

SP1 – Profitable Dairy Farms – Post-farm-gate programs

Overview Market Need /	The market need:									
Context	 Consolidate industry in the interests of Au Proactively respond t Reinforce the "Why A Assist industry to unc presented by an incre Target audiences/stakel Australian dairy manu Key customers in Japa 	o existing, current and potential technica sustralia?" message with global customer lerstand the opportunities and challenges easingly complex global marketplace	l issues 5.							
ndustry Indicators	c 000	China 600	6 000	Japan 600						
	6,000 4,000 2,000 2,000 2,000 2,000 2,000 2,000 2,000 2,000 2,000 2,000 2,000	400	6,000 4,000 2,000 -	400 200 200 200 200 200 200 200 200 200						
	China- AUD/T, L	70		i Japan- AUD/T, LHS, RHSJapan-Value (AUD Millions), RHS						
	6,000	South East Asia 1,000	6,000	Middle East 400						
		500	4,000 2,000 -	300 200 100						
	2004 2052 2009 2012 2009 2012 2009 2012 2009 2012 2009 2012 2009 2012 2009 2012 2009 2012 2009 2012 2012	γ^{ν}	2004/	20 ⁴ 10 ⁵ 10 ⁶ 10 ⁵ 10 ⁶ 10 ⁶ 10 ⁶ 10 ⁶ 10 ⁶ 10 ¹ 10 ¹ 10 ¹ 10 ² 10 ³ 10 ⁴ 10 ⁵						
Overall Objective/s	 trade policy reforms - To prevent the erosic regulatory or policy c In key export markets 	and agreements. on of access opportunities and conditions hanges. s, support higher exporter returns throug	in key market n active buye	nent for all Australian dairy products through strategic ts through the implementation of inappropriate r awareness and preference for Australian products. panding and increasingly complex global marketplace						
General Approach / Strategy	 Focus resources on e Trade Policy: Provide presenting industry p Maintain networks of /outcomes to in relev Market Development annually in consultati Trade support: Help Analysis: Deliver strat 	xisting large markets or large emerging op e detailed technical support to industry ar ositions). Flike-minded industry groups both domes rant trade forums. Programs: Co-ordinate market developr on with export managers of Australian da local exporters with management of tech regic market insights and solutions throug	portunities in d governmer tic and interr nent initiative iry companie nical barriers h scanning fo	n Japan, China and SE Asia. Reduced focus on ME. ht negotiators (and where requested taking lead role in hational who will pursue similar trade objectives es in Australia and target countries. Review targets es and partner groups in target markets. to trade and/or specific market requirements or / understanding / communicating the effects of global						
Collaboration & Dependencies	 policies and market developments that might impact on the Australian diary industry. Close partnership arrangement with the ADIC who has primary carriage of the industry trade policy agenda. Australian dairy manufacturers are vital to the delivery of the Australian component of the market development program. Collaboration with the China Dairy Industry Association for delivery of the China market development program. Partnership arrangement with the Victorian Government for delivery of the SE Asia scholarship program. Close working relationships with DFAT, DAWR and especially the Australian Agricultural Minister Counsellors in key markets. 									
Program Detail		, , , , , , , , , , , , , , , , , , ,								
Project No. / Title	Project Level Objectives	3 Year Plan Focus		2017/18 Focus / Changes						
2219 International Market Support – China	Improve market access for Australian dairy and maintain the positive trade perception of Australian product in China	 Continue to support the implementatio China Australia free trade agreement to benefits to industry, defend market acc counter the emergence of new technica trade. Focus market development activities or realisation of benefits from the China A Continue long term relationship develop through the Greater China Scholarship p 	maximise ess and I barriers to the ustralia FTA pment	 Focus on improving Australian industry understanding of market access issues for liquid milk, infant formula general dairy, and dealing with changes to the Chines regulatory environment. Design and execute market development activities in order to maximise realisation of dairy benefits under the China Australia Free Trade Agreement. Further develop and execute strategic level collaborative market program/s with MLA, Horticultu Innovation Australia, Wine Australia and other like- 						



P229 International Market Support – Japan Maintain and improve the major supplier of Japanes market. • Review focus and extent of market development activities to reflect strong long term relationships and a nature market. • Provide balanced information and the Ascholarship program, regarding the sustainability of Australian dary as a supplier to Japan. • Provide balanced information and the Ascholarship program, regarding the sustainability of Australian dary as a supplier to Japan. • Provide balanced information and the Ascholarship program, regarding the sustainability of Australian dary as a supplier to Japan. • Provide balanced information and the Ascholarship program, regarding the sustainability of Australian dary as a supplier to Japan. P230 International Market Support – SE Asia Improve market access and the position into key South East Asian market Sungpore, Thailand, Makayaia, Indonesia, Philippines, Vietnam. • Further develop and deliver the South East Asia Dary Scholarship program, and associated alumni engagement programs. • Further develop and deliver the South East Asia Dary Scholarship program, and associated alumni engagement programs. • Eurother develop and deliver the South East Asia Dary Scholarship program, and associated alumni engagement programs. • Eurother develop and deliver the South East Asia Dary Scholarship program, and associated alumni engagement with a focus on Australian dary info doel service, culinary and hospitality segments. • Eurother develop and deliver the South East Asia Dary Scholarship program. P231 International Market Support – Other Markets To improve market access and its trade subakand and market process ind market protes and market proces and market proces and market proce	International	Market Suppo	rt									
Production and trade position into Market Support – SE An trade position into Market development effort to target growth Scholarship program, and associated alumni Asia Asia markets including Increase focus on food service, culinary and hospitality segments within the markets. Buil additional engagement with a focus on Indonesia. P231 International Market Support – Milapsia, Thailand, Vietnam, Indonesia and the Philippines. • Technical market access support • Technical market access support = Market development with to target growth opportunities within the region. The UAE, Saudi Arabia, Bahrain, Kuwait and Oman. • Technical market access support = Market development work to target growth opportunities within the region. The UAE, Saudi Arabia, Bahrain, Kuwait, Oman, Qatar. • Effort in these markets will continue at a lower level or investment levels through working with partner organisations (Austrade, Vic Government, VGBO, MLA Hort IA). P232 International Market Support – Other Markets • Key regional agreements include: other areas include: other areas include with partner organisations (Austrade, Vic Government, VGBO, MLA Hort IA). • Ensure favourable dairy outcomes are included in biateral and regional trade agreements as they progress towards conclusion. • Support Bottion intok eregional trade agreements as they progress towards conclusion. P232 International Market Support – Other Markets • Key regional agreements: India, Indonesia, EU, Taiwan. • Ensure favourable dairy outcomes are include in biateral and regional trade agregements as they progress towards conclusion.	Market Support –	Australia's position a the major supplier of dairy products into th	s activand ne Con (Jap • Con	vities to reflect a mature mark tinue publicatio an Positive List tinue long term	strong long term re et on of chemical resid analysis) relationship develo	lationships ual analysis opment	cu: pro da • Pu • Wi	customers in market and on the DA scholarship program, regarding the sustainability of Austra dairy as a supplier to Japan. Publish the updated Japan Positive List analysis Withdraw from Cheese Festa involvement/ sponsorship.				
Market Support – Middle East access and its trade position into key Middle East markets including The UAE, Saudi Arabia, Bahrain, Kuwait and Oman. Market development work to target growth opportunities within the region: The UAE, Saudi Arabia, and Bahrain, Kuwait, Oman, Qatar. Seek to leverage lower market development investment levels through working with partner organisations (Austrade, Vic Government, VGBO, MLA Hort IA). P232 International Market Support – Other Markets Improved market access, maintaining and improving export volumes and values, higher international market prices and more flexible market outlets • Key regional agreements: India, Indonesia, EU, Taiwan. • Key regional agreements: India, Indonesia, EU, Taiwan. • Key regional agreements: India, Indonesia, EU, Taiwan. • Support Government efforts to initiate new negotiations where favourable dairy outcomes may be obtained – Taiwan and EU. • Support Government efforts to initiate new negotiations where favourable dairy outcomes may be obtained – Taiwan and EU. • Protect Australian dairy defensive positions on issues such as Geographic Indications (Vis EU FTA). • Progress improved access outcomes related to Non- tariff Barriers to Trade (NTB's) for Australian dairy. Where appropriate collaborate across industries and with interested stakeholders. • Support industry efforts to promote the value and benefits of free trade' to government and stakeholders here and internationally. Evaluation & Budget Evaluation Evaluation Evaluation Evaluation	Market Support – SE	and trade position in key South East Asian markets including Singapore, Malaysia, Thailand, Vietnam, Indonesia and the	to • Mar opp Indo • Incr	ket developme ortunities: Singa onesia, Philippin ease focus on fo	nt effort to target g apore, Thailand, Ma nes, Vietnam. pod service, culinar	llaysia, / and	Scl en Bu Inc Co Au ho	holarship pro gagement pro ild additional donesia. ntinue to deli stralian dairy spitality segm	gram, and associat ograms. engagement with iver seminars and o into food service, nents.	ed alumni a focus on demonstrations on culinary and		
Market Support – access, maintaining and improving export volumes and values, higher international market prices and more flexible market outlets include: WTO-Doha, Geographic indicators, PACER, RCEP, GCC. bilateral and regional trade agreements as they progress towards conclusion. • Key bilateral agreements: India, Indonesia, EU, Taiwan. • Key bilateral agreements: India, Indonesia, EU, Taiwan. • Support Government efforts to initiate new negotiations where favourable dairy outcomes may b obtained – Taiwan and EU. • Capture already negotiated access improvements outlets • RCEP, review of JAEPA) • Protect Australian dairy defensive positions on issues such as Geographic Indications (Vis EU FTA). • Progress improved access outcomes related to Nontariff Barriers to Trade (NTB's) for Australian dairy. Where appropriate collaborate across industries and with interested stakeholders. • Support industry efforts to promote the value and benefits of 'free trade' to government and stakeholders here and internationally. Evaluation & Budget Evaluation Evaluation Expenditure Planning	Market Support –	access and its trade position into key Middle East markets including The UAE, Saudi Arabia, Bahrain	• Mar opp Aral	ket developme ortunities withi	nt work to target gr n the region: The U	AE, Saudi	inv • See inv org	velopment g with partner				
Evaluation & Budget Project Evaluation Expenditure Planning	Market Support –	access, maintaining and improving expor volumes and values, higher international market prices and more flexible market	inclu RCE • Key Taiv • Cap und	ude: WTO-Doha P, GCC. bilateral agreer van. ture already ne er TPP through	ı, Geographic indica nents: India, Indon gotiated access imp alternative structur	tors, PACER, esia, EU, rovements	bili pro Su ob Pro tar Wi wii Su be	ateral and reg opress toward pport Govern gotiations wh tained – Taiw otect Australii ch as Geograp opress improv iff Barriers to here appropri th interested pport industr nefits of 'free	gional trade agreer ds conclusion. Iment efforts to ini iere favourable dai van and EU. an dairy defensive ohic Indications (Vi ved access outcom Trade (NTB's) for iate collaborate ac stakeholders. y efforts to promo e trade' to governm	nents as they tiate new iry outcomes may be positions on issues s EU FTA). es related to Non- Australian dairy. ross industries and te the value and nent and		
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	Project	-			2015/16	2016/17				2019/20 Plan		

Project	Evalu	lation		Expenditure Planning								
	Planned BCR	Investment Attractive- ness	2015/ 16 Actual	2016/17 Forecast	2017/18 Plan	2018/19 Plan	2019/20 Plan					
P219 China	3.23	6.0	357,107	460,027	355,100	355,100	355,100					
P229 Japan	5.44	7.2	301,919	247,710	274,200	274,200	274,200					
P230 SE Asia	3.99	6.4	219,823	193,482	191,500	191,500	191,500					
P231 Middle East	3.28	6.0	206,749	44,248	45,000	45,000	45,000					
P232 Other Markets	2.99	5.6	480,606	332,687	475,550	448,600	448,600					
	3.59	6.2	1,566,204	1,278,153	1,341,350	1,314,400	1,314,400					

				1,300,204								
Key Milestones												
Project			Milestone De	escription			Planned Completion	Status				
P219	2017 China Scho	larship program succes	sfully delivere	d			July 2017					
	Dairy Australia p	articipates and present	s at China Dai	ry Industry Associa	tion (CDIA) conf	erence	August 2017					
P229												
	2016 Annual Kar and Australian d	ngaroo Kai seminar succ airy industries	essfully delive	ered in Japan with r	representation f	rom Japanese	Nov 2017					
	Dairy Australia p	articipates in Japan Aus	stralia Dairy Ta	alks – held in Austra	alia		Sept 2017					
	Updated version	of the Japan Positive li	st analysis do	cument, published	and available or	n DA website	July 2017					
P230	P230 2017 South East Asia Scholarship program successfully delivered with support and collaboration from Victoria State Government											
Key Performanc	e Indicators (KPIs)											
Target (Dutcome		Measure	2017/18 Target								
Build engagement in priority markets through Dairy Australia scholarship and alumni programs.		Continued participatio China and South East A participants surveyed o understanding of Austr	Asia scholarship on satisfaction	t scholarshi	new scholarship students participate in the 3 olarship programs. Lisfaction measured at 7/10 or higher.							
Industry support trade programs	for Dairy Australia	Trade Reference Group ADPF and ADIC approv objectives and program	e and support		DF, TRG	F, TRG Achieved/Not Achieved						
Technical Barrier	s to Trade	Initial list of 5 priority p new TBT issues are ide plans are developed ar	ntified and prie	oritised, new action	e Report	Achieved/	Not Achieved					



Context	 The value that dairy farmers receive for their milk at the farm gate is dependent upon the profitability of the processing community which they supply. For the Australian dairy industry to achieve sustainable profitability and improved resilience in the face of climate variability and market volatility, it is critical that the entire supply chain remains innovative and internationally competitive. Dairy Australia has a role to play in supporting the competitiveness of the industry's post-farm gate activities in areas where there is obvious market failure and where the resulting IP can improve the processing sector's positioning and structure to meet future challenges. Through targeted initiatives which support manufacturing innovation and sustainability Dairy Australia can help farmer manage downstream risk while also supporting the industry to take advantage of domestic value growth and the huge export opportunities developing in Asia. 										
ndustry Indicators			ing-based targets h le good indication a						Industry Sustai	nability	
	Target			Baseline	2014	2015	2016	2020 Target			
	9.1	Consumptive water inter manufacturers (litres pe	ensity of dairy er litre of milk processed)	1.75	1.56	1.58	1.90	1.40			
	Target			Baseline	2014	2015	2016	2020 Target			
		Emissions from dairy mo CO2 equivalent per ML		178.7	153.6	152.5	140	125.8			
			Think processedy								
	Target			Baseline	2014	2015	2016 2020 Target				
		Waste to landfill intensity (tonnes of waste per ML		2.69	1.63	1.45	1.18	1.61			
		Manufacturers: signato Packaging Covenant (9	9	8	8	All manufacturers			
		Source: Australian Dairy Industry Sustainability Framework Progress Report 2016									
Overall Objective/s	To sup	Sou	rce: Australian Dai ility and internatio	-				-	•	ity for the	
General Approach /	benefi initiati Sustair • DA	Sou port the sustainab t of Australian dair ves and transfer o nability Framework has reduced fund	ility and internatio y farmers by; a) Co f technology with s k targets. ing from \$3m+ in 2	nal compe onnecting p trong indu 013/14 (50	titivenes processor stry-wide 0% fundir	s of the A rs with be e potentia	ustraliar st-practi II, and; c .) to app	n dairy proce ce resources) Assisting m roximately \$	essing commun s; b) Supportin nanufacturer p 3350,000 in 201	collaborative rogress toward	
Overall Objective/s General Approach / Strategy	benefi initiati Sustair • DA wir inv not exi: ma fun • Foo (DM fur Ass env and	Sour port the sustainable t of Australian dain ves and transfer of hability Framework has reduced fundind-up of DIAL durin estment should be companies specifisting resources as nagement, etc.) and ds. cus for 2017/18 wi ASC) as well as ach ther goal will also essment (DATA) a vironmental perfor d improved organic	ility and internatio y farmers by; a) Co f technology with s k targets.	nal compe princeting p trong indu 013/14 (50 ced a re-th t failure an developing ve projects d more bro e reach and ement with mber and o upport (GA delivery o scheduled	titivenes: processor stry-wide 0% fundir ink abou d where g networl that add badly acr that add badly acr d perform n smaller quality of S) Schem f collabor for comp Discretion	s of the A s with be e potentia ng of DIAL t the best the outco ks and too ress susta oss the se nance of t dairy pro projects es to achir rative pro	ustraliar st-practi II, and; c) to app use of I ones of i ols which ainability ector app cessors of funded u ieve proj jects rela ring 201 t-based II	a dairy proce ce resources) Assisting m roximately \$ DA funds wit investment b a effectively y issues (wat bear to be th y Manufactu within the Sr under the Da fitable techn ating to sust 7/18 will also	essing commun s; b) Supportin hanufacturer p 350,000 in 201 hin this space. benefits the ind connect proce eer, energy, wa he most approp rers Sustainabi mall Dairy Netwairy Australia The bology transfer ainable sodium	collaborative ogress toward 66/17. The DA's dustry generall ssors with ste and effluer riate use of D/ lity Council vork (SDN). A echnology and improved management	
General Approach /	benefi initiati Sustair • DA wir inv not exi: ma fun • Foo (DM fur Ass env and • T • DA vir inv not exi: ma fun • Eoo (DM fur Ass env and • Eoo (DM fur • Eoo (DM) • Eoo • Eoo (DM) • Eoo (DM) • Eoo •	Sour port the sustainable t of Australian dain ves and transfer of hability Framework has reduced fundin d-up of DIAL durin estment should be companies specif sting resources as nagement, etc.) an ds. cus for 2017/18 with ASC) as well as ach ther goal will also ressment (DATA) a vironmental perfor d improved organic three KEY NITIATIVE STREAMS trives: nocessors iffectively connect rocessors with valiable esources	ility and internation ry farmers by; a) Co f technology with s k targets. ing from \$3m+ in 2 rg 2016/17 has form in areas of market ically. Investing in well as collaboration and can be translate Il be to improve the nieve strong engage be increase the num nd Grant Access Su mance. Successful c waste utilisation s Core Initiatives	nal compe onnecting p trong indu 013/14 (50 ced a re-th t failure an developing ve projects d more bro e reach an ement with mber and G delivery o scheduled	titivenes. processor stry-wide 2% fundir ink abou d where g networl that add badly acr d perform n smaller quality of S) Schem f collabor for comp Discretiona Budgeted al	s of the A s with be e potentia ig of DIAL t the best the outco ks and too ress susta oss the se nance of t dairy pro projects es to achi rative pro letion dui ary, Projec lowance of a 2. ACCELE HNOLOGY ATA Scheme 3. ELEVA MANUFAC SUSTAINA Vic Sodium aste Resour	ustraliar st-practi al, and; c) to app use of D omes of i ols which ainability ector app the Dairy cessors of funded u ieve proj jects rela- ring 201 t-based In pprox. \$27 RATING TRANSFE	a dairy proce ce resources) Assisting m roximately \$ DA funds wit investment th offectively v issues (wat bear to be th v Manufactu within the Sr under the Da fitable techn ating to sust 7/18 will also ititatives 5,000 p.a.) 0 bject 1 . Su 1 . Su	essing commun s; b) Supportin hanufacturer p 350,000 in 200 hin this space. benefits the ind connect proce er, energy, wa he most approp rers Sustainabi mall Dairy Netw airy Australia T hology transfer ainable sodium o be a key focu	s collaborative ogress toward i6/17. The DA's dustry generall ssors with ste and effluer riate use of D/ lity Council vork (SDN). A echnology and improved management s.	
ieneral Approach /	benefi initiati Sustair • DA wir inv not exi: ma fun • Foo (DN fur Ass env and • T • • • • • • • • • • • • • • • • • •	Sour port the sustainable t of Australian dain ves and transfer of hability Framework has reduced fundind-up of DIAL durin estment should be companies specifisting resources as nagement, etc.) and ds. sus for 2017/18 with ASC) as well as ach ther goal will also existent (DATA) a vironmental perfor d improved organic HREE KEY NITIATIVE STREAMS strives: nocessors iffectively connect rocessors with vailable esources	ility and internation ry farmers by; a) Co f technology with s k targets. ing from \$3m+ in 2 ng 2016/17 has ford e in areas of market ically. Investing in well as collaboration and can be translate Il be to improve the neve strong engage be increase the num nd Grant Access Su rmance. Successful c waste utilisation s Core Initiatives (Approx. \$200,000 p.a.) 1. ENHANCING APABILITY NETWORKS (NOWLEDGE-SHARING Dairy Manufacturer's Sustamability Council (DMSC) Small Dairy Network (SDN) Web Resource Center	nal compe princeting p trong indu 013/14 (50 ced a re-th t failure an developing ve projects d more bro e reach and ement with mber and o poport (GA delivery o scheduled	titiveness processor stry-wide 0% fundir ink about d where g networl that add padly acru- that add padly acru- n smaller quality of 5) Schem f collabor for comp Discretions Budgeted al	s of the A s with be e potentia ag of DIAL t the best the outco ks and too ress susta oss the se nance of t dairy pro projects es to achi rative pro letion dui ary, Projec lowance of a 2. ACCELE HNOLOGY ATA Scheme 3. ELEVA MANUFAC SUSTAINA Vic Sodium aste Resour likey support	ustraliar st-practi al, and; c) to app use of D omes of i ols which ainability ector app the Dairy cessors of funded of ieve pro- jects rela- ring 201 t-based In pprox. \$27 RATING TRANSFE BILITY Manageme ce Recove	a dairy proce ce resources) Assisting m roximately \$ DA funds wit investment to n effectively y issues (wat bear to be th y Manufactu within the Sr under the Da fitable techn ating to sust 7/18 will also 0 Diject 1. C 1. C 1. Su 1. Su 2. E 1. Su 1. Su	essing commun s; b) Supportin, nanufacturer pi 3350,000 in 200 hin this space. benefits the ind connect proce ter, energy, wa he most approp rers Sustainable mall Dairy Netva airy Australia Tr ology transfer ainable sodium o be a key focu bitves: Direct sustainable sustainability Enhance technology ransfer & improve competitiveness twe: upport sustainable ture of processing dustry through select e-competitive, pilaborative projects	g collaborative rogress toward 16/17. The DA's dustry generall ssors with ste and effluer riate use of D/ lity Council vork (SDN). A echnology and improved management s.	



Manufacturin	addition to ke	y dairy proces Victoria. Addi	sors, cur			support of local of opportunities and				-		
Program Detail Project No. / Title	Broject Lou	al Objectives			2016/17			201	7/19 Eocus / (band		
P249 Supporting Manufacturing Innovation and Sustainability	 Project Level Objectives To support the sustainability and international competitiveness of the Australian dairy processing community for the benefit of Australian dairy farmers by; a) Connecting processors with best-practice resources; b) Supporting collaborative initiatives and transfer of technology with strong industry-wide potential, and; c) Assisting manufacturer progress towards Sustainability Framework targets. 			 Oversee DIAL transition and DA exit (including legacy projects such as the ARC Dairy Innovation Hub). Ensure best use of assets and IP for the Australian dairy industry Implement programs which support DA's revised support strategy for manufacturers such as the DATT Scheme and Transform Dairy Fund. Monitor success and adjust as required. Develop and maintain on-line resources to support manufacturers. Migrate management of DMSC and SDN from DIAL to DA. Explore collaborative opportunities and mechanisms to leverage additional support. 				 2017/18 Focus / Changes Improve reach/performance of the Dairy Manufacturers Sustainability Council (DMSC) Achieve strong engagement within Small Dairy Network (SDN) Increase the number and quality of projects funded under the DATA and GAS Schemes. Manage the successful delivery of a sustainable sodium management pl for northern Victoria. Reduction in forecast expenditure for 2016/17 is a result of a number of measures undertaken to reduce pos farm gate spending, including; achieving 85% co-funding from stakeholders for the sodium management project; rationalising t management of the DMSC and web resources within DA; and slower tha anticipated delivery and uptake of ti 				
Fuch stien 9 Dudget									d GAS Schemes	-		
Evaluation & Budget Project		Evalu	uation			Expe	nditure	Planni	ng			
		Planned BCR	Investm Attracti ness	ive-	2015/16 Actual	2016/17 Forecast	2017 Pla	•	2018/19 Plan		2019/20 Plan	
P244 Manufacturing					1,421,042					_		
P249 Supporting Mar Innovation & Sustaina		TBA	4.9 4.9			335,192	41	5,000	455,000		455,00	
Total		3.0			1,421,042	335,192	415,00		000 455,00		455,00	
Notes												
Key Milestones												
Project			Milest	Milestone Description					Planned Completion		Status	
P249 Supporting Manufacturing	Complete Su	ete Sustainable Sodium Management Plan project						February 2018		May 31 2017 Kick-off		
Innovation and Sustainability		Deliver three environmental forums and develop three technology/funding screening reports for DMSC Company Members						June 30 th 2018 Or		Ong	ngoing	
		Deliver six regional workshops, thirty webinars, four quarterly E-newsletters and develop web resource centre for SDN Members						June 30 th 2018 On		Ong	ngoing	
	Minimum of	four high-qua	our high-quality projects identified for DATA Scheme support					June	30 th 2018	Ong	igoing	
		four high-qua	ality proje	ects io	dentified for GAS	Scheme support		June	30 th 2018	Ong	oing	
Key Performance Ind	icators (KPIs)											
Target Outcome Decrease processing costs/improved sustainability		cessing costs o			ustralian dairy ma	nufacturing sites v nance as a result c		Source of data Annual manufacturer survey			2016/1	
Decrease processing costs/improved sustainability	Ratio of grant delivering de	t funds awarde creased proces	sing costs	s or in	nproved environm		2			-	10:1	
	-	atio of grant funds awarded to Australian dairy manufacturers for projects elivering decreased processing costs or improved environmental performance elative to grant access support provided by DA leasurable increase in environmental performance of a processing plant (i.e. water								ŀ	Variable	

High level of processor

engagement with DA support programs

Number of dairy processing companies actively participating in DA's collaborative

support programs such as the DMSC, the SDN and the ARC Dairy Innovation Hub

40

Membership database

and register of workshop of attendees