



20 ANNUAL 22 REPORT

FOR YEAR ENDING 30 JUNE 2022

Australian Industrial Hemp Alliance Inc.
Australia's national hemp association
www.hempalliance.org.au

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WELCOME

Welcome to the 2022 Annual Report of the Australian Industrial Hemp Alliance (“AIHA”), a not-for-profit Association that was registered as an Incorporated Association with NSW Fair Trading on 23 January 2015.

The Purpose of the AIHA is to represent all people and organisations interested in any aspects of industrial hemp and associated products at a national level in Australia, to develop and grow all aspects of the industry. There are also Industrial Hemp Associations at a State level in Australia, three of which are members of the AIHA: the associations of NSW, Western Australia and Victoria.

Currently, our members are operating in the areas of food, fibre, hurd and medicinal. We are looking to expand our membership in these and other areas. There are varying State laws and regulations throughout Australia that regulate industrial hemp in different ways. There are Australian Federal laws and Australian regulatory bodies and organisations that expressed the need for an Australia-wide organisation to be created in addition to the Industrial Hemp Associations in the various Australian States.

The members of AIHA include growers, processors, retailers, services providers, educators and manufacturers, all united in their passion for this wonderful natural crop, industrial hemp.

The Alliance operates under the NSW Associations Incorporation Act 2009



Corporate member, Dr Mary Cole, demonstrating regenerative agriculture benefits.

FOOD

Hemp foods are legal for human consumption in Australia since the FSANZ (Food Standards Australia New Zealand) submissions were approved by the Federal Government in November 2017. This was a landmark for the industry as hemp foods can be profitably grown on smaller size holdings. The benefits of hemp foods (seed, oil, flour and protein) are that they contain Omega 3, 6 and 9 fatty acids in the correct ratio for human consumption. Hemp foods are high in protein (20%-30%) and essential vitamins and minerals.

Australia has appropriate climate types for hemp crops of all descriptions. The expansion of food production and processing has economic and social benefits for rural Australia. This relates to products marketed in Australia and for export.



FIBRE

Hemp fibre is obtained by separating the outer skin (bast) from the woody core of the plant, known as hurd. This was traditionally done in the field through a process known as “retting”. Advances have been made and this is now achievable through decortication of material directly at harvest. This improves the fibre quality and cuts down on wastage and reduces costs overall, making hemp fibre competitive with all other natural and synthetic fibres.

Hemp fibre has a number of important uses, most commonly in textiles, ropes, weed matting and composite materials as a substitute for fibreglass. Hemp clothing is hardwearing and has natural antiseptic qualities. Hemp is finding increased favour in the fashion industry. Fully manufactured Australian hemp clothing will require a significant investment in infrastructure and machinery. Hemp fibre is also used in making canvas, packaging, and insulation.



HURD

Hemp hurds, also known as shives or hemp wood, are a product from the inner woody core of the hemp stalk. Once separated from hemp fibre the hurd is broken into pieces, where the grade depends on the purpose for which the hurd is used.

Hemp hurd provides the base material for making hemp concrete, called hempcrete. When mixed with a binder the hurd can be used to create hemp concrete in the form of bricks, blocks, panels or poured into formwork. Over time this hardens to become a material that is hard and fire and pest-resistant. It also continues to absorb CO₂ as it undergoes “carbonisation”.

Hurd can be used as a wonderful mulch, proven to be superior to most others, and in particleboard for building and insulation. Hemp hurd is also used for bedding for animals, most notably horses.



MEDICINE

Whilst the AIHA was formed in 2015 primarily to facilitate the development of the hemp fibre and hemp seed food industries in Australia, when the Alliance was established, there was also a commitment made to ensure that as and if needed, the Alliance would support the development of an ethical medicinal cannabis industry in Australia.

Medicinal hemp can be manufactured from industrial hemp (def: <1% THC) where CBD and other cannabinoids are extracted from hemp leaves, flowers and buds.



OTHER ASPECTS OF INDUSTRIAL HEMP

There are at least 10 categories of products where hemp can be used. Hemp is a valuable source of biofuels. Hemp can also be used in biocomposite materials to replace plastics in applications as diverse as automotive panels and surfboards. Strong hemp fibre can also replace fibreglass in many applications. There is also research underway to replace graphene in industrial batteries with hemp filaments.

Hemp absorbs more CO₂ than any other broadacre crop and draws heavy metals from soils. It is therefore a great means of sequestering carbon and rehabilitating derelict land. This also means that crops for food and medicine need to be grown in soils that are not contaminated and in areas of low pollution. This is an advantage that Australia has over countries with less stringent environmental regulations. Due to hemp's capacity to absorb CO₂ hemp growers and manufacturers can be largely carbon neutral.

EXECUTIVE COMMITTEE MEMBERS 2021-22

PRESIDENT

James Vosper B.Sc (Hons), FRGS

VICE PRESIDENT

Georgina Wilkinson

SECRETARY

Charles Kovess LL.B. (Hons), LL.M., CSP, KSJ

TREASURER

Arthur Wajs

PUBLIC OFFICER

James Vosper

GENERAL COMMITTEE MEMBERS

Catherine Cowan

Kevin Wortes

Troy Mewburn

Nik Henry (resigned April 2022).

Biographical details of your
committee are available on the
Alliance website:

www.hempalliance.org.au



Executive committee members, Georgine Wilkinson, Catherine Cowan and Charles Kovess at HHI Expo.

PRESIDENT'S REPORT

Thanks to all of those members and friends attending the AIHA 2022 AGM. This is our 7th AGM.

This has been a difficult year for agriculture and hemp is no exception.

Firstly, I would like to address where the industry stands. The areas under cultivation by State have remained stagnant, and in many States have declined. This is despite significant government support in some states.

Data provided by the CSIRO, sourced from each state licensing body, shows that the current projections for 2021-2022 are for 2,250 hectares nationally. There are currently 489 licensed hemp growers in Australia and many licensed growers are not growing. We must work hard on changing this. We know that some state regulators are examining the licencing regulations to encourage serious farmers, and we support this.

Breaking down the 2,250 hectares by state:

- NSW 1,140 (51%)
- Tas 400 (18%)
- QLD 260 (12%)
- SA 200 (9%)
- Vic 150 (7%)
- WA 100 (4%)
- NT 0 (0%)
- ACT 0 (0%)



The AIHA display at Australian National Field Days.

Globally, there is a trend towards growing hemp for hurd and fibre. In NSW half of the cropped area is devoted to grain and a half to fibre. This represents the future of broadacre hemp in Australia. The UK has committed to growing 50,000 hectares next year and we also need higher ambitions. The Cooperative Research Centre (CRC) bid is based on increasing the cultivated area to 100,000 hectares. This goal is totally achievable.

Communication within the States and Territories is vital and holding physical events to share information and best practices is needed for industry growth. The easing of travel restrictions has allowed us to come together as an industry this year. We took an active role in organising and promoting the Australian Industrial Hemp Conference in Launceston in March this year. AIHA was also an exhibitor. This is the third such biennial event that AIHA has helped to organise and promote.

In May we joined with the NSW Industrial Hemp Association in the National Field Days event at Tocal. This event usually attracts 20,000 visitors over 3 days. Whilst it was not hemp focussed, we attracted a great deal of interest from farmers and schools.

Most recently the AIHA partnered with the Australian National Field Days at Borenore, near Orange, NSW. AIHA was the Feature Exhibit at the show, occupying the main pavilion. AIHA Members: - NSWIHA, Agpath, Cannakis, Dr Hemp, Carbon Futures, and Hemp Processing Australia exhibited. Hemp couture was also featured, provided by Leah Kelly By Design. The Australian Hemp Masonry Company (AHMC) held a hemp building workshop which garnered much interest from the general public, builders and farmers. AIHA and AHMC, have been invited back for next year's event.

AIHA also ran a three-day Hemp Conference at the event which was well attended. There were presentations from the NSW Department of Primary Industries as well as presentations on the Agrifutures 2022-2027 Research Development and Extension Plan.

AIHA was asked to present on behalf of the Hemp Cooperative and Research Centre (CRC). The CRC is at the bid stage but has pledges of \$50 million from the industry. This will be matched by the federal government, making it a \$100 million cash project. There is an in-kind component that brings the total to \$200 million, over 10 years. AIHA is a Supporting Partner of the CRC having pledged cash and in-kind contributions of \$150,000 per annum over 10 years. AIHA and our members are also contributing to how the CRC will operate and the research areas that will be addressed.

Later in November, the AIHA will be exhibiting at the Hemp Health and Innovation Expo in Canberra and representatives will be addressing the accompanying conference. I will be speaking about “Australian Hemp’s Carbon Future” and Charles Kovess will be speaking on the “Revolution in Hemp Processing”.

Our work continues in looking for ways that hemp farmers are able to increase revenue. Efficiency and New Product Development (NPD) are keys to increasing the Return On Investment (ROI) for those in the hemp industry.

The environment is very much in the public eye and governments have made commitments to reducing emissions. From November 6-18, world leaders are meeting for the 27th United Nations Climate Change Conference (COP27) in Egypt, to discuss increasingly urgent issues about the environmental health of the planet.

It is important that we keep well informed of developments in this area and AIHA is attending the Impact X Summit in Sydney which is bringing together local and international leaders addressing climate change. This includes a direct feed to COP27.

Renewable energy sources will reduce emissions but cannot reduce to net zero, a figure that has been set as a target for 2050. Agriculture has a major part to play, and hemp is the best crop to sequester atmospheric CO₂. The life cycle of hemp and hemp products is being analysed. We are currently working on Scope 1,2,3 and 4 emissions for hemp and hemp products, based on the GHG Protocol. Scope 1 (direct emissions) and Scope 2 (indirect-owned emissions) are mandatory for businesses to report on. Scope 3 is voluntary, as it includes indirect emissions from upstream and downstream. Scope 4 is mostly described as “avoided emissions”. In the case of hemp, this is important, as hemp can replace many products that have heavy emissions. Cement, for example, is responsible for 8% of global CO₂ emissions. Every time hempcrete is used emissions are avoided. This is just one of the ways that hemp can replace unsustainable materials. In addition, anything that can be made from plastic can be made from hemp.

There is a global shortage of timber, which will only get worse as forests are conserved. It has been reported recently that Australia may join the group of nations that will halt logging to avoid the release of carbon. There will be a marketplace mechanism established to compensate landowners. Hemp is an ideal substitute for timber and there are companies entering this space in the US. We want to see this happen here.

Charles Kovess will inform you in his Secretary’s Report about our connections within Australia and in other countries and regions. In general, we are an organisation that looks outward, rather than inwards.

A major milestone for the AIHA has been the formation of a partnership with the Australian Medicinal Cannabis Association. This group, founded by United In Compassion's Lucy Haslam, is doing some important work in addressing issues such as: driving laws, development of the local industry, and affordable access for all patients. The local medicinal industry has suffered some setbacks this year with company closures in Tasmania and Queensland. It is important that we work towards a system where Australian products are available and affordable, whilst being commercially viable. This applies to domestic and overseas markets. I will now move on to talk about our Executive Committee Members. I must stress, however, that we have significant support from our Sub Committees and wider membership.

Charles Kovess, AIHA Secretary, keeps our corporate communications current, producing our newsletters and hosting our regular webinars. He has also acted as our MC at events such as Australian National Field Days at Borenore. On the global stage, Charles represents the Australian Hemp Industry as a Board Member of the Federation of International Hemp Organisations. Charles's legal credentials are invaluable in such a highly regulated industry. He has also been involved in recruiting a CEO for FIHO.

Georgina Wilkinson our Vice President is pushing forward with the hemp processing facility in WA and with Hemp Homes Australia's Gary Rogers was featured on ABC TV. The business is vertically integrated with cultivation, processing and building. Being Australia's longest-established and largest retailer also gives Margaret River Hemp Co a unique perspective on market developments. Georgina is also Vice Chair of IHempWA.

Arthur Wajs, AIHA Treasurer, is a Queensland-based hemp farmer with a focus on pet and equine markets. He has forged relationships in Asian markets and has a highly developed network in Europe. He was responsible, along with industry figure Andrew Kavasilas, in developing a proposal that low THC green hemp material be approved as human food. This proposal is currently being assessed by FSANZ, and if approved, could increase the hemp food market to \$30 million per annum. Arthur Wajs is Chairman of the Queensland Chapter.

Catherine Cowan has been taking care of our social media groups which have grown significantly. AIHA and our related pages have over 18,000 followers. Catherine has also been the driving force behind the ANFD/AIHA exhibit in Borenore. Catherine is recognised as one of Australia's most prominent digital marketers and this ensures that any paid media has maximum impact. Catherine is also Treasurer of the NSW Industrial Hemp Association.

Kevin Wortes is a hemp farmer spanning all aspects of hemp, including medicinal. He is a fully licenced hemp and medicinal cannabis farmer and manufacturer. He manages the relationship between the AIHA and the federal industry regulators. Kevin has established relationships in the US and is currently on a tour of Europe to assess new seed varieties for the Australian market.

Troy Mewburn is new to the Executive Committee and brings senior commercial and operational experience. He is currently examining the regulatory framework and how it can be changed to reduce risk to investors, hemp farmers, manufacturers, and retailers. This revolves around the THC limits in crops, regardless of purpose, and the limits in total cannabinoids in human and animal food.

As well as the Executive Committee there are Sub Committees that meet regularly and produce outstanding work. These groups represent a “brains trust” that covers the whole of hemp science and the supply chain. In all cases, the aim is for sustainable commercial outcomes for the hemp industry.

The coming year will be challenging. However, we will succeed if we continue to work to change regulations and business restrictions that are holding back industry growth. It is also beholden on us to be innovators that look at new ways to make hemp more successful. AIHA has the strategic planning and thinking capabilities to make that happen. We welcome new members that share our vision and values.

Thank You,

James Vosper
President 2021-2022



AIHA hosted a delegation from Malaysia, exploring the wonderful benefits of legalising hemp in Malaysia.

SECRETARY'S REPORT

I am delighted to present my Report for the 2021-22 year.

Firstly, a thank you to my colleagues on the Executive Committee for their respective contributions during the year. Secondly, a thank you to all our members for joining the AIHA, renewing your membership, and making a contribution to the growth of the industry. I look forward to working with all of you in the coming years.

Whilst James Vosper, our President, has given an overall Review of the year in his Report, my Report will cover in more detail the activities of your committee in building and promoting our industry.

Administrative matters

Your committee is working well, albeit with limited resources to do all the things that could possibly be done! More help from members is always welcome, via participation in our subcommittees.

Our membership flyer has been extensively shared with contacts to promote the value of membership. The elements of that flyer are set out elsewhere in this Report.

Our website has continued to be developed and expanded, and we receive many online enquiries that then lead to acquiring new members: see www.hempalliance.org.au

Your committee has continued work on implementing the strategic plan for the industry. See this Annual Report for further details of the elements of our strategic plan.

We improved our ability to ensure the effective functioning of our subcommittees.

There are six subcommittees:

- Regenerative Agriculture
- Fibre and hurd
- Seed
- Food
- Medicinal
- Marketing.

We ask members interested in any of these areas to volunteer their services by joining one or more of these subcommittees.

The members of these subcommittees during the 2021-22 year were:

Seed:

Arthur Wajs, Kevin Wortes, Nick Henry

Fibre & Hurd:

Charles Kovess, Arthur Wajs, Georgina Wilkinson, Troy Mewburn, John Wightman

Food:

Catherine Cowan, Maggie Davidson

Medicinal:

James Vosper, Corey West, Simon Pettinger

Marketing:

Charles Kovess, Catherine Cowan, Maxine Shea, James Vosper

Regenerative Farming:

Mary Cole, James Vosper, Nick Henry, Charles Kovess, John Wightman Maggie Davidson Winton Evers, Klara Marosszky, David Chick

We thank these members for all their work during the year.

A number of newsletters were sent during the year to members, and additional newsletters were sent to the AIHA's broader mailing list, with a view to keeping them informed about the progress being made in our industry, and then showing those people the value to them of joining as members.

Technical matters

Your committee is committed to the development of standards for fibre and hurd. Our subcommittee has been working diligently on this, and progress is being made, including globally surveying current standards in hemp and other similar products. The Regenerative Agriculture Sub-Committee has been working on hemp as a carbon sink. It has also been exploring the likelihood of our whole hemp industry being able to be 'chemical-free'. The good news is that we believe the industry can be successful with biological, biodynamic, and organic practices. This saves money but more importantly saves our soils through regenerative agriculture.

We have handled a number of complaints of unfair use of the word 'hemp' in products coming to market. We advise people of their rights and help to ensure that complainants understand the relevant laws and regulations relating to misleading and unfair business practices. Any members who see such behaviours are invited to bring them to the attention of the Committee.

Your committee has taken numerous steps during the year with various people and organisations on the issues of CBD levels in products. This is a vexed issue of regulations, both state and federal, that must be simplified and made sensible. A key ongoing issue continues to be the attitude of the Queensland Government and Police to industrial hemp; the other is to educate that Government on the economic benefits to that State of the growth of our industry. The Government professes to be supportive, but it acts contrary to its statements in a number of ways.

The AIHA takes an interest in medicinal cannabis because it is truly part of 'industrial hemp'. We consider that we can take an overhead perspective, rather than vacating the issue to companies solely interested in commercialising medicinal products.

We also monitor global legislative changes that impact hemp in any way, including fibre, hurd, food and composite materials. The push for environmentally cleaner products of all descriptions will be a driver of increasing demand for hemp raw materials.

Conferences & Exhibitions

The 3rd Australian Industrial Hemp Conference was held in Launceston in March. Fortunately, it proved to be a real event, where we exhibited and were represented by speakers and attendees. The AIHA shares in the profits of this Conference whenever it is held. Robert Bell is the owner and founder of this Conference. We exhibited online at the virtual Hemp Health & Innovation Expo during the Covid lockdowns.

We conducted five online webinars on various topics for our members and guests during the year.

Membership matters

Our Constitution provides a framework for State Hemp Associations to join as 'Affiliate Members'.

Currently, our Affiliate Members are:

- NSW Industrial Hemp Association
- WA Industrial Hemp Association.
- Industrial Hemp Victoria.

We aim to continue discussions with State Associations to bring them into the AIHA, to increase the influencing ability of AIHA on Government decision-making!

Your committee has set up a Chapter of the AIHA in Queensland, to give a central contact point to our members in that State. Arthur Wajs has been appointed as Chairman of the Queensland Chapter.

All members of the AIHA can play a crucial role in helping us to grow. Personal referrals for membership are the most effective way to grow, and if you send us your suggestions, we will happily follow them up with details of membership. They should also be referred to our website: www.hempalliance.org.au

Your President, and committee member, Catherine Cowan, have done a sterling job during the year in continuing to handle many hundreds of enquiries from our website and various social media outlets.

Alliances with other national bodies

We have maintained our alliances with other national bodies and can report significant progress has been achieved during the year.

We are a founding member of the new Federation of International Hemp Organisations (“FIHO”) which comprises 14 national hemp bodies. We invested to help create FIHO so that a capable, strong and effective global team ensures a consistent and sensible framework for hemp regulation. I have attended monthly Directors Meetings of FIHO, a Canadian-registered incorporated body. Sadly, they start at 10 pm or 11 pm Melbourne time! I was part of the interviewing panel that met with seven candidates for the role of Director-General of FIHO, to be based in Europe, preferably in Brussels.

AIHA has renewed its membership of FIHO for the year ending 31 October 2023. Our alliances with the Canadian Hemp Traders Association, and the USA Council for Federal Cannabis Regulation, are continuing satisfactorily.

Such alliances help the AIHA influence global rules and regulations, to share information to ensure sensible Government policies, and then to work together to push back against unreasonable or unwarranted Government restrictions.

Marketing and publicity matters

Your committee continued working on development of a hemp materials and products register, to grow demand for hemp products. We note that some of our members are retailers, but most people do not know where to buy hemp products. Locality is relevant. Some members have indicated a desire to set up a hemp exchange. Such steps will help to grow demand.

Every monthly committee meeting discusses and reviews relevant news and media coverage of industrial hemp issues, to ensure that we comment when needed. We request our members who see hemp media coverage to send us an email, to ensure we don't miss important items that are worthy of follow-through.

AgriFutures National Variety Trials

Much work was done last year with these Trials.

AgriFutures is now organising these Trials. Reports will be provided.

AgriFutures Research Development & Extension Project

As you will know from the 2021 Annual Report, this Project was terminated early by mutual agreement between AgriFutures and AIHA. We thank AgriFutures for its ongoing support, guidance and experience that is available to AIHA.

Recently, AgriFutures has announced a further investment of \$2.5 million into our industry, and applications for funding relevant projects are requested.

Other activities of AIHA and your Committee

To save this Report from being too lengthy, I list here the ongoing matters that are considered at each Executive meeting, and those discussions lead to various resolutions and actions designed to help grow industry hemp locally and globally:

1. Monitoring and driving the implementation of the Strategic Plan for AIHA, of which the RD&E Project is a subset.
2. NZ Hemp Association and reciprocal branding.
3. Rescheduling of CBD in Australia.
4. Legislative changes activism within Australia, state by state and federally.
5. APVMA permits.
6. Facebook and online payment platforms causing problems because of cannabis and hemp words.
7. Hemp Cooperative Research Centre establishment.
8. Liaison with National Farmers Federation.
9. Discussions with US Hemp Building Association
10. Liaising with Swinburne Uni and hemp food research suggestions.
11. Victorian Government Hemp Taskforce report.
12. US Hemp Association alliances.
13. Hungarian Hemp Alliance.
14. Reciprocal membership with CHTA and other hemp associations
15. European Industrial Hemp Association alliance
16. Influencing politicians consistently Australia-wide.
17. Monitoring and promoting hemp legislative changes globally.
18. Proposed UN rescheduling of cannabinoids, including CBD
19. Register of growers throughout Australia.
20. Website accuracy and updating.
21. Results of SA Govt hemp trials.
22. Influencing Government procurement policies on hemp products and materials to reduce plastic and other harmful products in the environment.

IN CLOSING

There is much that was done, and there is much ongoing work to be done. To give you some sense of this, the Minutes of our monthly Executive Committee meetings are usually 2300 words each, a total of over 25,000 words annually.

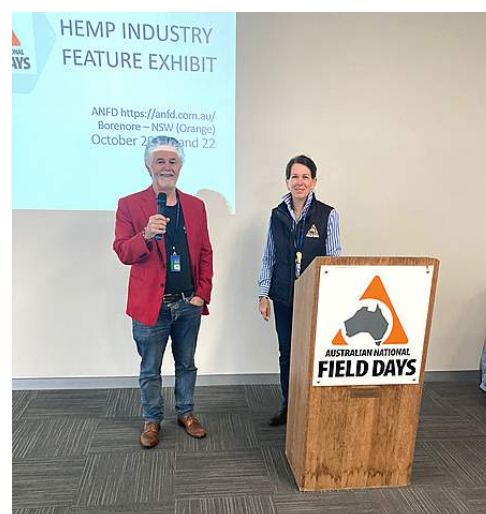
We still consider that industrial hemp can play an important and large role in expanding Australia's agricultural sector value from \$60 billion annually to the Federal Government's stated goal of \$100 billion annually. We want to ensure that we play such a role.

I look forward to working with all of our members and stakeholders to continue our growth, to become a mainstream industry, rather than a 'cottage industry'. Hemp can be a global game-changing industry, helping to build healthier people, healthier communities, and a healthier planet.

Charles B. Kovess LL.B. (Hons), LL.M., CSP, KSJ
Secretary, 2021-22



Polish help display that AIHA uses at various expos.



Kerri Wickson OAM, deputy chair of ANFD in action with AIHA Secretary, Charles Kovess.

TREASURER'S REPORT

FINANCIAL STATEMENTS

AUSTRALIAN INDUSTRIAL HEMP ALLIANCE INC

Profit and Loss

Australian Industrial Hemp Alliance Incorporated
For the year ended 30 June 2022

	2022	2021
Trading Income		
Memberships	9,724.83	6,318.17
Total Trading Income	9,724.83	6,318.17
Gross Profit	9,724.83	6,318.17
Other Income		
Agrifutures Funding	-	75,000.00
Total Other Income	-	75,000.00
Operating Expenses		
Accountancy Fees	1,337.48	-
Consultancy Fees	28,931.36	43,500.00
Events	4,172.73	395.45
Interest Expense	-	21.00
Travel Expenses	-	200.00
Total Operating Expenses	34,441.57	44,116.45
Net Profit	(24,716.74)	37,201.72

Balance Sheet

Australian Industrial Hemp Alliance Incorporated As at 30 June 2022

	30 JUN 2022	30 JUN 2021
Assets		
Current Assets		
Cash on Hand	9,411.40	39,465.83
Total Current Assets	9,411.40	39,465.83
Total Assets	9,411.40	39,465.83
Liabilities		
Current Liabilities		
GST Payable	(3,073.58)	(3,777.72)
Memberships Received in Advance	-	6,041.83
Total Current Liabilities	(3,073.58)	2,264.11
Total Liabilities	(3,073.58)	2,264.11
Net Assets	12,484.98	37,201.72
Equity		
Current Year Earnings	(24,716.74)	37,201.72
Retained Earnings	37,201.72	-
Total Equity	12,484.98	37,201.72

Arthur Wajs
Treasurer, 2021-22



Australian Industrial Hemp Alliance Inc.
Australia's national hemp association
www.hempalliance.org.au

Join the AIHA to:

- Network with hemp industry professionals
- Access hemp industry insights and trends
- Learn about new business opportunities
- Market business services to AIHA members
- Have input on the development of the AIHA
- Shape the future of the Australian hemp industry

The Purpose of the AIHA is to represent people and organisations interested in any aspects of industrial hemp and associated products at a national level, in order to develop and grow all aspects of the industry.

Our members operate in the areas of food, fibre, hurd and medicinal. We are keen to expand our membership in these and other areas. The members of AIHA include growers, processors, retailers, educators and manufacturers, all united in their passion for this wonderful natural crop. Membership is open to individuals over 18 years, Hemp Industry Associations and organisations, and Industrial Hemp businesses. The Alliance is incorporated under the NSW Associations Incorporation Act 2009. We invite you to become a Member.

The types of membership are:-

- **ORDINARY MEMBERSHIP – \$200** - Entitled to one vote.
- **CORPORATE MEMBERSHIP – \$500**
Corporate members will be able to have their logos displayed on the AIHA website and will be given prior notification of enquiries made to the AIHA that could be of commercial benefit. Corporate Members will have their profile shown publicly on the website. Entitled to one vote.
- **ASSOCIATE MEMBERSHIP – \$50** - No voting entitlement.

PRESIDENT: James Vosper Phone 0410 348 211
VICE-PRESIDENT: Georgina Wilkinson
SECRETARY: Charles Kovess Phone 0412 317 404

Contact us: info@hempalliance.org.au
Phone 0410 348 211

AIHA'S STRATEGIC PLAN: AN ONGOING WORK IN PROGRESS.

Following many discussions with key industry players, and with other agribusiness stakeholders, on what a national strategic plan would 'look like' to ensure that our industry grows from a cottage industry to a mainstream industry, this Plan has been developed.

A number of strategic planning discussions lead to the adoption of the following Vision for AIHA:

AIHA's Vision is to be recognised as Australia's peak national body for industrial hemp by all relevant stakeholders.

This will occur when the AIHA achieves its Goals which are designed to build all aspects of industrial hemp in Australia, to make the industry a sustainable, successful, profitable and respected mainstream agribusiness endeavour.

Adoption of clear goals is essential prior to adopting a strategy. The Business Plan aims to prioritise our Goals, and our Strategies to achieve the goals.

AIHA Goals for the industry are:

1. Government recognition and acceptance that AIHA is the peak national body for industrial hemp
2. Membership goals
 - We have 200 corporate, ordinary, and associate members by 30 June 2023
 - We retain ongoing membership of all members along the journey
 - All State Hemp Associations are members

3. Conduct hemp events for education, fundraising and awareness raising
 - National: one event annually.
 - State: four events in each State each year
 - Event programs are designed for corporates and individuals, novices and experienced, growers and all other stakeholder interests
4. Attract research funding to pursue key research areas.
5. Key farmers' organisations are well-informed about the benefits of hemp
6. Key end markets are well-informed about the benefits of hemp: seed, fibre, hurd, medicinal & nutraceutical
7. There is significant demand for hemp products of all descriptions
8. Create alliances with relevant associations globally
9. AIHA generates sufficient profits to be able to effectively pursue achievement of these goals
10. There is high awareness of the AIHA amongst key groups:
 - Farmers
 - Governments, being municipal, state, and federal
 - Sponsors
 - Public
 - Corporates
 - Academics, universities and research institutions
11. There are clear and useful standards for seed, fibre, hurd and nutritional products
12. Consistent and sensible laws and regulations govern all aspects of industrial hemp, both federally and state
- 13 We create significant impact on social media platforms that speeds up the achievement of these Goals.

The AIHA Business Plan and Strategy

Key elements are as follows, set out for consideration by our members and stakeholders, with a view to seeking feedback and ongoing development and implementation of the Plan, together with volunteer contribution via our seven subcommittees.

1. The Australian Industrial Hemp Alliance was founded in 2015, and the initial aim was to become the recognized peak body for the whole Industrial Hemp Industry.

Progress has been made by developing strategic working relationships with:

- a. Federal and State Governments in Australia
- b. Research universities
- c. CSIRO and AgriFutures
- d. State hemp associations
- e. International hemp associations
- f. Hemp media outlets
- g. Farmers and farmer organisations

2. For the AIHA to move forward, it is necessary to prioritize activity to focus on three main areas of activity:

- a. Seeds
- b. Standards
- c. Industry Relevance

Seeds

- a. Work to ensure reliable hemp seed supply for all demands
- b. Identify and promote the best seed varieties
- c. Create a directory of reliable seed suppliers and promote a certification regime of seeds.

Standards

Cultivars from both abroad and local supply should adhere to standards developed between AIHA and chosen research authorities to ensure that only good and recognised (approved) products are used to develop the Australian Industrial Hemp Industry.

AIHA will work to develop standards to ensure all industrial hemp products are of the highest standard, and then encourage global supply chains to adopt these standards as Industry Norms.

Through effective and regular media releases, AIHA will work to ensure the public is constantly made aware of these standards, and which organisations utilize them.

Industry Relevance

To be industry relevant, AIHA needs to:

- a. Identify Leading Politicians who are Industrial Hemp ‘friendly’
- b. Develop Mainstream Media Interest – ABC/ & Network/ Nine/ Ticker News
- c. Widely circulate the AIHA Newsletter
- d. Use Social Media Effectively—Create the AIHA You Tube Channel
- e. Develop a Professional “look and feel” for AIHA.
- f. Create useful and impressive marketing collateral.
- g. Exhibit at Rural and Agricultural Field Days/Shows
- h. Ensure our website is constantly kept up-to-date and content-rich



President James Vosper with Gary Rogers of Hemp Homes Australia at the HHI Expo.

Industry thought leadership

The AIHA and its members are recognised as thought leaders in the hemp industry both locally and globally.

This is based on the knowledge, abilities, experiences and activities of the committee members and members generally. Evidence of this is the number of speeches and presentations that have been delivered by AIHA members at major events in Australia and overseas.

It is also evidenced by written articles, media interviews and the citations of published works.

Hemp is, in most cases, in the position of being a challenger to existing choices, whether this be in the areas of food, textiles or building: hemp has never been the first option.

It is therefore necessary to break conventions and change how products are valued. In order to do this, there needs to be trust in the organisation and the people that are driving change.

Thought leadership is vital to the growth of the hemp industry.

October 2022.



LISTING OF MEMBERS AS AT 30 JUNE 2022

CORPORATE MEMBERS

- AgPath Path Pty Ltd represented by Dr Mary Cole
- Allo Equipment Hire Pty Ltd (rep Nick Fordham)
- Australian Hemp Masonry Company Ltd (Klara Marosszeczy)
- Cannabiz represented by Martin Lane
- Cannakis Pty Ltd, represented by Justin Feuerringer
- Corpay represented by Emma Gowdie
- Cymra Life Sciences represented by Simon Pettinger
- FB Rice Patent Attorneys represented by Lara Gun
- Green Valley Grains represented by Megan McKenzie
- Harvey Hemp WA represented by Greg LeGuier
- Hemp Australia represented by Jeffrey Tang
- Hemp Collective, represented by Maxine Shea
- Hemppages Directory represented by Michelle Tardini
- Hemp Fields Pty Ltd represented by Arthur Wajs.
- Hemp Store, Woy Woy represented by Alex Impey
- Pharm Out Pty Ltd (represented by Trevor Schoerie.
- Vir Pharma, represented by Simon Pettinger



Banners for expo display showing our corporate members and international alliances.

LISTING OF MEMBERS AS AT 30 JUNE 2022

ORDINARY MEMBERS

- Catherine Cowan
- Kithsiri Dassanayake
- Winton Evers
- Marlene Hargreaves
- Hemp Farming Systems Pty Ltd
- Nick Henry
- Charles Kovess
- Bruce Macdonald
- Troy Mewburn
- Jennifer Midgley
- Stephen Ng
- Matthew Pollizzi
- Fiona Reynolds
- Paulo Umetsu
- James Vosper
- Wandarry Trust
- Joel Wren
- Luke Wightley
- Kevin Wortes



Hemp can grow up to 8m in height! This is a California crop.

LISTING OF MEMBERS AS AT 30 JUNE 2022

AFFILIATE MEMBERS

- Industrial Hemp Association of NSW, Association Member, with Catherine Cowan as its Representative (renewal date 30 June 2022)
- IHA WA, Affiliate member, represented by Georgina Wilkinson (renewal date 30 June 2022)
- Industrial Hemp Victoria, represented by Darren Christie (renewal date 31 July 2023)

ASSOCIATE MEMBERS

- Alanna Agostino
- James Blundell
- David Brian
- Cathy Briant
- Anthony Coffey
- Peter Consandine
- Maggie Davidson
- Alexandru Dorel
- Krisztina Emmerson
- Epilepsy Action, Australia
- Lumumba Heretier
- David Campbell & Family Karingal Pastoral
- Arseny Kropachev
- Sandra & Rick Miller
- Steve Taylor
- Johan Tijssen
- Mia Trujillo
- Jonathan Logan Walker



Former AIHA President, Bob Doyle, presenting at ANFD.

CONTACT DETAILS FOR THE AIHA



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