

SADA NEWSLETTER

23 February 2016

PRESIDENT'S REPORT

David Basham 0417 865 962

To write this month's report is a privilege as I am able to thank a person that has committed more than 15 years' service to SADA and SA dairy farmers. Ken Lyons is stepping down as Chief Executive Officer of SADA at the end of February and transitioning into retirement. I use the word "transitioning" because Ken is still going to work as a consultant for the SA Dairy Industry Fund (Fund from SADA Fresh Sales) as their executive support.

Ken has been a key in the operations of SADA since the moment he commenced work with changes occurring in the Dairy Restructure Package. Ken was a key player, alongside the SADA Board, by going to Canberra to negotiate on behalf of SA Dairy Farmers which led to some receiving an additional \$15000 that was originally not going to include any SA farmers. This was just the first of many achievements that occurred during his time as CEO. Others include:

- Drought declaration of all dairy regions during the millennium drought
- SADA Fresh milk launched
- Establishment of SA Dairy Industry Fund
- Water Allocation Plan development in all dairy regions
- Land transport rules and access improvements
- Murray Darling Basin Plan negotiations
- Transition of all UDP suppliers to new companies

These are just a few of the achievements that Ken has played a key part in over his time with SADA. I personally would like to thank him and wish him well in the future.

To thank Ken for his service we are organising a dinner on the 23rd of March at McLaren Vale following the DairySA Conference. If you would like to join us to personally thank Ken, please see the information on the event later in the Newsletter.

The New CEO arrangements

The SADA Board has engaged a consultant Derrick Lobban to help in the transition. Derrick will provide about 2 days a week until a new CEO is appointed. Derrick can be contacted through the office, on 0419 037 569 (Ken's old mobile number) or via a new email address ceo@sada.asn.au Derrick will cover off on issues that need to be dealt with in the short term to make sure that SADA continues to operate smoothly.

Long term, the SADA Board has taken the opportunity to investigate putting in place a joint CEO with LivestockSA (who share the SADA office). The current LivestockSA CEO, Deane Crabb, is also retiring and after discussions with the LivestockSA Board it was felt a joint role was worth investigating further. By joining the roles we are able to offer a slightly higher salary package, hopefully attracting a more skilled individual. It is proposed, if we find the right individual, we will proceed with the joint role. With the new CEO in place then employ a junior dairy advocacy/policy officer to work alongside and with a similar LivestockSA advocacy/policy officer.

SADA and LivestockSA work on that many issues that have the same policy outcomes and believe this approach will strengthen

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the output from both our organisations. Applications closed for the position on Wednesday 17th February and interviews will be conducted shortly. If we find a suitable applicant we will inform the members ASAP.

Ken's new contact details are email: kenlyons07@gmail.com and mobile 0439 444 509

CEO's REPORT

The low International dairy prices are expected to remain down while the market is being flooded with new dairy product, particularly from the EC, and stocks remain high in the importing markets. This situation is impacting upon the farm gate prices here in Australia. The main processors are holding prices around \$5.60 MS/kg and there are no promises that there will be "step-ups". Unfortunately, the EU has kept open the PSA program that pays processors for keeping product in storage and off the market for an agreed period. As Dairy Australia analyst John Droppert said recently, this move meant that there would be a build-up of stock in the EU, which would help remove stock from the market now thus dampening down the flooding of the market, but then will delay the price recover.

Currently EU dairy farmers were not reducing milk production, despite falling prices. In fact, European cows have pumped out an extra 2 billion litres of milk since early 2015. Rabobank are saying this 2.8% increase is putting pressure on the global prices. In Australia milk production is falling, as lower prices, higher costs and the dry season together take their toll. Dairy Australia is predicting milk production to fall between 1-2 per cent this year.

The good news is that both the existing and new dairy processors in Australia are all moving, in several different ways, to "value add" Australian made dairy product with the potential of paying a higher price to milk producers. Some of the ways for the Australian industry is attempting to remain sustainable include; joint ventures with overseas retailers and distributors thus cutting on "commissions", targeting existing "value added products" both domestically and internationally, developing new high value dairy products, and building new highly efficient plants. Success with these initiatives is expected to deliver growth and higher profit margins for both the producers and processors.

Here in SA we are making good progress on a number of fronts. The re-fitted Beston Plants at Murray Bridge and Jervis and the new Midfield Plant at Penola are expected to be seeking milk supply in the coming year or two. Certainly SADA recognises the urgency for the need to change and is complementing its traditional advocacy role with that of working on ways of promoting the future of the SA dairy industry. This is why we launched the SADA Fresh Brand and established the SA Dairy Industry Fund. We are expecting the benefits from the Fund projects will become apparent in the next year and then going forward.

We will begin this Newsletter with some key developments at the national level.

SIGNING OF TRANS PACIFIC PARTNERSHIP (TTP)

This historic agreement was signed in NZ on 4 February by Trade Minister, Andrew Robb. Now all the partnership countries will go through the domestic ratification process before implementation. The most optimistic starting date for ratification is the end of this year. The ADF and ADIC, along with the other agricultural associations and NFF, have been pushing for this outcome for many years and it is pleasing that Minister Robb has again been successful on the international stage.

These new trade deals do not immediately add to farm gate returns for the farmer but they do significantly improve our longer term future. For instance the TTP deal has been



Andrew Robb supporting our SADA Fresh milk

modelled by the US Department of Agriculture and shown that Australian agriculture would be the biggest beneficiary from the TTP. Specifically they showed dairy would benefit by an extra \$357m by 2025. With a boost of \$2.6b in total Australian exports within 10 years.

Andrew Robb recently announced that he would not be contesting the next election. When the Prime Minister announced the changes to his Cabinet on Saturday 13 February he announced that Steve Ciobo will be the new Trade Minister.

COMPETITION POLICY ON THE DOMESTIC MARKET

Since the de-regulation of the domestic milk market in 2000 the dairy farmers, through their associations, have constantly lobbied for a “fair competitive” grocery market. At the same time supermarkets around the world were introducing; “home bands”, “discounting”, and finding innovative ways of generating customer loyalty. Since 2000 we have also seen the competition in the grocery market “hot up” with the introduction of new retailers like Aldi.

Since deregulation, farming associations such as NFF, ADF and SADA have encouraged the ACCC to play an active role in overseeing the operation of the grocery market.

There has been some encouraging developments over the 5 years for the farm sector and we are today lobbying for the reintroduction of the “Effects Test”. So the work continues but if we can win on this significant issue of the “Effects Test” then we will have put farmers in a much better position.

Let us quickly look at the progress and then just recap on why the “Effects Test” is seen by the rural industries as being so important.

The progress includes; the introduction of a Grocery Code of Conduct, the Australian government support for key recommendations from the Harper Review of Competition Policy which is extremely positive and the announcement in the Agricultural Competitiveness White Paper of \$11.4m over four years to boost the ACCC’s engagement with the agricultural sector including the new Agricultural Engagement Unit. There has also been successful prosecutions of the major supermarkets by the ACCC which indicates that the ACCC is now showing it has both the appetite and the “teeth” to monitor and protect the “fair” operation of the domestic grocery market.

We are currently responding, through ADF, to the Federal governments Competition Policy Review and specifically the discussion paper, “Options to Strengthen the Misuse of Market Power Law”. The re-introduction of the “Effects Test” will, in the opinion of the Harper Review and a raft of other competition experts, be the single change that will make our competition laws fit for practice. The reintroduction of the Effects Test into Section 46 of the Act will bring Australia back into line with competition policy rules internationally.

Also across Australia, there are positive examples of the dairy industry engaging with the supermarkets. Such as announcing; long term contracts to allow processors to invest in the state of art plants, agreement on issues like animal welfare and labelling, introduction of regional dairy produce to give customers the opportunity to “buy local”, and sponsoring some of the dairy events and conferences.

We are hopeful further progress will be made as a result of this latest Review.

PRODUCTIVITY COMMISSION LOOKING AT “RED TAPE” IN AGRICULTURE

One of the most frustrating issues when running farm businesses is the amount of regulation that appears unnecessary... “red tape”.

This month, under the banner of PPSA, we met with the Productivity Commission as part of the public consultation on their issues paper “Regulation of Australian Agriculture”.

There are about 20 areas of government that are being looked at including transport, NRM, land planning, biosecurity, animal welfare, food safety, investment, and access to new technology.

What we are finding is that while some areas are quite complex (for example; transport involves Federal, State and Local governments) we are finding plenty of “low hanging fruit” to cut the costs.

Transport is one of the biggest issues where we need modernisation and harmonisation of the regulatory system. The good news is that we have shown with the PPSA Transport Project here in SA that we have identified tens of millions of dollars that can be saved.

Success with the SA Transport Project only came when the Transport Department CEO went from asking why things shouldn't change, to asking how things can change to cut the time and costs to farmers.

GROWING THE SA DAIRY INDUSTRY

The idea behind establishing the SADA Fresh Brand and the SA Dairy Industry Fund is to provide the opportunity for the industry itself to play an effective role in forging a sustainable future.

Perhaps the most often asked question over the past 2 years has been, “How can SADA be sure that this strategy (Brand and Fund) will actually deliver a sustainable SA dairy industry?”

The truth is that successful industry development will depend on many factors in the commercial environment and the Fund can only be an extra element in the mix. It is possible that the Fund could play a very significant role. The success of the initiative will be monitored by the contribution the projects funded by the Fund contribute to the development of our dairy industry.

The future financial viability of the SA Dairy Industry Fund is tied to the on-going success of the SADA Fresh brand. This is why the current review into how the brand is to be managed is so important.

In the meantime following recent discussions with Coles they have agreed to pay for advertising of SADA Fresh brand on the radio and in the social media. We also have commenced discussions on expanding our SADA Fresh brand product range to cream and butter.

NRM WATER LEVIES

The call for an independent review of the money spent on water planning and management is gaining momentum.

As reported in the Stock Journal (11 February) the Member for MacKillop, Mitch Williams, gave evidence to a state parliamentary committee to the effect that the Water Minister had not abided by the National Water Initiative Agreement between the State and Federal governments. Mr Williams said the minister had invoked the cost recovery option of the NWI but had “broken at least three rules” signed off by the Federal and State governments.

The NWI states that the cost must be disclosed and an independent review conducted before any “cost recovery”.

DOUGHT ADVISORS

Two Drought Assistance Counsellors from Centacare spoke to the Mt Jagged Dairy group on 4 February. The Counsellors and their contact details are as follows, Bernie Lawless (0409 926 483) and Kathy Flavel (0417 853 670).

The benefits that can be accessed are income support (Farm Household Allowance) that can go for 3 years and has attached \$3,000 for “professional advice”. There may be the option for low interest loans via PIRSA but these are often difficult to access.

DAIRYPOL LEGISLATIVE CHANGE

Legislation is now in the Federal parliament to remove the need for a five yearly poll when the rates remain unchanged.

WFI SUPPORTS CLIENTS IN PINERY FIRE

WFI has again been there to support clients in the Pinery fire. SADA member Jeff Kernich was very happy with the speed at which WFI was able to payout on the fire-damaged hay based on mobile phone photos.



SADA invited Peter Webber from the Gawler WFI Office to provide this report below on how WFI responded to this significant fire event.

"The fire that ravaged the Mid North & Barossa Valley had significant impact on the local communities including a large number of our WFI clients.

Immediately following the fire our Local Area Managers Kiara Boakes, Dean Cutting and Dave Rawlinson were in contact with clients across the whole area to check on their wellbeing & offer assistance as their insurer.

Our WFI Area Managers & WFI staff in our Gawler Office assisted in the Claims lodgement process and worked closely appointing Loss Adjusters to visit the fire affected clients at their properties.

It was quickly determined the magnitude of the damage with widespread claims for Property, Livestock, Crop & Motor Vehicles. Some clients lost their Homes and Contents so had to be accommodated elsewhere.

Interim payments were made to help them in the short term until their claims could be completely assessed and finalised.

Whilst the affected areas will take time to recover, clients insured with WFI experienced prompt, professional service in having their claims dealt with. Due to the size of this catastrophe some more complex claims are being settled now."



Michael and Jenny Aitken from Keith doing BlazeAid.

Michael and Jenny were travelling to the West Coast for a short holiday and on the way donated 3 days fencing with BlazeAid. They enjoyed the company of fellow farmers and retired farmers all putting in a few days to help with the recovery.

ASSISTANT FEDERAL MINISTER FOR AGRICULTURE & WATER RESOURCES

Senator Anne Ruston in her speech to the Rural Media South Australia SA luncheon on Wednesday 17 February suggested that this is a very exciting time to be a politician representing regional Australia. She is a strong believer that the future looks bright BUT that it will take government and industry playing a joint role to achieve that potential.

Later in her address she listed the contributions that the Federal Government was making and suggested that the agricultural industries would have to then take control of their own destiny. Most industries have accepted that they need to be pro-active about securing a sustainable future.



L-R: Senator Ruston, Richard Fewster and Ian Doyle



L-R: Bob Snewin and Ken Lyons planning for the 2016 Royal Show

KEN LYONS'S RETIREMENT DINNER

The South Australian Dairyfarmers' Association will be hosting a farewell dinner for long-standing Chief Executive Office Ken Lyons on March 23 from 6.30pm at Serafino Winery, 39 Kangarilla Road, McLaren Vale. Cost of \$75 per person will include a 3-course meal and some wine. RSVP to Jen at the SADA office by **11 March** on 8293 2399 or email sada@sada.asn.au We now have credit card facilities available to make it easier for you to pay. It would be great to see you there. This dinner follows the DairySA Conference (see included flyer).

FUNDING GRANTS FOR WOMEN IN AGRICULTURE



In 2016 Women & Leadership Australia is administering a national initiative to support the development of female leaders across the agriculture sector.

From February 10th 2016 the initiative will provide women in the agriculture sector with grants for leadership development. More specifically, grant applications are open to women employed in the agriculture sector at two levels. Please click on the preferred program link for details. The deadline for expressing your interest for this funding in your sector ends on March 31st.

1. **Senior Management** and Executive level Women Leaders can apply for \$12,000 Individual Grants to undertake the [Advanced Leadership Program](#).
2. **Women Managers** can apply for \$5,000 Individual Grants to undertake the [Accelerated Leadership Performance Program](#).

Expressions of Interest

Should you wish to discuss the initiative in more detail please contact Ian Johnson at the office of the National Industry Scholarship Program, Australian School of Applied Management on 03 9270 9016 or via ijohnson@wla.edu.au

Contact Ian for Expression of Interest form.

CLOSING THE SUPER GENDER GAP

Women face unique challenges when saving for retirement – lower pay, part-time work and time out of the workforce to raise children to name a few. But there are things you can do to help give your super a lift.



- **Make personal contributions** – with pre-tax (salary sacrifice) or after-tax money and see if you're eligible for a government co-contribution (conditions apply).
- **Find and consolidate your super** – save on fees by rolling all accounts into one.
- **Get your partner to make contributions to your super** – they may be able to claim a tax offset.
- **Have an investment strategy** that suits your age and tolerance to risk.
- **Protect yourself and your family** with Death, TPD and Income Protection insurance.

Find out more Call Chris Pole on 0488 588 233, or visit primesuper.com.au.

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Insurance for dairy farmers

With WFI Rural Plan you can tailor an insurance package to meet your needs as a dairy farmer. It can also be extended to include a range of domestic insurances, all in one integrated package. For more information about WFI Rural Plan contact your local WFI Area Manager.

Call 1300 934 934 or visit wfi.com.au

To see if our products are right for you, always consider the PDS from the product issuer, WFI (ABN 24 000 036 279 AFSL 241461).

Good people to know.





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In this issue, John Hunt becomes President of SADA; Understanding leave and aspects of the Pastoral Award; Reviewing your insurance costs; Concessional Loans and Farm Household Assistance; Supporting the WCH Foundation and the SA Dairy Industry Fund.

SADA Board

At the recent AGM of the South Australian Dairyfarmers' Association, John Hunt was elected President. Sharon Joppich was welcomed onto the Board while Charles Wallis retired. Nick Brokenshire (Vice President), Rick Gladigau (Treasurer) and Garry Zweck continue on SADA Board.

Just so that you know, John arrived in South Australia from New Zealand eight years ago with his family - and a dream of dairy farm ownership.

Today, John and wife Karen are equity managers in a 600-cow dairy and co-own a neighbouring 240-cow dairy with John's brother. The couple have recently purchased an adjoining 75-hectares, with plans to convert it to a 250-cow dairy.

John joined SADA in 2013 with a keen interest in helping facilitate the next generation of dairy farmers; protecting the farmer's right to farm; securing profitability in the industry and establishing more transparency in industry-relevant government policy and planning.

Managing a team of full time and casual staff with his family has also built a desire for continual self-improvement and skills development. Since completing his Advanced Diploma in Agriculture, John has actively pursued industry best practice education and training as part of a strategic plan to allow him more time off-farm for industry advocacy involvement, as well as providing his team of both full time and casual staff with opportunities for career advancement.



John firmly believes that despite the occasional bump in the road, the future is bright for dairy farming in South Australia. He is committed to working with South Australia's dairy industry and key stakeholders to achieve SADA's mission of giving a voice to all dairy farmers and improving the viability and profitability of dairying now and into the future.

Dairy Concessional Loans and Farm Household Assistance

Much has been discussed about these programs in the media in recent times. SADA has been working with both SA and federal agencies and with the ADF to better understand these programs and accessibility criteria. We encourage all members to consider these programs. If you would like to discuss aspects of either program, please call Andrew on 8293 2399.

A Deputy Prime Minister was heard to say recently that "you are encouraged to use these programs because when you are making money, you will be paying taxes".





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Annual leave – updates to the Pastoral Award and provisions for termination of employment.

By CHAS CINI

On July 29, 2016, a number of changes were made to the Pastoral Industry Award which means livestock producers employing staff are likely to be impacted.

Annual leave

Annual leave conditions were amended to enable employers and employees to agree to 'cash out' annual leave and request to take annual leave in advance.

An employee wanting to cash out annual leave must have at least four weeks' annual leave remaining after the leave is cashed out. The maximum amount of accrued paid annual leave that may be cashed out in 12 months is two weeks. The employer and employee need to complete and sign the written agreement.

Personal Carers Leave (previously known as sick leave)

Personal Carers leave is 10 days per year and does not apply to casuals. The entitlement accrues on a pro rata basis from the date of commencement of employment. Personal Carers Leave accumulates indefinitely and there is NO obligation to pay out unused personal carers leave on termination of employment.

Employers should have policies as to when medical certificates are required. Whilst there is no obligation to have policies it will be helpful to have some rules in place before you suspect an employee is malingering or forms a pattern of absences on particular

days eg Fridays, Mondays, either side of Public Holidays etc.

Domestic Violence Leave

The Fair Work Commission is currently considering the introduction of this type of leave. We will provide an update after a decision is made.

Termination of Employment and Unfair Dismissal Claims

Employment terminated by the Employer should be procedurally fair and lawful (eg must not breach equal opportunity legislation).

A small employer (less than 15 employees including casuals) is exempt from unfair dismissal laws if the termination occurs in the first twelve months' employment of that employee. Small Employers should follow the guidelines at this link: <https://www.fairwork.gov.au/ArticleDocuments/715/Small-Business-Fair-Dismissal-Code-2011.pdf.aspx?Embed=Y>

Large employers (more than 15 employees) are also exempt from unfair dismissal during the first six months' employment of the employee.

Like us on Facebook

We may have been dragged, kicking and screaming ... but SADA is now on Facebook. For all the latest posts and news, like us at <http://www.facebook.com/sadairyfarmers>.

While you are there, follow us @dodairysa and @sadafreshmilk and you will be fully connected.





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SADA is supporting the Women's and Children's Hospital through TeamKids.

As the state's only dedicated specialist children's hospital and largest maternity and obstetric service, the Women's and Children's Hospital holds a very special place in the hearts of almost every South Australian family.

342,000 children present to the hospital and 5,000 babies are born each year. This equates to more than a quarter of a million children, babies and women who rely on the Women's and Children's Hospital every year.

It's highly probable that you will know someone who has been there and that's why, as part of the TeamKids Easter Appeal 2017 we are asking the community to share with us their Women's and Children's Hospital story. Be it a sad, joyful, lucky or unlucky experience – all these experiences go to show just how important the hospital is in our community.

We would love to hear about your journey. Share your experience with TeamKids for your chance to be part of the TeamKids Easter Appeal TV program.

How can you 'share your story'?

Simply write to us at:
TeamKids
Locked Bag 5
Adelaide SA 5001

Reviewing your insurance costs

The challenges currently being faced by the dairy industry are significant, and many are looking to their suppliers to find new ways of maintaining cash flow. One of the possibilities is to talk to WFI about providing an alternative insurance quote to determine whether more competitive pricing and better terms are available. WFI are a long-time partner of SADA with a relationship spanning more than 85 years, and as they are a direct insurer, not a broker, there are real differences what they can offer, even before any tailoring of the policy is applied to better reflect the needs of their clients. Additionally, every SADA member who takes out a policy with WFI increases the quarterly amount that WFI contributes to SADA, which allows us to continue to find new ways of negotiating and innovating on behalf of the industry.

WFI pride themselves on being good people to know, and for them, it's all about the personal touch. They take time to get to know their clients personally so that they understand what's important and why every individual would want to safeguard specific items and aspects of their business, farm or property. Their Area Managers take personal responsibility, and the organisation is very much "community first".

If you would like a free quote comparison, then contact us at SADA so that we can recommend a WFI Area Manager who is local to you.





THINK SHARK TANK - WITH COWS!

For perhaps the first time in its very long history, South Australia's dairy industry now has access to a significant pool of money that can make a genuine difference to your future viability.

By next year, the fund set up with profits from the sale of SADA Fresh milk will have secured more than \$500,000 for investment in local projects that will help build a stronger industry. For a State with only 250 dairy farms, that is a substantial asset. Invested smartly, it will create an industry that is better able to withstand global pressures and provide a decent living to its farmers.

To make that happen the SA Dairy Industry Fund needs ideas - big or small, creative or practical - and we need every sector of the industry to contribute, including individual farmers and businesses. We will even work with you to develop your concept, and then if we think it has the potential we will invest.

Think Shark Tank, with cows! The popular reality television show encourages people to pitch ideas that can be turned into real products and services with some outside investment and expertise. In this case, we are not looking for ideas that will make individuals rich, but projects that will benefit the dairy industry more broadly.

Establishing a fund to support these kind of initiatives was part of SADA's vision for SADA Fresh right from the very beginning. The Association realised that dividing the profits between individual farmers would put only a few hundred dollars in each pocket, but leveraged collectively the money could achieve greater and more lasting benefits.

In effect, it has given this State its own modest version of the Gardiner Foundation, which was set up 15 years ago to increase the international competitiveness of the Victorian dairy industry. Long the envy of other dairy regions, the foundation has invested millions of dollars in hundreds of projects in that State.

By comparison with Victoria, our industry is small, but we have a long history of innovation and producing quality milk, and we have the backing of the South Australian community. Every week thousands of consumers purchase SADA Fresh as a tangible demonstration of their support for our farmers. With the third anniversary of the brand fast approaching, monthly sales continue to grow, adding to the pool of money available.

The SA Dairy Industry Fund held its first meeting in November 2014, 12 months after the brand was launched. In its first year, the fund provided \$63,000 in co-funding to five projects, with a total investment value of more than \$180,000. So in effect, the fund leveraged three times the amount it contributed.

This year the Fund intends to allocate another \$150,000 to projects. Since our last call for expressions of interest in May we have explored 20 potential concepts. Of those ten have progressed to the development stage. Our Executive Officer Ken Lyons is now working with the applicants to progress these proposals to the point where we think they are ready for funding.

In 2017, we expect to have another \$300,000 available for investment. Now we have access to that kind of money, the real challenge is finding projects that have genuine potential to be game-changers. If you have an idea, big or small, then I urge you to pick up the phone and talk to Ken on 0439 444 509.

Dennis Mutton
Chair, SA Dairy Industry Fund



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The past few weeks have been very busy, working with Ministers and their departments across a range of issues including Concessional Loans, Natural Resource Management, Water and storm damage. We have also had the opportunity to celebrate the third birthday of SADA Fresh in South Australian Market. At a recent event, President John Hunt took the opportunity to thank consumers for their support in buying a range of local SA dairy products in increasing volumes.

Power and Water

Spring seemed to be a little late this year, but it did get here. While many members have spent much of that time making silage and hay, SADA has been involved in a range of activities: Key among these has been work relating to power and to water.

Power

- Members of the SA Government's Senior Management Council joined a group of Mount Compass members to discuss the impact of (repeated) power outages on dairy businesses.
- As certain areas experienced power outages, we have worked with SA Power Networks to recognise the animal welfare as well as the business continuity considerations associated with being able to milk dairy cows.
- **If you are concerned about power outage affecting your milking operations, please contact SADA on 0419 037 569.**
- SADA is working with energy experts, Make It Cheaper to get cheaper rates on power bills. As energy experts, MIC can run a full comparison against a panel of leading energy retailers and regularly find a better deal.
- **To find out how much we could save, email a copy of your bill with contact details to sada@makeitcheaper.com.au or call (02) 8077 0006.**

- Many dairy farms are currently considering installation of a generator/ At SADA we are developing a "fact sheet" outlining things to consider when installing a generator. This information will be available early in 2017 ... but if you can't wait, give us a call on 08 8293 2399 or email sada@sada.asn.au

Water

The story with water is a little murky.

- Buying permanent water can be challenging and time consuming, particularly in newer water trading areas such as the South East. SADA has been working with the Department (DEWNR) and with water brokers to navigate the processors.
- While we know that it is not a clear, we do understand the process much better so call 08 8293 2399 or [email](mailto:sada@sada.asn.au) if you want to know what we have discovered.
- As is evident in the media, there is quite a bit of discussion regarding the Murray Darling Basin Plan. At SADA we are working with Dairy Australia and the ADF to ensure SA dairy farmers are represented.
- We are also currently monitoring the progress of the "Black Water Event" down the River Murray. While we understand that the black water is not harmful for animals, cows don't like it and would far prefer to drink cleaner water.



Giving farmers a voice



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Back packers

SADA welcomes the resolution of the backpacker tax. The decision provides certainty for backpackers and employers.

It is a good outcome for dairy farmers to know that they will continue to be able to call on backpackers for vital on-farm and off-farm roles which cannot be filled locally and to complement our existing workforce during peak times.

We will now work with the government to redress the impact of months of indecision. It has affected the dairy industry and rural Australia and we need to let potential working holiday makers know there are opportunities here.

If you use back packers as part of your dairying operations, please undertake our [survey here](#)

The Effects Test

There has been much discussion in the last few days about the “effects Test”. You can google *Section 46 Effects Test* to read all about it. The effects test will work against the misuse of market power to prohibit a corporation with a substantial degree of power in a market from engaging in conduct if it has the purpose, or would have or be likely to have the effect, of substantially lessening competition in that or any market.

SADA has been actively working with Australian Dairy Farmers Limited and state dairy farmer organisations to lobby for the establishment of this test which will assist in preventing damaging practices, including predatory pricing in future.

The reforms will support consumers’ interests as well as dairy farmers by moving towards a more objective measure to assess the impact of anti-competitive behaviour .

It is important to note that this legislation has only been introduced to the parliament. While it is very much welcomed, we have seen through the back-packer tax saga that passage through parliament can be challenging with many twists and turns. We will keep members posted.

Dairy Community Family BBQ

You’re invited to a Dairy Community Family BBQ - a relaxed and informal end of year catch up with dairy industry friends and colleagues. Please come along and enjoy company of other dairy farm families and industry people as well as have a fun night out where you don’t have to cook dinner!

VENUE: Mount Compass Community Hall

WHEN: Thursday 15 December from 6.30pm

RSVP: David Kuchel 0427 006 233, Bec Hehir 0418 951 324, Verity Ingham 0428 660127 or info@dairysa.com.au by Tuesday 13 Dec.

Men’s Health



Sally Fisher, *Healthy Farmers Advisor*, has collaborated with the Freemasons Foundation Centre for Men’s Health at the University of Adelaide to produce brief films about common men’s health issues. The films can be found at www.ppsa.org.au/our-work/health-and-safety/resources/mens-health-films/



Giving farmers a voice



SADA NEWSLETTER

December 2016

Contact SADA

Phone 08 8293 2399

Email sada@sada.asn.au

Visit Unit 5, 780 South Road Glandore SA 5037

Or find us on Facebook

Sharon Joppich - SADA Board member

From the family dairy farm to leadership roles on one of South Australia's largest dairy operations, Sharon Joppich's experience within the dairy industry is extensive. This year, she joined the SADA Board to contribute to the industry's push for profitability and whole-of-industry cohesiveness.

As a part of her move into advocacy, Sharon is also keen to help the industry progress in areas of processor/farm gate relations and transparency, government relations, international and domestic market access and investment as well as better recognition for the role of women in dairy. She believes by taking a whole-of-industry approach, dairy in South Australia has a promising future.

Side-by-side with husband Neville, Sharon milks 350 cows at 'Manga Dairy'; a 600-hectare high production, grass and grain system at Tri Hi, near Penola, in South Australia's lower South East. Calving the 80% Holstein – 20% Stud Guernsey and Ayrshire herd takes place in Spring and Autumn as well as in December, and the duo rear and grow-out their AI heifers as well as some Angus-cross and Holstein bull calves.

Since starting her career in the dairy industry on her family's Tintinara operation, Sharon has actively developed her leadership and management skills. Before running her own farm with Neville, she was Herd Manager, and later, Operations and TIC, with Donovan's Dairy – a 2500-cow operation at Wye near Mount Gambier. She has also completed a Diploma of Agriculture and Diploma of Human Resources (Dairy), as well as industry

leadership training and Forage Skills with Dairy Australia. She currently serves on the Suppliers Forum for Warrnambool Cheese Butter.



Sustainable Ag Case Studies

South East NRM is on the lookout for candidates who might be willing to take part in a Sus Ag case study. Are you, or do you know of a farmer that has taken up some form of sustainable practices and would be willing to be interviewed. Practices could include: no-til, water efficiency, shelter belts, soils, whole farm planning, variable rate, to name a few.

For further information contact:

Mathew Honner, Regional Landcare Facilitator at matthew.honner@sa.gov.au or on 0439 346 025



Giving farmers a voice



Assisting farmers to improve irrigation efficiency.

The SA Dairy Industry Fund has provided seed funding to enable DairySA and SARDI to commence an investigation of the value of variable rate irrigation (VRI) to farmers in the South East.

VRI allows the pivot system to tailor water to specific areas within the pivot area, the aim was to determine if VRI would improve production enough that it is a cost effective addition to a Dairy Pivot.

The project has found that as with all irrigation systems understanding the soil is key to performance efficiency. SADA funding contributed to electromagnetic mapping and radiometric surveys of the soil and soil cores to estimate plant readily available water (RAW).

The key finding has been that when irrigation application is matched to the soil with the lowest RAW VRI would not further improve water application. "If you're managing for lighter soils, the others are already looked after," said Nigel Fleming (SARDI). But he said there could be other benefits in savings by applying less water in less productive areas or laneways and by potentially reducing waterlogging that develops as a result of rainfall, so there is still more work to be done.

The project will continue until early 2018 allowing the DairySA and SARDI team to quantify the value of VRI for reducing waterlogging and consequential pasture losses.