

# GGA Benchmarking Report

February 2023

## 1. Introduction

Grower groups operate independently and are typically governed by members who have innovation governance experience limited to their grower group. Without relativity, it is difficult for the grower group to gauge their performance.

The Benchmarking program enables participating grower groups to compare their operations year on year to the performance of others - identifying both areas of concern and areas of high performance. This relative information will assist members to better self-govern their grower group.

On a holistic network basis, participation by groups in benchmarking enables the GGA to detect broader issues and trends indicating where groups as a collective face threats, which empowers GGA to tackle network risks in a proactive manner providing improved support to its highest priority stakeholders.

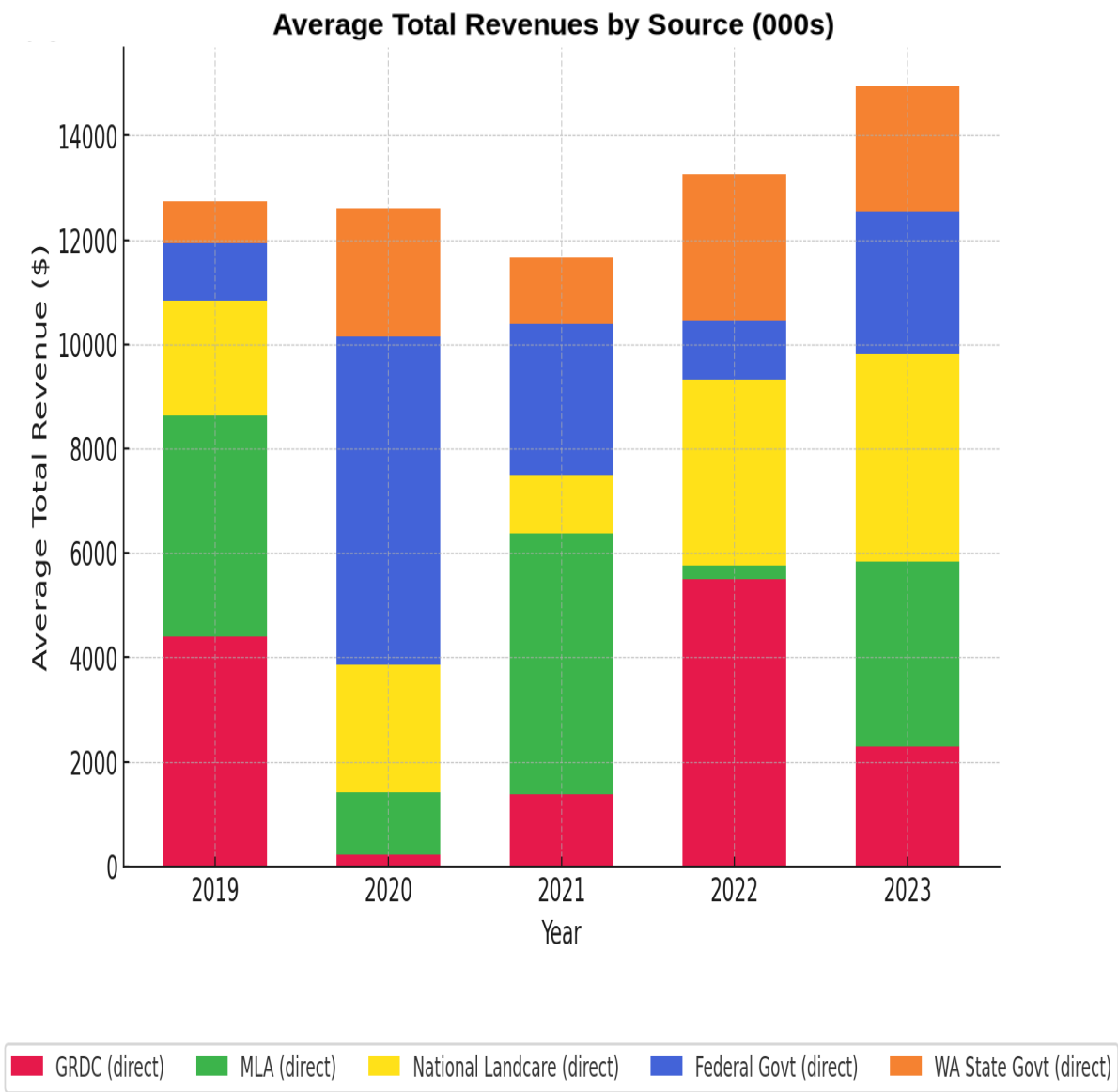
The Benchmarking program is focussed on two distinct areas: Financial and operational data and Capacity/skills assessment. This report captures the analysis of the cohort information captured from the surveys to assist in representing the value that the Benchmarking program can provide and to assist in further development of the program.

*Disclaimer - whilst reasonable care is taken in report preparation, no warranty over the accuracy or completeness of the data and information in this report is provided by the author, the GGA or the participating Grower Groups.*

2. Cohort Analysis

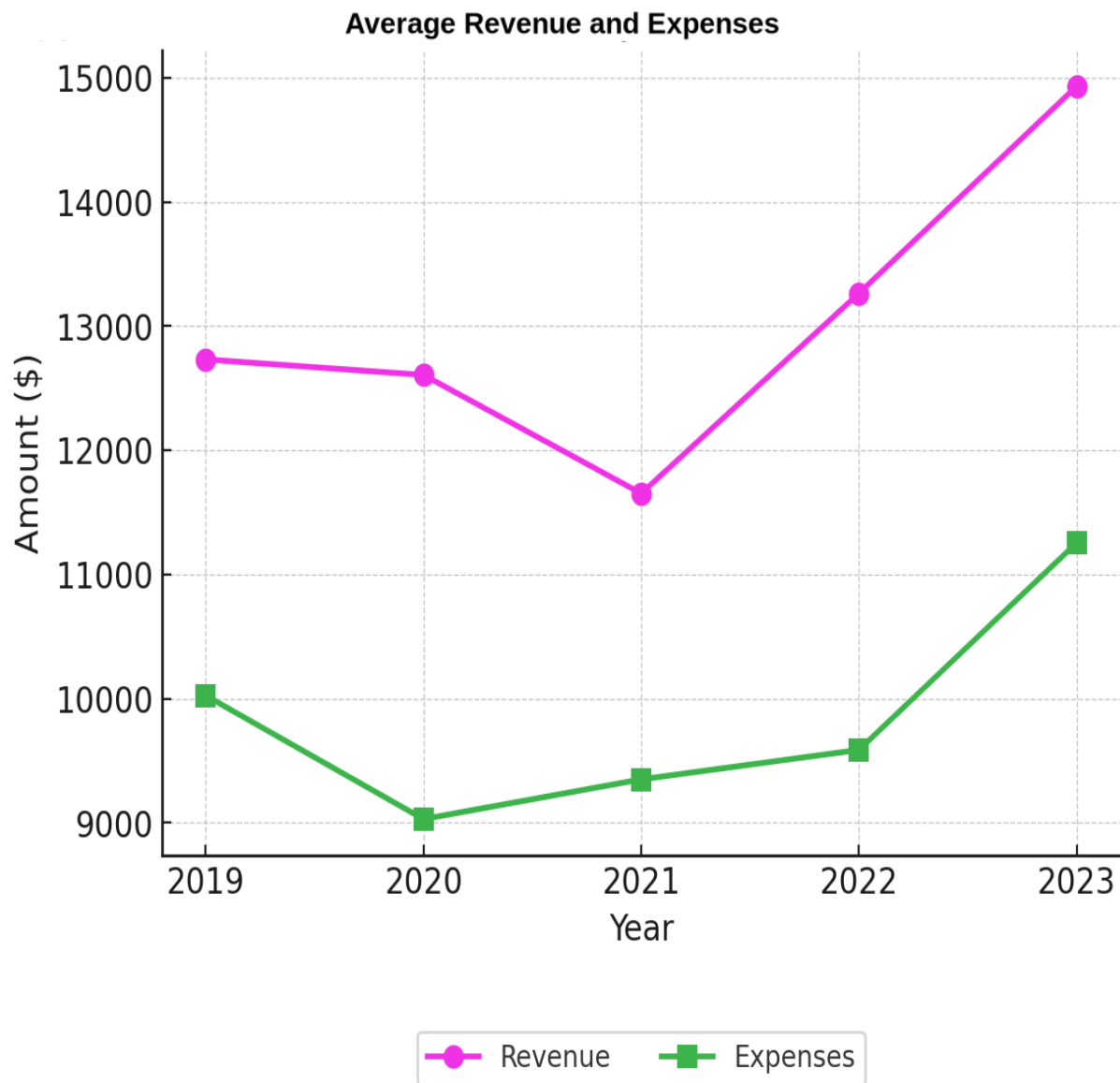
2.1. Profit and Loss

Figure 1



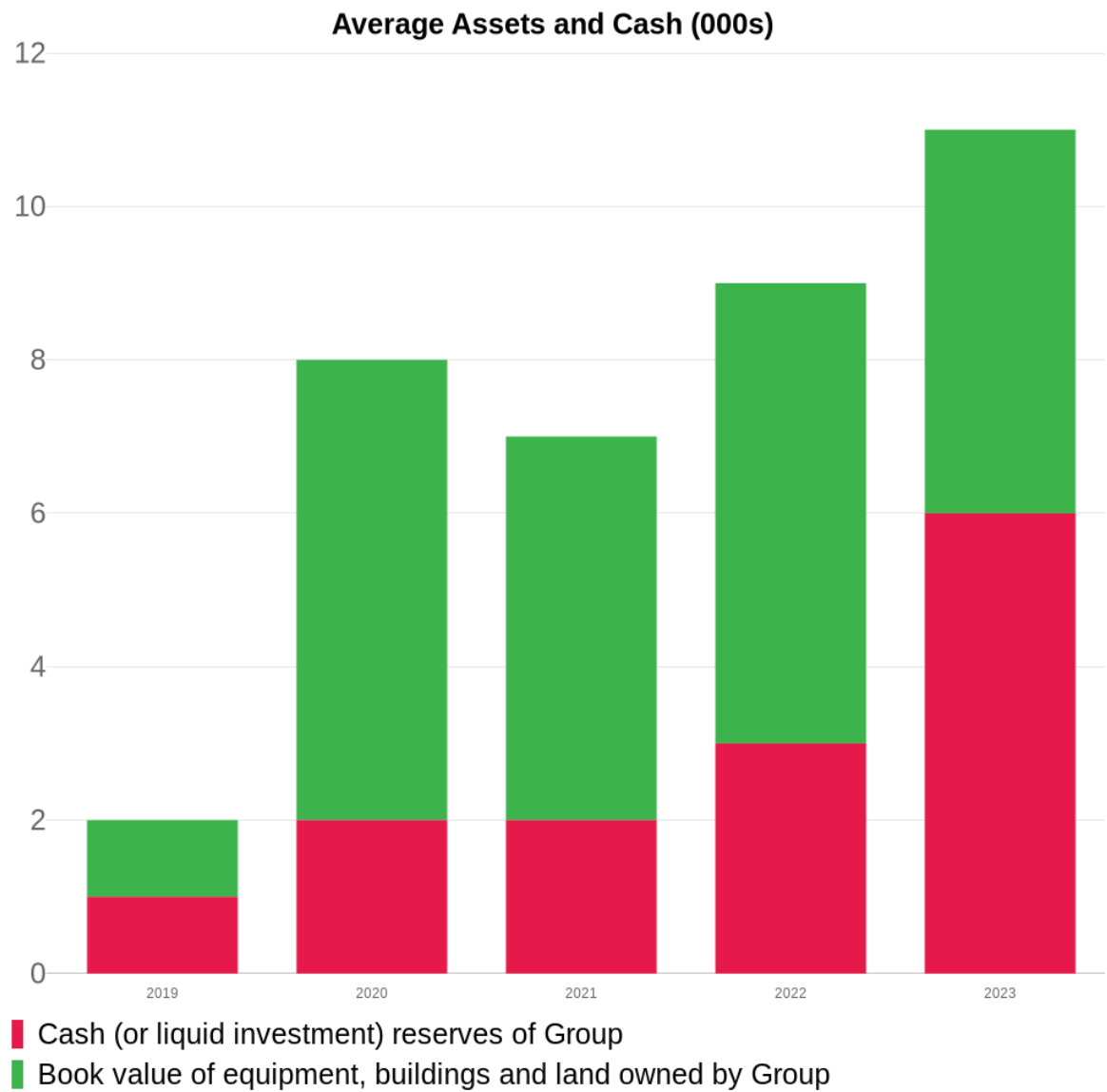
## 2.2. Rightsizing

Figure 2



2.3. Liquidity

Figure 3



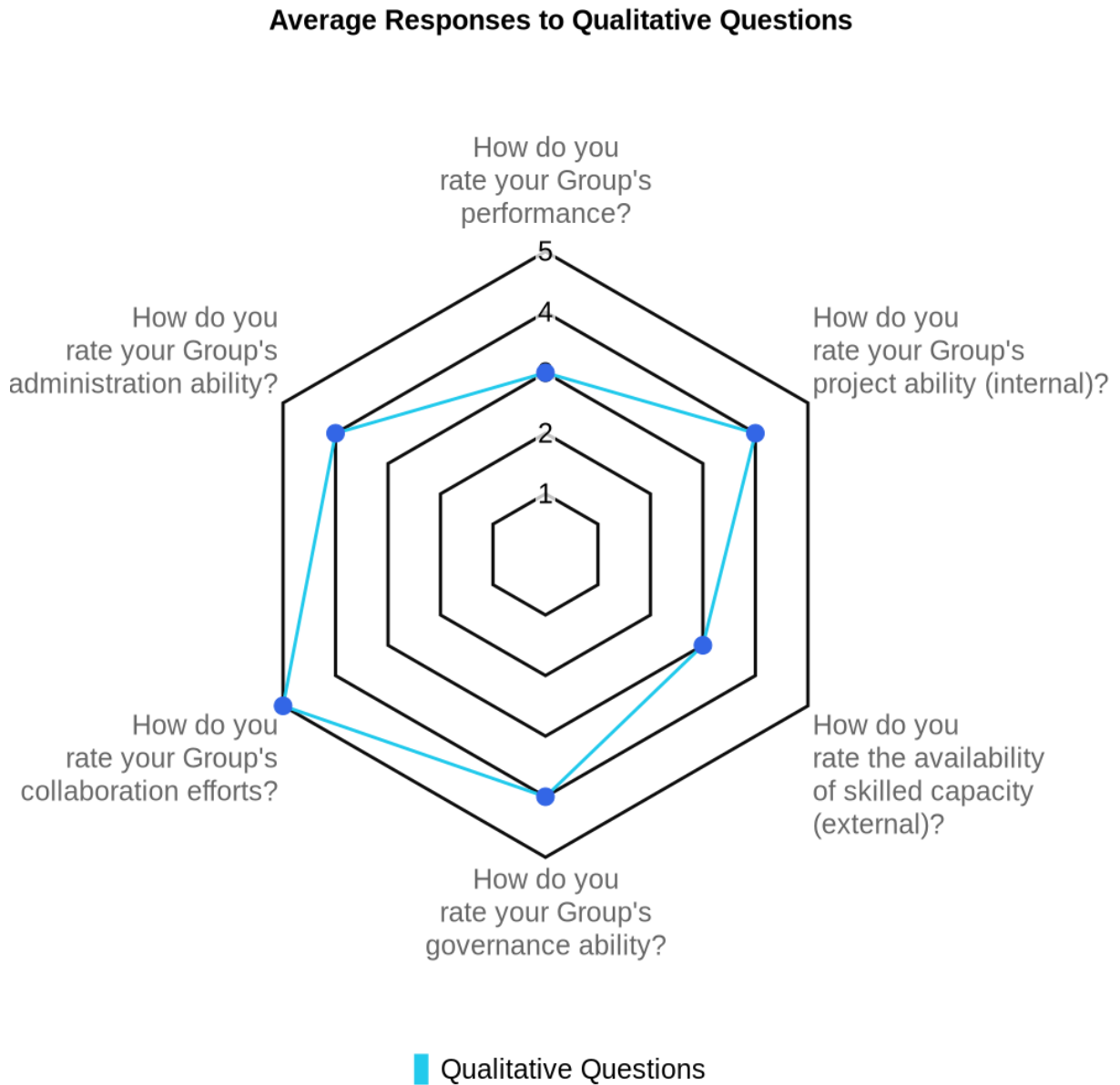
## 2.4. Member Composition

Figure 4

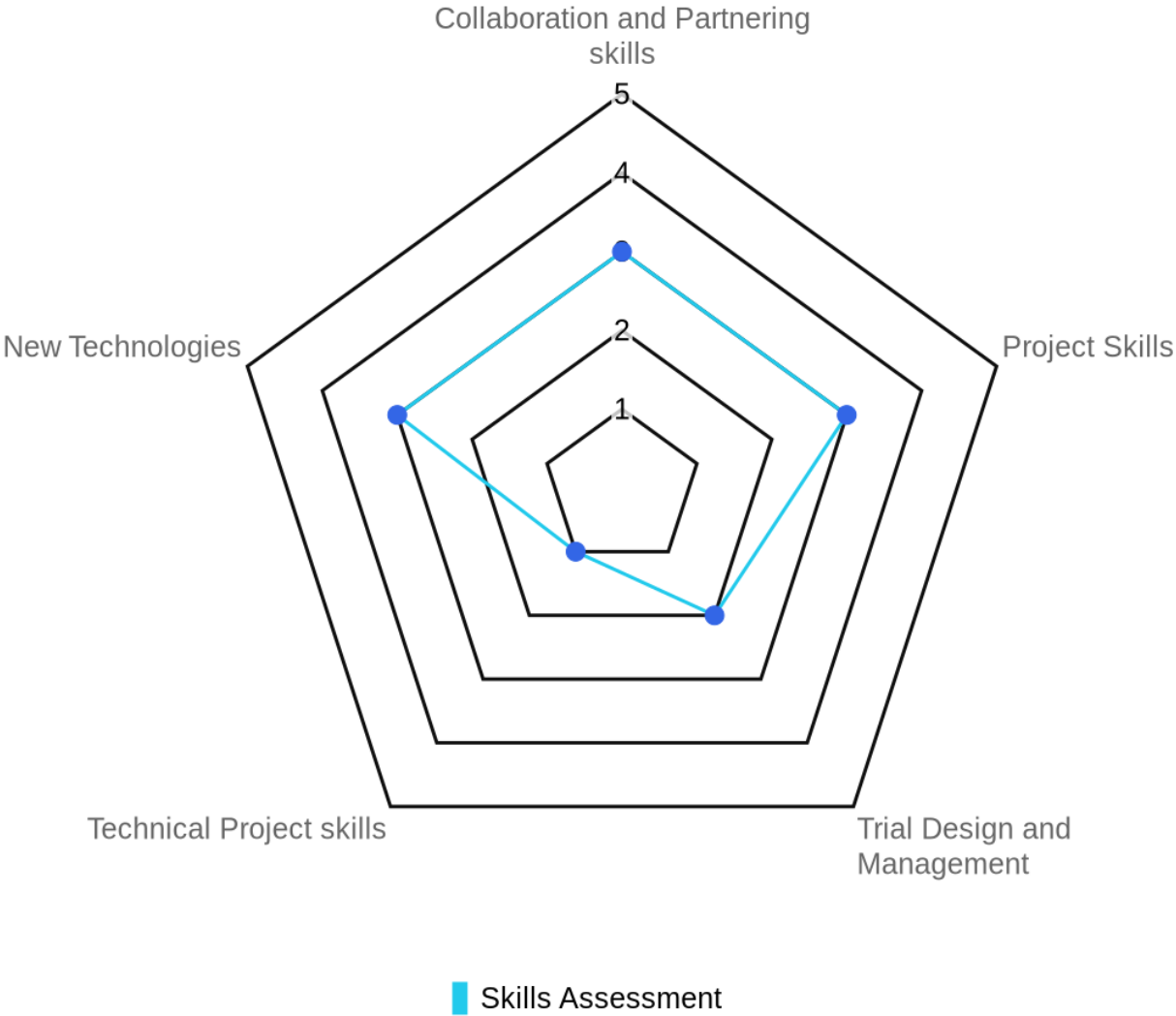


## 2.5. Capacity and Skills

Figure 5



Average Self Assessment of Internal Skills



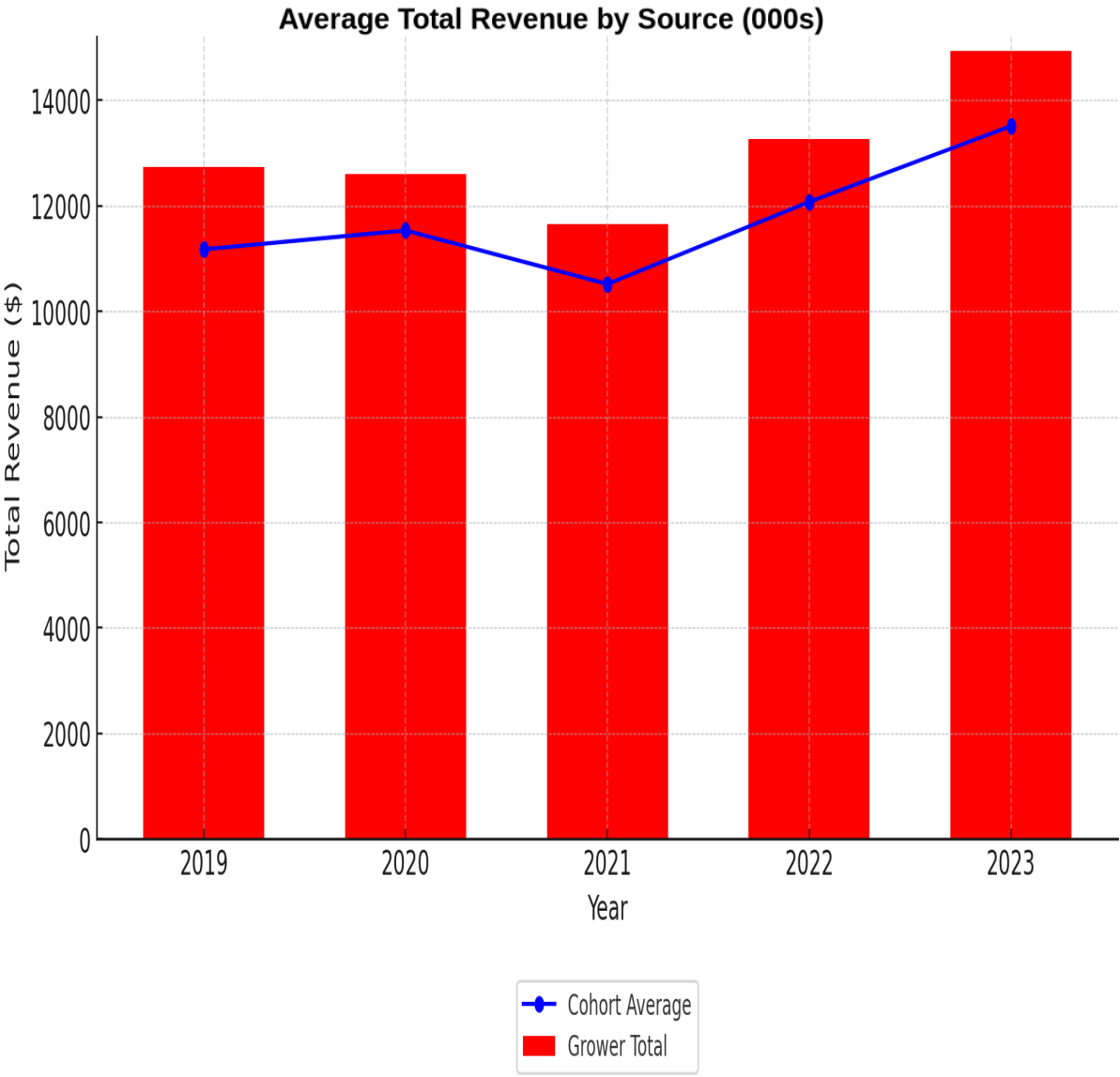
## Appendix A — Individual Analysis

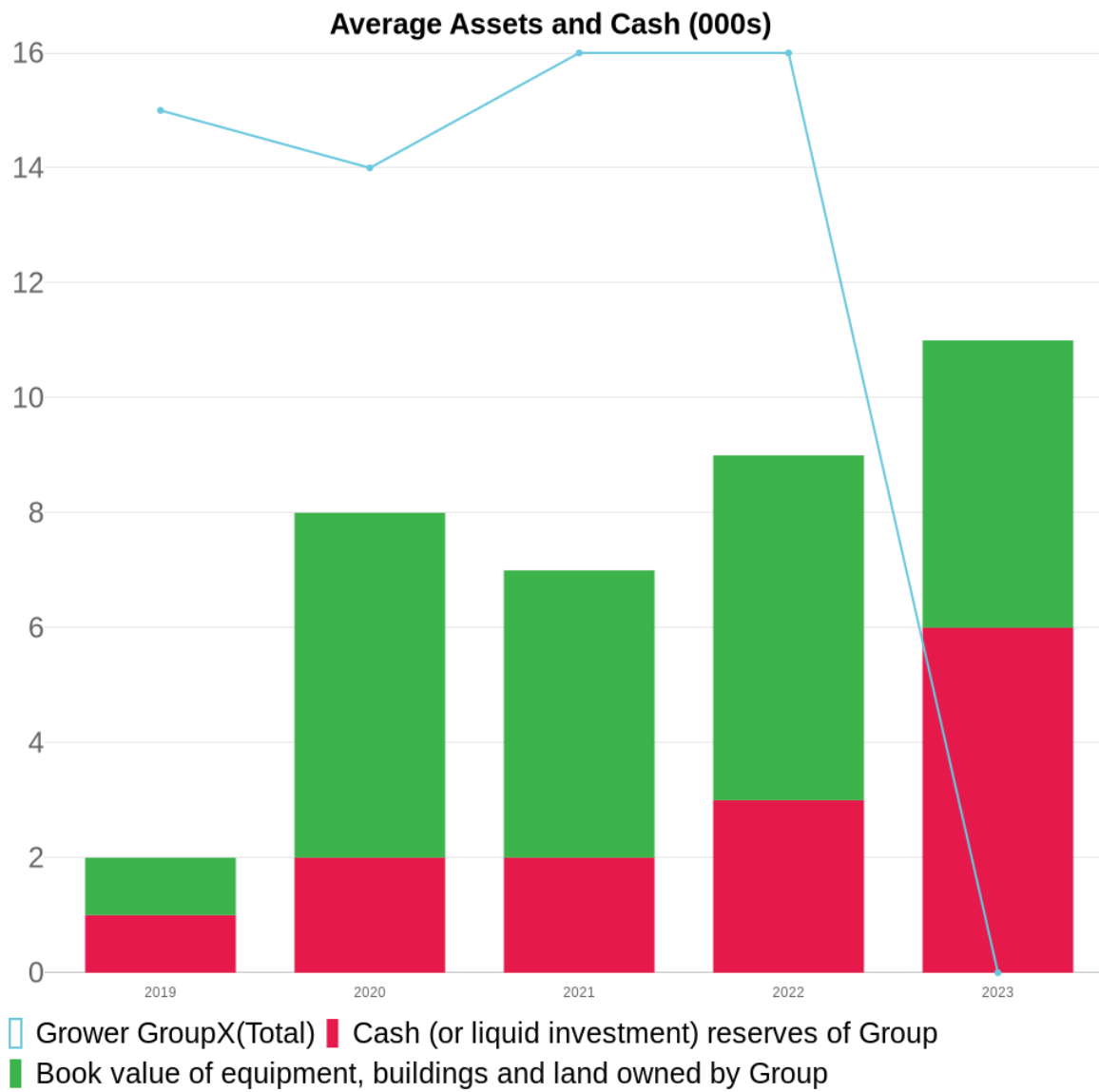
### Grower Group comparison to average of cohort for major categories.

22/23

<b>Income</b>	<b>119% Of Average</b>
Project funding	
GRDC (direct)	147% Of Average
WA State Govt (direct)	86% Of Average
Indirect (sub-contract funding)	53% Of Average
Membership	
Grower	184% Of Average
Sponsors/partner contributions	135% Of Average
Sundry	252% Of Average
<b>Expenses</b>	<b>142% Of Average</b>
Project costs (non-staff)	232% Of Average
Events, publication, extension activities	73% Of Average
Permanent Staff	128% Of Average
Casual Staff	48% Of Average
Contract Staff	170% Of Average
Office	170% Of Average
Vehicles	118% Of Average
Other	259% Of Average
<b>Net Surplus/Loss</b>	<b>48% Of Average</b>
<b>Members</b>	
Number of Grower members (by farm entity	64% Of Average
Number of Associate or non grower members	9% Of Average
Number of financial sponsors/partners	134% Of Average

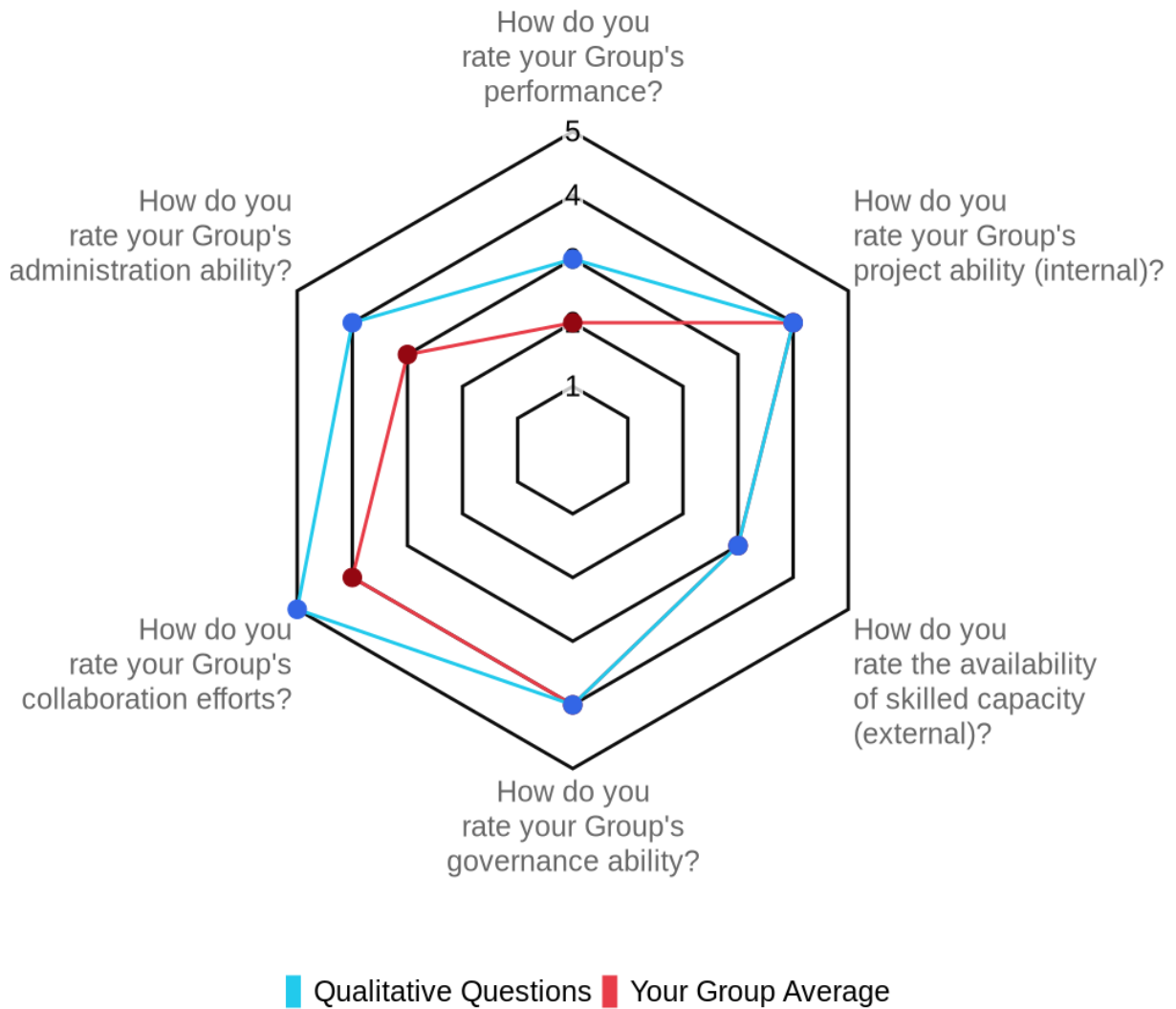
Grower Group to Cohort average over time





## Appendix B— Internal Skill Self-Assessment

### Average Responses to Qualitative Questions



### Average Self Assessment of Internal Skills

