

DairySA Regional Development Program

DairySA

PO Box 235

Lucindale SA 5272

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www.dairysa.com.au

Annual Report

2009-2010



DIRECTORS & DETAILS

James Mann	Chairperson
Michael Connor	Vice Chairperson
Jason Doman	Farmer Director
Alexandra Edmonds	Farmer Director
Greg Gilbert	Processor Representative
Simon Gierke	PIRSA Representative
Angus Williams	Farmer Director
Frank Young	Independent Director
Verity Ingham	Executive Officer

Ex-officio member

Prof. Simon Maddocks Chief Scientist, SARDI Livestock & Farming Systems.

DairySA Regional Development Program Inc

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STRATEGIC DIRECTION

Vision

To facilitate research, development and extension for a profitable, sustainable South Australian dairy industry

Mission

To communicate and coordinate research, development and extension activities with stakeholders and support the implementation of effective extension and regional initiatives.



CHAIRPERSON'S REPORT

DairySA has had a successful year delivering research, development and extension (RD&E) for South Australian (SA) dairy farmers. The organisation led over ten key projects in South Australia, investing in RD&E priorities set by the industry. DairySA participated in at least another RD&E 15 programs, ensuring that SA farmers were well provided for in RD&E activities.

The SA 3030 Partner Farm project based in the Fleurieu region is a successful example of RD&E instigated by SA dairy farmers, with key learnings benefiting SA farmers. In its first year the farm utilised nearly 7 tonnes per hectare of home grown forage, helped by a good growing season. A successful field day was held on the farm with over 40 attendees hearing about the project and outcomes to date.

SE Forage Innovation continues to be a significant investment priority for DairySA. The third stage of this project intensively tested pasture to assist in determining the try protein profiles of perennial rye-grass. Initial results have shown that the 2009/10 season led to high NDF levels across the board and the project is analyzing the causes for these results. It is likely testing will continue into the 2010/2011 season to determine whether results were an anomaly or perhaps an emerging trend. The project is still planning to deliver a feed/forage planning model.

DairySA also focused heavily on the development and support of young dairy people in SA. The highly successful Moovers and Shakers young farmer forum was extremely well attended, and has led to the development of the SA Young Dairyfarmer Network. Additional funds have also been sourced to deliver a series of business management workshops for SA young dairy farmers in 2010/2011. DairySA also supported young farmer tours to southern Queensland and northern New South Wales; the Don Campbell Memorial Tour to Tasmania; the Australian Dairy Conference and regional young farmer tours in SA.

DairySA has been successful in leveraging the dairy service levy funds it receives from Dairy Australia. Nearly \$1.5 million has been sourced, additional to Dairy Australia funds to deliver RD&E projects in SA. These projects include Dairying for Tomorrow in the South East, trialing urease inhibitors to reduce nitrogen loss, DairySAT and nutrient mapping and irrigation efficiency workshops and one-to-one support.

All of these achievements would not be possible without the leadership and support of the DairySA board and the hard-work from project officers. This work often goes un-noticed as the final product – such as the workshop delivered, factsheet or field day – is most noticeable part. Behind the finished product there is a lot of time in planning, meeting and coordinating, to ensure what is delivered is relevant, timely and of benefit to the SA dairy industry.

The 2010/2011 season prices will hopefully steady and continue to rise, raising confidence in and commitment to the SA dairy industry. Through this time, DairySA plans to continue to deliver quality RD&E, for the benefit of all SA dairyfarmers.

James Mann
Chairman
DairySA Regional Development Program Inc

THE DairySA REGION

DairySA Regional Development Program covers all dairying regions of South Australia and includes the South East, Adelaide Hills, Fleurieu, Murray Lands and the Barossa Mid North. These farming regions all have different issues to deal with due to differing climatic conditions, natural resources, infrastructure, processing, service industries and growth capabilities.

The 2010 farm statistics from the Dairy Authority of South Australia indicate a drop in farm numbers from the previous year (-3.5%). This has slowed slightly from the previous two year rolling change of -4.8%. Contributing strongly to this was the drastic milk price drops affecting most dairying regions of South Australia. Cow numbers decreased noticeably with a drop of 7.6%. This was most likely due to heavy culling and overseas heifer sales following the milk price drop. Farm exodus from the Lower Murray Swamps continued although the nearby Meningie Lakes district remained static in farm numbers. This is probably due to the majority of farms in the area now being dryland based systems.

	FARM NUMBERS		% Change	COW NUMBERS		% Change
	2010	2009		2009		
Central-Adelaide Hills	28	30	-6.7	4,000	4,733	-15.5
Fleurieu Peninsula	78	82	-4.9	17,246	18,903	-8.8
Upper South East	13	13	0	5,572	5,815	-4.2
Lower South East	100	102	-2.0	41,005	43,463	-5.7
Lower Murray Swamps	37	40	-7.5	9,005	10,138	-11.2
Meningie Lakes	21	21	0	8,612	9,746	-11.6
Mid North	30	30	0	6,123	6,284	-2.6
TOTALS	307	318	-3.5	91,563	99,082	-7.6

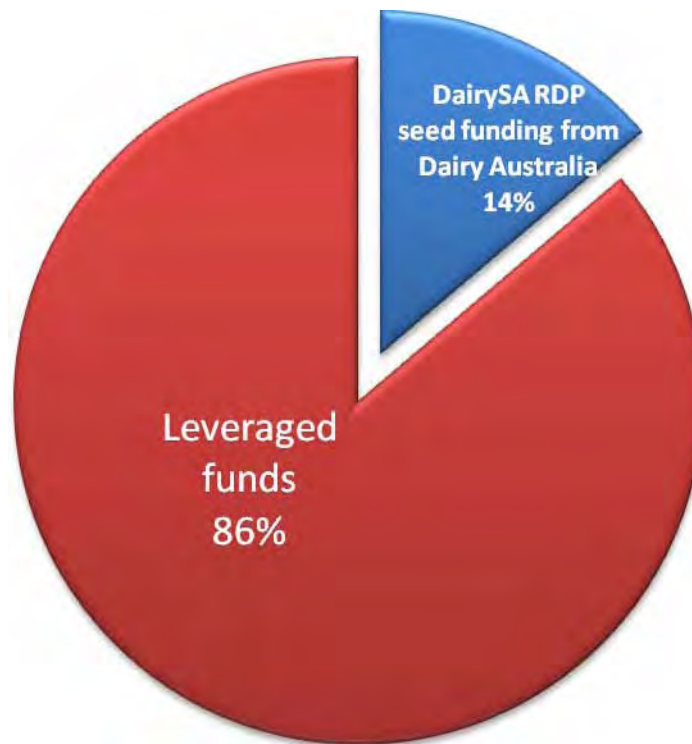
Source: Dairy Authority of South Australia

DairySA REGIONAL DEVELOPMENT PROGRAM

In 2009/2010, Dairy Australia allocated \$235,580 to DairySA. This was just over a 5% reduction from the previous financial year. DairySA continued to develop and deliver programs and significantly leveraged cash and in-kind contributions from other sources.

Dairy Australia's investment in DairySA was leveraged to attract an additional \$1,472,309 from co-investors for South Australian dairy related projects.

Total investment in dairy related programs through DairySA totaled \$1,707,889.



Major sources of external funds were accessed through the Department of Agriculture Fisheries and Forestry, PIRSA, and various businesses.

In-kind contributions continue to be of significant value to DairySA. The highest contributors of in-kind support are attributed to dairy farmers across the state contributing time and resources within major projects such as 3030 Partner Farm program and urease inhibitors.

DairySA highly values input of resources and expertise through the DairySA board and project steering committees, with many hours invested in development and management of programs throughout the state.

Achieving farmer and industry participation in the development, extension and evaluation of its programs, is central to the work of DairySA. The SE Regional Dairy Committee, as well as project subcommittees, help to achieve this. Farmers, processors, consultants, specialist advisers and PIRSA representatives are included in these groups.

DairySA acknowledges the significance of this input ensuring that programs and projects have a high level of industry input and are relevant to today's dairy farming environment.

The DairySA communications strategy includes feedback mechanisms to dairy farmers and industry through industry updates and dairy innovation days. The DairySA newsletter, distributed monthly, is provided to all South Australian dairy farmers and interested people in the dairy service industries.

Attendances or presentations by DairySA representatives at relevant forums also provide DairySA with key communication opportunities, as well as forums organised by DairySA – including innovation days.



REGIONAL FEEDBACK

DairySA seeks feedback from the regions from a variety of sources to ensure programs delivered are relevant and timely. Using farmer contacts, discussion groups, dairy extension officers, the South Australian Dairyfarmers' Association, PIRSA, service providers and feedback events held. DairySA constantly seeks to remain informed of dairy farm RD&E needs as well as dairy farm business issues of relevance.

The South East Regional Dairy Committee acts as a focal point for the dairy industry for development and delivery of regional initiatives. DairySA recognises the importance of the SE regional committee and the significance of having "grass roots" input at a local level. Committee members freely give their time and expertise to ensure that the programs they are involved in are relevant to dairy farmers in their region.

The SE regional committee's aims are:

- Provide ideas for regional DairySA Innovation Day including key themes and speakers.
- Support DairySA Innovation Day Event Manager.
- Seek feedback from farmer networks on current issues that could be addressed by DairySA.

South East Regional Dairy Committee

James Mann, *Chairperson*, Dairy Farmer

Susan Hasse, Consultant, Advantage Ag

Kylie Boston, *Executive Officer*, Consultant, Advantage Ag

Rob Palamountain, SE NRM Board

Lyndon Clegget, Dairy farmer

Travis Telford, Dairy farmer

Sean Durcan, Dairy farmer

Mark Thompson, TafeSA

Morgan Hobin, dairy extension officer

Sue Young, Dairy farmer

SUMMARY OF DairySA PROJECTS

DairySA undertook a variety of projects in 2009/2010. The organisation's role in projects varies, ranging from project development and management through to funding support. A summary of projects follows. This is not an exhaustive list of all projects DairySA was involved in but describes major projects and depicts the key range of focus areas over the past year.

Details of the projects outcomes and activities can be viewed in the project library on the DairySA website www.dairysa.com.au

Feedbase Production and Utilisation

DairySA supports feedbase projects that:

- Develop profitable and sustainable dairy farming systems that best utilise regional resource availabilities.
- Increase skills in forage management and utilisation.
- Explore alternative feedbase systems to provide dairy farmers with adaptable and profitable options for feeding dairy cows.

PROJECT	REGION/S	FUNDING SOURCE/S and/or PARTNERS	INVESTMENT*
3030 Fleurieu Partner Farm	Fleurieu with resources for all dryland	Dairy Australia & DairySA	\$84,430
Forage Skills	All regions	DairySA	\$15,000
South East Forage Innovation	South East with resources for irrigated regions	DairySA & Dairy Australia	\$112,400

** Investment is the total project funding and includes all DairySA cash and other parties' cash and in-kind contributions. Investment is for the total project, not confined to a financial year.*

Natural Resources Management

DairySA supports natural resource management projects that:

- Contain point source pollution on-farm.
- Minimise diffuse source pollution.
- Optimise production from utilised land and water resources.
- Develop environmental stewardship, ensuring the environment on and off farm is enhanced.
- Assist SA dairy farmers to adapt their farming systems to cope with changes in climate

PROJECT	REGION/S	FUNDING SOURCE/S and/or PARTNERS	INVESTMENT*
Climate change adaptation through understanding farm emissions and water use efficiency	South East	DAFF, DairySA	\$72,740
DairySAT On Ground Works - Mt Jagged Dairy Discussion Group	Fleurieu	Landcare, DairySA	\$70,000
Urease inhibitors to reduce nitrogen loss under centre pivots	South East with information for all regions	DAFF, DairySA	\$173,500
Dairying for Tomorrow in the SE	South East	DAFF, DairySA	\$135,186

** Investment is the total project funding and includes all DairySA and other parties' cash and in-kind contributions. Investment is for the total project, not confined to a financial year.*

People in Dairy and Business Management

DairySA supports people in dairy and business management projects that:

- Support farmers to develop better business skills.
- Promote the industry and opportunities in dairying.
- Enhance access to innovative process and procedures that develop efficient and profitable dairy businesses.
- Engage in business performance and benchmarking programs.

PROJECT	REGION/S	FUNDING SOURCE/S and/or PARTNERS	INVESTMENT*
Cows Create Careers	All regions	Dairy Australia , DairySA & other industry	\$265,900
Moovers and Shakers – Young Dairy Farmer Network	All regions	DAFF, DairySA,DEC	\$97,500
Dairy Business Support and Advice Sessions	All regions	Dairy Australia	\$17,500
Making Milk Solid Business: SA young dairy farmer network		DAFF, DairySA,DEC	\$136,250
Tassie Tour for young farmers (Don Campbell Tour)	All regions	DairySA and GippsDairy	\$21,300

** Investment is the total project funding and includes all DairySA cash and other parties' cash and in-kind contributions. Investment is for the total project, not confined to a financial year.*

Education and Extension

PROJECT	REGION/S	FUNDING SOURCE/S and/or PARTNERS	INVESTMENT*
Cools Cows Workshop	Fleurieu	Dairy Australia, DEC	
Dairy Discussion Groups	All regions (10 groups across State)	DairySA and participants	\$31,962
DairySA Innovation Day	South East	DairySA, sponsors and participants	\$23,000
SA Dairy Extension Officers	All regions	PIRSA, Dairy Australia & DairySA	\$299,275

** Investment is the total project funding and includes all DairySA cash and other parties' cash and in-kind contributions. Investment is for the total project, not confined to a financial year.*

Small projects addressing INDUSTRY ISSUES

DairySA funds small projects that assist dairy farmers in addressing seasonal and real-time dairy business issues.

PROJECT	REGION/S	FUNDING SOURCE/S and/or PARTNERS	INVESTMENT*
Fleurieu Young Farmer Study Tour	Fleurieu	DairySA, DEC	\$3,000
Fleurieu Herd Fertility project	Fleurieu	DairySA, DEC	\$26,676
Design and development of DairySA website	Statewide	Dairy Australia, DairySA	\$7,500

** Investment is the total project funding and includes all DairySA cash and other parties' cash and in-kind contributions. Investment is for the total project, not confined to a financial year.*

FINANCIAL REPORT

FOR THE YEAR ENDED 30 JUNE 2010

ITEMS:

- 1.COMMITTEE'S STATEMENT
- 2.COMMITTEE'S REPORT
- 3.AUDITORS' REPORT
- 4.INCOME & EXPENDITURE STATEMENT
- 5.BALANCE SHEET
- 6.NOTES TO THE STATEMENTS

**DAIRY SA REGIONAL DEVELOPMENT
PROGRAM INC**

STATEMENT BY MEMBERS OF THE COMMITTEE

The committee 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 committee the financial report as set out on pages to :

1. Presents a true and fair view of the financial position of DAIRY SA REGIONAL DEVELOPMENT PROGRAM INC as at 30 JUNE 2010 and its performance for the 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 Committee and is signed for and on behalf of the Committee by:

.....

.....

Dated this day of 20

**DAIRY SA REGIONAL DEVELOPMENT
PROGRAM INC**

COMMITTEE'S REPORT

Your committee members submit the financial report of
DAIRY SA REGIONAL DEVELOPMENT PROGRAM INC
for the year ended 30 JUNE 2010.

COMMITTEE MEMBERS

The names of committee members throughout the year and at the
date of this report are:

James Mann, Rob Mulhern, Greg Gilbert, Simon Maddocks, Simon
Gierke, Frank Young, Michael Connor, Jason Doman, Craig Zilm
Verity Ingham, Alex Edmonds and Angus Williams.

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 profit after providing for income tax amounted to profit of
\$826.

RELATED PARTY TRANSACTIONS

In accordance with section 35(5) of the Associations
Incorporation Act 1985, the committee of
DAIRY SA REGIONAL DEVELOPMENT PROGRAM INC
hereby states that during the financial year ended 30 JUNE 2010:-

- (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 except for the following:-
NIL

- (B) no officer of the Association has received directly or
indirectly from the Association any payment or other benefit
of a pecuniary value except for the following:-
NIL

Signed in accordance with a resolution of the Members of the
Committee.

.....

.....

Dated this day of 20

**INDEPENDENT AUDIT REPORT TO THE MEMBERS OF
DAIRY SA REGIONAL DEVELOPMENT
PROGRAM INC**

Report on the Financial Report

I have audited the accompanying financial report, being a special purpose financial report, of DAIRY SA REGIONAL DEVELOPMENT (the association), which comprises the balance sheet as at 30 JUNE 2010 for the year then ended, the income statement, a summary of significant accounting policies, other explanatory notes and the statement by members of the committee.

Committee's Responsibility for the Financial Report

The committee of the association is responsible for the preparation and fair presentation of the financial report and has determined that the accounting policies described in Note 1 to the financial statements, which form part of the financial report, are consistent with the financial reporting requirements of the Associations Incorporation Act South Australia 1985 and are appropriate to meet the needs of the members. The committee's responsibilities also include designing, implementing and maintaining internal control relevant to the preparation and fair presentation of the financial report that is free from material misstatement, whether due to fraud or error; selecting and applying appropriate accounting policies; and making accounting estimates that are reasonable in the circumstances.

Auditor's Responsibility

My responsibility is to express an opinion on the financial report based on my audit. No opinion is expressed as to whether the accounting policies used, as described in Note 1, are appropriate to meet the needs of the members. I conducted my audit in accordance with Australian Auditing Standards. These Auditing Standards require that I comply with relevant ethical requirements relating to audit engagements and plan and perform the audit to obtain reasonable assurance whether the financial report is free from material misstatement.

An audit involves performing procedures to obtain evidence about the amounts and disclosures in the financial report. The procedures selected depend on the auditor's judgement, including the assessment of the risks of material misstatement of the financial report, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial report 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 entity's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by the committee, as well as evaluating the overall presentation of the financial report.

The financial report has been prepared for distribution to members for the purpose of fulfilling the committee's financial reporting obligations under the Associations Incorporation Act South Australia 1985. I disclaim any assumption of responsibility for any reliance on this report or on the financial report to which it relates to any person other than the members, or for any purpose other than that for which it was prepared.

I believe that the audit evidence I have obtained is sufficient and appropriate to provide a basis for my audit opinion.

Independence

In conducting my audit, I have complied with the independence requirements of Australian professional ethical pronouncements.

Audit Opinion

In my opinion, the financial report of DAIRY SA REGIONAL DEVELOPMENT presents fairly, in all material respects the financial position of DAIRY SA REGIONAL DEVELOPMENT as of 30 JUNE 2010 and of its financial performance for the year then ended in accordance with the accounting policies described in Note 1 to the financial statements, and the Associations Incorporation Act South Australia 1985.

Name of Firm	D G Murdock Chartered Accountant
Name of Partner	David Grantley Murdock
Date	
Address	117 Greenhill Road UNLEY SA 5061

DAIRY SA REGIONAL DEVELOPMENT
PROGRAM INC

INCOME & EXPENDITURE STATEMENT
FOR THE YEAR ENDED 30 JUNE 2010

	2010 \$	2009 \$
INCOME		
Consulting Fees		
Total Dairy Australia Income	341,816.34	251,929.77
PIRSA Income	10,000.00	30,000.00
National Landcare Program	-	95,125.00
Project Funds	198,162.94	138,736.81
DWLBC	7,500.00	-
Sponsorship Income	43,729.59	15,366.45
Farmer Registration Fees	24,109.19	12,550.57
Interest Received	12,094.69	22,760.52
Other Income - Extension Materials	1,000.00	-
Reimbursements (DA)	2,206.43	-
TOTAL INCOME	640,619.18	566,469.12
LESS: EXPENDITURE		
Accommodation Fees	6,356.04	2,437.41
Advertising	23,996.87	4,221.55
Auditing Services	4,165.00	3,957.50
Bank Charges	420.01	232.60
Consultation Fees	452,614.21	483,184.62
Catering	7,641.91	6,205.95
Fees, Licences & Subscriptions	45.45	45.45
Attendance Fees	12,411.82	11,120.68
Gifts	358.58	-
Insurance	6,776.95	6,639.21
Licences & Registrations	7,022.27	6,881.00
Office Expenses	1,120.77	112.66
Postage, Printing & Stationery	21,890.65	11,045.47
Project Operating Expenses	18,413.50	-
Seminar Expenses	33,566.03	4,245.45
Sponsorship	3,728.18	1,029.85
Telephone	1,747.20	1,294.40
Travelling Expenses	35,395.25	24,618.32
Venue Hire	2,122.27	395.00
TOTAL EXPENDITURE	639,792.96	567,667.12
PROFIT FROM ORDINARY ACTIVITIES	826.22	(1,198.00)

The accompanying notes form part of the financial statements.

DAIRY SA REGIONAL DEVELOPMENT
PROGRAM INC

BALANCE SHEET
AS AT 30 JUNE 2010

	NOTES	2010 \$	2009 \$
CURRENT ASSETS			
Cash			
ANZ Business Extra Account		68,665.86	44,622.61
Rabo Plus Account		271,845.30	309,845.72
ANZ GST Payment Account		56,237.11	64,106.73
ANZ GST Management Account		0.01	44,000.00
Next Gen 2 Account		40,218.75	-
Urease Project Account		1,480.95	-
WUE & DGAS		163.99	-
Total Cash		438,611.97	462,575.06
Receivables			
Trade Debtors		91,357.18	63,576.90
Total Receivables		91,357.18	63,576.90
TOTAL CURRENT ASSETS		529,969.15	526,151.96
TOTAL ASSETS		529,969.15	526,151.96
CURRENT LIABILITIES			
Creditors & Borrowings			
Accruals		3,750.00	3,750.00
GST Paid/Collected			
GST on Sales & Income (1A)		5,909.29	(8,944.65)
GST Adjustments/Suspense		-	4,000.00
Total Creditors & Borrowings		9,659.29	(1,194.65)
TOTAL CURRENT LIABILITIES		9,659.29	(1,194.65)
TOTAL LIABILITIES		9,659.29	(1,194.65)
NET ASSETS		520,309.86	527,346.61
EMBERS FUNDS			
Retained profits	2	520,309.86	527,346.61
TOTAL MEMBERS FUNDS		520,309.86	527,346.61
Auditors Remuneration	3		
Segmental Reporting	4		

The accompanying notes form part of the financial statements.

DAIRY SA REGIONAL DEVELOPMENT
PROGRAM INC

NOTES TO AND FORMING PART OF THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 30 JUNE 2010

Note 1.

STATEMENT OF SIGNIFICANT ACCOUNTING POLICIES

This financial report is a special purpose financial report prepared in order to satisfy the financial reporting requirements of the Associations Incorporation Act South Australia 1985. The committee has determined that the Association is not a reporting entity.

The financial report has been 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 significant accounting policies, which are consistent with the previous period unless otherwise stated, have been adopted in the preparation of this financial report.

Income Tax

The association is an Incorporated Body under the Associations Incorporation Act 1985 and is exempt from paying income tax under current legislation.

of the reporting period. Employee benefits have been measured at the amounts expected to be paid when the liability is settled.

Goods and Services Tax

Revenues, expenses and assets are recognised net of the amount of goods and services tax (GST), except;

- (i) where the amount of GST incurred is not recoverable from the taxation authority, it is recognised as part of the cost of acquisition of an asset, or as part of an item of expense.
- (ii) for receivables and payables which are recognised inclusive of GST.

The net amount of GST recoverable, from or payable to, the taxation authority is shown separately in the statement of financial position.

2010
\$

2009
\$

DAIRY SA REGIONAL DEVELOPMENT
PROGRAM INC

NOTES TO AND FORMING PART OF THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 30 JUNE 2010

	2010 \$	2009 \$
Note 2.		
RETAINED PROFITS		
Retained profits at the beginning of the financial year	519,483.64	528,544.61
Net Profit after Tax	826.22	(1,198.00)
Total available for appropriation	520,309.86	527,346.61
Retained profits at the end of the financial year	520,309.86	527,346.61

Note 3.

AUDITOR'S REMUNERATION

Audit	4,165.00	3,957.50
	4,165.00	3,957.50

Note 4.

FINANCIAL REPORTING BY SEGMENTS

The principal activity of the entity is that of research and development for a profitable dairy industry.

The entity operates in one geographical area being South Australia.

ACKNOWLEDGEMENTS

DairySA gratefully acknowledges the following organisations for their support:



Government of South Australia
Primary Industries and Resources SA

