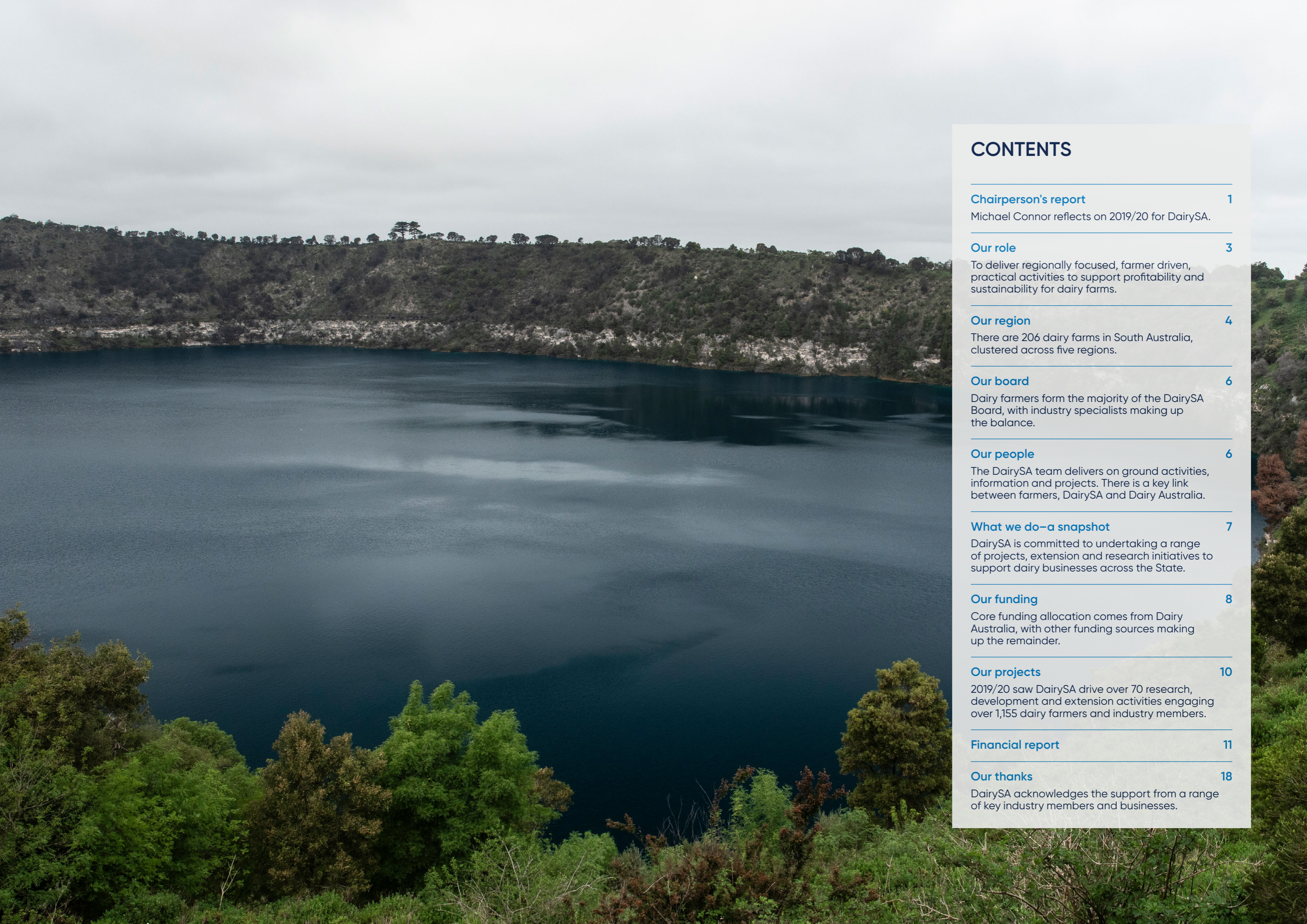


DAIRYSA ANNUAL REPORT

2019/20





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CHAIRPERSON'S REPORT

On the back of improved seasonal conditions and a high demand for milk bringing good prices, 2019/2020 has ended up as one of the more positive years in recent times.

According to the recent Dairy Australia June Situation and Outlook report, over the past 12 months one in five farms in South Australia increased their herd size and more farmers are reporting being in an expansion phase in 2020 compared to last year.

From a DairySA perspective, notable reductions in total extension engagement of 1,155 down from 1,575 on the previous year can be attributed to the strong restrictions on large gatherings and face to face workshops enforced during the first half of 2020 in response to COVID-19.

This resulted in only one Conference held in early March, some Dairy Discussion Groups cancelled, and a move over to virtual workshops, with possible early resistance by farmers.

However, prior to this in early March 2020, more than 170 dairyfarmers, service providers, processors and other dairy industry members flocked to the iconic Chateau Tanunda in the Barossa Valley to hear a range of speakers delve into dairy's 'Bold Ideas' at the 2020 DairySA Central Conference in what had a positive and confident feel.

Quentin Moxey from Moxey Farms provided a motivational and inspiring presentation on how they have become one of Australia's most successful dairy businesses.

As a result of the December bushfires in SA dairying regions, the Mt Torrens Dairy Discussion Group reconvened as the Adelaide Hills Bushfire Recovery Group, seeing 48 farmer engagements seeking guidance for recovery assistance.

It was pleasing to see a coordinated approach to the tragedy, with representation at these groups from South Australia Dairyfarmers Association and Rural Business Solutions, along with David Basham MP representing Tim Whetstone MP, Minister for Primary Industries and Regional Development of South Australia.

2019/2020 saw several changes to the DairySA Team, with Melissa Hunter commencing in the role as Regional Manager in September, bringing fresh ideas and an outcome focussed approach to DairySA. In February 2020, Cathy Ashby joined the team as Extension Officer based in the South East with a focus on Land, Water, Carbon and the Young Dairy Network (SA). It was a tough commencement due to the simultaneous arrival of COVID-19 which restricted face to face interactions with farmers.

In late 2019, we farewelled DairySA stalwart David Kuchel who retired after almost thirty years of being associated with DairySA—including as a founding member—and who had dedicated more than 15 years as a Discussion Group Co-ordinator. The Health and Wellbeing program was wrapped up at the end of 2019. We thank Co-Ordinator Rick Hinge for his dedicated approach to this program, having a strong commitment to farmers' wellbeing.

Meaghan Johnston resigned from the DairySA Board in October, having been its milk processor representative for six years. Meaghan brought an extensive knowledge of domestic and export pricing, which together with a strong focus on milk quality helped shape the programs for dairy farmers. We wish Meaghan well and would like to thank her for her valuable contribution to the DairySA Board.

Hamish Browning, Chief Operations Officer with Beston Global Food Company, was welcomed as the new milk processing representative on the DairySA Board, along with Mt Gambier based dairyfarmer Don Stolp as a farmer representative.

Special thanks to the Board who remain committed to ensuring DairySA has farm profitability at its core, and whose skills, dedication and enthusiasm for a healthy dairy industry make it a pleasure to be part of.

My thanks to the DairySA team for their commitment and drive to deliver research, development and extension for SA dairyfarmers in what has been a challenging year for traditional approaches to engagement. The team has shown adaptability, creativity and new ways of working which together with farmers' capacity to adapt to these changes has resulted in an exciting future of reimagining the way we do business.



Michael Connor

Michael Connor Chairman, DairySA





OUR REGION

OUR ROLE

DairySA is one of eight Regional Development Programs (RDPs) funded by Dairy Australia and the dairy service levy. DairySA exemplifies the dairy services levy at work, locally. 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 (RDEandE) activities in SA

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

Managing specific RDEandE 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 RDEandE and it is not a lobbying or political body.

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

There are 206 dairy farms in South Australia, clustered amongst the Adelaide Hills, Barossa Mid-North, Fleurieu, Lower Murray and South East. Each region features a unique set of climatic conditions, natural resources, infrastructure, processing, service industries and growth capabilities, and thus face different challenges and opportunities.

SA dairy farm numbers by region

2018/19 farms



2019/20 farms



Table 1 SA Milk Production by region 2018/19 and 2019/20

Milk production	Mid North	Central	South East	Total
2018/19	17,381,936	217,875,238	254,026,177	489,283,351
2019/20	17,095,270	196,475,874	279,386,842	492,957,986
% increase/decrease	-286,666	-21,399,364	25,360,665	3,674,635
% of State	-1.65	-9.82	9.98	0.75

Source: DairySafe



OUR PEOPLE

OUR BOARD

A Board of Directors governs DairySA. The Board 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.

They are:

- **Michael Connor**, Dairy Farmer, Chairperson
- **Gary Zweck**, Dairy Farmer, Vice Chairperson
- **Michael Krichauff**, Dairy Farmer
- **Travis Telford**, Dairy Farmer
- **Glenn Dohnt**, Dairy Farmer
- **Andrew Cavill**, Dairy Farmer
- **Don Stolp**, Dairy Farmer
- **Ben McHugh**, Dairy Farmer, SADA representative
- **Greg Gilbert**, Independent Director
- **Frank Young**, Independent Director
- **Hamish Browning**, Independent Director
- **Melissa Hunter**, Executive Officer

DAIRYSA STAFF

DairySA is committed to the delivery of the best possible dairy research, development, extension and education services for South Australia 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
- **Kylie Boston**, Extension Officer
- **Beck Burgess**, Extension Officer
- **Cathy Ashby**, Extension Officer
- **Rick Hinge**, Wellbeing Coordinator
- **David Kuchel**, Discussion Group Coordinator
- **Katie Moorhouse**, Communications Coordinator
- **Anna Eddy**, Finance, Administration and Project Support

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



Caption: L to R, The DairySA Team for FY 2019/20
 L to R: (Back) Melissa Hunter, Kylie Boston, Anna Eddy (Front) Katie Moorhouse, Beck Burgess, Cathy Ashby
 Absent: Rick Hinge, David Kuchel

SNAPSHOT

2019/2020 saw DairySA drive over 70 research, development and extension activities engaging over 1,155 dairy farmers and industry members. With the introduction of government restrictions on gatherings from March 2020 due to COVID-19, physical workshops were curtailed and a hiatus between the 'old and new' ways of doing business saw the number of engagements decrease by 26 per cent.

This is largely due to the cancellation of the DairySA Innovation Day held in June which traditionally attracts up to 200 farmers and dairy industry members.

Over 35 Dairy Discussion Groups were held—engaging over 400 farmers—with groups including Barossa Mid-North, Lakes, River, Mt Torrens, Mt Jagged, the TRAC Discussion Group and TRAC Young Farmers Discussion Group

The strong membership of the People in Dairy Focus Group—together with new ways of delivering via the Zoom platform—resulted in nine events in the South-East and Central region, with 55 farmer engagements.

Professional development courses driven by the DairySA team included Dairy Farm Business Analysis workshops focussing on accounting software platforms Xero, Reckon and MYOB, with two Situation and Outlook Update events held for both farmers and service providers attracting 50 participants.

Animal Performance workshops included two 'Cups On, Cups Off' events in the Central region, and a 'Rearing Healthy Calves' workshop in the South East. Dr Kiro Petrovski from the University of Adelaide hosted an animal health day on Mastitis and Colostrum Management in Mt Gambier, engaging 18 participants.

DairySA commenced a three year, national 'Smarter Irrigation for Profit' project which will capture data over three irrigation seasons at sites located across the seven Australian mainland dairy regions—with two being in South Australia's Mt Compass and Mt Gambier. It focusses on the keydriver 'What's my yield gap? Maximising water productivity', using the latest soil moisture technology and cost-effective management practices with an aim to increase irrigation production and profit, with the results to benefit many dairyfarmers. A regular irrigation report dubbed the SIP Update (Smarter Irrigation for Profit) was—and will continue to be—prepared and sent out widely on a weekly basis. Twenty farmers and Service Providers are participating in the project, set to benefit hundreds of others.

As part of DairySA's Wellbeing program, over 70 women enjoyed a 'Ladies Lunch' late in the year at two separate locations in the Central and South East regions. Toward the end of the year, 70 farmers and service providers enjoyed end of year catch ups and dinners, including one with the DairySA Board held in Mt Gambier.

In the Feeding Pasture for Profit program, seven workshops and farm walks were hosted in both regions, attracting nearly 50 farmers.

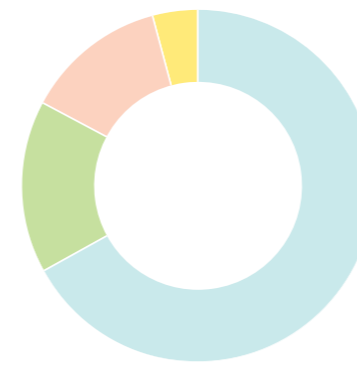
Due to government restrictions in managing COVID-19, DairySA held just one Conference, which saw nearly 175 farmers and service providers attend the highly successful Central Conference in early March at Chateau Tanunda. Eighty of the delegates were farmers, with the remaining 95 service providers (of these 41 delegates were sponsors). The Central Conference Dinner was enjoyed by 110 farmers, Service Providers and Sponsors.

OUR FUNDING

In 2019/20, Dairy Australia allocated \$402,000 in core funding to DairySA and an additional \$96,000 allocated from Dairy Australia 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 \$78,000 in external funding was leveraged. The DairySA Board continued to support investment into a number of programs including Farm Business Management, Cows Create Careers and Feeding Pastures for Profit.

2019/20 Funding Split



DA core funding	40.2%
DA other funding	9.6%
External funding	7.8%
Reserves	2.4%

TOTAL INVESTMENT IN DAIRY RELATED PROGRAMS THROUGH DAIRYSA TOTALLED:

\$648,000



OUR PROJECTS

DairySA offered the following programs during 2019/20

Project	Funding source/s	Project overview
Animal Health programs	Dairy Australia DairySA	Includes Dairy Australia farm production workshops such as Heifers on Target, Healthy Calves, Lameness, InCalf, Cool Cows, Managing Mastitis, Cups on Cups Off.
Biosecurity	DairySA Biosecurity SA	Managing biosecurity risks on your farm and setting up a One Biosecurity plan.
Cows Create Careers	DairySA, DA and sponsors	Cows Create Careers is a national project that operates in 4 DairySA regions. It promotes dairy careers and education opportunities for students (years 7-11) in the dairy industry by introducing the dairy industry to secondary schools.
DairyBase and Farm Business Management	DairySA Dairy Australia	Promotion, delivery and support for DairyBase and Farm Business Management workshops and courses in SA.
DairySA Comms—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.
DairySA Discussion Groups	DairySA, contractors and group members	DairySA supports discussion groups across the state through co-funding coordination and group activities. These groups are farmer-driven and the group sets the topics/agendas and plans on an annual basis. Coordinators provide the framework and process for successful group interaction and learning.
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. 20 SA farms involved. Annual regional report collated and disseminated.
Central Conference and DairySA Innovation Day	DairySA and sponsors	The 2020 DairySA Central Conference focussed on 'Bold Ideas' with keynote speakers Michael Harvey, Dr Michael Campbell and Sara Westbury. The event was another great opportunity for the SA dairy industry to learn about new opportunities and innovations and connect with their colleagues and friends. DairySA Innovation Day was not undertaken due to Covid-19 Restrictions.
Farm Safety Kits and Workshops	Dairy Australia	The Farm Safety Kits and resources have continued in SA providing relevant and industry tailored information on safe practices for dairy farms.
Feeding Pastures for Profit	DairySA SE NRM Board	The FPPF program aims to provide farmers with the skills and tools to achieve the profitable balance between home grown feed harvest and supplement use.
Hills and Fleurieu Forage Network	Dairy Australia	Aims to improve pasture consumption and business profitability in the Central dairy region of SA, by assisting local farmers to more effectively integrate new forage strategies into their businesses.
DairySA Ladies Lunches	DairySA	DairySA provided two Ladies Lunches (one in each major region) as part of its commitment to farmer wellbeing.
pH Mapping Lakes District	DairySA SAMDB NRM Board	Grant funding provided by Natural Resources SAMDB to undertake a demonstration of the Veris pH mapper.
Smarter Irrigation for Profit 2	Dairy Australia	SIP2 aims to realise potential gains in water productivity, energy efficiency and farm profitability. There are 2 sites in South Australia—Mount Compass and Mount Gambier.

Project	Funding source/s	Project overview
Tactics Program	DairySA and various	The program is in collaboration with the wider industry to deliver a coordinated and effective industry response to significant events (eg fire, pandemics etc). In South Australia the response programs include on farm technical advisory service, farmer wellbeing support and referral services, connecting farmers and service providers to information and support services.
Training-accredited courses	TAFE/RST	Cups on Cups Off, Artificial Insemination, Ethanase Livestock undertaken through training providers to the dairy industry with support from Dairy Australia.
Wellbeing Support Coordinator	DairySA SADA Industry Fund	In its final year this project supports the SA dairy community by strengthening focus on health and wellbeing. Providing a friendly confidential ear for those in the dairy community that need it most.
Wellbeing and Community	DairySA	A Community BBQ was held in each region inviting all dairy families for a casual dinner in a relaxed setting. DA representatives joined at the Langhorne Creek event.
Workforce Development	Dairy Australia	This project that provides focused support for the use and adoption of the ESKI and The People in Dairy tools. Project activities include ESKI folder promotion and dissemination; one-to-one ESKI on-farm follow-ups; People Focus Discussion Groups.
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.

FINANCIAL REPORT

INCOME AND EXPENDITURE STATEMENT FOR YEAR ENDED 30 JUNE 2020

	Notes	2020	2019
		\$	\$
Income			
Consulting fees			
Total Dairy Australia income		526,008	574,447
Project funds		45,000	-
DWLBC/NRM Board		8,000	-
Sponsorship income		20,750	46,450
Farmer registration fees		22,458	18,342
Interest received		1,822	6,459
Other income			234
Reimbursements (DA and Other)		53,587	1,806
Total income		677,625	647,738
Expenses			
Accommodation fees		2,144	3,434
Advertising		5,251	12,616
Auditor's remuneration		5,524	5,400
Bank charges		446	697
Consultancy fees		193,173	166,652
Catering		3,849	7,912
Fees, licences and subscriptions		-	3,183
Attendance fees		34,685	40,477
Insurance		6,535	6,787
Office expenses		2,041	3,239
Payroll expenses		371,909	270,285
Postage, printing and stationery		14,116	20,194
Professional development		803	5,538
Project operating expenses		11,748	19,417
Conferences and workshops		71,332	138,725
Travelling expenses		27,092	30,649
Total expenditure		750,648	735,205
Profit (Loss) from ordinary activities		73,023	87,467

The accompanying notes form part of the financial statements

BALANCE SHEET FOR YEAR ENDED 30 JUNE 2020

	Notes	2020	2019
		\$	\$
Current assets			
Cash			
ANZ Business extra account		30,583	108,505
Rabo Plus account		203,254	251,432
Total cash		233,837	359,937
Receivables			
Trade debtors		8,864	16,440
Total receivables		8,864	16,440
Total current assets		242,701	376,377
Total assets		242,701	376,377
Current liabilities			
Creditors and borrowings			
Accruals		328	30,597
GST paid/collected		4,286	3,878
Credit cards		78	3,332
Revenue received in advance		-	18,810
Total creditors and borrowings		4,036	56,617
Total current liabilities		4,036	56,617
Total liabilities		4,036	56,617
Net assets		246,737	319,760
Members funds			
Retained profits	2	246,737	319,760
Total members funds		246,737	319,760

The accompanying notes form part of the financial statements

NOTES TO THE FINANCIAL STATEMENTS

FOR THE YEAR ENDED 30 JUNE 2020

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

	2020	2019
As at 30 June 2020	\$	\$
Retained profits at the beginning of the financial year	319,760	407,227
Net profit (loss) attributable to members	(73,023)	(87,467)
Net retained profits	246,737	319,760

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 11 to 12:

- 1 Presents fairly the financial position of Dairy SA Regional Development Program Inc as at 30 June 2020 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:



Michael Connor
Chairperson

Dated this 26th day of August 2020

BOARD REPORT

Your Board members submit the financial report of Dairy SA Regional Development Program Inc for the financial year ended 30 June 2020.

Board Members

The names of Board members throughout the financial year and at the date of this report are:
M Connor, G Dohnt, M Krichauff, G Gilbert, G Zweck, B McHugh, H Browning, M Hunter,
Andrew Cavill, Frank Young, Travis Telford and D Stolp.

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 deficit of \$73,083

Related Party Transactions

In accordance with section 35(S) 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 2020:

- (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

The World Health Organisation (WHO) announced a global health emergency on 31 January 2020 in relation to the 2019 novel coronavirus (COVID-19) outbreak. Since then, the Australian and South Australian governments have placed restrictions on business, sporting and social activities which will impact on the Association's revenue and expenses. The ultimate disruption which may be caused by the outbreak is uncertain; however, it may result in a material adverse impact on the Association's financial position, operations and cash flows. Possible effects may include, but are not limited to, disruption to the Association's customers and revenue, absenteeism in the Association's workforce, unavailability of products and supplies used in operations, and a decline in value of assets held by the Association, including inventories, property and equipment and marketable securities.

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



Michael Connor
Chairperson

Dated this 27th day of August 2020

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 2020 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



Simon Smith
Partner

Dated this 11th day of August 2020

INDEPENDENT AUDITOR'S REPORT

Galpins

Accountants, Auditors
& Business Consultants

David Chant CA, FCPA
Simon Smith CA, FCPA
David Sullivan CA, CPA
Jason Seidel CA
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Tim Muhlhausler CA
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under Professional Standards Legislation

17 August 2020

Mr Michael Connor
Chairperson
Dairy SA Regional Development Program Inc.
PO Box 197
Lucinda le SA 5272

Dear Mr Connor,

We have conducted our audit processes for the Dairy SA Regional Development Program Inc. The staff were helpful and professional and readily located records we requested.

While we assume no responsibility to design audit procedures to identify matters to report to you, we communicate any matters encountered during the course of our audit which we believe should be brought to the Board's attention.

This does not mean that there are no other matters of which the Board should be aware in meeting its responsibilities, nor does this report absolve the Board from taking appropriate action to meet these responsibilities.

Our audit findings and recommendations are found on the following pages. It would be appreciated if we could receive a written response from the Board, detailing action taken to address these findings once the matters have been considered.

We offer to participate in a Board meeting or sub-committee meeting to discuss our recommendations. There will be no additional charge for this.

If you have any queries in relation to these matters, please do not hesitate to contact us.

Yours sincerely,

Simon Smith CA, CPA, Registered Company Auditor
Partner

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 SA
- Natural Resource Management Boards





Disclaimer.

The content of this publication including any statements regarding future matters (such as the performance of the dairy industry or initiatives of Dairy Australia) is based on information available to Dairy Australia at the time of preparation. Dairy Australia does not guarantee that the content is free from inadvertent errors or omissions and accepts no liability for your use of or reliance on this document. You should always make your own inquiries and obtain professional advice before using or relying on the information provided in this publication, as that information has not been prepared with your specific circumstances in mind and may not be current after the date of publication.

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