

# Doirys Annua Report

MIRY

## DELIVERING

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## A message from the Chair

It has been an interesting season from a dry spring to wet early Summer and no Autumn or Winter rain.

Milk prices have been strong over the past 12 months, but as we go into 2024/25 it will be more challenging. As always, I'm confident we will find a way to make it work.

This year production in SA has been stable up around 2.5 per cent on last year and the South-east continues to make up around 65 per cent of the state's milk. Dairy closures have been minimal as we remain at around 170 farms across SA.

Effluent Management has become a hot topic in SA over the last 12 months. It is an important issue that requires our focus to protect the environment through our management practices and ensure the sustainability and reputation of the dairy industry. DairySA has focused on providing information to farmers to help navigate through this issue which has included resources, conference presentations and two well attended workshops. These interactions between farmers and the EPA have taken some of the heat out of the issue but we need to recognize that some farmers are still in a very challenging place.

We have continued to deliver Our Farm Our Plan with a highlight being 30 young farmers participating in a 2-day retreat at McLaren Vale to delve deeper into their career aspirations. Other young farmer activities this year also included quiz nights and guest speakers and we are looking at some exciting new initiatives in this area next year. Planning for The Irish Study Tour in 2025 is well underway, and we look forward to where that goes.

Health and Wellbeing continues to be an ongoing priority with ladies' lunches, health checks at conferences, guest speakers, end of year farmer catch up and farmer access to a counselling service. We thank the South Australian Industry Fund for supporting this initiative.

DairySA continues to work with other industry partners at a local and national level. These ongoing relationships extend our core funding to be able to deliver services for South Australian dairy farmers.

In 2023/24 we have held both central conference and planned for Dairy Innovation Day on 2 July. In 2025 we will begin doing one conference per year alternating between the Central Conference and Innovation Day. Interestingly I have been contacted by a number of farmers concerned about doing only one conference a year so we may need to revisit that.

Chairs Council has become a more productive vehicle over the last 12 months and has just been given the final report from Battisons Consulting redefining the relationship between RDP's and Dairy Australia (DA). We look forward to seeing where that all lands with SA in a strong position as we test a new way of working with DA through the RDP evolution pilot.

At the Board level we are saying goodbye to our Executive Officer and Regional Manager Melissa Hunter. Mel has been a true asset to the Board as Executive Officer and to me personally in keeping me organized. She has made the Chairs job a lot easier because of her diligence and hard work. So, thank you Mel.

The Regional Managers role will be worked through with Dairy Australia over the coming months as to what that looks like.

I was very proud as Chair that the Board made the decision to enter the pilot. No doubt there will be a lot of work to do to redefine who we are and what we deliver that is valuable to SA dairy farmers. I have full confidence that as we work through this, we will be excited by what we can achieve. It is more than ever before ours to take it to wherever it can go. I find that an exciting prospect.

I look forward to new partnerships and reworking some older partnerships as we move forward.

Thank you to the Board for your support over the last 12 months in particular Bec Walmsley as Deputy, it is always reassuring to be able to talk to and bounce ideas off Bec.

So, thank you.

Antras land

Andrew Cavill DairySA Chair

### Our role

DairySA is one of eight Regional Development Programs funded by Dairy Australia and the dairy service levy.

DairySA exemplifies the dairy services levy at work at a local level. DairySA is committed to delivering regionally focused, farmer-driven practical activities and information to support farm profitability and sustainability across South Australia.

### Some roles of DairySA include:

Providing funding for research, development, education and extension (RDE&E) activities in SA.

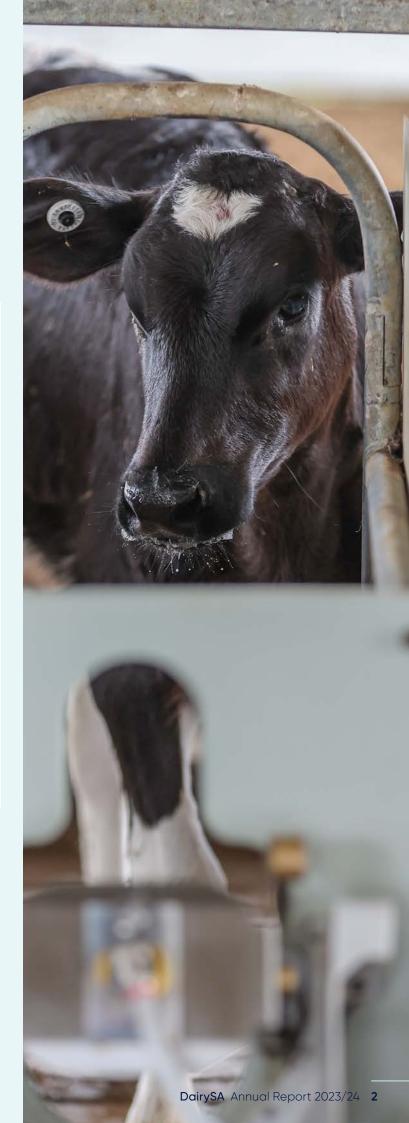
Developing projects and workshops based on dairy farmers' feedback (what they want, when they want it).

Managing specific RDE&E projects for South Australian dairy farmers.

Coordinating dairy farmers' events.

Seeking leverage funds to ensure the dairy service levy is maximised in South Australia.

DairySA's focus is RDE&E. It is not a lobbying or political body.





## **Our region**

The DairySA Regional Development Program covers all dairying regions in South Australia.

There are 170 dairy farms in South Australia, clustered across three production areas – the Mid-north (Barossa and districts), Central region (Adelaide Hills, Fleurieu Peninsula, Murray Swamps and Meningie Lakes), and the South-east (Upper and Lower South-east). Each region features a unique set of climatic conditions, natural resources, infrastructure, processing, service industries and growth capabilities, and faces different challenges and opportunities. The industry produced 484.1 million litres of milk from around 170 dairy (cow) farms during 2023/24, an increase of 1.6 per cent on 2022/23 production. During 2023/24 cow dairy farm numbers decreased by 6.5 per cent, from 182 at 30 June 2023 to 170 as at 30 June 2024. In South Australia, 11 per cent of farms have 100 or less milking cows, 66 per cent have between 101 and 500 cows, 19 per cent have between 501 and 1000 cows, and 4 per cent have a herd size greater than 1,000.



### SA dairy farm numbers by region

### Table 1 SA milk production by region

Milk production (Litres)	Mid-north	Central	South-east	Total
2023/24	23,112,171	156,996,706	303,998,913	484,107,790
2022/23	21,607,198	162,762,767	292,001,992	476,371,957
2021/22	24,228,365	182,679, 852	290,853,541	497,761,758
2020/21	15,620,000	195,610,000	287,880,000	499,110,000
2023/24 increase/decrease (%)	6.7	-3.6	4	1.6
% of state	6.5	-3.7	4	1.6
Source: Dairysafe				



## Our people

### **Our Board**

A Board of Directors governs DairySA and meets bi-monthly. The role of the Board is to ensure that the work of DairySA and the funding received by the organisation are directed to regionally relevant research and development.



Andrew Cavill Farmer Director Chair



Ben McHugh Farmer Director



**Bec Walmsley** Farmer Director Deputy Chair



Lauren Brinkmann Independent Director











Don Stolp Farmer Director



**Brad Fischer** Farmer Director



Melissa Hunter Executive Officer

### Our people

DairySA is committed to the delivery of the best possible dairy research, development, extension and education services for South Australian dairy farms. DairySA comprises a dedicated team who strive to deliver professional programs and tangible positive outcomes for dairy farms and their people.

They are:

- Melissa Hunter **Regional Manager**
- Alberta Badu-Yeboah Extension Coordinator and Workforce Attraction **Project Lead**
- Shannon Logan **Extension Coordinator**
- Abbie Taylor Administration and Communications Coordinator

Additional contractors and specialists are employed by DairySA as required to ensure timely, relevant and professional delivery of projects.



L to R: Shannon Logan, Alberta Badu-Yeboah, Melissa Hunter, Abbie Taylor.

## What we do

### A snapshot

2023/24 saw DairySA deliver 35 research, development and extension activities that engaged over 733 dairy farmers, service providers and industry members.

Dairy Discussion group meetings were held with groups encompassing Myponga, Mount Torrens, Mount Jagged, and Barossa Mid-north.

A highlight of the year was the Young Dairy Network Retreat at McLaren Vale. 30 young farmers came together to set goals and plan for their future and enjoyed a team building session of high ropes at Kuitpo Forrest. Other Young Dairy Network events included quiz nights in both Adelaide and Mount Gambier.

We continued to focus on people in dairy with sessions led by Alberta Badu Yeboah with special guests Nollaig Heffernan, Chas Cini, Jennie Corkhill and Safework SA. Topics included Cultural Awareness, Farm Safety, Addressing Language and Literacy On Farm, and Conflict Management.

Dairy careers were promoted at Careers Expos in Mount Gambier, Murray Bridge, Adelaide, Urrbrae, Mount Compass and Yankalilla.

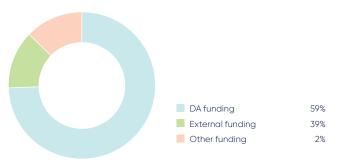
As part of the wellbeing program, we had 100 women attend the Annual Ladies Lunches - two fabulous days where the participants enjoyed lunch and a 'paint and sip' with dairy themed artwork created.

Health checks were undertaken by Your Health Navigator at the Central Conference. Health and wellbeing speaker Tim Jarvis also spoke at the Conference about his experience in Antarctica and the importance of high functioning teams to support each other. End of year functions were held in the South-east, Barossa, Victor Harbour, Wellington and Mount Torrens.

Other programs included: Feeding Pastures for Profit, Top Fodder, Biosecurity and Animal Health Workshops.

### **Our funding**

In 2023/24 Dairy Australia allocated \$430,000 in funding to DairySA for core funding and program delivery in South Australia. DairySA continued to work with partners to develop and deliver programs to maximise investment into the dairy industry in South Australia. An additional \$386,600 in external funding was leveraged. The DairySA Board continued to support investment into programs such as Farm Business Management (Our Farm our Plan and Dairy Farm Monitor), Health and Wellbeing and Conferences.



Total investment in dairy related programs through DairySA totalled \$688,909



## **DairySA projects**

Project	Funding source/s	Project overview
Animal Health programs	Dairy Australia DairySA	Includes Dairy Australia farm production workshops such as Animal Management, Healthy Hooves, Rearing Healthy Calves, Milking and Mastitis Management,- (formerly Cups On, Cups Off).
Farm Business Management	DairySA Dairy Australia	Promotion, delivery and support of 'Our Farm, Our Plan', 'Farm Fitness Checklist', farm business workshops including Dairy Farm Fundamentals and getting more out of your accounting program.
DairySA Communications – print, electronic and social	DairySA and projects	A range of targeted communication activities to engage the SA dairy farm community. Communication channels used include print, electronic and social media.
Dairy Base and Dairy Farm Monitor Project	Dairy Australia	An annual collection of on-farm data that provides farmers, service providers and the industry at large a qualitative set of farm-level data that is recognised as independent and objective. Fourteen SA farms were involved. An annual regional report was collated and disseminated.
Central Conference and DairySA Innovation Day	DairySA and sponsors	The DairySA Central Conference and Dairy Innovation Day are great opportunities for the SA dairy industry to learn about new opportunities and innovations and connect with their colleagues and friends. DairySA values the contribution of the Sponsors who support these events and make it affordable for delegates.
Feeding Pastures for Profit	DairySA SE NRM Board	The FPFP program aims to provide farmers with the skills and tools to achieve the profitable balance between home grown feed harvest and supplement use.
Our Farm, Our Plan	Dairy Australia PIRSA Future Drought Fund SADA	A risk and strategic business planning program that aims to supports dairy farmers to consistently make decisions over time that increases profit and wealth, while confidently responding to challenges and opportunities, managing risk and achieving their own business and personal goals. Our Farm, Our Plan provides 1:1 follow up support for farmers to document and review plans using the a Plan on a Page. The program is made possible with support from PIRSA through the Future Drought Fund.
Training – accredited courses	TAFE	Milking and Mastitis Management, Artificial Insemination, operating machinery (quad bikes and chainsaws) undertaken through training providers to the dairy industry with support from Dairy Australia.
Wellbeing and community support	DairySA SADA Industry Fund	In partnership with the South Australian Dairy Industry Fund and Beston's Global Food Company, DairySA has integrated health and wellbeing activities into its programs. This includes farmer access to counselling services, inspirational speakers at events, and the popular ladies' lunches and end of year farmer get togethers.
Workforce development	Dairy Australia	This project provides focused support for the use and adoption of the ESKi and The People in Dairy tools. Project activities include Employment Starter Kit (ESKi) folder promotion and dissemination, one-to-one ESKi on- farm follow-ups and people focus discussion groups.

Project	Funding source/s	Project overview
Workforce attraction	Dairy Australia DairySA	Support provided to farmers in addressing the shortage of skilled labour, by the attraction, recruitment and retention of non-traditional farm hand jobseekers and equiping farmers with the skills and tools needed to enhance leadership skills and team development.
Workshops, forums, tours and sponsorship	Dairy Australia DairySA	Workshops, forums and tours are coordinated on an as- needs basis. The topics and/or destinations are based on feedback, interest and input from the dairy farm community.
Young Dairy Network SA	DairySA	YDN SA is a state-wide network established by DairySA to deliver information and activities of relevance to young people in the SA dairy farming community. Activities included a YDN retreat and local quiz nights.
DairySA Ladies Lunches	DairySA	DairySA provided two ladies lunches (one in each major region) as part of its commitment to farmer wellbeing.



## **Financial report**

### Income and expenditure statement

For year ended 30 June 2024

	Notes 2024	2023
	\$	\$
Income		
Dairy Australia income	458,000	474,000
Project funds	308,546	81,868
Sponsorship income	59,500	31,448
Interest received	914	1,063
Other income	18,597	47,485
Total income	845,557	635,864
Expenses		
Administration expenses	12,449	12,446
Advertising	5,155	10,164
Board costs	26,790	21,525
Auditor's remuneration	3,200	7,600
Bank charges	75	81
Conferences and workshops	3,596	44,024
Consultancy fees	137,391	75,374
Insurance	5,375	6,582
Meeting expenses	3,235	2,080
Payroll expenses	354,245	314,052
Project operating expenses	82,608	73,028
Travelling expenses	53,540	30,933
Other expenses	1,250	1,122
Total expenses	688,909	599,011
Profit/(Loss) from ordinary activities	156,648	36,853

The accompanying notes form part of the financial statements

### **Balance sheet**

As at 30 June 2024

	Notes 2024	2023
	\$	\$
Current assets		
Cash		
ANZ Business Extra account	269,194	. 347,670
Rabo Plus account	55,536	204,623
Term deposits	300,000	-
Total cash	624,730	552,293
Other current assets		
Trade debtors	140,146	64,964
Prepayments	1,923	3,237
Total receivables	142,069	68,201
Total current assets	766,799	620,494
Total assets	766,799	
Current liabilities		
Creditors and borrowings		
Accounts payable	10,012	12,224
Accruals	11,692	30,732
GST (receivable)/payable	19,818	8,063
Credit cards	2,640	2,386
Revenue received in advance	-	1,100
Total creditors and borrowings	44,162	54,505
Total current liabilities	44,162	54,505
Total liabilities	44,162	54,505
Net assets	722,637	565,989
Members funds		
Retained profits	2 722,637	565,989
Total members funds	722,637	565,989
<b>-</b>		

The accompanying notes form part of the financial statements

## Notes to and forming part of the Financial Statements

For year ended 30 June 2024

### Note 1 Statement of Significant Accounting Policies

The financial statements are a special purpose financial report prepared for use by members of the Association. The Board have determined that the Association is not a reporting entity and therefore there is no requirement to apply Australian Accounting Standards, Australian Accounting Interpretations and other authoritative pronouncements of the Australian Accounting Standards Board in the preparation and presentation of these financial statements.

The report is prepared on an accruals basis and is based on historic costs and does not take into account changing money values or, except where specifically stated, current valuations of non-current assets.

The following specific accounting policies, which are consistent with the previous period unless otherwise stated, have been adopted in the preparation of this report:

### a) Income Tax

No provision for income tax has been raised as the association is exempt from income tax under Division 50 of the *Income Tax Assessment Act 1997.* 

### b) Goods and Services Tax

Revenues and expenses are recognised net of the amount of goods and services tax (GST) except where the amount of GST is not recoverable or payable to the Australian Taxation Office.

Receivables and Payables are recognised inclusive of GST.

The net amount of GST recoverable from or payable to the Australian Taxation Office is shown separately in the Balance Sheet.

### Note 2 Retained profits

	2024	2023
	\$	\$
Retained profits at the beginning of the financial year	565,989	529,136
Net profit (loss) attributable to members	156,648	36,853
Net retained profits	722,637	565,989

### Auditors independence declaration

I declare that to the best of my knowledge and belief, in relation to the audit of Dairy SA Regional Development Program Inc. for the year ended 30 June 2024 there have been:

i) no contraventions of the auditor independence requirements as set out in the Associations Incorporation Act 1985 in relation to the audit; and

ii) no contraventions of any applicable code of professional conduct in relation to the audit.

Galpins Accountants, Auditors and Business Consultants

Jenuary

Jessica Kellaway Director Dated this 27th day of August 2024

### Statement by members of the board

The Board has determined that the association is not a reporting entity and that this special purpose financial report should be prepared in accordance with the accounting policies outlined in Note 1 to the financial statements.

In the opinion of the Board the financial report as set out on pages 3 to 5:

- 1 Presents fairly the financial position of Dairy SA Regional Development Program Inc as at 30 June 2024 and its performance for the financial year ended on that date.
- 2 At the date of this statement, there are reasonable grounds to believe that Dairy SA Regional Development Program Inc will be able to pay its debts as and when they fall due.

This statement is made in accordance with a resolution of the Board and is signed for and on behalf of the Board by:

Antra land

Andrew Cavill Chair Dated this 1st day of September 2024

### **Board report**

Your Board members submit the financial report of Dairy SA Regional Development Program Inc. for the financial year ended 30 June 2024.

### **Board Members**

The names of Board members throughout the financial year and at the date of this report are: A Cavill, R Walmsley, G Dohnt, M Krichauff, H Browning, B McHugh, D Stolp, B Fischer & L Brinkmann.

### **Principal Activities**

The principal activities of the association during the financial year were research and development for a profitable dairy industry.

### Significant Changes

No significant change in the nature of these activities occurred during the year.

### **Operating Result**

The operating result from the association's activities was a surplus of \$156,648 (2023: \$36,853).

### **Related Party Transactions**

In accordance with section 35(5) of the *Associations Incorporation Act 1985*, the Board of Dairy SA Regional Development Program Inc. hereby states that during the financial year ended 30 June 2024:

- a) i) no officer of the Association;
  - ii) no firm of which an officer is a member; and
  - iii) no body corporate in which an officer has a substantial financial interest, has received or become entitled to receive a benefit as a result of a contract between the officer, firm or body corporate and the association.
- b) no officer of the Association has received directly or indirectly from the Association any payment or other benefit of a pecuniary nature.

### After Balance Date Events

No matters or circumstances have arisen since the end of financial year which significantly affected or may significantly affect the operations of the Association, the results of those operations, or the state of affairs of the association in future financial years.

Signed in accordance with a resolution of the members of the Board.

Andrew land

Andrew Cavill Chair Dated this 1st day of September 2024

### Independent auditor's report



Accountants, Auditors & Business Consultants



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#### To the members of Dairy SA Regional Development Program Inc.

Report on the Audit of the Financial Report

#### **Qualified Audit Opinion**

We have audited the accompanying financial report, being a special purpose financial report, of Dairy SA Regional Development Program Inc. (the Association), which comprises the balance sheet as at 30 June 2024, income and expenditure statement for the year then ended, notes comprising a summary of significant accounting policies and the certification by the members of the Board on the annual statements presenting fairly the financial position and performance of the Association.

In our opinion, with the exception of the matters described in the Basis for Qualified Opinion section, the accompanying financial report of the Association presents fairly, in all material respects, the financial position of the Association as at 30 June 2024, and its financial performance for the year then ended in accordance with the accounting policies described in Note 1 to the financial statements and the requirements of the *Associations Incorporation Act SA 1985*.

#### **Basis for Qualified Audit Opinion**

The Association has recorded \$220,000 of income, which is included as part of Project Funds in the income and expenditure statement. We were unable to obtain sufficient appropriate audit evidence by way of signed and executed funding agreement documentation between the Association and provider of the project funds. Consequently, we were unable to determine whether any adjustments were necessary in respect of the Association Project Funds income and associated assets.

We conducted our audit in accordance with Australian Auditing Standards. Our responsibilities under those standards are further described in the Auditor's Responsibilities for the Audit of the Financial Report section of our report. We are independent of the Association in accordance with the ethical requirements of the Accounting Professional and Ethical Standards Board's APES 110 Code of Ethics for Professional Accountants (including Independence Standards) (the Code) that are relevant to our audit of the financial report in Australia, and we have fulfilled our other ethical responsibilities in accordance with the Code.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

#### Emphasis of Matter - Basis of Accounting and Restriction on Distribution and Use

Without modifying our opinion, we draw attention to Note 1 to the financial statements, which describes the basis of accounting. The financial report is a special purpose financial report that has been prepared to assist the Association to meet the requirements of the Associations Incorporation Act SA 1985. As a result, the financial report may not be suitable for another purpose. Our report is intended solely for the Association and should not be distributed to or used by parties other than the Association. Our opinion is not modified in respect of this matter.

#### **Responsibility of the Board for the Financial Report**

The Board are responsible for the preparation and fair presentation of the financial report, and have determined that the basis of preparation described in Note 1 is appropriate to meet the requirements of the *Associations Incorporation Act SA 1985* and is appropriate to meet the needs of the members. The Board's responsibility also includes such internal control as the Board determines is necessary to enable the preparation and fair presentation of a financial report that is free from material misstatement, whether due to fraud or error.

In preparing the financial report, The Board are responsible for assessing the Association's ability to continue as a going concern, disclosing, as applicable, matters relating to going concern and using the going concern basis of accounting unless the Board either intends to liquidate the Association or to cease operations, or have no realistic alternative but to do so.

#### Auditor's Responsibility for the Audit of the Financial Report

Our objectives are to obtain reasonable assurance about whether the financial report as a whole is free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with Australian Auditing Standards will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of this financial report.

As part of an audit in accordance with Australian Auditing Standards, we exercise professional judgement and maintain professional scepticism throughout the audit. We also:

- Identify and assess the risks of material misstatement of the financial report, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.
- Obtain an understanding of internal control relevant to audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Association's internal control.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by the Board.
- Conclude on the appropriateness of the Board's use of the going concern basis of accounting and, based on the
  audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast
  significant doubt on the Association's ability to continue as a going concern. If we conclude that a material
  uncertainty exists, we are required to draw attention in our auditor's report to the related disclosures in the
  financial report or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the
  audit evidence obtained up to the date of our auditor's report. However, future events or conditions may cause
  the Association to cease to continue as a going concern.
- Evaluate the overall presentation, structure and content of the financial report, including the disclosures, and whether the financial report represents the underlying transactions and events in a manner that achieves fair presentation.

We communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that we identify during our audit.

### **GALPINS ACCOUNTANTS, AUDITORS & BUSINESS CONSULTANTS**

Rellema

Jessica Kellaway CA, CPA, Registered Company Auditor Director 9 September 2024

### **Our thanks**

DairySA gratefully acknowledges the support of the following organisations:

- Dairy Australia
- South Australian Dairyfarmers' Association
- South Australian Dairy Industry Fund
- Dairysafe South Australia
- Government of South Australia Primary Industries and Regions.

All of the service providers and organisations that support our conferences as sponsors/speakers.





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#### Disclaimer

The content of this publication is provided for general information only and has not been prepared to address your specific circumstances. We do not guarantee the completeness, accuracy or timeliness of the information.

Acknowledgement

Dairy Australia acknowledges the funding from levy payers and contribution by Commonwealth Government.

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ISSN: 2652-3264 (print) ISSN: 2652-3264 (pdf)