



AN ENTERPRISE CREATING LOCAL EMPLOYMENT &  
TRAINING OPPORTUNITIES IN HOSPITALITY & FARMING

Shire of Cocos (Keeling) Islands  
Andrea Selvey

13 August 2020

Dear Andrea,

**RE: PROPOSAL TO LEASE LAND HELD IN TRUST UNDER THE LAND TRUST 1984**

**Proponent: Anthony Lacy trading as Cocos Artisans Collective**  
*(Updated August in response to address new requirements 2020)*

**SUMMARY**

*To surrender the Lease on Lot 219 and Lot 220 and renew the lease on part of Lot 220 (Option A) excluding the existing lime trees and including the farm shed. This will enable the continuation of the production of packaged export food products, primarily flavoured coconut chips and the plantation of additional lime seedlings.*

*To have first right of refusal for Option B as this will be suitable for 500 lime trees in year 2 as the COVID situation has affected our business for the next 2 years.*

**SITE AND LOCATION**

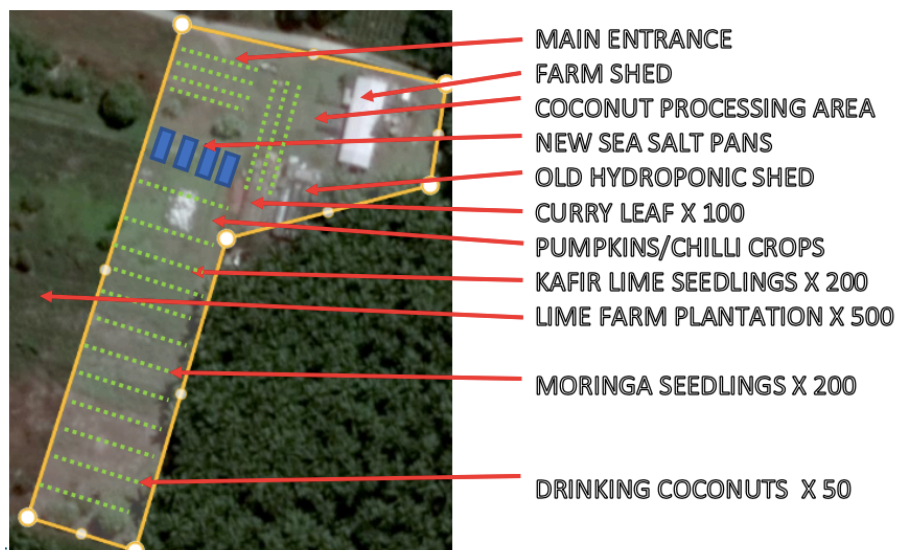
*Part of Lot 220, Mahoon Rd, West Island. Option A with Option B first right of refusal*



## PROPOSED LEASE TERM

10 years x 10 years as per existing leases within a 5km area.

## SITE PLANS



## WASTE MANAGEMENT

WASTE	MANAGEMENT	VOLUMES/MONTH
Grey Water	existing septic system	500 litres
General Rubbish	Green Shire Bins	60 kg
Glass	Red Shire Bins	1 kg
Aluminium	Yellow Shire Bins	1 kg
Plant & Vegetable Waste	Worm Farm onsite	20 kg
Coconut husks	Mulch & pizza oven firewood	100 kg (excess transported to shire green waste site)
Coconut shells	Firewood for pizza ovens	10 kg
Unused farm vehicles	Shire transfer station	1 per year

## ECONOMIC AND SOCIAL OUTCOMES

- Employment

*The potential employment opportunities are subject to product sales demand post COVID 19. A conservative approach has been factored into sales with a minimum of 10 stores only in the first year, then increasing up to 100 stores in the 5<sup>th</sup> year. The target is nationwide and success will depend on the cost of production with mechanisation of production and packaging in the 3<sup>rd</sup> year.*

## **Conservative Sales Growth**

*Based on conservative sales estimates, up to 10 mainland stores is the aim within first year, as packaging and infrastructure has already been invested in. The 5<sup>th</sup> year aim is for 100 mainland stores, however due to the high labour costs and related high cost of production, this will only be achievable in year 3 with additional capital investment for a deshelling and dehusking machines, in addition, the engagement of a food packaging/marketing consultant Alison Ball will be part of the milestones.*

*The employment result based on conservative sales will be for the following positions*

- **Position:** Farm Production Manager  
**Hours:** 10hrs/week  
**Duties:** OH&S, training, admin & marketing, supervising operations  
**Wages:** In kind contribution by proponent
  - **Position:** Trainee Farm Production Assistant  
**Hours:** 20hrs/week  
**Duties:** management of new plantations, maintenance of all areas (weeding, mowing etc), coconut production & processing  
**Wages:** Traineeship Award Wages (\$18-\$22/hr)
  - **Position:** 1 x Casual Farm Hand  
**Hours:** 8hrs/week (seasonal)  
**Duties:** harvesting, food processing and packaging operations
- Community outcomes – how will the general community benefit?
    - *The recent success of new lime propagation trials will enable the plantation of 500 lime trees in 2021/22. Surplus limes will be available to the community in addition to surplus lime seedlings for plantation. In addition, plantings of lemongrass for satays and special occasions, pumpkins and in year 3 a hydroponic system will enable surplus produce to be available at a monthly farmers markets or direct farm sales if production exceeds expectations.*
  - Tourism – will this contribute to tourism product and thus economic benefit?
    - *The farm projects and products are tourism related. Farm tours enhance the visitor experience and support seniors from Home Island visits and CIDHS annual visits learning about remote location enterprise studies from existing businesses. In year 3 we envisage a boost to Cocos Islands during and post completion of the runway upgrade, so the potential for an increase in tourism groups will create interest in re opening the farm for tours and product tastings on a more regular basis.*
  - Environment – how might this proposal improve the environment?
    - *The employment of a trainee will ensure the weeds are maintained and the management of a commercial worm farm will be of community interest for by-products from local green food waste ex cafes and residents.*

*The long term aim for Lot 220 is be uncertified organic until financially there is a need to invest in organic certification from year 3 onwards.  
In addition to this, by creating mulch, worm castings and other organic matter to add to the soil it will increase the soils microbial rates, then surplus will be offered to the community for their gardens or farm plots.*

## **OUTCOME BASED MILESTONES TO INCLUDE IN THE LEASE (if applicable)**

### **PROPOSED MILESTONES**

<b>YEAR</b>	<b>MILESTONES</b>
1. 2021/22	<ul style="list-style-type: none"><li>- plantation of 200 moringa seedlings</li><li>- plantation of season crops of pumpkins/chilli crop</li><li>- plantation of 100 curry leaf plants</li><li>- plantation of 100 lemongrass</li><li>- completion of 1 solar evaporation sea salt system</li><li>- plantation of 50 water coconuts</li></ul>
2 2022/23	<ul style="list-style-type: none"><li>- management of crops planted in Year 1</li><li>- employment of 1 permanent part time staff &amp; casual staff</li><li>- completion of 3 solar evaporation sea salt system</li><li>- propagation of additional lime trees from cuttings</li><li>- plantation of 500 lime trees in Option B zone</li><li>- engagement of packaged food consultant Alison Ball</li></ul>
3 2023/24	<ul style="list-style-type: none"><li>- management of crops planted in Year 1</li><li>- creation of farm tourism products: group tours</li><li>- invest in new hydroponic system for cafes and community</li></ul>
4 2024/25	<ul style="list-style-type: none"><li>- management of crops planted in Year 1 &amp; 3</li></ul>
5 2025/26	<ul style="list-style-type: none"><li>- management and harvesting of long term crops from year 1</li></ul>

### **MARKET VALUATION**

I acknowledge the current market valuation from the Shires independent valuer for Option A is \$2,650 and I seek no discount on this valuation regardless on the poor soil and history to date from previous leasees.

Regards

Tony Lacy  
Coordinator  
Cocos Artisans Collective