



Dairy NSW Annual Report

2023/24

DELIVERING
for **DAIRY**



Contents

About us	1
Chairperson's report	2
Board of Directors	4
Strategic Plan	6
Education and extension programs	8
Regional Dairy Groups	9
Storm and Flood Industry Recovery Program	10
Dairy Business Support Services Program	12
Financial statements	14
Stay connected	28

About us

Dairy NSW is an organisation focused on supporting and empowering the dairy community in New South Wales (NSW), Australia. Dairy NSW's primary objective is to strategically guide and facilitate research, development, extension, and education programs for the dairy sector in the NSW region.

Vision

A valued and trusted partner that empowers and enables dairy farmers and industry to thrive.

Regional Development Program

Dairy NSW is one of the eight Regional Development Programs (RDPs) under the auspices of Dairy Australia. It is a public company limited by guarantee. Its role is to plan and implement a strategic direction for dairy related research, development, extension, and education programs within the NSW dairy industry.

Functions

Dairy NSW is responsible for setting priorities for dairy improvement projects. It invites submissions for projects, commissions them, and oversees their execution. The organisation also coordinates and delivers extension and education programs, with a focus on monitoring the projects' success and their impact on generating returns from the dairy service levy.

Collaboration

Dairy NSW collaborates closely with various stakeholders, including Dairy Australia, other Regional Development Programs, farm policy organisations, Regional Development Groups, and government agencies. The aim is to identify and prioritise research, development, education, and extension initiatives that align with regional and national policies. This integration ensures that the efforts carried out within the NSW region contribute to productivity gains and efficiencies.

Mission

Dairy NSW's mission is to collaboratively identify and deliver the educational, extension, research, and development needs of the NSW dairy industry, working collectively to advance its interests.

Strategic intent

The organisation's strategic intent revolves around enhancing the overall prosperity, productivity, and sustainability of dairy farmers within the Dairy NSW region. This objective is pursued through initiatives that aim to bring positive outcomes to the dairy industry.



Chairperson's report

As we reflect on the fiscal year 2023/2024, it is evident that the NSW dairy industry has faced numerous challenges, particularly due to the extreme and unpredictable weather conditions that have impacted our dairy farmers across the state. These events have tested the resilience of our industry, but they have also highlighted the strength, determination, and unity of our dairy farming community.

Storm and Flood Industry Recovery Program (SFIRP)

Throughout these challenging times, the Dairy NSW team has been unwavering in their support for our farmers. The team has worked tirelessly to provide the necessary resources, guidance, and assistance to help navigate these difficult circumstances. SFIRP has been instrumental in our efforts to aid recovery. The program's activities have provided significant support to farmers, enabling them to rebuild and strengthen their operations after the severe weather events. The impact of this program cannot be understated; it has been a lifeline for many within our industry, and I commend the Dairy NSW team for their dedication in delivering these vital services. Find out more at dairyaustralia.com.au/nswfloodrecovery.

Dairy UP

In addition to our recovery efforts, the DairyUP program has continued to play a pivotal role in advancing the NSW dairy industry. By fostering innovation, improving farm management practices, and enhancing productivity, DairyUP has supported our farmers in building more sustainable and profitable businesses. The value of this program is evident in the positive outcomes it has generated for our dairy farmers and the broader industry. I encourage you to learn more about this \$16M investment at dairyup.com.au.

Dairy Farm Monitor Project (DFMP)

The latest results from the DFMP show an increase in the number of farmers achieving an Earnings Before Interest and Taxes (EBIT) over \$1.5 \$/kg MS at 86 per cent (Table 1), one of the key aspirational goals in the Australian Dairy Plan. Unfortunately, the range in profitability between the top and bottom farmers has also increased to \$7.39 \$/kg MS. Closing the gap between the top and bottom performing dairy farmers provides a huge opportunity through implementing practice change on farm via improved skills and management, to dramatically improve profitability of the dairy farm businesses. To grow the industry, we need to focus on the positive profitability being achieved on farm. In fact, good management and timely decision-making saw 47 per cent of NSW dairy farmers achieve an EBIT greater than \$3 \$/kg MS. Dairy NSW provides business resources and courses to build dairy farmers' skills. One of the key programs at the moment is the Our Farm, Our Plan program which has been incredibly useful in identifying strengths and weaknesses in dairy farm businesses. Since the program was first offered in 2019, over 200 NSW dairy farmers have completed it. If you have not done it yet, I encourage you to take a couple of days out of your business to work on your business. I certainly found it very worthwhile myself.

Virtual Fencing

In July, Dairy NSW made a submission to the NSW parliamentary inquiry into virtual fencing, with support from Advocacy, highlighting its potential to significantly enhance productivity on dairy farms. With farm productivity plateauing across Australia, virtual fencing is being embraced by farmers in Tasmania and New Zealand as a game-changing tool for efficiency. This technology offers significant benefits not only in terms of productivity but also in sustainability and animal welfare. Halter, a leader in virtual fencing, has already outfitted 20 per cent of the Tasmanian dairy herd with their collars. We must ensure that the NSW dairy industry remains competitive by adopting this innovative technology, preventing our farms from falling behind other regions.

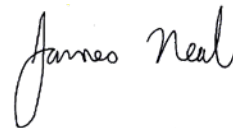
As we look ahead, Dairy NSW remains steadfast in our commitment to supporting the NSW dairy industry. We will continue to advocate for the needs of our farmers, provide the necessary resources, and drive programs that promote resilience and growth. The challenges we face are significant, but so too is our resolve to overcome them and secure a prosperous future for the NSW dairy industry.

This year, we welcomed two new board members, Donna Salway and Trevor King, who have already brought fresh perspectives and insights to the committee. I am confident that their contributions will be instrumental in shaping the future of our organisation. At the same time, we bid farewell to Andrew Farr, who stepped down from the board after years of dedicated service. Andrew's commitment to the NSW dairy industry has been exemplary, and his influence will continue to be felt for years to come. We are deeply grateful for his contributions.

This will also be my last Chair's report. In October I will be stepping down from the board as I will have completed two three-year terms. I really enjoyed my time at Dairy NSW. The highlight would be the Storm and Flood Industry Recovery Program which really grew and invigorated the team to support our NSW dairy farmers. I would like to extend my sincere thanks to the board of directors of Dairy NSW for their guidance, support, and commitment. Their contribution has been invaluable as we have navigated the complexities of this period.

I would also like to express my gratitude to Paul van Wel, Regional Manager of Dairy NSW, and the entire staff at Dairy NSW. Their hard work, professionalism, and passion for the industry have been critical to our successes. Their efforts ensure that Dairy NSW continues to be a strong and supportive presence for our dairy farmers.

Thank you to all who have contributed to our achievements this year. Together, we will continue to build a stronger, more sustainable dairy industry for the years to come.



Dr James Neal
Dairy NSW Chairperson

Table 1 Profitability in NSW over time from Dairy Farm Monitor NSW

EBIT \$/kg MS	2016/17	2017/18	2018/19	2019/20	2020/21	2021/22	2022/23
Average	0.92	0.33	0.38	1.05	2.07	1.71	2.52
% farmers EBIT above 1.5 kg/MS	26	9	13	26	66	69	86
Top Farmers EBIT	3.61	1.8	2.17	4.38	4.69	3.83	5.71
Bottom Farmers EBIT	-0.8	-1.71	-2.41	-3.24	-0.68	-1.3	-1.68
Difference	4.41	3.51	4.58	7.62	5.37	5.13	7.39

Board of Directors



James Neal, Chair

James is a fifth-generation innovative dairy farmer. For the past 10 years, he has been milking 700 cows on the family dairy farm on Oxley Island, near Taree on the NSW Mid-north coast. He has extensive agricultural research development and extension skills, having worked for NSW Department of Primary Industries and completed a PhD at the University of Sydney investigating forage water use efficiency. Given the persistently dry conditions over the last few years, this knowledge has proved invaluable for growing and utilising pasture as efficiently as possible – it is critical to remain profitable at a time when cost increases are much greater than milk price increases. To improve uptake of research locally, James has been involved in on-farm research demonstrations to improve pasture production in autumn when forage is most limiting and alternative feed is expensive. He has a strong focus on profitability, as it is critical for the NSW dairy industry to be viable and successful for future generations of dairy farmers.

Dairy farmer
(Constitution clause 5.4a)
Board meetings attended: 9/9



Andrew Smith, Deputy Chair

Andrew currently manages his family dairy business, and is a registered veterinarian, graduating with first class honours from Charles Sturt University in 2018. Andrew has a passion for the profitability, sustainability, and growth of dairy businesses. He grew up in a family dairy business and dedicated his tertiary education to building a strong grounding in dairy production. This included time spent studying in both New Zealand and the United States. Andrew brings with him innovative ideas, endless enthusiasm, and a genuine passion for the prosperity of the dairy industry. His vision is for Dairy NSW is to provide quality extension to farmers, support valuable and targeted research and drive a culture of continuous improvement among the NSW farmer group.

Dairy farmer
(Constitution clause 5.4a)
Board meetings attended: 8/9



Graeme Hollis, Director

Graeme joined the Dairy NSW Board in October 2020. Graeme is presently the CEO of Invetus Pty Ltd, a contract veterinary research business based in Armidale, NSW. Prior to this role he was accountable for finance, Human Resources (HR), compliance, and risk management for Invetus. Graeme brings a wealth of agribusiness experience to the board following a 30-year career in dairy, cotton production, processing and marketing, agricultural finance, and animal health research. Graeme worked in the dairy industry for dairy farmers during the 1990s and was actively involved in the equivalent of the Dairy Business Monitor and Our Farm, Our Plan programs at that time.

Specialised skill
(Constitution clause 5.4c)
Board meetings attended: 9/9



Andrew Farr, Director

Andrew completed his Bachelor of Applied Science (Agriculture) at Charles Sturt University in 1994. He worked on the family dairy farm until 2000 and leased the family farm from 2000 to 2007. Andrew worked at Farmers Barn as an agronomist from 2009-2010 and Pioneer Promoter in the Hunter Valley from 2010-2014. Andrew started his own dairy business with wife Christie in 2015 on Rossette at Denman and moved to Ree Folley in 2018. He has been developing and building the business for the last three years. Andrew has been a previous director on the Dairy NSW Board from 2017-2019 and was again elected in October 2020 to present.

Dairy farmer
(Constitution clause 5.4a)
Board meetings attended: 4/5
*Andrew Farr resigned from the Board in October 2023.



Trevor King, Director

Trevor brings over 35 years of experience in agriculture to the Dairy NSW Board. Holding a Bachelor of Science in Agriculture from Sydney University, Trevor began his career as an Agricultural Consultant. His experience includes various significant roles within dairy industry organisations such as Dairy Farmers and National Foods (now Bega), with a focus on finance, budgeting, and reporting of milk costs.

Trevor's extensive industry experience is complemented by his involvement in an award-winning accommodation business and his contributions to the thriving tourism industry in the Central West NSW regional town of Orange. His diverse background provides valuable insights to the Dairy NSW Board, helping to drive the dairy industry forward.

Specialised skill
(Constitution clause 5.4c)
Board meetings attended: 4/5
*Trevor joined the Board from October 2023



Carissa Wolfe, Director

Carissa brings both owner-operator farmer and industry experience to her role as Director. She co-owns a farming business that included a 110-cow dryland pasture dairy on the Mid-North Coast until transferring that to another new dairy entrant in 2023. Carissa’s regional dairy industry involvement includes sitting on the Mid Coast Dairy Advancement Group’s Management Committee since 2015 and being active in the Mid Coast Women in Dairy group. Through her consultancy role, Carissa has brought a corporate background in management accounting, internal audit, and systems experience to support businesses across a wide variety of dairy management systems and dairy related organisations for more than 20 years.

Specialised skill

(Constitution clause 5.4c)

Board meetings attended: 9/9



Dimity Smith, Director

Dimity is the daughter of dairy farmers from Scone, NSW. Based in Tamworth, she plays a significant role in supporting her family behind the scenes as they navigate the ever-changing dairy industry. Dimity is a registered non-practicing psychologist and is the Founder and Executive Director of two successful businesses: GRO Events Group and GRO Rural. GRO Events Group delivers rural and agricultural events, while GRO Rural is a pioneering web-based platform connecting rural, regional, and remote professionals across Australia with broader market opportunities. Her companies provide services to agribusinesses and corporates nationwide. Dimity’s strong passion for Australian agriculture, stemming from her upbringing, motivates her to help agricultural businesses and organisations embrace innovation, effective communications and marketing, and supportive workplace cultures. Her focus includes diversity and inclusion management to ensure the future of rural industries remains sustainable.

Specialised skill

(Constitution clause 5.4c)

Board meetings attended: 8/9



Phil Ryan, Director

Phil owns and manages Hillgrove Dairy, a mostly dryland farm in the Bega Valley. His family have had beef cattle all his life and bought the dairy in 2007. Phil has managed the farm since 2010 after a career in IT project management and running a pub. Hillgrove is now milking about 250 cows, with a mix of registered Holstein and Jersey cattle. The challenges of dairying, especially on dryland in Bega, have inspired Phil to be highly involved in seeking to improve the dairy industry. This is his second term on the Dairy NSW Board. Phil is a former chair of the NSW Farmers’ Association Dairy Committee as well as representing NSW on the Australian Dairy Farmers National Council. He also serves as Deputy Chair of the NSW Government Dairy Action Plan Implementation Panel. Phil is a Member of the Australian Institute of Company Directors.

Dairy farmer

(Constitution clause 5.4a)

Board meetings attended: 9/9



Donna Salway, Director

Donna’s journey in the Far-South Coast NSW dairy community began in 2006 when she joined her husband’s family dairy farm in Cobargo. She progressed from a lease farm in Bemboka in 2007 to purchasing the Toothdale farm in 2013, where she now milks 340 dairy cows. Donna holds a Bachelor of Arts/Bachelor of Laws degree and an Advanced Diploma of Government (Workplace Inspection). She has an extensive legal background, having worked at the Director of Public Prosecutions and in private practice before moving to Bega. Her 15 years with Safework NSW culminated in her role as Acting Assistant State Inspector, where she created the Dairy Safe program for harm prevention. Donna brings valuable expertise to the Dairy NSW Board. Her skills in reviewing and auditing systems related to risk management and internal compliance make her an exceptional asset to the board.

Dairy farmer

(Constitution clause 5.4a)

Board meetings attended: 5/5

*Donna joined the Board from October 2023

2023/24 board meeting dates

18 July 2023 (special meeting), 10 August 2023 (special meeting), 28 August 2023, 24 October 2023 (x2, pre- and post-Annual General Meeting), 6 December 2023, 21 February 2024, 16 April 2024, 25 June 2024.

Strategic Plan

In FY 23/24, marking the midpoint of the Dairy NSW 2021–2025 Strategic Plan, the Dairy NSW Board conducted a thorough review to assess progress, reassess targets, and make critical adjustments. This mid-cycle review aimed to ensure the strategic plan remains aligned with the evolving needs of the industry and continues to deliver value to NSW dairy farmers.

Focus on three primary objectives:

- 1 **Progress Evaluation:** The board critically reflected on the progress made thus far, assessing whether the current strategies were sufficient to achieve the desired outcomes for levy payers. This involved a close look at the strategic success indicators outlined in the plan.
- 2 **Measurement of Success:** The board evaluated the existing measures of success and targets to confirm their appropriateness and feasibility. This was crucial in ensuring that the indicators remained relevant and actionable in the current environment.
- 3 **Resource Constraints:** Recognising the resource constraints faced by the organisation, the board identified areas of the strategic plan that might be challenging to deliver. This step was essential in refining the focus and ensuring that resources are allocated efficiently to achieve the best outcomes.

Increased efforts in strategic areas

The review led to an increase in efforts across several key areas:

- **Profit Drivers (1a):** The board identified the need for additional activities to enhance engagement in this area, ensuring that dairy farmers are better equipped to understand and leverage their profitability drivers.
- **Business Planning (1b):** The flagship program, Our Farm, Our Plan (OFOP), continues to be in high demand. The board has committed to focusing on its delivery until the end of FY24, supported by targeted marketing and strong word-of-mouth.
- **People Development (2b):** A new capability framework is being implemented, with initiatives like the Trade Pathways project and Workforce Attraction playing crucial roles. However, there is still work to be done in fostering a development culture within the industry.
- **Access to Service Providers (2c):** Supported by the Storm and Flood Industry Recovery Program (SFIRP), this area faces challenges in achieving critical mass in certain regions. Ongoing research aims to identify gaps and potential solutions.

	1	2	3
Objective	<p>Culture of prosperous farm businesses</p> <p>Nurture a positive culture of prosperous farm businesses that are skilled, informed, and innovative in managing market volatility</p>	<p>Our people, our future</p> <p>Our passion for people enables farm businesses to attract great people, build their capability, careers, and foster a safe and caring work culture</p>	<p>Thrive in a changing natural environment</p> <p>Prosperous farm businesses that adapt to the changing natural environment and provide good stewardship of resources</p>
Outcomes	<p>a Farm businesses understand their profitability drivers</p> <p>b Improved productivity through implementing business planning practices across key aspects of dairy farming</p>	<p>a Dairy industry is seen as an excellent work choice with multiple career paths and opportunities</p> <p>b A culture of businesses that foster progression, values growth, who inspire and encourage their people</p> <p>c Access to capable service providers and skilled farm employees</p>	<p>a Greater ability to accept and adapt to changes in the natural environment</p> <p>b Efficient and profitable use of land, water, carbon, and energy resources which nurtures and sustains the natural environment</p> <p>c Proactive approach to positively addressing climate and environment changes to preserve or enhance our natural capital</p>

- **Carbon Footprint (3c):** The board has added carbon footprint as a new success indicator, emphasising the importance of accelerating the use of Dairy Australia’s new tools such as the Australian Dairy Carbon Calculator. Upcoming budget announcements from the Commonwealth are expected to support the adoption of these tools, with Dairy Australia also investing in national climate extension roles that will benefit NSW farmers.
- **Influence (5a):** A new metric has been added to measure the effectiveness of service and delivery models. Dairy NSW has shifted all extension roles to engagement and extension, which now includes time allocation for individual farm visits. While this change will take time to upskill staff, it is expected to have a significant impact in the long term.

Strategic areas of reduced focus

Given the challenges of effectively measuring and influencing certain outcomes, the board decided to reduce focus in one strategic area:

- **Technology evaluation by farm businesses (4c):** This outcome has been deleted from the strategic plan due to the difficulty in measuring and influencing its impact.

Summary of strategic success indicators

The board’s review resulted in the following status and changes to strategic success indicators:

- Strategic priorities: 5
- Strategic outcomes: 12
- Strategic success indicators: 21
 - Highly likely to achieve by 2025: 10
 - Neutral on likelihood to achieve by 2025: 6
 - Highly unlikely to achieve by 2025: 2
 - Non-related strategic outcomes/indicators: 3
 - Strategic outcome deleted: 1
 - Success indicators added: 2.

4

Adoption of research and technology

Improved adoption through higher engagement that leads to an increase in productivity and a culture of evidence-based decision making

a Better access and understanding of feed base and grazing management options

b Commitment to continuous improvement in animal performance, health and wellbeing

5

Collaborative and responsive organisation

Collaborate effectively with stakeholders including farmers, regional and national entities to influence positive outcomes for dairy farm businesses

a A team committed to driving engagement and influencing practice change through quality extension and trusted service

b Regional needs are prioritised and actioned through collaboration with Dairy Australia and our partners

Looking ahead

The Dairy NSW Board’s mid-cycle review has reaffirmed the organisation’s commitment to its strategic priorities while making necessary adjustments to navigate the challenges of a resource-constrained environment. By focusing on the areas that matter most to NSW dairy farmers, Dairy NSW is well-positioned to continue driving growth, sustainability, and resilience within the industry.

As the strategic plan moves forward into its final years, the board remains dedicated to ensuring that the initiatives and outcomes deliver tangible benefits to NSW dairy farmers, supporting the long-term prosperity of the NSW dairy industry.

Education and extension programs

Dairy NSW has delivered a significant annual operating plan in 2023/24, hosting more than 100 events with 1,500 attendees.

Events are organised in response to farmer and industry feedback and strategic priority areas. The programs delivered this fiscal year include:

Farm business management

- Our Farm, Our Plan (OFOP)
- Farm Business Fundamentals
- Focus Farm Program
- Dairy Business Support Services (DBSS)
- Discussion groups
- Dairy Australia leadership visits (Dairy Australia Board and Managing Director)
- Co-working accounting supported workspace and business financial reporting.



Feedbase and nutrition

- Feeding Pastures for Profit
- Seasonal planning update
- Nutrition Fundamentals.

Work capability

- Young Dairy Network conference and multiple events
- Farm safety
- Employment Basics
- Managing People
- Employment Starter Kit (ESKi)
- PALM (Pacific Australia Labour Mobility) scheme
- Cows Create Careers

- Women in Dairy groups and events
- Careers expos
- School and show presentations.

Animal health and welfare

- Milking and Mastitis Management
- Cool Cows
- Rearing Healthy Calves
- Down Cows
- Heifers on Target
- Lameness Workshop
- Bull Proofs
- Euthanise Livestock.



Land, water, and carbon

- Fertsmart
- Dairy Businesses for Future Climates (DBFC).



Regional Dairy Groups

NSW Regional Dairy Group: Strengthening the dairy industry across NSW

The NSW Regional Dairy Groups (RDGs) play a crucial role in connecting dairy farmers and Dairy NSW. These groups, made up of six regional organisations, serve as the voice of the dairy industry in their respective areas, ensuring that local priorities, needs, and challenges are communicated and addressed. Their commitment to advancing and supporting the dairy sector in NSW is evident through their ongoing collaboration with Dairy NSW and their efforts to enhance the industry at both regional and statewide levels.

The structure of NSW Regional Dairy Groups

The NSW RDG's consist of six distinct groups, each representing a specific sub-region within the state.



Regional Dairy Groups

- 1 Mid Coast Dairy Advancement Group.
- 2 Hunter Dairy Development Group.
- 3 Inland Wagga Dairy Network.
- 4 Central West Dairy Group.
- 5 South Coast and Highlands Dairy Industry Group.
- 6 Far South Coast Dairy Development Group.

Each RDG focuses on the unique challenges and opportunities within their region, working closely with local farmers to ensure that their voices are heard. The representatives from these groups also serve as members of Dairy NSW Ltd, contributing to the overall governance and direction of the organisation.

Activities and support

The RDGs are actively involved in organising and conducting various activities aimed at benefiting the local dairy industry. These activities range from educational workshops and field days to networking events and industry meetings. Through these initiatives, the RDGs help foster a sense of community among

dairy farmers, encouraging knowledge-sharing and collaboration.

Dairy NSW plays a vital role in supporting the RDGs by providing supplementary funding and resources. This support enables the RDGs to implement a wide range of projects and initiatives that contribute to the growth and sustainability of the dairy sector in their regions. The collaborative efforts between Dairy NSW and the RDGs ensure that these initiatives are tailored to the specific needs of each region, maximising their impact.

Collaboration in 2023/24

The 2023/24 period has seen significant collaboration between Dairy NSW and the RDGs, with a focus on addressing the key challenges facing the industry. Some of the notable collaborative efforts include:

- **Chairs meetings:** Regular meetings between the chairs of the RDGs and Dairy NSW have been instrumental in fostering open communication and collaboration. These meetings provide a platform for discussing important matters related to the industry's development and growth, enabling the RDGs to advocate for the needs of their regions effectively.
- **Members council:** This event was held in April bringing a range of industry stakeholders together to share information, identify and prioritise activities for Dairy NSW to implement.
- **RDG meetings:** The RDGs have organised various events for their members, aimed at networking, knowledge-sharing, and addressing common concerns. Dairy NSW staff often participate in these meetings and in many cases take an active role alongside the RDG.

A coordinated approach to industry advancement

The partnership between Dairy NSW and the RDGs reflects a coordinated approach to addressing the dairy industry's specific needs and challenges. By working together, these organisations can leverage their collective expertise and resources, benefiting dairy farmers across NSW. The efforts of the RDGs, supported by Dairy NSW, are vital to ensuring the continued growth and sustainability of the dairy industry in the state.

As we look to the future, the ongoing collaboration between Dairy NSW and the RDGs will remain essential in navigating the ever-changing landscape of the dairy sector. Through their shared commitment to advancing the industry, these groups will continue to play a pivotal role in supporting the success of NSW dairy farmers.

Storm and Flood Industry Recovery Program

Leading the way in dairy industry emergency response

The Storm and Flood Industry Recovery Program (SFIRP) has been a pivotal initiative for the NSW dairy industry, playing a crucial role in bolstering resilience, preparedness, and response capabilities in the face of natural disasters and emergencies. The budget year 2023-2024 has seen significant advancements in this program, particularly with the establishment of the Dairy Emergency Leadership Group (ELG).



Key components and objectives



1 Leadership and coordination in times of crisis



The Dairy Emergency Leadership Group (ELG) is being designed under SFIRP with a primary goal: to enhance coordination and response effectiveness within the dairy industry during emergencies, such as natural disasters and exotic disease outbreaks. The ELG is not intended to replace existing formal response structures but rather to complement them. By harnessing the combined resources of the dairy industry, the group ensures a more effective and unified response to emergency challenges.

The objectives of the ELG are clear:

- **Increase coordination:** Among dairy industry organisations during emergencies.
- **Targeted resource deployment:** Ensuring industry resources are efficiently and effectively used.
- **Defined roles:** Clarifying responsibilities to expedite support to the dairy sector.
- **Improved information sharing:** Facilitating better communication regarding contacts, locations, impacts, and available support.
- **Enhanced understanding:** Strengthening coordination with the Agriculture and Animal Service Functional Area (AASFA) and biosecurity structures to ensure clear communication and effective outcomes.

By December 2024, the ELG aims to deliver a comprehensive dairy industry framework for emergency response, formalised liaison processes, and streamlined data-sharing mechanisms. These outputs are expected to minimise duplication, optimise resource allocation, and significantly enhance disaster response and recovery capabilities for all dairy operators in NSW.



2 Better preparedness, lower risk and higher resilience in dairy



The SFIRP's Program 2, 'Better Preparedness, Lower Risk, and Higher Resilience in Dairy,' has been instrumental in addressing the challenges brought about by the severe storms and floods of 2020/21. As the program progresses through its second year, its initiatives continue to yield promising results.

A cornerstone of this program has been its engagement with stakeholders, particularly dairy farmers across the impacted Local Government Areas (LGAs). Project officers have conducted surveys, attended industry events, and listened to farmers' experiences. These interactions have provided invaluable insights, allowing the program to tailor its initiatives to the real-world challenges faced by farmers.

In addition, the NSW Department of Primary Industries and Regional Development (DPIRD) has conducted a comprehensive climate vulnerability assessment for the dairy industry. This forward-looking project aims to anticipate the impacts of climate change on dairy production through 2050, laying the groundwork for informed adaptation strategies.

Program 2 has also delivered the Dairy Businesses for Future Climates (DBFC) initiative, which helps farmers explore adaptation strategies in response to predicted climate changes. Workshops and collaborative sessions have provided farmers with the knowledge and tools needed to navigate evolving environmental dynamics.

Moreover, the program has focused on identifying and mitigating climate-induced risks, developing a risk assessment tool that profiles adaptation strategies. Collaborative efforts between dairy farmers, milk processors, and research institutions have strengthened these initiatives, fostering a culture of continuous improvement and preparedness.



3 Supporting industry development in dairy



With a strong focus on workforce attraction and retention, leadership development, and industry promotion, Program 3 has brought together industry organisations, businesses, and farmers in a collaborative effort to support the NSW dairy industry. The program's sub-projects have included leadership training, workforce attraction initiatives, succession planning, and promoting the ongoing value of the dairy industry.

Through these initiatives, Program 3 aims to attract labour, consumption, and investment into the industry, fostering a more connected and resilient dairy community. By sharing lessons learned and best practices, the program seeks to reduce recovery times and increase the overall resiliency of the NSW dairy industry.

Conclusion

The fiscal year 2023/2024 has been a period of noteworthy progress for the Storm and Flood Industry Recovery Program (SFIRP). Through the efforts of the Dairy Emergency Leadership Group and the implementation of Programs 2 and 3, the NSW dairy industry is better

prepared to face the challenges of natural disasters and emergencies. As these programs continue to evolve, they will play a crucial role in ensuring the long-term vitality and resilience of the dairy industry in New South Wales.

Dairy Business Support Services Program

The Dairy Business Support Services (DBSS) program, delivered by Dairy NSW during the 2023–2024 budget year, has significantly impacted the New South Wales dairy industry. Funded by the NSW Department of Primary Industries (DPI) and Future Drought Fund through the Farm Business Resilience Program, this initiative marks the second round of the project designed to enhance business planning and performance across the state's dairy farms.

Project Background

The DBSS program was initiated with a budget of \$122,000 (excluding GST), entrusted to Dairy NSW for statewide delivery. With a completion date of 30 June 2024, the project aimed to provide fifty individual farm consultations and three group activities. These sessions, facilitated by approved specialist consultants, focused on improving performance, profitability, and business resilience among dairy farmers.

The scope of the consultation sessions included:

- Implementing the Dairy Standard Chart of Accounts and providing accounting software support.
- Utilising DairyBase/Farm Business Snapshot for budgeting.
- Analysing profitability and productivity drivers to identify areas for business improvement.
- Delivering regional group activities.
- Offering Human Resources consultancy services.

The project was not designed to cover day-to-day operational consultations, such as agronomic advice or tax return services. Instead, it concentrated on long-term business planning and strategic decision-making, with the goal of strengthening the resilience of NSW dairy farms.

Delivery and Achievements

Throughout the project, Dairy NSW adhered to a comprehensive delivery plan, which included the use of Salesforce to track and report the status of consultations. This approach ensured that each session was documented and managed efficiently, contributing to the project's overall success.

Key achievements of the DBSS program included:

- Conducting 60 individual consultations, surpassing the initial target of 50.
- Engaging 60 different farm businesses, 44 of which were new to the program.
- Successfully completing all consultations, representing a 100 per cent completion rate.

- Facilitating 5 group activities, including 3 in-person and 2 online sessions.
- Engaging a total of 14 approved consultants to deliver these services.

The project also demonstrated cost-effectiveness by utilising local consultants and balancing face-to-face and virtual consultations, which reduced travel expenses and broadened access to expertise.

Project Outcomes

The DBSS program has provided substantial value to participating dairy farmers by offering tailored business support services. Key outcomes included:

- Improved understanding of the current state of their businesses.
- Clearer articulation of short, medium, and long-term business goals.
- Enhanced confidence in managing farm operations.
- Increased demand for services like budgeting, cashflow forecasting, and business analysis.

Farmers who faced challenging conditions, such as dry periods, particularly benefited from the support, enabling them to navigate financial difficulties and plan more effectively.

Regional Impact

The DBSS program reached dairy farmers across various regions of NSW, with the Far South Coast and Mid North Coast showing the highest uptake of consultations. The program's widespread engagement highlights its relevance and accessibility to farmers in various parts of the state.

Conclusion

Dairy NSW placed a strong emphasis on feedback and continuous improvement throughout the project. Post-consultation surveys provided valuable insights from both farmers and consultants, helping to align the program more closely with stakeholders' needs. The feedback underscored the importance of pairing the right consultant with the right farmer to maximise the impact of the support provided.

The DBSS program has proven to be a valuable resource for NSW dairy farmers, offering critical support during a challenging period.



NSW Reporting
Primary

Hesslein
TUV/ATA

Financial statements

For the year ended 30 June 2024
Dairy NSW Limited | ABN 19 075 742 157

Your directors present this report on the company for the financial year ended 30 June 2023.

Directors

The names of the directors in office at any time during or since the end of the year are:

- James Neal (Chairperson)
- Andrew Smith (Deputy Chairperson)
- Paul van Wel (Secretary)
- Graeme Hollis
- Andrew Farr
- Carissa Wolfe
- Phillip Ryan
- Dimity Smith
- Donna Salway
- Trevor King

The director has been in office since the start of the financial year to the date of this report unless otherwise stated.

Review of operations

The loss of the company for the financial year after providing for income tax amounted to \$106,440.

A review of the operations of the company during the financial year and the results of those operations are as follows:

Significant changes in the State of Affairs

Dairy Australia continues to provide accounting and administration services.

On 1 July 2015 the company entered into a new funding arrangement with Dairy Australia by signing a Regional Services Delivery and Support Services Accord. As part of this Accord, Dairy Australia now employs all Dairy NSW staff. Accordingly Dairy Australia manages the payroll, staff entitlements and fringe benefit arrangements. To enable the services of an Executive Officer/ Company Secretary to the board of Dairy NSW, Dairy Australia and Dairy NSW entered into a secondment arrangement for the Regional Manager to serve joint roles.

Principal activities

The principal activities of the company during the financial year were:

The principal activities of the company during the financial year were to assist and co-ordinate the activities of the member Regional Development Groups formed to meet the research, development and extension needs of producers, processors and relevant dairy bodies within a region. Also to foster the emergence of a dairy industry in the NSW region that is world best, prosperous and fulfilling to the industry's stakeholders, while remaining environmentally responsible.

Events subsequent to the end of the reporting period

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

Likely developments and expected results of operations

Likely developments in the operations of the company and the expected results of those operations in future financial years have not been included in this report as the inclusion of such information is likely to result in unreasonable prejudice to the company.

Environmental regulation

The company's operations are not regulated by any significant environmental regulation under a law of the Commonwealth or of a state or territory.

Dividends

No dividends have been paid or declared since the start of the financial year.

Options

No options over issued shares or interests in the company were granted during or since the end of the financial year and there were no options outstanding at the date of this report.

Indemnification of Officers

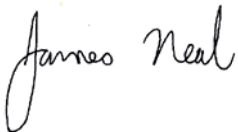
No indemnities have been given or insurance premiums paid, during or since the end of the financial year, for any person who is or has been an officer or auditor of the company.

Proceedings on Behalf of Company

No person has applied for leave of court to bring proceedings on behalf of the company or intervene in any proceedings to which the company is a party for the purpose of taking responsibility on behalf of the company for all or part of those proceedings.

The company was not a party to any such proceedings during the year.

This director's report is signed in accordance with a resolution of the director:



James Neal (Chairperson)
Director

27 August 2024



Andrew Smith
Deputy Chairperson

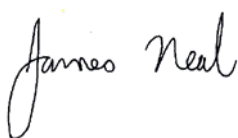
Directors' declaration

In accordance with a resolution of the director of Dairy NSW Ltd, the director of the company declares that:

7 The financial statements and notes, which comprise the statement of financial position as at 30 June 2024, the statement of profit or loss, statement of changes in equity and statement of cash flows for the year then ended, a summary of significant accounting policies and other explanatory notes are in accordance with the Corporations Act 2001: and:

- a. comply with Australian Accounting Standards, which, as stated in accounting policy Note 1 to the financial statements, and
- b. give a true and fair view of the financial position as at 30 June 2024 and of the performance for the year ended on that date of the company;

8 In the director's opinion there are reasonable grounds to believe that the company will be able to pay its debts as and when they become due and payable.



James Neal (Chairperson)
Director



Andrew Smith
Deputy Chairperson

27 August 2024

Statement of profit or loss

For the year ended 30 June 2024

	Note	2024	2023
		\$	\$
Revenue	2	2,549,525	1,967,294
Other expenses		(2,655,965)	(1,929,658)
Profit (loss) before income tax		(106,440)	37,636
Tax expense		-	-
Profit (loss) for the year		(106,440)	37,636
Profit (loss) attributable to member of the company		(106,440)	37,636

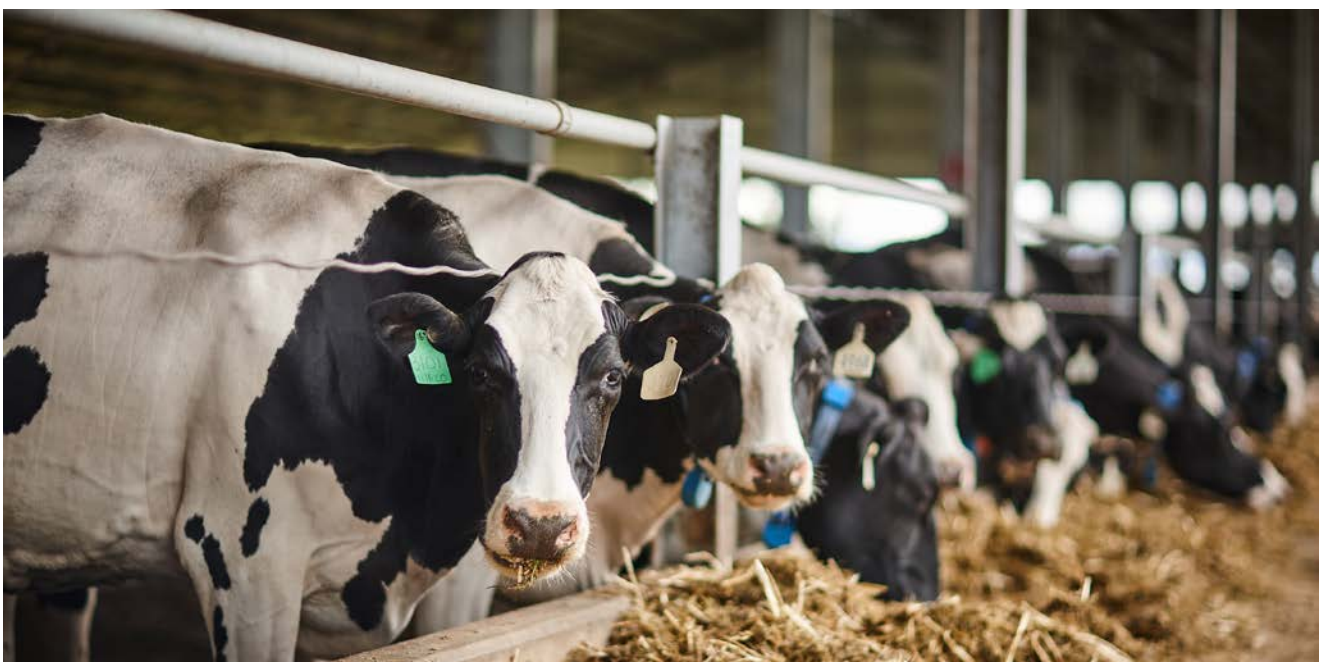
Statement of comprehensive income

For the year ended 30 June 2024

	Note	2024	2023
		\$	\$
Profit (loss) for the year		(106,440)	37,636
Other comprehensive income:			
Total other comprehensive income for the year		-	-
Total comprehensive income (expense) for the year		(106,440)	37,636
Total comprehensive income (expense) attributable to member of the company		(106,440)	37,636

Statement of financial position
For the year ended 30 June 2024

	Note	2024	2023
		\$	\$
Assets			
Current assets			
Cash and cash equivalents	4	1,740,735	1,716,755
Trade and other receivables	5	83,118	461,730
Other assets	6	2,937	1,075
Total current assets		1,826,790	2,179,560
Total assets		1,826,790	2,179,560
Liabilities			
Current liabilities			
Trade and other payables	7	94,277	544,311
Other	8	800,620	596,915
Total current liabilities		894,897	1,141,226
Total liabilities		894,897	1,141,226
Net assets		931,893	1,038,334
Equity			
Retained earnings		931,893	1,038,334
Total equity		931,893	1,038,334



Statement of changes in equity
For the year ended 30 June 2024

	Note	Retained Surplus	Total
		\$	\$
Balance at 1 July 2022		1,000,698	1,000,698
Comprehensive income			
Profit (loss) for the year		37,636	37,636
Total comprehensive income for the year attributable to the member of the company		37,636	37,636
Balance at 30 June 2023		1,038,334	1,038,334
Balance at 1 July 2023		1,038,333	1,038,333
Comprehensive income			
Profit (loss) for the year		(106,440)	(106,440)
Total comprehensive income for the year attributable to the member of the company		(106,440)	(106,440)
Balance at 30 June 2024		931,893	931,893

Statement of cash flows

For the year ended 30 June 2024

	2024	2023
	\$	\$
Cash flow from operating activities		
Receipts from customers	2,482,877	2,047,879
Interest received	65,823	20,255
Payments to suppliers and employees	(2,524,720)	(1,460,781)
Borrowing costs paid		
Net cash provided by (used in) operating activities	23,980	607,353
Cash flow from investing activities		
Payment for property, plant and equipment	-	-
Net cash provided (used in) investing activities	-	-
Cash flow from financing activities		
Proceeds of borrowings		
Repayment of borrowings		
Net cash provided by (used in) financing activities	-	-
Net increase (decrease) in cash held	23,980	607,353
Cash and cash equivalents at beginning of financial year	1,716,755	1,109,402
Cash and cash equivalents at end of financial year	1,740,735	1,716,755

Notes to the financial statements

For the year ended 30 June 2024

The financial report is a general purpose financial report that has been prepared in accordance with Australian Accounting Standards – Simplified Disclosures and the Corporations Act 2001.

The financial statements cover Dairy NSW Ltd as an individual entity. Dairy NSW Ltd is a public company limited by guarantee, incorporated and domiciled in Australia.

1 Summary of significant accounting policies

Basis of preparation

These special purpose financial statements have been prepared in accordance with the Corporations Act 2001, the basis of accounting specified by all Australian Accounting Standards and Interpretations, and the disclosure requirements of Accounting Standards AASB 101: Presentation of Financial Statements, AASB 107: Cash Flow Statements, AASB 108: Accounting Policies, Changes in Accounting Estimates and Errors, AASB 1031: Materiality and AASB 1054: Australian Additional Disclosures.

The company is a for-profit entity for financial reporting purposes under Australian Accounting Standards. Material accounting policies adopted in the preparation of these financial statements are presented below and have been consistently applied unless stated otherwise.

The financial statements, except for cash flow information, have been prepared on an accruals basis and are based on historical costs, modified, where applicable, by the measurement at fair value of selected non-current assets, financial assets and financial liabilities. The amounts presented in the financial statements have been rounded to the nearest dollar.

a Trade and other receivables

Trade and other receivables include amounts due from customers for goods sold and services performed in the ordinary course of business. Receivables expected to be collected within 12 months of the end of the reporting period are classified as current assets. All other receivables are classified as non-current assets.

b Cash and cash equivalents

Cash and cash equivalents include cash on hand, deposits held at call with banks, other short-term highly liquid investments with original maturities of three months or less, and bank overdrafts. Bank overdrafts are shown within borrowings in current liabilities on the statement of financial position.

c Trade and other payables

Trade and other payables represent the liabilities for goods and services received by the company that remain unpaid at the end of the reporting period. The balance is recognised as a current liability with the amounts normally paid within 30 days of recognition of the liability.

Trade and other payables are initially measured at their fair value and subsequently measured at amortised cost using the effective interest method.

d Goods and Services Tax (GST)

Revenues, expenses and assets are recognised net of the amount of GST, except where the amount of GST incurred is not recoverable from the Australian Taxation Office (ATO).

Receivables and payables are stated inclusive of the amount of GST receivable or payable. The net amount of GST recoverable from, or payable to, the ATO is included with other receivables or payables in the statement of financial position.

e Going concern

Notwithstanding the deficiency of net assets in the company, the financial statements of the company have been prepared on a going concern basis. This basis has been applied as the director has received a guarantee of continuing financial support and it is the director's belief that such financial support will continue to be made available.

	Note	2024	2023
		\$	\$
2 Revenue and other income			
Other sources of revenue	(i)	2,549,525	1,967,294
(i) Other sources of revenue			
Rendering of services		698,268	828,380
Interest received	2(a)	65,822	20,255
Other revenue		8,525	(909)
Government subsidies		1,776,910	1,119,568
Total other sources of revenue		2,549,525	1,967,294
(a) Interest received from:			
Other corporations		65,822	20,255
3 Auditor's remuneration			
Remuneration of the auditor:			
Auditor's remuneration		5,000	4,805
4 Cash and cash equivalents			
Cash at bank		1,084,353	1,093,689
Term deposit		656,382	623,066
		1,740,735	1,716,755
5 Trade and other receivables			
Current			
Trade receivables		4,209	-
Loans to Dairy Australia		77,000	414,810
Goods and services tax		1,909	46,920
		83,118	461,730
6 Other assets			
Current			
Prepayments		2,937	1,075

	2024	2023
	\$	\$

7 Trade and other payables

Current

Good and services tax	58,742	29,315
Accruals	14,527	468,877
Sundry creditors	9,222	12,514
Trade creditors	-	21,820
Funds held on behalf of committees	11,786	11,785
	94,277	544,311

8 Other liabilities

Current

Unearned grant income	800,620	596,915
-----------------------	---------	---------

9 Company details

The registered office of the company is:

Dairy NSW Ltd

The principal place of business is:
Dairy NSW Ltd
14 Boyd Street
Minnamurra NSW 2533

10 Cash flow information

For the purposes of the statement of cash flows, cash includes cash on hand and in banks and investments in the money market instruments.

Cash at the end of the year as shown in the statement of cash flows is reconciled to the related items in the balance sheet as follows:

Cash at bank	1,740,735	1,716,755
--------------	-----------	-----------

11 Reconciliation of net cash provided by/used in operating activities to activities to net (Deficit)

Operating (deficit)	(106,440)	37,636
(Increase) decrease in trade debtors	378,612	(381,042)
(Increase) decrease in prepayments	(1,863)	15,787
Increase decrease in creditors and accruals	(450,034)	417,929
Increase (decrease) in unearned income liabilities	203,705	417,929
Net Cash (used in) provided by operating activities	23,980	607,353

12 Operating lease commitments

There were no operating lease commitments.

13 Events subsequent to reporting date

Since the end of the financial year there have been no material events requiring either adjustment or disclosure in this financial report.

14 Related party transactions

There were no related party transactions during the year.

15 Segment reporting

The company operates in the dairy industry and only in New South Wales Australia.

16 Member's Guarantee

The company is limited by guarantee. If the company is wound up, the Memorandum and Articles of Association states that each member is required to contribute a maximum of \$100 (2023: \$100) each towards meeting any outstanding obligations of the company.

Auditor's independence declaration

Under section 307c of the *Corporations Act 2001*

To The Directors of: Dairy NSW Limited, ABN 19 075 742 157

I declare that, to the best of my knowledge and belief, during the year ended 30 June 2024 there have been:

- i no contraventions of the auditor independence requirements as set out in the Corporations Act 2001 in relation to the Audit; and
- ii no contraventions of any applicable code of professional conduct in relation to the audit

Kelly Partners Hunter Region

173B John Street, Singleton, NSW 2330



Brad Crooks
Senior Partner

27 August 2024

Independent audit report to members of Dairy NSW Ltd

Opinion

We have audited the financial report of Dairy NSW Limited (the Company), which comprises the statement of financial position as at 30 June 2024, the statement of profit or loss and other comprehensive income, statement of changes in equity and statement of cash flows for the year then ended, and notes to the financial statements, including material accounting policy information, and the directors' declaration.

In our opinion, the accompanying financial report of Dairy NSW Limited is in accordance with the Corporations Act 2001, including:

- i. giving a true and fair view of the company's financial position as at 30 June 2024 and of its financial performance for the year then ended; and
- j. complying with Australian Accounting Standards - Special Purpose and the Corporations Regulations 2001.

Basis for opinion

We conducted our audit in accordance with Australian Auditing Standards. Our responsibilities under those standards are further described in the Auditor's Responsibilities for the Audit of the Financial Report section of our report. We are independent of the Company in accordance with the auditor independence requirements of the Corporations Act 2001 and the ethical requirements of the Accounting Professional & Ethical Standards Board's APES 110 Code of Ethics for Professional Accountants (including Independence Standards) (the Code) that are relevant to our audit of the financial report in Australia. We have also fulfilled our other ethical responsibilities in accordance with the Code.

We confirm that the independence declaration required by the Corporations Act 2001, which has been given to the directors of the Company, would be in the same terms if given to the directors as at the time of this auditor's report.

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

Other Information

The directors are responsible for the other information. The other information comprises the directors' report for the year ended 30 June 2024, but does not include the financial report and our auditor's report thereon.

Our opinion on the financial report does not cover the other information and accordingly we do not express any form of assurance conclusion thereon.

In connection with our audit of the financial report, our responsibility is to read the other information and, in doing so, consider whether the other information is materially inconsistent with the financial report or our knowledge obtained in the audit or otherwise appears to be materially misstated.

If, based on the work we have performed, we conclude that there is a material misstatement of this other information, we are required to report that fact. We have nothing to report in this regard.

Responsibilities of the Directors for the Financial Report

The directors of the Company are responsible for the preparation of the financial report that gives a true and fair view in accordance with Australian Accounting Standards - Simplified Disclosures and the Corporations Act 2001 and for such internal control as the directors determine is necessary to enable the preparation of the financial report that gives a true and fair view and is free from material misstatement, whether due to fraud or error.

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

Auditor's Responsibilities for the Audit of the Financial Report

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

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

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

are based on the audit evidence obtained up to the date of our auditor's report. However, future events or conditions may cause the Company to cease to continue as a going concern.

- Evaluate the overall presentation, structure and content of the financial report, including the disclosures, and whether the financial report represents the underlying transactions and events in a manner that achieves fair presentation.

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

Kelly Partners Hunter Region

173B John Street, Singleton, NSW 2330



Brad Crooks
Senior Partner

27 August 2024

Detailed income statement

	Note	2024	2023
		\$	\$
Income			
Interest received	2	65,823	20,255
Other revenue		8,525	(909)
Government subsidies		1,776,910	1,119,568
Foreign currency exchanges		(826)	-
Funding: Dairy Australia Program Conduct		590,000	647,000
Funding: Extension		108,268	9,603
Specific Project Income		-	171,777
Total income		2,548,700	1,967,294
Less expenditure			
Advertising		7,916	19,769
Auditors' remuneration	3	5,000	4,805
Bank charges		1,871	835
Contractors/ Agency Staff		9000	-
Conferences & workshops		61,692	5,741
Dairy Australia: Salary Recharge Fee		1,071,737	885,197
Development/Training		7650	-
Donations		1,221	-
Extension Costs		38,345	50,704
Insurance		6,464	2,149
IT Maintenance & Support		1,179	-
Legal costs		-	1,279
Meeting Expenses- Directors and Chair Fees		46,329	20,965
Meeting Expenses- Directors Travel		28,857	8,778
Meeting Expenses- Directors Other Expenses		12,604	10,816
Meeting Expenses- Member Fees		9	1,994
Meeting Expenses- Members Other Expenses		23,512	27,999
Motor Vehicle Expenses		105,489	-
Newspapers		55	-
Office Equipment & Supplies		4,243	1,030
Postage		1,557	799
Printing and stationery		21,197	3,718
Project Costs		1,062,041	822,323
Rent		-	196
Sponsorship		39,193	10,343
Storage fees		2,356	2,356
Subscriptions		1,811	1,111
Sundry expenses		16,776	2,967
Travelling expenses		77,036	43,784
Total expenses		2,655,140	1,929,658
Net operating profit (loss)		(106,440)	37,636
Retained profits at the beginning of the financial year		1,038,334	1,000,698
Total available for appropriation		931,893	1,038,334
Retained profits at the end of the financial year		931,893	1,038,334



Stay connected

Contact us

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

Paul van Wel

Regional Manager
0407 434 073
paul@dairynsw.com.au

Ali Briggs

Mid North Coast
0456 971 331
ali@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 Advisor
0413 506 419
rachel@dairynsw.com.au

Carly Potts

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

Laura Matthews

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

Tania Ketteringham

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

Natalie Campbell

Executive Assistant
0438 261 912
natalie@dairynsw.com.au

Acknowledgements

Dairy NSW would sincerely like to thank all those involved in its activities for their participation, encouragement, and support.

In particular, we would like to express our appreciation to the dairy farmers of NSW and the following organisations: Dairy Australia, NSW Farmers' Association Dairy Committee, eastAUSmilk, NSW Department of Primary Industries and Regional Development, Local Land Services, University of Sydney, and our Regional Dairy Groups (Far South Coast Dairy Development Group, Hunter Dairy Development Group, Inland Wagga Dairy Network, Central West Dairy Group, Mid Coast Dairy Advancement Group and the South Coast and Highlands Dairy Industry Group).





New South Wales
1800 004 377
info@dairynsw.com.au
dairyaustralia.com.au/dairynsw

Disclaimer

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

Acknowledgement

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

© Dairy Australia Limited 2024. All rights reserved.

ISSN: 2652-2993 (Print)

ISSN: 2652-3000 (Online)