

ANNUAL REPORT 19/20

Australian Dairy Farmers Limited

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ANNUAL REPORT 19/20

Australian Dairy Farmers



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President's Report



There is no doubt that the dairy industry has navigated a challenging environment during the last year, from a horrific drought to a once in a lifetime pandemic.

ADF, together with Dairy Australia and the Australian Dairy Products Federation (ADPF), led the dairy industry's response to COVID-19, working with government and other industries to ensure agriculture remained open during the restrictions.

This was a strong display of collaboration between different parts of the dairy supply chain that benefitted the whole industry.

Throughout these events, ADF continued its involvement as a partner in the Australian Dairy Plan, which I am confident will deliver the transformational change our industry needs.

The Dairy Plan is a joint initiative of ADF, Dairy Australia, the ADPF, and the Gardiner Dairy Foundation, founded on the pillars of increasing profitability, confidence and unity across the industry.

This mammoth project has resulted in ambitious initiatives to be undertaken by the dairy industry over the next five years, as we aim to boost Australia's annual milk production by almost one billion litres, adding \$500 million of farm gate value and creating thousands of jobs by 2025.

The Dairy Plan is the core component of the Australian dairy industry's contribution to reaching the Australian Government's \$100 billion target in agricultural output by 2030.

It is our intention to align the strategic objectives of ADF with the Dairy Plan and report our progress to members at regular intervals.

A key outcome of the Dairy Plan, developed through extensive consultation, was a desire by stakeholders to reform industry structures as a way of streamlining processes, reducing duplication between organisations and ensuring that advocacy arrangements are well-funded.

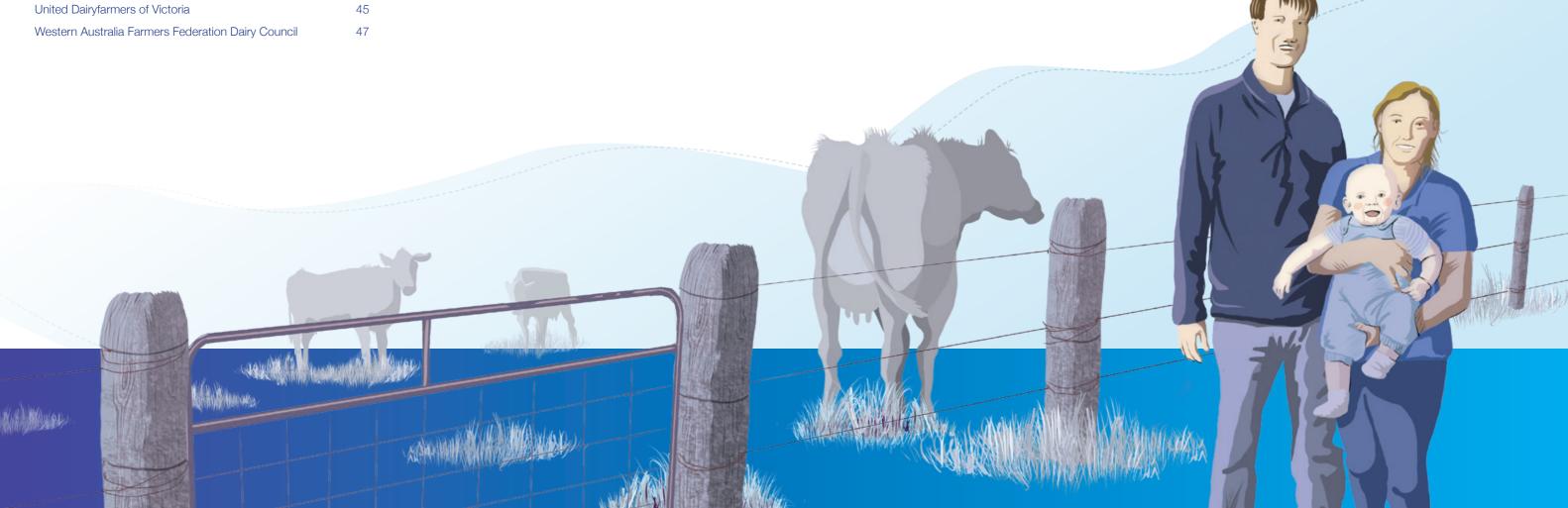
ADF has a major role to play in this reform process, as we move to implement a new industry structure that will benefit all parts of the dairy supply chain

Our imperative is to ensure that this new structure not only maintains the farmers' voice, but strengthens the industry's capacity to advocate on a broad slate of important issues. While we are all eager to get to the finish line, this journey is just beginning. It is a process that will continue throughout the next year, culminating in an industry-wide vote.

I look forward to next year reporting our progress as we seek our members' contributions in implementing this new structure.

Terry Richardson

President, Australian Dairy Farmers



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CEO's Report



All members can be proud that ADF continues to deliver outcomes for dairy farmers that far exceed the size of our organisation.

In the past year alone, ADF has collaborated with key industry partners on an ambitious strategy to re-shape the dairy industry, developed several projects for the Australian Government, represented the Australian dairy industry on a number of fronts, and maintained strong relationships across government and industry.

Our relationship with government couldn't be stronger, and this is reflected in the outcomes ADF has achieved over the 2019-20 financial year.

In accordance with a \$1.01 million commitment made by the Australian Government to ADF ahead of the 2019 federal election, ADF this year developed a standard form contract that meets the requirements of the new Dairy Industry Code of Conduct, facilitated the commencement of a milk trading platform, and instigated the development of a blockchain and traceability framework.

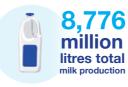
ADF played a lead role in the Dairy Industry Code of Conduct, starting with the voluntary code and advising the Government on the new mandatory code, which was enacted on 1 January 2020. A formal review of the Code is scheduled to occur next year, but we are confident that it has had an impact in addressing some of the findings of the Australian Competition and Consumer Commission's (ACCC)

Working with the National Farmers' Federation (NFF) and our state dairy farmer organisations, we lobbied successfully for changes to legislation to crack down on illegal farm trespassers. We've always said that farmers deserve to run their businesses free from the fear of being harassed by animal activists, and Canberra listened.

Of course, none of these outcomes would have been possible without the efforts of an experienced and committed team. I thank the ADF staff for their dedication and hard work throughout the year, all to ensure dairy farmers are heard in Canberra and that we deliver members strong and decisive policy and advocacy support.

David Inall

CEO, Australian Dairy Farmers









billion farmgate

Successfully advocated for changes to Commonwealth and state legislation to crack down on illegal farm trespassing.

Designed a standard form contract template for farmers and processors that meets the requirements of the Dairy Industry Code of Conduct.

Led a review into market intervention, which was considered by the Australian Government when establishing the inquiry into perishable agricultural goods.

With Dairy Australia, delivered a submission that resulted in a provision of \$715,000 for the Dairy Farm Induction Program.

Helped the Australian Government conceive and design the Energy Efficient Communities **Program - Dairy Farming Business Grants, which** awarded grants of up to \$20,000 for dairy farming businesses to install more energy efficient appliances on farm.

Working for You Structure Funding

Australian Dairy Farmers (ADF) is the national policy and advocacy body providing collective representation for dairy farmers in Australia. ADF's main objective is to develop policy and advocate on behalf of farmers to improve the profitability and sustainability of dairy farming in Australia.

Representing Australia's six dairying states, ADF provides advocacy support to state dairy farmer organisations (SDFOs) - New South Wales, Queensland, South Australia, Tasmania, Victoria and Western Australia.

ADF (representing farmers), together with the Australian Dairy Products Federation (ADPF; representing milk processors), come together to form the Australian Dairy Industry-Council (ADIC). Where appropriate, this partnership takes a united, industry approach to policy and advocacy.

Through the ADIC, dairy farmers and processors work together to create a more prosperous and sustainable future by advocating to government, industry and the community

ADF's activities during the 2019/20FY were funded through three investment streams:

- SDFO membership fees;
- Investment income: and
- A funding agreement with the Australian Government to deliver specific projects

Through their membership, SDFOs provide funding to support ADF and its delivery of national policy and advocacy. The amount of funding contributed by each state is dependent on the volume of milk produced as a percentage of national milk production.

ADF utilises income generated by investments in annual budgets. The investment corpus was secured following the transfer of assets from ADIC in July 2019, as per an agreement signed in July 2003. Responsible management of the funds is an ongoing priority as the revenue produced

The fund now has approximately \$11 million under management.

The Australian Government committed during the 2019 federal election to contract ADF to deliver three projects to benefit the dairy industry. The total funding provided for these projects is \$1.01 million. The first phases of these projects were completed in the 2019-20FY.

Between 2013 and 2019, ADF also received funding from the ADIC Processor Funding Agreement to undertake industry projects on behalf of the ADIC. This agreement concluded in 2019 and was not renewed.



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Major Projects 2019-2020

Australian Dairy Plan

ADF is a partner in the Australian Dairy Plan, along with ADPF, Dairy Australia and the Gardiner Foundation. It is the first time key organisations representing the whole dairy supply chain have worked together to develop a national strategic plan.

The Dairy Plan aims to drive a significant turnaround in the industry's outlook via a range of bold initiatives targeting increased profitability, confidence and unity. Key commitments being delivered by ADF and other Dairy Plan partner organisations include:

- · Reforming industry structures
- · Attracting new people and investment,
- Greater focus on marketing.
- Increasing business and risk management skills and tools, and
- Improving trust between farmers and processing companies.

Further Support for the Australian Dairy Industry Initiative

On 16 December 2019, ADF finalised a grant agreement with the Australian Government to deliver the \$1.01 million Further Support for the Australian Dairy Industry initiative.

Projects that have so far been delivered under this agreement include:

- The development of a standard form contract that is compliant with the Dairy Industry Code of Conduct
- · Information sessions explaining the contract template and Code of Conduct to stakeholders: and
- Educational material on blockchain and traceability systems customised for the dairy industry.

Dairy Industry Code of Conduct

On 1 January 2020, the Competition and Consumer (Industry Codes -Dairy) Regulations 2019 ('the Dairy Code of Practice') came into force in Australia. This was a recommendation of the Australian Competition and Consumer Commission's (ACCC) Dairy Inquiry report (released in April 2018), which was supported in full by ADF.

ADF worked in partnership with the Australian Government to design the Code of Conduct following a comprehensive review by ADF into the industry's voluntary code. The regulations are designed to improve clarity, transparency and fairness of trading arrangements between dairy farmers and processors

Senate Inquiry into the Performance of Australia's Dairy Industry and the Profitability of Australian Dairy Farmers Since Deregulation in 2000

On 19 June 2020, ADF presented to the Senate's Rural and Regional Affairs Committee's Inquiry into the performance of Australia's dairy industry and the profitability of Australian dairy farmers since deregulation in 2000. This was the next step in the inquiry process following lodgment of ADF's written submission on 13 December 2019. The key points made at the hearing and in the submission were:

- · Dairy is critical for human health and regional economies.
- The performance of the industry since deregulation has been mixed across the country, depending on the region analysed.
- · Dairy industry statistics need improvement, particularly in regards to
- · Profitability and competitiveness has been negatively impacted by many drivers. Action is required across all these areas to improve industry prosperity.
- · Now we have the Dairy Code, any further market intervention by government, state or federal, should be focused at the retail level.
- Dairy Australia provides the industry with important RD&E and marketing services. ADF is consulted and has oversight over these programs.
- Dairy Australia should continue its greater emphasis on evaluation and encourage more investment from value chain participants.

Animal Health and Welfare

Farm Trespass

From August to October 2019, ADF made three submissions on farm trespass. These included to the Right to Farm Bill (NSW), Criminal Code Amendment (Agriculture Protection) Bill (Cth) and Victorian Government's Inquiry into the impact of animal rights activism on Victorian Agriculture.

All three submissions explained how animal activists have been attempting to shut down the Australian dairy industry and shift consumers to plant based diets by falsely presenting the industry as condoning and hiding animal abuse to the public and undertaking criminal activities against dairy farmers. This agenda has caused undue

The NSW and Commonwealth Bills passed with ADF endorsement. The Victorian inquiry handed down 15 recommendations focused on building confidence in existing animal agriculture standards, modernising the Prevention of Cruelty to Animals Act 1986 (VIC) and ensuring reports of animal cruelty are addressed appropriately. Most of these

Livestock Traceability

On 17 February 2020, ADF provided written support for the five recommendations to reform Australia's livestock traceability system subject to a regulatory impact statement. These seek to modernise the system by digitalising and standardising processes across industries. It will be overseen by a new national body with co-investment from industry

The new system will provide Australia with world-leading track and trace capability which significantly enhances the accuracy and efficiency of biosecurity control



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People and Human Capacity

Dairy Farm Induction Program

ADF, together with Dairy Australia, made a successful submission to the Victorian Government's \$50 million Agriculture Workforce Plan, resulting in a provision of \$715,000 for Dairy Australia to deliver the Dairy Farm Induction Program.

The program is designed to help job seekers rapidly upskill and provide employers with training to induct new workers into their farm business.

Farming Systems and Herd Improvement

Modernising the Research and Development Corporation System

On 20 December 2019, ADF made a submission to the Australian Government's Modernising the Research and Development Corporation system. This makes a series of statements and recommendations for the Australian Government to increase the value generated by the system for farmers.

ADF's submission argued that compulsory levies must continue to exist in the agricultural sector as they address market failures. However, increased collaboration and efficiency is required to increase returns and more investment can be derived from processors and retailers to cover the benefits they derive from the services delivered. Operations can be streamlined for example application of a shared services model for some back of house functions.

Australian Dairy Industry Council

The Australian Dairy Industry Council (ADIC) is a collaborative partnership between dairy farmers and processors: farmers are represented by Australian Dairy Farmers (ADF), while processors are represented by the Australian Dairy Products Federation (ADPF). The ADIC is the vehicle for the industry to work together on industry and government policy development and advocacy, to create a more prosperous and sustainable future across the value chain in areas of mutual benefit.

the ADIC Processor Investment Plan for six years (2013-19) to deliver against agreed projects and advocacy programs. It was mutually agreed not to renew for the 2019-20 financial year.

ADF is the primary body through which the ADIC operates, including engagement with stakeholders, government, and community. This valuable partnership enables ADF and ADPF to achieve a broad industry approach when advocating to government.

Natural Resources

Bushfire Preparedness Framework

In January 2020, ADF attended a government and industry roundtable meeting in Canberra to determine extent of bushfire impact and recovery requirements.

ADF developed a comprehensive policy framework based on a review of findings and implementation of recommendations arising from previous bushfire inquiries, including the 2010 Victorian Royal Commission, issues identified in the current bushfires e.g. land clearing and consultation with fire affected dairy farmers and on the ground response personal.

ADF has shared this framework with the Australian Government for any current and future bushfire recovery support.

Energy Efficient Communities Program

ADF worked in partnership with the Minister for Agriculture, Hon. David Littleproud MP and the Department of Industry, Science, Energy and Resources to conceive and design the Energy Efficient Communities Program - Dairy Farming Business Grants program.

This initiative will provide grants of up to \$20,000 with no co-contribution required to help dairy farming businesses save energy and lower bills by installing more energy efficient appliances on farm.

The Australian Government announced the opening of this program on 22 June 2020.



Markets, Trade and Value Chain

Indonesia-Australia Closer Economic Partnership Agreement and Australia-Hong Kong Free Trade Agreement

In August 2019, ADF, under the auspices of ADIC, presented to the Joint Standing Committee on Treaties' (JSCOT) advocating approval of the Indonesia-Australia Closer Economic Partnership Agreement (IA-CEPA) and the Australia-Hong Kong Free Trade Agreement (A-HKFTA).

Indonesia and Hong Kong are both growing markets and currently among Australia's top ten dairy export markets. The ADIC argued that obtaining zero tariffs under these agreements would improve Australia's market access and competitiveness.

The committee agreed with the ADIC in its report to the Australian Parliament and the agreement have since been ratified.

Plant-based labelling

ADF's request for a holistic review of labelling and marketing of non-dairy alternatives, and development of additional regulations to prevent plant-based products from trading on the labelling, qualities, and values of dairy, was not supported by the Australia and New Zealand Ministerial Forum of Food Regulation in November 2019. The Forum's meeting communiqué provided limited justification for this decision.

Truth in labelling is critical to ensure there is no market failure by way of information asymmetry. Since this decision, ADF has requested from the Forum a clear explanation and rationale regarding why this action is not valid. This had not been provided by 30 June 2020.

Geographical Indications

In November 2019, ADF, under the auspices of the ADIC, made a joint submission with Dairy Australia to the Australia-European Union Free Trade Agreement (A-EUFTA) Geographical Indications (GIs) Public Objections Process.

This submission argued that the dairy industry is a supporter of an open trading environment and welcomes free trade agreements that create market access opportunities between countries. It raised significant concerns with the overly restrictive and anti-competitive nature of the proposed Gls regime on Australia.

The EU's attempts to seize common food names, unfairly displace Australian products and misuse its market powers are unjustified. In effect, they will benefit EU food producers over others.

The Australian Government is still undertaking negotiations with the EU on this FTA, and any outcomes of GIs and other clauses are pending.

Review of Market Intervention Mechanisms

ADF led a dairy industry review into market intervention, including analysis of a farm gate minimum floor price, minimum retail sales prices, a retail sales levy, two-tier pricing for farm gate milk and government subsidised investment in regional processing.

ADF wrote to the Minister for Agriculture, Hon. David Littleproud MP, on 15 June 2020 to advise of the outcomes of this review. Subsequently, the Australian Government announced an inquiry into perishable agricultural goods. As part of this inquiry, the ACCC will examine the effectiveness of the Dairy Industry Code of Conduct, including considering options to extend the Code across the entire domestic supply chain.

Our Committees

Directors of Australian Dairy Farmers

- T Richardson (President)
- B Donnison
- J Versteden
- R Gladigau (After November 2019)
- S Jolliffe (Until November 2019)
- V Taylor (Independent)

Meeting of Directors

	Directors Meetings		Audit Co Meet	
Directors	Number eligible to attend	Number attended	Number eligible to attend	Number attended
T Richardson	11	11	-	-
B Donnison	11	11	2	2
R Gladigau	6	6	-	-
S Jolliffe	5	5	-	-
J Versteden	11	11	-	-
V Taylor	11	11	2	2

National Council of Australian Dairy Farmers

Members

- T Richardson (Chair)
- A Gardiner
- B Knowles
- B Tessmann
- C Thompson
- D Hoey
- G CoxJ Hunt
- J Keely
- M Billing
- M Holm
- M Partridge
- P Mumford

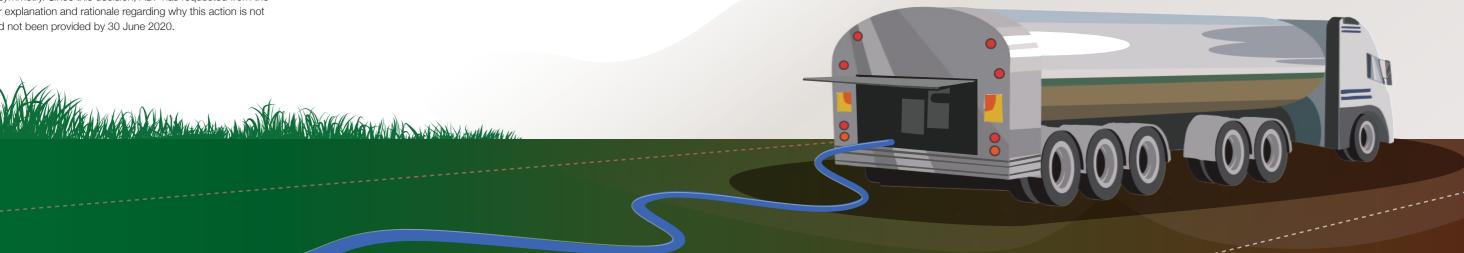
Company Secretary

F Jones

Meetings

The National Council met 5 times during the 2019/20 financial year:

- 16 October 2019
- 28 November 2019
- 6 February 2020
- 13 May 2020
- 5 June 2020



Our Committees

Audit risk and compliance committee

Members

- B Donnison (Chair)
- V Taylor (Independent Director)
- J Campbell (Independent Member)
- F Jones (Secretariat)

Meetings

The committee met twice during the 2019/20 financial year

- 9 October 2019
- 11 March 2020

Policy Advisory Groups

Animal Health and Welfare

Chair: B Tessmann

Farming Systems and Herd Improvement

Chair: C Thompson

Markets, Trade and Value Chain

Chair: P Mumford

Natural Resources

Chair: J Keely

People and Human Capacity

Chair: R Paynter



ADF Board of Directors



Terry Richardson President

Terry Richardson was appointed ADF President in November 2017, after serving one year as Acting President and having been an ADF Director since 2015.

Terry owns a dairy farm with his family in Deans Marsh, South West Victoria, where he has lived since 2004.

He has held positions in the New Zealand and Australian dairy industry, including as a director of Kiwi Co-operative Dairies and Chair of Warrnambool Cheese and Butter.

Terry completed a Bachelor of Agricultural Economics, a Diploma of Business Studies, and is a Member of the Australian Institute of Company Directors.



Bruce Donnison Director

Bruce Donnison has more than 30 years' experience across the dairy industry supply chain in New Zealand and Australia.

He led the Australian joint venture between Fonterra and Bonlac Foods Ltd in 2003 and continued a commercial career as Managing Director Ingredients for Fonterra Australia, responsible for farmer relationships, manufacturing and Ingredient sales and marketing. Bruce has also held a non-farmer director role with Dairy Australia.

Bruce is currently involved in dairy farming investments in Tasmania.



Rick Gladigau
Director (After November 2019)

Rick Gladigau grew up on his family's dairy farm and was employed there as a farmhand upon leaving school, before purchasing his own farm in 1993. Rick has broad experience, having worked on a potato farm and as a dairy share farmer, and trained in Canada as part of an agricultural exchange program before returning to manage his family's dairy farm.

He was a ward representative for Australian Co-operative Foods and a member of the Dairy Farmers Milk Co-operative (DFMC) Board of Directors from 2013 to 2016. Rick has been a Board Member of the South Australian Dairyfarmers' Association (SADA) since 2007 and is currently the organisation's treasurer.

ADF Board of Directors



Simone Jolliffe
Director (Until November 2019)

Simone Jolliffe and her husband Neil have been farming on the Murrumbidgee River, near Wagga Wagga, NSW, since 2000.

Simone joined the ADF Board in January 2014 and was elected President in November 2015, before becoming Vice President in May 2016. Simone was re-elected as an ADF Director in November 2017.

Simone has held a range of industry roles, including as a Director of DataGene, member of the NSW Primary Industries Ministerial Advisory Council, and as Deputy Chair of Dairy NSW.

Simone holds a Bachelor of Rural Science at the University of New England, Armidale and is a graduate of the Australian Institute of Company Directors.



John Versteden

Director

John Versteden is a dairy farmer from West Gippsland, Victoria, having previously worked in the construction industry.

John has held a range of industry leadership positions, including Vice President of the United Dairyfarmers of Victoria and Director and Chair of GippsDairy.

John is currently Chair of Dairy Australia's Dairy Industry People Development Council and played an instrumental role in the formation of the National Centre for Dairy Education Australia

John believes dairy farming is one of the most rewarding careers that people can choose.



Victoria Taylor Independent Director

Victoria Taylor brings over two decades' experience in agricultural policy and communications, non-profit management and stakeholder engagement to ADF.

A former Executive Director of the Ricegrowers' Association of Australia, she is passionate about the development of profitable and sustainable agricultural industries.

Victoria is also Ministerial appointment to the Rice Marketing Board for NSW.

She owns a business that provides strategic policy and communications support to clients in primary industries.

Victoria holds a Graduate Certificate in Water Policy and Governance from Charles Sturt University and is a Graduate of the Australian Institute of Company Directors.

Know the People Working for You



David Inall
Chief Executive Officer

David Inall has nearly 30 years of experience in leadership roles in Australian and international agricultural peak bodies, including CEO of the Cattle Council of Australia and Senior Vice President of the United Egg Producers in the United States.

David also has extensive experience working with members, the broader industry and government on strategic policy matters.

David holds a Bachelor of Applied Science (Systems Agriculture) from the University of Western Sydney (Hawkesbury) and is a graduate of the Australian Institute of Company Directors.



Fred Jones

Operations Manager and Company Secretary

Fred Jones brings a wealth of experience in both operational and project management to ADF, having worked in commercial and retail environments for more than 35 years with Coles and other iconic retail brands.

Fred has extensive knowledge in budget preparation, auditing and compliance management, and is also tasked with managing human resource functions and maintaining internal policies and procedures.

Fred holds qualifications from the Governance Institute of Australia and Australian Institute of Company Directors.



Know the People Working for You



Craig Hough
Director Policy & Strategy

Craig Hough spent 10 years in various policy roles in the Victorian Government, with a focus on driving growth and investment in Victorian agriculture.

Craig led the implementation of the Victorian Government's \$35.8 million Food to Asia Action Plan, and led the development of the Agriculture Victoria Strategy, as well as the Victorian Government's \$27 million digital agriculture program announcement.

Craig holds a Master of Social Science (Policy and Management) and Bachelor of Arts (Criminal Justice Administration) from RMIT University, and a Master of Business Administration from Victoria University.



Ashley Mackinnon
Media and Communications Manager

Ashley Mackinnon brings communications and policy experience to ADF from his time as a journalist, political adviser and communications consultant.

Ashley began his career in rural radio before a brief stint working for the federal Government. He joins ADF after serving as the Public Affairs Adviser for the Victorian Farmers Federation.

Ashley holds a Bachelor of Journalism from the University of Queensland, Graduate Diploma in Law from Monash University and is currently completing a Master of Public Policy and Management from the University of Melbourne.



Patrick Kok
Accounts Manager

Patrick Kok has worked in finance for 30 years, including with the United Nations Offce for Project Services, and in publishing, marketing, fashion and membership industries.

Patrick is committed to improving and maintaining transparency in ADF's operations.

He holds an Accounting degree from the United Kingdom.



Financial Reports



AUSTRALIAN DAIRY FARMERS' LIMITED ABN 76 060 549 653

Directors' Report

The directors present their report together with the financial report of Australian Dairy Farmers' Limited (ADF) for the year ended 30 June 2020 and auditor's report thereon. This financial report has been prepared in accordance with Australian Accounting Standards.

Directors names

ADF/AR 2019-20/ 18

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

Terry Richardson

Simone Jolliffe (resigned 28 November 2019)

Bruce Donnison

John Versteden

Victoria Taylor

Rick Gladigau (appointed 29 November 2019)

The directors have been in office since the start of the year to the date of this report unless otherwise stated.

Results

The loss of the organisation for the year amounted to \$616,358 (2019: \$44,971 surplus).

Review of operations

The organisation continued to engage in its principal activity, the results of which are disclosed in the attached financial statements.

Significant changes in state of affairs

There were no significant changes in the organisation's state of affairs that occurred during the financial year, other than those referred to elsewhere in this report

Short-term and long-term objectives and strategies

The organisation's short-term objectives are to:

• Develop and deliver a strong member value proposition to State and Business Members of Australian Dairy Farmers through effective advocacy and representation.

The organisation's long-term objectives are to:

- Improve the long-term social and economic wellbeing of dairy farmers; and
- Provide strong leadership and representation for the continued growth of internationally competitive, innovative and sustainable dairy farm businesses.

Principal activities

ADF is the national policy and advocacy body working to improve the productivity and sustainability of dairy farming in Australia.

No significant change in the nature of these activities occurred during the year.

After balance date events

ADF transferred \$2 million from an ANZ short-term deposit facility to JBWere on 27 July 2020.

Indemnity guarantee

As at balance date, the organisation has an indemnity guarantee of \$30,800 with the terms of liability until the 31 December 2099. The indemnity guarantee has not been included the financial statements.

Likely developments

The organisation expects to maintain the present status and level of operations.

Environmental regulation

The organisation's operations are not regulated by any significant environmental regulation under a law of the Commonwealth or of a State or Territory.

ADF/AR 2019-20/ **19**

Directors' Report

AUSTRALIAN DAIRY FARMERS' LIMITED ABN 76 060 549 653

Owner/Partner Dairy Farm - Pungarehu Farms in Deans Marsh
Western Victoria Director – Australian Dairy Industry Council
Member Representative - Victorian Farmers Federation
Federation Gardiner Foundation Processor Member
Owner/Partner Dairy Farm near Wagga Wagga, Southern New South Wales
Director - Australian Dairy Farmers Ltd (resigned 28 November 2019)
Director - Australian Dairy Industry Council (resigned 28 November 2019)
Director – DataGene
Chair - DataGene Genetics Evaluation Standing Committee
Member - New South Wales Farmers' Association
Member of NFF Working Grouping – Building Trust in Agriculture
Director Van Deimans Land Company (Tasmania) (resigned November 2018)
Director Clearview Dairies/Clearview Properties. (Tasmania)
Director Berkley Farms Limited (Tasmania)
Director Ivanhoe Farms (Tasmania)
Director - Australian Dairy Industry Council
Owner/Partner Dairy farm in Longwarry, South East Victoria
Director – Australian Dairy Industry Council
Chair - Dairy Australia Dairy Industry People Development Committee
Shareholder – Genetics Australia
Deputy Chair - Rice Marketing Board for the State of New South Wales
Executive Officer – National Horticulture Research Network (funded by Hort. Innovation) (resigned October 2019)
Director – Flourish Communications (sole trader)
Owner/Partner – R.T. & T.L. Gladigau, Dairy Farm at Mt Torrens S.A.
Director - Gladigau Family Trust trading as Gladigau & Sons.
Director – SA Dairyfarmers Assoc.

AUSTRALIAN DAIRY FARMERS' LIMITED ABN 76 060 549 653

Directors' Report

Meetings of directors

	Directors Meetings		Audit Committee Meetings	
Directors	Number eligible to attend	Number attended	Number eligible to attend	Number attended
Terry Richardson	11	11	0	0
Simone Jolliffe (resigned 28 November 2019)	5	5	0	0
Bruce Donnison	11	11	2	2
John Versteden	11	11	0	0
Victoria Taylor	11	11	2	2
Rick Gladigau (appointed 29 November 2019)	6	6	0	0
James Campbell (ARCC Independent Member)	0	0	2	2

Indemnification of officers

During the financial year, ADF purchased Directors & Officers Liability cover which insures all Directors and Officers of ADF. The premium paid is commercially sensitive and is therefore not disclosed.

Indemnification of auditors

No indemnities have been given or insurance premiums paid, during or since the end of the year, for any person who is or has been an auditor of the organisation.

Auditor's independence declaration

A copy of the auditor's independence declaration in relation to the audit for the financial year is provided with this report.

AUSTRALIAN DAIRY FARMERS' LIMITED ABN 76 060 549 653

Directors' Report

Proceedings on behalf of the organisation

No person has applied for leave of Court to bring proceedings on behalf of the organisation or intervene in any proceedings to which the organisation is a party for the purpose of taking responsibility on behalf of the organisation for all or any part of those proceedings.

ADF/AR 2019-20/ 21

Signed on behalf of the Board of Directors.

Terry Richardson

X /

Director:

Bruce Donnison

Dated this 2nd day of November 2020



AUSTRALIAN DAIRY FARMERS' LIMITED ABN 76 060 549 653

AUDITOR'S INDEPENDENCE DECLARATION TO THE DIRECTORS OF AUSTRALIAN DAIRY FARMERS' LIMITED

As lead auditor for the audit of Australian Dairy Farmers' Limited for the year ended 30 June 2020. I declare that, to the best of my knowledge and belief, there have been:

- (a) no contraventions of the auditor independence requirements of the Australian Charities and Not-for-profits Commission Act 2012 in relation to the audit: and
- (b) no contraventions of any applicable code of professional conduct in relation to the audit.

This declaration is in respect of Australian Dairy Farmers' Limited.

Colin Tuckwell

Partner

Dated this 2nd day of November 2020

AUSTRALIAN DAIRY FARMERS' LIMITED ABN 76 060 549 653

Statement of Comprehensive Income

FOR THE YEAR ENED 30 JUNE 2020

	Note	2020 \$	2019 \$
Revenue and other income			
Other revenue	3	1,825,390	2,289,840
		1,825,390	2,289,840
Less: expenses			
Employment expenses	4	(951,677)	(864,591)
Remuneration	4, 12	(153,875)	(161,810)
Affiliation fees		(147,853)	(149,410)
Occupancy expenses		(120,067)	(143,794)
Project expenses		(31,881)	(418,993)
Employee provisions		(38,528)	(28,271)
Policy and representation		-	(137,842)
Administration expenses		(708,402)	(335,124)
Depreciation and amortisation	4	(5,567)	(5,034)
Grant Expenses		(283,898)	-
		(2,441,748)	(2,244,869)
Surplus/(Deficit)		(616,358)	44,971
Other comprehensive income/(loss)		-	-
Total comprehensive income/(loss)		(616,358)	44,971

The accompanying notes form part of these financial statements.

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AUSTRALIAN DAIRY FARMERS' LIMITED ABN 76 060 549 653

Statement of Financial Position AS AT 30 JUNE 2020

-		2020	2019
	Note	\$	\$
Current assets			
Cash and cash equivalents	5	4,588,338	3,646,926
Receivables	6	57,449	94,630
Other Assets	8	11,671,354	481,061
Total current assets		16,317,141	4,222,617
Non-current assets			
Property, plant and equipment	7	18,368	14,850
Total non-current assets		18,368	14,850
Total assets		16,335,509	4,237,467
Current liabilities			
Payables	9	1,313,165	763,231
Provisions	10	93,829	63,835
Total current liabilities		1,406,994	827,066
Non-current liabilities			
Payables	9	-	-
Provisions	10	32,482	23,947
Total non-current liabilities		32,482	23,947
Total liabilities		1,439,476	851,013
Net Assets		14,896,033	3,386,455
Equity			
Retained earnings	11	2,696,732	3,386,455
Other Reserves		12,199,301	-
Total Equity		14,896,033	3,386,455

The accompanying notes form part of these financial statements.

AUSTRALIAN DAIRY FARMERS' LIMITED ABN 76 060 549 653

Statement of Changes in Equity FOR THE YEAR ENED 30 JUNE 2020

	Note	Retained earnings \$	Total equity \$
Balance as at 1 July 2018		2,550,255	2,550,255
Surplus/(Deficit) for the year		44,971	44,971
Total comprehensive income/(loss) for the year		44,971	44,971
Adjustment to retained earnings for previous years		791,229	791,229
Balance as at 30 June 2019	11	3,386,455	3,386,455
Balance as at 1 July 2019		3,386,455	3,386,455
Surplus/(Deficit) for the year		(616,358)	(616,358)
Total comprehensive income/(loss) for the year		2,770,097	2,770,097
Adjustment to retained earnings for previous years		(73,365)	(73,365)
Other Reserves		-	12,199,301
Balance as at 30 June 2020	11	2,696,732	14,896,033

The accompanying notes form part of these financial statements.

AUSTRALIAN DAIRY FARMERS' LIMITED ABN 76 060 549 653

Statement of Cash Flows

FOR THE YEAR ENDED 30 JUNE 2020

		2020	2019
	Note	\$	\$
Cash flow from operating activities			
Receipts from customers		1,990,484	2,167,113
Payments to suppliers and employees		(1,872,914)	(2,254,245)
Interest received		70,563	56,172
Net cash provided by operating activities	13(b)	188,133	(30,960)
Cash flow from investing activities			
Purchase of property, plant and equipment		(9,085)	(10,684)
Net cash provided by / (used in) investing activities		(9,085)	(10,684)
Cash flow from financing activities			
Distribution received from associates		762,365	791,229
Net cash used in financing activities		762,365	791,229
Reconciliation of cash			
Cash at beginning of the financial year		3,646,925	2,897,340
Net increase / (decrease) in cash held		941,413	749,585
Cash at end of financial year	13(a)	4,588,338	3,646,925

The accompanying notes form part of these financial statements.

AUSTRALIAN DAIRY FARMERS' LIMITED ABN 76 060 549 653

Notes to Financial Statements

FOR THE YEAR ENDED 30 JUNE 2020

NOTE 1: STATEMENT OF SIGNIFICANT ACCOUNTING POLICIES

This financial report is a general purpose financial report that has been prepared in accordance with Australian Accounting Standards – Reduced Disclosure Requirements, Interpretations and other applicable authoritative pronouncements of the Australian Accounting Standards Board and the *Australian Charities and Not-for-profits Commission Act 2012*.

The financial report is for the entity Australian Dairy Farmers' Limited as an individual entity. Australian Dairy Farmers' Limited is a company limited by guarantee, incorporated and domiciled in Australia. Australian Dairy Farmers' Limited is a not-for-profit entity for the purpose of preparing the financial statements.

The financial report has been prepared in accordance with the mandatory Australian Accounting Standards applicable to entities reporting under the *Australian Charities and Not-for-profits Commission Act 2012*, the basis of accounting specified by all Australian Accounting Standards and Interpretations, and the disclosure requirements of the following Accounting Standards:

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

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

(a) Basis of preparation of the financial report

Historical Cost Convention

The financial report has been prepared under the historical cost convention, as modified by revaluations to fair value for certain classes of assets as described in the accounting policies.

(b) Revenue

Revenue recognition

ADF has applied AASB 15: Revenue from Contracts with Customers (AASB 15) and AASB 1058: Income of Not-for-Profit Entities (AASB 1058) using the cumulative effective method of initially applying AASB 15 and AASB 1058 as an adjustment to the opening balance of equity at 1 July 2019. Therefore, the comparative information has not been restated and continues to be presented under AASB 118: Revenue and AASB 1004: Contributions. The details of accounting policies under AASB 118 and AASB 1004 are disclosed separately since they are different from those under AASB 15 and AASB 1058, and the impact of changes is disclosed in Note 1.

Revenue from the rendering of services is recognised upon the delivery of the service to the customers.

Operating grants, donations and bequests

When ADF receives operating grant revenue, donations or bequests, it assesses whether the contract is enforceable and has sufficiently specific performance obligations in accordance to AASB 15.

When both these conditions are satisfied, ADF:

- identifies each performance obligation relating to the grant
- recognises a contract liability for its obligations under the agreement
- recognises revenue as it satisfies its performance obligations.

Where the contract is not enforceable or does not have sufficiently specific performance obligations, ADF:

- recognises the asset received in accordance with the recognition requirements of other applicable accounting standards (e.g. AASB 9, AASB 16, AASB 116 and AASB 138)
- recognises related amounts (being contributions by owners, lease liability, financial instruments, provisions, revenue or contract liability arising from a
 contract with a customer)
- recognises income immediately in profit or loss as the difference between the initial carrying amount of the asset and the related amount.

If a contract liability is recognised as a related amount above, ADF recognises income in profit or loss when or as it satisfies its obligations under the contract.

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AUSTRALIAN DAIRY FARMERS' LIMITED ABN 76 060 549 653

Notes to Financial Statements

FOR THE YEAR ENDED 30 JUNE 2020

NOTE 1: STATEMENT OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

Interest income

Interest revenue is recognised when it becomes receivable on a proportional basis taking in to account the interest rates applicable to the financial assets

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

(c) Fair value of assets and liabilities

ADF measures some of its assets and liabilities at fair value on either a recurring or non-recurring basis, depending on the requirements of the applicable Accounting Standard.

Fair value is the price ADF would receive to sell an asset or would have to pay to transfer a liability in an orderly (i.e. unforced) transaction between independent, knowledgeable and willing market participants at the measurement date.

As fair value is a market-based measure, the closest equivalent observable market pricing information is used to determine fair value. Adjustments to market values may be made having regard to the characteristics of the specific asset or liability.

The fair values of assets and liabilities that are not traded in an active market are determined using one or more valuation techniques. These valuation techniques maximise, to the extent possible, the use of observable market data.

To the extent possible, market information is extracted from either the principal market for the asset or liability (i.e. the market with the greatest volume and level of activity for the asset or liability) or, in the absence of such a market, the most advantageous market available to ADF at the end of the reporting period (i.e. the market that maximises the receipts from the sale of the asset or minimises the payments made to transfer the liability, after taking into account transaction costs and transport costs).

For non-financial assets, the fair value measurement also takes into account a market participant's ability to use the asset in its highest and best use or to sell it to another market participant that would use the asset in its highest and best use.

The fair value of liabilities and ADF's own equity instruments (excluding those related to share-based payment arrangements) may be valued, where there is no observable market price in relation to the transfer of such financial instruments, by reference to observable market information where such instruments are held as assets. Where this information is not available, other valuation techniques are adopted and, where significant, are detailed in the respective note to the financial statements.

(d) Income tax

No provision for income tax has been raised as the entity is exempt from income tax under Division 50 of the Income Tax Assessment Act 1997.

(e) Cash and cash equivalents

Cash and cash equivalents include cash on hand and at banks, short-term deposits with an original maturity of three months or less held at call with financial institutions, and bank overdrafts. Bank overdrafts are shown within borrowings in current liabilities in the statement of financial position.

(f) Property, plant and equipment

Each class of plant and equipment is carried at cost or fair value less, where applicable, any accumulated depreciation and any accumulated impairment losses.

Plant and equipment

Plant and equipment is measured on the cost basis.

Depreciation

The depreciable amount of all property, plant and equipment is depreciated over their estimated useful lives commencing from the time the asset is held ready for use.

Class of fixed asset	Depreciation rates	Depreciation basis
Leasehold improvements at cost	15%	Straight line
Office equipment at cost	15% - 40%	Straight line
Computer equipment at cost	25%	Straight line

AUSTRALIAN DAIRY FARMERS' LIMITED ABN 76 060 549 653

Notes to Financial Statements

FOR THE YEAR ENDED 30 JUNE 2020

NOTE 1: STATEMENT OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

(g) Leases

At inception of a contract, ADF 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 ADF where it 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.

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ADF has reviewed its contracts containing leases and has not recorded any right-of-use assets and corresponding lease liability as the lease is less than 12 months.

(h) Financial instruments

Initial recognition and measurement

Financial assets and financial liabilities are recognised when ADF becomes a party to the contractual provisions to the instrument. For financial assets, this is equivalent to the date that ADF commits itself to either the purchase or sale of the asset (i.e. trade date accounting is adopted).

Financial instruments (except for trade receivables) are initially measured at fair value plus transaction costs, except where the instrument is classified "at fair value through profit or loss", in which case transaction costs are expensed to profit or loss immediately. Where available, quoted prices in an active market are used to determine fair value. In other circumstances, valuation techniques are adopted.

Trade receivables are initially measured at the transaction price if the trade receivables do not contain significant financing component or if the practical expedient was applied as specified in AASB 15.63.

Classification and subsequent measurement

Equity instruments

At initial recognition, as long as the equity instrument is not held for trading or is not a contingent consideration recognised by an acquirer in a business combination to which AASB 3 applies, ADF made an irrevocable election to measure the equity instruments in statement of comprehensive income, while the dividend revenue received on underlying equity instruments investment will still be recognised in profit or loss.

Regular way purchases and sales of financial assets are recognised and derecognised at settlement date in accordance with the Entity's accounting policy.

(i) Employee benefits

(i) Short-term employee benefit obligations

Liabilities arising in respect of wages and salaries, annual leave and any other employee benefits expected to be settled within twelve months of the reporting date are measured at their nominal amounts based on remuneration rates which are expected to be paid when the liability is settled. The expected cost of short-term employee benefits in the form of compensated absences such as annual leave is recognised in the provision for employee benefits. All other short-term employee benefit obligations are presented as payables.

(ii) Long-term employee benefit obligations

Liabilities arising in respect of long service leave and annual leave which is not expected to be settled within twelve months of the reporting date are measured at the present value of the estimated future cash outflow to be made in respect of services provided by employees up to the reporting date.

Employee benefit obligations are presented as current liabilities in the balance sheet if the entity does not have an unconditional right to defer settlement for at least twelve months after the reporting date, regardless of when the actual settlement is expected to occur.

(j) Goods and services tax (GST)

Revenues, expenses and purchased assets are recognised net of the amount of GST, except where the amount of GST incurred is not recoverable from the Tax Office. 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 in the statement of financial position are shown inclusive of GST.

Cash flows are presented in the statement of cash flows on a gross basis, except for the GST component of investing and financing activities, which are disclosed as operating cash flows.

(k) Comparatives

Where necessary, comparative information has been reclassified and repositioned for consistency with current year disclosures.

(I) Revenue from Contracts with Customers

We have reviewed ADF in consideration to the changes in revenue recognition under AASB 15 and have concluded that it is not applicable as current operations do not deal with long term contracts with customers as detailed in the standard.

AUSTRALIAN DAIRY FARMERS' LIMITED ABN 76 060 549 653

Notes to Financial Statements

FOR THE YEAR ENDED 30 JUNE 2020

NOTE 2: ACCOUNTING STANDARDS AND INTERPRETATIONS ISSUED BUT NOT OPERATIVE AT 30 JUNE 2020

There are no other Accounting Standards and interpretations which have not been considered as at 30 June 2020.

	2020 \$	2019 \$
NOTE 3: REVENUE AND OTHER INCOME		
Interest income	70,563	56,172
Other income	1,288,496	1,515,512
Cash flow boost	62,896	
Distribution income	403,435	718,156
	1,825,390	2,289,840
NOTE 4: OPERATING PROFIT		
Profit/(losses) before income tax has been determined after:		
Depreciation	5,567	5,034
Employee benefits		
- Short term benefits	1,105,552	1,026,401
	1,111,119	1,031,435
NOTE 5: CASH AND CASH EQUIVALENTS		
Cash on hand	32	180
Cash at bank	4,588,306	3,646,746
	4,588,338	3,646,926
NOTE 6: RECEIVABLES		
CURRENT		
Trade debtors	57,449	94,630
	57,449	94,630

AUSTRALIAN DAIRY FARMERS' LIMITED ABN 76 060 549 653

Notes to Financial Statements

FOR THE YEAR ENDED 30 JUNE 2020

	2020 \$	2019 \$
NOTE 7: PROPERTY, PLANT AND EQUIPMENT		
Leasehold improvements		
At cost	122,753	122,753
Accumulated depreciation	(122,753)	(122,753)
	-	-
Plant and equipment		
Office equipment at cost	181,261	174,275
Accumulated depreciation	(168,292)	(165,995)
	12,969	8,280
Computer equipment at cost	36,377	34,278
Accumulated depreciation	(30,978)	(27,707)
	5,399	6,570
Total plant and equipment	18,368	14,850
Total property, plant and equipment	18,368	14,850
NOTE 8: OTHER ASSETS		
CURRENT		
Prepayments	17,572	9,558
Rental Bond	33,427	33,170
Deposits Paid	16,925	
Accrued Income	239,858	438,333
Available for sale financial assets	11,363,572	
	11,671,354	481,061

AUSTRALIAN DAIRY FARMERS' LIMITED ABN 76 060 549 653

Notes to Financial Statements

FOR THE YEAR ENDED 30 JUNE 2020

		2020 \$	2019 \$
NOTE 9: PAYABLES			
CURRENT			
Unsecured liabilities			
Trade creditors		382,407	176,728
Sundry creditors and accruals		930,758	586,502
Loan from associates		-	-
		1,313,165	763,231
NON CURRENT	Ī		
Loan from associates		-	-
NOTE 10: PROVISIONS			
CURRENT			
Employee benefits (a)		93,829	63,835
Other		-	-
		93,829	63,835
NON CURRENT			
Employee benefits (a)		32,482	23,947
(a) Aggregate employee benefits liability		126,311	87,782
NOTE 11: RETAINED EARNINGS			
Retained earnings at the beginning of year		3,386,455	2,550,255
Adjustment for retained earnings for previous years		(73,365)	791,229
Net Surplus/(deficit)		(616,358)	44,972
		2,696,732	3,386,456
NOTE 12: REMUNERATION			
Presidents fees		75,000	79,380
Directors fees		32,760	29,237
Independent director		24,380	22,190
Independent ARCC member		5,475	5,475
Sitting Fees		16,260	25,528
		153,875	161,810

AUSTRALIAN DAIRY FARMERS' LIMITED ABN 76 060 549 653

Notes to Financial Statements

FOR THE YEAR ENDED 30 JUNE 2020

	2020 \$	2019 \$
NOTE 13: CASH FLOW INFORMATION		
(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 is as follows:		
Cash at bank	4,588,306	3,646,746
Cash on hand	32	180
	4,588,338	3,646,926
(b) Reconciliation of cash flow from operations with profit		
Surplus/(deficit) from ordinary activities	(616,357)	44,971
Adjustments and non-cash items		
Depreciation	5,567	5,034
Changes in assets and liabilities		
(Increase) / decrease in receivables	37,181	(66,555)
(Increase) / decrease in other assets	173,279	621,052
Increase / (decrease) in payables	549,934	(659,139)
Increase / (decrease) in provisions	38,529	23,677
Cash flows from operating activities	188,133	(30,960)
NOTE 14: COMMITMENTS		
LEASE COMMITMENTS - OPERATING		
Committed at reporting date but not recognised as liabilities, payable:		
Within one year	76,163	-
One to five years	25,388	-
More than five years	-	-
	101,551	-

ADF entered into a new rental agreement on 23 June 2020 which was to commence on the 1 July 2020 and end on the 30 June 2021. However, due to the COVID-19 restrictions ADF has been unable to relocate to the premises at this stage. Once restrictions in Victoria have eased, ADF will move into the building – the earliest this will occur is October 2020. All the lease commitments have been based on the facts available during the preparation of the financial statements.

AUSTRALIAN DAIRY FARMERS' LIMITED ABN 76 060 549 653

Notes to Financial Statements

FOR THE YEAR ENDED 30 JUNE 2020

NOTE 15: EVENTS SUBSEQUENT TO REPORTING DATE

There is a matter or circumstance, which has arisen since 30 June 2020 that has significantly affected or may significantly affect.

- (a) the operations, in financial years subsequent to 30 June 2020, of the organisation, or
- (b) the results of those operations, or
- (c) the state of affairs, in financial years subsequent to 30 June 2020, of the organisation.

ADF transferred \$2 million from an ANZ short-term deposit facility to JBWere on 27 July 2020.

NOTE 16: ORGANISATION DETAILS

The registered office of the organisation is:

Australian Dairy Farmers' Limited HWT Building Level 6 40 City Road SOUTHBANK VIC 3004 AUSTRALIAN DAIRY FARMERS' LIMITED ABN 76 060 549 653

Directors Declaration

The directors have determined that this general purpose financial report should be prepared in accordance with the accounting policies outlined in Note 1 to the financial statements.

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- 1. In the opinion of the directors, the financial report and notes as set out on pages 9 22, presents fairly the organisation's financial position as at 30 June 2020 and performance for the year ended on that date of the organisation in accordance with the accounting policies outlined in Note 1 to the financial statements
- 2. In the directors' opinion there are reasonable grounds to believe that the organisation will be able to pay its debts as and when they become due and payable.

This declaration is made in accordance with a resolution of the Board of Directors:

Terry Richardson

Director:

Bruce Donnison



AUSTRALIAN DAIRY FARMERS' LIMITED ABN 76 060 549 653

COMPILATION REPORT TO AUSTRALIAN DAIRY FARMERS' LIMITED

We have compiled the accompanying general purpose financial statements of Australian Dairy Farmers' Limited, which comprise the statement of financial position as at 30 June 2020, the statement of comprehensive income and the statement of changes in equity for the year then ended, a summary of significant accounting policies and other explanatory notes. The specific purpose for which the general purpose financial statements have been prepared is set out in Note 1.

The Responsibility of the Directors

The directors of Australian Dairy Farmers' Limited are solely responsible for the information contained in the general purpose financial statements, the reliability, accuracy and completeness of the information and for the determination that the basis of accounting used is appropriate to meet their needs and for the purpose that the financial statements were prepared.

Our Responsibility

On the basis of information provided by the directors we have compiled the accompanying general purpose

financial statements in accordance with the basis of accounting as described in Note 1 to the financial statements and APES 315 Compilation of Financial Information.

We have applied our expertise in accounting and financial reporting to compile these financial statements in accordance with the basis of accounting described in Note 1 to the financial statements. We have complied with the relevant ethical requirements of APES 110 Code of Ethics for Professional Accountants.

Assurance Disclaimer

Since a compilation engagement is not an assurance engagement, we are not required to verify the reliability, accuracy or completeness of the information provided to us by management to compile these financial statements. Accordingly, we do not express an audit opinion or a review conclusion on these financial statements.

The general purpose financial statements were compiled exclusively for the benefit of the directors who are responsible for the reliability, accuracy and completeness of the information used to compile them. We do not accept responsibility for the contents of the general purpose financial statements.

Dobbyn and Carafa Pty Ltd Level 9, 636 St Kilda Road Melbourne

Anthony Carafa

Dated this 2nd day of November 2020



AUSTRALIAN DAIRY FARMERS' LIMITED ABN 76 060 549 653

INDEPENDENT AUDITOR'S REPORT TO THE MEMBERS OF AUSTRALIAN DAIRY FARMERS' LIMITED

ADF/AR 2019-20/ 37

Opinion

We have audited the financial report of Australian Dairy Farmers Limited, which comprises the statement of financial position as at 30 June 2020, the statement of comprehensive income, statement of changes in equity and statement of cash flows for the year ended, notes to the financial report including a summary of significant accounting policies, and the director's declaration.

In our opinion, the accompanying financial report presents fairly, in all material respects, the financial position of Australian Dairy Farmers Limited as at 30 June 2020, and its financial performance and its cash flows for the year ended on that in accordance with:

- a) the Australian Accounting Standards; and
- b) any other requirements imposed by the Guidelines of Australian Charities and Not-for-profits Commission 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 Statement 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, and we have fulfilled our other ethical responsibilities in accordance with that Code.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

Information Other than the Financial Report and Auditor's Report Thereon

The Board is responsible for the other information. Our opinion on the financial report does not cover the other information and accordingly we do not express any form of assurance conclusion thereon.

In connection with our audit of the financial report, our responsibility is to read the other information and, in doing so, consider whether the other information is materially inconsistent with the financial report or my knowledge obtained in the audit or otherwise appears to be materially misstated. If, based on the work we have performed, we conclude that there is a material misstatement of this other information, we are required to report that fact. We have nothing to report in this regard.

Responsibilities of Board and Those Charged with Governance for the Financial Report

Board is responsible for the preparation and fair presentation of the financial report in accordance with those requirements of the Financial Reporting Framework in accordance with Australian Accounting Standards and the *Australian Charities and Not-for-profits Commission Act 2012* relevant to preparing such a financial report, and for such internal control as board determines is necessary to enable the preparation of a financial report that is free from material misstatement, whether due to fraud or error.

In preparing the financial report, board is responsible for assessing the organisation'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 board either intends to liquidate the organisation or to cease operations, or has no realistic alternative but to do so.

Those charged with governance are responsible for overseeing the entity's financial reporting process.

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 Australian Auditing Standards will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of this financial report.

As part of an audit in accordance with Australian Auditing Standards, we exercise professional judgement and maintain professional scepticism throughout the audit. We also:

- Identify and assess the risks of material misstatement of the financial report, whether due to fraud or error, design and perform audit procedures
 responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a
 material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions,
 misrepresentations, or the override of internal control.
- Obtain an understanding of internal control relevant to the organisation's preparation and fair presentation of the financial report 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
 organisation's internal control.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates, if any, and related disclosures made by the board.



AUSTRALIAN DAIRY FARMERS' LIMITED ABN 76 060 549 653

- Conclude on the appropriateness of board's use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the organisation'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 organisation 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.
- Obtain sufficient appropriate audit evidence regarding the financial information of the organisation to express an opinion on the financial report. We are responsible for the direction, supervision and performance of the organisation's audit. We remain solely responsible for our audit opinion.

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.

Colin Tuckwell

Partner

Dated this 2nd day of November 2020

Member Organisations

New South Wales Farmers Association Dairy Council



Council Chair: Colin Thompson Executive Officer: Jodie Dean

The Year in Review Mandatory Dairy Code

NSW Farmers engaged closely with the final drafting of the Code, to ensure it could offer value to farmers. The introduction of the Mandatory Code enhanced the bargaining powers of farmers, increased available information and allowed for a fairer allocation of risk in dealings between farmers and processors. The Committee engaged in the consultation process and provided industry feedback on draft versions of the code.

Markets and Competition

The Committee advocated for fair and competitive dairy supply chains, through reforms to the competition law framework and collaboration between state and federal bodies in this area.

NSW Farmers met with NSW and federal politicians to discuss the impact of low dairy prices on the industry and the need to reform competition laws.

The Committee presented at the hearing to the Senate inquiry into the performance of Australia's dairy industry and the profitability of farms since deregulation in 2000. At the hearing, the Committee highlighted the need for competition framework reforms, fairer supply chains, reasonable retail pricing, and an effective industry restructure.

The Committee has worked with Australian Dairy Farmers and supported a mandated retail levy on all drinking milk to be provided to all dairy farmers to increase sustainability and profitability across the industry.



NSW Farmers Association Dairy Committee members attend Parliament House, Canberra L-R: Rob McIntosh, Colin Thompson (Chair), Phil Ryan

Animal Welfare

Animal welfare is a priority for all livestock industries. It was particularly critical this year, as the NSW Department of Primary Industries (DPI) undertook a review of the state's key animal welfare legislation, the Prevention of Cruelty to Animals Act (POCTA). NSW Farmers engaged with the review process, providing a substantial submission highlighting the need for science-based reform and for the legislation to represent a realistic and sustainable approach to animal welfare with respect to farming.

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New South Wales Farmers Association Dairy Council continued



The Year Ahead

Milk Price and Competition

The Committee will continue to engage with industry and the major retailers to highlight the detrimental impact of discounted dairy product prices on dairy farmers. The Committee recognises that dairy farmers cannot rely on negotiated price increases with retailers to provide longterm stability for the industry. It will continue to lobby for a competition framework that delivers meaningful change for the industry and adequately supports dairy farmers.

The Committee will continue to advocate for the legislation of the role of the NSW Agricultural Commissioner, and inclusion of competition policy within their remit.

Australian Dairy Plan and Industry Restructure

The Committee supports the commitments of the Australian Dairy Plan, and looks forward to the release of further details of the proposed structural reform. The Committee will advocate for the progress of the Australian Dairy Plan to a model which incorporates a unified voice for

Right to Farm and Land Use Planning

NSW Farmers and the Dairy Committee will continue to drive government to reduce unnecessary regulation and facilitate an environment where businesses can operate effectively. This includes ensuring a planning framework that explicitly protects the Right to Farm and planning laws that streamline the process for agricultural development approvals. We will continue to ensure this is a major focus of the NSW Agricultural Commissioner.

Member Organisations

Energy and Water Frameworks

The Committee will continue to support the investigation of options for a more affordable, reliable and sustainable energy sector to lower the high operational costs for dairy farmers.

The expansion of investment in water infrastructure to better adapt to increasing climate variability, and to provide farmers with better water access and security through the development of on-farm water sourcing techniques remains a priority for the Committee.

Further, a significant focus will be advocacy on NSW Farmers policy to increase harvestable water rights along NSW coastal region from 10%-40%, and for a functioning Murray Darling Basin focused water group.

Clear Truth in Labelling

The Committee will continue to advocate for regulation of the use of the term 'milk' on non-dairy products, to promote clear truth in labelling requirements and improved clarity for Country of Origin Labelling to ensure consumers can make informed purchasing decisions.

Skilled Labour Resourcing

Investment in programs that support the dairy industry by attracting and retaining workers with the necessary skills for dairy farming remains a priority that the Committee will continue to advocate for.





President: Brian Tessmann Executive Officer: Eric Danzi

Year in Review

National Advocacy

This year saw a number of top-level government inquiries into various areas within the dairy industry. This included the review into the performance of Australia's dairy industry and the profitability of Australian dairy farmers since deregulation in 2000 and a review into the current Research and Development Corporation system.

Farmer Health

As Australia's northern region's drought continued throughout 2019 and into 2020, the mental health and wellbeing of QDO members became a key priority. QDO teamed up with Rural Aid to identify and meet with farmers to provide additional counselling and support and to deliver much needed hay to farmers in need.

Farmer Capabilities Project

From September to November 2019, QDO hosted eight introductory workshops across the five dairying regions as part of its the Farmer Capabilities project. From October 2019, QDO officers conducted one-on-one consultations with fifty-three businesses. Forty-two of these businesses created a customised Farm Plan which identifies priority business goals, and compiled an action plan to meet these goals.

Reef Trust III

The Reef Trust III Program funded water quality improvement practices on agricultural land within the Great Barrier Reef catchments. This program included a range of activities in which improving water quality and reducing run-off of nutrients were priorities. A total of 63 dairy farms (29 in the Burnett-Mary Region and 34 in North Queensland), were engaged and made practice change. A total area of land within the practice change was 2,899 ha.

Energy Savers Plus Program

The Queensland Department of Natural Resources, Mining and Energy extended the Energy Savers program to deliver 200 energy audits for agricultural entities. Twenty-nine dairy farms and one fodder farm advanced through the program.

The purpose of these audits was to determine where energy savings could be made. There are now opportunities for famers to apply for a 50% co-contribution grant which will help implement management opportunities from their audit. Although due to end mid-2021, this program has already seen many farms already implementing low cost opportunities which could save them hundreds of dollars.



QDO State Councillor Gary Wenzel with Rural Aid Mental Health Councillor Jane McCollum

Dairy Farm Water Futures

QDO project officers have been working with dairy and fodder producers to increase their irrigation systems' efficiency in energy and crop yield and improve effluent systems. This will be achieved using low-pressure irrigation, improved distribution and uniformity and building new effluent reuse systems. On farm activity started in March 2020 with three incentives grants being awarded to date. Three rounds of funding have been made available to dairy and fodder farmers for irrigation projects and a fourth including effluent projects. A total of 21 applications have been approved and the program runs out until June 2021.

Flood Mapping – Mitigation and Management Plans for Primary Producers

The Flood resilience project was subcontracted to QDO in August 2019 through the Queensland Farmers Federation. This pilot project aims to understand and increase resilience in dairy farms located in high-risk flood areas

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Queensland Dairy farmers' [100] @virtements Organisation (QDO) continued

The Year Ahead

Fair Go Dairy Logo Scheme

The Fair Go Dairy logo scheme is central to the role of marketing for the Queensland dairy industry. The Fair Go Dairy logo will assist consumers in identifying which brands are paying farmers a sustainable and fair farmgate price (SFFP), and help them choose dairy brands that support Australian farmers by paying them a SFFP. The logo will provide price information and pricing transparency to consumers and will enable consumers to better understand what they are paying for and where their money goes, in order that they will make more informed purchasing decisions.

QDO intends to launch the scheme in early 2021 for operation in Queensland with an initial focus on fresh milk. QDO then intends on rolling out the Scheme to other States and Territories in Australia on a broader range of Products, subject to further approval by the ACCC.

Industry Restructuring

QDO strongly supports a restructure of the dairy industry, after more than 20 years with the same advocacy and research, development and extension (RDE) structures. The Australian Dairy Plan has sought to review the industry and has recommended an overhaul including the rationalisation of industry bodies and the merger of advocacy and RDE organisations. We expect this to turn into concrete proposals for change. QDO is actively pursuing a potential merger of Queensland and NSW advocacy groups.

Dairy Industry Code of Conduct

QDO has been very actively involved in negotiating for a range of clauses in the Dairy Industry Code of Conduct between farmers and processors and will continue to provide feedback to the Dairy Consultative Committee, where QDO is represented. In addition, QDO will assist members with complaints where we believe breaches have occurred, and will also provide feedback to the federal Minister for Agriculture.

South Australian Dairyfarmers' Association (SADA)

President: John Hunt Chief Executive Officer: Andrew Curtis

Year in Review

Dairy Industry Code of Conduct

The South Australian Dairyfarmers' Association (SADA) was heavily involved with the development of the Dairy Industry Code of Conduct, assisting both ADF and Dairy Australia with its development and roll out. While there was some scepticism regarding the Code, it is clear particularly from the price and contract declarations of 1 June, that the Code has made an impact.

SADA was not only glad for the opportunity to assist farmers with the nature, shape, form and expectations of the Code, but also keen to assist processors in the development of their responses and responsibilities imposed upon them by the operation of the Code. SADA has remained careful to build relationships across the supply chain in an effort not only to assist communication but also to use those relationships to advance the ambitions of the South Australian Dairy Industry Action

Dairy Industry Action Plan 2019-2024

SADA's Dairy Industry Action Plan 2019-2024, launched just before the start of the reporting year, led to a dairy industry summit in SA.

The summit was attended by representatives across the whole supply chain, and supported by the SA Government and the state's dairy regulator, Dairysafe. This broad representation at the summit provided momentum to the continuing roll out of the plan, with the employment of an Action Plan Officer funded jointly by the Government and industry (through the sale of SADA Fresh milk products).

Through this, several programs have been advanced in pursuit of the aims of the Dairy Industry Action Plan in South Australia. These programs have attended to a number of elements of the Action Plan including improved training pathways in the primary, secondary and tertiary schooling environments as well as advancing traceability technology in SA (with particular emphasis on blockchain based systems).

SADA Fresh

The commercial arm of SADA, SADA Fresh, saw a substantial increase in sales, particularly during the COVID-19 pandemic. Initially, there was a short stutter in sales which was then eliminated by a substantial increase in demand. SADA Fresh has continued to support projects which support the dairy industry with over one million dollars now having been dedicated to dairy industry support. At the time of reporting, 21 projects were current and being supported by the SADA Fresh income stream. Projects have ranged as widely as on farm methane research, a quad bike roll over system subsidy scheme and dung beetle research. All of the results of research funded by the SADA Fresh product are made freely

available to all farmers in the SA dairy industry.

Farm Trespass

SADA's advocacy led to the passage of legislation to substantially beef up SA trespass laws, with the SA Government adopting many of SADA's recommendations.

Genetically Modified Products

SADA continued to stridently lobby for amendments to the effective ban on genetically modified (GM) products in South Australia. The SA Government's ban has led to an increasing gap between states that can adopt new GM technologies and SA farmers were effectively restrained to using existing technology. While the process has not yet been completed, the passage of legislation enabling the adoption of GM technology in SA has been welcomed by SADA.

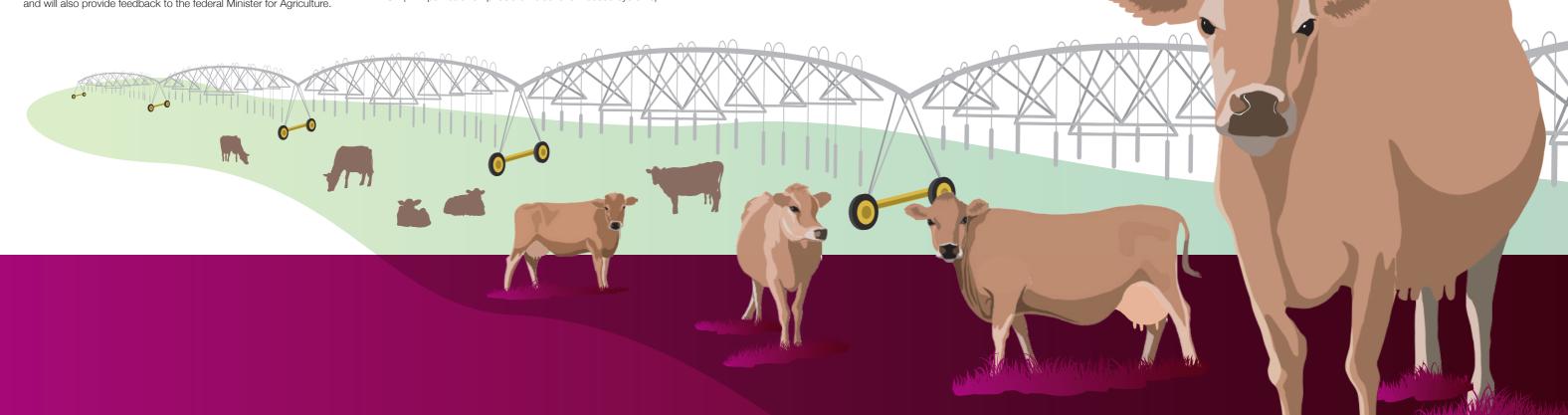
Murray Darling Basin Plan

SADA has maintained an active interest in the operation of the Murray Darling Basin Plan, which during a year of drought, was feeling increased stress. SADA continues to support the plan and the benefits that it delivers both for the farming community and the environment. While not perfect, the plan is better than no plan at all and SADA remains committed to seeing the plan rolled out as it was intended.

The Year Ahead

The 2019-20FY was a pressure year for SADA, and the next financial year looks to be just as taxing. However, SADA remains ambitious and optimistic for the future and has committed to increasing SA's milk production as well as expanding the SADA Fresh product range to support South Australian dairy farmers. SADA will continue to roll out the South Australian Dairy Industry Action Plan 2019-2024. The organisation is also planning the expansion of SADA Fresh products in terms of both

Member **Organisations**



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Tasmanian Farmers & Graziers Association () (TFGA) Dairy Council



Council Chair: Geoff Cox Policy Officer: Sam Wedgwood



Year in Review

It has been a tumultuous year, but the Tasmanian dairy industry has largely weathered the storm. The Tasmanian Farmers & Graziers Association (TFGA) Dairy Council has managed a plethora of issues, ranging access to skilled labour and border closures as a result of the COVID-19 pandemic to issues around the sourcing of silage wrap.

The TFGA has been working diligently with DairyTas to ensure that services and resources are available to dairy farmers across the state (e.g. ensuring that AI technicians are categorised as essential workers). This activity has helped ensure that the flow of milk from Tasmania will continue, and the industry will go from strength to strength.

The Year Ahead

The TFGA Dairy Council will focus on the following issues in the

- Property Identification Code review and reforms
- · Workplace Health and Safety issues and business profitability
- The Australian Dairy Plan
- Biosecurity communications
- COVID-19 navigation and ensuring that essential services are available for the sector
- Keeping communication in the sector strong in trying times
- · Building a strong dairy farmer membership base

United Dairy farmers of Victoria (UDV)



President: Paul Mumford Manager: Ashlee Hammond

Year in Review

Black Summer Bushfires

Following disastrous bushfires which devastated areas of East Gippsland and the Upper Murray areas of Victoria, the UDV/VFF provided assistance to those affected. With the assistance of the VFF, the UDV ran a fodder drive which saw over 44.000 bales of fodder transported by over 310 companies/individuals to over 500 affected farmers.

In addition to this support, the Disaster Relief fund was also established which saw monetary donations returned to affected communities to repair and rebuild infrastructure including fencing, water and livestock yards.

COVID-19

The UDV has played a key role in ensuring the Victorian Government's response to the COVID-19 pandemic considered the impact of potential restrictions on Victorian dairy farmers. The UDV played a key role in developing COVID Safe Plan templates tailored for dairy farms. The UDV also developed a campaign #MasksOnFarm on Twitter to encourage industry to wear masks when required to do so, demonstrating leadership for the sector. Further to this, the UDV assisted the VFF and NFF in promoting the value of agriculture through the 'We've got your back' campaign at the height of panic buying. This campaign communicated to many consumers the importance of agriculture in Australia and reinforced the value of dairy farming in Victoria.

Australian Dairy Plan

The Australian Dairy Plan has been a priority for the UDV for this year including submissions to both the draft Dairy Plan report and the Joint Transition Team (JTT). The UDV welcomed is looking forward to progressing the number one priority that came out of the consultation with farmers in 2019 - reforming industry structures.

Member **Organisations**



L-R John Keely (UDV Vice President), Ashlee Hammond (UDV Manager), Kate Carnell (Australian Small Business and Family Enterprise Ombudsman), Paul Mumford (UDV President) discuss the Dairy Industry Code of Conduct

Environmental Protection Agency Legislation

The Environmental Protection Agency (EPA) is set to introduce new legislation in Victoria from 1 July 2021 which will put emphasis on a business's General Environmental Duty (GED) when it comes to prosecution of environmental issues and disasters, and will prevent the EPA from being liable.

One point of contention in the new legislation will be the use of Equivalent Passenger Units (EPUs) more commonly known as tyres on dairy farms. Currently farmers are limited to only 5000 EPUs per farm, which the UDV views as a limiting factor going forward, as farm businesses and the reliance on stored fodder grows. The UDV has been working closely with Dairy Australia on the issue and will continue to advocate for the importance of EPUs to dairy farm businesses.

The UDV has spent considerable time assisting members through their applications for the Victorian Government's Agriculture Energy Investment Plan. After the UDV secured a significant extension to the program, it eventually concluded in June 2020. The UDV continue to engage with the State Government on energy use on farm, providing crucial feedback that will enable Agriculture Victoria to better tailor their offerings in relation to energy efficiency projects. The UDV also played a key role in assisting members to apply for the Australian Government's Energy Efficient Communities Program - Dairy Farming Business Grants, a project that is allowing many to reap the benefits of more energy efficient upgrades.



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United Dairy farmers of Victoria (UDV) continued Victorias (UDV)





UDV Policy Councillor Gordon Nicholas and his sons have been rebuilding their farms at Biggara and Tintaldra, where they lost 86 Freisian heifers, three sheds, machinery and 50 years of fencing

Other Efforts

The UDV has worked on the following additional projects:

- Providing a submission of support for an adjustment to the Primary Industries levy to help fund LiveCorp research and development and marketing
- Embarking on a research project to better understand how farming and agriculture are perceived by the general public and farmers. This research will inform a communications campaign that will promote the role of farmers in Victoria
- Successfully lobbying for a doubling of the On-Farm Drought Resilience Grant Program

• Securing funding from the Federal Government to undertake a 'Kids on Farm' education project to better educate school students on how their food is produced

The Year Ahead

Markets and Trade

The UDV will be particularly involved with issues of markets and trade, with the continuation of a Dairy Industry Code of Conduct, the progress of the ACCC Inquiry into Perishable Agricultural Goods and the retail price of milk all hot topics for the year ahead. The UDV will ensure that the interests of Victorian dairy farmers are present and accounted for.

Natural Resource Management

Natural resources will remain a key area of focus on the UDV agenda for the coming year. Effective government policy must include an approach for farmers who are facing first-hand the effects of climate variability. Farmers must have the tools, resources and support to ensure our industry is prepared for ever increasing variability through the development of fit for purpose government policy, research

Member Organisations

Western Australian Farmers Federation (WAFF) Dairy Council



Committee Chair: Michael Partridge Executive Manager – Dairy Policy, Advocacy and Engagement: Laura Stocker



Regional Roundabout at the Dardanup Tavern

Year in Review

Seasonal Outlook

Western Australia has had a good winter and spring overall. However, grain prices have been at an all-time high, with wheat at \$450, barley at \$340 and lupin at \$550 per tonne. Hay and water prices have also remained high. We hope that with better rains our feed and input costs will go down after the harvest.

Changes to Committee

At our recent annual general meeting, Michael Partridge stood down after four years as President and eight years as a representative on ADF's National Council. The WAFF Dairy Councill thanks Michael for his hard work and leadership. He has been replaced by lan Noakes. The Dairy Council also thanks outgoing Councillor Tammy Negus for her excellent contributions, especially in the area of People and Human Capacity. The Dairy Council welcomes Robin Lammie as a new Councillor.

Regional Roundabouts

COVID-19 caused the WAFF Dairy Council to cancel our dairy conference, which was replaced with a Regional Roundabout when travel was allowed to resume. Over four sessions, we met with 100 farmers and farm workers. In our presentations we highlighted a range of benefits delivered by WAFarmers and the Dairy Council. Our main presentation was on various forms of government intervention to correct this market failure. We gauged support for government intervention as a whole and for particular scenarios. Farmers strongly favoured a minimum farmgate milk price and the development of a manufacturing plant.

Government Meetings

We have had four meetings this year with WA Minister for Regional Development, Agriculture and Food the Hon. Alannah MacTiernan MLC. We expressed the challenges facing dairy farmers and showed that there is no mechanism for getting value back to the farm gate. As a result of these meetings, Minister MacTiernan surveyed dairy farmers to ask their opinion about government interventions. Support was strong for a minimum price. The Minister has now initiated a consultation process with all stakeholders in the dairy industry, employing an independent consultant to interview key stakeholders and run workshops.

Western Australian Farmers Federation (WAFF) wafarmers Dairy Council continued

Other Projects

In addition to participating in ADF submissions, the WAFF Dairy Council has made 11 submissions on critical issues such as the Dairy Industry Code of Conduct, deregulation, Bovine Johne's Disease (BJD), the imbalance in power between farmers and retailers, perishable goods, animal welfare and on-farm trespass laws.

The Year Ahead

The WAFF Dairy Council will, in the next year, focus on the following issues:

 Reform of industry structures as part of the Australian Dairy Plan, including consultation on a proposed new structure with the WA dairy industry.

 With WAFarmers, the Dairy Council will be involved in developing a new climate policy for agriculture.

• The imbalance in power between farmers and retailers, and hope the ACCC inquiry produces a positive result for dairy farmers.



