South Australians at the next election to lead the change.
3. We are asking the government to take feasible, practical actions. We have been working with credible and influential people and groups to identify those actions and mobilise support for them.
4. South Australia is our focus. SA is already leading in clean electricity and in our bipartisan approach to climate policy. SA has a lot to gain by building on this work and is the ideal place to demonstrate what state governments can do.
5. The time is right. There is strong support across SA for the actions we propose, and many organisations and businesses are moving forward with climate smart innovations and investment.

Who are South Australians for Climate Action

We are a group of committed individuals working under the auspices of the Australian Conservation Foundation, a well-respected national organisation with over 700,000 members and supporters.

The AFC's strategy is to take the politics out of discussions on how to deal with climate change and environmental destruction; our campaign is the SA version of that strategy.

How we are making it happen

Our plan is to publish an open letter and Climate Action Statement to be signed by influential individuals, organisations and businesses across all sectors and industries.

We asked an initial group of experts and potential signatories to provide feedback on early drafts of the Statement and the priority actions in it. They have strongly endorsed our campaign and provided valuable input into final version.

Now we are ready to ask many other organisations and business to read and sign the Statement. Our aim is to gather at least 100 signatories.

The next step

Once the Statement is fully signed, we will mobilise members of ACF and the wider community to share it with MPs and candidates in each electorate and lobby them to adopt the priority actions in the next Parliament.