

NGIV | 2020-2021
ANNUAL
REPORT





Nursery & Garden Industry Victoria

TABLE OF CONTENTS

President's Report	3
CEO's Report	4
Meet our Team	7
Meet the Board	9
The Year in Review	10
Partner's Program	13
Membership	14
Technical	15
Victorian Schools Garden Program	16
Trade Day	17
Tree and Shrub Growers	18
NextGen	19
Vale	20
Statement of Comprehensive Income	21
Statement of Financial Position	22
Statement of Cashflow	23



PRESIDENT'S REPORT

Being President of NGIV is a huge honour, it's an association steeped in history, and I'm relishing the opportunity. Sitting on a Board made up of some of our industry's sharpest minds that span a range of sectors, has been both inspiring and enlightening. As a Board we are committed to playing our part in seeing Victoria's horticulture industry continue to go from strength to strength.

A challenging year

It's been another year of challenges stemming from the COVID-19 pandemic for NGIV. Again, the Melbourne International Flower and Garden Show could not proceed, consistently delivering our monthly Trade Day hasn't been possible, and our retail members have been operating through restricted trading sanctions.

However, despite the adversity I've witnessed the resilience and adaptability of our industry to meet those challenges and seek out new opportunities. The ability of our retailers to continually pick themselves up and navigate the evolving restrictions has been commendable.

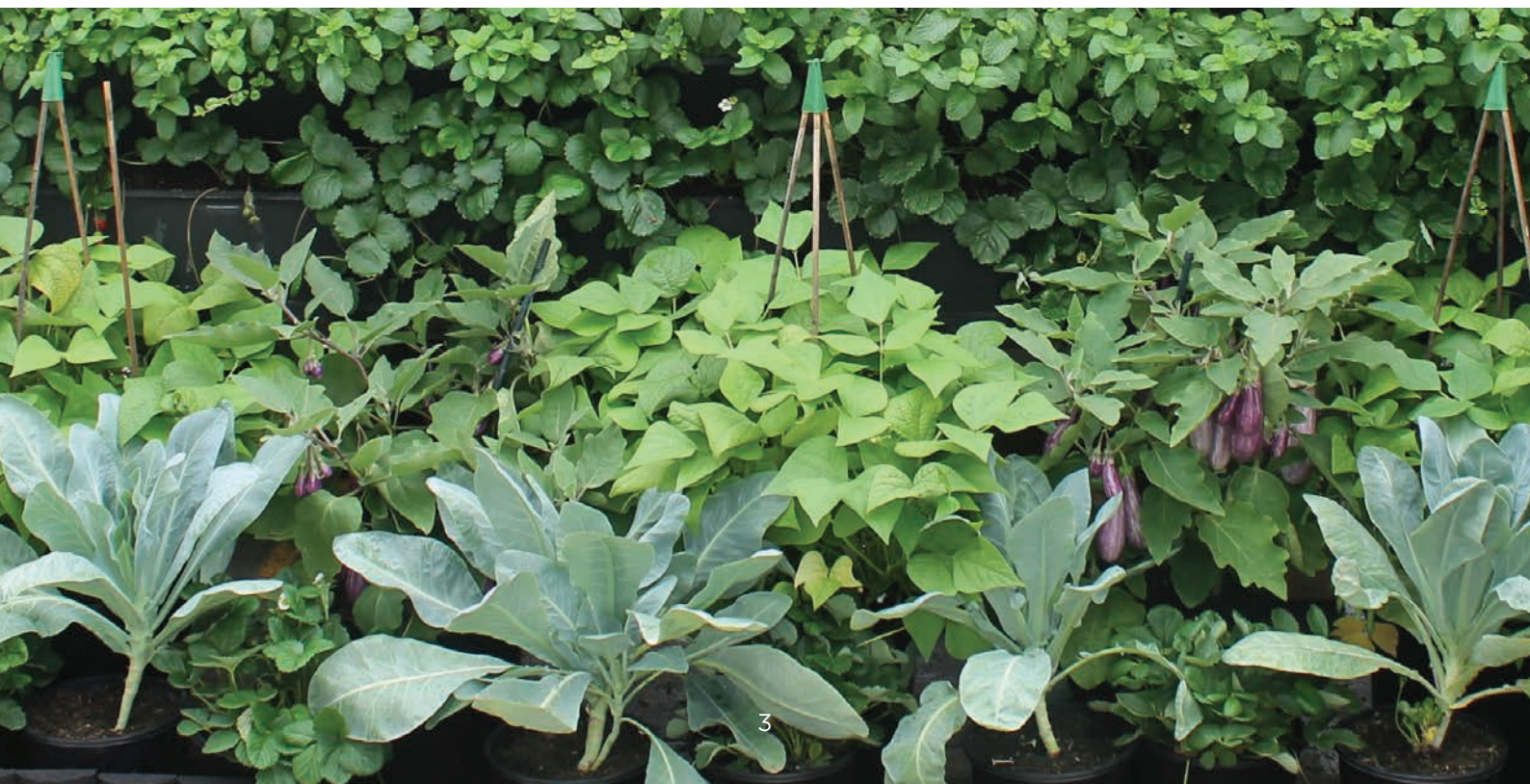
I'd like to extend my gratitude to NGIV's members for continuing to operate at the highest possible COVID-Safe standards. Ours is an industry that is doing the right thing and as we look towards a bright future, we do so with our reputation firmly intact.

The right team

I would like to thank my fellow directors for their continued support and commitment in a year where they've been called upon to make some big decisions. We have a Board with expertise and insight that spans the entire horticultural industry, and their input, professionalism and competency has been invaluable.

Having completed two terms, James Wall, had to stand down. James contributed a lot during his four years on the board, coming from a grower background, he's a passionate and knowledgeable horticulturist, who brought a commercial focus to the board table, notwithstanding his desire to support members and particularly retailers. I'd love to see James return to the NGIV Board one day.

Matthew Mills, formerly National Sales and Marketing Manager at Garden City Plastics, was welcomed onto the Board. Matthew's passion, progressive thinking and his knowledge around sustainability within the horticultural industry was welcomed.



Matthew has since moved on from GCP, thus stepping down from the Board, we wish him all the best.

The NGIV team, led by CEO, Craig Taberner, have provided an outstanding service to our members in difficult circumstances. Industry advocacy has been stronger than ever, Trade Day has been seamlessly switched to a new venue, communications have been timely, comprehensive and accurate, and member service has been central throughout.

Craig has shouldered a lot of the burden of this challenging year, his leadership and composure to navigate NGIV through this moment is to be applauded.

Vision

We continue to focus on growing a united and sustainable industry providing services and solutions to support the growth of greenlife, which recognises our contribution to the health and well-being of the Victorian economy, environment and community.

Key Strategic Themes

NGIV fosters excellence in the horticultural industry and our mission is encapsulated under three key strategic themes.

- (1) desirable membership** – attract and retain members because our membership offer is desirable
- (2) building better businesses** – support our members to improve their business' professionalism, performance and profit
- (3) viable and sustainable industry** – in a changing environment, effectively advocate for, promote and educate all stakeholders on behalf of our members.

Advocacy

The advocacy work that NGIV has undertaken in previous years stood the industry in good stead this year. A strong focus on engaging Government and exposing them to the essential nature of our industry meant that those relationships were already in place when we really needed them this year. NGIV have consistently provided support and advice for the early reopening of retail garden centres.

The future of horticulture in Victoria

I am optimistic that we are entering a phase of significant industry growth. A recent study found that 65 per cent of Australian adults purchased a plant in the last

12 months. Gardening's stock has risen this year; there is a new audience to nurture and develop that will breathe new life into our industry for years to come.

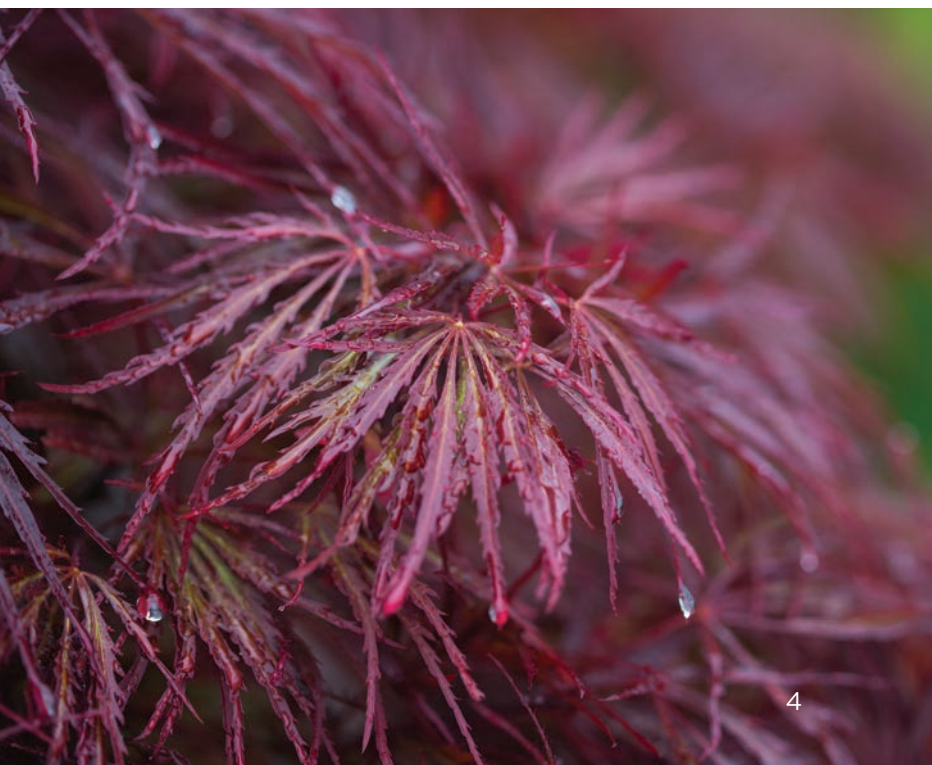
I've seen an increase in member communications that support them to succeed, share the benefits of gardening with them and celebrate the wonder of plantlife. It's these efforts that will contribute to the conversion of one-off purchasers to bona fide gardening enthusiasts.

I've observed many member businesses using the year to focus on their digital offering and online shopping functionality. Those capabilities will stand them in good stead as our industry moves confidently towards the digital age and engages a younger consumer demographic.

It's an exciting time to be part of the industry and as we move forward together, I believe NGIV will continue to represent the needs of our industry members with distinction, and I look forward to being part of it.



Simon Gomme
President





CEO'S REPORT

The 2020-21 financial year has been testing on many fronts. With the continued impact of COVID-19 like many others, NGIV were forced to adapt. However, we have never lost sight of our vision to nurture a growing, united and sustainable industry providing services and solutions to support the growth of greenlife, which recognises our contribution to the health and well-being of the Victorian economy, its environments, communities and people.

Financial Review and Results

The operating profit for the financial year was \$20,699, compared to \$660 in 2020 and \$137,005 in 2019. Once again, that figure was severely impacted by COVID-19 and the lost revenue from the forced cancellation of the 2021 Melbourne International Flower and Garden Show (MIFGS), four Trade Day's, and a number of training and events. There was an increase in government stimulus funding through schemes like JobKeeper, totalling \$202,622, which had a major impact in offsetting losses.



Advocacy

Advocacy remained one of NGIV's key undertakings and has been stronger than ever throughout 20/21. The efforts undertaken to bang the drum for our member businesses and our industry to continue trading, has been significant.

Whilst we've been fortunate that our growers and allied trades have remained open throughout the pandemic, our retail members have been less fortunate. We've continued to advocate for the early reopening of retail garden centres; highlighting the low-risk environment, the economic impact on member businesses, and providing support for Victorians mental health and wellbeing.



NGIV have had ongoing dialogue with key staff within the office for the Minister of Agriculture and Minister for Small Business, the Bunnings Group to consider a collaborative approach towards advocacy for retail garden centres, Agriculture Victoria to ensure they are kept aware of the situation, our lobbyist to inform our strategy for advocacy on the matter and the Small Business Recovery Committee with Minister for Small Business the Hon Jaala Pulford MLC.

In June 2021, NGIV President, Simon Gomme, CEO, Craig Taberner and Technical Manager, David Reid, delivered a horticultural tour to a number of senior figures from Agriculture Victoria. The tour highlighted the breadth of our sector and outlined the challenges and opportunities for industry and our member businesses.

A big thank you to Flemings Nursery Group, Garden City Plastics, Ball Australia and Mansfield's Propagation Nursery, for making yourselves and your sites available, and bringing what you do to life.

Staff

Like many businesses we've been adapting the way we work and what we can offer. Despite the NGIV team working remotely during restrictions, we feel more connected than ever to our members. It's been pleasing that NGIV have retained the same team throughout the year; together there's a diverse set of skills, a strong understanding of our industry and the needs of our members.

One of the aspects that has upheld my belief and commitment to what the NGIV team are delivering, has been the volume of positive feedback and thanks from our membership, grateful to the NGIV team for their efforts to support them and their industry. It's heartening to hear our members recognise the benefits and services NGIV have delivered during the pandemic.

Industry Contributors

We are thankful for the number of contributors and experts supporting the industry throughout the year, which I acknowledge as follows:

- All members, who are the foundation of our industry
- The dedicated and committed NGIV staff
- President Simon Gomme and NGIV Directors for their support and commitment
- Representatives of our National Board, including Chair, Glenn Fenton
- MIFGS directors Glen Fenton, Michael Warner, Simon Gomme and David Howard
- All those who served on committees, such as Trade Day, VSGA, NextGen, Tree & Shrub Growers and Events, for their hard work and dedication
- Our industry partners whose commitment provides benefit to all members

Closing Remarks

I don't think any of us would have foreseen that we'd still be in the grips of the pandemic a year on. I'm delighted that despite the difficulties of the year, NGIV's memberships are the highest they've been since 2014 and our number of industry partners is the highest ever. I value and thank you all for your ongoing support.

During this period of uncertainty, the NGIV Board, staff and you, the members, have stood tall and remained committed and positive to our great industry. I believe we will enjoy unprecedented returns in the years ahead if we remain united.



Craig Taberner
NGIV CEO



MEET OUR TEAM

NGIV would like to thank all team members for their adaptability, positivity and output, in what was another challenging year. Everyone brings their own unique set of qualities to contribute to the successful running of the association.



CRAIG TABERNER

Chief Executor Officer

The CEO sets and implements strategic direction of the company on behalf of, and at the direction of, the board, and administers and manages the day-to-day affairs of the company, with the staff responsible and accountable to him.



CATHY RIDEG

Membership and Administration Officer

First point of contact for existing and potential NGIV members, and any other external parties. As the first port of call, the role aims to address as many enquires as possible and redirect them to the appropriate NGIV staff member if necessary. Conduit for all external advertising.



DAVID REID

Policy and Technical Manager

Responsible for contributing strategically and operationally to the development of the industry through the provision of technical extension services and advice, advocacy, oversight of R&D activities and ensuring effective transfer of the outcomes predominately to growers and allied traders.



TANIA KARAMITOS

VSGP and Administration Coordinator

Manages the NGIV contract service deliverables under the Victorian Schools Garden Awards (VSGA) program and provides administrative and reception services as required.



SUZANNE HILLYER

Finance Manager

Maintains NGIV's financial management and reporting systems, and supports the CEO and board in its assessment of its financial position and budget planning. Acts as the first point of contact for Industrial Relations enquiries.



LIZZIE EARL

Training and Events Officer

Coordinates a broad range of events including member events, Trade Day, educational forums and major events, such as the Melbourne International Flower and Garden Show. Responsible for contributing to the local development of the industry by working closely with retail members, identifying and acting upon a range of activities that lead to industry development through continuous improvement, education and best practices to attract and retain retail members.



MATT ROSS

Communications and Marketing Officer

Responsible for raising awareness and promoting the industry to a wider audience. Working closely with all NGIV staff members and external stakeholders to deliver strategic, thoughtful communications on behalf of NGIV. Utilising NGIV's communication platforms (print and digital) to reach the desired audience.



MEET THE BOARD

This year we are delighted to welcome Matthew Mills onto the Board and thank James Wall who stands down after completing two terms. We credit the success of the association to the Directors' collective dedication, enthusiasm, knowledge and cooperation. We thank them all for continuing to give up their time to ensure the success of the association through their capable and professional involvement.



SIMON GOMME

President

Powerplants Australia



MATT DAVIS

Vice-President

Established Tree Transplanters



SYMONE BROWN

Director

Tissue Culture Australia



MIKE CALLOWAY

Director

Swinburne University of Technology



MARIO DIACO

Director

Diaco's Garden Nursery



ADRIAN MCCARTHY

Director

Australian Growing Solutions



CARL SODERLUND

Director

Botanix Plant Supply



JOEL VANDERUIT

Director

Tall Trees



MATTHEW MILLS

Director

Garden City Plastics



THE YEAR IN REVIEW

In this section we reflect on the achievements delivered by NGIV, in a year that threw up some extreme challenges.

Events

Whilst it's been a challenging year to deliver events this year, NGIV have delivered some notable highlights. NGIV events are spread across Tree and Shrub Growers, Educational, NextGen and Marquee Events; to provide something for every member. We know they are a key member benefit and provide an opportunity to learn, network and share knowledge.

- Australian Horticultural Trials Week
- Annual Golf Day
- Alowyn Garden Tour & Dinner
- Recycled Colour™ (Garden City Plastics) webinar
- Lean Leaders Program delivered by Moshie
- Ag Vet Chemical User Course

External partnerships

NGIV continues to pursue strategic partnerships with external organisations who share our philosophies. Here is a small selection of the partnerships we have developed, or have evolved this year;

Safe Ag Systems were brought on as our preferred safety provider. They created a digital safety induction for attendees of Trade Day and a complimentary Safety Assessment for all our members. We will continue working with Safe Ag Systems to create and share

content to support our members to take safety to the next level.

We're delighted to have partnered with **MEGT**, our preferred Apprentice Network Provider (ANP), to help upskill NGIV member businesses. As an accredited Apprenticeship Network Provider (ANP), MEGT can expertly help employers get the most from the Australian Apprenticeships program. There are also significant cost and time savings for our membership to enjoy as a result of the partnership.

We have nurtured a productive and collaborative working relationship with Dogs Victoria to deliver a seamless transition for Trade Day to its new home at KCC Park. There were a number of challenging factors linked to the change of venue and working together we overcame them.

Our relationship with **Mirvac** was reinforced through our links to the Smiths Lane Development at Clyde, and more broadly through their involvement with MIFGS. Together we continue to redress the trend for reduction of green area, create and advocate for a healthier environment for residents, establish a model of sustainability to improve greening practices and demonstrate improved suburban liveability.

We continue to work closely with the **Victorian Farmers Federation (VFF)**, and through their Board, we engage across all aspects of the future strategic direction of MIFGS.

Careers and Education

NGIV is passionate about inspiring the next generation of horticulturists through a range of Careers and Education projects. Here is a sample of the activities from 2020/21:

Local Learning and Employment Networks

NGIV established a formal relationship with the Local Learning and Employment Network (LLEN) in Victoria. There are 31 individual LLEN's across Victoria whose aim is to improve the education, training and employment outcomes of young people. We are helping them to expose secondary school students to the exciting career prospects within horticulture.

NGIV partnered with the Victorian Local Learning & Employment Networks (Victorian LLENS) to promote horticulture as a rich and rewarding career choice to young Victorians. As part of the Victorian LLENS Come to Work With Me series, we have teamed up to help them deliver a nursery and garden industry episode.

Career Expos

NGIV had stands at both the Southeast Careers Expo and the Victorian Careers Show to encourage the next generation to bring their careers to life by choosing horticulture. They proved to be popular stands with a lot of

enthusiasm and interest to join our industry.

We also virtually dropped into a number of high school classrooms to speak to students about the many benefits of a career in horticulture.

Careers Video and Brochure

NGIV's careers video and brochure encourages school leavers and career changers, to choose horticulture and bring their careers to life; highlighting the incredible diversity and opportunity that our industry has to offer.

The brochures are available to all Full Members and can be posted to a designated address. The video is available to all Full Members to be shared through their communication channels. Both were used and well received at the career expos.

Partnering with MEGT, our preferred Apprentice Network Provider (ANP)

NGIV partnering with MEGT, our preferred Apprentice Network Provider (ANP), to help upskill member businesses. MEGT will guide member businesses through the process of selecting the appropriate training course (including Cert III Horticulture) and claiming government incentives, including the Boosting Apprenticeship Commencements (BAC) wage subsidy.

National

NGIV continues to support and collaborate with the national body Greenlife Industry Australia (GIA). Members of the NGIV team sit on GIA's Marketing and Education committees to provide State specific insights and represent the needs of our members.

Coordinated through the GIA CEO, State and Territory CEO's meet fortnightly to discuss national matters, with our Presidents collaborating through a separate forum.

Engagement and Advocacy

The need for industry advocacy was bigger than ever this year and one of NGIV's key focuses.

The groundwork laid in previous years with Government Departments was pivotal in NGIV's ability to represent the needs of our industry throughout the COVID-19 crisis. We have been able to engage directly with executives from Premier and Cabinet team, Department of Agriculture, Department of Jobs, Precincts and Regions, Small Business Recovery Committee, and the Victorian Chamber of Commerce, and inform the process of COVID-Safe trading and reopening.

We've continued to advocate for the early reopening of retail garden centres; highlighting the low-risk environment, the economic impact on member businesses, and providing support for Victorians mental health and wellbeing. We initiated dialogue with the Bunnings Group to consider a collaborative approach towards advocacy for retail garden centres.

This year highlighted the need for NGIV to continue prioritising advocacy for our industry and maintain Government relations.



Melbourne International Flower & Garden Show

In what was a major setback for NGIV and our industry, the Melbourne Flower and Garden Show, our industry showcase and the Southern Hemisphere's premier horticulture event, was cancelled due to COVID-19 restrictions for the second year in a row.

A lot of hard work had gone into preparing for the event and we thank the MIFGS Board, exhibitors and sponsors for their commitment in the lead-up to the Show.

NGIV have been involved in regular discussions with the event owners and managers about the delivery of MIFGS 2022. There have been some very exciting proposals to ensure that MIFGS is back with a bang in 2022.

Australian Horticultural Trials Week

NGIV congratulates all businesses involved in the Australian Horticultural Trials Week 2020. Businesses hosted a range of in-person and virtual experiences to showcase the latest trends in all facets of horticulture. Visitors were treated to everything from new products in containers and bedding, indoor and outdoor plants, vegetables to potted colour and everything in between.

Whilst overall visitor numbers were down due to COVID-19, there was a new type of attendee at Trials Week: the virtual visitor. Exhibitors used NGIV's new Trials Week website (horticulturaltrials.com) and their own digital channels to encourage this new group of visitors, who were able to view nurseries' offerings without having to leave 'home'.

The Trials Week Celebration dinner held at "The Bay Mordi", hosted by Garden City Plastics did go ahead and was a great evening that brought exhibitors and visitors together.



Communications and Marketing

Our Communications and Marketing framework seeks to utilise the extensive knowledge and expertise within the organisation to create content and marketing activities to engage with NGIV target audiences. The key marketing objectives are to:

1. Attract and retain members (i.e. full member and trade day buyer) because our offer is desirable. Our priority is to retain members by providing continued value and engagement, but where possible, we will look to increase membership numbers.
2. Build external awareness of the NGIV brand, through promoting our key benefits and services, and our offer as a whole.
3. Increase prominence of the Victorian Horticultural sector and particularly the diverse supply chain of our members. In this regard, we will showcase how we are a growing, united and sustainable industry that contributes to the Victorian economy, it's environments and communities.

A key element in the marketing strategy is to establish clear positioning to enhance NGIV brand recognition, through identifying the unique value proposition and implementing key messaging and branding across all communications.

NGIV's e-newsletter has been vital in keeping our members informed with timely and accurate updates relating to the considerable impact of COVID-19; everything from funding opportunities and industrial relations updates to trading restrictions and event bookings.

NGIV's social media channels are very active and well engaged with. Content is strategically posted to engage the consumer across three content pillars:


























- (1) to celebrate the beauty and benefits of plantlife
- (2) to showcase the variety of plantlife created in Victoria
- (3) to celebrate the knowledge, work and expertise of our members.

There's been a significant shift in content to support our retail members through their limited capacity to trade.

PARTNERS PROGRAM

At NGIV we see our partnerships as an extension of ourselves. Our partners lead the way in delivering excellence; executing plans and delivering projects that permeate and benefit the entire industry.

2020/2021 Partners

 Nursery & Garden Industry Victoria INDUSTRY PARTNERS	MAJOR CORPORATE 	PLATINUM  GOLD    	SILVER        	BRONZE           
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As an association, we would not be able to provide the level of service and member benefits that we currently do without their generous support and ongoing commitment.

As an industry we are collectively indebted to them and the work they do; that's why we would ask you to seek out opportunities to show them your support.

Now more than ever, we must show solidarity and acknowledge that we are all growing this industry together.

We'd like to extend our enormous gratitude to all of our partners; welcoming the new and thanking all those that have recommitted. We couldn't do what we do without your help.

A partnership with NGIV provides a high level of promotion and exposure within the industry. We endeavour to work with our partners to meet their specific needs and seek their input. Our partners become a valued part of the NGIV community.

2021/2022 Partners

 Nursery & Garden Industry Victoria INDUSTRY PARTNERS	MAJOR CORPORATE 	PLATINUM    GOLD   	SILVER          	BRONZE           
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MEMBERSHIP

NGIV's members are our core focus and we work hard to support them as well as celebrate their dedication to the industry.

Memberships as of 30/06/2021

Full Members	297
Trade Day Buyers	381
Trade Day Stand-holders	76
Tree and Shrub Growers	58

Life Membership

Life membership of any organisation is only granted to those people who have displayed unusual dedication and commitment to the organisation over a period of many years.

So, it is with the NGIV, where life membership is awarded to only the most outstanding servants of the association. Those are people who have provided strong leadership and worked tirelessly to further the aims and reach of NGIV.

Life Members

Mr. B Allison – Garden City Plastics
Mr. D Baker – Combined Nursery Sales
Mr. R Cheeseman – Cheeseman Nursery (dec)
Mr. D Daly – Conifer Gardens Nursery (dec)
Mr. Steve Day – City of ParksWide
Mr. G Fenton – Nationwide Trees
Mr. C Fryer – Fryer's Nursery (dec)
Mr. F Hammond – formerly Warren Park Nursery
Mr. R Harrison – Greenhills Propagation Nursery
Mr. D. Howard – Bay Road Nursery
Mr. L Koelewyn – Coolwyn Nurseries P/L
Mr. M Linton – Linton Garden & Home
Mr. D Mathews – Proteaflora Nursery
Mrs. N Peate – Plant Growers Australia
Mr. AN Rimmington (dec)
Mr. A Tesselaar – Anthony Tesselaar Plants P/L
Mr. L Thornton (dec)
Mr. R Trimble – Faceys Nursery Pty Ltd (dec)
Mr. J van der Horst – Acorn Nursery
Mr. HG Walker (dec)
Mr. R Wall – Floriana
Mr. MJ Warner – Warners Nurseries (dec)
Mr. P Wilkins – TGA Australia
Mr. PJ Wood – Woodlyn Nurseries

Honorary Members

Ms. Jane Edmanson – Gardening Media
Mr. Costa Georiadis – Gardening Media
Mr. Jason Hodges – Gardening Media
Mr. Marcus Gale – International Management Group
Mr. Basil Natoli – Victorian Schools Garden Program
Mr. Leigh Siebler – Siebler Publishing
Mr. Graham Ross – Gardening Media

TECHNICAL

Despite the challenges, and whether we have been able to visit your nurseries this year, the NGIV are always advocating for the industry. This year we have been active in many spaces in support of the industry such as horticultural education, government support, market access and health and safety in our nurseries.

Earlier this year the Victorian Chief Plant Health Officer Unit commissioned a project designed to enable the nursery industry to undertake a greater role in the delivery of biosecurity outcomes for Victoria. NGIV were directly involved in this work conducted through two projects aimed to identify specific barriers to implementing or supporting industry coregulation or self-regulation with regards to biosecurity.

We also continued in our efforts to steer the future of horticultural education in Victoria, shown by NGIV partnering with the Local Learning and Employment Network to connect the industry with students and careers practitioners. This has already seen us have many opportunities to present to students and teachers alike on the benefits of a career within horticulture and specifically, the nursery industry.

The need to connect those future employees to businesses and the industry also saw us partner with MEGT, the not-for-profit organisation that supports employers, apprentices, trainees, job seekers and students. Their local apprenticeship experts work across every state in Australia, helping businesses, apprentices and trainees get the most from the Australian Apprenticeships program. Finalising our MOU with MEGT was

designed to fill the gap bridging students/apprentices/trainees with employers. Partnerships with those that can provide exceptional solutions in their respective spaces also saw us partner with Safe ag Systems who can now provide the industry with safety consults, advice hotlines and inductions into their web-based service.

Among the many government submissions we made this year, we saw great value in advocating for the industry through the Victorian State Government Inquiry into Environmental Infrastructure for growing populations. Through this submission we reinforced that liveable, sustainable, and resilient landscapes require significant government support and intervention, and this could be achieved through, amongst other recommendations, the development of an environmental infrastructure strategy that acknowledges our industry's concerns and commitment from the Victorian government to recognise natural infrastructure as an asset.

NGIV takes and values every opportunity to advocate and support the industry and we appreciate our members assistance in doing that successfully.

David Reid
NGIV Policy & Technical Manager



VICTORIAN SCHOOLS GARDEN PROGRAM



The Victorian Schools Garden Program (VSGP) encourages school communities to come together and get involved in the development of green spaces within their school environment.

The VSGP runs two programs each year: our Grants and Awards Programs.

The 2020 Award program had a record-breaking result receiving 122 entries from 78 schools and kindergartens. We were delighted with the result as many school gardens were untended due to school closures caused by COVID-19 lockdowns. In total, 35 schools shared the \$44,000 worth of nursery vouchers and garden products.

Like many events in 2020, the VSGP Awards Presentation Ceremony in December 2020 became a virtual event, hosted masterfully by Jane Edmanson OAM and Costa Georgiadis.

Kevin Heinze Perpetual Award – (grand prize chosen from the state finalists):

- Our Lady Star of the Sea Primary School, Ocean Grove.

State Award winners:

- Wandin Yallock Primary School Primaryl
- Our Lady Star of the Sea Primary School, Ocean Grove
- Little Yarra Steiner School

The VSGP Grants Program entry record was broken again this year, receiving an outstanding 478 grant entries from 260 schools across Victoria. Like many others in these difficult times, schools and kindergartens are realising the important role that gardening has to offer their students. The 69 successful schools are now able to undertake their garden project proposed in their application.

In May 2021 the VSGP launched the Connecting Junior Gardeners Program, a four-part educational gardening resource developed for primary aged school children. The program which was funded by a

government grant initiative encouraging connection during COVID-19, consists of a suite of videos, fact sheets and activities, developed to inspire and excite children to discover the joys and benefits of gardening together.

VSGP distributed over \$62,000 worth of vouchers to Victorian schools for redemption at NGIV member nurseries and \$27,000 worth of products through our industry sponsors. It was heartening to see so many schools wanting to undertake garden projects and introduce their students to real life learning opportunities in their school gardens.

The VSGP held two virtual workshops: 'Sowing the Seed' in December 2020 and 'Winter Gardening' in May 2021. They are both utilised on the VSGP website as resources.





TRADE DAY



NGIV Trade Day is more than just a market, it's Australia's premier wholesale trading market, a monthly industry networking event and a quarterly horticultural showcase.

After 43 years of calling Caribbean Gardens the 'home' to NGIV's Trade Day, it moved to the impressive KCC Park, Skye. Boasting 75 acres, ample designated parking and 4,500sqm of flexible undercover facilities; it's the perfect place to showcase the Victorian horticultural industry. The venue was well received by stand holders and buyers alike.

The committee welcomed some new faces and ideas. We're grateful to this insightful and dedicated group of members who provided a valuable service as we navigated the change of venue.

Committee

Adrian McCarthy (Australian Growing Solutions)

Cathryn McEwan (The Gardeners Corner Store)

Greg Carrick (Garden City Plastics)

Mark Harrison (Greenhills Propagation Nursery)

Peter Douglas (Scotsburn Nurseries)

Anna Orth (Orth's Nursery)

Mark O'Mahoney (Paradisias Nursery)

Linda Sijpkens (Ausflora Pacific)

Nan Cleven (NGIV)

Lizzie Earl (NGIV)

David Reid (NGIV)

Cathy Rideg (NGIV)

We thank the departing committee members for all their support and hard work and welcome all new members. We thank our Trade Day Coordinator, Nan Cleven, who goes well beyond the call of duty every month.

2020/2021 saw a total of 3,613 visitors come through the gates, which was down from 6,180 the previous year. The decrease in numbers is attributed to the COVID-19 restrictions resulting in the August, September and October 2020 and June 2021 markets, being cancelled.

We will continue to explore ways to further improve the NGIV Trade Day experience for our members and look forward to thriving events in 2021/2022 and beyond. Trade Day's ability to bring the best growers together, to trade and network, remains unparalleled and creates a unique experience for our industry.



TREE AND SHRUB GROWERS

The Tree and Shrub Growers of Victoria is the largest sectional interest group of the Nursery & Garden Industry Victoria (NGIV). The group consists of members of the NGIV involved with nursery plant production and allied trade and provides fantastic networking opportunities across all areas of industry.

They deliver a range of horticultural themed meetings held at industry venues for our members to enjoy. It's an inclusive group that aims to create a relaxed and social environment for members to network and learn more about peer businesses.

Committee

Heath McKenzie (Australian Growing Solutions)

Howard Fox (PGA)

Ben Scoble (Speciality Trees)

Will McIntosh (Mansfield Propagation Nursery)

Carl Soderlund (Botanix Plant Supply)

David Reid (NGIV)

Lizzie Earl (NGIV)



Monthly Meetings

The 2020/2021 calendar of meetings once again provided attendees with a host of opportunities to learn about different facets of the industry. The meetings were held at a range of impressive venues and member businesses, as well as virtual offerings.

The meetings included:

- *Online Recycled Colour™* (Garden City Plastics)
- Trials Week Dinner
- Barefoot Bowls
- Alowyn Garden Tour & Dinner
- Crittenden Estate Tour & Dinner

The Tree and Shrub Growers of Victoria looks forward to welcoming new members and coming together in 21/22.





NEXTGEN



NextGen provides a unique opportunity for young horticulturalists to form networks and develop their careers, learn more about the industry, and have fun.

This year saw the NextGen Committee welcome new faces, fresh ideas and momentum. We would like to welcome and thank the following committee members:

Committee

Joel Orth, Chairman (Orths Nursery)

Tom Sands (Grandview Monbulk)

Elliot Akintola (Garden City Plastics)

Bec Neeson (Warners Nursery)

John Murphy (Kevin Hienze Grow)

Georgia Beasley (Proteaflora)

Jarrold Wells (Tree Top)

Steve Laid (Oasis Horticulture)

Josh Kyne (Yarra View & Bushland Nurseries)

Lizzie Earl (NGIV)

NextGen Meetings

The 2020/2021 calendar was unfortunately postponed due to COVID-19 restrictions. Under normal circumstances NextGen events provide engaging and informative opportunities to learn about different facets of the industry, with some great member businesses willing to open their doors.

We look forward to delivering a range of outstanding NextGen events when it's possible.

NextGen are proud to have Greenhills Propagation Nursery as its sponsor for 2020/2021.



VALE

Our industry suffered the loss of a number of notable individuals this year. On behalf of the NGIV Board, staff and members, we extend our deepest sympathy to those impacted.



ERIC 'DON' FLEMING
8 MAY 1935
– 22 JULY 2021

One of Australia's finest nurserymen and second-generation owner of Fleming's Nurseries, Eric 'Don' Fleming, sadly passed away aged 86 following a short battle with cancer.

Don was best known for his dedication to his work. Born into the nursery business after father, Eric Fleming, established the nursery growing rootstocks on their Monbulk properties. Don and his siblings were all active and willing participants in the growth and development of the nurseries right up until the 1980's. In 1984 Don and wife Dawn, took over the sole ownership of Fleming's Nurseries Pty Ltd.

This was an exciting time for Don, Dawn and sons Graham and Wes. Many changes and developments were made, and Don's absolute dedication and passion was the driving force. Don and Dawn retired in the late 1990's.

Don will be forever remembered for his immense pride in Fleming's Nurseries, a business he built to great heights together with his devoted wife of 63 years, Dawn, and sons Wes and Graham.

BARRY TEESE
JULY 2020

Barry was the owner and operator of The Greenery Garden Centre in Heidelberg. He was extremely engaged with the Melbourne International Flower and Garden Show and his Greenery Garden's won many awards.

HAN VAN SCHAIK
AUGUST 2020

Hans sadly passed away on 31 August 2020 at the age of 76. He and his wife Marjan started a small earth moving business 50 years ago which grew into the successful Van Schaik's Bio Gro we know today.

COLLEEN NEAL
OCTOBER 2020

Colleen was a loyal and valued member of staff at Flinders Nursery for 26 years. Many members will remember Colleen's warmth and friendliness whilst manning their stand at Trade Day for past eight years.



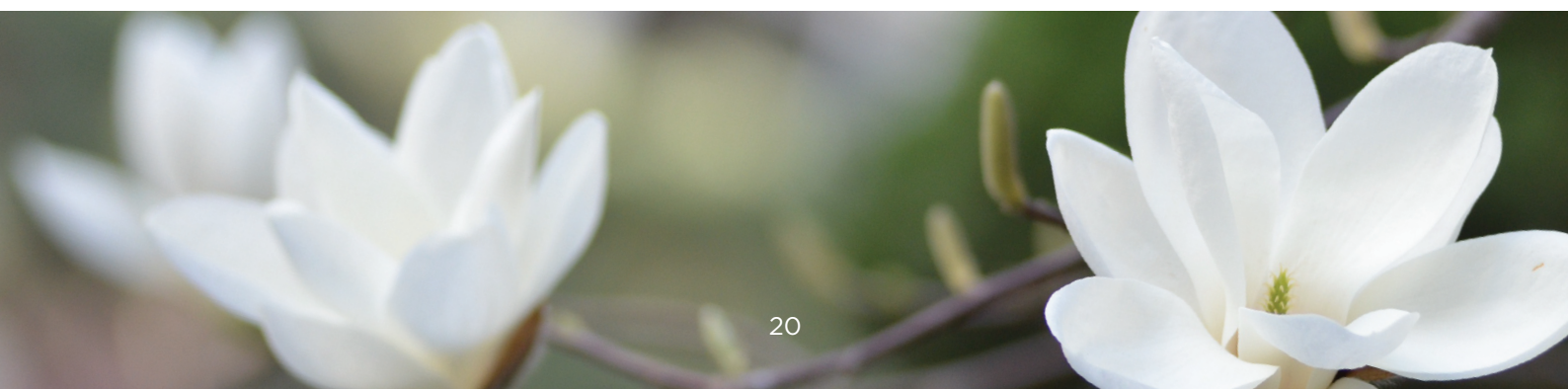
NATALIE PEATE
(LIFE MEMBER)
APRIL 2021

Natalie was a plant person through and through and dedicated much of her life to her passion for horticulture. In 1971, Natalie and Roger merged two business; Bushy Park Nurseries formerly owned by Fritz Myer and their business, Park Native Nursery, to form Plant Growers Australia (PGA). She co-authored several books on Australian native plants, including the ever popular, Grow What Where.

Natalie became only the second female President of Nursery Industry Association of Victoria (NIAV), now known as Nursery & Garden Industry Victoria (NGIV), adding her considerable knowledge and experience between 1985 to 1987. Fittingly she was awarded an Honorary Life Membership to Nursery & Garden Industry of Victoria in 2001.

BRUCE PIKE
JUNE 2021

Bruce was the owner of Combined Nursery Sales, a member of the Nursery and Garden Industry Victoria for over 37 years. He was also a life member of the Nursery and Garden Industry of NSW.



FINANCIAL HIGHLIGHTS

FOR FINANCIAL YEAR ENDED 30 JUNE 2021

Statement of Comprehensive Income

	Note	2021 \$	2020 \$
Income			
Subscriptions		409,942	413,533
Trade Days		183,366	232,678
MIFGS Management Services		-	-
Groundswell Advertising Revenue		4,427	14,650
MIFGS Promotions		-	24,048
Services – Accreditation & Administration		38,875	26,684
Government Funding		10,245	12,373
Training and Events Revenue		42,661	116,929
Sponsorship Income		190,395	189,632
Tree and Shrub Growers Group		32,732	42,862
School Garden Awards		106,386	104,391
Government Stimulus		202,622	101,678
Sundry Income		2,349	11,900
Total – operating activities	2	1,224,000	1,279,458
Interest Income	3	1,645	16,882
Total – non operating activities		1,645	16,882
TOTAL INCOME		1,225,645	1,296,340
Expense			
Staff Wages Expenses		(645,381)	(582,926)
MIFGS Expenses		-	(13,543)
Trade Day Expenses		(123,201)	(110,413)
Groundswell Expenses		(56,884)	(71,304)
Training and Events Expenses		(51,528)	(139,397)
Consulting Expenses		(31,433)	(49,778)
Membership Expenses		(95,021)	(88,401)
Information Technology Expenses		(41,297)	(40,576)
Tree and Shrub Growers Group Expenses		(15,027)	(33,513)
School Garden Awards Expenses		(59,665)	(63,302)
Office and Travel Expenses		(64,179)	(93,606)
Other Expenses		(21,330)	(8,921)
TOTAL EXPENSES		(1,204,946)	(1,295,680)
Profit/(loss) before income tax expense		20,699	660
Income tax expense	1(c)		
NET PROFIT/(LOSS) ATTRIBUTABLE TO MEMBERS OF NURSERY AND GARDEN INDUSTRY VICTORIA		20,699	660
Other comprehensive income, net of tax			
COMPREHENSIVE PROFIT/(LOSS) FOR THE YEAR		20,699	660

The accompanying notes form part of these financial statements.

FINANCIAL HIGHLIGHTS

AS AT 30 JUNE 2021

Statement of Financial Position

	Note	2021 \$	2020 \$	2019 \$
Current Assets				
Cash and Cash Equivalents	6	1,460,454	1,218,670	1,296,651
Trade and Other Receivables	7	64,021	24,224	115,983
Other Financial Assets	8	-	-	-
Total Current Assets		1,524,475	1,242,894	1,412,634
Non-Current Assets				
Property, Plant and Equipment	9	1,012,230	990,231	1,005,068
Total Non-Current Assets		1,012,230	990,231	1,005,068
TOTAL ASSETS		2,536,705	2,233,125	2,417,702
Current Liabilities				
Trade and Other Payables	10	156,073	140,356	157,124
Provisions	11	136,876	93,651	85,213
Other	12	285,447	73,766	64,972
Total Current Liabilities		578,396	307,773	307,309
Non-Current Liabilities				
Provisions	11	23,534	11,276	9,477
Total-Non Current Liabilities		23,534	11,276	9,477
Total Liabilities		601,930	319,049	316,786
NET ASSETS		1,934,775	1,914,076	2,100,916
Members' Funds				
Reserves		1,006,029	1,006,029	1,193,529
Retained Profits		928,746	908,047	907,387
TOTAL MEMBERS' FUNDS		1,934,775	1,914,076	2,100,916

The accompanying notes form part of these financial statements.

FINANCIAL HIGHLIGHTS

FOR FINANCIAL YEAR ENDED 30 JUNE 2021

Statement of Cash Flows

	Note	2021 \$	2020 \$
CASH FLOWS FROM OPERATING ACTIVITIES:			
Receipts			
Members and others		1,389,555	1,478,485
Interest received		1,645	16,882
Government Stimulus		202,622	101,678
Payments			
Suppliers and employees		(1,314,370)	(1,487,264)
Net cash provided by/(used in) operating activities	16(b)	279,452	109,781
CASH FLOWS FROM INVESTING ACTIVITIES:			
Payments for purchase of non-current assets		(41,304)	(262)
Proceeds from sale of non-current assets		3,636	-
Net cash used in investing activities		(37,668)	(262)
CASH FLOWS FROM FINANCING ACTIVITIES			
Movement in MIFGS Reserve		-	(187,500)
Net cash provided by/(used in) financing activities		-	(187,500)
Net increase/(decrease) in cash held		241,784	(77,981)
Cash and cash equivalents at beginning of financial year		1,218,670	1,296,651
CASH AND CASH EQUIVALENTS AT END OF FINANCIAL YEAR	16(a)	1,460,454	1,218,670

The accompanying notes form part of these financial statements.

