



## Stimulating private sector extension in Australian agriculture to increase returns from R&D



Australian Government  
Department of Agriculture  
and Water Resources

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Department  
of Industry



Economic Development,  
Jobs, Transport  
and Resources



## Considerable diversity in extension privatization dynamics in EU

- Full privatization: e.g., Netherlands, UK
- Partial privatization: e.g. France, Denmark, Germany, Norway
- Emergence of different types of private providers: range of specialized advisors and those that also sell other goods and services
- Industry organizations and public sector continue to play an important role in funding and sometimes also delivery of advisory services

Delphy

agrifirm  
plant

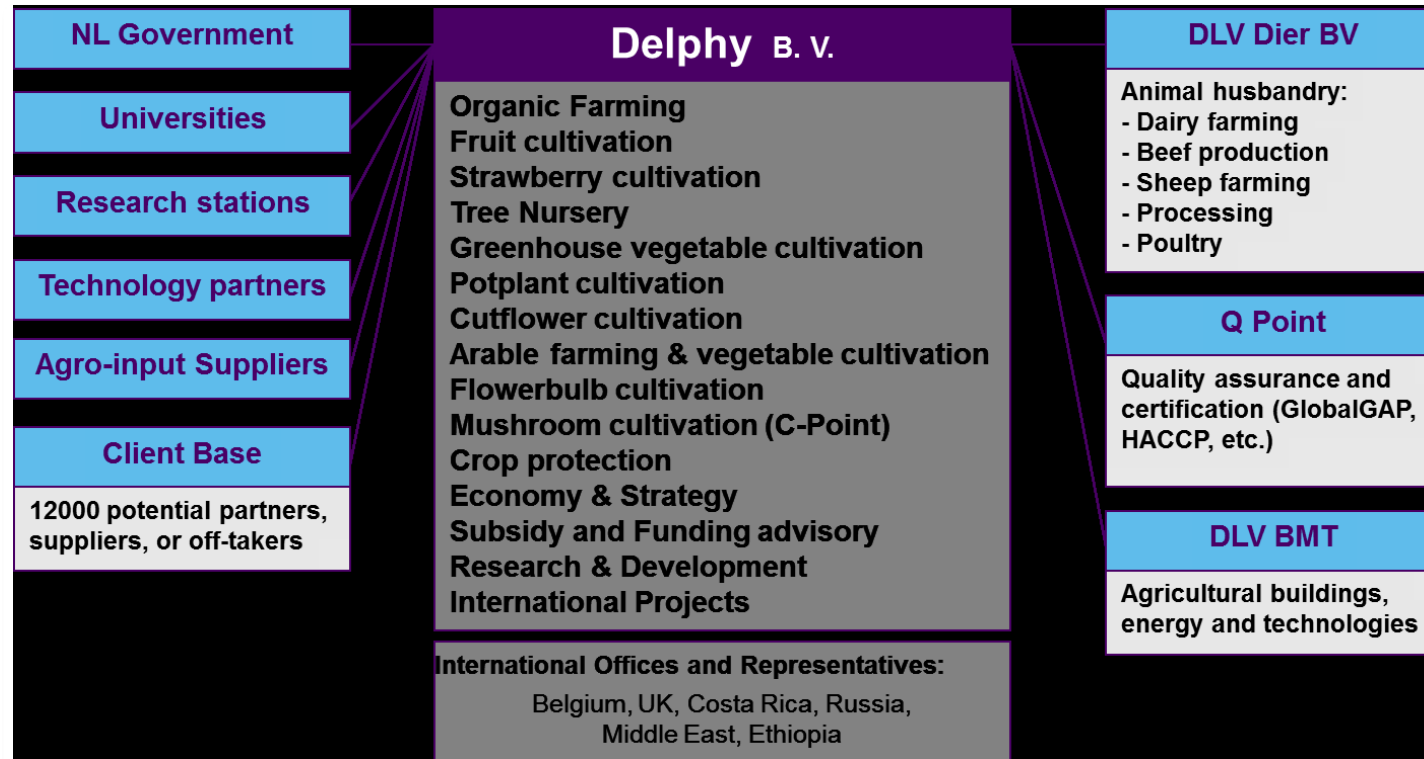
LTO Glaskracht  
Nederland

ADAS





## Example: Delphy





# Post-privatization challenges

- Overcoming initial turbulence:
  - Distrust and fragmentation
  - Reorientation
  - Consolidation
- Making sure industry and public goods are addressed in addition to private demands
- Making sure that advisory services remain up-to-date and that service innovation occurs (link R&D with E and E with E)





## Post-privatization challenges continued

- Making sure that different types of farmers (production types/farm size/ambition levels) are served (advisory subsystems)
- Making sure that farming practice innovation is well connected with broader supply chain change

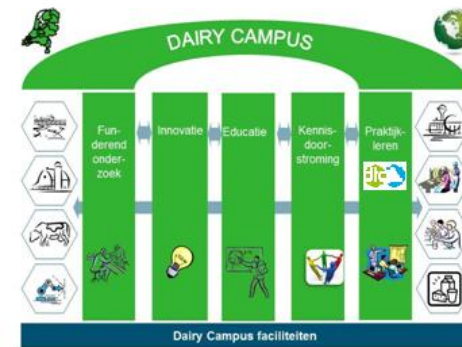






# Trends

- Blurring of roles between R, D and E
- Internationalization
- Digitalization



Costa Rica  
Poland  
UK  
Middle East  
Ethiopia  
Russia



## Reflections for Australia

- Finding new roles in R,D & E system takes some time
- Importance of coordination and exchange
- Diversity of farms and access to advice
- Export value of Australian advice
- How to create value from or add value to Big Data Platforms/Sensors/Apps, etc.



» The Australian Association of Agricultural Consultants (WA) Inc.





Thanks for your attention!