

# Focus Farmer Expression of Interest



## Background

Dairy Australia's Focus Farms program centres around farming families and enterprises. It aims to assist Focus Farmers to achieve their stated goals during a defined period in which they are supported by a support group made up of farmers and local service providers.

The Focus Farm program has been running for almost 20 years with Focus Farms and their open days giving all farmers insight into how on-farm decisions are made and the impact they have on the broader farm business. Farmers can use Focus Farms as sources of inspiration and reference points to inform their own decision-making.

## Benefits

The benefits from being involved in the Focus Farm project are considerable and support:

- Farm businesses that are looking to grow.
- Transition of farm/business ownership.
- Development in business skills and capability.
- Timely farm operational decisions.
- Farm decision making in a collaborative group learning environment.

## What is involved in being a Focus Farmer?

### Support group meetings

The support group traditionally meets bi-monthly. These sessions will run for about three hours, including a farm walk and a business discussion. The discussion will revolve around relevant business challenges and will also include a financial analysis for the month and ongoing planning. There will be approximately 12 meetings over the 2 year project.

Prior to the meeting, the facilitator will contact the focus farmer to prepare for each meeting's focus and discussion. They will seek to understand what has happened on the farm since the last meeting and will provide direction in relation to what information is needed for the meeting.

### Field days

There will be several field days where the farm is open to the general public to participate in a farm walk and discussion about the ways the business is operating. The consultant will facilitate the day and support the focus farmer to participate in the discussion.

### Promotion of learnings

There is an expectation that finance and production key performance indicators will be promoted in the Dairy NSW newsletter and website throughout the program. Input into bi-monthly reporting to Dairy Australia and Dairy NSW will be required.

Capturing images and video footage for promoting the learnings is also expected to ensure a wider audience learns from the focus farm journey.

### Project reporting

The project is fully funded by Dairy Australia (DA) and Dairy NSW. Dairy Australia requires progress reports and the Dairy NSW Board requires regular updates. The reporting will be organised by the facilitator and a project manager employed by DA. From time to time the focus farmer will be asked to make comments on the program and provide updates on what is happening on farm.

**For more information or to request an application form call Carly Potts on 0455 22 77 07 or [Carly.Potts@dairynsw.com.au](mailto:Carly.Potts@dairynsw.com.au). Good luck with your application. Applications close on 18<sup>th</sup> December 2020.**

## Applicant details

Business Name (Legal entity name):	ABN:
Applicants Name:	Applicants Position (eg. Owner, Partner, Manager, Share-farmer):
Mobile:	Email:
Briefly detail your experience (How long have you been farming? Outline your career path.):	
Farm address	Postal address

## Farm Business Structure

Business Model:

- Provide details (eg. 50% share-farmer, operating as a partnership)
- Current business status (eg. consolidating, expanding or succession planning)

Farm Performance:

- How do you currently analyze and monitor your farm's performance?
- How are you currently performing against this? (Feel free to attach any reporting that you have).

Why do you want to become a Focus Farm?

- Describe

- Outline the challenges you would like to focus on if you were selected. For example, what aspect/s of your business would you like to improve and why? Do you currently use a support system (eg consultant, local discussion group- please name any)?

## Farm Operations

Describe your current farming operations:

- Home grown feed, TMR, PMR.

Land:

- Provide details of land areas, including owned, leased, turnout, usable, unusable, milking, support, irrigated and dryland, farm layout (ie farm map)

Livestock:

- Opening and closing livestock numbers for all age groups
- Peak herd numbers
- Stocking rate on milking area
- Management (milkers/youngstock etc)
- Any past animal health/welfare issues

Milk Production:

- Milk production details for milk supplied to the factory. Total for Farm, per cow & per hectare

Milk Processor:

Litres:

Fat (kg):

Protein (kg)

**Labour:**

- Number of paid part-time and full-time staff and the hours they work
- Number of unpaid staff (family) and the hours they work
- Labour structure (eg manager and employees)

## Conditions of participation

Your lodgement & signature signify understanding of the conditions of participation.

To participate, you need to accept the following conditions:

- Agree to undertake a risk assessment of your farm as part of the focus farm process to ensure compliance with workplace health and safety guidelines
- Intend to dairy farm for the duration of the two-year project
- Agree to provide your income, production and financial figures to your support group
- Be open minded to suggestions from the support group. Be willing to adopt and try new ideas.
- Have the ability to cope with the scrutiny of your farming practices
- Be willing to participate in activities that promote the benefits of being a focus farm such as podcasts, social media posts and media release.

Signature: \_\_\_\_\_

**Print, sign and post OR print, sign and scan before emailing to [info@dairynsw.com.au](mailto:info@dairynsw.com.au)**