

Carboor Farms

Partnership Program Recruitment – Frequently Asked Questions

What is the Carboor Farms partnership program?

Traditionally the largest consumer of Australian grown hazelnuts are white cockatoos. There are few commercial scale growers and certainly fewer value-adding, until we started Carboor Farms. Carboor Farms is seeking to work with other [commercial and non-commercial scale] hazelnut growers (our Partners) to aggregate commercial scale hazelnut supply that can fill some of the foodservice and retail demand in Australia and export markets.

There are many companies around the world who use the same model of buying crops from smaller growers (Webster's - Walnuts Australia etc).

Is the Partnership Program a cooperative?

No, the partnership program is not a cooperative, it is simply a buyer/seller relationship. If you are as passionate about the opportunity as us, you can make a direct investment in Carboor Farms.

Why should I partner with Carboor Farms?

The Carboor Farms Partnership Program gives you the opportunity to enjoy the lifestyle of having a small hazelnut orchard, without giving up your weekends going to farmer's markets or relying on the honesty of customers at your roadside stall.

Has anybody else signed up?

Mount Buffalo Hazelnuts signed up for the Carboor Farms Partnership Program in December 2015, first supplying during the 2016 harvest which was a fantastic opportunity to trial and tweak the arrangement. We have signed up several other farmers to the program, but we are always looking for additional farmers to grow the business.

What are the benefits?

Carboor Farms will commit to buy your entire crop for a period of 10 years (with option extensions) at a fixed price (subject to inflation). This gives you certainty of know what you can get each year, without having to stand at farmers markets all year.

What does Carboor Farms do with the nuts?

Carboor Farms launched a range of premium gourmet wholefoods in June 2016 to create leading demand for Australian hazelnut products. This will mean that as products come on the market, there is already demand for them.

Can Carboor Farms give me access to lower cost equipment and materials for planting?

Yes. Carboor Farms is a very large buyer of irrigation, fertilizer, sprays, tree guards, weed mats and other materials and equipment. We can offer substantial discounts for growers by group buying the necessary materials.

Can Carboor Farms plant and manage the orchard on my land?

We have the necessary equipment (deep ripper, rotary hoe, trencher, pipe layer, tractor if necessary) and source of contractor and staff resources to undertake planting task.

Carboor Farms also has experience dealing with water authorities and other stakeholders to optimise site selection.

Will you take nuts from existing trees?

Yes, absolutely. We will take all hazelnuts from healthy (non-diseased, pest free trees) in Victoria and southern New South Wales.

What if your trees have a bad year?

Not an issue. We will still take the entire crop, even if it is a smaller quantity. We will still pay the same rate across the smaller weight.

Do we need to be food registered, Freshcare or HACCP certified?

If you crack the nuts before you supply them to Carboor Farms, it must be done in a food registered premise. If you are simply providing nuts in shell (regardless of whether they are dried, graded) food registration is not necessary.

Carboor Farms is HACCP certified so suppliers will ideally need to be HACCP or Freshcare certified. If this is not practical – it is necessary to do Supermarket Screen Test and Trace Elements Test for each farm, each year to ensure that the crops are safe for human consumption at a cost of approximately \$600.

How much will Carboor Farms pay for my hazelnuts?

Carboor Farms will pay a contract rate based on the following formula – the 2015 wholesale price (\$5.09 per kg) with inflation adjustment for years from 2016. If the global wholesale price is more than 20% variance to this price for 2 years running, then the contract rate will be adjusted to match the wholesale price.

Is GST payable on these raw nuts?

No, GST is not applicable.

How can I get more for my nuts?

If you value add the nuts we will pay you more as we need to do primary processing to prepare for sale – dry, grade, crack and other steps.

Is there more information available?

Look on our product website at www.carboorfarms.com.au.

How do I sign up for the Carboor Farms Partnership Program?

Contact Ben Barrow on 0419 505 748 or via email at ben.barrow@carboorfarms.com.au.