



DairySA Annual Report

2022/23



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A message from the chair

The 2022/23 season brought an uncertain and stressful summer for farms along the river dealing with the flood, there is still ongoing work along the swamps in resowing and fencing etc. We all had a good Autumn break and a relatively wet winter, but spring has dried out quickly presenting us with challenges for a forecast hot dry summer.

Milk prices continue to be strong this season and many farmers are in investing back into their farms which can only strengthen our industry.

With support from sponsors and organising committees, DairySA delivered annual conferences in both the South East and Central regions, with tickets attracting around 400 people across both events. Highlights at the Central Conference included international guest Joseph "Jake" Martin III who talked about infrastructure for housed systems and made the most of his trip by visiting interested farmers. Mount Gambier's Dairy Innovation Day provided lessons from across the ditch with NZ guest speakers Peter Morgan (farmer using Halter Tech) and Tangaroa Walker (Farm 4 Life).

We have had another successful season delivering the Our Farm, Our Plan program across the state. We are fortunate for the support from both SADA and PIRSA who allowed us to do this work through the national Farm Business Resilience Program.

Health and wellbeing are ongoing priorities for DairySA, and we have continued to provide support to farmers through our free counselling service, people-led workshops, annual Ladies Lunch event, guest speakers and health checks at conferences. Our Health and Wellbeing Program is funded through the SADA Fresh Industry Grant.

Some highlights of 22/23 included a visit from the Dairy Australia Board in February which turned out to be the hottest day of the year. We were grateful for the support of farmers who hosted visits on farm or attended lunch with board members – and we welcomed the opportunity for Dairy Australia to hear about ongoing issues and opportunities in the state.

It is always a good opportunity to come together at the end of the year and we were fortunate to do so in 2022, during functions with farmers in the Barossa, Mount Jagged, Mount Torrens, Bordertown, and Mount Gambier.

DairySA continues to work with other industry partners at a local and national level. DairySA Regional Manager Melissa Hunter, SADA's Andrew Curtis and Geoff Raven, Dairysafe, continue meeting regularly to reinforce the productive relationships that are in the South Australian dairy industry. These ongoing relationships should result in great outcomes for SA dairy farmers. I am continually asked how DairySA has formed such a close working relationship with our industry partners – it is the envy of them all and we should be proud of that.

Off the back of a challenging year with staffing, it has been refreshing to see the DairySA Team come together with roles being filled. In 2022 we welcomed new staff Shannon and Abbie and more recently things have changed with Alberta stepping into a Workforce Lead and Cathy sharing a hybrid Climate role with WA. The team have continued to grow in their roles, and we look forward to welcoming a new Engagement Lead to the team in the coming months. Thank you to Melissa for putting up with me, and for your growth in this role, you are a respected member of the Regional Managers cohort with plenty to contribute.

It has been another busy year with Chairs Council where we were finally able to meet with the DA Board. The meeting led to an open and frank discussion about relationships concerns with delivery. It was great to finally clear some air and the result was a much greater understanding of each other's needs and priorities going forward. We will over the coming months have more discussions about the long term.

Thank you to the Board and particularly Bec for your ongoing support and your constant thinking about how we look in the future, these are important decisions for our state going forward.

Dairy SA continues to hold an important place in the South Australian dairy industry meeting the needs of our dairy farmers and remains committed to focusing on core objectives in delivering research, development, and extension. We are dedicated to ensuring the industry will remain sustainable well into the future.

Our role

DairySA is one of eight Regional Development Programs funded by Dairy Australia and the dairy service levy. DairySA exemplifies the dairy services levy at work at a local level.

DairySA is committed to delivering regionally focused, farmer-driven practical activities and information to support farm profitability and sustainability across South Australia.

Some roles of DairySA include

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

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

Managing specific RDE&E projects for South Australian dairy farmers

Coordinating dairy farmers' events

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

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



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Andrew Cavill DairySA Chair





Our region

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

There are 182 dairy farms in South Australia, clustered across three production areas – the Mid North (Barossa & districts), Central region (Adelaide Hills, Fleurieu Peninsula, Murray Swamps & Meningie Lakes), and the South-east (Upper & Lower South-east). Each region features a unique set of climatic conditions, natural resources, infrastructure, processing, service industries and growth capabilities, and faces different challenges and opportunities.

The industry produced 476.3 million litres of milk from around 182 dairy (cow) farms during 2022-23, a decrease of 4.28 per cent on 2021-22 production.. During 2022-23, cow dairy farm numbers increased by 0.5 per cent, from 181 at 30 June 2022 to 182 as at 30 June 2023.

In South Australia, 16 per cent of farms have 100 or less milking cows, 62 per cent have between 101 and 500 cows, 18 per cent have between 501 and 1000 cows, and four per cent have a herd size greater than 1,000.

SA dairy farm numbers by region



Table 1 SA milk production by region

Milk production	Mid North	Central	South-east	Total
2022/23	21,607,198	162,762,767	292,001,992	476,371,957
2021/22	24,228,365	182,679, 852	290,853,541	497,761,758
2020/21	15,620,000	195,610,000	287,880,000	499,110,000
2019/20	17,095,270	196,475,874	279,386,842	492,957,986
2022/23 increase/decrease (%)	-2,621,167	-19,917,085	1,148,451	-21,389,801
% of state	-10.8	-10.9	0.4	-4.28

Source: Dairysafe



Our people

Our Board

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



Andrew Cavill Farmer Director Chair



Brad Fischer Farmer Director



Bec Walmsley Farmer Director Deputy Chair



Ben McHugh Farmer Director



Michael Krichauff Farmer Director



Lauren Brinkmann Independent Director



Glenn Dohnt Farmer Director



Hamish Browning Independent Director



Don StolpFarmer
Director



Melissa Hunter Executive Officer

Our people

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

They are:

- Melissa Hunter
 Regional Manager
- Cathy Ashby
 Development and Regional Adaptation Lead Climate and Energy
- Alberta Badu-Yeboah
 Regional Project Lead Workforce Attraction
- Shannon Logan
 Regional Extension Officer
- Abbie Taylor
 Administration and Communications Officer

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



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

What we do

A snapshot

2022/23 saw DairySA deliver 54 research, development and extension activities that engaged over 1,000 dairy farmers, service providers and industry members.

An incredible 14 Dairy Discussion group meetings were held with groups encompassing Myponga, Mount Torrens, Mount Jagged, River and Lakes, Barossa Mid-north, and the TRAC Discussion Group.

A trip to Delamere to look at a new robotic dairy was wellattended with participants keen to find out more about the transition and advantages of this AMS system.

100 people attended animal health workshops this year and we had 40 participants in farm business management workshops.

As part of the wellbeing program, we had 80 women attend the two annual Ladies Lunches, health checks were undertaken by Your Health Navigator at the Central Conference and we saw guest speaker Tangaroa Walker talk about the importance of looking after yourself, keeping fit and getting enough sleep at the June Dairy Innovation Day.

Conferences were held in both Murray Bridge and Mt Gambier with 334 farmers and services providers attending.

On the hottest day of the year, Dairy Australia and DairySA Board members visited six farms around the region and were joined for lunch in local areas by 36 farmers, who had the opportunity to talk to Dairy Australia about the challenges and highlights of dairy farming in SA. We were also provided with an update on research and innovation coming out of Dairy Australia.

Earlier this year, a group of 18 farmers and service providers experienced a tour of the Union Dairy Company factory led by our REO Alberta Badu Yeboah. It was an opportunity to take a behind the scenes look at production and an exciting experience for all participants.

Our funding

In 2022/23 Dairy Australia allocated \$474,000 in funding to DairySA for cored funding and program delivery in South Australia. DairySA continued to work with partners to develop and deliver programs to maximise investment into the dairy industry in South Australia. An additional \$81,868 in external funding was leveraged. The DairySA Board continued to support investment into programs such as Farm Business Management and Conferences (DFMP).

2022/23 funding split



Total investment in dairy related programs through DairySA totalled

\$635,864



DairySA projects

Project	Funding source/s	Project overview
Animal Health programs	Dairy Australia Dairy SA	Includes Dairy Australia farm production workshops such as Animal Management, Healthy Hooves, Rearing Healthy Calves, Milking and Mastitis Management, Cups on Cups Off.
Farm Business Management	DairySA Dairy Australia	Promotion, delivery and support of 'Our Farm, Our Plan', 'Farm Fitness Checklist', farm business workshops including Dairy Farm Fundamentals and getting more out of your accounting program.
DairySA Communications – print, electronic and social	DairySA and projects	A range of targeted communication activities to engage the SA dairy farm community. Communication channels used include print, electronic and social media.
DairySA Discussion Groups	DairySA, contractors and group members	DairySA supports discussion groups across the state through co-funding coordination and group activities. These groups are farmer-driven, and the group sets the topics/agendas and plans on an annual basis. Coordinators provide the framework and process for successful group interaction and learning.
Dairy Base and Dairy Farm Monitor Project	Dairy Australia	An annual collection of on-farm data that provides farmers, service providers and the industry at large a qualitative set of farm-level data that is recognised as independent and objective. Fourteen SA farms were involved. Annual regional report collated and disseminated.
Central Conference and DairySA Innovation Day	DairySA and sponsors	The 2022 DairySA Central Conference and Dairy Innovation Day are great opportunities for the SA dairy industry to learn about new opportunities and innovations and connect with their colleagues and friends. DairySA values the contribution of the Sponsors who support these events and make it an affordable for delegates.
Feeding Pastures for Profit	DairySA SE NRM Board	The FPFP program aims to provide farmers with the skills and tools to achieve the profitable balance between home grown feed harvest and supplement use.
DairySA Ladies Lunches	DairySA	DairySA provided two ladies lunches (one in each major region) as part of its commitment to farmer wellbeing.
Adelaide Hills Legume Demonstration Sites (after fire)	DairySA Rural Solutions	Supports a small demonstration site at three locations within the Cudlee Creek fire scar to grow non-traditional legumes. The demonstration aims to show that non-traditional legumes within the region can aid in improving soil structure after fire and improving both pasture quality and production within the Adelaide Hills.
Our farm, our plan	Dairy Australia PIRSA Future Drought Fund	A risk and strategic business planning program that aims to support dairy farmers to consistently make decisions over time that increases profit and wealth, while confidently responding to challenges and opportunities, manage risk and achieve their own business and personal goals. Our Farm, Our Plan provides 1:1 follow up support for farmers to document and review plans using the Plan on a Page. The program is made possible with support from PIRSA through the Future Drought Fund.

Project	Funding source/s	Project overview
Smarter Irrigation for Profit 2 (SIP2)	Dairy Australia	SIP2 aims to realise potential gains in water productivity, energy efficiency and farm profitability. There are two sites in South Australia – Mount Compass and Mount Gambier.
Training – accredited courses	TAFE	Cups on Cups Off, Artificial Insemination, operating machinery (quad bikes and chainsaws) undertaken through training providers to the dairy industry with support from Dairy Australia.
Wellbeing and community support	DairySA SADA Industry Fund	In partnership with the South Australian Dairy Industry Fund and Beston's Global Food Company, DairySA has integrated health and wellbeing activities into its programs. This includes farmer access to counselling services, inspirational speakers at events, and the popular ladies' lunches and end of year farmer get togethers.
Workforce development	Dairy Australia	This project that provides focused support for the use and adoption of the ESKi and The People in Dairy tools. Project activities include ESKi folder promotion and dissemination; one-to-one ESKi on-farm follow-ups; People focus discussion groups.
Workforce attraction	Dairy Australia DairySA	To support farmers to address the shortage of skilled labour, by the attraction, recruitment and retention, of non-traditional farm hand jobseekers and equip farmers with the skills and tools needed to enhance leadership skills and team development.
Workshops, forums, tours and sponsorship	Dairy Australia DairySA	Workshops, forums and tours are coordinated on an as needs basis. The topics and/or destinations are based on feedback, interest and input from the dairy farm community.
Young Dairy Network SA	DairySA	YDN SA is a state-wide network established by DairySA to deliver information and activities of relevance to young people in the SA dairy farming community. A YDN Forum was held at Tailem Bend in March 2021.

Financial report

Income and expenditure statement

For year ended 30 June 2023

		2022
	\$	\$
Income		
Dairy Australia income	474,000	492,960
Project funds	81,868	321,870
Government grants	-	9,091
Sponsorship income	31,448	39,969
Interest received	1,063	27
Other income	47,485	24,306
Total income	635,864	888,223
Expenses		
Administration expenses	12,446	18,066
Advertising	10,164	5,068
Board costs	21,525	20,971
Auditor's remuneration	7,600	5,500
Bank charges	81	75
Conferences and workshops	44,024	26,360
Consultancy fees	75,374	95,786
Insurance	6,582	3,390
Meeting expenses	2,080	8,720
Payroll expenses	314,052	411,136
Project operating expenses	73,028	67,389
Travelling expenses	30,933	30,726
Other expenses	1,122	5,573
Total expenditure	599,011	698,760
Profit/(Loss) from ordinary activities	36,853	189,463

The accompanying notes form part of the financial statements

Balance sheet

As at 30 June 2023

Notes	2023	2022
	\$	\$
	347,670	84,160
	204,623	203,560
	552,293	287,720
	64,964	262,165
	3,237	3,311
	68,201	265,476
	620,494	553,196
	620,494	553,196
	12,224	2,860
	30,732	14,151
	8,063	1,398
	2,386	4,551
	1,100	1,100
	54,505	24,060
	54,505	24,060
	54,505	24,060
	565,989	529,136
2	565,989	529,136
	565,989	529,136
		\$ 347,670 204,623 552,293 64,964 3,237 68,201 620,494 620,494 620,494 12,224 30,732 8,063 2,386 1,100 54,505 54,505 54,505 54,505 565,989

The accompanying notes form part of the financial statements

Notes to the financial statements

For year ended 30 June 2023

Note 1 Statement of Significant Accounting Policies

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

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

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

a) Income Tax

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

b) Goods and Services Tax

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

Receivables and Payables are recognised inclusive of GST.

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

Note 2 Retained profits

	2023	2022
	\$	\$
Retained profits at the beginning of the financial year	529,136	339,673
Net profit (loss) attributable to members	36,853	189,463
Net retained profits	565,989	529,136

Auditors independence declaration

I declare that to the best of my knowledge and belief, in relation to the audit of Dairy SA Regional Development Program Inc. for the year ended 30 June 2023 there have been:

- i) no contraventions of the auditor independence requirements as set out in the Associations Incorporation Act 1985 in relation to the audit; and
- ii) no contraventions of any applicable code of professional conduct in relation to the audit.

Galpins Accountants, Auditors and Business Consultants

Jessica Kellaway Director

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Dated this 28th day of August 2023

Statement by members of the board

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

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

- 1 Presents fairly the financial position of Dairy SA Regional Development Program Inc as at 30 June 2023 and its performance for the financial year ended on that date.
- 2 At the date of this statement, there are reasonable grounds to believe that Dairy SA Regional Development Program Inc will be able to pay its debts as and when they fall due.

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

Andrew Cavill

Chair

Dated this 7th day of September 2023

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Board report

Your Board members submit the financial report of Dairy SA Regional Development Program Inc. for the financial year ended 30 June 2023.

Board Members

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

A Cavill, R Walmsley, G Dohnt, M Krichauff, H Browning, B McHugh, D Stolp, L Brinkmann, B Fischer and M Hunter.

Principal Activities

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

Significant Changes

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

Operating Result

The operating result from the association's activities was a surplus of \$36,853 (2022: \$189,463).

Related Party Transactions

In accordance with section 35(5) of the *Associations Incorporation Act 1985*, the Board of Dairy SA Regional Development Program Inc. hereby states that during the financial year ended 30 June 2023:

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

After Balance Date Events

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

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

Andrew Cavill

Chair

Dated this 7th day of September 2023

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Independent auditor's report





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INDEPENDENT AUDITOR'S REPORT

To the members of Dairy SA Regional Development Program Inc.

Report on the Audit of the Financial Report

Audit Opinion

We have audited the accompanying financial report, being a special purpose financial report, of Dairy SA Regional Development Program Inc. (the Association), which comprises the statement of financial position as at 30 June 2023, statement of comprehensive income, for the year then ended, notes comprising a summary of significant accounting policies and the certification by the members of the Board on the annual statements presenting fairly the financial position and performance of the Association.

In our opinion, the accompanying financial report of the Association presents fairly, in all material respects, the financial position of the Association as at 30 June 2023, and its financial performance for the year then ended in accordance with the accounting policies described in Note 1 to the financial statements and the requirements of the Associations Incorporation Act SA 1985.

Basis for Audit 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 Association in accordance with the ethical requirements of the Accounting Professional and Ethical Standards Board's APES 110 Code of Ethics for Professional Accountants (including Independence Standards) (the Code) that are relevant to our audit of the financial report in Australia, and we have fulfilled our other ethical responsibilities in accordance with the Code.

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

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

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

Responsibility of the Board for the Financial Report

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

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

Auditor's Responsibility for the Audit of the Financial Report

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

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

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

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

GALPINS ACCOUNTANTS, AUDITORS & BUSINESS CONSULTANTS

Jessica Kellaway CA, CPA, Registered Company Auditor

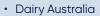
Director

28 August 2023

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Our thanks

DairySA gratefully acknowledges the support of the following organisations:



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Disclaimer

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

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