



Highlights of the interview with Bert Glover, Impact AG Partners on investing \$160M to regenerate Australian soils

<http://www.impactag.com.au>

Welcome to another episode of the podcast. I'm Koen van Seijen your host and today I interview Bert Glover, co-founder of **Impact AG partners** which manages over a hundred and fifty million Australian dollars in land assets on behalf of international and domestic investors in Australia.

Bert Glover:

I started to look at besides financial performance what else was happening in those ecosystems and I guess I soon started to realize that I felt that in some ways economic performance was an outcome and that outcome was at the cost of the environment and the society the greater society and I felt that there had to be a better way in terms of how we farm.

I quickly understood that you know 60 per cent of our farm profit was coming from only 20 per cent of our years.

Financial performance is also a key point in [this interview with Paul McMahon](#)

Great paper on [The investment case for ecological farming](#)



An [interview which dives deeper into the operating side of regenerative agriculture](#) with Chuck de Liedekerke

To learn more about the consumer side of things in an interview with [Ethan Soloviev of HowGood](#)

<https://soundcloud.com/investinginregenerativeagriculture/interview-ethan-soloviev>

www.globalfamilyofficereport.com/

To learn more about impact investing <https://toniic.com/impact-investing/>

Why many investors are finding the regenerative agriculture space: <https://www.drawdown.org/solutions/food>

So how could we take out that variability I was asking questions of our own business around how can we take out volatility of our financial performance and how could we reduce the variability in the production of our plants. And you know a lot of that came back to the soil.

We really believe that we only borrow our natural assets from our children and we believe that you know in the production of food and fiber it shouldn't be at the cost of the environment and it shouldn't be at the cost of the human race globally.

And our objective here is to sit between the financial sector and the operating sector which is the farming sector and help both of those participants deliver better than average triple bottom line results.

We're seeing our consumers and our society saying we want ethically produced food and fibre and we have an expectation of you the farmers that you're going to do the right thing.

Koen van Seijen:

So getting back to Impact AG partners which is 6-7 years old if I'm right. What triggered that to start?

Bert Glover:

I started to get asked to do external work off farm in terms of consulting and feasibility studies for third parties and in that process I got involved with some larger family offices that were farming here in Australia that were having some challenges in their business actually and they and they came to me and said look can you come and help you know work with our team on the ground.

And agriculture is now seen in the family office community as the third greatest sector where they place their impact funds. Besides housing and education.

Koen van Seijen:

What was the first project or one of the projects you say “ok that's a typical, that one I'm very proud of”, something you've managed to do in the past few years with Impact AG partners?

Bert Glover:

It was about taking that asset that had been under conventional farming until we purchased it and then look at it and say how can we extract better value and how can we take this asset and have real impact for future generations? So one way we did that was primarily to change the way the livestock business was being run.

We did a whole suite of measurement when we started the change management.

And then probably the third part of major impact was we were asking ourselves the question how can we monetize and how can we commercialize some of the impact we're having so why we did that was through a vertically integrated beef business That helped try to bring more capital back to the farm gate.

We learned early on that in terms of the red meat space consumers in the market we were targeting were quite confused So there's a whole education process and I think it's one that is still not fully understood. I still think there is a lot of work to be done there.

I think there's two things that are really exciting at the moment that we're pursuing. The first one is we see more and more opportunity to bring more revenue back to the farm gate for farmers who are delivering ecosystem services.

We're seeing Environmental Finance starting to emerge which is a little bit like green finance.

We're seeing financial products being designed whereby they will help reduce a farmer's interest rates with related debt to the tune of even up to 100 basis points to reduce

For a long discussion on the power of livestock management listen to [our interview with Tony Lovell](#).

Measurements keep coming back as a key point! In the [interview with Abby Rose](#) we discussed the how farmers can measure their own soil health.

[An interview with Mark Frederiks](#) also highlights the importance of connecting the consumer again with the farmer

Huge disruption seems to be coming to the animal protein space, [our interview with Catherine](#) took a deep dive into to precision fermentation! <https://www.rethinkx.com/food-and-agriculture>

[Our interview with Eric Jackson](#) on how Rabobank is developing a transition finance product for the organic space

An [interesting article of Danone](#) about how they are paying a lower interest rate on their green bond if they hit certain sustainability criteria.

their finance costs. If they're delivering measurable ecosystem services.

The second initiative that we're working on at the moment is we have a client that has created an impact fund and that fund is purely based around supporting and demonstrating regenerative agriculture.

Koen van Seijen:

It looks across the whole value chain basically not because a lot of the regen ag funds I see are focused purely on land we buy land we regenerate it. That's where the revenue comes from. You're mentioning looking at biological fertilizer and looking at technologies it almost becomes a sector fund but not just focused on land.

Bert Glover:

Yes it is.

One thing that we're working on in the background is the importance of harmonizing the metrics for agricultural impact investments. So what are all the metrics that we need to capture. You know they need to be production they need to be around financial performance and profit, but they need to be about the soil metrics the plant metrics you know. Well the environmental metrics.

And then on top there is all the social implications as well. So one of the initiatives we're working on with some other global players from Europe and the US is about how can we harmonize the metrics that we measure.

We had an [early discussion with Regen Network founder Gregory Landua](#) on payments for ecosystem services.

We discussed carbon as a proxy with Chuck de Liedekerke in this [interview](#).

So that if we can help monetize ecosystem services so that we've got the best farmers farming our land if we can capitalize those farmers so that they can get on and drive growth businesses and be prepared to get in and be entrepreneurs on their land without a noose of long term debt and free up the capital market. I think we've got we're really well positioned to achieve all the things that people like you and I want to achieve.

www.slowfood.com

Want to learn more about
nutrient density?

[This interview with Greg
Shewmaker](#) is a good start!

John Kempf and Dan
Kittredge had a [great
discussion](#) on John's podcast
about it!

[Jill Clapperton's interview](#)

More ecosystem market
places are being set up:

www.nori.com
<https://www.regen.network/>
www.soilheroes.com

So I think if consumers can recognize that in the past they've bought food and it's been a relatively low financial cost but it's been at the cost of the environment. If we can change their mindset from commodity based food to premium high quality nutrient dense food, clean food, slow food I think that's when we can really start to capture more change.

Koen van Seijen:

If you could change one thing overnight, if you could wave your magic wand and Bert could change one thing in the agriculture industry or the regenerative ag and food industry.

Bert Glover:

I think just off the top of my head as you ask that question if we could reward farmers that were delivering environmental and social good and help them be rewarded to bring more revenue on farm so they can reinvest in their assets and reinvest in their businesses.

This is the summary of a longer interview with Bert Glover that you can find (together with all the other interviews mentioned in the notes on Investing in Regenerative Agriculture podcast of the main podcast players as [Apple Podcasts](#), [Spotify](#), [Soundcloud](#), etc.

I hope you enjoyed this summary from Investing in Regenerative Agriculture and Food. Join our Patreon community, discover the tiers and exclusive benefits here: www.patreon.com/regenerativeagriculture.

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