



**20**  
**21** ANNUAL  
REPORT  
FOR YEAR ENDED **30 JUNE 2021**

**Australian Industrial Hemp Alliance Inc.**  
Australia's national hemp association  
[www.hempalliance.org.au](http://www.hempalliance.org.au)

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# WELCOME

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Welcome to the 2021 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 various Industrial Hemp Associations at a State level in Australia, some of which are members of the AIHA.

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

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# FOOD

Hemp foods are now legal for human consumption in Australia, since the FSANZ (Food Standards Australia New Zealand) were approved by the Federal Government in 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 and 6 in the correct ratio for human consumption. Hemp foods are high in protein (20%-30%) and essential vitamins and minerals.

Australia has a perfect climate for hemp grain crops. 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 fibres.

Hemp fibre has a number of important uses, most commonly in clothing and accessories. 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, ropes, twines, matting and insulation.





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 in making hemp concrete. When mixed with a binder the hurd can be used to create hemp concrete in the form of bricks 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 CO<sub>2</sub> 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.

## HURD



## 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 categories of products where hemp can be used. Hemp is a valuable source of biofuels. Hemp can also be used in bio composite 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 CO<sub>2</sub> 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 CO<sub>2</sub> hemp growers and manufacturers can be largely carbon neutral.

# EXECUTIVE COMMITTEE MEMBERS 2020-21

## **PRESIDENT**

James Vosper B.Sc (Hons), FRGS

## **VICE PRESIDENT**

Georgina Wilkinson

## **SECRETARY**

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

## **TREASURER**

Arthur Wajs

## **PUBLIC OFFICER**

James Vosper

## **GENERAL COMMITTEE MEMBERS**

Catherine Cowan

Kevin Wortes

Steven Ng

Robert Bell (Resigned June 2021)

Biographical details of your committee are available on the Alliance website: [www.hempalliance.org.au](http://www.hempalliance.org.au)

# PRESIDENT'S *Report*

Welcome to the AIHA AGM. The last year has been challenging, as we have moved from the physical world to the virtual world. We have not had the opportunity to attend expositions and conferences. However, we have maintained close contact with the industry via our website, social media channels, emails, and newsletters.

Members of our Executive Committee have also been active in business and mass media with interviews on broadcast television, radio, and the national press. We have also delivered presentations at events in Australia and overseas. These have included major events hosted in the US, Canada, Europe, and Asia. The AIHA has also hosted a number of webinars.

In conjunction with Australian National Field Days, we had planned a major exhibition and conference. This has been postponed to 2022, but a virtual event was held featuring highly respected speakers. We have also taken part in the Hemp Health and Innovation Expo as exhibitors and presenters.

We look forward to taking an active role in the Australian Industrial Hemp Conference, to take place in Launceston in March 2022. AIHA is represented on the organising committee and will be supporting and participating in the event.

In 2018/2019 CSIRO estimated 2,500 hectares of hemp were grown nationally. Data collected by CSIRO shows that 4,220 hectares were grown in 2019/2020. New South Wales grew the largest area with 1,900 hectares, followed by Tasmania with 1569 hectares, Western Australia with 344 hectares, Victoria with 240 hectares and South Australia with 112. Queensland grew just 55 hectares. The industry has really not progressed despite the efforts of AIHA and others communicating with the state regulators. This is a priority going forward as there is great potential and there are farmers eager to grow.

In June 2020 the AIHA received a grant from Agrifutures to conduct a Research Development and Extension Project. This will be addressed in the Secretary's Report.

As well as representing the industry the AIHA Committee members are constantly looking for ways to increase the return on investment for farmers. There are many opportunities but several stand due to their fast implementation and low investment.

The AIHA Regenerative Farming Sub-Committee meets every month and consists of highly qualified and motivated individuals. Hemp's potential to sequester and retire carbon is regularly discussed. In September 2020, the Federal Government announced a \$1.9 billion investment package to support next generation technologies to lower emissions. This scheme includes soil carbon, carbon capture and storage (CCS) and carbon capture and usage (CCU). CCS and CCU are usually defined as mechanical processes that remove carbon via direct air capture and pump the gas underground to carbonise.

There is also the Emissions Reduction Fund that addresses soil carbon and CCS. It is our contention that hemp can perform as well as, if not better than, any CCS/CCU technology currently available. It can also perform more rapidly and at a fraction of the cost.

In Australia the regulated market is managed by the Clean Energy Regulator where projects generate Australian Carbon Credit Units (ACCU's). The ACCU spot price per tonne is currently just below A\$40. The price is projected to increase as demand is rising. The scheme is primarily aimed at forestry and hemp does not currently qualify. AIHA members are working on a methodology that will be proposed to the Clean Energy Regulator.

Regardless, there is the voluntary market that operates internationally where the rules are more flexible. Carbon credits traded on these markets are trading from US\$50 to \$150. Indications from the discussions around COP26 are that a price of US\$150 per tonne of CO2 will be necessary to meet the objectives of the Paris Accord. Our contention is that hemp derived credits should be amongst the most highly valued.

Hemp is also deep rooted and adds to soil carbon. We are working with carbon farming groups and academic institutions to establish a methodology for hemp farmers to measure hemp derived soil carbon. If hemp derived carbon is correctly priced, we estimate that the industry could generate an additional A\$18 million with farmers being the major beneficiaries.

Another market that offers enormous potential is the use of the green parts of the hemp plant as human food. The hemp leaves, shoots and roots have been shown to have positive nutritional benefits. At the present time they cannot be legally consumed. We have been cooperating in the submission to Food Standard Australia and New Zealand to change this law. The hemp food market is estimated to have a retail value of A\$15 million at present. Changing the law could see it doubling.

A similar movement is taking place in the animal feed industry. Research is being conducted in Western Australia and Tasmania in feeding hemp stalk to ruminants. Results from WA are very encouraging. In trials with sheep, it has been shown that animals are healthy and maintain weight gain when being fed hemp pellets. There are some concerns about the build-up of THC in animal carcasses. The levels are minimal but may exceed the 50ppm limit. We are collaborating with the researchers to address this and will take this up with the regulators. This represents a huge opportunity as the animal feed market was valued at US\$4.449 billion A\$5.783 billion in 2019 with a CAGR of 3.2%.

Hemp building is increasing. Industry estimates are that @220 houses have been built using hemp concrete. Hemp building has great potential and AIHA members are at the forefront of this movement. Western Australia now has a dedicated processing facility and houses are being built using locally produced, organically grown, industrial hemp.

Hemp fibre is still an industry that needs a serious investment to reach any kind of meaningful size. We are working with the other states and AIHA members to attract support for this.

Medicinal cannabis continues to grow after a market contraction in 2019-2020. This was due to supply chain issues. The Australian legal cannabis market is projected to reach \$230 million by the end of 2021. This is in large part driven by pain sufferers turning away from opioid medications.

According to the TGA, in June 2020, 14 emergency department admissions and 150 hospitalisations every day involved opioid abuse. There is a shift away from black market products as the cost per milligram of legally prescribed medicines has fallen. The retail floor price is \$0.05 per milligram. As of the 3rd quarter of 2021 there were 70,000 active patients and 430 Authorised Subscribers. In December Cannabidiol (CBD) was down scheduled from Schedule 4 (Prescription Medicine) to Schedule 3 (Pharmacist Only Medicine). Daily doses were capped at 60mg per day and revised upwards to 150mg per day. There were also restrictions on cannabinoids other than CBD thereby restricting full spectrum products. This received extensive media coverage with the public expecting to access CBD products within weeks.



To be available over the counter (OTC) products need to be registered on the Australian Register of Therapeutic Goods (ARTG). This is a lengthy and costly process, and no products are currently available. There is a disturbing trend whereby products that contain no cannabinoids are being marketed in a way that suggests they have the same effect. Full spectrum and broad-spectrum cannabinoid products contain compounds such as terpenes and flavonoids. These work synergistically with cannabinoids to produce the “Entourage Effect.” There are products being marketed that claim to have this quality without containing any cannabinoids and, in some cases, contain terpenes from sources other than hemp. If we are to be taken seriously as a mature industry, participants need to adhere to the highest ethical standards, and this applies to how products are marketed and advertised.

In conclusion I would like to acknowledge the work that the Executive Committee Members have carried out over the last year. There is not enough space to list all that has been achieved. The following are just snippets of what has been done.

Our Secretary, Charles Kovess, has been tireless in his efforts to support the industry. He keeps up our communications with the industry and manages our affairs impeccably. Georgina Wilkinson, our Vice-President has been prolific in her media activities, including an excellent series of YouTube videos on building. Arthur Wajs, AIHA Treasurer, has held numerous open days on his farm and been instrumental in the latest FSANZ submission. Robert Bell has been a key contributor to AIHA activities and the organiser of the AIHC, which brings the whole industry together. Catherine Cowan has been active in building our networks and is the prime mover behind the Australian National Field Days/AIHA collaboration and the recent webinar. Kevin Wortes has been our interface with the industry regulators at a federal level and has helped to clarify how the legislation affects businesses. Steven Ng has a knowledge of the medicinal cannabis industry that is unique. He has helped many people, through his analytical work, to avoid accessing products of dubious value and provenance. It should also be noted that significant work that has been undertaken by our sub-committees and wider membership. It has been a pleasure to work with such knowledgeable and committed people.

I look forward to building on our achievements in the next year and growing the industry.

THANK YOU,  
**JAMES VOSPER**  
President, 2020-2021

# SECRETARY'S *Report*

I am delighted to present my Report for the 2020-21 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, or renewing your membership, and making a contribution to the growth of the industry. I look forward to working with all of you into 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 used extensively, handed to 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](http://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.

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 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.

Whilst James Vosper has reported on the activities of the Regenerative Agriculture subcommittee in relation to carbon sequestration, 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.

I met with Fiona Patten, a member of the Legislative Council, the Upper House of the Victorian Parliament, during the year. She was a co-author of the Hemp Task Force on Hemp in Victoria, with the then Minister for Agriculture. Fiona is keen to help the hemp industry continue to grow.

We also monitor global legislative changes that impact on 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 2nd Australian Industrial Hemp Conference was held in Fremantle in February 2020. The next biennial Conference is scheduled for March 2022 in Launceston. Hopefully, it will be a real event, but with Covid-19 issues, it may convert to a virtual event. The AIHA shares in the profits of this Conference whenever it is held. Robert Bell is the owner and founder of this Conference.

The Conference's main sponsor for 2022 is the Government of Tasmania.

We conducted three 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**

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 Chapters of the AIHA in Queensland, and Victoria, to give a central contact point to our members in those States. Arthur Wajs has been appointed as Chairman of the Queensland Chapter, and I am the Chairman of the Victorian 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](http://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") that comprises 14 national hemp bodies. We invested close to \$3000 to help create FIHO so that a capable, strong and effective global team ensures a consistent and sensible framework for hemp regulation.

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 organizing these Trials. Reports will be provided.

## AGRIFUTURES RESEARCH DEVELOPMENT & EXTENSION PROJECT

In March 2020, our Treasurer Robert Bell suggested to the Committee that we respond to a public call from AgriFutures for funding for hemp projects that will develop and extend the industry. The Committee agreed, and we retained expert advisers to help us put together a detailed, extensive submission. That submission was successful, and has resulted in funding of \$200,000 to manage and implement the Project over the period from 1 July 2020 to 31 March 2022.

Significant outcomes were achieved through the work of Robert Bell as Project Manager, supported by the Committee and industry stakeholders. This Project was terminated early by mutual agreement between AgriFutures and AIHA. A report is included below.

We thank AgriFutures for its ongoing support, guidance and experience that is available to AIHA.

## IN CLOSING

We thank AgriFutures for its ongoing support, guidance and experience that is available to AIHA.

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 Spaceship Earth.

**CHARLES B. KOVESS** LL.B. (Hons), LL.M., CSP  
Secretary, 2020-21



# FINANCIAL Statements

## AUSTRALIAN INDUSTRIAL HEMP ALLIANCE INCORPORATED AS AT 30 JUNE 2021

### BALANCE SHEET

Australian Industrial Hemp Alliance Incorporated As at 30 June 2021

#### ASSETS

##### Current Assets

Cash on Hand	39,465.83
<b>Total Current Assets</b>	<b>39,465.83</b>

<b>Total Assets</b>	<b>39,465.83</b>
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#### LIABILITIES

##### Current Liabilities

GST Payable	(3,777.72)
Memberships Received in Advance	6,041.83
<b>Total Current Liabilities</b>	<b>2,264.11</b>

##### Non-current Liabilities

<b>Total Liabilities</b>	<b>2,264.11</b>
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<b>Net Assets</b>	<b>37,201.72</b>
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#### EQUITY

Current Year Earnings	37,201.72
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<b>Total Equity</b>	<b>37,201.72</b>
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### PROFIT AND LOSS

Australian Industrial Hemp Alliance Incorporated  
For the year ended 30 June 2021

#### TRADING INCOME

Memberships	6,318.17
<b>Total Trading Income</b>	<b>6,318.17</b>

<b>Gross Profit</b>	<b>6,318.17</b>
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#### OTHER INCOME

Agrifutures Funding	75,000.00
<b>Total Other Income</b>	<b>75,000.00</b>

#### OPERATING EXPENSES

Consultancy Fees	43,500.00
Events	395.45
Interest Expense	21.00
Travel Expenses	200.00
<b>Total Operating Expenses</b>	<b>44,116.45</b>

<b>Net Profit</b>	<b>37,201.72</b>
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# AUSTRALIAN AGRIFUTURES SUPPORTED RESEARCH DEVELOPMENT & EXTENSION PROJECT

In June 2020 AIHA, as the peak body for the Industrial Hemp industry, was pleased to be awarded funding from AgriFutures Australia for a submission we had made to develop a national RD&E plan for the Australian Industrial Hemp Industry. The project commenced in June 2020 and was scheduled to be submitted by the end of March 2022.

There were nine sub-projects identified as part of the Project.

The Project was terminated in September 2021 by mutual agreement. The remaining funds of over \$145,000 will be applied to hemp research projects that will be identified over the next few months, working with AgriFutures and hemp industry stakeholders.

We are pleased to describe here the outcomes that were achieved by participants in the Project, led by Robert Bell as Project Manager.

## OUTCOMES AND ACHIEVEMENTS

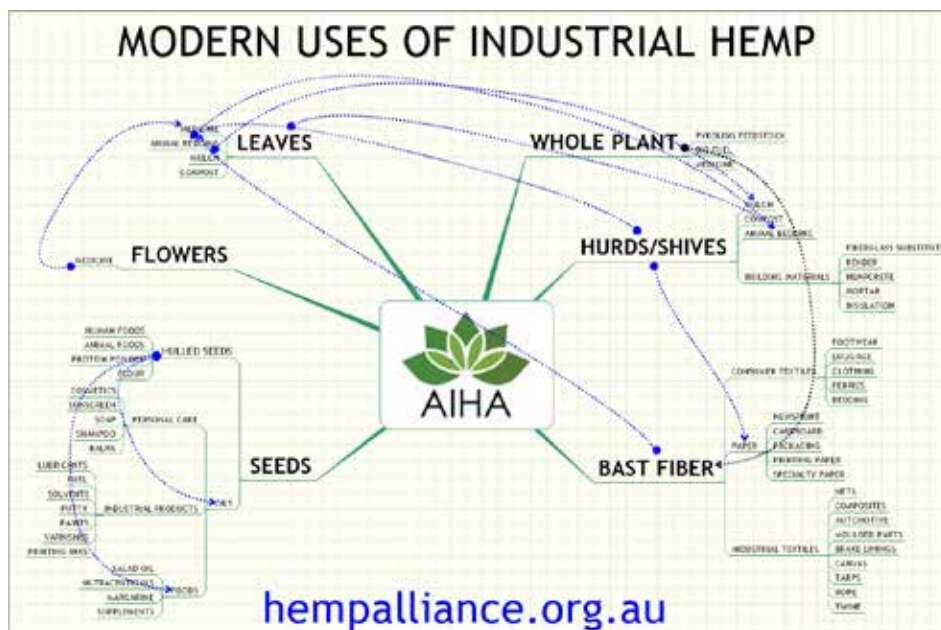
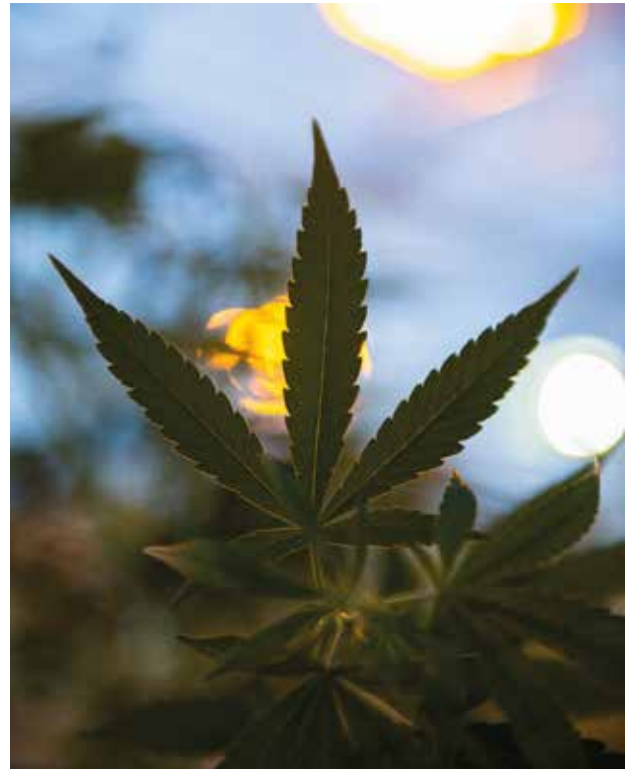
When this Program commenced, the Project Manager and the AIHA's Executive Committee members collaborated closely in planning how to achieve the Program Outcomes. Between June 2020 and September 2021, an overview of the steps taken under that plan were:

- Presented a professional and united image of the Hemp industry to stakeholders and consumers
- Engaged with and supported new regional entrants to the industry by supplying accurate information in an accessible manner
- Built a global network of contacts with peer groups that are driving industry growth
- Identified the constraints that the industry faces in each industry sector
- Supported efforts to change laws that are impeding industry growth
- Consulted the industry on the areas that need to be researched
- Compiled a knowledge base of published articles and research
- Disseminated information via the AIHA website, Annual Reports and Newsletters
- Maintained constant contact with the industry via social media
- Contributed via articles and interviews to mass, business and trade media
- Conducted a number of hemp webinars that were marketed locally and globally
- Attended hemp seminars, webinars and educational events
- Refined research priorities in view of economic changes and challenges.

The Outcomes and achievements from these steps and activities under the Program are:

- A. The 9 key areas of RD&E focus proved to be relevant and important.
- B. There were no additional key areas of R&D that were shown to have been overlooked in selecting the 9 key areas. Numerous opportunities were given to stakeholders to give feedback and input to the Program.
- C. The Barriers for Growth of the industry are well understood and are set out in this Report
- D. A database of almost 500 industry stakeholders has been developed that covers most relevant people and organisations, thereby enabling effective and broad communication with the industry into the future.
- E. A database of 200 ESG stakeholders in Australia has been developed, that will enable effective communication to promote hemp as a resource to solve ESG challenges.
- F. A database of over 500 local government procurement officers has been developed, that will enable effective communication to promote hemp weed matting and other hemp solutions to local government authorities
- G. Established a number of working groups in each of the 9 key areas, some of whom are members of AIHA and many of whom are not.
- H. A number of universities have been identified that are ready, willing and able to undertake elements of the R&D that has been identified as needed, subject to funding. Preliminary conversations have been undertaken.
- I. CSIRO is ready, willing and able to undertake elements of the R&D that has been identified as needed, subject to funding. Preliminary conversations have been undertaken.
- J. In the key area of Hemp Seed Certification, engaged with the Australian Seed Authority (ASA) for guidance and then leveraged ASA's global relationships to promote Australian hemp products. As a consequence, some local hemp seed varieties have been listed on the PBR.
- K. In the key area of Hemp as a plastic substitute, support has been given and continues to be given to the marketing efforts of the first importer of hemp weed matting product sold in Australia
- L. In the key area of Hemp as a plastic substitute, negotiations have commenced with a major Tasmanian user of plastic food packaging that wishes to replace plastic with hemp packaging for its products.
- M. In the key area of hemp food value, playing a key role in an ongoing proposal to FSANZ to allow hemp leaves, shoots and roots to be legalized for human consumption; this has the potential to double the hemp food industry value from A\$15 million retail to \$30 million retail on current Australian production levels
  - a. Maintained and built knowledge of climate science via communication with leading organisations in the field
  - b. Research has been conducted to establish the sequestration methodologies
  - c. Pricing of various carbon products have been established
  - d. Technology for carbon in biomass and soils has been evaluated
  - e. A methodology and rationale for pricing hemp carbon has been developed
  - f. It has been identified that this could add A18.5 million to the hemp industry at current levels: the value of carbon sequestration in a hemp dual crop of fibre and seed is likely to be in the order of \$3300 per ha per annum
  - g. A plan has been developed to approach major corporations directly to offer carbon credits in hemp and stakeholders with marketing experience have been briefed.
  - h. Commenced working with a global consortium on a proposal to secure funding from XPrize- Elon Musk's US\$100 million climate fund

- O. Progress in R&D of measuring impact of hemp waste as animal feed, including past and ongoing assistance to the WA Department of Primary Industries Research Program.
- P. CSIRO has proposed program and costing for comparing environmental impact of hemp fibres to other competing textile fibres
- Q. Identification of the 15 hemp products with the most potential for market demand and expansion
- R. Collaboration with national hemp associations and organisations from 21 countries to share knowledge and identify barriers to growth for hemp in each country and globally
- S. Collaboration with national hemp associations to identify global standards for hemp raw materials and hemp value-added products











**Australian Industrial Hemp Alliance Inc.**  
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**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](mailto: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 that 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 are 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
  - a. We have 200 corporate, ordinary, and associate members by 30 June 2022
  - b. We retain ongoing membership of all members along the journey
  - c. All State Hemp Associations are members
3. Conduct hemp events for education, fundraising and awareness raising
  - a. National: one in 2020, in Fremantle, then another in 2022, in a State to be agreed, and thereafter annually
  - b. State: four events in each State each year
  - c. 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. AgriFutures funding is a key step in this direction.
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:
  - a. Farmers
  - b. Governments, being municipal, state, and federal
  - c. Sponsors
  - d. Public
  - e. Corporates
  - f. 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.

**A** The Australian Industrial Hemp Alliance was founded in 2015, 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

**B** For the AIHA to move forward, while members of the committee are time poor, 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 has:

- a. Identify Leading Politicians who are Industrial Hemp 'friendly'
- b. Developed Mainstream Media Interest – ABC/ & Network/ Nine/ Ticker News
- c. Widely Circulate the AIHA Newsletter: 2500 recipients + NSW/ TASMANIA/ WA Assoc's
- d. Use Social Media Effectively—Create the AIHA You Tube Channel
- e. Developed a Professional "look and feel" for AIHA.
- f. Created useful and impressive marketing collateral.
- g. Exhibited at Rural and Agricultural Field Days/Shows / 2021/ 2022
- h. Ensure our website is constantly kept up to date and content-rich

## 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.

September 2021.

# LISTING OF MEMBERS

## AS AT 30 JUNE 2021

### CORPORATE MEMBERS ( VOTING MEMBERS )

- AgPath Path Pty Ltd, represented by Dr Mary Cole
- FB Rice Patent Attorneys, represented by Lara Gun
- Gold Flower Australia, represented by Jesse Hughes
- Hemp Australia, represented by Jeffrey Tang
- Hemppages Directory, represented by Michelle Tardini
- Hemp Fields Pty Ltd, represented by Arthur Wajs
- Australian Hemp Masonry Company Ltd
- Vir Pharma, represented by Simon Pettinger
- Cannim Pty Ltd, represented by Will Worton
- Cannakis Pty Ltd, represented by Justin Feuerringer
- Hemp Collective, represented by Maxine Shea

### ORDINARY MEMBERS ( VOTING MEMBERS )

- |                                |                    |
|--------------------------------|--------------------|
| • Justin Barrick               | • Jennifer Midgley |
| • Robert Bell                  | • Stephen NG       |
| • Phoebe Brown                 | • Mr Guoli Pan     |
| • Catherine Cowan              | • Fiona Reynolds   |
| • Kithsiri Dassanayake         | • Paulo Umetsu     |
| • Winton Evers                 | • James Vosper     |
| • Hemp Farming Systems Pty Ltd | • Joel Wren        |
| • Charles Kovess               | • Luke Whitely     |
| • Andi Lucas                   | • Kevin Wortes     |
| • Mrs Jiqun Ma                 |                    |



## AFFILIATE MEMBERS (VOTING MEMBERS)

- Industrial Hemp Association of NSW, represented by Maria Katelaris
- IHA WA, represented by Georgina Wilkinson
- Tasmanian Hemp Association, represented by Tim Schmidt

## ASSOCIATE MEMBERS (NON-VOTING MEMBERS)

- Alanna Agostino
- James Blundell
- David Brian
- Cathy Briant
- Anthony Coffey
- Peter Consandine
- Maggie Davidson
- Alexandru Dorel
- Peter Edmonds
- Krisztina Emmerson
- Epilepsy Action, Australia
- Lewis Gardiner
- Mark Greathead
- John Hammerton
- Lumumba Heretier
- Wade Hobson
- David Campbell & Family Karingal Pastoral
- Arseny Kropachev
- Leah Kelly
- Rory Kerlin
- Donald Khoo
- Daniel Maloney
- Troy Mewburn
- Sandra & Rick Miller
- John Muir
- Kerry Oldfield
- Colin Steddy
- Johan Tijssen, GeoSip
- Mia Trujillo
- Jonathan Logan Walker
- Heinrick Wicker



**CONTACT DETAILS FOR THE AIHA**

**AUSTRALIAN INDUSTRIAL HEMP ALLIANCE INC.**

Registered NSW incorporation Number INC 1500123  
ABN 53 617 534 381

Registered office: 3 Pattie Place  
Woy Woy NSW 2256

**PRESIDENT**

**JAMES VOSPER**

3 Pattie Place, Woy Woy NSW 2256  
Email: jamesvosper1@bigpond.com  
Phone: 0410 348 211

**SECRETARY**

**CHARLES B. KOVUSS**

PO Box 1412, Central Park Vic 3145  
Email: charles@kovuss.com  
Phone: 0412 317 404

**[www.hempalliance.org.au](http://www.hempalliance.org.au)**