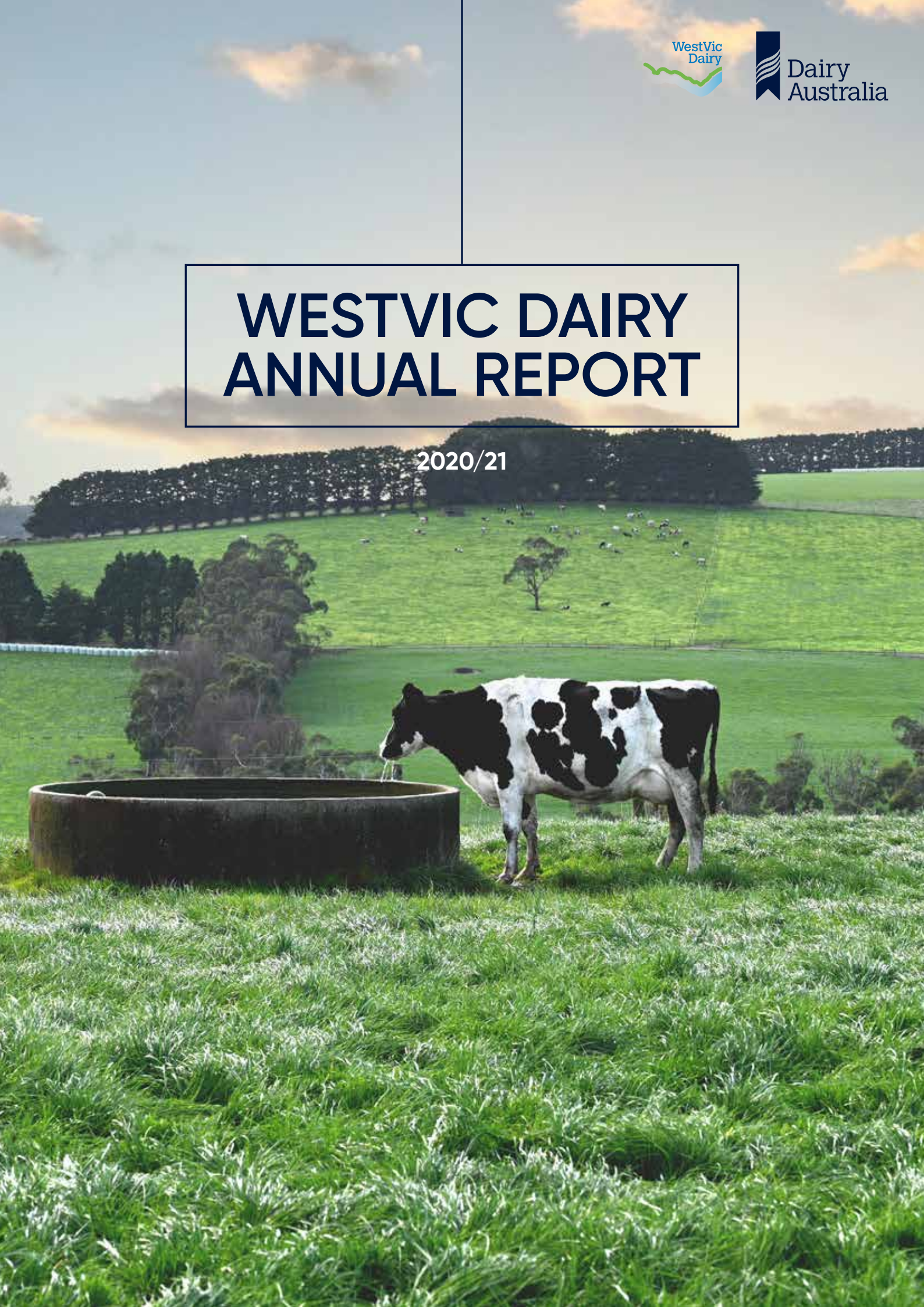




WESTVIC DAIRY ANNUAL REPORT

2020/21





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ABOUT WESTVIC DAIRY

WestVic Dairy Inc. (WVD) is Dairy Australia's Regional Development Program for western Victoria and is responsible for delivering extension activities and programs. It is overseen by a regional Board of Directors, the majority being dairy farmers. It works closely with DA and local industry partners to facilitate technology transfer for the advancement of the sector.

DA is the national services body for the dairy industry. Its role is to help farmers adapt to a changing environment in order to establish a profitable and sustainable industry. WestVic Dairy aims to accelerate the extent and rate of adoption by farmers of industry standard practices, new ideas and technology. Both DA and WVD are precluded by their charter from agri-political activity, which is the role of representational bodies, such as Australian Dairy Farmers (ADF) and its affiliates (e.g. United Dairyfarmers of Victoria).

In recent years, DA has supported WVD through the centralisation of many administrative functions. WVD focuses on extension planning, co-ordination and delivery for farmers and has built up its capability to provide a wide range of services to its stakeholders.

VISION

A vibrant, profitable and valued dairy region.

MISSION

We strive to advance the industry by delivering programs that promote innovation, skills and sustainability for a successful dairying future

SNAPSHOT

The western Victorian dairy region extends west from Geelong to the South Australian border, with the largest concentration of farms around the coastal area between Simpson and Koroit. It is one of Australia's biggest dairy producing regions, producing almost two billion litres in 2020/21. This figure equates to 22.1 per cent of Australia's milk volume.

The industry has benefited from good seasons through 2020/21. Well timed rains in late spring and early summer allowed many farms to grow and conserve large volumes of feed in successive years. An early autumn break in most areas then backed up what turned out to be a great growing season and set off 2021/22 in style. Purchased feed prices have also eased, as large parts of the country saw drought-breaking rains after years of hardship. These conditions, along with a strong milk price, have improved farmer confidence and enabled many farm businesses to improve their financial position moving forward.

Signs for the upcoming year are mixed, as we wait to see how the ongoing COVID-19 pandemic affects global milk prices. The 2021/22 opening milk prices announced for the region are down on last year, though not as significantly as some were expecting. A dry start to winter has generally been appreciated by farmers, but concluded with a typical wet winter.

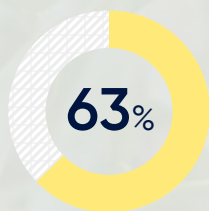
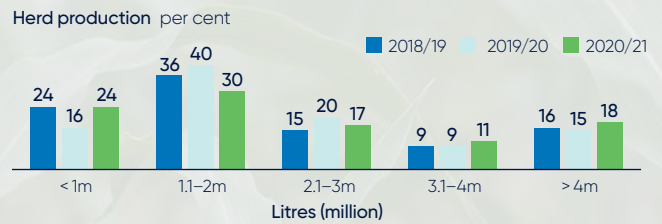
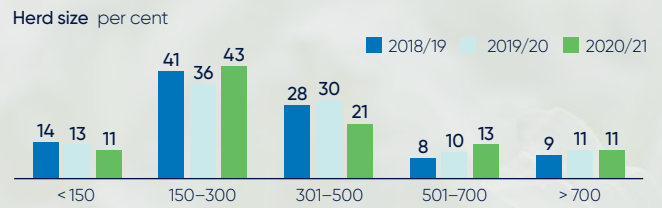
Industry Collaboration

WestVic Dairy works collaboratively with a wide range of organisations and individuals in order to deliver its services to industry. As a significant part of the regional economy and the community, working with other stakeholders is part of the way we operate. Key organisations with which we work are Agriculture Victoria and Regional Development Victoria, the UDV, the Catchment Management Authorities, Gardiner Dairy Foundation, local government, the Rural Financial Counselling Service, the Great South Coast Food & Fibre Council and the milk processing firms. Numerous other agencies, educators and private sector service provider businesses are an important part of this network. Much of this collaboration occurs through the regular meetings of the Industry Leadership Group. Considerable additional input on industry matters is provided by WestVic Dairy on issues such as regional strategy and action plans, infrastructure, water, resources, skills & employment, and health and wellbeing.

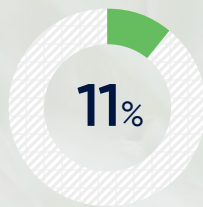
The 'average' western Victorian farm

Approximate herd size	295
Approximate production per cow	6,500 litres
Average grain fed per cow per year	1.6 tonnes
Seasonal calving herds	60%
Split calving herds	35%

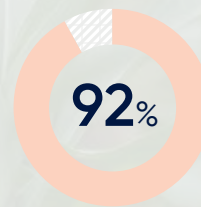
Current herd size and production



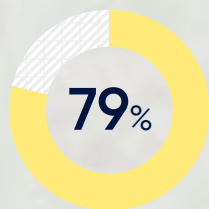
Sentiment
Positive about industry future



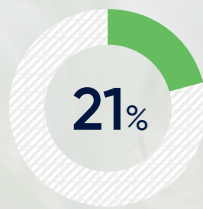
Enterprise phase
In a holding pattern



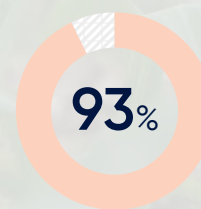
Profitability
Made profit in 2019/20



Sentiment
Positive about own business



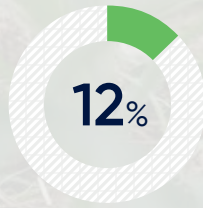
Enterprise phase
Expanding



Profitability
Expecting profit in 2020/21



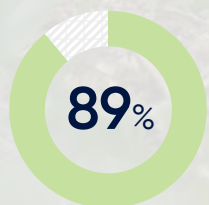
Challenges
Concerned about climate



Enterprise phase
Winding down



Anticipated growth
Increased herd 2020/21



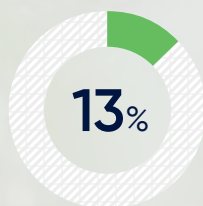
Challenges
Confident can manage feed requirements



Enterprise phase
Steady – where they want to be



Anticipated growth
Increased production 2020/21



Enterprise phase
Steady – unable to expand

CHAIRPERSON'S REPORT

As I write my last Annual report as Board Chair, it is with a sense of sadness. I also have much pride in what we as a team at WestVic have been able to achieve.

I don't think any of us ever thought this COVID-19 pandemic we are still navigating would remain a major concern and really force us into a new way of tackling day to day life. The team have worked hard to look at different delivery options and are still making sure we can do as much as possible face to face, while utilising technology for other options as needed.

The Board did a thorough review of the Strategy this year and made a few small changes, but overall endorsed the four key areas that we know are most important to our levy payers:

- Profitable Dairy Farms
- Attract and Develop Great People for Dairy
- Responsive Communication and Engagement
- Promoting a Trusted and Valued Industry

The top two make up almost 80 per cent of our Strategic Investment.

We know that more than ever, the last couple of years have seen the whole issue of labour and people get more and more challenging. Many farmers I speak with are short of people in their businesses and this is hampering growth for our region. We recognise this and are working alongside Dairy Australia to see what part we can play in industry programs, collaborative approaches with other agencies, Councils and our advocacy body. There are some great initiatives being worked through, that with time will help ease these issues.

I'd strongly encourage you to have a look through our Strategy and, as always, give us feedback so we can continue to hit the right targets. The Dairy Industry Leadership Strategy was launched in early August and is a much-needed opportunity to re-invigorate our industry by having a closer look at how we can all play a part in leading ourselves and those around us to ensure we have a solid industry moving forward. We are all leaders in some way. Culture plays a big part in this and we as farmers must be ambassadors for our industry to ensure we have our next generation of farmers understanding the great opportunities before them.



Simone Renyard WestVic Chairperson



THE BOARD

WestVic Dairy is governed by a Board of eight Directors, made up of six farmers and two industry service providers.

The role of the Board includes ensuring that the levies collected from the region's dairy farmers are directed to relevant research and development and that the findings are communicated to all dairy farmers to increase the profitability and sustainability of the region's dairy industry.

All Board members bring their own set of skills to the team, which ensures that there is a diverse set of talents available to our stakeholders.

In 2020/21 WestVic Dairy welcomed one new Board member, dairy farmer Will McDonald from Bessiebelle, into the role of Associate Director.





Simone Renyard Chair

Dairy Farmer,
Timboon



Brendan Rea

Dairy Farmer,
Allansford



Jacqui Suares Vice Chair

Dairy Farmer,
Colac



Jo Fife

Dairy Farmer,
Purnim



Rhonda Henry Treasurer

Agribusiness
Manager,
Warrnambool



Daniel Parkinson

Dairy Farmer,
Kirkstall



Will McDonald

(Associate)
Dairy Farmer,
Bessiebelle



Brad Collins

Dairy Farmer, Dixie



Mike Huth

Service Provider,
Cobden

REGIONAL MANAGER'S REPORT

'Subject to restrictions', was a closing phrase in my report from last year and this is where we pick up again for 2020/21. The year was a good one for dairy farming, with sustained good milk prices and yet another year of exceptionally good seasons. This has left farmers with a degree of confidence higher than has been recorded for many years. It's great to see that those who have persisted and weathered the many setbacks since 2015/16 have been rewarded for their good management and hard work.

For our extension work however, it has been a year of unpredictability and challenges. With the extended lockdown in the first half of 2020/21, we had to pivot exclusively to a new world of remote extension delivery. This was possible due to a lot of rapid development work by teams of staff across DA, with the WestVic Dairy staff playing a big part in a number of working groups converting information into digital delivery formats. With the easing of restrictions later in the year, the region came to life with cautious but good attendances at the events that we were able to hold under a varied range of restrictions. The decision to provide blended delivery (i.e., a mix of face-to-face and online) proved sensible as that is the mode we have had to settle with as we move from lockdown to lockdown. We understand the difficulty for farmers with this uncertainty, which sometimes results in changed programming and less than ideal notice as we adapt to the rule changes – often at short notice. This has given us the opportunity to try some new initiatives in delivery. The big benefit has been that distance is no longer the main barrier for farmers to access our services. The big downside is the fact that the important social element of meeting with others is greatly missed by all and very hard to replace in an online format.

In this very unusual year, our organisation has changed a little as we focus on our region's two key strategic priorities of Farm Profitability and People. A significant new program, 'Our Farm, Our Plan', is now well underway; a number of other programs have been updated and our flagship programs of Focus Farms runs in three locations across the region. Unfortunately, most of our major events and promotional activities were not able to run during the year, so we have put renewed emphasis on communication by electronic media – not forgetting that most people still prefer hardcopy and the good old newsletter.

We have seen some staff changes with Rob Muirhead filling the gap in the YDN extension role and Michelle Leech joining us in the communications role. Matt Wood has swung across to take care of our 'People' extension activities while Michelle Muir is on maternity leave. We are fortunate to have such an experienced and capable team here in the south-west and I sincerely thank them for their efforts under trying circumstances.

The clear strategy set by the Board allows us to focus on the extension deliverables and its support for our team has been valuable, especially with so much uncertainty. Collegiate support from other RDPs and from colleagues in Dairy Australia has been appreciated and reflects our 'One Team' values. Many thanks to our sponsors, other collaborators in the industry and lastly to all our region's farmers for your participation in our extension activities. Any suggestions or comments on what we offer are always welcome. And so, I hope to see you around somewhere... restrictions permitting.



A handwritten signature in black ink that reads "L Ferguson". The signature is written in a cursive, flowing style.

Lindsay Ferguson Regional Manager



REGIONAL ACTIVITIES



FARM BUSINESS MANAGEMENT

Assisting farmers in our region to run profitable and sustainable businesses remains the cornerstone of our extension activity and a key priority in our Strategic Plan 2020-2023:

Profitable dairy farms

To support farm businesses to be more resilient to external impacts to remain productive, sustainable and profitable.

Farm Performance is a key priority area, with a number of workshops, events and initiatives in place. Below is a snapshot of the main activities.

Workshops

Our Farm Our Plan

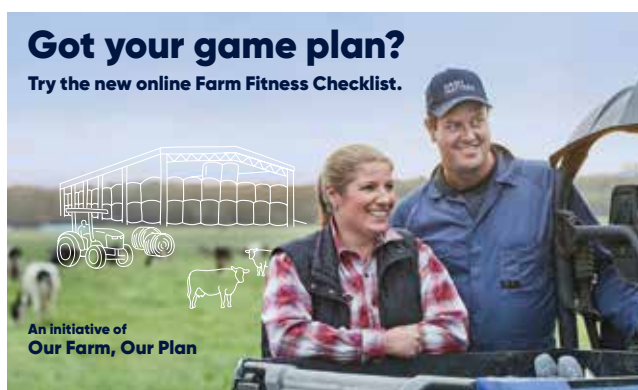
Good farm business management is as important when times are good as when they are tough. A good season can often mask inefficiencies in farm business management. It is considered critical by most observers to have a plan of where the business is going and to continually review that plan.

Dairy Australia has invested heavily in programs that offer opportunities to bring all the farm's business owners together to develop a plan.

Our Farm, Our Plan, developed by Dairy Australia with support from Gardiner Dairy Foundation and DairyNZ, aims to identify long term goals, improve business performance, and manage volatility.

Designed for Australian dairy farmers, Our Farm, Our Plan helps put big ideas down on paper and gets everyone on the farm on the same page. Using a simple 'Now, Where, How, Review' planning process and providing one-on-one support for farmers over two years, it assists with putting their plan in place and into action.

Our Farm, Our Plan has seen participants meet in face-to-face forums and online deliveries, with glowing praise for the way that they have developed plans.



Dairy Farm Business Fundamentals

Farm Business Fundamentals shows farmers how to set up and use good record keeping systems, understand the difference between management and tax compliance and learn how to use the Standard Chart of Accounts.

Participants will understand business obligations – tax, banks, people, and the law, prepare an annual farm budget and be introduced to Dairy Australia's DairyBase.



Farm Business Analysis

Farm Business Analysis enables farmers to accurately interpret and analyse their data entered into DairyBase, thereby allowing participants to pull together meaningful financial and physical data about their farms that can be used to track performance over time and provide a solid base on which to make future decisions.

The program encourages calculation of the cost of production for a farm business and allows farmers to populate DairyBase with their own farm figures, leading to detailed analysis of the business.



Business Focus Farms: real farms; real conditions; real decisions

WestVic Dairy's Business Focus Farm project works with selected Focus Farms for a period of two years, enabling farmers to access the information relevant to their business and region, thus facilitating improved decision-making around business management, profitability, and sustainability.

Selected Focus Farms are supported by an experienced farm consultant and a support group of farmers and service providers.

This group is chosen by the Focus Farmers, based on previous relationships and relevant industry experience. We currently have three farms located across south-west Victoria in the program.

Regular updates in newsletters and on social media, along with on-farm field days, help inform the wider region's farmers of how the team is progressing and shine a light on the business decision-making process. Farmers are then able to use these same principles in their own business decisions.

Ondit Business Focus Farm

Farmer	Dale and Karen Angus
Facilitator	Laurie Hickey
Consultant	Paul Groves (Paul Groves Farm Management Consultant)
Farm size	347 cows, 290ha

Goals of the project:

- Reduce debt to explore the option of purchasing the farm
- Improve herd fertility
- Reduce cost of production, particularly around livestock trading and bought in feed costs.

The farm has made a significant profit since the start of the project and has seen productivity and homegrown food increase at the same time. The herd has high fertility and the installation of collars with an automatic drafting system this year was aimed at reducing some of the workload on the owners. Significant genomic testing has resulted in better selection of replacement heifers and the access to the live export market with its good prices.



Jancourt East Business Focus Farm

Farmer	Terry and Shannon Blasche
Facilitator	Matt Wood
Consultant	Cath Jenkins (Cath Jenkins Advisory)
Farm size	280 cows, 210ha

Goals of the project:

- Move from a year-round calving pattern to a single seasonal (autumn) calving
- Pasture renovation, potentially including drainage, to allow more home-grown feed to be produced
- Set cost of production goals for this new business to maintain tight control of financial position
- Employ labour, probably part-time, to reduce workload on Terry's dad and allow for quality family time.

Terry, Shannon and their family moved from northern NSW in September 2020. Despite the pandemic they quickly became involved in the local farming community. When the opportunity to become a Focus Farm arose, they jumped at the opportunity. Their key driver to take part in the project is to fast track their knowledge and understanding of farming in this part of the country. Their previous farm was reliant on irrigation and required a year-round calving pattern to produce a flat supply of milk for the liquid market. A desire to expand their business and move to a simpler farming system saw them choose to relocate to south-west Victoria.

Being new to the area, the Blasches' trusted extension officers to assemble a suitable Support Group of local farmers and service providers. The project commenced in May, with a meeting of the group at the Simpson Hotel, where the goals for the two years were finalised. The first on-farm meeting took place a month later. This allowed the Support Group to see firsthand the farm, pastures, infrastructure and cows.

Whilst it is too early to have achieved any of the project goals, the Support Group is full of engaged, dedicated people, with the meetings so far going particularly well, with great input and ideas from all involved.

A field day to showcase this new Focus Farm to the wider farming community is planned for September 2021.

Macarthur Business Focus Farm

Farmer	Peter and Fiona Musson
Facilitator	Debbie Twiss
Consultant	June 2020 – Dec 2020 Paul Groves (Farm Management Consultant) Jan 2021 – June 2021 Owen Rees (TRAC Total Result Ag Consulting)
Farm size	766 cows, 310 ha milking platform (730 hectares total)

Goals of the project:

- Facilitate peer learning
- Optimise herd management with cow collars
- Examine strategies to maximise consumption of home-grown feed.

The same factors which allow this farm to grow above average quantities of grass present challenges when managing pasture and silage quality. For a landlocked dairy platform, maximising feed quality underpins management of cost of homegrown feed. The goal to increase per cow milk production to 580kgms for the 2020/21 season requires both quantity and quality of feed intake/cow to be improved. Historically the Musson farm has produced 400 000kgms for the season (~520kgms/cow with 770 cows in herd).

Farm profitability and sustainability are considered, with investment in alternative calf pathways to increase utilisation of the farm area off the milking platform. The Musson's involvement in the Focus Farm project is driven by an interest in sharing their passion for continual improvement in farm management.

The project support group has been considerably challenged by the need to work together online, rather than on farm, as the COVID-19 pandemic began unfolding at the same time the project began in March 2020. The group has been meeting on farm since December 2020 and hosted a successful field day in March 2021, demonstrating their investigation into the likely impact of pasture pugging damage on pasture grown and feed intake. This investigation has led the group to explore the feasibility of cow shelters as a tool to improved feed conversion on farm. A field day in Oct 2021 is planned to share progression the group have made in exploring solutions to support increased per cow production through improved utilisation of feed.



PEOPLE

The People aspect of our extension is an increasingly important area of focus, with ongoing work in the Young Dairy Network, Career Development and Workforce Planning & Action spaces. People are a significant priority in the Strategic Plan 2020–2023:

- Attract and develop great people for dairy
- To support farm businesses in the recruitment, retention and transitioning of personnel and their training and skill development and to recognise the importance of their health and wellbeing.

Young Dairy Network

Social interaction and networking are key to the success of the Young Dairy Network (YDN). Therefore, the first half of the 2020/21 financial year was particularly difficult for this group.

To keep up momentum with the relaunched YDN and to offer social connection during the pandemic, several webinar events were held. In August two online events featuring the role of social media in the dairy industry took place, each with a slightly different focus, featuring a three-person panel that presented their own experiences and took questions from the audience.

The Digital Pub was launched in November. This webinar featured industry experts discussing the role of summer crops in our region. Thankfully only one online offering was needed, as lockdowns eased and face-to-face events returned.

The YDN Strategic Plan set out to provide a 'Happy Hour' pub night every other month, with an on-farm Field Day on the alternate month. These events are generally held on the last Wednesday of each month.

January saw the first Happy Hour event in Camperdown. The night provided a great opportunity for the YDN to get together in person after a long break. The first Field Day was held on Leadership Team member Rachael McGrath's farm at Orford, where pasture management was discussed. In March the YDN Leadership Team met with David Nation and other senior DA staff for an honest and productive conversation about the challenges facing young people in the industry.

YDN Coordinator Heather Smillie left her role at the end of March. For the rest of the year the position was covered by Matt Wood, alongside his other roles, whilst a long-term replacement was recruited. In mid-June Rob Muirhead was appointed as the new YDN Coordinator. Rob looks forward to further developing the YDN over the coming months and years.

The Happy Hour and Field Day format continued, with a pub night discussing milk pricing held in Simpson and a field day held on the Parkinson family farm at the end of June. The Field Day focused on career progression pathways in the dairy industry.

The input of young dairy farmers and service providers remains essential to the YDN. The Leadership Team of ten young industry people, representing a cross-section of the YDN cohort, continues to help grow the membership base and plan relevant, meaningful and engaging events for members.

The Leadership Team members are:

- Xavier Parkinson – Farm owner, Kirkstall
- Rachael McGrath – Farm manager, Orford
- Matt Grant – Farm owner, Cowleys Creek
- David Weel – Share farmer, Simpson
- Pip Bruce – Nutritionist, Colac
- Blake Honeysett – Share farmer, Nirranda South
- Liam Allan – Share farmer, Terang
- Isaac Hose – Farm employee, Garvoc
- Tess Blake – Farm Lessee and agronomist, Deans Marsh
- Emma Bolding – Farm consultant, Woolsthorpe

The YDN Facebook page shares information relevant to its members and the wider dairying community. The page promotes upcoming events, reports on those that have taken place and promotes opportunities available through other key organisations, such as Gardiner Dairy Foundation, DemoDAIRY Foundation and UDV.

There will always be a need to connect, develop and support young people working in the dairy industry, and so the YDN will continue to work to deliver events, programs and services that benefit and inspire young dairy people.

WESTVIC DAIRY YOUNG DAIRY NETWORK STRATEGIC PLAN

Our Vision

Young dairy people in western Victoria are connected to their communities, strive for excellence in their work, and enjoy fulfilling and prosperous careers in the dairy industry.

Our Purpose

To connect, develop and support young people to excel and prosper in their lifelong dairy careers through engaging events and programs.

Our Aims

- 1 To connect young dairy people with one another, dairy leaders and the broader industry
- 2 To develop the skills and knowledge of young dairy people so they can succeed in their work and careers.
- 3 To support young dairy people through their challenges and achievements.

Our Values

- **We are farmer-led:** The network is driven by young dairy farmers with the aim of fulfilling the needs and achieving the aspirations of young dairy people.
- **We are collaborative:** We actively seek productive partnerships to amplify our work and reach common goals.
- **We are courageous and innovative:** We are not afraid to challenge the status quo and seek a better way.
- **We are inclusive:** We welcome the good-faith participation of everyone and celebrate that our network is strengthened by a diversity of people, backgrounds and viewpoints. We are passionate: We love what we do and want a prosperous, sustainable future for the dairy industry and the people in it.





New Generation Skills Project

The New Generation Skills (NGS) project is run across the three Victorian RDPs. The focus of the project is to drive increased new generational participation in and engagement with jobs across the dairy industry supply chain.

Jim Burrell, as Career Development Coordinator, is responsible for working towards increased engagement of participants in education and training that supports future dairy industry needs, proactively working with the DET, the TAFE sector, secondary schools, career teachers, universities, and the dairy industry, including processors and dairy industry network groups of dairy farmers coordinated by the RDPs.

There are 5 strategic priorities:

1 Actively promoting and assisting in identifying and supporting career pathways into the industry supply chain and training.

Key WestVic Dairy initiatives include:

- Participation in several Careers Expos
- Careers Teachers Network committee
- Careers Teachers Showcase
- Koorie Trade Showcase – Clontarf Foundation
- Neil Porter Legacy (Careers Teachers)
- SWLLEN
- Guest speakers at schools promoting dairy careers
- Coordinating dairy farm visits for schools
- Rotary Clubs' program - Defying the Drift

2 Providing a framework that supports dairy industry employers to connect with education providers at a regional level.

Key WestVic Dairy initiatives include:

- ILG-Dairy (WestVic)
- Agri-Talent

3 Building ready networks of dairy farm businesses and service sector businesses that are willing and engaged to take on students.

Key WestVic Dairy initiatives include:

- Developing applicable resources to better place students on farm, in school-to-work opportunities.

4 Increasing participation in industry relevant training.

Key WestVic Dairy initiatives include:

- Industry Connection Project
- Gap Year Project
- GALS (Deakin Uni. Girls in Leadership and STEM)

5 Contributing to relevant education/training L&D offerings provided for the dairy industry.

Key WestVic Dairy initiatives include:

- Ag Vic/DA Project
- Cows Create Careers

Outcome Resultant Initiatives include:

- Community Connection Project. This project links local service provider Brophy Youth Services with the Brotherhood of St Lawrence to investigate the barriers to local young people obtaining employment.
- National Youth Employment Body (NYEB). This is a national initiative to enable young people to build their capabilities for achieving a sustainable livelihood and to meet local workforce needs. WestVic Dairy is one of the Agricultural and Horticultural representatives and promotes dairy as a key opportunity.
- Discovering Dairy Jobs in South-West Victoria. A project in conjunction with Ag Vic and AMES Australia linking CALD communities from Melbourne with the dairy industry in south-west Victoria.
- Dairy VR. Initiative to develop Virtual Reality and interactive resources with DA (and possibly with external funding) for use at Careers Days, expos, class visits and Field Days to demonstrate the breadth of the dairy industry both pre and post farm gate.

Workforce Planning and Action

The 2020/21 financial year saw the lack of suitable, available labour become one of the main issues facing farmers in our region. This problem had been developing over some time, with overall low unemployment in south-west Victoria, along with competition from other industries. However, the pandemic and associated lack of immigration across all skill levels has exacerbated the situation.

WestVic Dairy has been working with other agencies, such as Agriculture Victoria and local councils to look at ways of addressing this issue and continues to feed information up through Dairy Australia to ensure that relevant policy makers are aware of what is happening at the local level.

This financial year saw an Employment Basics workshop held in May. The session covered the basics of employing people in the dairy industry, focusing on navigating and utilising the Employment Starter Kit initiative (ESKi) and the People in Dairy website, along with giving an overview of requirements for compliance and employer obligations.

The ESKi has become a standard resource that is present in many dairy farm businesses. It is frequently updated with changes to National Employment Standards and the Pastoral Award.

Safety continues to be an issue at the forefront of farmers' minds, particularly with the Workplace Manslaughter legislation that came into force on 1 July 2020. WorkSafe take a keen interest in the agricultural sector and farmers are looking to better equip themselves with information and develop Standard Operating Procedures (SOP) and farm policies.

The Farm Safety Manual and Farm Safety Starter Kit continue to be available to farmers to help them put in place procedures and identify safety 'hotspots' on their farms.

Succession planning is a keen point of discussion within the region, with strong demand for share farming, leasing and equity partnership resources. A 'Stepping Up, Stepping Back' workshop was held in Warrnambool and was well received. WestVic Dairy also supported and attended a succession planning seminar held by Food and Fibre Great South Coast, again in Warrnambool, in May.

A number of resources have been developed with support from WestVic Dairy and are available to download from The People in Dairy website, including:

- Share Dairy Farming in Australia; Model Code of Practice
- Leasing Dairy Assets Resource Pack
- Shared Equity Arrangements Resource
- Farm Safety Starter Kit
- Employment Starter Kit initiative (ESKi)

Support is available for farmers to access and utilise these employment resources, with phone calls, videoconferencing and in person assistance available from WestVic Dairy as required. This service is well utilised, with around five queries answered per week.

FEEDBASE

Feedbase in lockdown

It was another big year in Feedbase extension at WestVic Dairy. During periods of lockdown extension headed online, with farmers and service providers in western Victoria gaining access to researchers and subject matter experts from far and wide. With the shackles of distance thrown off, access to these people were but a click away over Zoom. Some of the most strongly supported Feedbase Zoom sessions included the 'Ask the Researcher Virtual Forum'. During one of these session Regional Extension Officer for Feedbase, Peter Gaffy, interviewed Dr Rodrigo Albornoz about his work in the First 100 Days research project as part of the Dairy Feedbase Project.

Another highlight during lockdown was a panel Zoom session with three experts from the More Profit from Nitrogen project. Local expert Graeme Ward was joined by Professor Richard Eckard and Dr Helen Suter from the University of Melbourne. During this session farmers and service providers learnt about the revised best management practices for nitrogen use on dairy farms. This session also was a great opportunity to launch the new FertSmart Nitrogen Pocket Guideline.

Once the COVID-19 restrictions lifted, face to face extension recommenced with great earnest.

Profitable Feeding Systems

It is becoming more common for dairy farmers to invest in individual electronic ear tags or cow collar technology. Often the motivating factor to invest in the technology is to assist in cow heat detection, with many examples from cost benefit analysis showing the systems pay for themselves in the first couple of seasons from this benefit alone. However, the technology has more to offer, with the different systems collecting a large volume of data that is ready to be interrogated to help support on-farm feeding decisions. With a range of individual cow identification technologies available on the market there were three on-farm field days held during March for farmers and service providers to learn about the challenges, opportunities, and benefits of the different systems.

The first field day was at Ross and Jacqui Soares farm at Larpent. Peter Gaffy interviewed Jacqui about her firsthand experience of implementing the Allflex system. Clancy Jordan from Allflex described how the system worked and the benefits of the technology. Nutritionist Nadine Markham from Reid Stockfeeds described how she was beginning to use the rumination data to help inform feeding decisions

The next field day was at Paul Moloney's farm in Terang. Paul had installed the Cow Manager system on both of his farms several years ago and had already enjoyed huge benefits from the system. Chris Kendal and Paul Quinlan from Worldwide Sires also supported the day, providing technical support and highlighting some of the features of the system.

The final field day was held at Adrian and Vickie Bond's farm near Timboon. The Bonds decided to install the Herd Insights cow identification system from Genetics Australia and have been very pleased with the investment. Rodney Brooks from Genetics Australia demonstrated and answered questions about the system.

Feedback from the technology providers was very positive, with some farmers making the decision to go ahead and purchase the system while other resolved to investing some time into using more of the data collected to help inform their feeding decisions.

In addition, Liz Morse-McNabb, Kevin Smith and Elly Polonowita from the Dairy Feedbase team presented about the Pasture Smarts program at each of the field days, sharing the opportunity for farmers to partner with researchers in developing the Pasture Smarts Program.

Feeding Pastures for Profit

After a year of being unable to present FFPF due to COVID-19, it was good to have two groups commence this past autumn. One group was based around the Panmure area with the other group based in Timboon.

FFPF is run over seven days with two classroom days at the beginning of the course where participants learn about the theory and science behind the FFPF program, followed by 5 on-farm days throughout the season where participants have the opportunity to apply the theory, putting it into practice and learning the best compromise to optimise pasture management while dealing with unpredictable seasonal conditions.

The course this year was delivered by Peter Gaffy, with guest appearances by course designer Phil Shannon. The popularity of the FFPF program remains strong after many years of delivery. Farmers who have completed the FFPF program in the past consider it essential knowledge for anyone involved in pasture management and feeding cows.

Nutrition Fundamentals

The three-day Nutrition Fundamentals program was delivered in Allansford in June. The first 2 days were delivered by Debbie Twiss and Peter Gaffy. Some of the topics included the digestive system of a dairy cow, calculating cow requirements at different stages of lactation and evaluating different feeds. The final day was held at Brett and Kate Membrey's farm in Naringal. Here we estimated cow requirements and calculated the feed demand of the Membrey's herd. We also looked at the feed that the cows were receiving to meet this demand. We concluded the final day by evaluating the feeding performance of the herd by doing a paddock and herd observation.



Top Fodder

Earlier in the year, during lockdown, a working group of Feedbase Extension Officers and Dairy Australia staff was formed to redevelop the Top Fodder Program. To manage the large volume of technical content the program covers, four online training modules were developed including: Planning to make high quality silage, Making silage, Feeding silage, and Evaluating the silage making system, utilising a mix of written content, videos, and short quizzes to provide the participant with technical background content. The online component of the Top Fodder course is housed on Dairy Australia's training portal called Enlight. enlight.dairyaustralia.com.au.

The group came together over 2 days and using a series of interactive activities applied the theory to the context that they would find on their own farms. Mr Silage himself, Frank Mickan (the retired AgVic silage expert), and Peter Gaffy delivered a successful pilot, with very positive feedback from the group.

Forage Value Index

The Forage Value Index is a tool for dairy farmers to objectively compare the different varieties of perennial ryegrass available on the market. The Forage Value Index is updated annually and has been expanded this year to include annuals and Italian Rye grasses.



ANIMAL PERFORMANCE

Adaption and innovation are the words that sum up successfully delivering extension training for dairy farmers in 2020/21 as we continue to manage life, work, and connection in the face of a pandemic. A variety of methods have been used to deliver training and resources to farmers over the past 12 months.

Milking and Mastitis Management

June 2020 began with the release of a new online training program, Milking and Mastitis Management (MMM) Fundamentals, developed to provide farmers with a training tool to assist with the induction of employees with little dairy farm experience to the milking process.

Employers coach their team through practical activities on farm to supplement each day's online learning. The program is designed to be completed in 5 days and the online resources are available to access any time after enrolment.

Transition Cow Management

Online training in Transition Cow Management (TCM) was delivered as we entered lockdown 2.0 in late July. Each week, for a period of 4 weeks, a live interactive tutorial session was delivered on Zoom to review topics in the previous week's online learning tasks and discuss application of the theory on farm. The topics covered included assessment of herd nutrition, mechanics of cow transition from the dry period to early lactation, and the delivery of the transition program on farm in Australia

Heat Detective and Healthy Hooves small-group training sessions

On-farm delivery of mating management (including heat detection and reproductive performance) and lameness prevention and treatment training was tailored to cater for specific farm teams as lockdown restrictions slowly eased in late June and early July, allowing small groups to gather outdoors

Cups On, Cups Off

Even the ever-popular Cups On, Cups Off milking and mastitis management course pivoted to meet the needs of farm teams, with delivery taking place on-farm in the Colac and Warrnambool regions in early 2021. Excellent support was provided by presenters Dr Zoe Vogels and Dr Shane Lyons, and Rebecca Toleman from South West Tafe who work hard to deliver courses that make learning engaging for farmers.

Bobby calf supply chain management

Bobby calf supply chain management for our region began as discussions with industry in a webinar forum, followed up with further issues investigated at in-person round table workshops in 2021. The outcome from these workshops is the need to create industry driven activities to address risks to dairy farming social licence, to be delivered in south-west Victoria in 2021/22.

Friday Focus on Fertility

An online discussion group for fertility was held once a month for 5 months to discuss topics normally covered in the InCharge course, to help farmers develop effective herd reproduction management on farm. This experimental approach helped negotiate intermittent lockdowns.

Rearing Healthy Calves

Rearing Healthy Calves 1-day workshops were held in Timboon and Allansford to discuss colostrum feeding, principles of calf nutrition and calf health management from birth to weaning.

Healthy Hooves

Healthy Hooves 1-day workshops were held on-farm in Purnim and Allansford, presenting the fundamental lameness prevention and practical session on treatment of lame cows.

Nutrition Fundamentals

A Nutrition Fundamentals 3-day program was delivered at Allansford and on-farm in Naringal where farmers learnt how to investigate cow metabolism of feed, assess factors affecting intake, use tools to calculate diet for cows and assess the impact of diet on cow health and production.

Animal health training at RIST

Animal health training for agricultural students at RIST was provided to demonstrate the attention the dairy industry places on sustainable practices to manage animal health, welfare and fertility in order to keep our social licence to farm in south-west Victoria.



LAND WATER CLIMATE

Fert\$mart

The Fert\$mart program has continued to develop and improve in our region. Significant collaboration with our local Catchment Management Authorities – Corangamite CMA and Glenelg Hopkins CMA, has meant we were again able to deliver comprehensive programs that provided participants with training and resources to implement best practice natural resource management principles.

In the Corangamite region the program falls under the Sustainable Dairies program, a collaboration between WestVic Dairy, Ag Vic and the CCMA. Fifteen farms from the Simpson and Timboon region participated in a multiple-day classroom course. Like many other programs, Day 1 was impacted by COVID-19 and was delivered online, but we were fortunate to be able to deliver remaining days face-to-face. Topics covered during the program included the Fert\$mart program, effluent management, understanding soil carbon and implications of soil acidification. The group also enjoyed a field day in Simpson with presenter Sally Cunningham covering both soil biology and the Visual Soil Assessment (VSA) method. The VSA provides farmers with a quick and simple method to assess soil condition and plant performance.

The GHGMA program again this year concentrated on a traditional Fert\$mart course that was run at Koroit. The two-day Fert\$mart program was opened up to 10 farms. An additional field day was incorporated in the program for a first time this year. This was held at Macarthur with guest speakers including Rachael Campbell (AgVic), providing a presentation on effluent management, and Sally Cunningham also presenting to this group on soil biology and the VSA method.

Smarter Irrigation for Profit Project (SIP2)

Research has continued in south-west Victoria as part of Dairy Australia's SIP2 project: What's my yield gap? Maximizing water productivity. The project is investigating opportunities to increase irrigation productivity and profit through the trial and demonstration of cost-effective management practices and technologies which increase water, energy and labour efficiencies. The project is supported by funding from the Australian Government Department of Agriculture, Water and the Environment as part of its Rural R&D for Profit program and by Dairy Australia.

Local consultant Graeme Ward facilitates the project and works with WestVic Dairy extension staff. The research site established at Mepunga continues to have data regularly collected to measure yield, water use, energy use and overall irrigation system performance. Improved irrigation through soil moisture monitoring and using available forecast information (evapotranspiration and rainfall) to better schedule irrigation events has resulted in improved pasture production, water use efficiency and an economic benefit for the farm.

The reference group of local farmers and service providers met regularly during the irrigation season, both on the farm at Mepunga and at other farms in the region. This year the group visited two other farms with different irrigation systems – one where a new system had just been installed and another that uses Variable Rate Irrigation (VRI) to maximise water efficiency.

A field day was held in April with guest speakers including Dr James Hills from the Tasmanian Institute of Agriculture (TIA), Cath Lescun, Dairy Australia's Technical Lead – Soils and Irrigation, Nick O'Halloran, Senior Irrigation Officer with Agriculture Victoria at Tatura and Graeme Ward, local SIP2 Site Coordinator.

Energy Workshop

In September, WestVic Dairy farmers were invited to participate in a webinar on alternative energy and storage options for the farm. Presenters included Dr Leigh Clemow, Senior Project Advisor – Agriculture Investment Plan, and Nick d'Avoine from CommPower Industrial.

Leigh gave an outline of Victoria's Energy Sector including the current management and flow of the energy market in Victoria. Nick, a specialist in commercial solar installations, presented on alternative energy and energy storage options. Discussions included payback periods; system size and design; load profiles; inverters; and storage options. The importance of practical low-cost investments to undertake energy audits and identify options for cost reductions was highlighted, as was the cost-effectiveness of products such as heat recovery, VSD and solar pumps for water movement.



SPECIAL EVENTS

WestVic Dairy's annual events calendar has been severely impacted by the COVID-19 pandemic, and our special events have been no exception.

Ladies' Luncheon

The difficult decision to cancel the 2020 Ladies' Luncheon was made when it became clear that lockdown and the pandemic circumstances left the committee with no other option.

Great South West Dairy Awards

The prestigious Great South West Dairy Awards were set to take place in March 2020 at the Wannan Rooms, Warrnambool. Only days from taking place, COVID-19 restrictions came into place, forcing the postponement of the event.

After several months of hoping the Gala evening could go ahead, the WestVic Dairy Board made the decision to host the Awards online. This online Awards format was streamed in August 2020, running over 3 weeks. Nominees were featured on a Monday and Tuesday evening and the winners announced on Wednesday night.

FitzMedia Productions produced the online content and uploaded it to Facebook for all to see, with an average of 1,400 views a night and over 2,500 views in total of the final night.

Dairy Farm Business Management

Sponsored by: ANZ

Finalists:

- Matt and Alli Reid, Carlisle River
- Wes and Belinda Lenehan, Weerite
- Josh and Lilli Philp, Garvoc

Winner: 2020 Dairy Farm Business Manager of the Year - Matt and Alli Reid, Carlisle River

Employee

Sponsored by: UDC

Finalists:

- Marc Johnston, Larpent
- Isaac Hose, Garvoc
- Nikita McKinnon, Naringal East

Winner: 2020 Employee of the Year - Isaac Hose, Garvoc

Industry Honour Board

Inductees:

- Phil Harris
- Chris O'Keefe



Natural Resource and Sustainability Management

Sponsored by: Corangamite CMA and Glenelg Hopkins CMA

Finalists:

- Graham and Melissa Clay, Camperdown
- Russell and Catherine Ford, Bungador
- Doolan Family, Brucknell
- Colin and Janice McKenna, Woolsthorpe

Winner: 2020 Natural Resource and Sustainability Management of the Year – Doolan Family, Brucknell

Young Dairy Leader

Sponsored by: Gardiner Dairy Foundation

Finalists:

- Jason Smith, Cooriemungle
- Lucy Powell, Cobden
- Matt Grant, Cowleys Creek

Winner: 2020 Young Dairy Leader of the Year – Matt Grant, Cowleys Creek

Service Provider

Sponsored by: Moyne Shire

Finalists:

- Lionel Clayton, ACM
- Marni Teal, Bulla
- Nadine Markham, Reid Stockfeeds
- Bruce Officer, Zoetis

Winner: 2020 Service Provider of the Year – Nadine Markham, Reid Stockfeeds

In addition, 52 photographs were entered into the Farm Photo Award.

2020 Farm Photo of the Year

Winner: Paul Thompson, Timboon



DAIRY DISCUSSION GROUPS IN SOUTH-WEST VICTORIA

This popular form of extension was greatly disrupted by the COVID-19 pandemic because its popularity stems in part from the opportunity for farmers to come together, connect and learn from each other on farm.

The key to the success of many Discussion Groups is that they are farmer driven, and then supported by regional extension officers and industry service providers. Because farmers ultimately steer the direction of the group, content is always relevant to the members.

A series of lockdowns and COVID-19 restrictions means some groups have taken an extended break, while others have gathered on Zoom to keep in touch, with on-farm visits when possible.

Port Campbell Discussion Group

The year began with an online meeting which discussed summer cropping and cow fertility.

Zoom was used for the September panel conversation between the Port Campbell discussion group and the Vallance family farm team (Andrea and Bruce Vallance and Isaac Flynn) around the topic of equity partnerships. Dr Stephanie Bullen joined the group to discuss management of antibiotic treatments on farm – especially around mastitis management, to ensure our farm practices support good stewardship of the treatments we administer to animals and minimise risk of developing resistance to antibiotic treatments.

The group then decided to take a break as the online format was not particularly popular and harvest season was approaching.

The group has met six times in person when restrictions have allowed. This includes the annual dinner (just before lockdown 3.0), where the group enjoyed hearing about life after dairy farming...when a dairy farm becomes a vineyard, and the event planning evening, both held in Timboon in February. On-farm days covered topics such as mixed species cropping, cow activity collars, feedpads and calving barns. Unfortunately, a trip to the Hallyburton's farm had to be cancelled due to a snap lockdown.

A highlight of the year was the bus trip to Ballarat, where members met up with the Ballarat Discussion Group to look around two farms and share lunch at the local pub. This trip had been two years in the making due to COVID-19, so it was great to finally get there and was enjoyed by members of both groups.

Tower Hill Feedbase Discussion Group

The group did not see the value in holding online sessions during the various lockdowns, therefore activities were halted through this period.

A joint planning meeting and Christmas get together was held at the Kirkstall Hotel in December. The only on-farm meeting for this financial year took place in June. The group met on Daniel Parkinson's farm to look at the damage caused to recently sown pastures by cockchafers.

Due to a combination of members ceasing dairy farming and others being involved with the Macarthur Focus Farm project, attendance numbers and member engagement have dropped this year.

Ecklin Discussion Group

The Ecklin Discussion Group chose not to hold online meetings during the restrictions and has had a quiet year in general.

A Christmas social night was held in Terang in December, with Dairy Australia's senior analyst, John Droppert, presenting the latest Situation and Outlook to members.

Several members took the opportunity to join other Discussion Groups for their meetings.

The leadership of the Discussion Group support their members between meetings by sharing relevant information via an Ecklin District Discussion Group Facebook page.

Ballarat Discussion Group

With lockdowns and then harvest, the Ballarat group did not meet until a joint Christmas and planning get together in December.

The highlight of the year was the joint meeting with the Port Campbell group. This event had been postponed several times and it was great to have the day go ahead at last. The two groups visited the Greenwood's farm before heading to Black Hill for a pub lunch. In the afternoon members visited the Trigg family farm to look at its cow barn and robotic dairy system.

Cooriemungle Discussion Group

The Cooriemungle group did not meet until halfway through the year due to restrictions and the harvest commitments of members. Meetings are generally hosted by group members on-farm, however the group has also worked in with other extension events, industry gatherings and Discussion Groups as appropriate.

Members had their annual Christmas meeting at the Ball and Chain Hotel, Simpson. It was a great night enjoyed by all.

Other highlights included a visit to the Webber and Chivell farm to look at the recently installed feedpad and hear how the business focuses on pasture production to drive profitability; and the Heytesbury Stockfeeds evening which was held in June.

Colac Discussion Group

The group is made up of 10 farming businesses which meet on each farm once a year. At each meeting the host farmer drives the discussion of the day and draws on the combined wisdom of the group members to evaluate different farming decisions. The group is facilitated by Hugh Crockford, who fosters a high degree of trust within the group to help encourage meaningful and valuable discussion that leads to better outcomes for group members.

The group continued to meet during the pandemic, utilising the Zoom platform to remain connected. However, it was a relief to all when normal meetings could be resumed. Some of the topics discussed included feedpads, cropping options, expansion options and reviewing the group's DairyBase figures.

Lakes and Craters Discussion Group

The Lakes and Craters discussion group has been active this year despite plans being changed at very short notice. The group is made up of farmers and service providers in and around the Camperdown/Cobden area, with the topics relevant to the districts.

The group had a planning meeting in December and visited projected developments of water for irrigation and the related infrastructure; and looked at alternate dairy supplements. The group membership is open to all farmers and their families.

Glenelg Hopkins Discussion Group

A small group that meets intermittently to support social connections between farmers and new arrivals to the Glenelg region. 20 farmers in the region got together to meet and greet over dinner at the Heywood Hotel in late summer (March 2021). More events both on and off farm are planned to support connection and sharing of ideas between farmers as COVID-19 lockdowns ease. The events are open to all farmers in the region, and we welcome suggestions for activities farmers would like to have hosted.

Heathmere Discussion Group

A group that evolved from the Focus Farm project facilitated by Cameron Penny from Ridley's has been in hiatus due to restrictions of COVID-19. It is planned that group events will be resumed when they are less likely to be impacted by restrictions.

Australian Legendairy Women's Network (ALWN)

WestVic Dairy has worked with Women in Dairy groups to host some online workshops and presentations on resilience and preparedness for emergencies on farm.

Towards the end of 2020, about 50 women across Victoria participated in an online 2-day workshop with Dr Stephanie Schmidt to develop skills in rural resilience. Dr Schmidt farms with her husband and three young sons at World's End, South Australia. Stephanie demonstrated a framework to assist farmers to manage their mindsets through tough times on farm.

In December, Dr Liz Pyor, a veterinarian and volunteer firefighter on the Fleurieu Peninsula took time to present a webinar discussion around considerations for preparing farms to face emergencies such as fire. Liz had firsthand experience of these conditions in the Kangaroo Island fires and was able to pass on valuable lessons learnt from farmers involved in defending property in the Summer of 2020.



COMMUNICATING THROUGH COVID-19

Like most businesses, COVID-19 has continually impacted our usual business model over the last 12 months.

Not only were we unable to run many of our regular extension activities and major events, but the pandemic also created a significant amount of uncertainty amongst our key stakeholders, who in turn needed up to date information to minimise risk to their businesses.

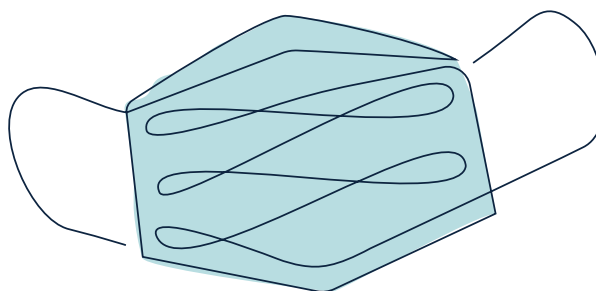
WestVic Dairy continued to signpost all farmers, service providers and others to the Dairy Australia webpage: **Dairy Industry COVID-19 (Novel Coronavirus) Directory**. This directory was continually updated and used throughout the dairy industry as a central point of reference.

Social media, emails, texts as well as radio and print communications were all utilised to keep our stakeholders informed and updated. With larger gatherings not an option for much of the year, small group gatherings were utilised when allowed and whilst following all relevant protocols. Video teleconferencing and webinars remain a viable option and one many people are slowly adopting on a range of devices – where reception allows.

A lot of development work has been done across the organisation to provide online versions of key programs and more are under development. Extension workshops in this format have removed seemingly insurmountable geographical barriers, and interestingly, allowed farmers from our western Victorian region to 'sit' alongside other farmers from any region in Australia – a bit like a national conference. We have continued to see good collaboration across the RDPs, DA and other industry players that have provided many webinars on a range of subjects to farmers and service providers in our region. There is the obvious benefit of saving time, with no need to travel to events or meetings meaning less time taken away from the business. With webinars there is the flexibility of recordings being available if people cannot join 'live'.

Whilst embracing communications technology and utilising it as much as possible through this time, we know that the majority of farmers still prefer traditional communications and face to face, on-farm learning opportunities, along with the social interactions they include. This was highlighted in our recent survey which was undertaken this year to inform our operating plan. For that reason, we continue to mail out our WestVic Dairy newsletter, which will ensure we are reaching all farmers with this important extension platform.

With the continuing uncertainty of snap lockdowns and on again – off again schedules, we hope that you bear with us as we are forced to alter and 'pivot' our extension activities. As an industry that solidly believes in the value of vaccines, we trust that our sector will do its bit to 'flatten the curve' and allow business to return to a more normal position. We will continue to deliver in a combination of both online and face to face modes to ensure that all our stakeholders have access to the information they need to run a successful dairying business.





FINANCIAL STATEMENTS

FOR YEAR ENDED 30 JUNE 2021 WESTVIC DAIRY (NON-REPORTING) INC.

Your directors present this report on the company for the financial year ended 30 June 2021.

Directors

The names of the directors in office at any time during or since the end of the year are:

- **Simone Renyard** Chair
- **Jacqui Soares** Vice Chair
- **Rhonda Henry** Treasurer
- **Brendan Rea** Dairy Farmer
- **Matthew Glennen** Dairy Farmer (retired 6 October 2020)
- **Mike Huth** Service Provider
- **Jo Fife** Dairy Farmer
- **Daniel Parkinson** Dairy Farmer
- **Brad Collins** (Associate) Dairy Farmer
- **Will McDonald** Dairy Farmer (Associate) (joined 6 October 2020)

Directors have been in office since the start of the financial year to the date of this report.

Board meeting attendance

Board Member	WestVic Dairy Board Meetings (total 8)
Simone Renyard	8
Jacqui Soares	8
Rhonda Henry	8
Brendan Rea	8
Matthew Glennen	3
Mike Huth	7
Jo Fife	8
Daniel Parkinson	8
Brad Collins	8
Will McDonald	5

DIRECTORS' REPORT

To the members

Your Directors submit their Report, together with the Audited Financial Statements of the Association for the year ended 30 June 2021.

Directors

The names of the Directors in office at any time during or since the end of the financial year and up to the date of this report are:

Simone Renyard (Chair); Jacqueline Soares (Vice Chair); Rhonda Henry (Treasurer); Brendan Rea; Jo-Anne Fife; Daniel Parkinson; Michael Huth; Bradley Collins, Will McDonald (Associate), Mathew Glennan (retired).

Principal activities

The principal activities of the Association during the year was as the Regional Development Program (RDP) for the Western Victorian dairy region, and the delivery of dairy extension activities and programs. There were no significant changes in the nature of these activities during the year.

Review and result for the year

The net surplus for the year, was \$162,227 (2020 – \$425,062).

Dividends

No dividends have been paid since the date of the last report and no dividends are recommended to be paid out of profits for the year ended 30 June 2021.

Future developments and results

The Directors wish to note that the 2020/2021 year has been another unusual year which has had some financial impact on these Financial Statements.

The restrictions brought about by the COVID-19 pandemic have continued to significantly affect the usual operations of the organisation with the inability to conduct extension meetings and activities as anticipated in the annual operating plan. Delivery by a combination of face-to-face and online methods remained necessary. Intermittent lockdowns were a feature of the year for the regional business community and have resulted in disrupted activities and some underspend of anticipated expenses. The future is likely to include a significant element of online delivery and we continue to explore alternative ways to deliver on our strategy.

The Board is confident that the reported surplus, along with its prudent approach of setting aside contingencies in the Reserves, will allow for responsible financial management in what will be another uncertain year in 2021/22.

The Association intends to retain its present business structure and operations and there will be no likely developments in the operations of the Association in future financial years that would affect future financial results.

Matters subsequent to the end of the financial year

At the date of this report, and subject to the comment below, the Directors are not aware of any matters or circumstances that have arisen since the end of the financial year which have significantly, affected or may affect, the operations of the Association, the results of those operations or the state of affairs of the Association in subsequent financial years. The Directors do not anticipate a significant reduction in revenue due the impact of Covid-19 in the 2021 financial year.

Environmental regulation

The operations of the Association are not subject to environmental regulations.

Directors' and executives' benefits and contracts

During or since the end of the previous financial year, no Director or Executive of the Association has received or became entitled to receive a benefit (other than a benefit included in the aggregate amount of emoluments received or due and receivable by the Directors shown in the accounts, or the remuneration of an employee of the Association), by reason of a contract made by the Association with the Director or Executive or with a firm of which he is a member or with a Company in which he has a substantial financial interest.

Indemnification and insurance of office and auditor

During the year, the Association paid insurance premiums totalling \$2,239 to insure the Directors named in this report.

This report is made in accordance with a Resolution of the Board and is signed for and on behalf of the Directors.



Simone Renyard WestVic Chairperson

17 September 2021

INCOME AND EXPENDITURE STATEMENT

FOR YEAR ENDED 30 JUNE 2021

	Note	2021	2020
		\$	\$
Income			
Interest received		2,968	10,120
Other income		8,274	61,818
Project income		416,901	728,574
Program funding		940,000	932,328
Total income		1,368,143	1,732,840
Expenditure			
Audit and Accounting Fees		4,785	4,400
Advertising, Promotion and Marketing		16,546	28,227
Bank Charges		1,354	1,854
Board Fees & Development	13	31,921	39,486
Catering Costs		9,153	39,924
Contractors		144,462	120,983
Consumables		2,315	2,596
Depreciation		5,263	7,154
Donations		5,705	4,540
Electricity and Gas		3,093	4,462
Extension Costs		26,785	-
Insurance		9,008	9,566
Interest Expense		1,287	1,458
Employment Costs	2	835,361	902,685
Lab Tests (Soil, plant, animal)		1,539	6,668
Legal Costs			-
Motor Vehicle Expenses		19,445	42,032
Newspapers and Magazines		279	775
Postage		6,265	2,693
Printing and Stationery		13,032	20,888
Project Supplies			-
Property - Depreciation of right of use asset	10	31,200	31,200
Property - Rent		-	(2,667)
Repairs & Maintenance		3,332	4,835
Sponsorship		1,909	1,225
Staff Development		10,945	10,778
Student Bursary/Scholarships		-	1,200
Subscriptions		2,794	2,752
Sundry		767	2
Telephone and Technology		3,797	4,598
Tools and Equipment (under \$700)		1,870	4,022
Travelling and Accommodation		11,704	9,442
Total expenditure		1,205,916	\$1,307,778
Net operating current year surplus/(deficit)		162,227	425,062

STATEMENT OF FINANCIAL POSITION

FOR YEAR ENDED 30 JUNE 2021

	Note	2021	2020
		\$	\$
Current assets			
Cash and cash equivalents	3	1,101,767	1,078,658
Trade and other receivables	4	28,420	41,487
Total current assets		1,130,187	1,120,145
Non-current assets			
Property, plant and equipment	5	36,032	41,295
Right of use asset	10	91,001	122,202
Total non-current assets		127,033	163,497
Total Assets		1,257,220	1,283,642
Current liabilities			
Trade and other payables	6	27,773	120,078
Carried forward funding	7	30,711	37,307
Employee provisions	8	-	38,575
Lease liabilities		31,223	30,912
Total current liabilities		89,707	226,872
Non-current liabilities			
Trade and other payables	6, 11(a)	25,000	25,966
Employee provisions	8	-	19,295
Lease liabilities		60,725	91,948
Total non-current liabilities		85,725	137,209
Total liabilities		175,432	364,081
Net assets		1,081,788	919,561
Equity			
Retained surplus		833,036	670,809
Extension committee	11(a)	8,752	8,752
Reserves	11(b)	240,000	240,000
Total equity		1,081,788	919,561

STATEMENT OF CHANGES IN EQUITY FOR THE YEAR ENDED 30 JUNE 2021

	Note	Retained earnings	Extension Committee (Note 11b)	Minimum reserve (Note 11a)	Total
Balance at 1 July 2019		245,747	8,752	240,000	494,499
Surplus/(Deficit) for the year attributable to members of the entity		425,062	-	-	425,062
Transfer to/(from) reserves		-	-	-	-
Balance at 30 June 2020		670,809	8,752	240,000	919,561
Surplus/(Deficit) for the year attributable to members of the entity		162,227	-	-	162,227
Transfer to/(from) reserves		-	-	-	-
Balance at 30 June 2021		833,036	8,752	240,000	1,081,788

STATEMENT OF CASH FLOWS FOR THE YEAR ENDED 30 JUNE 2021

	Note	2021	2020
		\$	\$
Cash flows from operating activities			
Receipts from customers		1,371,646	1,605,600
Interest received		2,968	10,120
Payments to suppliers		(1,320,594)	(1,260,799)
Net cash (used in)/generated from operating activities	9b	54,020	354,921
Cash flows from investing activities			
Payment for plant and equipment		-	(895)
Cash flows from financing activities			
Movement in lease liabilities		(30,911)	(30,542)
Net increase/(decrease) in cash held		23,109	323,484
Cash at the beginning of the financial year		1,078,658	755,174
Cash at the end of the financial year	3	1,101,767	1,078,658

NOTES TO THE FINANCIAL STATEMENTS

The financial report covers WestVic Dairy (Non-reporting) Inc. as an individual entity. WestVic Dairy (Non-reporting) Inc. is an association incorporated in Victoria under the Associations Incorporation Reform Act (VIC) 2012.

Note 1 Statement of significant accounting policies

Financial reporting framework

The financial statements are special purpose statements prepared for distribution to the members of WestVic Dairy Inc. in order to satisfy the reporting requirements of the Associations Incorporation Reform Act (VIC) 2012. The board has determined that the association is not a reporting entity.

Statement of compliance

The financial report has been prepared in accordance with the Associations Incorporation Reform Act (Vic) 2012, the basis of accounting specified by all Australian Accounting Standards and Interpretations, and the disclosure requirements of the following Accounting Standards:

- AASB 16: Leases
- AASB 101: Presentation of Financial Statements
- AASB 107: Cash Flow Statements
- AASB 108: Accounting Policies, Changes in Accounting Estimates and Errors
- AASB 1031: Materiality
- AASB 1054: Australian Additional Disclosures

Basis of preparation

The financial statements have been prepared on an accrual basis and are based on historical costs, modified, where applicable, by the measurement at fair value of selected non-current assets, financial assets and financial liabilities.

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

(a) Income tax

The Association is income tax exempt.

(b) Property, plant and equipment

Each class of property, plant and equipment are carried at cost or fair value, less, where applicable, any accumulated depreciation and impairment losses. The carrying amount of plant and equipment is reviewed annually by the Board to ensure it is not in excess of the recoverable amount of these assets. The depreciable amount of all fixed assets is depreciated on a diminishing value basis over their useful life commencing from the time the asset is held ready for use.

Class of fixed assets	Depreciation rate
Plant and equipment	10%-100%
Leasehold improvements	10%

(c) Impairment of assets

At the end of each reporting period, the Board reviews the carrying amounts of its tangible and intangible assets to determine whether there is any indication that those assets have been impaired. If such an indication exists, an impairment test is carried out on the asset by comparing the recoverable amount of the asset, being the higher of the asset's fair value less costs of disposal and value in use, to the asset's carrying amount. Any excess of the asset's carrying amount over its recoverable amount is recognised in the statement of profit or loss and other comprehensive income.

(d) Employee provisions

All employees working on the activities of WestVic Dairy (Non-reporting) Inc are employees of Dairy Australia. Dairy Australia on charge WestVic Dairy (Non-reporting) Inc for the cost of employing these employees. Provision is made for the Association's liability for employee benefits arising from services rendered by employees to the end of the reporting period and is included in the liability to Dairy Australia (Payables) for annual leave. The obligation for the payment of long service leave lies with Dairy Australia as advised in the 2021 Financial Year. Long service leave provision was initially brought to account as a liability of Westvic Dairy for the first time in the 2018 financial year, however the provision was reversed in the 2021 year upon the advice of Dairy Australia.

(e) Provisions

Provisions are recognised when the Association has a legal or constructive obligation, as a result of past events, for which it is probable that an outflow of economic benefits will result and that outflow can be reliably measured. Provisions are measured at the best estimate of the amounts required to settle the obligation at the end of the reporting period.

(f) Cash on hand

Cash on hand includes cash on hand, deposits held at call with banks and other short-term highly liquid investments with original maturities of three months or less.

(g) Accounts receivable and other debtors

Accounts receivable and other debtors include amounts due from members as well as amounts receivable from donors/funding providers. Receivables expected to be collected within 12 months of the end of the reporting period are classified as current assets. All other receivables are classified as non-current assets.

(h) Revenue and other Income

Revenue is measured at the fair value of the consideration received or receivable after taking into account any trade discounts and volume rebates allowed. For this purpose, deferred consideration is not discounted to present values when recognising revenue.

Revenue from the sale of goods is recognised at the point of delivery as this corresponds to the transfer of significant risks and rewards of ownership of the goods and cessation of all involvement in those goods.

Interest revenue is recognised using the effective interest method.

Revenue in relation to the rendering of services is recognised depending on whether the outcome of the services can be estimated reliably. If the outcome can be estimated reliably then the state of completion of the services is used to determine the appropriate level of revenue to be recognised in the period. If the outcome can not be reliably estimated then revenue is recognised to the extent of expenses recognised that are recoverable. Revenue from training services is generally recognised once the training has been delivered. Revenue for training not delivered at balance date is carried as an unearned income liability on the statement of financial position.

All revenue is stated net of the amount of goods and services tax.

(i) Leases

At inception of a contract, the association assesses if the contract contains or is a lease. If there is a lease present, a right-of-use asset and a corresponding lease liability is recognised by the association where the association is a lessee. However, all contracts that are classified as short-term leases (lease with remaining lease term of 12 months or less) and leases of low value assets are recognised as an operating expense on a straight line basis over the term of the lease.

Initially the lease liability is measured at the present value of the lease payments still to be paid at commencement date. The lease payments are discounted at the interest rate implicit in the lease. If this rate cannot be readily determined, the association uses the incremental borrowing rate.

The right-of-use assets comprise the initial measurement of the corresponding lease liability as mentioned above, any lease payments made at or before the commencement date as well as any initial direct costs. The subsequent measurement of the right-of-use assets is at cost less accumulated depreciation and impairment losses.

Right-of-use assets are depreciated over the lease term or useful life of the underlying asset whichever is the shortest. Where a lease transfers ownership of the underlying asset or the cost of the right-of-use asset reflects that the

association anticipates to exercise a purchase option, the specific asset is depreciated over the useful life of the underlying asset.

(j) Goods and services tax (GST)

Revenues, expenses and assets are recognised net of the amount of GST, except where the amount of GST incurred is not recoverable from the Australian Tax Office (ATO). In these circumstances the GST is recognised as part of the cost of acquisition of the asset or as part of an item of the expense. Receivables and payables are stated inclusive of the amount of GST receivable or payable. The net amount of GST recoverable from, or payable to, the ATO is included with other receivables or payables in the statement of financial position.

(k) Accounts payable and other payables

Accounts payable and other payables represent the liability outstanding at the end of the reporting period for goods and services received by the association during the reporting period that remain unpaid. The balance is recognised as a current liability with the amounts normally paid within 30 days of recognition of the liability.

(l) Comparative figures

When required by Accounting Standards, comparative figures have been adjusted to conform to changes in presentation for the current financial year..

(m) Economic dependence

WestVic Dairy (Non-reporting) Inc is dependent on Dairy Australia for the majority of its revenue used to operate the business. At the date of this report the Board has no reason to believe Dairy Australia will not continue to support WestVic Dairy Inc.

(n) Key estimates

- (i) Impairment: The Board assesses impairment at the end of each reporting period by evaluating conditions and events specific to the Association that may be indicative of impairment triggers.
- (ii) As indicated in note 1 b, the Association reviews the useful life of plant and equipment on an annual basis.

Note 2 Expenses

	2021	2020
As at 30 June 2021	\$	\$

The disclosure of the following expense items is relevant in explaining the financial performance of the Association:

Employment

Wages	13	747,124	744,746
Superannuation		74,867	73,104
Travel allowance		3,522	8,787
Increase/(decrease) in employee provisions		9,848	76,048
		835,361	902,685

All employees working on the activities of WestVic Dairy (Non-reporting) Inc are employees of Dairy Australia. Dairy Australia on charge WestVic Dairy (Non-reporting) Inc for the cost of employing these employees. Employment related expenditure as recorded in these Financial Statements represent payments to Dairy Australia. Workcover and Payroll tax expense relating to expenditure is paid for by Dairy Australia and not on charged to WestVic Dairy. Dairy Australia is responsible for employees Long Service Leave.

Note 3 Cash and cash equivalents

		2021	2020
As at 30 June 2021		\$	\$
Extension Committee account	A	35,707	35,431
ANZ transaction account		475,493	442,249
ANZ cash management account		340,397	353,162
NAB term deposit	B	250,170	247,816
		1,101,767	1,078,658

A - Funds are held separately in this bank account on behalf of the Extension Committee. Also refer to note 11A relating to Reserves and Statement of Changes in Equity.

B - \$240,000 (plus capitalised interest) is held with NAB as a Term Deposit as required by the Reserves Policy - refer note 11B.

Note 4 Trade and other receivables

	2021	2020
As at 30 June 2021	\$	\$
Trade debtors	28,420	41,487
	28,420	41,487

Note 5 Leasehold improvements, plant and equipment

	2021	2020
As at 30 June 2021	\$	\$
Plant and equipment		
Plant and equipment at cost	39,729	39,729
Less accumulated depreciation	(39,155)	(38,404)
Net plant and equipment	574	1,325
Leasehold improvements		
Leasehold improvements at cost	45,000	45,000
Less accumulated depreciation	(9,542)	(5,030)
Net leasehold improvements	35,458	39,970
Total leasehold improvements, plant and equipment	36,032	41,295

Note 6 Trade and other payables

	2021	2020
As at 30 June 2021	\$	\$
Current liability		
Trade creditors	18,660	109,661
Other creditors – ATO	5,369	9,907
Credit cards	3,744	510
	27,773	120,078
Non-current liability		
Share of Extension Committee funds – AgVic and REC	12A 25,000	25,966

Note 7 Carried forward funding

	2021	2020
As at 30 June 2021	\$	\$
Project carried forward funding	30,711	37,307
	30,711	37,307

Note 8 Employee provisions

	2021	2020
As at 30 June 2021	\$	\$
Current long service leave	-	38,575
Non-current long service leave	-	19,295
Long service leave total	-	57,870

Dairy Australia advised in 2021 they will be responsible for Westvic Dairy's employees long service leave so therefore an adjustment has been made in the financial statements to reverse the provision.

Note 9 Cash flow information

	2021	2020
As at 30 June 2021	\$	\$
(a) Reconciliation of cash. Cash at the end of the financial year as shown in the Statement of Cash Flows is reconciled to the related items in the Statement of Financial Position.		
(b) Reconciliation of the net cash increase from operating activities to the net profit/(loss) as shown in the Income Statement.		
Cash assets	1,101,767	1,078,658
Net surplus/(deficit) for year	162,227	425,062
Add Depreciation	36,463	38,354
Change in assets and liabilities		
(Increase)/decrease in receivables	13,067	199,030
Increase/(decrease) in unearned income	(6,596)	(316,150)
Increase/(decrease) in payables	(93,271)	(8,012)
Increase/(decrease) in provisions	(57,870)	16,637
Net cash increase from operating activities	54,020	354,921

Note 10 Right of use asset

	2021	2020
As at 30 June 2021	\$	\$
Operating Lease Commitments		
Leased building	153,402	153,402
Accumulated depreciation	(62,401)	(31,200)
Total right of use asset	91,001	122,202
AASB 16: Related amounts in the statement of expenditure		
Depreciation charge related to right-of-use assets	31,200	31,200
Interest expense on lease liability	1,087	1,395

Note 11 Reserves

a) Extension Committee reserves

Funds are held in a separate Extension Committee bank account. Previously WestVic Dairy was part of the Target10 group together with AgVic and Regional Extension Committee (REC). This project was completed with funds retained and controlled by the REC.

An estimate of \$25,000 share was owing to AgVic and REC and was taken up as a non-current liability in 2018. This remained for the 2021 financial year.

b) General reserve

A general reserve is maintained by the Association according to its Reserves Policy, which requires that reserves are maintained at a level to ensure that the Regional Development Program's (RDP) core activity could continue during a period of unforeseen difficulty and to meet obligations in the event of the RDP being wound up. The Reserve should be held in a readily realisable form. Refer note 3B.

Note 12 Events occurring after the balance sheet date

At the date of this report, and subject to the comment below regarding Covid-19, the Directors are not aware of any other matters or circumstances that have arisen since the end of the financial year which have significantly affected or may affect, the operations of the Association, the results of those operations, or the state of affairs of the Association in subsequent financial years.

Covid-19 and the resultant lockdowns and restrictions continues to impact the Association in its ability to deliver direct services and undertake activities.

Note 13 Related party transactions

During the year the Association paid the following amounts to the Board:

	2021	2020
As at 30 June 2021	\$	\$
Sitting fees	31,921	39,486
Travel allowance	4,936	6,342
Wages and superannuation	10,950	10,950

Note 14 Entity details

The registered office of the association is:

WestVic Dairy Inc
5 Cressy Street
CAMPERDOWN VIC 3260

The principal place of business is:

WestVic Dairy Inc
5 Cressy Street
CAMPERDOWN VIC 3260

CHAIRPERSON AND TREASURER'S DECLARATION

Annual statements give true and fair view of financial position and performance of incorporated association.

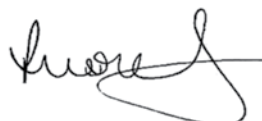
We, being members of the Board of WestVic Dairy (Non-reporting) Inc, certify that:

- the financial statements, as set out on pages 1 to 11, present a true and fair view of the financial position of WestVic Dairy (Non-reporting) Inc as at 30 June 2021 and its performance for the year ended on that date in accordance with the accounting policies described in Note 1 to the financial statements, the requirements of the *Associations Incorporation Reform Act (VIC) 2012*.
- at the date of this statement, there are reasonable grounds to believe that WestVic Dairy Inc. will be able to pay its debts as and when they fall due.

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



Simone Renyard WestVic Chairperson



Rhonda Henry WestVic Treasurer

17 September 2021

INDEPENDENT AUDITOR'S REPORT

Opinion

We have Audited the financial report of WestVic Dairy (Non-reporting) Inc, which comprises the statement of financial position as at 30 June, 2021, the statement of income and expenditure, statement of changes in equity and statement of cash flows for the year then ended, and notes to the financial statements, including a summary of significant accounting policies, and the Board's declaration.

In our opinion the accompanying financial report gives a true and fair view, in all material respects, of the financial position of WestVic Dairy (Non-reporting) Inc as at 30 June, 2021, of its financial performance and its cash flows 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 Reform Act 2012*.

Basis for opinion

We conducted our Audit in accordance with Australian Auditing Standards. Our responsibilities under those standards are further described in the Auditor's Responsibilities for the Audit of the Financial Report section of our report. We are independent of the entity 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. We have also 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

We draw attention to Note 1 to the financial report, which describes the basis of accounting. The financial report has been prepared for the purpose of fulfilling the registered entity's financial reporting responsibilities under the *Associations Incorporation Reform Act 2012*. As a result, the financial report may not be suitable for another purpose. Our opinion is not modified in respect of this matter.

Responsibility of the Board [and those charged with governance] for the financial report

The Board of the registered entity is responsible for the preparation of the financial report that gives a true and fair view and have determined that the basis of preparation described in Note 1 to the financial report is appropriate to meet the requirements of the *Associations Incorporation Reform Act 2012* [and the needs of the members]. The Board's responsibility also includes such internal control as the responsible entities determine is necessary to enable the preparation of a financial report that gives a true and fair view and is free from material misstatement, whether due to fraud or error.

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

Auditor's responsibilities 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 the 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 the 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 the 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 registered entity’s internal control
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by the Board.
- Conclude on the appropriateness of responsible entities’ 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 registered entity’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 registered entity 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.


FELICITY MELICAN
PRINCIPAL

Dated this 17 September, 2021

257 Timor Street
 Warrnambool VIC 3280



WESTVIC DAIRY TEAM



Lindsay Ferguson Regional Manager



Laurie Hickey Regional Extension Officer



Amanda Heard Project Support Officer



Michelle Muir Regional Extension Officer



Libby Swayn Project Coordinator and Regional Extension Officer



Debbie Twiss Regional Extension Officer



Liza Fahey Project Officer



Michelle Leech Marketing and Communications Officer



Matthew Wood Regional Extension Officer



Jim Burrell Career Development Coordinator



Peter Gaffy Regional Extension Officer



Rob Muirhead Young Dairy Network Coordinator



Heather Smillie Young Dairy Network Coordinator

ACKNOWLEDGEMENTS

WestVic Dairy sincerely appreciates the support and financial assistance of many people and organisations. During 2020/21 we again worked closely with the Gardiner Dairy Foundation on several events and training opportunities. We particularly value its willingness to invest in the training and development of young dairy people in our region and we look forward to working together in the year ahead.

We would like to extend our thanks to:

- All dairy farmers in western Victoria
- Dairy Australia
- United Dairyfarmers Victoria (UDV)
- Australian Dairy Farmers
- Agriculture Victoria
- The seven other Regional Development Programs across Australia: GippsDairy, Murray Dairy, DairySA, Western Dairy, DairyTAS, DairyNSW and Sub Tropical Dairy
- The milk factories that source western Victorian milk
- The regional Catchment Management Authorities: Corangamite CMA and Glenelg Hopkins CMA
- The local shires: Corangamite Shire, Warrnambool City Council, Moyne Shire, Colac Otway Shire, Glenelg Shire, Surf Coast Shire, Southern Grampians Shire and those around Ballarat
- Local dairy farm consultants and service providers
- South West LLEN
- RIST and SWTAFE
- Wimmera and South-West Rural Financial Counselling Service
- Great South Coast Food and Fibre Council
- Our project facilitators
- Our sponsors of: Great South West Dairy Awards and Ladies' Luncheon.

CONTACTS

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