



# DAIRYSA ANNUAL REPORT





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Our role To deliver regionally focused, farmer driven, practical activities to support profitability and sustainability for dairy farms.	
Our region There are 221 dairy farms in South Australia, clustered across five regions.	
Our board  Dairy farmers form the majority of the DairySA Board, with industry specialists making up the balance.	
DairySA staff The DairySA team delivers on ground activities information and projects. There is a key link between farmers, DairySA and Dairy Australia.	,
What we do – a snapshot  DairySA is committed to undertaking a range of projects, extension and research initiatives t support dairy businesses across the State.	0
Our projects FY 2019 saw DairySA drive over 85 research,	
development and extension activities engagin over 1575 dairy farmers and industry members.	g
Our funding	
Core funding allocation comes from Dairy Australia, with other funding sources making	
up the remainder.	

# **CHAIRPERSON'S REPORT**

The 2018–19 financial year could be considered one of the toughest for a large number of SA dairy farmers, despite improved milk prices in recent months. Pressure on cash flow, availability of feed, high cost of grain and fodder, and in many cases poor on farm seasonal production all contributed to a challenging season.

Moving into next year the increase in milk prices remains positive, coupled with what looks like – on the whole – a reasonable start to the season. While carry over for the early part of the year will still be tough, the longer term outlook of an increase in milk demand is a positive.

DairySA continues to build on their reputation for delivering dairy industry conferences that are relevant and authentic — with a commitment to securing world-class experts on cutting edge research.

Driven by a committee of farmers and other industry members, the events are for farmers, created by farmers, and reflect topics you want to see covered in a meaningful way. With high engagement from farmers, service providers, processors and other industry members we are confident that we are on track with these events.

'On-point' dairy topics, inspirational speakers, and a unique venue were some of the key factors that contributed to the highly successful DairySA Central Conference "Diverse Dairy: Driving Opportunities" held earlier this year. More than 180 dairy farmers, service providers and sponsors gathered at 'The Bend' Motorsport Park at Tailem Bend to hear from US-based calf rearing expert Bob James, along with researchers and experts in the energy, workplace and irrigation space.

DairySA's Innovation Day held in Mount Gambier in June – 'Feedbase for the Future' – had a focus on pasture – how to grow it and how to make the most of it – and saw 195 delegates attend the day, with international speaker Prof Santiago Utsumi on robotics and sensors in pasture management and Dr Rodrigo Albornoz on advances in nutrition for recently calved cows.

If you are keen to be involved in any area of DairySA's activities – including event committees or dairy discussion groups, or if you simply want to chat about how DairySA can assist you or your business – please reach out to any of the DairySA team. If you are interested in joining the Board, please feel free to contact me to have a chat about what it involves.

My thanks to the DairySA team for their commitment and drive to deliver research, development and extension for SA dairy farmers. Special thanks also to the Board who remain committed to ensuring DairySA has farm profitability at its core, and whose skills, dedication and enthusiasm for a healthy dairy industry make it a pleasure to be part of.



Michael Connor Chairman, DairySA

## **OUR ROLE**

DairySA is one of eight Regional Development Programs (RDPs) funded by Dairy Australia and the dairy service levy. DairySA exemplifies the dairy services levy at work, locally.

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

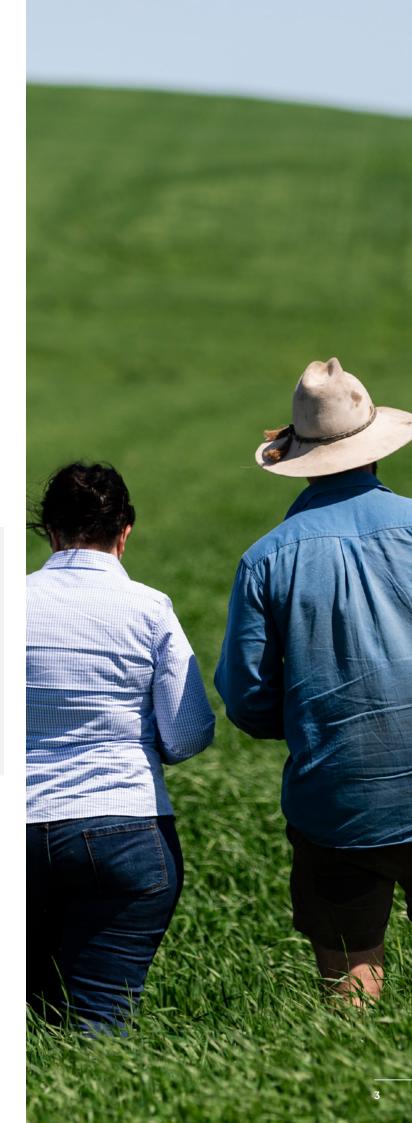
Developing projects and workshops based on dairy farmers' feedback (what they want, when they want it)

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 and it is not a lobbying or political body.



# **OUR REGION**

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

There are 221 dairy farms in South Australia, clustered amongst the Adelaide Hills, Barossa Mid-North, Fleurieu, Lower Murray and South East.

Each region features a unique set of climatic conditions, natural resources, infrastructure, processing, service industries and growth capabilities, and thus face different challenges and opportunities.

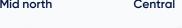
#### SA dairy farm numbers by region











South east

**Total** Buffalo/sheep/goat farms











South east

Buffalo/sheep/goat farms

### SA Milk Production by region 2017–18 and 2018–19

Milk production	Mid north	Central	South east	Total
2017–18	17,583,399	199,017,551	293,520,057	510,121,007
2018–19	17,381,936	217,875,238	254,026,177	489,283,351
%increase/decrease	-201,463	18,857,687	-39,493,880	-20,837,656
% of State	-5.80%	4.50%	-7.20%	-2.10%

Source: Dairy-Safe

# **OUR PEOPLE**

#### **OUR BOARD**

A Board of Directors governs DairySA. The Board 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.

#### They are:

- Michael Connor, Dairy Farmer, Chairperson
- Glenn Dohnt, Dairy Farmer, Vice Chairperson
- · Michael Krichauff, Dairy Farmer
- · Greg Gilbert, Independent Director
- · Meaghan Johnston, Independent Director
- · Travis Telford, Dairy Farmer
- · Gary Zweck, Dairy Farmer
- · Andrew Cavill, Dairy Farmer
- · Ben McHugh, Dairy Farmer
- · Frank Young, Independent Director
- · Kerry Grigg and Tom O'Grady, Executive Officer

### **DAIRYSA STAFF**

DairySA is committed to the delivery of the best possible dairy research, development, extension and education services for South Australia 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:

- · Kerry Grigg and Tom O'Grady, Regional Manager
- · Kylie Boston, Extension Officer
- Beck Burgess, Extension Officer
- · Rick Hinge, Wellbeing Coordinator
- · David Kuchel, Discussion Group Coordinator
- Katie Moorhouse, Communications Coordinator
- · Anna Eddy, Finance, Administration and Project Support

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



Caption: L to R, The DairySA Team for FY 2018–19 – Anna Eddy, David Kuchel, Beck Burgess, Katie Moorhouse, Kylie Boston. Absent: Rick Hinge



### WHAT WE DO - A SNAPSHOT

FY 2019 saw DairySA drive over 85 research, development and extension activities engaging over 1575 dairy farmers and industry members. This represents a 12% increase in engagement from 2017–18, with events down by 15.

Over 35 Dairy Discussion Groups were held — engaging over 400 farmers — with groups including Barossa Mid-North, Fleurieu, Lakes, South-East, Meningie, River, Mt Jagged and Focus on Production. The strong membership of the People in Dairy DDG resulted in ten events in the South-East and Central region, with 90 farmer engagements. High numbers were also noted in the Barossa Mid-North group which saw 75 farmer engagements within four events.

Professional development courses driven by the DairySA team included 'Occasional Counsellor' and 'Office Made Ready' workshops, 'Meet the Banker' business preparation, Business Fundamentals and Business Analysis courses. The People in Dairy Discussion Groups continued its strong focus on Farm Safety, and 'Being an Employer of Choice'. In the animal health space workshops included 'Understanding Lameness and Calving', and 'Mastitis and Colostrum Management'. Specialised workshops with international guest presenters were well attended and included 'Understanding Heifer Udder Development' (Prof Russ Hovey, US), 'Managing Heat Stress' (Geoff Dahl, US) and 'Calf Rearing'(Dr Bob James, US). Field Days focussed on Forage, Irrigation and Energy, and Pre-Autumn Seasonal Management. DairySA co-ordinated farmers and farm staff for milk shed tours as part of the Legendairy Royal Adelaide Show Dairy Tours.

As part of our Wellbeing program over 70 women enjoyed a 'Ladies Lunch' late in the year at two separate locations in the Central and South East regions.

Nearly 400 farmers and service providers attended the two DairySA Conferences in 2018–19, including the Central Conference in early March in the Central region and DairySA Innovation Day 2019 in June Mt Gambier.

# **OUR PROJECTS**

# DairySA offered the following programs during 2018–19

Project	Funding source/s	Project contact	Project overview
Animal Health programs	Dairy Australia/ DairySA	Beck	Includes Dairy Australia farm production workshops such as Heifers on Target, Healthy Calves, Lameness, InCalf, Cool Cows etc.
Cows Create Careers	Dairy Australia/ DairySA	Kylie, Mandy, Pacitti	Cows Create Careers is a national project that operates in 4 DairySA regions. It promotes dairy careers and education opportunities for students (years 7–11) in the dairy industry by introducing the dairy industry to secondary schools.
DairyBase and Farm Business Management	Dairy Australia/ DairySA	Beck	Promotion, delivery and support for DairyBase and Industry Farm Business Management workshops and courses in SA.
Australian Dairy Plan	DairySA plus other industry bodies	All	DairySA supported the roll out of regional forums for the Australian Dairy Plan.
DairySA Discussion Groups	DairySA and group members	David, Kylie, Beck,TRAC	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 Farm Monitor Project	Dairy Australia	RBS	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. 20 SA farms involved. Annual regional report collated and disseminated.
Central Conference and DairySA Innovation Day	DairySA and sponsors	Kylie, Beck, Katie	The 2019 DairySA Central Conference focussed on 'Diverse Dairy: Driving Opportunities' with keynote speaker Dr Bob James, while DairySA Innovation Day focused on 'Feedbase for the Future'. The events were another great opportunity for the SA dairy industry to learn about new opportunities and innovations and connect with their colleagues and friends.
Farm Safety Kits and Workshops	Dairy Australia	Kylie	Kylie
Feed Shortage Workshop	Dairy Australia	Beck	A series of workshops were held in the Central region to assist in handling the drought and management of feed supplies.
Hills and Fleurieu Forage Network	Dairy Australia	Greg Mitchell	Aims to improve pasture consumption and business profitability in the Central dairy region of SA, by assisting local farmers to more effectively integrate new forage strategies into their businesses.

Project	Funding source/s	Project contact	Project overview
DairySA Ladies Lunches	DairySA	DairySA Team	DairySA provided two Ladies Lunches (one in each major region) as part of its commitment to farmer wellbeing.
DataGene	DairySA	Beck	'Improving Herds' Field day was held at Zweck's, Blyth and Hamilton's Run, Mt Gambier.
Measure to Monitor	DairySA	Kylie	'Measure to Monitor' continued for Mt Compass and Mt Gambier with weekly follow up emails detailing soil moisture monitoring and irrigation scheduling to over thirty five farms.
Occasional Counsellor	DairySA	Kylie, Beck	A series of workshops were held in the Central and South East regions to assist with helping farmers help others in times of distress with a particular focus on tough times through the drought.
Smarter Irrigation	Dairy Australia	Kylie	A final workshop was held to wrap up the 'Smarter Irrigation' project.
Tactics Program and Taking Stock	DairySA and various	Regional Manager	The program is in collaboration with the wider industry to deliver a coordinated and effective industry response to the high degree of uncertainty around seasonal and market conditions being experienced in the dairy regions of SE Australia. The program provides delivery and services for dairy farmers and service providers to provide clear and consistent messages, information, tools and resources to support key decision making on farm. In South Australia the response programs includes Taking Stock, Farmer Wellbeing Support and Referral Services and timely seasonal updates.
Wellbeing Support	DairySA SADA Fresh	Rick Hinge	This project supports the SA dairy community by strengthening focus on health and wellbeing. It provides a friendly confidential ear for those in the dairy community that need it most. The role is linked in with the national Tactics program and SADA.
Wellbeing and Community	DairySA	Team	A Community BBQ was held in each region inviting all dairy families for a casual dinner in a relaxed setting. DA representatives joined at the Langhorne Creek event.
Workforce Development	Dairy Australia	Kylie	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 & dissemination; one-to-one ESKi on-farm follow-ups; People Focus Discussion Groups.
Workshops, forums, tours and sponsorship	Dairy Australia/ DairySA	Various	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	Beck	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.

# **OUR FUNDING**

In 2018–19, Dairy Australia allocated \$469,109 core funding to DairySA and an additional \$105,338 allocated from Dairy Australia 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.

TOTAL INVESTMENT IN DAIRY RELATED PROGRAMS THROUGH DAIRYSA TOTALLED:

\$735,205



# **FINANCIAL REPORT**

# INCOME AND EXPENDITURE STATEMENT FOR YEAR ENDED 30 JUNE 2019

	Notes 2019	2018
	\$	\$
Income		
Consulting fees		
Total Dairy Australia income	574,447	725,870
Project funds	-	91,000
DWLBC/NRM Board	-	6,000
Sponsorship income	46,450	36,668
Farmer registration fees	18,342	11,222
Interest received	6,459	4,105
Other income	234	-
Reimbursements (DA & Other)	1,806	15,315
Total income	647,738	890,180
Expenses		
Accommodation fees	3,434	3,735
Advertising	12,616	17,681
Auditor's remuneration	5,400	5,300
Bank charges	697	75
Consultancy fees	166,652	346,128
Catering	7,912	9,124
Fees, licences & subscriptions	3,183	20
Attendance fees	40,477	23,313
Insurance	6,787	6,755
Office expenses	3,239	2,738
Payroll expenses	270,285	272,987
Postage, printing and stationery	20,194	12,525
Professional development	5,538	887
Project operating expenses	19,417	45,078
Conferences and workshops	138,725	126,756
Teleconference	-	197
Travelling expenses	30,649	33,227
Total expenditure	735,205	906,526
Profit (Loss) from ordinary activities	87,467	16,346

# BALANCE SHEET FOR YEAR ENDED 30 JUNE 2019

	Notes	2019	2018
		\$	\$
Cash			
ANZ Business extra account		108,505	78,019
Rabo Plus account		251,432	384,974
Total cash		359,937	462,993
Receivables			
Trade debtors		16,440	7,830
Total receivables		16,440	7,830
Total current assets		376,377	470,823
Total assets		376,377	470,823
Current liabilities Creditors and borrowings			
Accruals		30,597	56,369
GST paid/collected		3,878	2,856
Credit cards		3,332	4,371
Revenue received in advance		18,810	-
Total creditors and borrowings		56,617	63,596
Total current liabilities		56,617	63,596
Total liabilities		56,617	63,596
Net assets		319,760	407,227
Members funds			
Retained profits	2	319,760	407,227
Total members funds		319,760	407,227

## NOTES TO THE FINANCIAL STATEMENTS

### FOR THE YEAR ENDED 30 JUNE 2019

# 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 committee 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**

	2019	2018
As at 30 June 2019	\$	\$
Retained profits at the beginning of the financial year	407,227	423,573
Net profit (loss) attributable to members	(87,467)	(16,346)
Net retained profits	319,760	407,227

# STATEMENT BY MEMBER OF THE COMMITTEE

The committee 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 committee the financial report as set out on pages 3 to 5:

- Presents fairly the financial position of Dairy SA Regional Development ProgramInc as at 30 June 2019 and its performance for the financial year ended on that date.
- 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 resc	olution of the comm	nittee and is signed fo	or and on behalf o	of the
committee by:					

	committee by:	
		_
		-
Dated this day of 2019	Dated this day	of 2019

## **COMMITTEE'S REPORT**

Your committee members submit the financial report of Dairy SA Regional Development ProgramInc for the financial year ended 30 June 2019.

#### **Committee Members**

The names of Committee members throughout the financial year and at the date of this report are: M Connor, G Dohnt, G Gilbert, G Zweck, K Grigg, F Young, A Cavill, B McHugh, M Krichauff, T Telford and M Johnston.

#### **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 deficit of \$87,467

#### **Related Party Transactions**

In accordance with section 35(5) of the Associations Incorporation Act 1985, the committee of Dairy SA Regional Development Program Inc hereby states that during the financial year ended 30 June 2019:

- (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 the 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 committee.

Dated this	day	of 2019

### INDEPENDENT AUDITOR'S REPORT



#### 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 2019, 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 Committee 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 2019, 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 iconducted 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 (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 Management and the Committee for the Financial Report

Management is responsible for the preparation and fair presentation of the financial report, and has 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. Management's responsibility also includes such internal control as Management 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.

### INDEPENDENT AUDITOR'S REPORT CONTINUED

In preparing the financial report, Management is 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 management either intends to liquidate the Association or to cease operations, or has no realistic alternative but to do so.

The Committee is responsible for overseeing the Association's financial reporting process.

#### 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 management.
- Conclude on the appropriateness of management'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

Simon Smith CA, CPA, Registered Company Auditor

Partner

22/08/2019

## **OUR THANKS**

DairySA gratefully acknowledges the support of the following organisations:

- Dairy Australia
- South Australian Dairyfarmers' Association
- South Australian Dairy Industry Fund
- DairySafe South Australia
- Government of South Australia Primary Industries and Regions SA
- Natural Resource Management Boards
- Beston Pure Foods
- · Bd Farms Paris Creek
- Lion Dairy and Drinks
- Parmalat
- · Saputo

#### 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 inadvertent errors or omissions and accepts no liability for your use of or reliance on this document. You should always make your own inquiries and obtain professional advice before using or relying on the information provided in this publication, as that information has not been prepared with your specific circumstances in mind and may not be current after the date of publication.

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