



## **SUSTAINABLE FUTURE RESEARCH 2017**



Prepared by Bruce Campbell Community Development Services,  
October 2017.

This project was kindly supported by Isobel &  
David Jones Foundation through South West Community Foundation

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*Cover photo courtesy of The Standard*

# SUSTAINABLE FUTURE RESEARCH WARRNAMBOOL COMMUNITY GARDEN

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## 1 BACKGROUND

Warrnambool Community Garden Inc (WCG) formed in 2006 and in October 2007 around 2.4 hectares of unused crown land managed by Warrnambool City Council (WCC) was secured and leased from Council. In early 2009, the first vegetable garden areas were established. The old quarry on the site was cleared of weeds in 2015 and concept plans were developed last year for an amphitheatre, storm water recycling, pathways and lookout. The site adjoins the WCC Miura Japanese Friendship Garden with a small gate to link the two gardens.

The site currently boasts:

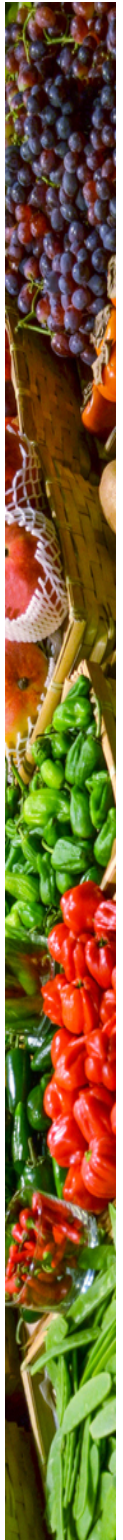
- 60 vegetable garden plots, communal vegetable, herb and bushfood gardens, 2 hothouses used by members, chooks, wood fired pizza oven, garden shelter suitable for small gatherings and workshops, a community building (the HUB) suitable for cooking, meetings, workshops and gatherings.

For several years, Work For the Dole (WFTD) crews have helped with site development works for 2 days a week. The WFTD Projects are now funded on a 6-month basis and require an ever-increasing level of paperwork and reporting that is becoming unsustainable for volunteers.

The community garden provides a wide range of benefits in the physical and mental health, environment, and sustainability, social and cultural spheres. At this stage in the garden's development there is a need to be able to pay people at times to manage aspects of the site and work – volunteers can't do it all. This year the garden employed a Site Manager two days a week from reserves and funds secured from a philanthropic foundation. There has also been a focus on building a Workshop & Events Program with a \$10,000 grant this year from Isobel and David Jones Foundation. This has enabled the garden to employ a Workshops/Events Coordinator on a very part time basis and to cover other costs (e.g. workshop facilitators) for the program. The funding for these part time positions is not secure past this year.

In August and September 2017, this Sustainable Future Research looked into options that could underpin Warrnambool Community Garden's (WCG) ongoing sustainability. While the main focus was exploring options for financial sustainability, other issues such as the need for planned development of infrastructure and membership and committee renewal were also considered. The research identified new and existing activities that WCG could commence or expand that could generate income and greater community engagement and support. One idea - operating a food waste bio-digester to produce compost and possibly bio-gas for energy production - has become a separate investigation funded by Warrnambool City Council and commenced in October 2017.

*"Having the vegie plot is an aside. It's the other benefits that make it special."*



## 2 KEY FINDINGS

### **Warrnambool Community Garden is great!**

Warrnambool Community Garden is a highly valued and important community space that provides a whole range of mental and physical health and wellbeing benefits for people of all ages, backgrounds and abilities. Both individual and organisational members especially value the various opportunities the garden provides for social connectivity.

### **Core operating expenditure and income**

Current core operating expenditure (\$9,837) exceeds core income from membership, plot fees and fundraising by members (\$7,072) due in large part to recent increases in insurance and electricity costs.

### **Membership fees**

Current membership fees are relatively low and could be increased. A new category of 'supporter' for corporate entities, philanthropic individuals and organisations could be created with either a relatively high or voluntary annual contribution. Significant supporters could be acknowledged with signage at WCG.

### **Sources of income for programs and staff**

The vast majority of income (other than core) comes from short-term grants and 6-month Work For The Dole projects. Over the next few years, WCG could develop social enterprises that might generate around \$40,000 to fund programs and part time staff. In the interim, the most likely source of funds to pay for part time positions to coordinate WCG's site and activities is the philanthropic sector.

### **Member and Committee renewal**

Increasing the number and range of activities in line with WCG's statement of purpose, objectives and principles will attract more community minded members, some of whom will be attracted to help govern and manage the organisation.

### **Social Enterprise**

A range of enterprises could be developed on a trial basis, including: special events, garden tours, educational workshops and activities, (bush food, sustainable living, organic gardening, nature play), sale of speciality seedlings (bushfood and herbs), seasonal market gardening of garlic and herbs for sale, production and sale of biochar, worm tea and castings and compost. Start small and build over several years. Start-up years funding (probably from the philanthropic sector) would enable a range of social enterprises to be trialled and bedded down much more quickly and successfully than if it was totally reliant on volunteer effort. (Social Enterprise definitions at Appendix 8.1)

### **Site and Infrastructure considerations**

WCG's 2.4-hectare site includes a disused quarry (for which a concept development plan was recently completed) and it adjoins the underutilised Warrnambool City Council Miura (Japanese) Friendship Garden. The large site provides ongoing maintenance challenges as well as great development potential. WCG will need to regularly review site landscape and infrastructure plans to accommodate new or further development of existing activities and their site needs.

### **More exploration required**

There are some ideas for projects that could reduce costs (such as increasing renewable energy generation) that have not been explored fully during this project. They can be explored with further interest and resources.





### 3 RECOMMENDATIONS:

#### **EASY (could start soon/does not require a lot of labour or resources)**

1. Adapt and update the WCG brochure to promote the value of WCG that can be used for membership drives and to attract government, business and philanthropic support.
2. In order to fill the current gap between core income and expenditure, increase membership fees and generate a group of '*supporters*' (who may or may not be members) who could make a generous annual donation.
3. Plan land and infrastructure site needs and begin a trial cash crop of garlic in May next year and, if supported by volunteers, rotating crops of beetroot, etc for making preserves.
4. Think about ways to generate greater revenue at all WCG events – start with charging a bit more for food and produce on sale; charge a small entrance fee / donation and start to promote these events as fundraising for the garden.
5. Select the best bush food, medicinal and herb plants to grow and commence growing them for sale at open days and events.
6. Produce enough appropriately packaged biochar to trial marketing and selling - beginning at open days and events with associated workshops on production, use and benefits.
7. Market new activities and programs at the garden to attract new members who are sympathetic to the statement of purpose, objectives and principles of WCG.
8. Continue and expand the current workshop/events program as per suggestions in the following recommendations. Increase workshop fees to fully meet costs of the workshop program (including for coordination).
9. Under the workshop program, trial a *master class* series, (including some longer workshops – e.g. one day, weekend or held over several weekends) that can charge higher fees. Suggested topics include sour dough bread, cheese making, apple cider, permaculture and sustainable living topics.
10. Explore potential topics with organisational members of the garden for planning a workshop and activities program targeted at NDIS participants.
11. As part of an education program, develop and trial a selection of tours from 30 minutes to 90 minutes in length that look at various aspects of WCG: General, Bushfood, Chooks, Herbs, Sustainable Living, Water Conservation, etc. These can be developed and promoted for different audiences – general public, kinders, primary and secondary schools. Appropriate tour leaders could be drawn from the garden membership or recruited through WCC Volunteer Connect.
12. Develop a small program to trial Nature Play activities for young children targeted at members with kids and grandkids, day care centres, kinders and primary schools. (Members with kids may be interested in helping develop this program). The program could also utilise the WCC Miura Japanese Friendship Garden.



13. Develop professional promotional information for each workshop, tour and nature play activity, including scheduling and fees, and distribute them effectively.
14. Run a Bunning's BBQ annually.
15. Seek support from the neighbouring Warrnambool Racing Club for fundraising, especially during the May Race Carnival.
16. Trial one or two late summer / autumn concerts in the garden as fundraisers.

**A BIT HARDER (needs more time, resources or research).**

17. Seek 3-year funding for continuing a part time Site Manager and an Education & Events Coordinator as these are crucial to enhance the volunteer effort to develop programs and associated income generation.
18. Plan land and infrastructure needs and begin a small trial of growing a rolling cash crop of popular fresh herbs for sale at open days, events and possibly at Warrnambool markets.
19. Investigate partnerships with the local Gunditjmara community for development of bush food/medicine products and workshops.
20. Plan and run a ticketed, relatively expensive bush food themed night-time event with Peppermint Ridge during the March weekend of WCG's Autumn Harvest Festival.
21. Plan for and seek funds to upgrade the HUB kitchen to ensure food safety compliance both for hire that involves food preparation and for preparation of preserves, jams, etc for sale.
22. Preparing for, looking after and cleaning up after hirers makes hiring the HUB building unlikely to be worth the effort when balanced with potential income from hire charges. Other facilities on site are not currently likely to earn income from hiring. The quarry development may make site hire for events more viable in the longer term.
23. Regularly review infrastructure and site requirements in regards to activity requirements. Consider:
  - All ability accessibility around the site
  - Wheelchair access areas
  - Need for and location of additional toilets
  - Upgrading storage to accommodate more tools, ride on mower, storage of produce or other products
  - Access to electricity and water in various parts of the site
  - Increased all weather space for running workshops / activities
  - More plant growing facilities e.g. hothouses or shaded areas.
  - Small shop
  - More sustainable/ better water infrastructure
  - Kitchen upgrade to commercial standard to meet food safety compliance
  - Bio-digester location (if this idea proceeds)

**LONGER TERM**

24. Plan and develop sustainable energy production infrastructure to generate WCG's power needs and as a showcase/demonstration for education on site.



## 4 DETAILED FINDINGS

### 4.1 Why is Warrnambool Community Garden So Great?

#### 4.1.1 Background

Warrnambool Community Garden is a welcoming, peaceful, inspiring and productive place for all in the community. It is an important community space that provides a wide range of mental and physical health and wellbeing benefits.

There are currently almost 90 individual, family and organizational garden members of diverse cultural and socio-economic backgrounds. A number of member schools and organisations visit the garden regularly. For example, there can be up to 80 children and adults, many with physical and mental disabilities, who come to the garden each week as well as groups who are assisting people dealing with alcohol and drug dependency issues & suicide prevention.

The garden is a significant site for the Indigenous Gunditjmara community. Community elders bring groups of people regularly to the Indigenous acknowledgement area in the garden for awareness and reconciliation of the past and present. The garden also hosts a Work For the Dole (WFTD) Program for people to learn skills and teamwork for workforce participation. And each year, the garden hosts open days, events and workshops that are enjoyed by many hundreds of people for little or no cost.

Warrnambool Community Garden provides benefits under several of the objectives in the 2017-2020 Council plan:

1. Sustain and enhance the natural environment
2. Foster a healthy city that is socially and culturally enriched
3. Maintain and improve the physical fabric of the city

The garden also fits within many of the strategic indicators in the Council plan:

- Improving the quality and volume of natural space
- Diversion of waste from landfill
- Investment in environmental initiatives
- Carbon neutral
- Local sustainability projects
- People being physically active in a non-competitive environment
- Promoting healthy lifestyles
- Acknowledgement of local aboriginal culture
- Improving community health, wellbeing and connectedness
- Volunteerism
- Events and cultural events
- More vibrancy in our city through activating high quality public spaces
- Provide high quality and adaptable community facilities

#### 4.1.2 Individual Members

At a workshop held during the Sustainable Future Research, garden members said that social interaction; learning and sharing knowledge; being involved in promoting sustainable and healthy living; and helping to create a beautiful space were all highly valued elements for them as members.

This is a summary of comments collected at the workshop about what people valued most:

- *Being part of a community of like-minded people sharing an interest*
- *Social networking and interaction*
- *Seeing other people working together*
- *Friendship, fun and laughter*
- *A sense of wellbeing*
- *Learning about organic gardening*
- *Learning from very knowledgeable gardeners*
- *Gaining gardening experience*
- *Sharing knowledge and sustainable living ideas*
- *Educating others about WCG's various activities*
- *Showing the way forward from environmental and social perspectives*
- *Sharing healthy living ideas*
- *Cooking and sharing organically grown, delicious food*
- *The open space environment*
- *Helping create a beautiful space*
- *Being part of developing a special community space with a vision for a better world*

#### 4.1.3 Organisational Members and Users

A survey of organisational members collected comments about the benefits of being involved with WCG. Some of these are:

*"The garden is a lovely peaceful place that has a calming, settling effect on students and diffuses problems."*

*"The kids can wander safely, handle chooks, identify different food plants, and look at the artwork."*

*"Having the veggie plot is an aside. It's the other benefits that make it special."*

*"Getting outdoors, being part of the community, helps transition people into the community, teamwork, seeing the whole process of growing food to eating it, families love having food brought home to them."*

*"There's a big celebration when the food is brought back from the community garden."*

*"There's lots of space for people at the garden and lots of sensory experiences."*

*"The space and freedom to move around is very good for participants with autism. It affects their behaviour in a very positive way."*

*"Our participants get a sense of achievement from their activities at the garden."*

*"Participating, interacting with the community is very good for our participants."*

Groups, schools, organisations or programs that currently utilise the WCG include:

- WRAD: Warrnambool Drug and Alcohol Rehabilitation
- Karingal St Laurence (working with people with disabilities)
- Southern Way (working with people with disabilities)
- Warrnambool Special Development School
- Disability Foundation & Further Education TAFE
- TAFE Early Childhood Program
- Deakin University Environmental Management and Sustainability Course
- Hands on Learning Program, Warrnambool Secondary College
- WAVE: WARRNAMBOOL ALTERNATIVE VCAL EDUCATION
- WDEA Warrnambool District Employment Access



- MPower
- Warrnambool City Council Early Childhood Program
- Laka Gunditj Language Program
- Gunditjmarra/Eastern Maar Elder Robert Lowe Cultural Awareness
- Brophy Family and Youth Services
- Australian Plants Society
- Warrnambool Coastcare Landcare Network
- Basalt to Bay Landcare Network
- Active Living Program – Archie Graham Warrnambool City Council
- WellWays Australia – (working with kids who have a parent suffering from a mental illness)

## 4.2 Core Operational Expenditure and Income

After an analysis of WCG's core annual expenditure and income for the years 2013-2016 and after looking at some changes in the past couple of years (i.e. a significant increase in insurance and electricity), WCG needs around \$10,000 for its core operations. (This excludes Work for the Dole projects, the workshop program, open days and all funded projects which may change substantially from year to year). Estimated annual core income from membership and plot fees and fundraising is currently approximately \$7,000, giving an estimated annual core income shortfall of about \$3,000.

This shortfall has not caused any difficulty to date because WCG has covered it through administration/project management components of grant-funded projects. However, it would be prudent to budget to raise sufficient core income to cover base expenditure. Increasing membership fees, introducing a 'supporter' category and undertaking some additional fundraising could balance core income and expenditure.

See Appendix 8.3 for an overview of WCG's Core Income and Expenditure 2013 to 2016 and estimated core income and expenditure for 2017/2018.

## 4.3 Current Sources of Income and Support for Programs and Staff

The vast majority of WCG income comes from short-term grants and 6-month WFTD projects. Although WCG has been successful in attracting programs like WFTD and small grants from Warrnambool City Council and the philanthropic sector, these are not guaranteed annual or ongoing sources of support and some require a level of accounting and compliance (e.g. WFTD) that is increasingly onerous for volunteer management.

Developing social enterprises at the garden is a good way to generate and supplement income and there are many examples in Australia and internationally of community gardens and similar organisations doing this. Potential enterprise development ideas are discussed in the next section.

The difficulty WCG faces is that it can require a great deal of up-front time (and trial and error) to develop successful social enterprises and WCG does not have the capacity to do this unless there is some paid staff time to supplement volunteer effort. It would be very helpful to have the security of 3-year funding to employ a part-time Site Manager and an Education and Events Coordinator to give breathing and development space for start up of the ideas and suggestions for social enterprises and fundraising. These positions would help coordinate organising, developing and trialling of a range of enterprises to generate income that could, in time, pay for these ongoing positions and other WCG costs.

The most likely source of multi-year start up funding to pay for staff and program development is the philanthropic sector where the idea of 'strategic philanthropy' supporting social enterprise start-ups is accepted.

## 4.4 Membership Fees

Individual membership fees are relatively low and could be increased.

Organisational member fees are also low, particularly considering the number of people accessing WCG under each membership. These fees could be raised substantially.

A new group of '*supporters*' could be created. Supporters may be corporate entities, individuals or other organisations that support the vision and principles of WCG and are prepared to make a generous annual payment to demonstrate their support. They may also become members but this is not necessary. Supporters should be publicly acknowledged and a prominent sign at the garden, acknowledgement in the garden newsletter and annual report would achieve this. A well-connected garden or committee member could be given the task of running a drive to generate supporters.

## 4.5 Member and Committee Renewal

Like many volunteer driven community organisations with scarce resources, WCG's governance, strategic and operational management relies on the efforts of a small, dedicated group of members. Although WCG currently receives short term funding for several programs that enable it to employ part-time contract staff, most of the planning, management and strategic functions of the organisation are conducted by core volunteers, and in particular the committee's office bearers. This is a considerable amount of work that would be jeopardised if key office bearers were suddenly unavailable due to sickness or resignation.

Also like many other volunteer community organisations, the pool of people from which to draw potential successors to the Convenor (President), Deputy Convenor (Vice President), Treasurer and, to a lesser extent, Secretary positions is a very small one. The current Convenor has been on the committee for four years and Convenor for three. The Deputy Convenor has been on the Committee since inception and been either Convenor or Deputy Convenor for nine years. The Treasurer has been on the committee and in the role for five years. The Secretary is a fairly recent recruit to an office-bearing position.

The current committee has actively sought to attract new members who are interested in the broad objectives of WCG. The educational workshop program and open days have played an important role in attracting new people and some of these have become members. Continuing the workshop program and using it to identify potential new members will be an important ongoing strategy for membership and committee renewal.

Advertising discrete activities could attract new members. For example, the Chook Crew formed from existing members but has grown as new members joined with an interest in learning about chickens. Similarly, the Tuesday Communal Gardening Group attracts a group of members who enjoy working and cooking together on a regular basis in the garden. Other activities could be identified – for example, if a Nature Play program of activities is developed, this may attract existing and new members who are interested in encouraging children to connect with nature.

There is no silver bullet for committee renewal but WCG appears to be doing well with the current strategies for attracting new members who understand and are interested in WCG's broad sustainability objectives and attracting new committee members with a range of skills useful to the committee.

## 5 Enterprise Development

As part of this research, social enterprise ideas were collected from the membership and then explored for their potential to generate income in practical ways and in line with WCG's purpose and principles.

This pool of ideas was then explored through discussions with individual and organisational members and through research on their possible viability (considering time, labour, resources, local context) and application in other community gardens and similar organisations. The ideas along with small packets of research/resource material were then discussed at a WCG workshop with 10 core members of the garden. The enterprise ideas below were selected at this workshop as being the best for further investigation and/or trial.

Broadly speaking, these ideas can be grouped under three headings: Education, Growing, Making & Selling and Events/Fundraisers. Other ideas and market information are listed in the appendices.

### 5.1 Education Program

An Education Program at the garden can be further broken down into four sub-categories of General, NDIS, Tours and Nature Play. The Education Program should aim to cover its costs in the first year, aim to cover costs and coordination in the second, and aim to make a profit in the third year. It is suggested to update the current Workshop/Events Coordinator position to become an Education and Events Coordinator and increase the hours to reflect a wider range of duties under a proposed Education Program.

#### 5.1.1 Education - General

The gardening workshops held this year at the garden have been popular and drawn new people into the garden; some of whom have become members. Workshop participants do not generally fit the demographic profile that could potentially attract government funding to subsidise an adult education program at the garden.

- The garden should continue to offer affordable learning opportunities. The workshop program this year has built up a following partly because it is 'affordable' for people on a budget. However it is suggested that to increase workshop fees from \$5 to \$15-\$20 for a two hour workshop is not unreasonable given the quality of information and presenters.
- Continue and expand the workshop program at the garden with a continuous yearly offering that offers a wider range of topics that fit with the garden's values and philosophy. For example include: sustainable living topics, repairing household items, etc.
- Perhaps partner with Warrnambool Environment Action Group, Warrnambool City Council Sustainability Officer, Men's Shed and others for facilitators, ideas and topics.
- Trial a series of Master Classes e.g. Sough Dough Bread Making, Cheese Making, Mosaics, Cooking with Bush Foods, Cider Making. Use local experts including members. Charge what the market will bear.
- Look at what CERES, Ballarat Permaculture Guild, etc. offer for workshop ideas.
- Workshop posters and promotion has been quite successful this year – explore other untried networks e.g. Food & Wine Club, Pronto Fine Foods.
- Aged people (through Archie Graham) may also be interested in workshops and activities at the garden.

#### 5.1.2 Education - NDIS

Discussions with disability service providers raised the possibility of WCG offering activities that may be purchased by people participating in the National Disability Insurance Scheme (NDIS). Under the scheme that is being rolled out currently in Warrnambool, people with

disabilities work out an individualised support plan with the NDIS. This is then funded and participants can purchase the services agreed to in their plan. WCG could offer activities under the NDIS Social and Community Participation category. Activities and workshops currently being conducted at WCG fall under this category.

As an example of possible fees that are allowable under NDIS, an outdoor adventure / bush activity business offering services to NDIS participants charges \$22.35 per hour in weekday group based activities and \$30.02 per hour for Saturdays. Higher intensity (presumably smaller groups) activities are charged at \$29.75 per hour weekdays and \$41.29 on Saturdays.

From October 2017, disability service providers such as MPower, Karingal, Wellways, Southern Way and WDEA will have different roles under the NDIS, however they will remain important conduits for informing NDIS participants of activities organisations like WCG might provide. Similarly, the NDIS regional office, run by Latrobe Health will be an important conduit for this information.

- NDIS participants may want to participate in the General Workshop program at the garden so ensure these are also promoted to disability service providers and the regional office.
- WCG should develop timetabled activities attractive to NDIS participants designed to cover costs and make a profit. These could be weekly cooking classes (day and evening - e.g. pick food and cook a meal), gardening classes, seed raising, growing from cuttings, pizza cooking, take home food, a plant, some garden/chook art, propagating, planting, sensory garden experiences and tours. Drawing up some suggestions and getting feedback from participants and service provider staff will be helpful in developing a program.
- A schedule and advertising material will need to be developed.

### *5.1.3 Education - Tours*

WCG is an interesting, multi-faceted organisation and site. The adjacent Miura (Japanese) Garden adds to this, as will the quarry and above-quarry areas as they are developed in line with concept plans. Evidence suggests that some groups currently receiving free tours (e.g. kinder and school groups, service and garden clubs) would be happy to pay or make a donation.

WCG members recent visit to CERES in Melbourne cost \$210 for a 90-minute tour. If a one hour tour costs WCG \$50 to run (to cover Site Manager wages), then it should charge tour participants around \$50-\$100 in order to meet costs and make a profit.

- Design a selection of tours from 30 minutes to 90 minutes in length looking at various aspects of WCG: General, Bush food, Chooks, Herbs, Sustainability, Water Conservation, etc.
- Tours should have a consistent structure and information; be delivered professionally; demonstrate good value and be directed at particular target groups (e.g. for children or adults).
- Tours could be delivered by a combination of volunteers and paid staff.
- Assess the market: how many primary and lower secondary schools are there? Could tours be pitched at lower primary, middle primary, upper primary, lower secondary and upper secondary - each with different emphasis so kids might come back to WCG several times during their schooling years?

### *5.1.4 Education - Nature Play*

Nature Play is a set of activities that can involve all ages but is often targeted at children. It aims to reconnect people in a world increasingly dominated by urban environments and



staring at screens. <http://natureplayweek.org.au/about/> is one website that gives an overview and provides some resources - a simple web search will find many more.

WCG is noted by users as a beautiful, interesting, peaceful place that provides lots of sensory experiences. These assets can be built on and used to provide Nature Play activities for children and/or adults for nature reconnection and/or therapeutic purposes. Some suggestions on establishing Nature Play activities are:

- 1-2 hour sessions for pre-school children
- Seedlings, crafts, mud, chooks, cubby houses, Miura (Japanese) Friendship Garden are all easy to integrate. Involve members with kids to develop some potential ideas and sessions.
- Involve Warrnambool City Council Early Childhood program in the promotion and possibly the development of a trial Nature Play program at the garden.
- Produce a brochure and promote to pre-schools, day-care and mums' groups
- Partner with SWTAFE or Deakin Uni - work placement students could be involved in development and delivery of a program.
- Staff / Volunteers will need Working with Children checks for involvement.
- Charge \$10-\$15 per child / family – aim to cover the hourly rate of the person organising and delivering the program (and to make a profit over time)
- Start small and see how it goes

## 5.2 Growing and Making

Growing and making produce and products for sale could also potentially earn income for WCG. This can be grouped into three categories: Bush Food and Medicine Plants, Herbs and Garlic, and Good for Soil: compost, bio-char and worms.

### 5.2.1 Bush Food and Medicine Plants

WCG has recently done some extensive planting of bush food and medicine plants and there is interest amongst members in expanding the garden, learning more and selling seedlings and possibly other products. There is a growing interest in native food plants generally and WCG can build this area of the garden to be a feature for tours and workshops – including bush foods in cooking. WCG has established some strong relationships with Warrnambool's Gunditjmara community and there may also be partnerships and opportunities to explore regarding growing and selling bush plants and products. Suggestions include:

- Start with growing popular bushfood plants for Open Day sales
- Concentrate on the plants that grow and produce well
- Find niche specialities – i.e. muntries
- Gain expertise and recipes for using bush foods in cooking at the garden from places such as the award winning Peppermint Ridge Farm
- Explore partnerships with local Gunditjmara community. It may be possible to do eventually produce preserves, recipes, salves from the garden. These will need good quality control.

### 5.2.2 Herbs and Garlic

Herbs and garlic grown for sale (fresh or dried/stored) can be high value products that could be sold on site (e.g. regular Saturday morning plant and food sales) or at local market. The Freshfood Market is held fortnightly throughout the year where WCG could set up a stall. Selling via a local business such as Pronto or Materia's might be less labour intensive at the point of sale but their mark-ups would likely decrease potential profits.

Other things to consider are: competing needs for land at WCG; the best area on site considering other plans like the quarry concept; the presence of garlic rust at WCG; and actual market conditions in Warrnambool as opposed to theoretical.

### 5.2.3 Jams, Relishes, etc

If there is volunteer interest, several 'making' days could be held each year to make Premium, Organic, Gourmet jams, relishes and the like from easy to grow foods like beetroots. For example, Yarra Valley Gourmet Foods retails 375 gram jars of Gourmet Beetroot Relish for \$8.50. Attractive labelling and good marketing can attract high prices. Using beetroot as the example, a volunteer day of making relish might make 100 jars of relish to sell at open days and markets at a \$5 profit per jar. Four volunteer relish making days could generate \$2,000 per year.

#### Herbs:

- If fresh herbs were grown and sold throughout the year (150 bunches per week and sold @\$4), the enterprise could net approximately \$3,000 after all costs, including paying for all labour (which is quite intensive) and transport costs. See 4.9 table for more detail.
- Could have a focus on exotic, heirloom, Asian herbs and the like for extra value-add
- Could be a combination of fresh herbs, dried herbs, seedlings and herb infused oils.
- WFTD participants could help prepare the area, grow, harvest and prepare them for market in a 6-12 month trial period
- There will need to be a discussion about the most suitable space on site to grow herbs for sale – which may include more greenhouse space or covered shade cloth areas, possibly with automatic irrigation.
- Take into account that it would be fairly labour intensive at all stages

#### Garlic:

- One quarter acre of organic garlic could gross between \$14,000 and \$25,000 in the local market
- Garlic is an easy crop to grow – however an effective organic management strategy would need to be developed for garlic rust to ensure the crop is not stunted
- Determine what type (or types) of garlic is best to grow for sale that store over the longest period
- Investigate value adding into garlic products e.g. oil infused or preserved in oil
- Consider where to store it after it's been harvested in readiness for sale
- Start small and test the market

## 5.3 Good for Soil: compost, bio-char, worms

Building your soil health and quality is the corner stone for effective gardening. WCG needs a regular supply of compost and fertiliser for member and communal needs. Currently there is not enough compost produced on site to meet community garden needs. Sheep and other manures are either bought or donated for member use.

WCG has a worm farm that produces worm tea for sale to members. And the garden recently started making biochar in small quantities to use as a soil conditioner.

Compost worms could be grown for sale to members and the public on open days as this does not require much effort and they are relatively expensive to purchase at the local Bunnings. Apart from selling to members, local demand for compost, worm tea and biochar is not well known and this would need to be trialled at a small scale to test the market.

If WCG installs a biodigester following further research into its viability, this will produce compost and possibly fertilizer for garden use and possibly for sale. The idea to accept household green waste for composting is not recommended in light of Portland Community Garden's experience of having waste illegally dumped at their site.

### **Compost / Fertilizer:**

- An investigation of biodigesters and the feasibility of installing one at WCG is the subject of a separate research project that has 'spun out' of the Sustainable Futures project. Biodigesters are small to very large machines that compost green waste. Depending on the method in which they do this, a range of products can be produced, including ready to use compost; not quite ready to use compost; liquid fertilizer and biogas. Biogas can be used to run a generator to produce electricity. Warrnambool City Council is supporting this further research by WCG into biodigesters to see if food waste and coffee grounds from cafe's, coffee shops and the like can be diverted from landfill and used to make compost. This research will be completed by late-November.

### **Worm Tea:**

- Members considered this a low priority compared with other ideas
- Could grow and sell compost worms @\$50 per thousand
- Would need to set up more worm farms to make worms, worm castings and worm 'tea' for sale to members and to the public on open days, workshops, etc.
- The Site Manager and some volunteers can manage this – once set up it is relatively easy

### **Biochar:**

- 1 litre of biochar retails for \$15
- An estimate of potential income that came from discussions is: 32 Fridays x 6 burns x 20 litres x 3 bags per 20 litres = 576 bags (sell for \$10) - packaging and marketing costs \$3? = \$7 profit = \$4,000.
- Work experience participants, Site Manager and volunteers could make it
- Needs a constant timber supply
- Good marketing will be required

## **5.4 Events & Fundraisers**

WCG has run successful events open to the general public for a number of years now. A Dirty Weekend, A Rotten Day Out, Pumpkin Harvest Festival, Bushfood Harvest and 10th Birthday Celebration.

The degree of success for outdoor events is partly determined by weather conditions that can be difficult to predict. There is potential to build these into bigger events and possibly generate more income from them, although the challenge will be balancing expenditure (e.g. including expensive items such as hiring a large marquee) with income. WCG only has one toilet and this also needs to be considered for larger events.

The Warrnambool racing club is just across the road from WCG. WCG's parking area is used by race patrons during the 3 day Warrnambool May Race Carnival and this causes some considerable inconvenience for access to the garden during the event. This seems to an opportunity waiting to be exploited. Following the Sustainable Research workshop where there was some discussion about this - WCG has now made a formal request to Warrnambool Racing Club and is exploring whether the club could assist with a fundraiser during the May Carnival.

Deductible Gift Recipient status would assist with fundraising because donors can claim their donations as tax deductible but the process to gain DGR status is onerous and WCG gave up in the process a couple of years back. It would be worth opening the process again if there is someone at the committee level willing to take on this responsibility.

### **Autumn Harvest Festival:**

- Expand to run over a weekend so over 2 days

- Promote as an annual fundraiser
- Charge a bit more for everything (prices have been very low to date)
- Plan ahead and make and sell more products over the weekend
- Run an exclusive ticketed event in the big marquee on the Saturday night. E.g. A bush food gourmet feast cooked by a celebrity chef could charge \$100+ per head with the potential to raise \$2,000-\$4,000.

#### **May Races Fundraiser:**

- There is a possibility of Warrnambool Racing Club collecting donations from their free bus service to May Racing Carnival patrons with the potential to raise several thousand dollars. Would it possible for this to be an annual fundraiser by the Racing Club for the garden? Also pursue an annual sponsorship arrangement – make them a *supporter*.

#### **Late Summer / Autumn Concerts:**

- Explore getting a liquor licence – consider rubbish disposal.
- Sell food and drinks and garden products
- Free entertainment and entry may entice more people
- 100 people x \$15 food, drinks and products profit = \$1,500
- Weather dependent for success

#### **Bunnings BBQ:**

- The garden used to do a bbq each year but have let their place go – there's interest from members in reviving this and a letter to Bunnings is in process now for a bbq spot sometime in the next 12 months
- A long day of cooking sausages by volunteers can raise up to \$1,000 so worth it once a year.

#### **Other Possibilities:**

- An event at the garden could be linked to the WCC Sustainable Living Festival.
- In discussion with WCC consider the possibility of hosting the Festival at WCG with some payment to the garden for assistance with coordination and site preparation.
- A 'Sculpture In The Gardens' event has been suggested. This idea could be explored with community arts collective F Project for the future.

## **5.5 Hire of WCG Facilities**

Several members have raised the idea to hire out the HUB, garden shelter and the gardens generally to groups or individuals wanting to hold meetings or functions. The committee have explored this but concluded at this stage after considering a previous experience of hiring for a Christmas function in 2016 that it is not a viable option at this point.

- The HUB is suitable for small meetings and the kitchen is suitable for basic catering.
- WCG members have been discussing upgrading the kitchen so it is more suitable for catering purposes and also for producing food products for sale.
- The HUB has WCG's only toilet, which does have disabled access.
- The HUB's covered deck area is a lovely place with an expansive view over the garden and the racecourse. However it needs some sheltering from the prevailing westerlies and its use as an extension to the HUB space is dependent on the weather.
- The car parking area near the HUB and near the main WCG gate can be very slippery and muddy in wet conditions and this needs to be addressed with WCC as it is quite dangerous at its worst.
- It probably is more trouble than it's worth to hire the HUB, especially for one-off activities where a WCG member may have to show the hirer the HUB in advance, the



HUB has to be cleaned before and possibly after, rubbish removed and the HUB needs unlocking and locking up.

There are many small meeting venues in Warrnambool – including some that are quite cheap or even free for community use. For example, the Archie Graham Centre hires rooms out to community groups at \$32/hr for one-off hires and \$18.50/hr for groups that have ten or more hires per year.

## 5.6 Renewable Energy Showcase

Over time, install a range of examples of renewable energy production that can be the basis of tours and educational programs. Solar, wind, micro hydro and biogas are possibilities.

## 6 Infrastructure Considerations

Careful and regular consideration will need to be given to infrastructure planning. Some of the ideas proposed to generate income may have competing requirements. For example, a quarter acre of garlic grown somewhere up above the quarry may also be the best place for the proposed labyrinth in the quarry concept plan. This in turn might work very well as part of nature play activities.

Or if a biodigester is installed somewhere near the main entrance, will its operations be compatible with having a small shop in the same area?

Some other things to consider are:

- All abilities accessibility around the site, including what areas can have wheelchair access
  - Biodigester location (if this idea proceeds)
  - Additional toilets and their location
  - Access to electricity
  - Increasing all weather space for running workshops / activities
  - More plant growing facilities
  - Small shop/stall location
  - Produce / products storage area
  - Increasing access to water infrastructure (ie for cash crops)
  - Additional costs now unknown ie. for increased use of electricity and water
  - Plans and cost of kitchen upgrade to commercial standard/food compliance standards for making food products for sale and demonstrations.
-

## 7 How Much? Annual Potential Profit: Social Enterprise Ideas

Note: figures are additional to current core income of approximately \$7,000. The first three suggested activities would go to meeting the current core costs of around \$10,000. Labour has been factored into costs in the activities @ \$50 per hour for paid staff and \$30 per hour for volunteers. So in theory, the activities should also meet the following staff costs above the profit as they are considered essential to make most of these activities possible:

Site Manager (2 days a week)	\$28,600
Education and Events Coordinator (1 day)	\$14,300
Total	\$42,900

<b><i>Suggested Activity</i></b>	<b><i>Guestimate</i></b>
1. <b>General membership fees:</b> extra \$ from increase (80 members x extra \$10 average)	\$800
2. <b>Organisational membership fees:</b> extra \$ from increase (~8 members x extra \$70)	\$600
3. <b>'Supporter' annual donations:</b> (10 Supporters x \$200)	\$2,000
<b>Sub total needed to meet shortfall in core costs</b>	<b>\$3,400</b>
4. <b>Education: General Workshops</b> (seek to cover all costs including coordination)	No profit
5. <b>Education: Master Classes</b> (6 classes x 8 participants @ \$100 = \$800 - \$400 costs including paying tutors= \$400 profit x 6)	\$2,400
6. <b>Education: NDIS Activities</b> (2 activities per week x 40 weeks = 80 activities x 8 participants @ \$20 = \$160 - \$100 costs = \$60 profit x 80)	\$4,800
7. <b>Education: Paid Tours</b> (Schools: 10 schools x 2 tours p.a. = 20 tours + 6 general public tours p.a. = 26 tours x \$100 - \$50 costs including paying tour guide = \$50 profit x 26)	\$1,300
8. <b>Education: Nature Play</b> (20 activities x 10 families x \$15 = \$150 - \$100 costs including paying teacher = \$50 profit x 20)	\$1,000
9. <b>Bush Plants:</b> 3-4" pot sales x 400 x \$5 profit (no labour factored in)	\$2,000
10. <b>Fresh herbs:</b> Pay members to pick and sell 150 bunches: Pick 1 hour x \$30 + set up market 1 hour x 2 staff x \$30 + sell 4 hours x 2 staff x \$30 x pack up 1 hour x 2 staff x \$30 = \$390. Sell 150 bunches x \$4 - \$0.20 cost of production = \$3.80 x 150 = \$570 - \$390 = \$180 profit x 20 markets p.a.	\$3,600
11. <b>Garlic:</b> say \$10,000 net per 1/4 acre (Could be worth \$20,000)	\$10,000
12. <b>Preserves:</b> 400 jars @ \$5 profit	\$2,000
13. <b>Compost worms, worm tea, worm castings</b> - unknown \$(small?)	uncertain
14. <b>Biochar:</b> 32 Fridays x 6 burns x 20 litres x 3 bags per 20 litres = 576 bags (sell for \$10) - packaging and marketing costs \$3? = \$7 profit = \$4,000 ( <i>IF THERE IS A MARKET - start small and find out</i> )	\$4,000
15. <b>Autumn Harvest Festival:</b> fundraising with general entries, raffle, donations - \$800.	\$800
16. <b>Autumn Harvest Festival:</b> Use marquee at night for bush tucker dinner with celebrity chef @ \$120/head. Paid member event organiser \$1,000. 50 patrons x \$120 = \$6,000 - costs \$3,000	\$3,000
17. <b>May Races fundraiser:</b> Racing Club patrons' donations for using the free bus service (could be worth \$12,000)	\$5,000
18. <b>Late Summer/Autumn concerts</b> (free entry): 2 concerts x 80 people spending \$12 each on food, drinks and products profit = \$1920	\$1,900
19. <b>Bunnings BBQ</b> (earn up to \$1,000)	\$800
<b>Total Projected income</b>	<b>\$46,000</b>

## 8 APPENDICES:

### 8.1 Definitions of Social Enterprise

Social Traders says:

"Social enterprises are businesses that trade to intentionally tackle social problems, improve communities, provide people access to employment and training, or help the environment.

Using the power of the marketplace to solve the most pressing societal problems, social enterprises are commercially viable businesses existing to benefit the public and the community, rather than shareholders and owners.

- Are driven by a public or community cause, be it social, environmental, cultural or economic
- Derive most of their income from trade, not donations or grants
- Use the majority (at least 50%) of their profits to work towards their social mission"

SEE Change Magazine says:

"A venture with a social mission at its core, often referred to as having a double or triple bottom line"

## 8.2 All ideas collected from members - summarised and categorised

### 1. Infrastructure

- Use of Quarry
- Build an earthship cafe / music / something interesting people will come for?
- Upgrade kitchen for commercial use
- Hire our facilities

### 2. Promotion

- Use Facebook and Instagram more to promote activities
- Advertise tours through Visitor Information Centres

### 3. Education: Workshops

- general - budget / entry level
- general - master class: bread making, cheese making
- targeted at NDIS participants
- partner with TAFE and SEAL
- Life skills - lost and found (e.g. bike tyre repairs, sewing, repair household items)
- Reconnecting with yourself and others (e.g. through book/philosophy discussions, meditation in the quarry, music, yoga, mindfulness, walk the labyrinth) cooking classes
- Herb food forest workshop
- Tap into skills of members to run workshops

### 4. Other education:

- tours - general
- the more interesting things we develop on the site, the more attractive it will be
- Saturday afternoon guided tour with free bush food book or seedling
- Join Open Garden scheme \$10 entry tours - schools
- nature play

### 5. Compost

- Biodigester to make compost from commercial food waste (and domestic garden waste?)
- Biogas unit to make compost, liquid fertilizer and biogas for electricity production from commercial food waste (and domestic garden waste?).
- Green waste (e.g. domestic garden waste) into compost (no biodigester)
- Norfolk Island pine needles from WCC

### 6. Events

- 2-day Autumn Harvest Festival
- biennial sculpture event
- Sustainable Living Festival
- Summer concert

### 7. Sell produce, products and services

- Intensive Market Garden:
  - fresh herbs
  - salad leaves
  - ingredients to make bush food and other products and preserves
- organic vegie and herb seedlings
- potted bush tucker (and other?) plants
- plants at Botanic Gardens Australia Day event



- bags of winter green manure seed
- comfrey & seaweed soil conditioners / fertilizers (seaweed from WCC beach cleaning?)
- worm wee and castings
- blood and bone (ask Colin McKenna for blood and bone that we can bag and sell)
- bush food products and preserves
- beetroot relish (popular and beetroot has a long growing season)
- herbs in oil
- other garden products and preserves
- fresh cut flowers
- make work farms and sell them
- worms
- seed raising mix
- provide a service making herb and vegie gardens for people who can't do it themselves
- biochar
- have donation boxes on site

8. Energy production:

- demonstration site showing how people can reduce reliance on the grid.
- sell power to the grid

9. Livestock

- chickens
- pigs
- other
- petting zoo

10. Sustainability of membership

- increase emphasis and activities around sustainable living practices to attract like-minded people

11. Paid staff

- can we get some of the WCC Sustainability Officer's time?

12. Budget, Funding and Sponsorship:

- core operating budget
- use people with connections as advisors
- May Races raffle at race track entrance
- market what makes us special to potential funders

### 8.3 Core Income and Expenditure WCG: 2013 to 2016 with projected 2017 estimate of core income and expenditure.

<b>CORE INCOME</b>	<b><u>2013</u></b>	<b><u>2014</u></b>	<b><u>2015</u></b>	<b><u>2016</u></b>	<b><u>2017</u> Estimate</b>
<b>WCG Operations</b>					
Membership fees	\$1,685.00	\$1,445.00	\$1,355.00	\$1,305.00	\$1,305.00
Plot rentals	\$3,201.23	\$2,965.23	\$2,677.50	\$2,932.50	\$2,932.50
Communal garden fundraising		\$81.00	\$1,437.67	\$1,163.60	\$1,163.60
Sale of eggs		\$215.04	\$150.01	\$27.70	\$800.00
Workshop income	\$1,330.36	\$640.00		\$760.00	
Donations	\$366.19	\$95.00	\$56.00	\$103.50	\$103.50
General Fundraising	\$2,371.35	\$1,396.00	\$446.92		
Solar contribution		\$1,149.61	\$552.77	\$560.47	Now nil
Goodwill Credit - Origin		\$368.93			Nil
Interest	\$74.17	\$143.00	\$149.60	\$767.08	\$767.08
<b>CORE INCOME</b>	<b>\$9,028.30</b>	<b>\$8,498.81</b>	<b>\$6,825.47</b>	<b>\$7,619.85</b>	<b>\$7,071.68</b>

Note: Grants, Projects not included

<b>CORE EXPENDITURE</b>	<b><u>2013</u></b>	<b><u>2014</u></b>	<b><u>2015</u></b>	<b><u>2016</u></b>	<b><u>2017</u> Estimate</b>
administration		\$583.00	\$412.00	\$1,393.39	\$ 650.00
Telephone	\$234.54	\$517.31	\$706.31	\$302.59	\$ 200.00
Postage	\$162.64	\$271.99	\$150.24	\$144.63	\$ 150.00
Plans, permits & fees	\$43.90	\$27.27		\$60.00	\$ 60.00
Advertising & promotion	\$2,186.62	\$473.49	\$385.75	\$322.92	Free
Printing				\$168.18	\$ 500.00
office supplies	\$445.83	\$309.73	\$494.50	\$131.49	\$ 200.00
Computer: internet, repairs, Anti-virus, etc		\$270.45		\$194.54	\$ 200.00
Insurance: member liability, building		\$151.82	\$1,173.00	\$1,254.10	\$1,550.00
Land Lease	\$192.00	\$197.00	\$ 201.93	\$212.00	\$ 212.00
Electricity	\$32.50	\$1,123.33		\$413.46	\$1,000.00
Bank fees	\$27.60		\$ 6.20	\$12.50	\$ 15.00
OH&S First aid kits		\$345.51			WFTD
Professional Development	\$60.00				
waste disposal		\$183.00	\$12.73	\$6.55	\$ 15.00
key purchases	\$191.84	\$25.00	\$5.27	\$200.36	\$ 100.00
Subscriptions Library		\$25.00	\$35.00	\$35.00	\$ 35.00
<b>Sub-Total administration</b>	<b>\$3,609.97</b>	<b>\$4,503.90</b>	<b>\$3,582.93</b>	<b>\$4,851.71</b>	<b>\$4,487.00</b>
Other annual expenses: HUB	\$3,512.77	\$10,691.00	\$1,346.00	\$1,806.40	\$2,000.00
Workshops	\$715.48	\$383.00		\$310.00	
Communal garden	\$330.00	\$2,436.00	\$1,444.85	\$1,636.79	\$1,700.00
General garden supplies	\$949.04	\$1,747.00	\$234.09	\$376.69	\$ 500.00
Repairs & Maintenance	\$573.40	\$955.00	\$397.79		\$ 500.00
Fuel & oil	\$164.00	\$238.03	\$182.98		\$ 250.00
<b>CORE EXPENSES</b>	<b>\$9,854.66</b>	<b>\$20,953.93</b>	<b>\$7,188.64</b>	<b>\$8,998.59</b>	<b>\$9,837.00</b>

Note: Grants, Projects not included

## 8.4 ORGANIC CROP YIELDS and PRICE - POTATO, LETTUCE, GARLIC

**FROM:**

**The Owner-Built Homestead, by Ken & Barbara Kern**

**#**

**VEGETABLE NAME**

**YIELD: KGS per 1/4 ACRE**

POTATO-IRISH

1,700 KG

\$4.90 kg Woolworths Organic Sebago x 1,700 = \$8,330

LETTUCE

1,000 KG

\$40 kg Woolworths Organic Salad mix x 1,000 = \$40,000

GARLIC

700 KG

\$52.67 kg Woolworths Organic Garlic cloves x 700 = \$37,000

### **How Much Garlic Needed to Plant an Acre?**

**Answered by:** Conrad Richter

**Question from:** Cheri Frederick

**Posted on:** February 17, 2005

*When ordering garlic, how much do I need to plant an acre?*

Varieties differ in the number of plantable cloves you get per unit weight. Here is a guide to the number of cloves you get per kilogram of garlic for each of the Richters varieties:

Inchelium Red (softneck type): 125 cloves/kg

Polish White (softneck type): 143 cloves/kg

Susanville (softneck type): 147 cloves/kg

Belarus (hardneck type): 239 cloves/kg

Music (hardneck type): 150 cloves/kg

Purple Trillium (hardneck type): 202 cloves/kg

Siberian (hardneck type): 165 cloves/kg

(These numbers will vary somewhat from year to year but these can be used as a guide for calculating the number of kilograms you need.)

The planting scheme you use will also affect how much garlic you need per acre. Garlic is planted in single rows or in multiple row beds. In a single row scheme, the rows are spaced to allow access for cultivation and harvesting equipment. Depending on the equipment the spacing may be as much as 90-100cm (3-4ft). In a bed planting scheme there are 4-8 rows per bed spaced about 20cm (8in) apart. The beds themselves are spaced wider apart to allow access.

Whether you are planting in single rows or beds, the spacing of garlic within rows is the same: between 7cm (2.75in) and 12cm (4.75in) apart. The bigger bulbed softneck varieties should be further apart than the smaller hardneck varieties.

Typically you will need 700-1000 kilograms per hectare, or 600-900 pounds per acre.

For more information on commercial garlic growing, visit the Resources section of our website in the "GrowerZone" area.

## 8.5 Example Fresh Fruit & Veg Prices - Spray Free, Warrnambool

Call 0404 854 285

### ADDITIONAL CONTACT DETAILS



Warrnambool

[jdominic10@hotmail.com](mailto:jdominic10@hotmail.com)

### MORE INFO



About

Spray Free Produce aims to provide insecticide and herbicide spray free produce direct from farmers to the public.

**Spray Free Fresh Produce** added [14 new photos](#).

30 August at 17:49 · 🌐

Good evening to you all!

Please SEE PRICE LIST BELOW FOR ANY CHANGES this week before ordering. CARROTS are available again, plus STRAWBERRIES and SOUR SOPS are also in for this week! Fresh Sour Sops are our SPECIAL "SUPER FOOD" OF THE WEEK and are said to have a flavour between strawberry and pineapple and are claimed by some to have some amazing health benefits , including reducing inflammation, killing parasites, reducing pain, improving respiratory conditions and sedating mind and body. They are not inexpensive, but Wow! Packed with healing benefits! Get in quick on some as it is limited amounts this week and they will go quick..

As usual, we will be delivering in WARRNAMBOOL from 10am to 6.30pm Thursday, after 6pm Friday and from 11am to 5pm Saturday. Friday early morning in KOROIT, PENSHURST and HAMILTON. \*\*\*

This week we will be at the Roxburgh cafe in Hamilton from 8.30 to 1pm.

In Heywood approximately 2pm on the highway for preorders only

In PORTLAND from 3pm to 3.30 for delivery of preorders at Arrow Fisheries in Kunara Cres.

Then it's PORT FAIRY from 4.30 to 5.30 for deliveries of preorders. We need more orders from Port Fairy! Get your friends involved!

Rainbow boxes are \$40 including delivery. These are made up for you already and contain everything healthy and delicious!

The Rainbow boxes this week will have:TOMATO, STRAWBERRY, AVOCADO, APPLE, BANANA, MANDARIN, ZUCCHINI, PEAR, BROCCOLI, SPINACH, choice of CELERY/CAULIFLOWER/GREEN CABBAGE WEDGE.

Simply text Joseph on 0404854285 to place your Rainbow box or individual \$40+order and delivery time. So easy and convenient!

This weeks list:

Apples, Pink Lady, Granny Smith & Fuji \$6kg cert org.

Avocado \$3 ea or 2 for \$5, biodynamic

Cauliflower, \$6 ea

Bananas, cert. org. \$6kg

Beetroot, Cert. Org. \$7kg (limited)

Black Peppercorns, whole, cert. org., \$9 per 100g bag

Blueberries, frozen \$20 1 kg bag; \$11 for 500g bag

Broccoli \$7kg

Butternut, \$4kg



Cabbage, green \$6 each, halves \$4 and quarters \$2  
 Carrots, Cert. Org. \$8kg  
 Celery, \$6 each , Half \$4 , Cert Organic  
 Chili flakes, cert. org. \$7.50, 100g bag  
 Cinnamon powder, cert. org., \$8, 100g bag  
 Coconut Oil, Cold-pressed/Premium/Organic (NutraOrganics, glass bottle) 1 litre \$24 (see photo)  
 Coriander \$4 bunch cert organic  
 Corn, \$2 ea  
 Cucumber \$7kg  
 Garlic \$30kg  
 Ginger \$35kg cert organic  
 Kale, \$4  
 Leeks, \$2 each  
 Lettuce, Iceberg, \$4 each, cert. org.  
 Mandarins, cert. org. \$6kg  
 Matcha powder (green tea), cert. org. (China) \$17, 60g glass jar  
 Mushrooms, much smaller this week \$16kg  
 Oranges, cert. org. \$3kg  
 PawPaw, cert. org. \$6 each (limited amounts)  
 Pears, biodynamic \$7kg  
 Potatoes, cert. org. \$4kg (white)  
 pumpkin, heirloom \$3kg  
 Spinach cert organic \$4 bag  
 Silverbeet \$4 bunch  
 Sour Sops, \$15 each (limited amounts: first order, first serve)  
 Strawberries, \$6 container 250g  
 Sweet Potatoes \$7kg, purple and orange  
 Tomatoes \$7kg cert organic  
 Turmeric \$50kg  
 Zucchini \$7kg  
 Thieves Oil Org.Coconut Deodorant Stick 60g stick or jar \$10ea.  
 Thieves Oil Org.Coconut Deodorant Jar (clear plastic) 120g \$18 ea or (glass) \$20  
 Colloidal Silver 1 litre bottle \$35  
 \*\*\*Need a handmade beeswax/olive oil herbal salve? Contact Angie 0466458840....Made to order (week in advance), approx. \$25 for 120g glass jar and \$15 approx. for 60g glass jar (ex. comfrey, rose, frankincense, turmeric, calendula, chamomile, lavender ...custom blends..just ask);  
 If you have any of our boxes, we would like to recycle/reuse them! Have a great rest of the week, everyone!

## 8.6 References / Resources:

Internet searches will find many more resources than are listed below.

### **RUNNING A COMMUNITY GARDEN**

#### **Community Gardens Manual - Helen Mapherson Trust**

<http://hmstrust.org.au/wp-content/uploads/2014/02/Community-Gardens-Manual.pdf>

### **CASH CROPS**

#### **10 Most Profitable Speciality Crops to Grow**

[www.profitableplantsdigest.com/10-most-profitable-specialty-crops-to-grow/](http://www.profitableplantsdigest.com/10-most-profitable-specialty-crops-to-grow/)

#### **8 Most Profitable Plants to Grow**

[www.profitableplants.com/8-most-profitable-plants-to-grow/](http://www.profitableplants.com/8-most-profitable-plants-to-grow/)

#### **15 Speciality Crops for Small Growers**

[www.scribd.com/document/331577141/15-Best-Profitable-Plants-2016](http://www.scribd.com/document/331577141/15-Best-Profitable-Plants-2016)

#### **Culinary Herbs: A Market Assessment**

<http://www.agrifutures.com.au/publications/culinary-herbs-a-market-assessment/>

#### **Profit, Breakeven or Loss - Australian Flower Industry**

[www.google.com.au/search?q=AFI-Iss47-Profit-breakeven-or-loss.pdf&oq=AFI-Iss47-Profit-breakeven-or-loss.pdf&aqs=chrome..69i57.2529j0j4&sourceid=chrome&ie=UTF-8](http://www.google.com.au/search?q=AFI-Iss47-Profit-breakeven-or-loss.pdf&oq=AFI-Iss47-Profit-breakeven-or-loss.pdf&aqs=chrome..69i57.2529j0j4&sourceid=chrome&ie=UTF-8)

#### **Ontos Farm Garlic prices**

<http://www.ontos-farm.com/orderform.html>

#### **Peace Farm Organic Garlic Prices**

<http://www.peacefarm.com.au/copy-of-food-hubs>

#### **Shambani Garlic**

<http://www.shambanigarlic.com.au/>

### **TIPS ON SELLING AT FOOD & FARMERS' MARKETS**

<http://www.yourlocalmarkets.com.au/attachment/page/YLM%20Website%20Gold%20Coast%20Tips%20on%20Selling%20at%20Food%20%20Farmers'%20Markets.pdf>

### **INTENSIVE ORGANIC GROWING**

#### **Bio Intensive Growing**

<https://www.milkwood.net/course/biointensive-growing-171028/>

#### **Mt Gambier Intensive market gardening**

<http://www.abc.net.au/news/rural/2017-03-01/how-to-support-250-families-from-your-backyard/8313578>

#### **Paper Pot-Chain labour-saving system for planting cash crops**

<http://paper-pot.com/>

### **FRESH FRUIT & VEG BOXES**

#### **Beechworth Co-op**

<https://openfoodnetwork.org.au/learn/story/beechnorth-coop-fresh-box/>

#### **Chain Reaction Urban Farm**

<http://www.chainreactionurbanfarm.com/>

#### **Food Connect Foundation**

<http://foodconnectfoundation.org.au/>

#### **Hepburn Vegie Boxes**

<http://relocalisehepburn.blogspot.com.au/p/vegie-boxes.html>

### **TRADITIONAL FRUIT AND VEG PRODUCTS (JAMS, RELISHES, ETC)**

#### **Beetroot relish - gourmet**

<https://www.yarravalleygourmetfoods.com.au/product/beetroot-relish-270g/>

## **RARE, HERITAGE, UNUSUAL SEEDS, PLANTS**

### **Garden Larder**

<http://garden-larder.blogspot.com.au/>

## **BUSH FOODS**

### **Bush Paleo Bush Food Products**

<http://www.bushpaleo.com.au/>

### **Daleys Bush Food Plants Price Guide**

<https://www.daleysfruit.com.au/bushfoodintro.htm>

### **Bush Food Demand Outstripping Supply**

<http://www.abc.net.au/news/rural/2017-08-30/native-bush-food-demand-outstripping-supply-says-industry/8855058>

### **Outback Pride Bush Food Products and Prices**

<http://shop.outbackpride.com.au/>

### **Jindi Farm Bush Foods**

<http://www.jindifarm.com.au/>

### **Taste Australia Bush Food Shop Products and Prices**

<http://www.bushfoodshop.com.au/native-jams-spreads/>

### **Rhyll Trout & Bush Tucker Farm Products and Prices**

<http://rhylltroutandbushtucker.com.au/>

## **FRESH NATIVE FLOWERS**

### **Native flowers retail price**

<http://www.freshflowers.com.au/style/bouquet/native-bliss.aspx?catid=2252>

## **NATURE PLAY**

<http://natureplayweek.org.au/about/>

### **Climbing Tree Nature Play business**

<http://climbingtree.com.au/>

### **Nurture In Nature Bush Playgroup**

<http://nurtureinnature.com.au/bushplaygroup/>

### **Rewilding with Claire Dunn**

<http://www.naturesapprentice.com.au/about-natures-apprentice-rewilding/>

### **Nature Play Week at Warrnambool Botanical Gardens**

<http://natureplayweek.org.au/event/play-date-gardens-2/2017-04-14/>

## **WORKSHOPS AND MASTER CLASSES**

### **Gourmet Mushroom Cultivation \$550**

<https://www.milkwood.net/course/gourmet-mushroom-cultivation-170826/>

### **CERES Workshop Program**

<http://ceres.org.au/education/courses/>

### **Ballarat Permaculture Guild**

<https://ballaratpermacultureguild.org/>

### **Goldfields Sustainability Group**

<http://www.goldfieldssustainabilitygroup.com/>

### **Toni Salter: the Veggie Lady Workshops and Prices**

<http://theveggielady.com/timetable/>

## **NDIS and related**

### **NDIS Price Guide**

<http://ndismiway.org.au/new-ndis-price-guide-is-here/>

### **Kevin Heinze GROW programs**

<http://www.kevinheinzegrow.org.au/>

### **What Is Horticultural Therapy?**

<http://www.cultivatensw.org.au/horticultural-therapy/>

### **Yellowbird Wellbeing NDIS Horticultural Therapy etc**

<http://www.yellowbirdwellbeing.com.au/>

## **BIOCHAR**

### **Green Man Biochar Prices**

<http://greenmanchar.com.au/shop/>

### **Biochar Information**

<https://kynetontransitionhub.com/home-4/biochar-2/biochar-information/>

## **FERTILIZERS, SOIL CONDITIONERS**

### **Bunnings Yates Blood& Bone Fertilizer 10kg \$27**

[https://www.bunnings.com.au/yates-10kg-professional-organic-blood-and-bone\\_p2960190](https://www.bunnings.com.au/yates-10kg-professional-organic-blood-and-bone_p2960190)

### **Bunnings 500 Live Worms \$30**

[https://www.bunnings.com.au/worms-organic-boosters-box-500-approx-\\_p3014018](https://www.bunnings.com.au/worms-organic-boosters-box-500-approx-_p3014018)

## **LIVESTOCK**

### **Feedback and the Pig Idea**

<https://feedbackglobal.org/campaigns/pig-idea/>