



Narromine

SHIRE

*GROW YOUR
FUTURE WITH US*

NARROMINE
AGRICULTURE
SECTOR PROFILE
2018



WELCOME TO THE NARROMINE SHIRE



Welcome to the Narrromine Shire, situated in the heart of the rich Macquarie Valley in central west New South Wales.

We are a Shire that is continuing to develop, prosper and grow towards its full potential.

Agriculture has long been a mainstay, and Narrromine Shire is known for its sheep, cattle and wool production as well as broadacre cereal crops. Cotton production has become increasingly important in recent years. Major commercial nurseries and research facilities at Narrromine support the national forestry and vegetable industries and Trangie Research Centre is one of the largest broadacre agricultural research centres in Australia. Significant mineral resources have been discovered near Tomingley in the south of the Shire with Alkane Resources Limited providing significant employment opportunities.

In order, to take advantage of the strong agribusiness in the Shire, our transport links, closeness to Dubbo and the emergence of mining, Council is working collaboratively with other stakeholders to attract industry, generate jobs and grow our population.

The potential for development is high as reflected by recent interest in industrial and residential land, the expansion of the Skypark residential estate and the Narrromine Aerodrome Industrial Park.

The proposed Inland Rail route will come through our Shire close to Narrromine providing further economic opportunities in the future.

Narrromine Shire's close proximity to Dubbo Airport ensures that the business sector and residents maintain strong links to Sydney, Brisbane, Melbourne, Newcastle and Canberra.

Many long term local businesses, along with those who have more recently made the move to the region, are enjoying the benefits of working in the Narrromine area. They realise that business can be equally, if not more successful in a regional setting, and are tapping into a skilled and

experienced local workforce, engaging locally-based support services, part of a strong community and doing all of this just a short flight from capital and regional cities.

The Shire covers 5,200ha² or 1.3million acres and has access to both riparian and underground water sources. It has rich soil, an excellent climate and a council ready to facilitate your interest in establishing your business in our Shire. We have approximately 800,000 tonnes of grain storage in the Shire, making it an ideal location for intensive animal production and with the transport links you can send produce easily to every mainland capital.

Narrromine Shire is increasingly becoming a highly desirable destination for people seeking the best of both worlds, a rural lifestyle with easy access to the services and facilities of a regional city on our doorstep.

Accessible educational facilities, beautiful river and recreational areas, abundant sporting facilities, a diverse events calendar and warm country hospitality all contribute to our exceptional lifestyle.

Businesses, investors, residents and visitors are offered unique opportunities for work, leisure and business development, so we invite you to consider doing business in the Narrromine Shire, you'll never look back...

Cr Craig Davies
Mayor
Narrromine Shire Council

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INTRODUCTION

Agriculture is the most significant industry for the Narromine Shire . It is the Shire's largest employer, largest generator of output and value-add and Narromine's largest exporting industry to outside markets . Some of Narromine's most prevalent commodities include wheat, cotton, chickpeas, and cattle with many other commodities contributing significantly to the local economy .

Located six hour's drive from Sydney and 34 minutes from Dubbo City, Narromine is a Shire with a population of 6,599 persons .

Narromine's Agricultural sector generates \$210 .735 million in output and contributes 10.6%to total Agricultural output for the Orana Region .

Narromine and Orana Region Map



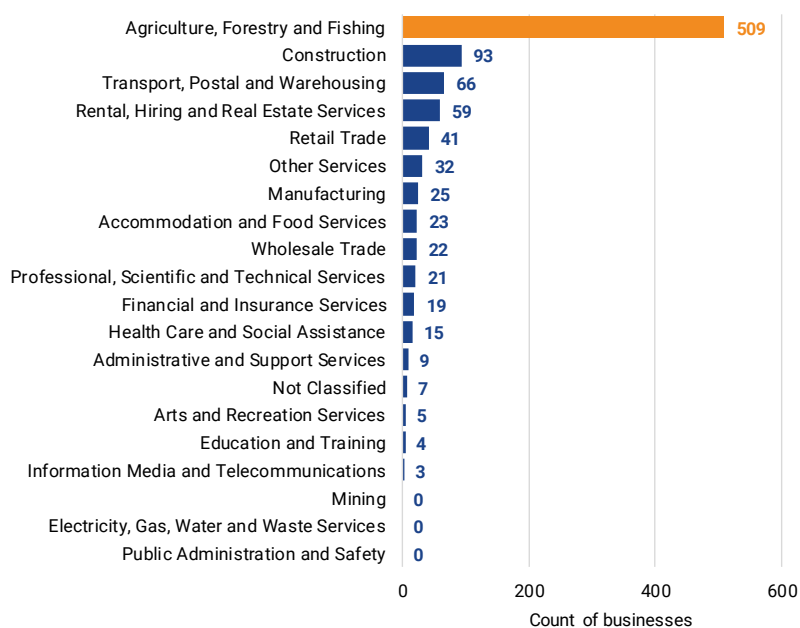
Narromine Agriculture Sector at a glance:

- The region's largest number of businesses, 509 in (June 2016).
- The largest regional industry sector output of \$210.735 million, which is 27.0% of Narromine total output.
- Largest employing sector in the region with 710 jobs, 30.4% of Narromine total employment.
- The largest value of exports, at \$170.828 million, accounting for 45.5% of total regional exports.
- The highest industry value-add by sector, with \$82.480 million, or 24.0% of total regional value-added.
- The largest sector in terms of local supply chains, with the Agriculture sector purchasing \$65.531 million from other businesses in Narromine .

BUSINESS COUNTS 2016

The 'Agriculture, Forestry and Fishing' sector is the largest industry sector in terms of business counts with 509 businesses or 53.4% of the Shire's businesses.

Number of Businesses by Industry – Narromine Shire, June 2016



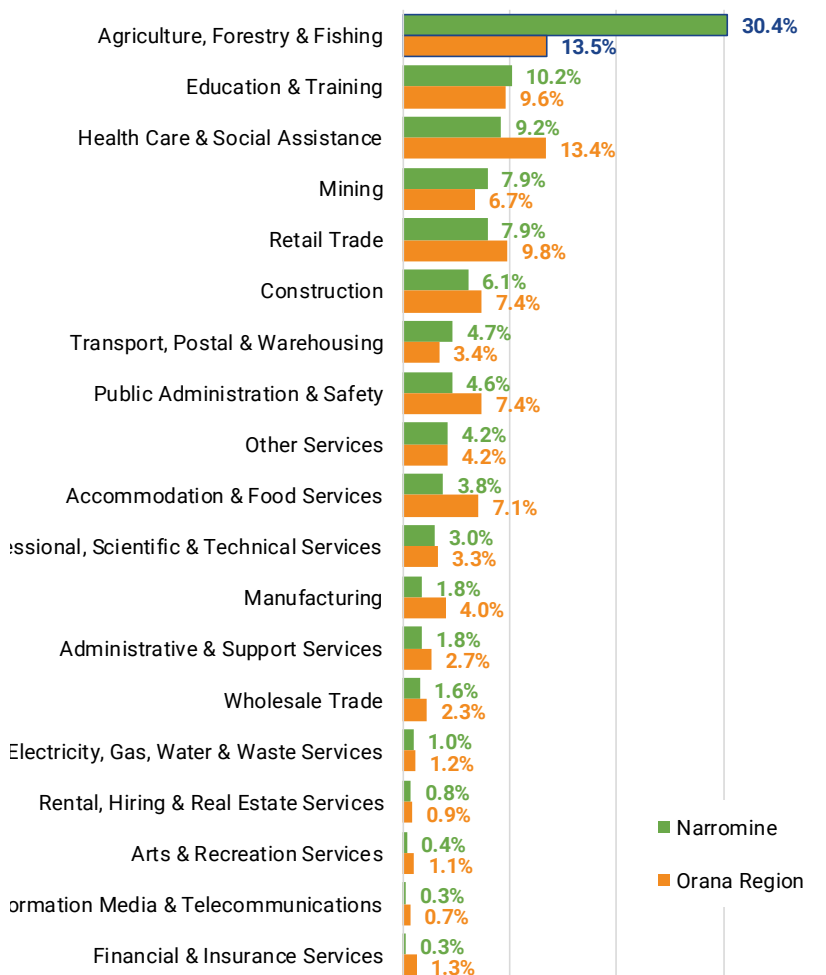
Industry	Business Count	% of Total	Industry Output (\$M)	% of Total	Average Output (\$'000s)
Agriculture, Forestry and Fishing	509	53.4%	\$210.7	27.0%	\$414.0
Mining	0	0.0%	\$164.8	21.1%	-
Manufacturing	25	2.6%	\$32.1	4.1%	\$1,283.9
Electricity, Gas, Water and Waste Services	0	0.0%	\$20.9	2.7%	-
Construction	93	9.8%	\$67.5	8.7%	\$725.5
Wholesale Trade	22	2.3%	\$14.3	1.8%	\$648.3
Retail Trade	41	4.3%	\$21.5	2.8%	\$524.0
Accommodation and Food Services	23	2.4%	\$12.5	1.6%	\$542.3
Transport, Postal and Warehousing	66	6.9%	\$30.5	3.9%	\$461.4
Information Media and Telecommunications	3	0.3%	\$2.3	0.3%	\$773.0
Financial and Insurance Services	19	2.0%	\$5.2	0.7%	\$271.3
Rental, Hiring and Real Estate Services	59	6.2%	\$70.1	9.0%	\$1,188.3
Professional, Scientific and Technical Services	21	2.2%	\$19.1	2.4%	\$907.1
Administrative and Support Services	9	0.9%	\$10.7	1.4%	\$1,186.1
Public Administration and Safety	0	0.0%	\$24.1	3.1%	-
Education and Training	4	0.4%	\$29.5	3.8%	\$7,364.8
Health Care and Social Assistance	15	1.6%	\$26.8	3.4%	\$1,787.1
Arts and Recreation Services	5	0.5%	\$1.8	0.2%	\$360.6
Other Services	32	3.4%	\$15.3	2.0%	\$476.7
Not Classified	7	0.7%	-	-	-
Total	953	100.0%	\$779.3	100.0%	\$817.8

EMPLOYMENT

The average business in Narromine generates \$817,800 in output for the Shire. Agricultural businesses contribute approximately \$414,000 in output per business.

Employment 2016

There are a total of 2,300 jobs within Narromine as at the 2016 Census, of which 712 are in the 'Agriculture, Forestry and Fishing' industry sector, making it the largest employing sector in the region. The next largest regional employer is the 'Education & Training' industry sector, with 239 jobs, followed by 'Health Care & Social Assistance' with 215 jobs.



AGRICULTURE INDUSTRY SECTOR, 2016

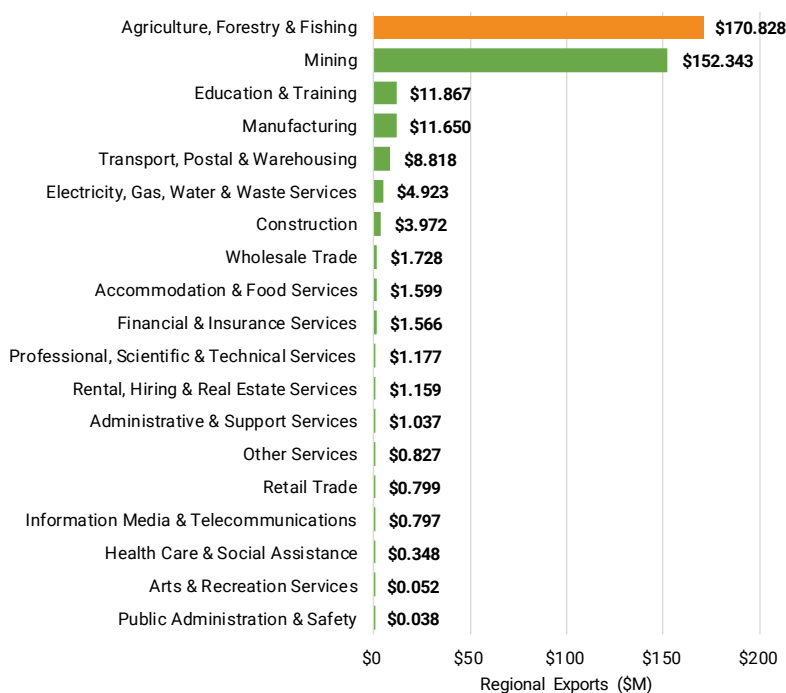
The 712 'Agriculture, Forestry and Fishing' jobs, account for 30.4% of the total regional workforce. Narromine's 'Agriculture, Forestry and Fishing' sector contributes 10.6% of total Orana Region and 0.9% of total New South Wales 'Agriculture, Forestry and Fishing' jobs.

The industry sub-sector 'Agriculture, Forestry & Fishing Support Services' account for 3.7% of total jobs in Narromine, significantly higher than the 1.2% for the broader Orana Region.

"Agriculture, Forestry and Fishing" sub-sectors	Narromine Shire		Orana Region	
	No.	% of total jobs in region	No.	% of total jobs in region
Sheep, Grains, Beef & Dairy Cattle	562	24.0%	5,550	11.1%
Other Agriculture	63	2.7%	504	1.0%
Aquaculture	0	0.0%	0	0.0%
Forestry & Logging	0	0.0%	16	0.0%
Fishing, Hunting & Trapping	0	0.0%	31	0.1%
Agriculture, Forestry & Fishing Support Services	87	3.7%	610	1.2%
Total Agriculture, Forestry & Fishing	712	30.4%	6,711	13.5%
Total jobs in region	2,339	100.0%	49,871	100.0%

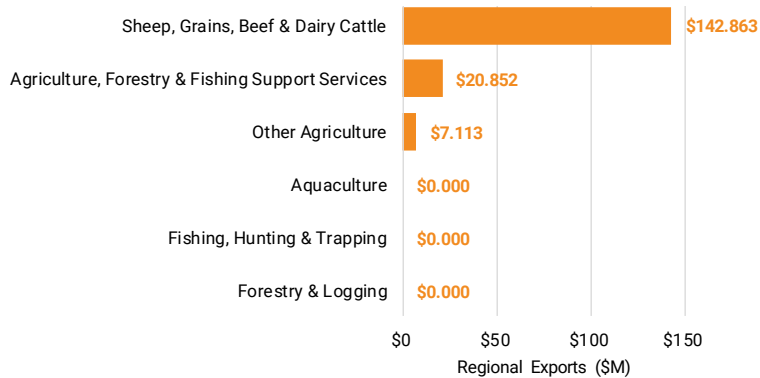
Regional Exports 2016

The 'Agriculture, Forestry and Fishing' sector in the Narromine Shire exports approximately \$170.83 million (or 45.5% of total regional exports).



Agriculture Sub-Sectors Regional Exports, 2016

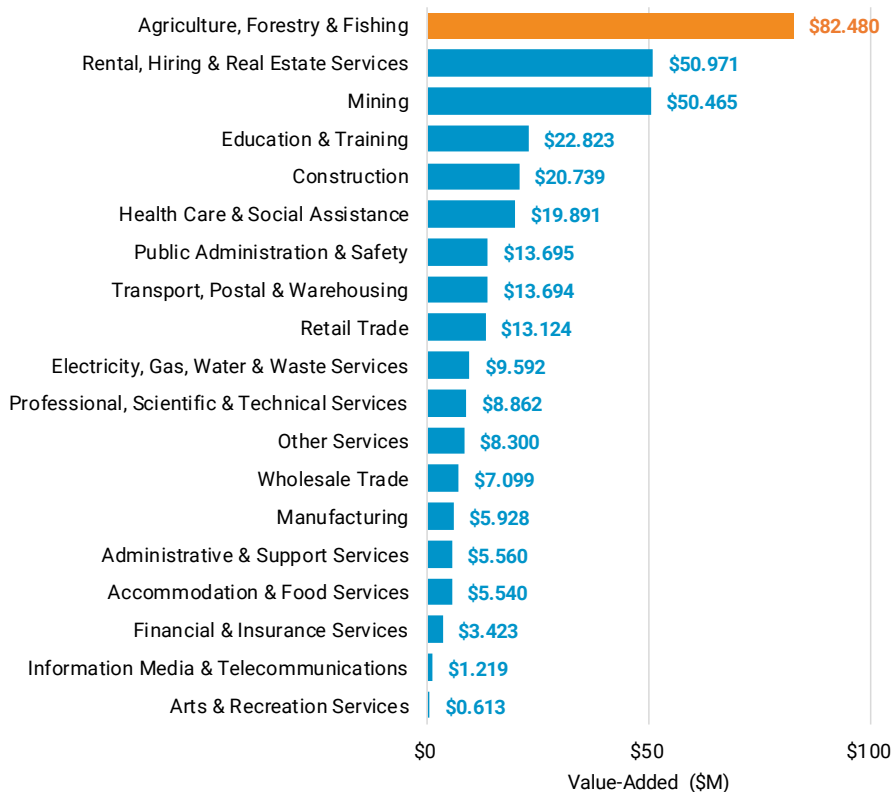
The 'Agriculture, Forestry and Fishing' sector can be further drilled down to sub-sectors to provide a more detailed understanding of local agricultural economic activity in Narromine . The majority of exports from the region are from sub-sector 'Sheep, Grains, Beef & Dairy Cattle' sector (38.0% of total regional exports) .



Contribution to Gross Regional Product, 2017

The 'Agriculture, Forestry and Fishing' sector recorded industry value-added (or contribution to Gross Regional Product) of \$82.480 million in the Narromine Shire for 2017 , or 24.0% of total value-added for the region (total value-added for Narromine is \$344 .019 million) .

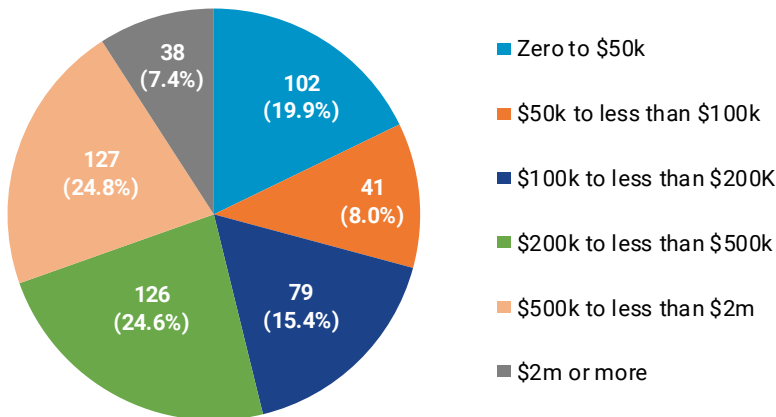
Agriculture, Forestry and Fishing is the largest industry contributor to GRP in 2017 ahead of 'Rental, Hiring & Real Estate Services' (\$50.971 million) and 'Mining' (\$50.465 million) .



TURNOVER AND WORKFORCE SIZE

Almost one-quarter of 'Agriculture, Forestry and Fishing' businesses in the Narromine Shire have an annual turnover between \$500,000 and \$2 million (24.8%), followed by those businesses with a turnover between \$200,000 and \$500,000 (24.6%)

Agricultural Businesses by Turnover, 2016



Average employment per business in the 'Agriculture, Forestry and Fishing' industry sector in Narromine Shire is 1.4 jobs which is below the average workforce size for all industries sectors in the Shire (2.5 jobs).

Businesses by Turnover and Workforce Size 2016

	Agriculture, Forestry and Fishing		All Industries	
	No.	% of Total	No.	% of Total
Turnover Range				
Zero to \$50k	102	19.9%	186	19.9%
\$50k to less than \$100k	41	8.0%	117	12.5%
\$100k to less than \$200K	79	15.4%	163	17.4%
\$200k to less than \$500k	126	24.6%	231	24.7%
\$500k to less than \$2m	127	24.8%	190	20.3%
\$2m or more	38	7.4%	50	5.3%
<i>Total</i>	<i>513</i>	<i>100.0%</i>	<i>937</i>	<i>100.0%</i>
Workforce Size				
Non employing	302	59.3%	583	61.2%
1-4	165	32.4%	286	30.0%
5-19	42	8.3%	78	8.2%
20-199	0	0.0%	6	0.6%
200+	0	0.0%	0	0.0%
<i>Total</i>	<i>509</i>	<i>100.0%</i>	<i>953</i>	<i>100.0%</i>
Average Workforce Size (jobs)	1.4		2.5	

Gross Value of Production, 2015-16

The dominant agricultural commodity in Narromine in 2015 -16 was Crops, producing a gross value of \$149.0 million and more than three quarters (77.1%) to total agricultural gross value for the region. Livestock (products and slaughtered) were valued at \$40.7 million or 21.1% of total gross value of agricultural commodity production.

Commodity	Narromine		Orana region	
	Value (\$M)	% of Total	Value (\$M)	% of Total
Crops				
Cereal crops for grain				
Wheat	\$63.872	33.1%	\$297.650	19.9%
Barley	\$3.775	2.0%	\$70.042	4.7%
Other cereal crops	\$10.836	5.6%	\$38.658	2.6%
Total cereal crops for grain	\$78.484	40.6%	\$406.350	27.2%
Non cereal crops				
Chickpeas	\$16.711	8.6%	\$75.351	5.0%
Oil seeds	\$8.471	4.4%	\$33.066	2.2%
Cotton	\$33.793	17.5%	\$185.850	12.4%
Pasture seed	\$6.658	3.4%	\$44.309	3.0%
Other non cereal crops	\$4.898	2.5%	\$27.891	1.9%
Total non-cereal crops	\$70.531	36.5%	\$366.467	24.5%
Total crops^a	\$149.015	77.1%	\$772.816	51.7%
Livestock				
Livestock products	\$12.846	6.6%	\$194.828	13.0%
Livestock slaughtered	\$27.839	14.4%	\$522.541	35.0%
Total livestock	\$40.686	21.1%	\$717.369	48.0%
Horticulture				
Nurseries	\$1.241	0.6%	\$1.294	0.1%
Orchard fruit	\$2.228	1.2%	\$2.228	0.1%
Grapes for wine production	\$0.025	0.0%	\$0.996	0.1%
Total horticulture^a	\$3.494	1.8%	\$4.518	0.3%
TOTAL	\$193.195	100.0%	\$1,494.703	100.0%

Note: a) total for Orana region only inclusive of commodities listed in table (i.e. commodities produced in Narromine).

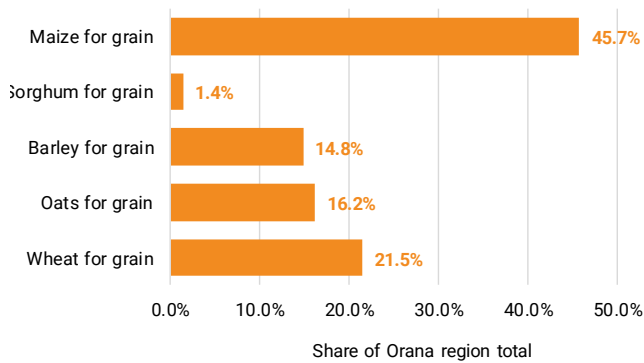
ACTIVITY BY COMMODITY

Cereal Crops

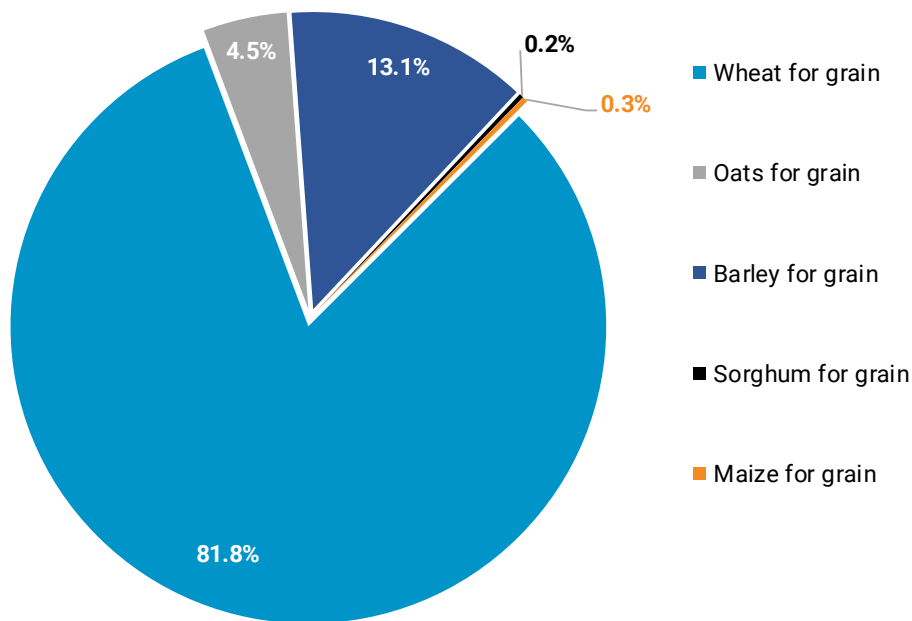
The total area for cereal crops for all purposes in the Narromine Shire for 2015 -16 was 144,240 hectares (15.8% of the land allocated to cereal crop production in Orana Region). A total of 289,027 tonnes of cereal crops were produced in the Shire. This is equal to an average yield rate of 2.1 tonnes per hectare in Narromine Shire. This is greater than the yield rate for Orana Region (1.8 tonnes per hectare).

The total value of cereal crops within Narromine Shire in 2015-16 was \$78.5 million which was dominated by wheat production at \$63.9 million (81.8% contribution to total cereal crop value). The value of Narromine cereal crops accounted for 18.2%

Proportion of Total Orana Region Production – Cereal Crops, 2015-16



Narromine Cereal Crop Production, 2015-16

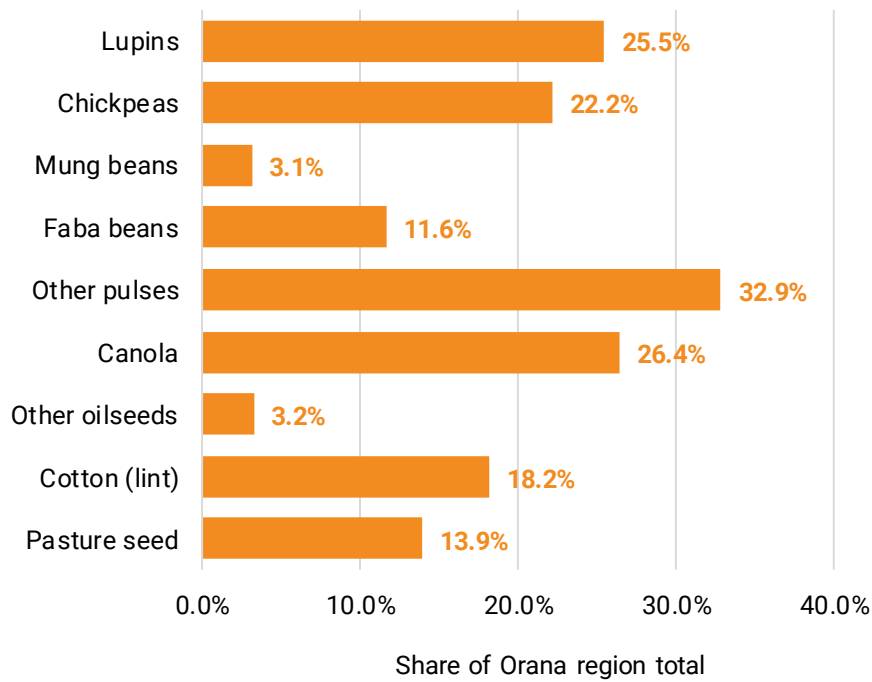


Non-Cereal Crops

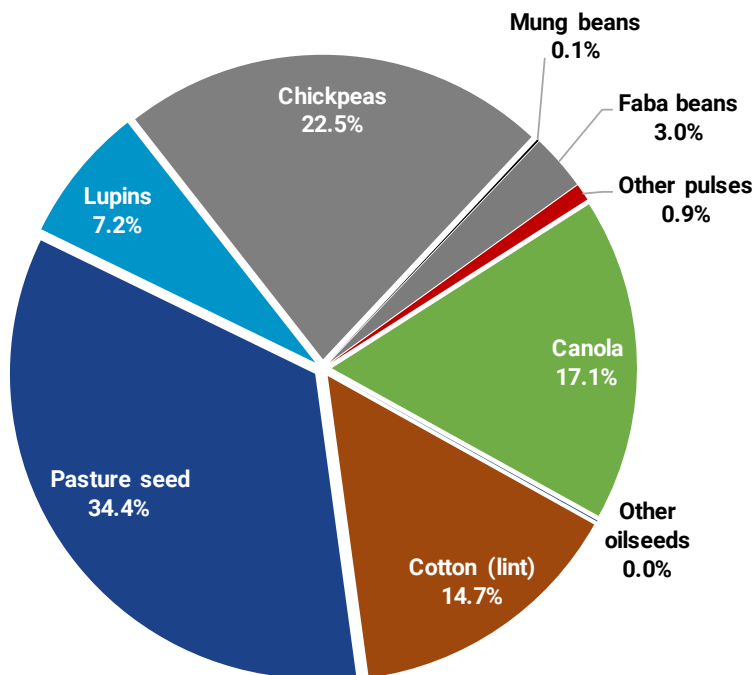
A total of 61,482 tonnes of non-cereal crops was produced in Narromine Shire. This is equal to an average yield rate of 1.5 tonnes per hectare. This is marginally less than the average yield rate for the wider Orana Region (1.5 tonnes per hectare). The total area of non-cereal crops for all purposes in Narromine Shire for 2015-16 was 61,482 hectares (12.4% of the 337,630 hectares allocated to non-cereal crop production in the wider Orana Region).

The total value of non-cereal crops within Narromine Shire in 2015-16 was \$70.5 million in which the largest contributions were made from cotton production at \$33.8 million (47.9%) and chickpea production at \$16.7 million (23.7%). The value of Narromine non-cereal crops dened 19.2% of Orana Region non-cereal crops.

Proportion of Total Orana Region Production - Non-Cereal Crops, 2015-16



Narromine Non-Cereal Crops Production, 2015-16



Broadacre Crops, Production 2015-16

	Area		Production	
	Hectares	% of Orana	Tonnes	% of Orana
Cereal Crops				
Wheat	110,968	17.8%	236,405	21.5%
Oats	11,956	15.1%	13,137	16.2%
Barley	17,245	12.8%	37,959	14.8%
Sorghum	93	0.6%	679	1.4%
Maize	83	44.5%	847	45.7%
All other cereals for grain or seed	0	0.0%	0	0.0%
<i>Cereal for Grain (Total)</i>	<i>140,345</i>	<i>16.4%</i>	<i>289,027</i>	<i>19.4%</i>
Cereal Crops not for Grain or Seed	3,893	6.4%	-	-
Non Cereal Crops				
Lupins	5,421	24.5%	6,869	25.5%
Chickpeas	25,867	22.4%	21,417	22.2%
Mung beans	63	1.9%	94	3.1%
Faba beans	1,815	12.4%	2,840	11.6%
Other pulses	1,142	43.1%	859	32.9%
Oilseeds				
Canola	11,031	27.6%	16,260	26.4%
Other oil seeds	20	1.2%	44	3.2%
Other crops				
Cotton	4,711	11.4%	14,025	18.2%
Other crops	2,954	10.6%	-	-
Pasture seed	8,459	12.4%	32,681	13.9%
<i>Non Cereal Crop total</i>	<i>61,482</i>	<i>18.2%</i>	<i>95,090</i>	<i>18.0%</i>



Broadacre Crops, Narromine Gross Value 2015-16

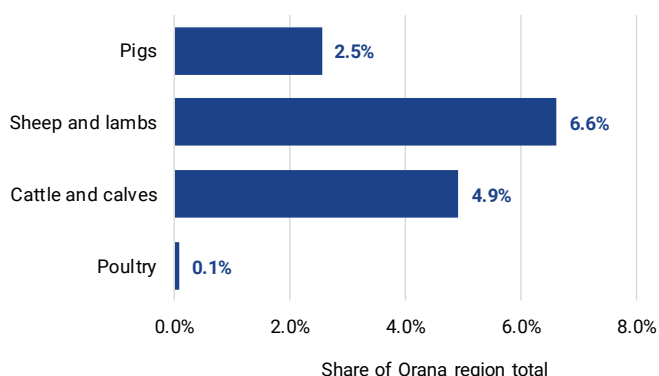
	Gross Value		Gross Yield (tonnes / ha)	Number of Businesses
	\$M	% of Orana		
Cereal Crops				
Wheat	\$63.9	21.5%	2.1	203
Oats	\$3.8	16.2%	1.1	100
Barley	\$10.4	14.8%	2.2	106
Sorghum	\$0.2	1.4%	7.3	4
Maize	\$0.3	45.7%	10.3	5
All other cereals for grain or seed	\$0.0	0.0%	0.0	0
Cereal for Grain (Total)	\$78.5	19.3%	2.1	417
Cereal Crops not for Grain or Seed	-	-	-	39
Non Cereal Crops				
Lupins	\$2.9	25.5%	1.3	38
Chickpeas	\$16.7	22.2%	0.8	68
Mung beans	\$0.1	3.1%	1.5	1
Faba beans	\$1.2	11.6%	1.6	10
Other pulses	\$0.3	32.9%	0.8	5
Oilseeds				
Canola	\$8.4	26.4%	1.5	46
Other oil seeds	\$0.0	3.2%	2.2	1
Other crops				
Cotton	\$33.8	18.2%	3.0	24
Other crops	\$0.3	21.2%	-	18
Pasture seed	\$6.7	15.0%	3.9	94
Non Cereal Crop total	\$70.5	19.2%	1.5	-

Livestock

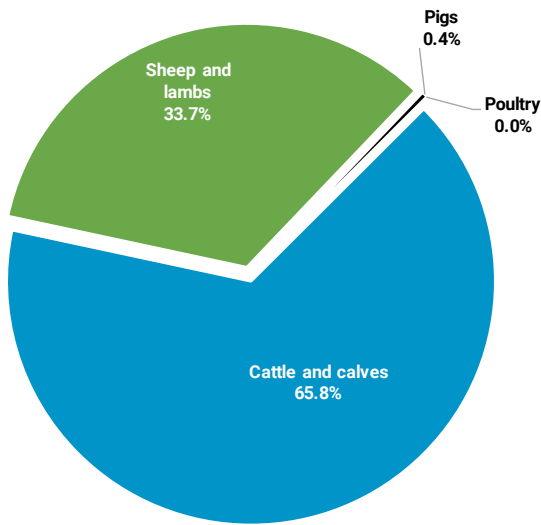
Beehives number in excess of 1,050 and account for 34.9% of all beehives in Orana. The most prominent livestock in Narromine is sheep and lambs, with the number of lambs in Narromine accounting for 8.1% of all lambs in the Orana Region.

The gross value of livestock slaughtered for 2015 -16 was \$27.9 million, consisting of \$18.3 million in cattle and calves, \$9.4 million in sheep and lambs and \$0.1 million in pig slaughters.

Proportion of Orana Region Gross Value – Livestock Slaughtered, 2015-16

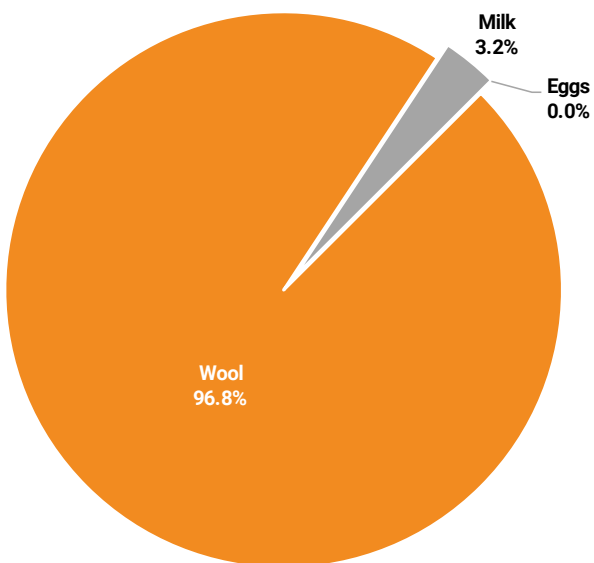


Gross Value of Livestock Slaughtered, Narromine, 2015-16

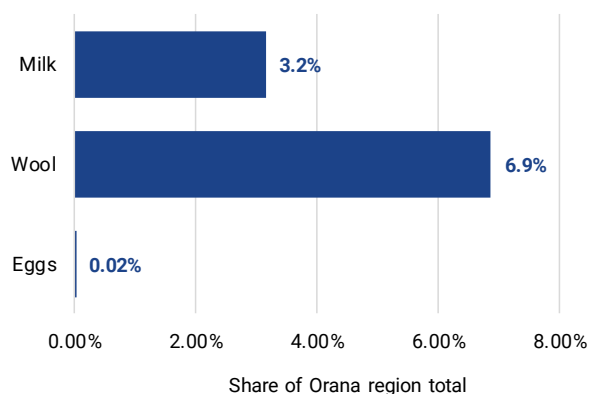


The gross value of livestock products in Narromine for 2015-16 is \$12.8 million which is driven by \$12.4 million in wool sales and \$0.4 million in milk sales. Narromine's livestock products accounted for 6.6% of the gross value generated by Orana Region in livestock products for 2015-16.

Gross Value of Livestock Products, Narromine, 2015-16



Proportion of Orana Region Gross Value – Livestock Products, 2015-16



Livestock Production, 2015-16

	Production		Number of Establishments
	Head No.	% of Orana	
Poultry and Eggs			
Layers	38	0.2%	3
All other Poultry	3	0.0%	1
Hen Egg Production (dozens)	53	0.0%	3
Cattle			
Diary Cattle			
Cows in Milk and Dry	126	3.2%	5
Other Diary Cattle	409	7.2%	3
<i>Total Diary Cattle</i>	<i>535</i>	<i>5.5%</i>	<i>8</i>
Meat Cattle			
Calves less than 1 year	10,766	5.6%	138
Cows and heifers 1 year and over	15,766	4.5%	141
All other meat cattle	8,666	5.1%	134
<i>Total Meat Cattle</i>	<i>35,198</i>	<i>4.9%</i>	<i>170</i>
Sheep and lambs			
Lambs under 1 year	129,927	8.1%	170
Breeding ewes 1 year and over (Merino and other)	186,507	6.6%	177
All Other Sheep & lambs	24,841	4.5%	-
<i>Total sheep and lambs</i>	<i>341,275</i>	<i>6.9%</i>	<i>202</i>
Pigs			
Breeding Sows	107	6.5%	6
All other pigs	142	1.7%	5
<i>Total Pigs</i>	<i>248</i>	<i>2.5%</i>	<i>6</i>
Other Livestock			
Goats	1,328	1.5%	6
Beehives	1,052	34.9%	3
All other livestock	243	3.4%	19

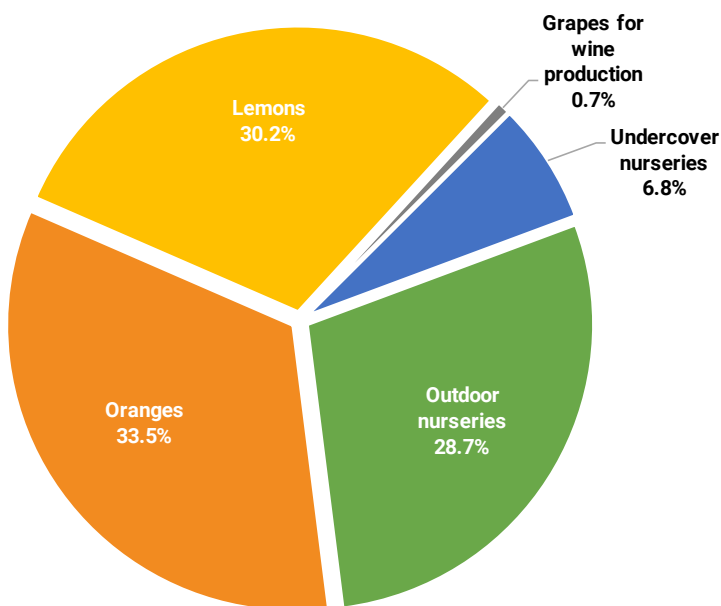
Livestock, Gross Value 2015-16

	Gross value	
	\$M	% of Orana
Livestock products		
Eggs	\$0.000	0.0%
Wool	\$12.434	6.9%
Milk	\$0.413	3.2%
<i>Total</i>	\$12.846	6.6%
Livestock slaughtered and other disposals		
Poultry	\$0.001	0.1%
Cattle and calves	\$18.310	4.9%
Sheep and lambs	\$9.381	6.6%
Pigs	\$0.108	2.5%
Other	\$0.000	-
<i>Total</i>	\$27.839	5.3%
Total	\$40.686	5.7%

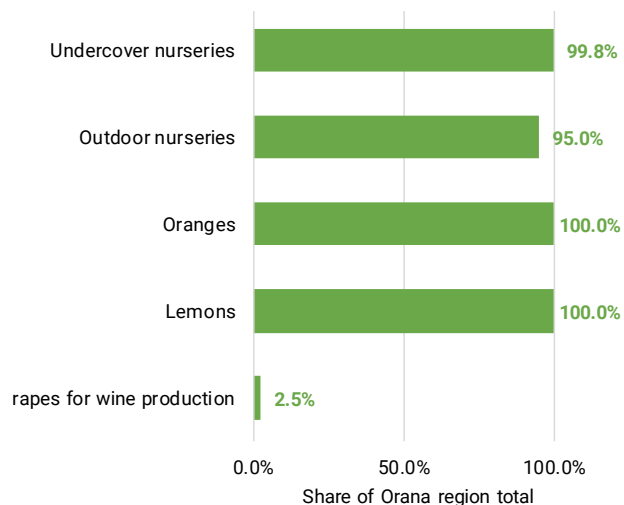
Horticulture

Narromine's Horticulture sector includes nurseries and the production of citrus and grapes for wine production. The total value of Narromine's horticultural sector is \$3.5 million where the largest contributing commodity is oranges valued at \$1.2 million (33.5%) followed by lemons (\$1.1 million or 30.2% of horticultural activity).

Gross Value of Horticulture Production, Narromine, 2015-16



Proportion of Orana Region Gross Value – Horticulture, 2015 -16



Production and gross value for the Orana region's nursery production, and oranges and lemons is predominately from Narromine. Grapes for wine production are now producing and have contributed 2.5% to total Orana region gross value for grapes for wine production.

Horticulture, Production and Gross Value, 2015 -16

	Area / number			Production	
	No.	Unit	% of Orana	Tonnes	% of Orana
Nurseries					
Undercover	0.5	Hectare	99.8%	-	-
Outdoor	8.8	Hectare	95.1%	-	-
Fruit and Nuts					
All Orchard Fruit	97	Hectare	29.7%	2,044	41.5%
Oranges	78,108	No. trees	100.0%	1,534	100.0%
Lemons	7,444	No. trees	99.7%	434	100.0%
Grapes for wine production	135	Hectare	17.2%	75	2.5%
Total Horticulture	242	Hectare	21.5%	2,044	41.5%

	Gross Value		Gross Yield		Number of Establishments
	\$M	% of Orana	No.	Unit	
Nurseries					
Undercover	\$0.238	99.8%	-	-	2
Outdoor	\$1.003	95.0%	-	-	4
Fruit and Nuts					
Oranges	\$1.172	100.0%	40.8	kg / tree	2
Lemons	\$1.056	100.0%	58.3	kg / tree	1
Grapes for wine production	\$0.025	2.5%	0.6	t / ha	2
Total Horticulture	\$3.494	77.3%	-	-	-

BUSINESS SUPPORT SERVICES & RESOURCES

Narromine Shire Council

W - www.narromine.nsw.gov.au

P - 02 6889 9999

E - mail@narromine.nsw.gov.au

Regional Development Australia - Orana

W - www.rdaorana.org.au

P - 02 6885 1488

E - admin@rdaorana.org.au

Provides up-to-date economic data and data analysis for the Orana region and may create reports and supporting evidence for grant applications.

NSW Trade and Investment – Office of Regional Development

W - www.business.nsw.gov.au

P - 02 6883 3100

E - business@business.nsw.gov.au

Business Enterprise Connect

W - www.smallbusiness.nsw.gov.au

P - 02 1300 134 359

E - executiveofficer@dubbochamber.com.au

Orana ASBAS (Australian Small Business Advisory Service)

W - www.oranaasbas.com.au

P - 02 6881 8699

Resources

- REMPLAN Economic Development Practitioner Package for Narromine Shire
- 2016 ABS Census Journey to Work Employment Data;
- 2014 / 2015 ABS National Input Output Tables;
- June 2017 ABS Gross State Product;
- ABS Catalogue number 8165.0 "Counts of Australian Businesses, including Entries and Exits, Jun 2012 to Jun 2016".
- ABS Catalogue number 7503.0 "Value of Agricultural Commodities Produced, Australia, 2015 -16".
- ABS Catalogue number 7121.0 "Agricultural Commodities, Australia, 2015 -16".

Disclaimer

Any representation, statement, opinion or advice, expressed or implied, in this publication is made in good faith, but on the basis that Narromine Shire Council or its employees are not liable (whether by reason of negligence, lack of care or otherwise) to any person for any damage or loss whatsoever, which has occurred or may occur in relation to that person taking (as the case, may be) action in respect of any representation, statement or advice referred to above.

Using ABS datasets, the regional economic modelling software "REMPAN economy", has been applied to generate this information. This document is provided in good faith with every effort made to provide accurate data, however REMPLAN does not guarantee the accuracy of data nor the conclusions drawn from this information.

REMPAN

(07) 5689 1499 / (03) 5444 4788

www.remplan.com.au

This economic profile has been prepared as background information for potential investors, funding agencies, entrepreneurs, small-to-medium business owners, families and others wanting to share and contribute to the Shire's future growth.

For more information visit: www.narromine.nsw.gov.au