



THE MILK FLOW

JUNE 2022

Message from the Board Phil Ryan

A lot has happened since our last edition of The Milk Flow in February. Firstly, we must acknowledge the very difficult farming conditions that flooding and extended wet weather have created for so many. Please reach out to your Regional Extension Officer to discuss anything Dairy NSW can do to assist in these difficult times. Hopefully conditions are starting to improve for many, but support will be ongoing through the extended recovery process.

April saw our From The Ground Up Members' Event held in Kiama, with a great opportunity to catch up face to face with farmers from across the Dairy NSW regions. Day 1 saw a focus on one of our industry's biggest issues – workforce attraction and retention. Jenny Wilson, the CEO of Murray Dairy presented some of their research in this very important area. Everyone then contributed ideas on how we can improve in this area as an industry. The importance of affordable regional housing arising as a need for focus in research and policy development was one of many opportunities to come from this discussion. A renewed focus on our Young Dairy Network was presented by Alicia Richters, to increase the engagement of the young people in our industry and encouraging the emerging leaders in this group. This theme of leadership was continued on the second day, relevant not only to industry leaders,

but also within our farm businesses. A special thank you to Cressida Cains, of Pecora Dairy, runner up in the AgriFutures Rural Women's National Award 2021, who spoke at our dinner. Cressida described the journey she and her husband Mike had in challenging the way things have always been done and building a very successful business based on milking sheep producing award winning cheese.

The result of the Dairy Levy Poll, with a significant vote for no change in our levy was also announced at the Members' Event. Dairy NSW as your local face of Dairy Australia welcomes your input on how we can use your levy for your maximum return.

Last month we saw the NSW Focus Farm Open Day held at Kevin and Brodie Game's farm at Bemboka. This was a well attended, really positive event, looking in detail at their progression from 2 cows rearing calves, through leasing towards farm ownership. Their challenges through drought, and then their confidence to make changes and grow, supported by their network of mentors.

Next month we have the Dairy Research Foundation Symposium in Forster NSW on July 19 and 20, one of my favourite events in the dairy calendar, and I hope to see many of you there.



Staff profile

Blake Cheer

Regional Extension Officer
NSW Mid Coast

Blake Cheer is the Regional Extension Officer covering the Mid Coast. Prior to joining Dairy NSW 2 months ago, he had been involved with the New Zealand Dairy Industry for 5 years working with Fonterra and QCONZ.

I am really looking forward to getting to meet you all and understand your farming businesses and navigate our way through the current and upcoming challenges and issues that the industry face as well as continuing to improve and grow your businesses so they can remain sustainable.

Personally, I am excited to learn more about the Australian Dairying Industry and utilising my current skills and experience from New Zealand to add value to your businesses. There are a lot of similarities as well as differences between the two industries which can be leveraged off each other for overall success. Dairy Australia offers a range of different extension activities that yourself or farm staff can access to improve your businesses and upskill and I look forward to rolling out a range of these in the future.

Please don't hesitate to get in touch with me. Look forward to seeing you all in the future.

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Director profile

Dimity Smith

Director

Dimity is a psychologist and an events and marketing specialist currently based in Tamworth NSW.

Dimity comes from a family of dairy farmers, with her parents still running a beef and dairy operation in Scone NSW, milking approximately 400 cows. In between visiting the farm as much as she can to help with the calves (with 250 new calves born in the past two months), she is busy running her events agency, GRO Events Group, which offers support to corporates and small to medium enterprises around Australia with events and marketing. Prior to this, Dimity worked in return to work rehabilitation, work health & safety and injury management, helping rural business owners get staff back to work after physical or psychological injuries. This is Dimity's second board role, and she has taken on this opportunity with huge enthusiasm and passion for sharing the great positives of the dairy industry. She feels there is so much that people don't know about the dairy industry and there is so much more that can be shared about the care of cows, the endless hard work and the great community of wonderful people that make up the industry. We asked Dimity about what drew her to apply for a position on the Dairy NSW board, she says: I have so much love for the people in the dairy industry – and I want more people to know how great it is. This is the time to push the true and accurate stories of the industry out into the world – and that's where I think I can help so much.

Our Farm Our Plan

Marc Howard, Communications Manager, Dairy Australia

The Our Farm, Our Plan program is helping farmers identify long term goals, improve business performance and manage volatility.

The program, developed by Dairy Australia, provides the tools and resources to develop a tailored game plan, identifying specific business goals and the practical steps to achieve those goals.

Launched in 2020, Our Farm, Our Plan is provided at no cost to all Australian dairy farmers as one of the service benefits delivered through the Dairy Australia's dairy levy funding and partner funding from the Gardiner Foundation, the Australian Government's Future Drought Fund and the NSW Department of Primary Industries .

The program has seen over 600 dairy farmers across Australia participate in the online groups or face-to-face workshops since the program launched.

One such farmer was Sammie Smith from Greendale in NSW, who attended an online Our Farm, Our Plan program run by Dairy NSW.

"Our Farm, Our Plan helped me to take the ideas that were in my head and get them down on paper," Sammie explained. "It's great, and has meant I am able to add to it and tick things off as they're achieved. That is really satisfying when you do that."

All Our Farm, Our Plan participants receive one-on-one follow-up support from Dairy Australia over a 24-month period after the program, with access to advice and

information to help put a tailored plan into action on your farm. The program also provides dairy farmers with access to a range of useful tools and resources online.

At the end of the process, program participants will have created a Plan-on-a-Page which can be shared with others – for example, your broader team, your bank and your business advisers – to ensure the goals and objectives outlined on the plan are clear and always front-of-mind when making decisions.

"One of the aims of Our Farm, Our Plan is to help farmers feel more in control," Sammie explained, "I didn't feel out of control, but the process has helped me to clarify my goals and give me something to aim for."

To find out more about how Our Farm, Our Plan can help your farm, visit dairyaustralia.com.au/OFOP, call Dairy Australia on **1800 548 073** or speak to the Dairy NSW regional team.



DairyUP-date

Register now for Symposium

Registrations are now open for the 2022 Dairy Research Foundation Symposium, to be held on 19-20 July in the be held in the Taree/Forster region.

Day 1 will held at Forster's Club featuring several Dairy UP projects.

Day 2 will be held at Manning Valley Dairy near Taree, hosted by manager, Simon Scowen. The day includes stations for remote sensing for pasture management and the Emerging Scientist competition.

We are looking forward to seeing you there in person, after 2-years of an online format!

For more information and to register click [here](#).

Register Now

19-20 July 2022

THE DAIRY RESEARCH FOUNDATION'S

2022 Symposium

Forster, NSW

Media inquiries:

Lee-Ann Monks, Monks Communication
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Dairy UP is a collaborative research, development and extension program for the NSW dairy industry. It aims to unlock the potential of pastures, cows, water and milk to increase productivity and profitability, and de-risk the industry and develop new markets. www.dairyupcom.au

Key delivery organisations



Co-investors and participating organisations



DairyUp tech officers

Dairy UP recently welcomed three new technical officers to the team. They will be regular visitors to partner network farms, collecting data for a variety of Dairy UP projects:



Chole Wilson

Based in the Bega Valley, Chloe Wilson looks after the farm monitoring for Dairy UP's P1 project (Unlocking the potential of Kikuyu). Chloe has a degree (AVBS) from the University of Sydney and experience working for NSW DPI (EMAI) and a large feed-lot (animal health area).



Josh Hack

Josh Hack is responsible for Dairy UP's farm monitoring in the mid coast region. He is an agronomist with Ag Farming Systems which provides agronomy services and research and development with replicated trials. Josh has worked in agriculture for more than 20 years and has experience in dairy beef and broad acre systems. He has a Bachelor of Agricultural Science from Charles Sturt University.



Zac Geldof

Zac Geldof looks after Dairy UP's farm monitoring in the Northern Rivers area. When he's not doing Dairy UP work, Zac is an agronomy consultant, servicing growers and graziers in Northern NSW and servicing rural stores as an area manager with Agrimix. He has a Bachelor of Agriculture from the University of New England.

A new AGventure

A career in agriculture was not something that Kadi Price expected to embark upon. However, as she prepares to begin working on a NSW dairy farm as part of the AgCareer Start Program, she is looking forward to a new and diverse experience.

The National Farmers Federation has partnered with Dairy Australia to develop and deliver AgCareer Start, a future focussed, industry led program that engages the next generation of agricultural workforce. Participants who are interested to explore agriculture as a potential career pathway, are matched with a host farm business for a period of 10-12 months. During this time they are employed as part of the on farm workforce, experiencing farm life and developing valuable knowledge and skills to support them in progressing a career in the industry.

Having grown up in sunny Queensland, Kadi decided to apply for AgCareer Start to explore the opportunity that a career in dairy farming might provide for her. Although she doesn't have a background in agriculture, there are many aspects of dairy farming that appealed to her. She is looking forward to working outdoors, with animals and the opportunity to develop her personal capabilities, moving out of home for the first time.

"Agriculture seems like a very rewarding industry to work in, what could be more purposeful than producing healthy, nutritious food for people"

Applications are now open for the 2023 AgCareer Start intake and farmers who are interested in hosting a participant can apply at agcareerstart.com.au.

For more information a webinar will be held on the 31st August. Interested host farm businesses and prospective participants can join these via the AgCareer Start website.

April Browne



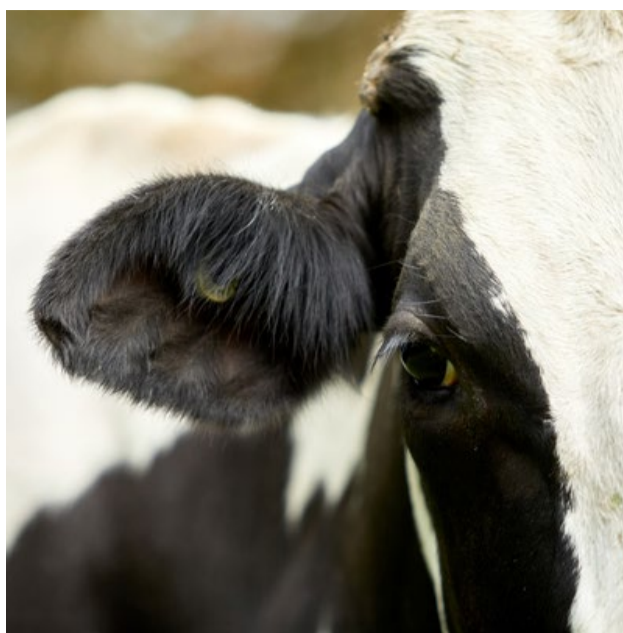
NSW Farmers highest priority is working to deliver more effective advocacy and ensuring dairy farmers in the state have a united voice. NSW Farmers Dairy Section is committed to reform and with the support of the NSW Farmers Board are undertaking a series of changes to better meet the needs of the industry while positioning the organisation at the forefront of dairy issues in NSW. This will involve a rebranding of the Dairy section, increased staffing resources, and a new dairy specific membership model. This refreshed structure will provide more effective advocacy and allow the Dairy Committee to build on its past successes.

Full-time dedicated NSW Farmers Dairy Manager

The key feature of NSW Farmers' refreshed dairy model is the recruitment of a full-time dedicated Dairy Manager. The Dairy Manager will help deliver greater value to members through: Delivering specialised policy advice, advocacy, and projects; Leveraging NSW Farmers' political access and advocacy power to deliver targeted outcomes for dairy farmers; Delivering increased value to members where members indicate a need; and working closely with other dairy stakeholder groups, including the Regional Development Programs, to ensure dairy farmers are getting the best value for their levy dollars.

Join NSW Farmers today at nswfarmers.org.au or call 1300 794 000

Preparing for emergency animal disease priority for industry



There is a high risk of Foot and Mouth Disease or Lumpy Skin Disease incursion into Australia. The whole industry would be severely impacted by an outbreak of either disease, with reduced international trade, even if dairy businesses are not directly affected. Preparedness and response plans to these diseases are being developed, with the dairy industry heavily involved.

A quick response gives the best chance of eradication. Report any unusual signs in your cows to the Emergency Animal Disease Hotline - 1800 675 888

What are the risks?

Two Emergency Animal Diseases, Lumpy Skin Disease (LSD) and Foot and Mouth Disease (FMD), have been found in Indonesia, increasing the risk of an outbreak in Australia. An outbreak of either disease would cost the Australian dairy industry billions in loss of international trade, the cost of the response, and the potential loss of cattle culled. Even if no dairy farms are directly infected, all dairy and cattle trade will be impacted by international market loss.

What are the diseases?

LSD is a cattle disease (including buffalo), mostly transmitted by biting insects. This causes skin sores, reduced milk production, fever and abortion. This disease is most likely to come into Australia by insects blown across to Northern Australia on monsoon winds. More information on LSD is available [here](#).

FMD is a disease affecting ruminants (cattle, goats, sheep), pigs and camelids (camels, alpacas). It causes sores in the mouth and feet, as well as teats. This disease is more likely to be brought into Australia by the illegal importation of infected meat products or contaminated clothing or shoes. More information on FMD is available [here](#).

What is the industry doing?

To address these risks, the Commonwealth, State and Territory Governments, along with affected industries, are working together to prevent and prepare for an incursion.

Dairy Australia and Australian Dairy Farmers are both members of Animal Health Australia (AHA), and are heavily involved in the current revisions of the AUSVETPLAN manuals for both these diseases. Managed by AHA, AUSVETPLAN documents provide a nationally agreed approach for the response to an emergency animal disease, and the dairy industry

is working hard to ensure these agreed approaches account for dairy production systems.

Focusing on addressing the current LSD outbreak in Indonesia, the Red Meat Advisory Council is coordinating work to ensure all cattle industries, including dairy, have input into Government plans and enable collaboration on any research needed. This work is split into key areas, including overseas in-country support, trade, diagnostic capability and vaccine development, domestic containment and communications. The dairy industry is represented in all groups.

What can farmers do?

While the risk of one of these diseases coming on to your farm may seem remote, excellent biosecurity and surveillance by farmers is our industry's best protection. Japanese Encephalitis, a disease spread by biting insects which affects pigs and humans, was found only first in the Riverina district of NSW and northern Victoria, when the incursion is most likely to have come in via northern Australia.

If you see anything unusual, such as sores, fevers, sudden drops in milk production or cows isolating themselves, speak to your vet, government vet, or contact the **Emergency Animal Disease Hotline on 1800 675 888**. Finding the disease early gives us the best chance of eradication, and any stock culls are eligible for compensation.

Good biosecurity practices are also vital to reduce the spread of diseases and are particularly important for FMD. Keeping track of visitors, quarantining new stock, and ensuring gear used on multiple farms (e.g. disbudding irons) is cleaned before use is a good starting place in preventing any disease spread. Resources for building a biosecurity plan that is right for your farm can be found online at bit.ly/3A7LY8h

Australian dairy industry confident despite market volatility



According to Dairy Australia's Situation and Outlook Report, released today, the 2022/23 season is opening with large numbers on both sides of the ledger. Early announcements of opening milk prices have set new records, backed by stiff competition for milk and robust global markets. Meanwhile fertiliser, fuel and grain prices are on the up amid the reality of a war in Europe, renewed geopolitical tensions and ongoing disruptions associated with COVID-19.

After successive seasons of recovering profitability, the net effect of these rapid and substantial changes on margins is a key question as farmers and processors try to plan ahead in a volatile market.

Despite some market volatility, data from the 2022 National Dairy Farmer Survey indicated profitability has continued to improve, with 88% of survey respondents reporting an operating profit in 2020/21, and 90% expecting to do so in 2021/22.

The Report also revealed that 82% of Australian dairy farmers are confident about the future of their own businesses (up by 2% on 2021), while 68% of farmers are feeling positive about the future of the industry (up 4%).

Dairy Australia's Industry Insights and Analysis Manager, John Droppert, says the Report confirms that dairy commodity markets remain strong, driven by a combination of tight supply, robust demand and buoyant soft commodity values.

The Report indicated that ongoing growth limitations and heightened margin risk are expected to offset

strong milk prices and favourable seasonal conditions, resulting in a comparatively flat milk pool totalling 8.6 billion litres.

"The 2022/23 season will be marked by rising numbers throughout the supply chain – from production costs to farmgate prices, from commodity values to food expenditure. Meanwhile, labour shortages remain a significant constraint, while high beef prices and soaring land values have enticed farmers and farmland away from dairy," Droppert said.

Domestic consumption volume has shifted from grocery to foodservice as the effects of the pandemic recede and more consumers are out and about. Meanwhile, the value of dairy products sold through supermarkets has increased.

The Report also finds that Australia's major competitors are experiencing negative or slow growth in milk production, driving up demand and competition.

"This theme is likely to be tempered by an absence of growth in milk production," Mr Droppert said. "Nonetheless, robust balance sheets after several profitable years might just mean that the volatility accompanying such giddy numbers is something the Australian dairy industry is well-placed to tackle."

For more information visit www.dairyaustralia.com.au/sando

New Bobby Calf Signs at NSW saleyards

When attending saleyards in NSW, that sell bobby calves, you will soon see new signs reminding buyers and sellers of their responsibilities when marketing or purchasing these animals. The signs have industry-wide support and are designed to demonstrate best practice bobby calf management for the benefit of calves and the dairy industry. The signs outline the legal requirements associated with selling bobby calves, how to move and handle them appropriately, and individual pen signs communicate the time they were last fed.

Dairy producers put a great deal of effort into raising calves. The "Time Last Fed" signs assist buyers with meeting legal transport time and welfare requirements that are necessary for the health of the calf. This helps all stakeholders benefit from consistent presentation of healthy calves that have had a great start in life.

The Dairy industry is asked to encourage and support the use of the signs at saleyards. The person responsible for the calves on arrival at the saleyard (owner or employee/transporter/stock agent) should complete the required information on the sign (producer name and the time the consigned calves were last fed) using a marker pen and should ensure other vendors do the same. If the signs are not visible at your saleyard please speak to the relevant stock agent or saleyard manager to ensure they are displayed.

Bobby calves are a vulnerable and visible class of livestock that must be treated with care for their own wellbeing and to maintain the industry's social license and community goodwill. Welfare issues associated with the sale of Bobby Calves include presentation of sick calves at a sale, calves dying shortly after delivery to a new farm, calves with wet navels that are too young, or rough handling of calves, are some of the most frequent reasons saleyard attendees raise complaints with the RSPCA or NSW Police Rural Crimes Unit. It is vital that all stakeholders involved with the sale and purchase of bobby calves, including those stakeholders who may be new to the industry, be they large or small scale, are aware of, and meet their welfare requirements.

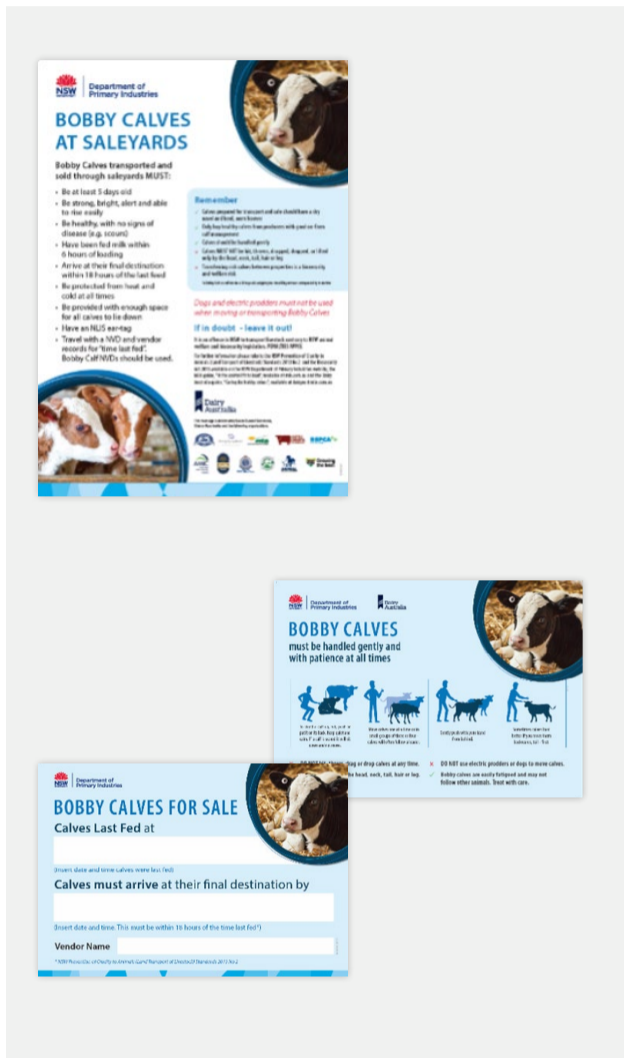
From April 2022, you should see three signs at relevant cattle sale yards.

- 1 Trading requirements for Bobby Calves in NSW
- 2 Handle Bobby Calves Gently; and
- 3 Individual calf pen "last fed signs" to be completed by the calf vendor

Comments or queries can be directed to:

Helen Schaefer at NSW DPI
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Lyndell Stone, HLLS, District Veterinarian
lyndell.stone@lls.nsw.gov.au



What's on?

June	
15	YDN Trivia Night, Nowra
23-24	Our Farm Our Plan – Wollongong
July	
5	Feeding Pastures for Profit, On Farm Day – Jamberoo
6	Dairy Business Analysis – Online
19-21	DRF Symposium – Forster
20	Our Farm Our Plan – Online
22	Women in Dairy, Springer Paddock program
August	
3-31	Our Farm Our Plan – Online
23-24	Cups On Cups Off – Nowra
September	
8	Our Farm Our Plan – Online
13-15	Women in Dairy BaleUp Conference – Port Macquarie
23	Women in Dairy, Springer Paddock program

More info at dairyaustralia.com.au/dairynsw
Enrol online anytime
 Milking and Mastitis Management (Online)
Online expression of interest anytime
 Farm Business Fundamentals
 Dairy Farm Business Analysis
 Our Farm, Our Plan

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bale up
 CONFERENCE
 13-15th September 2022
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NSW GOVERNMENT **Local Land Services**

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