



Success stories

## Locklands Pastoral

A big picture vision



## Turning disaster into opportunity

Potato Farmer Peter Lock is leading a generational shift in the potato industry on Kangaroo Island, striving to build a fully optimised state-of-the-art processing facility with the capacity to grade seed stock grown on the Island for a cluster of growers.

## Kangaroo Island bushfires

Kangaroo Island is a potato pest and disease-free environment with ideal growing conditions. Island growers are the first link in the potato supply chain, growing virus-free Gen 1-5 seed to supply Australia's major growers who then grow on for distribution through to the end consumer: the public.

## Challenges

The 2019-2020 Black Summer Bushfires decimated Lockland's production facilities, causing more than \$3M in damages. With less than one-third insured sufficiently and complications around compensation for leased facilities, funds were rapidly used to refurbish and utilise a neighbour's very old grading plant.

This enabled the Island summer crop from Lockland's and four other growers to be processed - albeit at 25% of pace.

## Funding the business has been no mean feat

Under the Strengthening Business outcome of the Entrepreneurs' Programme and with support from Delivery Partner Business SA's Facilitators, who worked tirelessly to secure a \$1M loan to rebuild the foundation facilities inclusive of the cool storage. *'Without this the business would sink'* says Sue Arlidge, Strengthening Business Facilitator.

The grading plant and workers accommodation remain unfunded.

Discussions are underway to secure a further \$1M to finalise the full build inclusive of worker's onsite accommodation.

## Technology driven future

Whilst initially cautious, Island grower's curiosity about the value of working as a cluster is brewing. Maximising the capacity of a new fit for purpose LEAN custom-designed plant, using a technically advanced Tong state-of-the-art optical grading plant. And improving the quality of product to market opens opportunity to increase harvests.

Future plant capacity will be 12 to 15 tonne per hour, well more than the current two to three tonne per hour. New management advisory, systems and reporting developed by Facilitators underpin the future success of the business.

*'Without support from the Program and the sheer determination of Strengthening Business Facilitators to succeed – my business would no longer exist!'* says Peter Lock, Managing Director.