



The Milk Flow

SPRING EDITION - 2023

Message from the board

We hope this update finds you well and thriving amidst the challenges and opportunities that our industry is currently facing on the global stage. While the landscape remains complex, there are notable developments to share within the dairy sector.

Global Market Challenges: The global dairy market continues to present significant challenges, primarily driven by weakened demand, especially from China. This has led to lower export prices for dairy products, affecting our industry's performance in international trade. Importers worldwide are purchasing reduced volumes, a trend influenced by cost-of-living pressures and evolving consumer preferences.

Strong Farmgate Milk Prices: One remarkable bright spot in these challenging times is the strong farmgate milk prices set for this season. Competition among processors was fierce after the announcement of minimum milk prices in June. Despite facing a five percent reduction in milk flows during the 2022/23 season due to various factors, growth has been

observed in recent months. As we transition into Spring, the Australian milk pool is expected to exhibit further year-on-year growth, rebounding from the production dip experienced last season due to flooding and other issues.

Global Dairy Trends: It's essential to consider the global context. Other major dairy-exporting regions such as New Zealand, the United States, and Europe initially recorded production growth in 2023. However, they are now stabilising, encountering challenges like variable weather conditions, declining herd numbers, and tightening margins.

Dairy's Retail Value: In the retail sector, dairy products have continued to deliver value growth. Dairy remains a prominent product category for Australian retailers. Dairy retail prices have seen the most significant increase compared to all other food groups. Notably, the total value of dairy products sold has offset any declines in volume sold. Fresh milk ranks third in total retail market value growth, closely followed by cheese in fourth place, and yoghurt in ninth place. Source: NielsenIQ retail wrap up Australia Q2, 2023.

In conclusion, the dairy industry is navigating a challenging global market, but there are positive signs within our national borders. The resilience and innovation of Australian dairy farmers and processors have helped maintain strong farmgate milk prices and drive growth in retail value. While global demand uncertainties persist, our industry's dedication to quality and sustainability will continue to be our guiding light.

We will keep you updated on further developments, and we encourage you to stay connected and share your insights and experiences within our community. Your commitment to the dairy sector is truly appreciated, and together, we will weather these challenges and emerge stronger.

Thank you for your dedication and hard work in these busy times for our local dairy industry.

Please reach out to the team at Dairy NSW to assist you in the provision of services, support, programs, and activities.

To connect with our board, please email paul@dairynsw.com.au.

Staff spotlight

Carly Potts



Carly rejoined the team at Dairy NSW at the end of 2022 as project manager of the Storm and Flood Industry Recovery Program.

Carly has experience in policy creation and administration of funding for primary producers across both state and federal

governments. She leverages strong regional community networks and relationships with farmers to ensure this funding is delivered across the NSW dairy supply chain and meets industry needs.

Her experience in disaster response and helping producers and regional communities become more sustainable by accessing the available assistance leaves her well placed to deliver project outcomes by December 2024. Projects under Carly's management include leadership development, workforce attraction and retention, new entrant support and succession, supporting excellence in service provision, supporting farm business feeding system decision making and promoting the ongoing value of the dairy industry.

Rachel Chittick



Rachel was appointed Communications Adviser for Dairy NSW and the Storm and Flood Industry Recovery Program in February this year and brings a unique blend of rural upbringing and professional expertise to her role – which she says is the "job of her dreams!"

Raised on a generational dairy farm in Gerringong, New South Wales, Rachel's roots in agriculture instilled in her a deep appreciation for the land, a strong work ethic, and a love for dairy farming.

Her career journey has merged her agricultural heritage with a passion for humanitarian efforts. Rachel's experience includes contributions to organisations such as the Australian Red Cross, the NSW Government, and various not-for-profit entities. At Australian Red Cross, she spearheaded public awareness and engagement campaigns that raised essential funds for disaster relief and humanitarian causes. During her tenure with the NSW Government, Rachel continued her mission to create a positive impact on everyday Australians. She played a pivotal role in campaigns promoting public health, safety, and community cohesion.

Rachel's love for her family's dairy farm remained unwavering. In her current position she balances work in marketing and communications with her agricultural roots, understanding the challenges and triumphs faced by Australian dairy farmers.

Rachel's goal is to help NSW farmers plan, prepare, respond, and rebuild during times of crisis and disaster.

She is dedicated to creating public awareness, fostering humanitarian efforts, and promoting community engagement aligns with the mission of supporting the NSW dairy farming community during challenging times.

To find out more about the Storm and Flood Industry Recovery Program, visit our website: dairyaustralia.com.au/nswfloodrecovery

Managing dry seasonal conditions



The Australian Bureau of Meteorology has confirmed a declaration of El Niño in conjunction with a positive Indian Ocean Dipole weather event.

This announcement confirms what is already being felt in some regions, drier and hotter conditions with reduced rainfall forecast across the country. Dairy producers will need to plan and be prepared for an increased likelihood of reliance on purchased fodder and supplement in conjunction with likely reduced availability in some regions.

The Bureau has indicated the current forecast period is until autumn 2024, however El Niño events can last up to nine months and beyond. There are many resources available at both state and federal level to assist in dry weather preparation. Dairy Australia and the regional offices, as well as your local state government organisations and drought hubs, have several resources available to assist you with preparing your farm business for the dry season.

To find out what programs and services that may help you prepare for, manage, and recover from dry conditions please visit droughthub.nsw.gov.au/.

To find your nearest Rural Financial Counsellor that provides free financial counselling to farmers please visit nema.gov.au/get-support/rural-financial-counselling-service.

To find your local Drought Hub location and the services they offer please visit agriculture.gov.au/agriculture-land/farm-food-drought/drought/future-drought-fund/research-adoption-program/adoption-innovation-hubs.

CONTACT INFORMATION

For social support and wellbeing please contact **Lifeline** on **13 11 14**.

Feed budgeting

One of the most important aspects of planning, preparing, and managing a dry season is having a feed budget to make the best decisions to manage feed. A feed budget prepares you for the quantities of feed to source for milk production requirements and to meet the nutritional requirements of your herd.

When calculating the feed demand, the most important considerations are:

- An accurate head count of the stock on your farm.
- Realistic assumptions of the energy requirements for the different classes of stock for maintenance, production, and growth.
- The pasture growth rates (if relevant) for home grown feed availability.
- Amounts of conserved fodder on hand.

This information will give you the most accurate estimation of the feed deficit you need to fill.

When you are sourcing brought in feeds, ensure that assumptions are made on well-balanced diets and using realistic allowances for feed wastage (approximately 30 per cent wastage when fed on the ground and 15 per cent when fed in hay rings).

Dairy Australia has feed budgeting tools to help you estimate what quantities of feed you require. These tools make it easy by containing estimated daily pasture growth rates for pastures at locations across all regions as well as factors in wastage during feeding out.

Consider using an advisor to assist with developing your feed budget or before you purchase in feed.

For more information on how to use the tool and to download the Feed Budgeting spreadsheet please visit dairyaustralia.com.au/feeding-and-farm-systems.

Buying in fodder



When it comes to purchasing in large quantities of fodder to meet the demands of your herd, it is important to know that you are getting value for money. This becomes especially important when feed prices and demand are high.

Dairy Australia generates a hay report which is updated frequently with independent and timely assessment of hay markets in each dairy region. This report provides farmers with the information to make informed decisions when buying hay. The hay prices are based on shedded hay without weather damage, of good quality and colour and the prices are indicative of a mid-range product. The prices are estimates based on delivery with allowances for freight and storage, exclusive of GST. Actual prices may vary for quality or other reasons.

The report is especially useful when making decisions around when to buy in fodder and preparing for feed deficits. The prices in the report are independently verified and a trusted source of information to test if you are getting a good deal through your hay supplier.

As the dry season approaches it is important to be proactive when making decisions around purchased feed, as waiting to see how the season progresses could result in purchasing into a market with inflated prices due to higher demand.

For more information and to access the hay reports please visit dairyaustralia.com.au/industry-statistics/industry-reports/hay-report.

Dairy NSW Survey – your input will shape the future of our research, education and extension services

Dairy NSW is reaching out to you because your insights and expertise are invaluable in steering the course of the dairy industry's future. We, in collaboration with Dairy Australia, have always believed in investing in research, development, and education programs to propel the dairy industry forward. Now, we want your input to help us do just that.

Your ideas and opinions matter, and we invite you to share them with us. There are two key aspects we're keen to explore:

Research ideas

We want to know what ideas you have that deserve further investigation. Whether it's a new approach to dairy farming, a novel technology, or innovative sustainability practices, we are all ears. Your on-ground experience and insights can help identify areas where research can bring about substantial improvements.

Future challenges

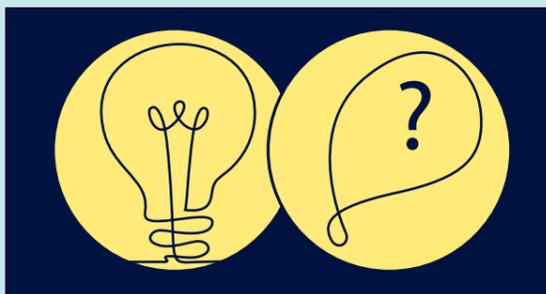
Anticipating and proactively addressing challenges is crucial. What challenges do you foresee on the horizon for the dairy industry? It could be related to climate change, shifts in consumer preferences, or evolving market dynamics. By identifying these challenges now, we can start researching solutions that will ensure the industry's resilience.

Your input is not just valuable; it's essential for us to create programs, services, and priority areas that genuinely cater to your needs and concerns. We are committed to providing you with the necessary support to overcome challenges and seize opportunities.

To share your thoughts and ideas, we have created a short survey for you to complete. Your participation will guide the development of future initiatives and will enable us to allocate resources to the most pressing issues facing the dairy industry. Your contributions will make a significant impact.

Please take a few moments to complete the survey bit.ly/DNSWPriority23.

We understand that your time is precious, and we genuinely appreciate your efforts in helping us shape the future of the dairy industry. Your participation in this survey will help us build a stronger and more resilient dairy sector in NSW.



The importance of feed testing purchased hay and how to interpret the feed test reports

CEREAL HAY / SILAGE		V. POOR	POOR	AVERAGE	GOOD	EXCELLENT
ME	Metabolisable Energy	< 5	5 - 8	8 - 9.5	9.5 - 10.5	> 10.5
CP	Crude Protein	< 4	4 - 6	6 - 10	10 - 12	> 12
NDF	Neutral Detergent Fibre	> 70	70 - 60	60 - 54	54 - 50	< 50
ADF	Acid Detergent Fibre	> 55	55 - 50	50 - 45	45 - 40	< 40
WSC	Water Soluble Carbohydrates	< 10	10 - 12	12 - 18	18 - 25	> 25
RFV	Relative Feed Value	< 80	80 - 90	90 - 100	100 - 120	> 120

VETCH / LUCERNE HAY / SILAGE		V. POOR	POOR	AVERAGE	GOOD	EXCELLENT
ME	Metabolisable Energy	< 5	5 - 8	8 - 9.5	9.5 - 10.5	> 10.5
CP	Crude Protein	< 12	12 - 15	15 - 19.5	19.5 - 22	> 22
NDF	Neutral Detergent Fibre	> 60	60 - 53	53 - 41	41 - 38	< 38
ADF	Acid Detergent Fibre	> 40	40 - 36	36 - 32	32 - 29	< 29
WSC	Water Soluble Carbohydrates	< 7	7 - 9	9 - 11	11 - 15	> 15
RFV	Relative Feed Value	< 90	90 - 100	100 - 120	120 - 180	> 180

Image credit from Feed Central feedcentral.com.au/feed-test-options.

An important element to buying in hay is to know what the quality of the product is. A feed test should be readily available before you commit to the purchase.

Quality of the feed is a driver of milk production and animal performance. Measuring feed quality enables you to optimise the diet to meet your milk production targets. There is large variation in the nutritional composition of a feed type, even within the same product. Having a feed test allows you to know the quality of what you are buying in/feeding out. There are three key elements when reading a feed test to provide a good estimation of the overall quality of the feed.

- 1 Metabolisable Energy (ME) is energy available to the animal for production, maintenance, and growth. Generally, the higher the ME the higher the production capacity of the feed.
- 2 Crude Protein (CP) is essential for production, maintenance, and growth of the animal. Protein and energy must be in balance to be most effectively utilised by the animal.

3 Neutral Detergent Fibre (NDF) is a measure of the overall bulk of the forage. NDF is the driver for dry matter intake as it fills up the rumen. Generally, the lower the NDF the higher the quality as this allows the animal to rapidly digest and absorb nutrients. Acid Detergent Fibre (ADF) is the least digestible component of the plant. Usually, the lower the ADF the more digestible the feed is.

So, what are good values for these nutrition components? It depends on the feed type. For example, a CP of 12% in a cereal hay would be considered excellent, but 12% CP for a legume hay would be poor. It is a good idea to check the feed test reports with a trusted nutritionist, independent of the hay supplier. Refer to the table below for a general guide of the quality levels of different hay types.

For more information, resources, and support to assist you during drier weather conditions, please connect with the Dairy NSW Extension Advisor and Farm Engagement Lead in your local region.

1:1 Personalised online workshops now available: Succession – Get a Plan!



Transition and succession planning for a family farming business is a complex and vital process. A family farm represents more than just a business; it embodies generations of hard work, love for the land, and a legacy to be carried forward. To ensure the smooth transition of your family farm, it's crucial to navigate the intricacies of management, business and property ownership, retirement, and the preservation of your family legacy. By doing so, you can not only safeguard the farm's future but also maintain healthy family relationships and clearly communicate your expectations.

Dairy NSW, in collaboration with Rural Transition Services, is proud to offer New South Wales dairy farming families an innovative and tailored solution for transition and succession planning. This solution comes in the form of an online workshop, and it's designed to equip you with the knowledge, tools, and guidance you need to secure your family's farming legacy.

Your succession planning expert Andrew Quinn, the driving force behind Rural Transition Services, is at your service to provide the most up-to-date and valuable insights into dairy farming succession planning. As a Certified Practising Accountant (CPA) with over two decades of experience assisting businesses through times of change, Andrew is well-versed in the intricacies of financial planning and management.

Moreover, Andrew has recently served as the Financial Controller for the Rural Aid team, a group dedicated to delivering essential support to farmers and rural communities. His expertise, combined with his deep-rooted passion for the agricultural industry, makes him a valuable resource for your succession planning journey.

Your roadmap to succession planning

The heart of this program is the 'Succession – Get a Plan!' workshop. This comprehensive workshop is tailored to address the unique needs and challenges faced by dairy farming families in New South Wales. By participating, you'll gain access to an array of essential tools and knowledge, all designed to help you navigate the complexities of succession planning with confidence.

One of the standout features of this program is the fully funded private consultation that follows the workshop. This consultation allows you to delve deeper into your family's specific situation and chart a course towards your unique succession planning goals. Andrew Quinn, with his extensive experience and expertise, will be on hand to guide you through this pivotal step.

By the end of this process, you'll have a clear and documented approach to your succession planning. You will know what your family wants to achieve, and you'll have a concrete plan in place to ensure those goals are met.

To take the first step towards securing your family's future in farming, book your online consultation at bit.ly/3FSNblw. Your family's farming legacy deserves to be preserved, and this workshop is the ideal tool to make it happen. For more details, reach out to **Carly Potts**, via carly.potts@dairyaustralia.com.au.

The Succession – Get a Plan online workshops are funded by the Australian and NSW Government's Storm and Flood Industry Recovery Program.



The Game's Focus Farm journey: a tale of transformation and progress



In the dynamic world of dairy farming, the Game Focus Farm project in New South Wales has recently concluded, marking a significant milestone in the journey of Kevin and Brodie Game.

This two-year project has been a remarkable example of learning, adaptation, and improvement within the dairy industry. As the project wraps up, it's time to reflect on the transformative journey of the Game Focus Farm, the concept of Focus Farms, and the pivotal role it plays in inspiring dairy farmers across the region.

Understanding Focus Farms

First and foremost, it's essential to clarify the concept of a Focus Farm, as it is often misunderstood. Focus Farms are not meant to be 'best-practice' dairy farms. Instead, they serve as representative models of typical farms in the region.

The primary objective of a Focus Farm is continuous improvement, where real farmers make real decisions to achieve real results. This concept is the driving force behind the Game Focus Farm project, which has demonstrated that progress is attainable for all, regardless of the starting point.

Farm overview

To comprehend the scale and scope of the Game Focus Farm, it's essential to look at its physical attributes. The farm spans a total area of 460 hectares, with 170 hectares designated for milking. It manages a fluctuating cow population, peaking at 342 milkers and averaging 320. The calving pattern is designed to be continuous, with a break for Christmas and New Year, while heifers generally calve in two batches, one in Autumn and the other in Spring.

One notable aspect of the Game Focus Farm is its approach to heifer rearing. All heifers and some steers are reared on a leased support block. The feeding regimen includes 2.4 tonnes of concentrate and 1.3 tonnes of home-made silage, which contribute to the cows' nutrition. The feed base consists of a mix of perennial pasture paddocks and kikuyu paddocks oversewn with annual ryegrass. The farm also possesses a range of essential plant and equipment, including a dairy, tractors, fertilizer spreaders, round bale hay and silage making equipment, a mulcher, boom spray, and more.

The Game's farm purchase

During the Focus Farm project, Kevin and Brodie Game made a pivotal decision to purchase the farm they had previously been leasing. This transition from leasing to ownership had a profound impact on their farming journey and future. The decision to buy the farm was influenced by several factors, including a long-term commitment to the farming enterprise, the desire for greater control over the property, potential financial benefits, and the opportunity to implement changes without the constraints associated with leasing.

With this significant transition, the project's support group had to pause and reevaluate its approach. The new ownership status prompted a need to reconsider the goals and strategies they had previously established for the Focus Farm project. The transition introduced changes in financial considerations, decision-making autonomy, and the potential for farm improvements.

Support group adaptation

Considering the farm purchase, the support group's role had to evolve to accommodate the new circumstances and align with Kevin and Brodie's new objectives as farm owners. This entailed adjusting the group's focus, reevaluating the farm's short-term and long-term goals, assessing operational efficiency, and planning infrastructure development to reflect the changes brought about by farm ownership.

The transition from leasing to ownership is an exciting phase for any farming venture, as it opens opportunities for greater investment, expansion, and tailored improvements. The continued support and collaboration of the support group played a crucial role in ensuring that Kevin and Brodie's vision for Old Bemboka aligns with their goals of making it a successful and resilient dairy business.

Strategic approach for success

The approach taken by the support group, in collaboration with Kevin and Brodie, centred around aligning the production system with the long-term settings of the business and ensuring that the infrastructure was in place to achieve their goals. This strategic approach is vital for the success and sustainability of any dairy enterprise. The following framework outlines the steps taken to achieve these objectives:

- **Long-term vision:** The first step in this approach is to establish a clear long-term vision for the dairy farm business. This involved defining specific objectives and goals that Kevin and Brodie wanted to achieve over an extended period. These goals could include financial targets, production efficiency, sustainability measures, or any other key performance indicators that are important to the success of their dairy operation.
- **Production system alignment:** With the long-term vision in mind, the support group worked together with Kevin and Brodie to design and implement a production system that would be in harmony with their business objectives. This includes decisions related to cow management, breeding, calving patterns, feeding strategies, and overall farm operations.

By aligning the production system with the long-term goals, they ensure that the daily activities and practices on the farm contribute directly to the desired outcomes.

- **Infrastructure development:** The next aspect of this approach involves evaluating the existing infrastructure and identifying any necessary changes or improvements to support the chosen production system and long-term goals. Infrastructure assessed included cow laneways, paddock layout, water supplies, milking facilities, cow yards, and more. The support group assessed the current state of infrastructure, as well as Kevin and Brodie's future and discussed modifications or additions that would enhance efficiency and productivity.
- **Evaluating Feasibility:** During this process, the support group and Kevin and Brodie evaluated the feasibility of the proposed changes and improvements. This involved considering factors like financial investment, potential returns, and practicality. Then Kevin and Brodie looked at how these changes fit within the overall budget and whether they align with the farm's available resources.
- **Monitoring and Adaptation:** As some of these changes were implemented, the support group monitored their impact on the farm's performance and progress toward the long-term goals. Regular evaluations and adjustments were made to ensure that the chosen strategies were effective and aligned with the evolving needs of the dairy business.

Table 1 Support group members

Farmers	Service Providers
Tom Pearce	Roger Went
Simone Jolliffe	Jane Woolacot
Neil Jolliffe	Adam Fisher
Will Russell	Peter Notman
Debbie Platts	Peter Alexander
Richard Platts	
Ken Kimber	
Andrew Irvin	
Zoe Irvin	

This comprehensive approach, which combined the expertise of the support group with Kevin and Brodie's knowledge of their farm and operations, optimised the chances of achieving the stated goals. The focus on long-term planning, production system alignment, and infrastructure development helped create a robust and sustainable foundation for the dairy farm, enhancing its profitability, efficiency, and resilience.

The Game Focus Farm in the context of focus farms

Reflecting on the overall Focus Farm project, it can be broken down into four main concepts that epitomise the essence of this unique initiative:

- **Learning and improvement:** The primary purpose of a Focus Farm is to foster learning and improvement. These farms actively participate to enhance their methods, efficiency, and overall performance. By doing so, they serve as a valuable resource and example for other farmers facing similar challenges in the district and state. The Game Focus Farm has been a fantastic example of this.
- **Community engagement:** The Game Focus Farm has involved the surrounding farming community. The meetings and open days acted as hubs for knowledge exchange and collaboration – bringing together farmers, researchers, agricultural experts, and stakeholders. This collaborative approach fosters innovation and encourages the sharing of experiences and insights to drive progress.
- **Challenges and changes:** Throughout the two-year Focus Farm project, Kevin and Brodie Game likely encountered various challenges, experiments, and adaptations. Some changes have worked well, while others have required re-evaluation. The process of continuous improvement involves trial and error, but it ultimately leads to valuable lessons that benefit both Kevin and Brodie and the wider dairy community.
- **Long-term impact:** The impact of a Focus Farm project goes beyond the two-year duration. The knowledge gained, experiences shared, and improvements made during this time will have a lasting effect on Kevin and Brodie and the local farming ecosystem. As these improved practices are adopted by other farms, the positive effects ripple through the dairy community.

Table 2: Summary of Daily Operating Position 2022/23

	10/08/2022	6/10/2022	25/01/2023	28/03/2023	15/05/2023
Milkers	324	356	316	296	320
Milkers in Vat	312	348	310	288	310
Kg MS/cow/day	1.88	2.00	1.5	1.39	1.81
Fat (%)	3.59	3.32	4.27	4.27	4.22
Protein (%)	3.44	3.47	3.32	3.29	3.64
Concentrate fed/cow/day (kgs)	8	8	8	8	8
Fodder fed/cow/day (kgs as fed)	11	0	25	30	13
Pasture Consumption/cow/day (kgDM)	5.3	11.6	0	0	3.8
Milk Price (\$/kgms)	10.98	10.78	9.76	10.56	10.77
Income/cow/day (\$)	20.68	21.53	14.6	14.67	19.48
Supp. Feed Cost/cow/day (\$)	5.19	3.93	3.77	3.43	3.21
MOSFC/cow	15.49	17.6	10.83	11.24	16.26
Total Feed Cost/KgMS - incl. pasture	3.04	2.55	2.13	1.85	1.99

Summary

The Game's Focus Farm plays a crucial role in the agricultural industry by serving as a learning centre for innovation, problem-solving, and progress. Kevin and Brodie's willingness to embrace change and strive for improvement makes them invaluable contributors to the advancement of sustainable and efficient dairy farming practices.

By following a strategic approach that aligned the production system with their long-term vision, the Games demonstrated how real farmers can achieve significant progress. Their decision to purchase Old Bemboka during the project further exemplifies their commitment to the farming enterprise and their aspiration to have greater control over their future.

The transformation from leasing to ownership presented a new set of opportunities and challenges, and the support group had to adjust its approach to accommodate these changes. However, with the ongoing support and collaboration of the support group, Kevin and Brodie were well-equipped to navigate this transition and continue their journey towards a successful and resilient dairy business.

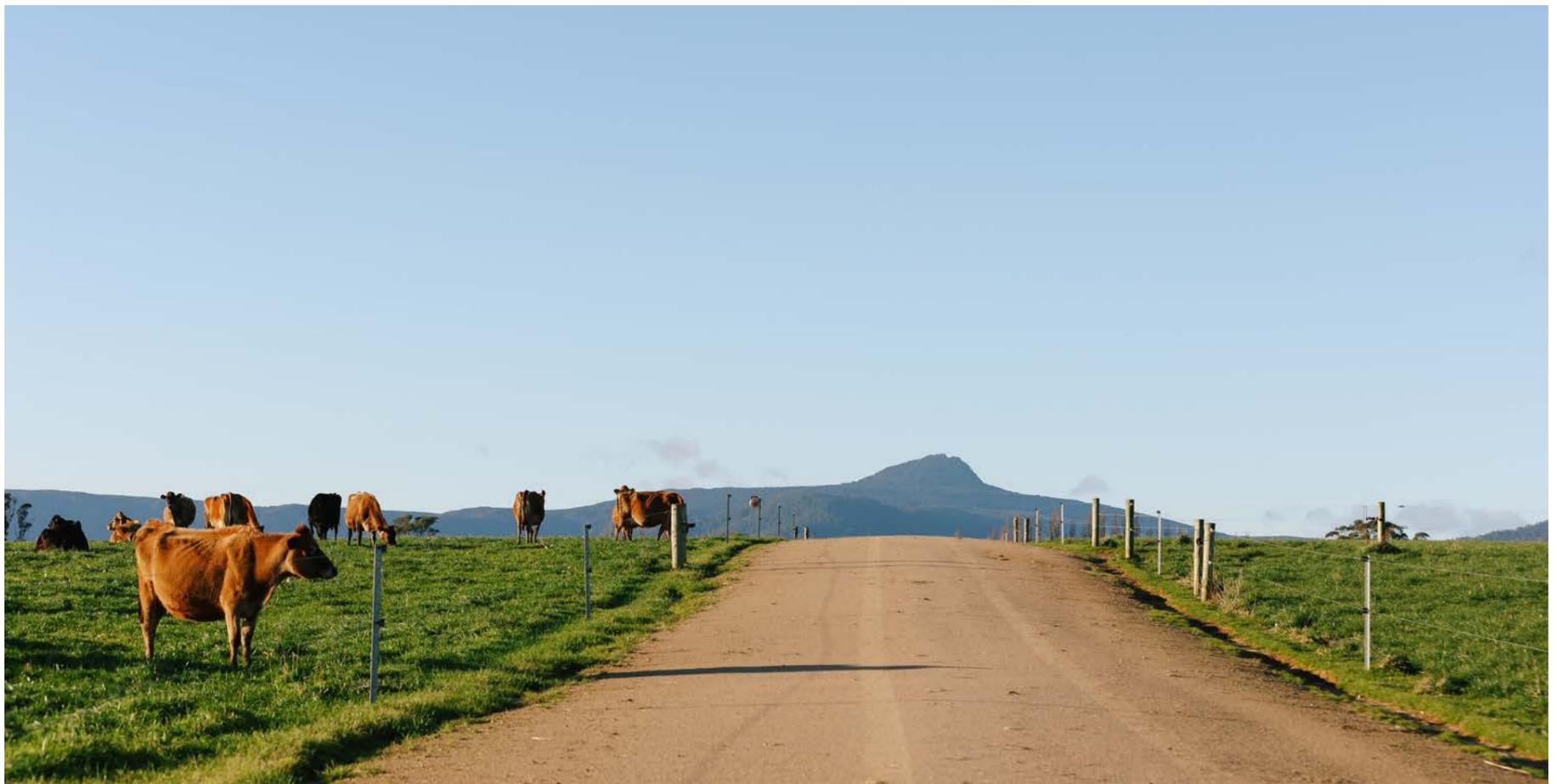
Overall, the Game Focus Farm exemplifies the essence of the Focus Farm concept – fostering continuous improvement, community engagement, and long-term impact. Their dedication to learning, adapting, and sharing knowledge has undoubtedly left a positive mark on the farming community, inspiring others to strive for excellence in their own operations.

Further information

Please reach out to the Extension and Farm Engagement Lead in your local region.



Dairy NSW Young Dairy Network: cultivating tomorrow's dairy leaders



The Dairy NSW Young Dairy Network is an initiative that has taken root and thrived, offering a fertile ground for growth and connection for young individuals looking to leave their mark on the NSW dairy sector.

With more than 2,500 young dairy enthusiasts already onboard nationally, the Young Dairy Network is not just an opportunity; it's a thriving community, a platform, and a launchpad for those eager to develop their skills, broaden their horizons, and build invaluable connections to propel their careers in the dairy industry.

So, what is this network all about, and how can it benefit you?

The Young Dairy Network opens doors to a plethora of experiences, resources, and connections, including:

- **Training and workshops:** Stay ahead of the curve with access to specialised training and workshops, ensuring you're always equipped with the latest industry knowledge and skills.
- **Farm walks and study tours:** Learn from experienced farmers, explore best practices, and get up close with the operations that make our industry thrive.
- **Social events and gala dinners:** Network and socialise with peers and mentors, making connections that can last a lifetime.
- **Discussion groups:** Engage in meaningful conversations with industry peers to exchange ideas, share experiences, and address common challenges.
- **Networking with industry stakeholders:** Connect with influential figures in the dairy world, opening doors to potential career opportunities and collaborations.
- **Sponsorship and support:** Receive support for participating in industry leadership activities, helping you make a difference in the dairy sector.
- **Interstate and overseas events:** Expand your horizons by participating in dairy-related events beyond our borders, gaining fresh perspectives and insights.
- **Personal development training:** Build not only your professional skills but also your personal skills, ensuring you're well-rounded and ready for the demands of the industry.
- **Fundamental programs:** Explore essential topics such as Nutrition Fundamentals, Farm Business Programs, and Rearing Healthy Calves.

Who can join?

The Dairy NSW Young Dairy Network is inclusive and welcomes anyone aged 16 to 40 who is:

- New to the dairy industry
- Local farmers
- Local dairy service providers.

Why should you get involved?

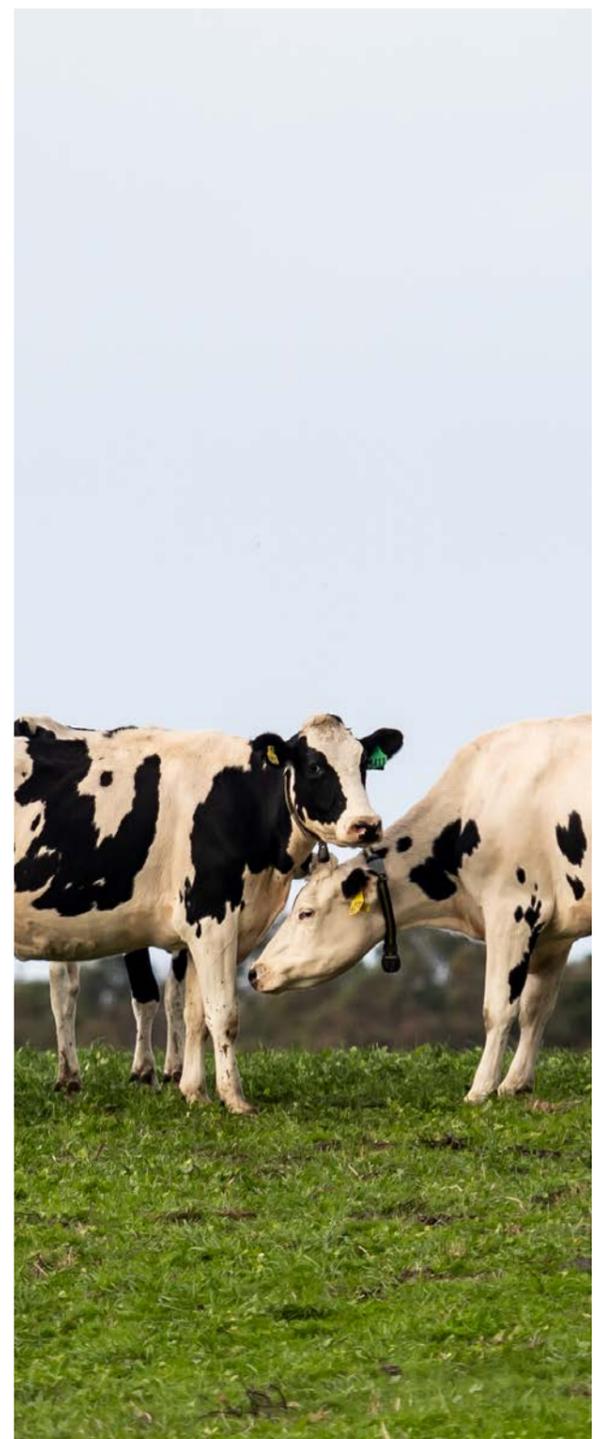
By joining the Young Dairy Network, you are taking a significant step towards cultivating your potential in the dairy industry. Here's why this is an opportunity you shouldn't miss:

- **Professional growth:** You'll have access to a wealth of resources and knowledge to advance your career and skills.
- **Connections:** Connect with like-minded young professionals, established farmers, and industry service providers who can be instrumental in your journey.
- **Industry insights:** Stay in the loop with the latest developments and best practices in the dairy industry.
- **Support:** The network is a supportive community that has your back, ensuring you are never alone on your dairy journey.

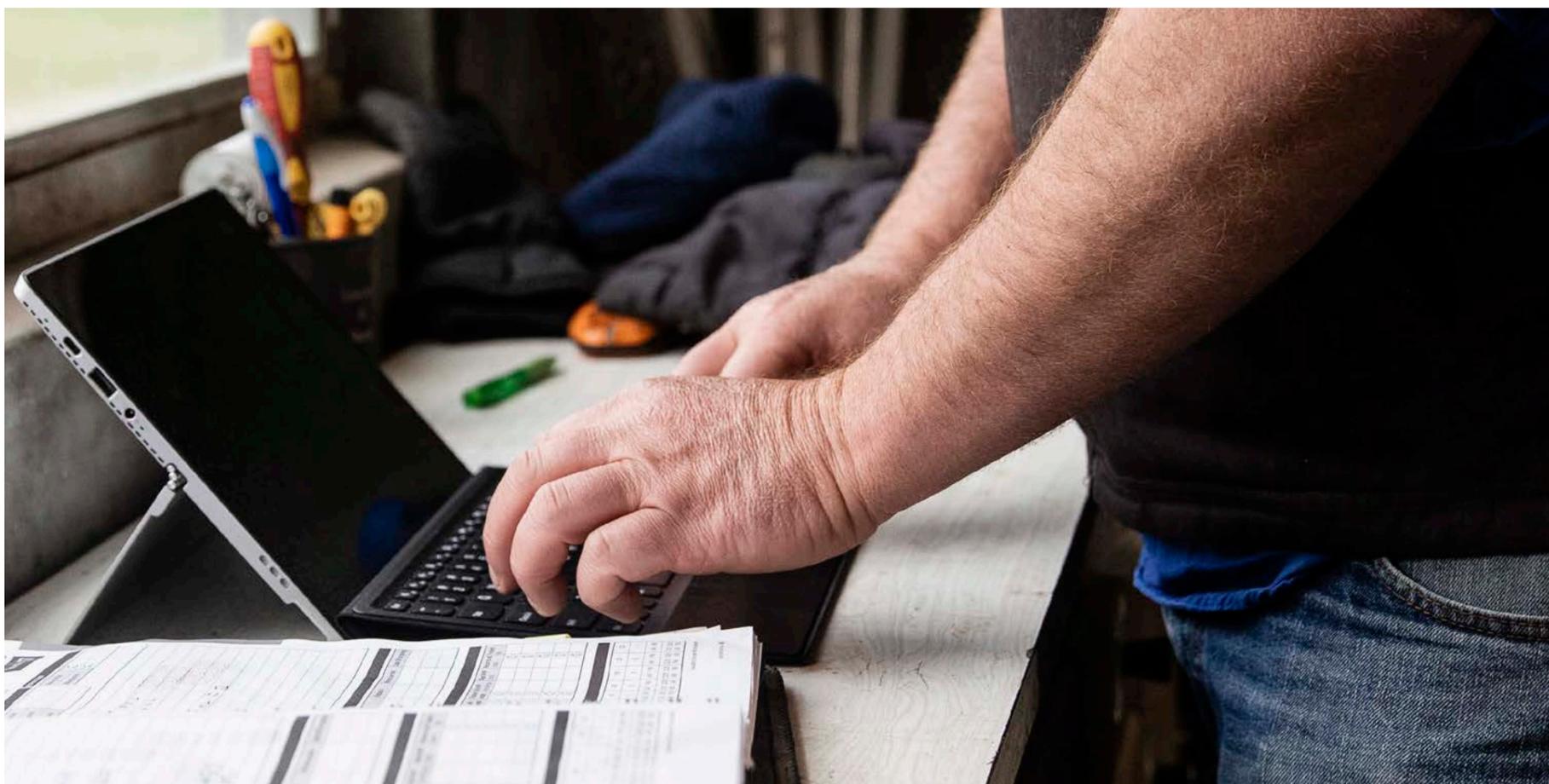
So, whether you're just starting out in dairying, the dairy industry, or are an established local farmer or service provider, the Dairy NSW Young Dairy Network offers a vibrant and nurturing space for your growth.

Don't miss this chance to be a part of the future of NSW's dairy industry. Join the Young Dairy Network, develop your skills, create lifelong connections, and lead the charge in shaping the dairy landscape of tomorrow.

Visit bit.ly/3FJ9z0E to register your interest or reach out to your region's Dairy NSW Extension and Farm Engagement Lead.



Book your Dairy Business Support Services funded consultation today!



We are pleased to announce that the Dairy Business Support Service (DBSS) funding is back to provide invaluable assistance to our hardworking dairy farming community.

Following the success of last year's program, Dairy NSW has secured an additional year of funding through the Department of Primary Industries' Farm Business Resilience Program. This means more support is on the way to help you thrive in an ever-evolving agricultural landscape.

The DBSS program for this year will be in operation from 1 July 2023 to 30 June 2024, offering a total of 50 business consultations, with one case per farm. The best part? All dairy farms in New South Wales are eligible, regardless of whether they are within Dairy NSW, Murray Dairy or Subtropical Dairy regions. We want to ensure that every dairy farmer in our state has access to the support they need.

Each approved consultation will grant NSW dairy farmers up to six hours of direct support, which can be provided either in-person or virtually by a pre-approved consultant. This support aims to assist with various aspects of your dairy business, such as business planning and performance improvement.



Here's what's on offer:

Implementation of dairy standard chart of accounts and accounting software support: Streamline your financial management and accounting processes for better control and decision-making.

DairyBase/Farm business snapshot and budgeting: Gain insights into your financial position, enabling you to make informed choices for your dairy operation's future.

Analysis of profitability and productivity drivers: Identify areas where your business can improve, enhancing profitability and productivity.

Delivery of regional group activities: Participate in group activities that can benefit your farm and connect with other dairy farmers.

However, it's important to note that the DBSS funding does not cover day-to-day operational consultations, such as routine agronomic, veterinary, or financial advice, or accountant fees for standard annual tax returns/BAS.



There is no cost to you as a farmer for this approved support service. We understand the challenges you face and are committed to providing the resources you need to prosper.

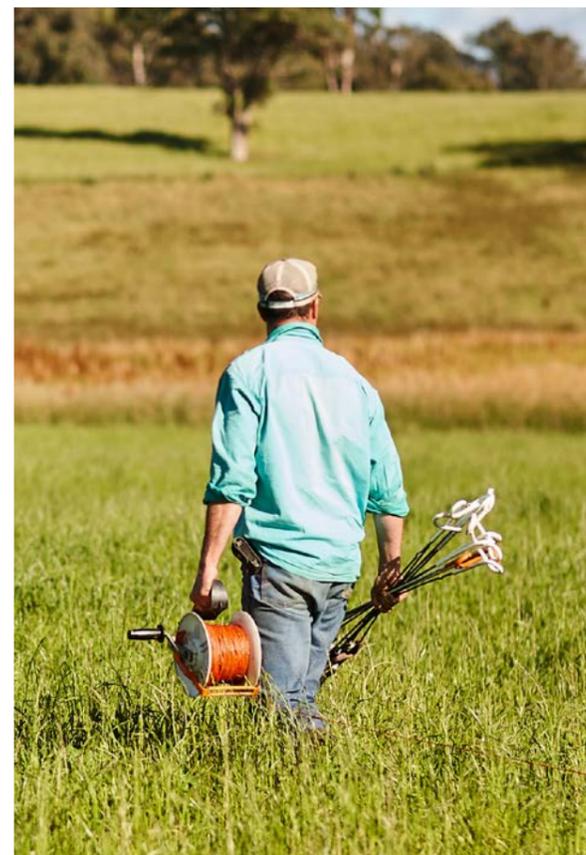
Furthermore, Dairy NSW Engagement and Farm Engagement Leads are available to attend these sessions with dairy farmers in our region.

This means we can create a tailored plan that incorporates Dairy Australia programs, workshops, and activities to support you for the long term.

We're here to help you grow and succeed.

To access this funded service, please don't hesitate to reach out to our Extension Coordinator and Farm Engagement Lead, **Jane Bower**, via email at janeb@dairynsw.com.au. Jane is your point of contact for all things related to the DBSS funding program, and she will guide you through the process to ensure you receive the support that's right for your farm.

Your dedication to the dairy industry is essential, and we are here to support you every step of the way. Let's work together to strengthen our dairy farming community and ensure a prosperous future for all.



Raising the Roof 2024: elevating dairy farming in NSW



Mark your calendars and prepare for a remarkable event that promises to be a game-changer for the Australian dairy industry.

'Raising the Roof 2024', is the only major event in the industry that focuses on intensive farm systems, and it's coming to the Hunter Valley in New South Wales from 27 to 29 February 2024. This is a unique opportunity for you to enhance your knowledge, embrace innovation, and stay at the forefront of dairy farming excellence.

What can you expect from 'Raising the Roof 2024'?

International expert insights

At the heart of this event lies the chance to hear from international experts who are pioneers in cutting-edge dairy farming. These experts are at the forefront of global best practices and the latest industry breakthroughs that are reshaping the future of dairy. They will provide you with invaluable knowledge and insights to revolutionise your dairy farming techniques.

Learn from Australian dairy farmers

Joining these international experts are your fellow Australian dairy farmers who have already undertaken the transition to intensive farming systems. Their experiences, challenges, and successes can be your guide as you explore new ways to optimise your operations. Learn from their journeys and take inspiration from their accomplishments.

Tools and resources for success

In the ever-evolving dairy industry, having the right tools and resources at your disposal is essential. 'Raising the Roof 2024' will provide you with access to a wealth of information on the latest technologies, equipment, and practices. Discover how these tools can help you thrive and adapt in the dynamic world of dairy farming.

Empowerment for informed decision making

One of the key takeaways from this event will be the ability to make informed decisions about feedpad or contained housing infrastructure. With the rapidly changing landscape of the dairy industry, gaining insights into the latest trends and industry standards is crucial. 'Raising the Roof 2024' aims to empower you with the knowledge needed to make sound choices for the future of your farm.

This event is a unique opportunity to connect with fellow farmers, experts, and industry leaders. By attending 'Raising the Roof 2024', you'll be arming yourself with the tools and insights necessary to enhance your dairy farming practices.

The lineup of international expert speakers is currently being finalised, and tickets will be on sale soon. To stay updated on the latest information about the event, please visit dairyaustralia.com.au. We encourage you to take advantage of this exceptional opportunity to elevate your dairy farming practices and secure a successful future in the industry.

'Raising the Roof 2024' is being delivered by Dairy Australia and Agriculture Victoria, two organisations committed to the advancement and sustainability of the dairy industry in Australia.

We look forward to seeing you at this transformative event in the heart of New South Wales. Don't miss the chance to be part of the future of dairy farming.

For sponsorship opportunities or more details on this activity, please reach out to your local Dairy NSW Extension and Farm Engagement Lead.

Upcoming events:

November 2023

28 Dairy Australia AGM

February 2024

13 Our Farm, Our Plan online

27-29 Raising the Roof

April 2024

16-17 Members Council

May 2024

TBA YDN Conference



Visit our events page bit.ly/DNSWEvents to RSVP and view a full listing of upcoming activities in your local area.

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Dairy NSW
PO Box 4028
Shellharbour NSW 2529
W dairyaustralia.com.au/dairynsw
E info@dairynsw.com.au

Paul van Wel
Regional Manager
0407 434 073
paul@dairynsw.com.au

Alicia Richters
South Coast and Highlands
0427 916 650
alicia@dairynsw.com.au

Jane Bower
Hunter and Central West
0427 929 694
janeb@dairynsw.com.au

Jane Woolacott
Far South Coast and Wagga
0409 076 140
jane@dairynsw.com.au

Rachel Chittick
Communications
0413 506 419
rachel@dairynsw.com.au

Carly Potts
Project Manager
0455 227 707
carly.potts@dairyaustralia.com.au

Tania Ketteringham
Workforce Attraction and Retention (South)
0412 040 504
tania@dairynsw.com.au

Laura Matthews
Workforce Attraction and Retention (North)
0493 452 640
laura@dairynsw.com.au

Natalie Campbell
Administration
0438 261 912
natalie@dairynsw.com.au