



# 2018

## ANNUAL REPORT





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# INTRODUCTION

**Welcome to the 2018 Annual Report. This year has been a year full of challenges and achievements. Without your valued support, WAFarmers would not have been able to achieve the wins that it has.**

WAFarmers has continued to advocate for its members this year.

Membership is essential to WAFarmers, being the largest and most influential advocacy group in WA. With over 3500 memberships, WAFarmers requires your continued support to ensure that we can advocate on issues important to your livelihoods and your business.

This report provides you with an overview of all commodities; grains, livestock, dairy, bees, general, and will give you further insight into WAFarmers role in the media and events over the year. It will allow you see read about the outcomes made possible by your contributions, and highlights the strong position that WAFarmers has in the agricultural industry.

*Thank you for your support.*





# PRESIDENT'S MESSAGE

***It is with great pleasure that I present the 2018 Annual Report on behalf of the Western Australian Farmers Federation (WAFarmers). 2018 was a year full of challenges and triumphs, as we dealt with some big issues and staffing changes.***

The 2018 season has been looking very good for most in the South-West, however bushfires and a very dry and windy start to the South Coast and South-Eastern areas resulted in many farmers in that area having a well below average season. Frost hit some parts of the Wheatbelt and further reduced the outlook, forcing some farmers to get the baler out instead of the header. The rain needed in September arrived too late for most farmers. Despite this, farmers have shown just how resilient they can be, and we hope that the majority have finished on a high this season.

WA has had a far better season compared to that of eastern Australia, due to the prolonged drought they are experiencing.

Strong commodity prices and a good season for most are going to give many farmers in WA a financially strong 2018.

During the year WAFarmers hosted National Farmers' Federation (NFF) President Fiona Simson, where I joined Fiona on a trip to Kununurra, touring the region to see a range of agricultural irrigation projects as well as the cattle stations. Once back in Perth, Fiona and I met with key live export stakeholders, giving Fiona an opportunity to listen to each stakeholder's experiences, problems and ideas going forward, and to discuss the future of the live export industry.

The NFF have launched its plan for a \$100 billion by 2030 which has set a framework for the industry's objectives and is already proving influential in the national political arena. Throughout the year, WAFarmers has had involvement in this 2030 Roadmap. As the main representative body for farmers in Western Australia, and a proud member of NFF, WAFarmers shares NFF's values of 'smart, profitable, sustainable and unified', to ensure agriculture in Australia is successful both now, and in the future. WAFarmers was involved in the consultation period of this roadmap, and is continuing to work with NFF to ensure that this national goal for agriculture is met.

There is no doubt that a group of farmers have been severely affected with the cessation of the live trade between May and November. At the time of writing there had been a return of the trade and we hope that the industry can build its public support and provide a record of performance to allow it to continue into the future.

As your advocate, WAFarmers has been meeting many politicians and decision makers and striving to lead the industry through to a satisfactory resolution. WAFarmers has made numerous trips to Canberra on your behalf and sought new ways to influence the public debate. WAFarmers has worked collaboratively with many others in the live sheep industry and sought to bring us all together

including an alliance campaign. In August, WAFarmers held a public meeting regarding the Live Sheep Trade in Katanning with more than 1000 attending.

The Federal Labour opposition committed to a phase out of the live sheep trade over five years, the future of this industry remains extremely politically tenuous. There are no guarantees of the final outcome, and all of those farmers involved need to consider all the possible outcomes.

The live sheep trade issues are an example of the importance of gaining public support, through a "Social License". This "Social License" will increasingly impact our farming practices and ensure they continue. This issue will become a challenge for all of us and will be a responsibility that we will all need to carry. It is no longer acceptable to simply meet good farming practice. We have to demonstrate our integrity through an open and transparent process right through the entire supply chain.

WAFarmers celebrated its 5th Heart of WA in September, which was a great success, with a record number attending and joining in the celebration of our wonderful Western Australian produce. The night also consisted of entertainment, and was a chance for some to unwind and relax, while for others it was a chance to get on the dance floor, meet new people and spend time with work colleagues, friends and family.

WAFarmers has been able to maintain a near balanced financial position during the last 12 months and at the time of writing we were hoping for a small surplus. Income, membership support and commercial interests such as the WAFarmersFirst branded products remain a focus for the organisation. We have had some staff turnover throughout 2018, including the departure of CEO Trent Kensett-Smith and we have welcomed new CEO, Trevor Whittington.

I was elected as a National Farmers Federation (NFF) Board member at the Annual General Meeting held in Canberra on 28 November. My passion for making a positive contribution to regional Western Australia and the agriculture sector is something I will continue to deliver in my capacity as an NFF Director. I aim to represent the link between the west and the NFF, and I am privileged to have been given this opportunity.

I would like to thank all the staff and elected members for their continued and energetic support to the organisation, particularly all our staff, past and present, who always continue to give us their full support.

WAFarmers looks forward to continuing its many roles for you next year and I wish you all well for the coming season.

*Tony York*  
**PRESIDENT**



**My passion for making a positive contribution to regional Western Australia and the agriculture sector is something I will continue to deliver in my capacity as an NFF Director.**





# GRAIN REPORT

DUNCAN YOUNG AND JESSICA WALLACE

*The WAFarmers’ Grains Section has continued to be a strong voice for Western Australian grain-growers, and remains committed to achieving the best possible outcomes for its members and broader community.*

*2018 was a frustrating year for growers; both promising and challenging seasonal conditions kept growers questioning the year’s harvest outcome. An unusually late start to the season, strong wind events and heavy frosts all had an impacted on the crops, but with late rains and cool conditions for grain filling in October, it will be a good season for most growers.*

Growers commenced dry seeding in late April in the eastern and southern regions, with the dry conditions continuing well into May. By June good general rains had fallen in Geraldton, West Kwinana and the West Albany port zones, which placed the greater part of the Wheatbelt in a promising position with considerable rainfall occurring for much of June to August. August saw minor frost events with severe frosts occurring in mid-September, coupled with little rain for the month of September. However with favourable finishing conditions, the 2018 harvest was still well on track for an above average year.

Unfortunately our friends over in the east are experiencing one of the worst droughts on record. This has had a positive impact on Western Australian grain prices, with numerous shipments heading over east.

## GRAIN STOCKS

WAFarmers Grain Council commends CBH for being the only bulk handler to allow growers at harvest via LoadNet to

see stocks information, thus putting them on a level playing field with the grain traders. However, Australia does not have a grain stocks reporting system and this year’s drought in the eastern states has highlighted the down fall of not having one. Currently there are three applications to import grain into Australia for feed purposes. Grains Council is disappointed to see this on two levels; firstly there is ample grain in WA and SA to supply the east coast and still supply our existing export markets. Secondly the massive issue of biosecurity arising for the potential importation of grain. WAFarmers will continue to engage in this space to ensure the protection of our industry from any biosecurity threat.

## GRAINS RESEARCH AND DEVELOPMENT IN WA

Grains research, development and extension projects continue to be coordinated by the *Department of Primary Industry and Regional Development (DPIRD)* and *Grains Research and Development Corporation (GRDC)*. AU\$20 million worth

of grains research is coordinated by DPIRD each year and this investment continues to support Western Australian growers to achieve AU\$5 billion to the state’s economy.

WA’s grain harvest represents the largest export commodity behind the mining sector, and WAFarmers Grains Council continues to seek improved communication channels for growers to ensure focused and effective research outcomes can be delivered to growers in this state.

Work continues on a national level to ensure research trials and crop management strategies add value to the Australian grain industry and WAFarmers continues to take the lead on pushing for GRDC to become an IOC.

## CBH GROUP

**CBH have made a number of changes to their operations for the 2018/19 season.**

The maximum residue limit (MRL) remains an area of focus with CBH, introducing a glyphosate treated feed barley segregation. WAFarmers is working closely with CBH to ensure that sampling techniques remain consistent and in line with Australia’s MRL thresholds.

The CBH MRL testing regime has detected increased levels of glyphosate since the herbicide was approved for on-label registration last year in 2017. WAFarmers remains concerned about the potential

penalties for label breaches, despite there being no reported breaches of the Australian MRL.

The decision made by CBH to focus on glyphosate was reportedly implemented due to specific markets not operating by an MRL system or being a signatory of CODEX. It’s important to note that Australia is not a signatory of CODEX but has one of the most stringent MRL protocols on a global scale.

Whilst WAFarmers supports continued improvement to grain safety and the correct use of chemical application, farmers should have access to transparent targets and objectives by the CBH; this is an area WAFarmers Grains Council continues to work on for the benefit of all stakeholders involved.

## RAIL – ARBITRATION

The ongoing rail access issues between CBH and Arc Infrastructure (formerly Brookfield Rail) continue. CBH are hopeful of a conclusion to the arbitration by the end of 2018.

## GM

In February, WAFarmers Grains Council submitted to the Environment and Public Affairs Committee – Legislative Council; *for the inquiry into mechanisms for compensation for economic loss to farmers in Western Australia caused by contamination by genetically modified material.*

In the submission, WAFarmers expressed concerns that if an inquiry, such as the proposed at the time, was to find that a GM grower was liable to pay compensation for the purpose of co-existence that the findings may range wider than just the subject of GM crop production – such inquiries may set precedent for the seeking of compensation if there were potential seed contaminations/escapes and invasion by feral animals – domestic or feral to or from neighbouring properties. WAFarmers stressed the point that common law has previously dealt with such issues to date and current laws have satisfactorily dealt

with these industry issues. Industry is still awaiting an outcome from the April parliamentary hearing of which Grains President Duncan Young and former Executive Officer Maddison McNeil represented WAFarmers concerns.

## Repeal Review - Genetically Modified Crops free Areas Act 2003

In July, the Department of Primary Industries and Regional Development sought feedback from various stakeholders on the impact of the repeal of the Genetically Modified Crops Free Areas Act (GMCFAA) 2003. The review sought to identify which genetically modified crops are commercially grown in WA; how effective the segregation systems are along the grain supply chain, and whether there has been any issues or problems identified due to the repeal of the GMCFAA Act.

WAFarmers highlighted the success of the Western Australia’s production and export of grain relies heavily on the competitiveness of WA grain growers. Whilst WAFarmers supports and will continue to support the right of farmers to farm as they choose, the submission highlighted the importance of growers having the availability to access new grain technologies and varieties to maintain their position in the export market. WAFarmers also highlighted the success of the repeal and how it was an advantage for grain growers, and consumers, and provided security that Western Australia’s farming future will continue to benefit through innovation and scientific advances within the grain industry.

## BIOSECURITY

The Western Australian Biosecurity framework still remains a focus for WAFarmers Grains Council. The Australian biosecurity framework is multi-faceted and complex, WA’s framework is currently under review due to the DPIRD mechanical restructure. Grains biosecurity remains a focus for the industry and WAFarmers is working alongside other industry groups to ensure that the grains industry is sufficiently represented within the new model.

## GrainGuard

The current function of the GrainGuard committee, an initiative of DPIRD remains uncertain due to the recent restructure DPIRD. WAFarmers Grains Council continues to engage with grains industry groups; Western Australian Grain Group and the Pastoralists and Graziers Association, to ensure that WA’s imminent new biosecurity framework correctly represents the Western Australian grains industry and its AU\$5 billion dollar crop. WAFarmers seeks to ensure that grower bodies are consulted should there be a serious incursion and grower impact is minimised. Grain biosecurity threats remain a serious issue and industry is working together to ensure growers are correctly represented.

## Biosecurity Roundtable Western Australia

In July, WAFarmers attended a biosecurity roundtable which was hosted by the national Biosecurity Committee together with the Australian Government Department of Agriculture and Water Resources (DAWR), and the Western Australian Department of Primary Industries and Regional Development (DPIRD). A number of industry groups had the opportunity to discuss state-based biosecurity issues, and issues specific to Western Australia’s biosecurity surveillance systems.

The 2018 Roundtable focused on ‘preparedness and response’, with activities on the day designed to seek input on; preparedness and response arrangements across a range of biosecurity activities, gaps and possible solutions, roles and responsibilities in the preparedness and response, success and lessons learned.

Key issues raised from the roundtable continue to focus on; transparency of data surveillance activities for all stakeholders, improving biosecurity education, using biosecurity champions and improving communication channels were common topics for discussion.



## GRAIN PRODUCERS AUSTRALIA

Over the past year Grain Producers Australia (GPA) has continued to work hard to represent the interests of commercial grain farmers across Australia. WAFarmers are the Western Australian members of GPA along all other SFO's, and as members we are represented on Grains Industry Market Access Forum (GIMAF), Australian Grain Industry Discussion Group (AGIDG), Grain Traders Australia trade committees and standard committees.

In 2018, the focus areas for the GPA policy council included; grains research and development, biosecurity planning and implementation, chemical access – reviews and regulatory programs, gene technology regulations, harvester insurance, harvest receival reporting, national mouse management group, market access and review of the port access code. GPA has also being the driving force in the consolidation of Industry Good functions. GPA, in conjunction with Grain Growers Limited (GGL) remains the joint representative organisations (RO's) for GRDC, and together are contributing to the development of the GRDC Strategic plan.

## ACCC REVIEWS

### Review of the Wheat Port Code

The Department of Agriculture and Water Resources (DAWR) was tasked with conducting the three-year statutory review of the Wheat Port Code in September 2017, after receiving and considering a number of submissions. After seeking additional input from consultation and research, an interim report was released in April 2018.

A second round of consultations closed in June 2018, and the review taskforce met

with over 30 key stakeholders. The review proposed a number of small changes, aimed at improving the operation of the Code. The opportunity was also taken to look at matters proposed by the ACCC, such as extending the Code to cover all bulk grains.

WAFarmers supported the maintenance of the Code as it currently operates, and sought the improvement of reporting obligations in its submission to the ACCC. WAFarmers also supported the Code being extended to all bulk grains so long as CBH and Bunge continued to hold their ministerial exemption. A move to include all bulk grain within the Code from WAFarmers perspective ensures all grain export remains competitive and increases capacity utilisation through flexibility for exporters and buyers.

The review made 12 recommendations to clarify and strengthen some parts of the Code, including extending it to cover other grains. The review recommended the Code be reviewed again in 2022.

## MEETINGS

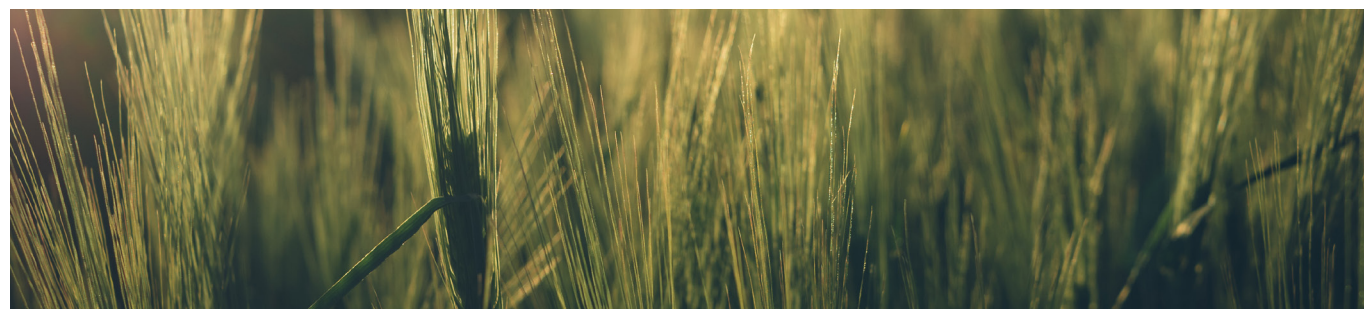
Grains president Duncan Young and Executive Officer Jessica Wallace met with many industry professionals throughout the year, and with MP's at both State and Federal level. The Hon. David Littleproud MP visited Perth in early November 2018, and numerous topics were discussed, throughout his farm tour of Western Australia. Topics included; agricultural chemicals, gene technology, biosecurity funding, framework improvements, stocks reporting and grain transport issues, all of which remain key areas of focus moving into the 19/20 grain harvest.

## CHEMICAL REVIEWS

In October, the ABC Four Corners program aired an episode on the popular herbicide glyphosate and its possible link to non-Hodgkin lymphoma. After the show aired WAFarmers alongside Grain Industry Western Australia (GIWA), VegetablesWA, and Wines of WA wrote an informative letter outlining the herbicide and its importance across the agricultural, horticultural and viticultural industries to State and Federal Ministers of Parliament.

Following the program, the Senate Rural and Regional Affairs and Transport References Committee sought an inquiry into the independence of regulatory decisions made by the Australian Pesticides and Veterinary Medicines Authority (APVMA). The inquiry sought the effectiveness of the current framework and process for reviewing and reassessing the safety of agricultural chemicals in Australia, including glyphosate and how it compared with equivalent international regulators; funding arrangements of the APVMA and the roles and responsibilities of relevant departments and agencies of Commonwealth, state and territory governments. The inquiry also sought to ensure that farmers have timely access to safe, environmentally sustainable and productivity enhancing products. WAFarmers Grains Council submitted to the inquiry and highlighted the strengths of Australia's regulatory body and reputation on a global scale.

Agricultural chemicals will remain an area of focus for WAFarmers Grain Council as we continue to work closely with Grain Producers Australia, leading chemical experts and chemical manufacturers to ensure that farmers continue to have access to the Ag chemicals they require.

An aerial photograph showing a white grain truck parked in a field next to three large, circular grain silos. The silos are made of corrugated metal and have ladders on top. The field is dry and golden-brown.

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# LIVESTOCK REPORT

DAVID SLADE AND KIM HAYWOOD

## LIVE EXPORT

The dominant issue the Livestock Council has been dealing with since April is the halt in the live export trade over the northern summer, which resulted in a large number of sheep having to be held back until shipments were resumed. The impact on farmers was compounded by seasonal conditions and the need to purchase more expensive feed to finish sheep that should have gone on boats.

The backlog of sheep and the loss of competition from the live export trade had a significant impact on sheep and lamb prices with the discounting gap between western and eastern prices widening to 280c/kg cwt during the spring. The spread swung from a 50c premium earlier in the season to a 230c discount by the middle of spring, as the demand normally present from the live export sector evaporated, leaving livestock producers with limited sale options. The rebound in prices after the renewal of the trade in November upon the granting of an export license to Rural Export & Trading WA further demonstrated the importance of the live sheep export trade to WA.

The restrictions placed on the live sheep trade also impacted live cattle exports as many of the ships export mixed loads and as a consequence over 10,000 cattle were held back in feedlots at considerable expense.

WAFarmers hosted a large meeting at

Katanning with approximately 1500 people attending in support of the live export trade. Funds were also raised to help support a marketing campaign to change consumer perceptions and lobby politicians across Australia. Donations to WAFarmers to support this continue to be very much appreciated. Submissions and interviews were also provided to the Moss Review into the performance of the Federal regulators and the ASEL (Australian Standards for the Export of Livestock) Review. WAFarmers stressed the importance of using new technologies to monitor animal welfare on ships and heat stress model refinements to help adjust new stocking density requirements demanded by the McCarthy Review.

WAFarmers has continued to provide letters of support to exporters applying for export licences or trying to retain their licenses and this effort did result in new licences being granted and the resumption of sheep exports to the Middle East recommenced in November.

Going forward, WAFarmers will continue to advocate for changes to the requirements for the northern summer period, currently set from May to the end of October, to assist famers and exporters but still ensure appropriate animal welfare outcomes.

WAFarmers, through the national peak industry bodies made a request to the commodity Research Development Corporations such as Meat and Livestock

Australia and Australian Wool Innovation to commit substantial long term funding for a comprehensive marketing campaign aimed at promoting the food and fibre industries to the general public.

WAFarmers has continued to work closely with staff at Sheep Producers Australia and the National Farmers Federation on the live sheep export situation and will continue to engage in this space to ensure this vital trade continues with the highest animal welfare standards.

In October the Livestock Council agreed to establish an Export Committee to be chaired by Jeff Murray. Over the next six months the committee will focus on:

- Realigning the McCarthy recommendations for the 2019 northern summer period including the length of the summer period, heat stress model changes, and developing animal welfare indicators.
- Ensuring the Moss recommendations are implemented and the regulators do their jobs.
- Develop an export round table to agree a strategic plan for live sheep exports
- Develop a consumer focussed marketing campaign to promote agriculture, and
- Complete a feed (grain and hay) stocktake and contingency plan.

## TRACEABILITY

It is well known that Western Australia's traceability systems are more robust when compared to other States as demonstrated recently by the SheepCatcher and CowCatcher exercises. Australia's traceability systems are currently under review for all agricultural commodities. WAFarmers has been supporting Department of Primary Industry and Regional Development staffs to ensure any proposed changes to the national traceability systems to meet harmonisation demands don't undermine the systems already in place. WA is the only state that links its brand registration to Property Identification Codes (PICs) so we know who owns the animals standing on a PIC, which other states can't do.

## LIVESTOCK PRODUCTION ASSURANCE (LPA)

In October 2017, MLA's Integrity Systems Company (ISC) made changes to the LPA program that included two new modules for animal welfare and biosecurity and an accreditation fee. The biggest issue for many livestock producers was the completion of the biosecurity plan and WAFarmers continues to assist members with these. The Livestock Biosecurity Network (a commercial company of Animal Health Australia) received funding from MLA to deliver workshops on the new LPA requirements and has now been disbanded. WAFarmers provided a detailed

submission to the ISC on the proposed LPA strategy 2025 which we believed was full of generalised statements but lacked clear vision and detail.

## WILD DOG CONTROLS

Intense activity has pursued since the WA Agriculture Minister announced \$18.6m funding package for the management of wild dogs. WAFarmers supported the Minister's announcement and a number of projects have started including repairs to the State barrier fence, grants to explore new solutions to minimise impacts, funds for social and ecological assessments, bait delivery and cell fencing projects.

However, after 12 months we are still waiting for the green light to start the building of the much needed Esperance Extension Fence. A huge amount of effort has been put into lobbying the Federal Agriculture Minister for the \$1.5 million needed to fill the funding gap so that progress can be made on building the Esperance Vermin Fence. WAFarmers in partnership with Esperance and Ravensthorpe Shires and regional biosecurity groups (RGBs) sent a joint letter to Minister Littleproud asking for this funding to be paid directly to the Esperance Shire. Scott Pickering is our wild dog representative and has done an enormous amount of work on this topic for members.

The WAFarmers Livestock Council also commended the WA Sheep and Goat Industry Funding Scheme for allocating

funding to a tender process aimed at controlling wild dogs inside the State Barrier Fence.

## PRODUCTION SYSTEMS

Given the increase in stock thefts, livestock owners need to ensure animals have the required earmarks and tags and they complete National Vendor Declarations accurately. Departmental staff have commenced issuing fines for incorrect NVDs or incorrectly tagged animals. Fines can be up to \$20,000 so it is important to get this right. Producers must remember to put the exact address of and the destination PIC on the NVD. Saleyard and abattoir addresses and PIC numbers can be found on the WAFarmers website under the resource section.

Also, wool growers are encouraged to complete the National Wool Declaration; WA continues to have the worst track record for completing the Wool declaration and this could have trade implications down the track. We need wool growers to complete the wool declaration as we must gather the evidence needed to assure our customers especially on the use of pain relief products. The WAFarmers policy is that pain relief should be used when mulesing.

Livestock producers are also encouraged to request the Sheep Health Declarations, and the Cattle Health Declarations, as part of good on-farm biosecurity plans for LPA (Livestock Production Assurance), when purchasing livestock.







## REPLACEMENT FOR THE BOYANUP SALEYARDS

WAFarmers provided a letter of support to the South West Beef Cooperative group that submitted a proposal in response to the call for Expressions of Interest for new saleyards to be built as a replacement for the Boyanup facility. The paper included the option of seeking funds from the Australian Government's cooperative project grants. WAFarmers has been working on suitable options for the replacement of the Boyanup saleyards for over a decade and will remain active on this topic.

## ANIMAL HEALTH AND WELFARE

WAFarmers submitted a detailed response to Animal Health Australia's (AHA) Annual Operating Plan 2018-19. We identified many discrepancies in this report and requested peak industry councils pursue further analysis on the plan before it is approved. AHA has accrued substantial reserves from unallocated funds. It is evident WA is not getting its fair share out of AHA; for example levy payers contribute approximately \$2m in funding but only receive approximately \$55,000 back from AHA and WAFarmers will continue to pursue changes to this situation.

## WA ANIMAL WELFARE BILL

WAFarmers took a strong stance on the proposed WA Animal Welfare Amendment Bill announced by the WA Agriculture Minister earlier in the year. The original Bill proposed new measures which could have created significant issues for livestock

businesses particularly the introduction of new welfare inspectors with new powers to enter a property without reason to complete audits for the compliance of animal welfare standards although these standards were not defined. Our strong advocacy position resulted in the Minister amending the Bill five times before it passed through the Houses of Parliament. We will now work with the Minister to ensure the smooth transition of the national welfare standards for transport and saleyards to be incorporated into legislation to be followed by the national welfare standards for sheep and cattle.

## WOOL

The Wool Committee, chaired by Steve McGuire were very engaged in discussions on the Wool Poll levy rate and the adoption by AWI of the Ernest Young Recommendations at the AWI AGM in November.

Steve is our representative on Wool Producers Australia board and represents members' interests on a vast array of topics including the development of a National Sheep Health Project business plan and the National Sheep Industry Biosecurity Strategy. The Livestock Council also supported the development of a National Ovine Brucellosis database.

## CATTLE

David Slade took a key role in instigating discussions with other State Farming Organisations on the development of a new business model for Cattle Council Australia

(CCA). As a consequence to this advocacy position, CCA agreed to take another direction from their proposed regional model. Geoff Pearson was nominated for another term to be our representative on the CCA board. David Slade sits on the CCA Farming Systems Committee and Kim Haywood sits on the CCA Health Welfare and Biosecurity Committee.

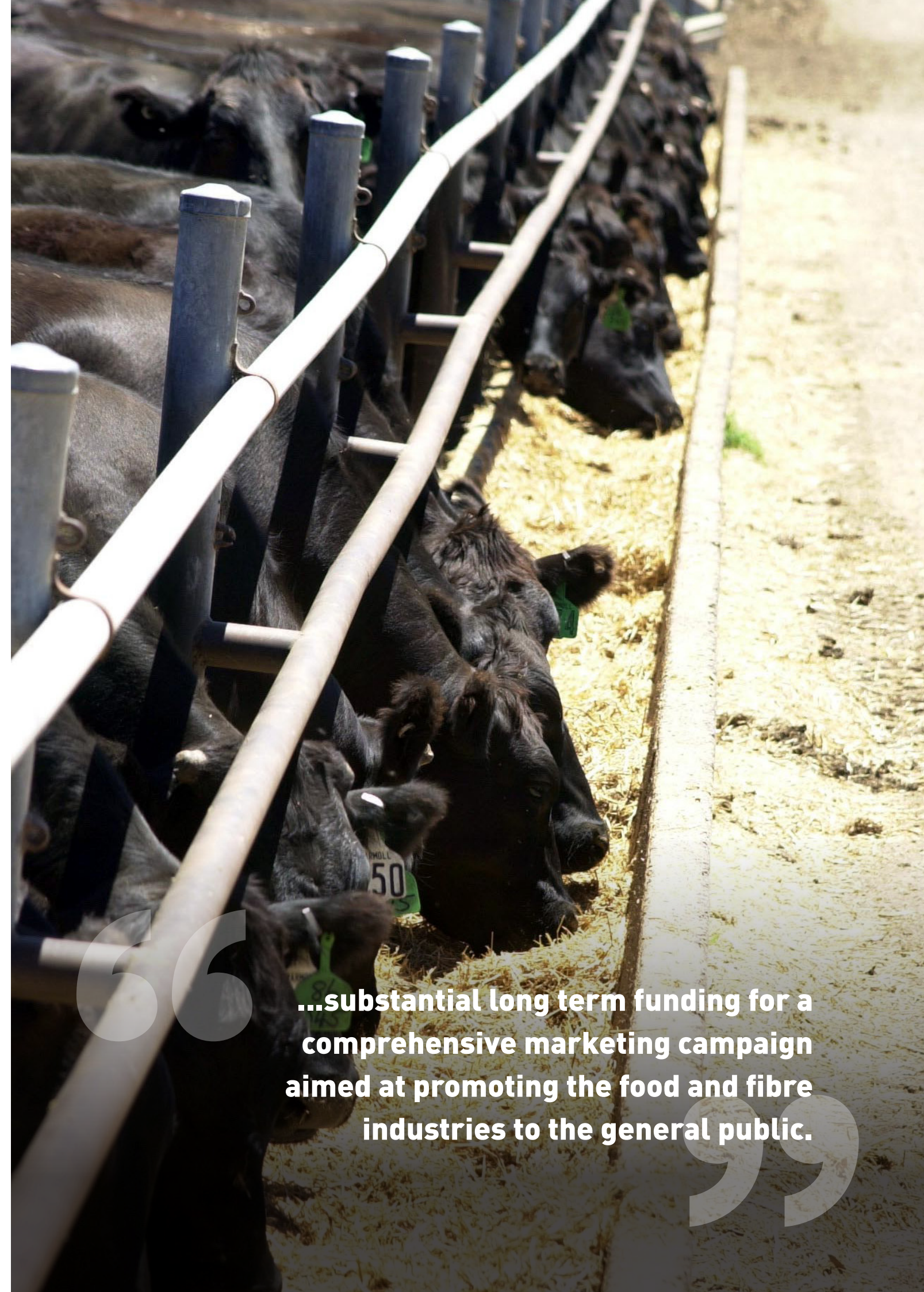
## LIVESTOCK COUNCIL

In June the Livestock Council made the decision to change its committee structures. It was agreed two committees will be formed for the sheep sector and the cattle sector. The committees are;

- The Trader and Beef Cattle Committee, and
- The Sheepmeat and Wool Committee

These committees replaced the Wool and Meat Committees from October onwards. Committee meetings are held via teleconferences approximately 10 days prior to the face to face meetings of the Livestock Council. The Committee Chairs, these being Geoff Pearson for the Cattle Committee and Steve McGuire and John Wallace for the Sheepmeat and Wool Committee, bring the actions and recommendations forward to the Livestock Council for ratification.

David Slade would also like to acknowledge the contribution made by those individual members of the Livestock Council and various committees who do a significant amount of work and take on the responsibility for industry representation at a state and national level.



...substantial long term funding for a comprehensive marketing campaign aimed at promoting the food and fibre industries to the general public.



***The industry is looking more stable than it was 12 months ago. The WAFarmers Dairy Council continues to advocate for greater value from the market place and has written to each of the processors about the increasing costs being faced by dairy farmers given the difficult season and the likelihood of supply going forward.***

It was a difficult autumn and winter with the south west with a very late break of the season, being the end of May compared with the normal mid-April break. Following the break, it became very wet and cold and pasture growth rates were extremely slow. This has seen unprecedented demand on hay, which saw farmers buying and paying more for hay this season.

The negative impact has been broadly \$400/cow, so the typical farmer with 350 cows producing 2.5 million litres per annum has about \$150,000 of extra costs. This has put many dairy farmers under financial pressure and seeking to refine longer term payments and extending bank overdrafts.

Grain costs are now approximately \$100/tonne more than last year. The extra cost in grain alone will add 2.5-3.5 cents/litre to the cost of production. This with the extra demand of hay and the fact that the cost of urea has also gone up 20-25% will have a huge impact on farm profitability. Feed cost make up two thirds of farm costs. This may have serious outcomes for milk supply going forward, with winter milk production down nearly 10%.

As the WAFarmers Dairy Council President, I commended the Federal Minister for Agriculture David Littleproud for his in principle support of a 10c/litre milk levy to help dairy farmers manage the effects of the drought. While we recognise the various responses from retailers and processes in the eastern states, we need Western Australia to be included in a national response.

The WAFarmers Dairy Council supported the concept developed by the Queensland Dairy Farmers Organisation for a levy to support drought affected farmers in the eastern states. The reality is the drought has impacted dairy farmers from east to west.

While Western Australia is not in drought; the huge demand for hay from the eastern states has pushed up prices across the country.

WAFarmers welcomed the acquisition of Brownes by a Chinese company. The new owner is a family business who already has dairy interests in China. As a result of the sale, the new owners plan to invest \$10m into the cheese facility in Brunswick, which will assist their balancing and provide some export opportunity.

WAFarmers hosted its Dairy Conference in Busselton on Thursday July 26. A comprehensive program covering a wide and interesting range of advocacy issues attracted over 80 attendees to the conference. The WA Minister for Agriculture and Food Hon. Alannah McTiernan opened the Dairy Conference and announced funding of \$200,000 to Western Dairy to strengthen and grow the WA dairy industry. This funding was welcomed by WAFarmers as it is hoped the investment will allow the dairy industry to further progress.

Guest speakers included the ADF (Australian Dairy Farmers Ltd) CEO David Inall, Paul Rees from Lion Dairy and Drinks, Tony Girgis Managing Director and CEO of Brownes Food Operations, and Malcolm Fechney Milk Supply Manager for Parmalat Australia. Blake Robinson, Marketing and



Communications Manager at Dairy Australia (DA) gave the attendees a great insight into social licence status of the Australian dairy industry and the marketing approach being taken by DA.

The most popular talk of the day according to guest feedback was Steve Hossen's analysis of maximising farm returns in relation to processors pricing systems. The presentation proved controversial with a couple of the processors, however it enforced the importance of having constructive and positive dialogues with processors to ensure production output and location are incorporated to receive optimal returns on investment.

This discussion reinforced that a key component to WAFarmers Dairy Council advocacy work going forward is to ensure dairy farmers are receiving the best outcomes and are building good working relationships with processors. This will include encouraging Brownes to formally sign the voluntary Code of Practice, particularly given Brownes has indicated it already meets the requirements of the Code.

Another key message from WAFarmers Dairy Conference was the support from the dairy industry for the continuation of the live export trade.

The WAFarmers Dairy Council also held their Annual General Meeting. Michael Partridge, Ian Noakes and Paul Ieraci retained their positions of President, Senior Vice-President and Vice-President, on the WAFarmers Dairy Council.

Animal welfare issues remain at the forefront of major discussions and there was a lot of collaboration between WAFarmers and ADF on this important topic. Farm safety, animal health and biosecurity are high priority policy topics for the Council.

WA has a valuable resource in SafeFarmsWA who along with Dairy Australia having provided guidance booklets to dairy farmers on safety related issues to avoid regulatory breeches and fines being imposed by Worksafe or the Department

of Health. Concerns have also been raised with Australian Pesticides and Veterinary Medicines Authority (APVMA) on the phasing out of commonly used chemicals before approvals for replacement chemicals are granted.

The Dairy Pavilion at the Royal Perth Show in September again proved a major attraction for the public with large crowds moving through the pavilion daily. The development and coordination of the pavilion is funded through the Dairy Industry Fund. This Fund also provides funding for youth scholarships for Harvey and Denmark Agricultural College students interested in pursuing a career in dairy.

ACCC

The main issues investigated by the Inquiry relate to the fairness of contracts, the perceived misuse or balance of market power between farmers and processors, and processors with retailers, and the importance of transparency and accountability throughout the dairy supply chain.

It takes a considerable amount of work, investment, planning and risk to produce, transport, process, distribute and deliver a perishable product, fresh milk, on a daily basis. Currently dairy farmers in Western Australia are bearing an unacceptably large share of the financial and risk burden.

In Western Australia, the industry is geared toward domestic fresh milk supply. Ongoing intensity in retail competition, unsustainable pricing of milk at \$1 per litre, and uncertainty surrounding processor requirements continue to concern farmers. ADF and the WAFarmers Dairy Council have continuously raised concerns about the excessive market power of the major retailers and the ways in which they have exercised this power.

Code of Practice for Dairy Contracts between suppliers and processors

Our current position supports the adoption of a Mandatory Code of Practice. There are some provisions within the proposed draft mandatory code that are not applicable or suitable for the Western Australian Dairy Industry. For example the draft code states a notice period of 90 days for processors and 30 days for farmers which might be suitable for the east coast, but is

not enough for WA. Contracts terms and conditions will need to be different for our market situation and this need to be explained within the code.

A provisional clause needs to be inserted in the Code to accommodate the unique circumstances in WA. We proposed a notice period of 3 months for farmers and 12 months for processors as this regime will protect both parties given the lack of choices available. The basis on which this proposal was established is that if a processor loses one supplier this will only have a minimum impact on a processor's business; but if a processor terminates a supplier's (farmers) contract in 30 days the impact for the supplier's business is catastrophic.

Over 90 per cent of the milk produced in WA enters the domestic liquid milk market via three milk processors. There are little or no opportunities outside this market and this in turn has a significant impact on a farmer's ability to negotiate beneficial contract terms and prices. The option to switch processors is only available to farmers in WA at the end of their existing contract. Generally speaking milk contracts from processors in WA vary in term from 2-5 years and include an 'exclusivity' clause, which locks the farmer to the processor for the entire duration of the contract.

In WA, there is a range of fixed term contracts with different start and due dates. If all WA dairy farmers had fixed term contracts with a common expiry date this would enable farmers and processors to negotiate at the same time, ensuring that when the time period is complete everyone could settle knowing their contract and pricing was fixed for a given term.

The limited supply option does allow processors the power to exercise 'exclusive clauses' preventing the farmer from selling their oversupply milk so we don't support the use of these clauses in contracts. The Council fully supports the need for transparent and simplified pricing policies and dispute resolutions protocols.

Milk Price Index

Following the Dairy Symposium in Melbourne, the Federal Government agreed to develop a Milk Price Index to help Australian dairy farmers better understand and interpret price signals. Deloitte Access Economics was employed to provide the economic modelling and analysis, and RM Consulting Group in partnership with Dairy Australia will produce education materials to be delivered to farmers at dairy industry events and dedicated webinars.

The more dairy farmers who submit their pricing regularly, the more valuable the retrospective farm gate milk price index will be to farmers. WAFarmers hosted dairy farmer engagement meetings in September in Denmark and Margaret River where discussions on the value of the milk price index were discussed at length.

Bovine Johnes Disease

To date there has been a good uptake from cattle producers volunteering to be involved in BJD sampling as part of the surveillance program for Johnes disease in WA. Warrick Tyrrell is the WAFarmers Dairy Council advisor on this program for WA dairy farmers. 79 dairy herds have completed BJD testing and all have been negative for BJD including for the sheep strain. Current thinking is that there is a low risk of transmission from sheep to cattle however cattle infection has occurred sporadically. Cattle are known to shed sheep strain but it is not known whether they can go on to infect others. WAFarmers also provided comments to Dairy Australia during its review of the BJD Dairy Score.

Australian Dairy Farmers

ADF are working through significant strategic planning changes with all state farmer organisations involved. Tammy Negus is our representative on the ADF People and Human Resources Policy Advisor Group (PAG), Phil Depiazzi is the representative on the ADF Health and Welfare PAG, Ian Noakes sits on the Farming Systems and Herd Improvement PAG and Michael Partridge sits on the Markets Trade and Value Chain PAG and the National Council for WAFarmers.





# BEEKEEPERS REPORT

STEPHEN FEWSTER, SHANNEN BARRETT AND KATE NICOL

*2018 was an eventful year for the WA honey industry. Beekeepers are looking at a below average honey crop for 2018/2019. The spring honey production was down with beekeepers struggling to keep their hives alive. It was looking like a successful season for Jarrah, with the trees budding quite early, however as beekeepers inspected their sites to place their hives for this year's jarrah honey flow, the damage of prescribed burns undertaken by the Department of Biodiversity, Conservation and Attractions (DBCA) has been evident. There is a small amount of Karri honey being produced and we're hopeful of some white gum and red gum late summer and into winter.*

Over the past few months we have had a change in staffing at WAFarmers and Shannen Barrett has moved into the role of Media and Communications Officer, and Kate Nicol has taken over as Beekeepers Section Executive Officer.

## INDUSTRY DEVELOPMENT AND SUPPORT

The beekeeping industry in WA has continued to progress throughout 2018. The Bee Conference was held by the Bee Industry Council of Western Australia Limited (BICWA) for the first time and was a successful event. BICWA is the peak industry representative organisation encompassing WAFarmers, WA Beekeepers Association, WA Apiarists Association and Agricultural Produce Commission. The 2019 Conference is currently being organised, and is scheduled for 24-25 May. WAFarmers looks forward to seeing another successful

conference. BICWA has developed a Strategic Plan 2018-2028 aimed to further strengthen the industry through leadership and advocacy, providing governance and secured funds, as the peak industry representative organisation encompassing WAFarmers, WA Beekeeping Association, WA Apiarist Association and the Agriculture Produce Commission.

## SITE ACCESS

WAFarmers members are now able to share sites through the WAFarmers Beekeepers Section Newsletter. This provides opportunity not only for members to have greater access to sites, but for members to join in supporting each other, which in turn supports the beekeeping industry in WA. There has been a great response to sharing sites, and this will continue to be a useful tool for members throughout 2019.

## PRESCRIBED BURNING

Prescribed burning is one of the most concerning issues for the Western Australian beekeeping industry. The Department of Biodiversity, Conservation and Attractions (DBCA) currently burns around 200,000 ha per annum. Within this land managed by DBCA are 2,071 apiary sites and on all land tenures there is 3,266, therefore the majority of apiary sites are situated on land that could potentially be burnt. After a successful Jarrah honey flow in 2016, the industry has spent a lot of time developing markets for Jarrah at a good price, up to \$20kg and higher. There has also been a lot of interest in the beekeeping industry with new people coming in and increasing the hive numbers. The impact of the current prescribed burning process is a massive concern for the future of the honey industry and its ability to continue to grow in a high-value agriculture industry.

The WAFarmers Beekeepers Section understand and support the need for prescribed burning to reduce the risk of out of control wildfires and ensure the safety of the community, however we believe it is absolutely essential for the future of the honey industry, for the development of an industry consultation model whereby areas of high significant to the beekeeping industry burnt, and the timing of these

burns are heard and considered.

Throughout the year WAFarmers Beekeepers Section held several meetings with key commercial beekeepers and industry players and Government representatives Hon. Diane Evers MLC, and Hon. Colin de Grussa MLC. These meetings aided in bringing this issue to the fore-front of the Governments agenda and assisting in action being taken. The effects of prescribed burning and also logging were discussed, and the need for increased industry consultation with beekeepers was recognised and reinforced. These meetings were successful, and the WAFarmers Beekeepers Section hopes to progress on these issues throughout the coming year.

## HONEY ADULTERATION

Honey adulteration became a topical issue late this year, after Macquarie University undertook a study finding 1 in 5 Australian honey samples to be adulterated. These results created uncertainty and insecurity in consumers, and markets were impacted. The ACCC undertook an investigation into Capilano Honey Limited following allegations in the media that their 'Allowrie' honey was not 100% honey. This investigation concluded that the Nuclear Magnetic Resonance (NMR) testing is not reliable enough to determine whether honey is adulterated, and found no evidence to support to allegation against Capilano. It is important that the Western Australian

beekeeping industry continue to assure customers that their honey is 100% honey.

## AREAS OF FOCUS FOR 2019

Moving forward in 2019, the WAFarmers Beekeepers Section will continue to work on increasing industry consultation relating to longstanding issues such as prescribed brining and logging. WAFarmers will work to maintain ample access to sites, and this will be supported through site sharing. Biosecurity is also a major issue; WAFarmers members continue to support the sentinel hive programme in WA. It is very important for WA to remain free of pests and diseases that are currently affecting beekeeping around the world.







# GENERAL SECTION

TONY YORK AND GRADY POWELL

## TRANSPORT REPORT

### Harvest Mass Management

Early in 2018, Main Roads advised of proposed changes to the Harvest Mass Management Scheme, including the requirement for an agricultural pilot in front of all truck movements occurring off the approved RAV (restricted access vehicle) network.

With approximately 500,000 individual grain movements occurring over the harvest period, WAFarmers quickly identified that this requirement would be impractical for the agricultural industry and would place an unreasonable impost on agricultural businesses during the busy harvest period.

WAFarmers worked closely with Main Roads to find a practical solution to this issue that may have hamstrung smaller operations due to the requirement for an additional vehicle and driver to pilot each truck movement on roads that are not on the RAV network. Following a number of meetings, WAFarmers was able to achieve a compromise position that allowed producers to lodge intended routes with Main Roads for assessment. This resulted in the approval to use some additional roads over the harvest period, while a number of roads were also approved subject to specific conditions.



WAFarmers will continue to work with Main Roads with the aim of achieving local “first mile last mile” access to farming properties. The lodgement of routes for assessment may result in an additional benefit with some roads being placed on the RAV network in a full time capacity – thereby granted greater access for farmers year round.

WAFarmers is proud of this achievement. The removal of some of the more onerous agricultural pilot requirements proposed for the Harvest Mass Management Scheme’s access arrangements has saved the industry a significant amount of time, inconvenience and additional expense.

### Agricultural Pilots

Late in 2017 WAFarmers identified that there was a loophole in the regulations that left farmers vulnerable when moving their machinery and implements on public roads. After applying pressure, Main Roads gazetted an exemption to allow the use

of agricultural pilots for the movement of agricultural implements and vehicles up to 6m in width. A survey conducted by WAFarmers confirmed that the 6m maximum width was not sufficient to cover industry needs for the movement of modern agricultural equipment

WAFarmers has worked with Main Roads, WA Police and the Road Safety Commission to find a way forward that suited all stakeholders while keeping safety as a pillar of any new arrangement. The new business rules surrounding agricultural pilots has tiered levels depending on the size of the equipment on the public road, with the upper limit being capped at 7.5m as per industry feedback. Larger equipment (above 7.5m) will still need to be moved under the guidance of a traffic escort warden.

This is an issue that caused great disruption and concern to the WA farming community. WAFarmers is proud to have been able to take leadership on this matter and provide an outcome that is of great benefit to each and every farming business.

### Review into WA Heavy Vehicle Accreditation

WAFarmers has been involved in a review of the WA Heavy Vehicle Accreditation scheme. Drivers operating trucks carrying a mass over 42.5 tonne will have

encountered the requirement to complete online accreditation courses managing fatigue and mass.

WAFarmers identified that these requirements may not be appropriate for the seasonal nature of agricultural transport and were designed for large heavy haulage companies full time transport operations. In general, farm machinery is on only on the road for a very short period moving between paddocks or farms on often very low volume roads. WAFarmers is working to find a method to alleviate the burden these requirements have on many producers while ensuring safety of drivers and other road users.

### Towed Agricultural Implements and Licensing

The movement of towed agricultural implements and licensing of agricultural vehicles has been a focus of the organisation for the past year. WAFarmers has identified many shortfalls in the current regulations and brought these to the attention of the Transport Minister some 12 months ago. While it is disappointing that many of the issues are still to be addressed, some progress has been made to allow the licensing of tracked vehicles and SP sprayers.

WAFarmers will continue to work constructively with the Transport Minister, Main Roads WA and the Department of Transport to implement a new notice to cover all agricultural machinery and ensure regulations properly meet the needs of a modern, efficient agricultural industry.

## TELECOMMUNICATIONS

WAFarmers was disappointed at the handing down of the Federal Budget with no new funding being allocated to the Mobile Blackspot Program. After applying pressure to the State and Federal Government, we were successful in attracting another \$25 million of funding for round 4 of the program. WAFarmers canvassed the membership to compile a list of areas that were in need of mobile reception improvement to assist with safety, productivity and support farming innovation. WAFarmers will continue to push the State and Federal Governments to

fund towers and connectivity in the regions as a policy priority.

We often hear about Internet of Things (Iot); a network that allows for the passage of small pieces of information generated by smaller devices such as drones, cameras and probes. Over the course of this year, Telstra has opened its Narrowband network which builds on the existing CAT-M1 network that provides connectivity over three million square kilometres.

These advancements provide an exciting look into what the future holds for agriculture. Technology will allow producers to remain competitive in a global market as it has the ability to achieve efficiencies in the farming system while increasing agricultural output. WAFarmers understands that technology is only beneficial when a producer can be reliably connected, as such, we will continue to advocate for improved access and reliability to internet and telecommunication across agricultural areas.

## OH&S

The State Government has progressed its policy of harmonising the state-based Occupational Health and Safety legislation with the rest of the nation. In October the Government passed legislation that allows for the increasing of penalties for incidents that occur in the workplace.

A guide to what constitutes a breach of the new guidelines is:

- Level 1 offence – generally a breach of the regulations, usually without any harm to anyone. An example would be a breach of the fatigue management regulations in which an employer did not make a truck driver takes the required rest breaks.
- Level 2 offence – usually a breach of the general duty of care with no serious harm caused.
- Level 3 offence – breaches of the Act that result in serious harm or death.
- Level 4 offence – gross negligence on the part of the employer resulting in serious harm or death.

Penalty level	Duty holder	Offence	Old OHS penalty	New penalty
1	Employee	First	\$5,000	\$50,000
		Subsequent	\$6,250	\$60,000
1	Individual	First	\$25,000	\$100,000
		Subsequent	\$31,500	\$120,000
1	Body Corporate	First	\$50,000	\$450,000
		Subsequent	\$62,500	\$570,000
2	Individual	First	\$100,000	\$250,000
		Subsequent	\$125,000	\$350,000
2	Body Corporate	First	\$200,000	\$1,500,000
		Subsequent	\$250,000	\$1,800,000
3	Individual	First	\$200,000	\$400,000
		Subsequent	\$250,000	\$500,000
3	Body Corporate	First	\$400,000	\$2,000,000
		Subsequent	\$500,000	\$2,500,000
4	Individual	First	\$250,000 and 2 years imprisonment	\$550,000 and 5 years imprisonment
		Subsequent	\$312,500 and 2 years imprisonment	\$680,000 and 5 years imprisonment
4	Body Corporate	First	\$500,000	\$2,700,000
		Subsequent	\$625,000	\$3,500,000



TRADE

With up to 80% of agricultural product exported out of Western Australia, trade is critical to the success and profitability of our businesses and broader industry. Opportunities have arisen in the United Kingdom and Europe as a result of the ongoing confusion associated with Brexit. Additionally, there has been unpredictability surrounding the TPP with US President, Trump leaving the negotiating table with only the prospect of him returning again. These two key issues have been the mainstay of trade development over the course of 2018.

The National Farmers Federation had representatives from across a broad range of commodities and agricultural organisations travel to the UK and Europe to discuss the impact Brexit will have on trade. With the UK leaving the EU; all trading partners will be required to sign new trade deals to exchange goods with the UK.

The contingent met with ambassadors and trading partners in Brussels and London as well as other key trading ports to identify opportunities for Australian agricultural product to service international market demand. With any trade deal, the issue surrounding tariffs remain a key concern for all partners. However, it is promising that communication with the European Union and United Kingdom has now commenced, and given the unpredictability of deliberation with Brexit it is important that these discussions continue and progress.

After the United States left the discussion table on the Trans-Pacific Partnership, the remaining partners pressed on with the deal under a rebadged *TPP-11*. The deal was signed by 11 trading partners in Santiago on March 8 2018, and was ratified by the Australian Government on 31 October 2018.

The deal is of great value to Australia, with agriculture being a big winner in the negotiations. In 2016-17 Australia exported approximately \$27 billion worth of agricultural product to TPP-11 countries, with tariffs being removed from a broad

range of product this value will experience significant growth. In total, TPP-11 is has a market value of \$10.6 trillion, with Australia set to experience two-way trade with a value of \$171 billion. The WAFarmers membership are heavily involved in the export industry, the TPP-11 trade deal will further assist in making farmer’s businesses more profitable and sustainable well into the future.

FARM TAX

During the Federal Budget, the then Treasurer announced a range of tax cut for small to medium businesses. However, when Prime Minister Scott Morrison assumed the seat it was announced he would fast track the tax cuts – this is a big win for WAFarmers members.

Figures released by the government show those businesses that make \$1 million a year would keep approximately \$25,000 as a result of the tax cuts. This additional capital will allow producers to immediately reinvest back into their businesses to achieve growth and efficiencies. These tax cuts along with the roll-over of the instant tax write off of purchases to the value of \$20,000 puts our farming businesses in a better position at tax time when compared to any previous year.



EDUCATION & TRAINING

At the conclusion of 2017, the Labor State Government made a series of announcements that were seriously going to jeopardise the future of education for many regional students. The announcements forecasted changes to School of the Air, retention of the trust to assist agricultural schools, discontinuing Moora Residential College Funding and separating the Education Department from camp schools.

The forced amalgamation of School of the Air with School of Isolated Distance Education was met by pressure from a broad range of regional advocates, which led to the Country Women’s Association (WA) holding their first ever rally on the steps of Parliament House. The policy to join the two services was soon after scrapped by the State Government.

The State Government was steadfast in discontinuing funding to Moora Residential College on grounds the college did not have a large attendance and that the amenities were falling into disrepair. After a lengthy stoush between the State Government and advocacy groups, the Federal Government announced an \$8.7m investment to fully refurbish the facility.



WAFarmers has a seat on the national Industry Reference Committee for shaping courses that can be provided by registered training organisations. Projects undertaken by the committee this year have been vast with safety and technology in ag machinery, apiculture, carbon farming, pest management and viticulture all being reviewed and updated.

The committee also undertook skills forecasting where each sector put forward skills shortages as well as advancements in their respective industries. This allowed the committee to highlight areas that need to be prioritised to ensure new employees entering agriculture had the most up-to-date training to ensure that they were job ready when completing their training.

WAFarmers is represented on the Muresk Institute Advisory Committee (MIAC), which aims to contribute high level industry advice to Muresk and strengthen collaboration with industry and the community. 2018 has been a big year for Muresk with the implementation of new initiatives such as the Smart Farm and a huge interest in courses; particularly the diverse range of short courses. 2019 will be an exciting year for Muresk with many courses available at the campus, including the Curtin Associate Degree in Agribusiness. WAFarmers is proud to be a member of MIAC and will continue to contribute to the committee in 2019 to ensure the future direction of Muresk as a commercially sustainable, multi-use facility for the delivery of training, research and programs that are responsive to industry and regional needs.

LAND & ENVIRONMENT

The State Government has held public consultation on a proposal to introduce cost recovery on all water licences and native vegetation clearing permits. In respect to water licencing there is fee increases up to \$9000, which will impact horticulture, viticulture and some dairy producers the most. WAFarmers has been engaged with the Department of Water and Environmental Regulation as well as other industry groups to point out the negative impact this will have on businesses.

Likewise, the Government is looking to introduce full cost recovery on all applications made for the clearing of native vegetation. The cost of applications has steadily risen since 2004; the Government is looking to leave this cost with the proponent making the clearing application; rather than the taxpayer absorbing this fee. WAFarmers has been engaged with the Department over the course of the consultation process. It is not known what the new fee structure will be until such time the Minister has reviewed community feedback.

In October the Department of Water and Environmental Regulation began the process of reviewing environmental offsets and their effectiveness of in Western Australia. The use of offsets is usually undertaken by planners under the *Planning and Development Act 2005* and the *Mining Act 1978*. As WAFarmers members are custodians of a vast amount of land across Western Australia, it is important they have

a say on what value is attributed to the States natural assets and how this may be leveraged by a third party.

Drought has been a key discussion point over the course of 2018. As the drought in the Eastern States has deepened, there have been a series of round tables hosted by the Prime Minister, Treasurer and Minister for Agriculture and Water Resources. Discussions have addressed the Farm Household Allowance, transport subsidies, rural financial counselling service, mental health, animal welfare. WAFarmers also used this forum to put forward a case for multi-peril crop insurance, and that the WA State Government should follow other states in relaxing or removing stamp duty. WAFarmers wants producers to have as many tools as possible to employ good risk mitigation methods on farm.

WAFarmers has also met with the national drought co-ordinator, Major General Stephen Day in Perth. The meeting looked at how we could efficiently assist drought affected farmers in the east without distorting already existing markets and supply chains. We have also contributed our policies and strategies to Major General Day to assist him in creating the national drought policy. WAFarmers remains engaged with the Federal Government, and are committed to assist their efforts in helping farming businesses and regional towns across the eastern seaboard.



# SUBMISSIONS AND POLICY INPUT

- ▶ **ACCC** - AgStewardship/drumMUSTER
- ▶ **ACCC** - Dairy Inquiry Interim Paper
- ▶ **AgVet Chemical Task Group** - Off-label Use Harmonisation Proposal
- ▶ **Animal Health Australia** - Future National Management of Ovine Johnes disease
- ▶ **APVMA** - Pesticide Reform
- ▶ **Australian Dairy Farmers** - Response to the Dairy Industry Code of Practice Contractual Arrangements
- ▶ **Australian Pesticides and Veterinary Medicines Authority** - Streamlining AgVet Chemicals
- ▶ **Australian Wool Innovation** - Performance Review 2018
- ▶ **City of Albany** - Albany Waterfront Development
- ▶ **Government of South Australia** - Cultivation of Genetically Modified Crops
- ▶ **Government of Western Australia** - Hydraulic Fracture Stimulation in Western Australia
- ▶ **Grains Industry Association of WA** - Standards Review
- ▶ **Department of Agriculture and Water Resources** - Implementation of a Mandatory Code of Conduct for the Dairy Industry
- ▶ **Department of Agriculture and Water Resources** - Review of the Regulatory Capability and Culture of the Department of Agriculture and Water Resources in the Regulation of Live Animal Exports by Dr Moss
- ▶ **Department of Agriculture and Water Resources** - National Statutory Levy Review
- ▶ **Department of Agriculture and Water Resources** - National Biosecurity Statement
- ▶ **Department of Agriculture and Water Resources** - Review of Australian Standards for the Export of Livestock (ASEL)
- ▶ **Department of Agriculture and Water Resources** - Streamlining Regulation of Agricultural and Veterinary Chemicals
- ▶ **Department of Communications and the Arts** - Round 4 Commonwealth Mobile Black Spot Program
- ▶ **Department of Foreign Affairs and Trade** - Peru-Australia Free Trade Agreement
- ▶ **Department of Infrastructure, Regional Development and Cities** - National Freight Strategy Review
- ▶ **Department of Mines, Industry Regulation and Safety** - Modernising Occupational Health and Safety Laws in WA
- ▶ **Department of Primary Industries and Regional Development** - Impact of the repeal of the Genetically Modified Crops Free Areas Act 2003
- ▶ **Department of Primary Industries and Regional Development** - Sustaining a high-level biosecurity response
- ▶ **Department of the Environmental and Energy** - Interactions between the EPBC Act and the agriculture sector
- ▶ **Department of the Prime Minister and Cabinet** - National Drought Policy
- ▶ **Department of Transport** - Revitalising Agricultural Region Freight
- ▶ **Department of Transport** - Towed agricultural implements
- ▶ **Department of Water and Environmental Regulation** - Cost recovery of water and clearing licences
- ▶ **Department of Water and Environmental Regulation** - Review of environmental offsets
- ▶ **Economic Regulation Authority** - Review of licences, applications and fees in WA
- ▶ **Environmental Protection Agency** - State Barrier Fence Esperance Extension
- ▶ **Government of Western Australia** - Inquiry into mechanisms for compensation for economic loss caused by contamination by GM
- ▶ **Primary Industries & Regions SA** - South Australian GM Food Crop Moratorium
- ▶ **Main Roads** - Review of WA Heavy Vehicle Accreditation
- ▶ **Main Roads** - WA Heavy Vehicle Accreditation
- ▶ **Meat & Livestock Australia** - Integrity Systems Company Strategy 2025
- ▶ **National Farmers Federation** - Talking 2030 paper
- ▶ **National Transport Commission** - Livestock effluent in road transport
- ▶ **Office of the Gene Technology Regulator** - Phase 2, Technical Review of the Gene Technology Regulations 2001
- ▶ **Senate Rural and Regional Affairs and Transport References committee** - Independence of regulatory decisions made by APVMA
- ▶ **Wheat Port Code Review Taskforce** - Industry Code – Port Terminal Access (Bulk Wheat)



# MARKETING, COMMUNICATIONS AND EVENTS

SHANNEN BARRETT AND MELANIE TOLICH

*2018 was a challenging but successful year for the WAFarmers Marketing, Communications and Events department. With the departure of Melanie Dunn in April, Shannen Barrett took the reins of the Media and Communications, and Marketing and Events remained a collaborative effort from the entire WAFarmers team, led by Shannen and Melanie Tolich.*

## BRANDING

Consumers are able to support Western Australian farmers by continuing to look for and purchase WAFarmersFirst branded products. WAFarmersFirst range includes the WAFarmersFirst Full Cream and Hilo milk and the WAFarmersFirst Free Range Eggs, with both products continuing to grow in popularity with Western Australian consumers. WAFarmersFirst is planning to expand its range throughout 2019 so consumers are urged to watch out for the new products.

Not only does the WAFarmersFirst brand initiative increase consumers’ awareness of the farmer’s role in food production and facilitate their interest in provenance, but it also broadens WAFarmers’ income stream and supports the organisation to undertake vital and targeted advocacy work for WAFarmers members and the wider Western Australian agricultural industry.

## WAFarmersFirst Milk

WAFarmersFirst Milk continues to be a profitable venture and is an important industry project development tool, which has seen almost 4 million litres sold since it was launched in September 2014.

A royalty from each sale of WAFarmersFirst Milk comes back to the organisation, with a portion of the profits allocated to the WAFarmers Dairy Industry Fund which can be accessed by anyone who has an idea or project that will benefit the WA dairy industry. This provides consumers a tangible way to support the WA dairy industry. In 2017 the fund was accessed to support the Dairy Pavilion at the Perth Royal Show, scholarships for students at the WA Colleges of Agriculture in Denmark and Dairy Engagement Meetings at Denmark and Margaret River to encourage further collaboration between dairy farmers and industry.

## WAFarmersFirst Eggs

In conjunction with the Commercial Egg Producers Association of Western Australia (CEPA), cartons of free range eggs are available in Woolworths and selected IGA stores under the WAFarmersFirst brand. Sales in the first 18 months have continued to steadily grow proving to be a worthwhile venture for the brand. Much like the milk, everything happens in WA to support local industries – the eggs are produced by CEPA members and are packaged and distributed by Golden Egg Farms. Further, a royalty from the sale of every carton of WAFarmersFirst Eggs goes back into industry.

The WAFarmersFirst brand is proving to be a winner with consumers wanting to support local farmers and the Western Australian agricultural industry. The branding is easily identifiable through vibrant and eye-catching purple and teal labelling with animal imagery consistent with the product. Shoppers are encouraged to be on the lookout for further WAFarmersFirst product roll out in supermarkets during 2019.



COMMUNICATIONS

Our communication strategy remains focused on our membership and the wider farming community, however this year with turbulent issues such as live export and agricultural chemical application, WAFarmers has made a conscious effort to help close the gap between farmers and the general public. Pro-active consumer education and awareness of farming issues is paramount for the successful future of our industry. WAFarmers understands that the key to the success of our farming future is pro-active informative measures to help bridge the education gap between farmers and the everyday consumer.

In light of this, WAFarmers has increased the number of editorial opinion pieces, media releases and overall social media presence in an attempt to help generate more public awareness on farming practises, and we will continue these efforts in 2019. Through consistent soft messaging and educational opinion pieces targeted at both state and national level, and with both rural and metro people; we hope to achieve our strategy of representing our membership among those disconnected from the agricultural industry.

Our relationship with the Triple M network (Rural Focus segment) has

been pivotal for the organisation this year, primarily with discussions surrounding live export, transport, rural education, telecommunications and agricultural chemicals. These radio broadcasts continually aid discussion among the farming community and aid us to implement advocacy strategy and strengthen policy strategy. WAFarmers also has a weekly page in the Countryman newspaper, whereby we update industry on our achievements, upcoming events and key areas of focus.

WAFarmers communicates directly with our membership on a daily and weekly basis through social media and via our membership e-newsletter. The updates include relevant industry updates, information on upcoming events, Zone meetings, surveys and other relevant communications of importance.

Other communications throughout the year continue to include the Half Yearly Booklet and Annual Report for our membership base; these publications highlight the areas of focus for the organisation and the key priorities for each farming commodity.

WAFarmers continues to engage regularly with many State and Federal political parties and their representatives throughout the year, and the organisation is regularly approached by numerous

media outlets for industry comment on agricultural matters.

SCHOLARSHIPS AND AWARDS

WAFarmers continued to support a number of scholarships and awards in 2018, many of which were started the previous year:

- Scholarships to Year 11 students at the WA Colleges of Agriculture in Morawa, Harvey, Cunderdin, Denmark and Narrogin, and the Catholic Agricultural College.
- Sponsorship of the Murdoch University Intercollegiate Meat Judging Team.
- Sponsorship of the Best New Entrant category at the 2018 Rural Media Association of WA awards night.
- Co-sponsorship of the inaugural Agriculture Award at the Western Australian Young Achiever Awards, alongside Rural Bank.

EVENTS

2018 was a busy year at the WAFarmers office and the collaborative efforts of the team is a testament to our hardworking and passionate staff. Events not only remain an important revenue income stream for the organisation but are also an important way to promote agricultural advocacy and the



work WAFarmers does to raise awareness within and for our industry.

The event highlights of the year included signature events WAFarmers Annual Conference and Heart of WA, the General Section cocktail party and our annual Christmas party cocktail function.

WAFarmers was involved in numerous dairy related events including Dairy Innovation Day, WAFarmers Dairy Conference, Dairy Engagement and Innovation Day and WAFarmers Dairy Industry Dinner as well as the running of the WAFarmers Dairy Pavilion at the Royal Perth Show.

Other events throughout the year included Sheep Health Workshops, the Livestock Field Day and Forum, the main field days; Dowerin, Newdegate and Mingenew – in the tent of our corporate partner, 4Farmers.

The 2019 Events Calender is quickly filling and the WAFarmers team is looking forward to our planned events for next year, and we look forward to seeing many of our members out and about at these events.

HEART OF WA

It's no secret that here in Western Australia, we are spoilt for choice when it comes to exceptional produce. WA has quickly become world renowned for its gourmet and culinary cuisine and WAFarmers was proud to showcase the amazing variety at the 2018 highlight event – the Heart of WA Gala Dinner.

This year WAFarmers celebrated Heart of WA's 5th birthday, with more than 400 guests attending. Guests enjoyed a six course degustation whilst being entertained by renowned artist, 'Shakey Jakey' Jacob Butler, who live painted a canvas of kelpies on the back of a ute (pictured) that was later auctioned off.

Western Australian celebrity chef Anna Gare entertained guests as MC, and the music entertainment was provided by Aquilla, a string quartet which filled the room with music and set the vibe of the night. Magicians Adam and Selina entertained guests during the dinner service, before Darren Reid & the Soul City Groove made

sure the dance floor was in full swing. It was a great night of celebration and entertainment, and was a wonderful way to showcase and highlight our local Western Australian farmers who work tirelessly to provide amazing produce day in, day out. Heart of WA is a one of a kind event and truly celebrates all aspects of WA's agricultural industries.

Thank you to the 2018 primary event partners and sponsors for their wonderful support of Heart of WA: Coles (Major Sponsor), CBH Group (Platinum Sponsor), Bailiwick Legal (Silver Sponsor) and Australian Trusted Trader (Bag Sponsor).

Thank you also to the 2018 Heart of WA produce sponsors: Gage Roads Brewing Co, Bunkers Wine, Harvey Beef, Linley Valley Pork, Halls Family Dairy, Mareterram, Wescobee, VegetablesWA and WAFarmersFirst.

Thank you to the WAFarmers corporate for their support: Bresland Insurance Group, Bailiwick, Prime Super, RSM, Telstra, 4Farmers and Rural Bank.





# MEMBERSHIP

KATE NICOL AND SHANNEN BARRETT

**2018 has been an eventful year in membership, as WAFarmers welcomed 55 new members; a 31 percent increase compared with 2017. Our retention rate has remained high at 90 percent, although has decreased over the past couple of years.**

AgConnectWA is maintaining its membership base, making up 8.2 percent of the overall WAFarmers membership base. It is great to see an increase in young members, as this will ensure a strong future for WAFarmers. Throughout the year WAFarmers has had numerous enquiries into membership, and it is also great to hear from our current members.

The new membership system put in place for this year has been successful, providing a source that maintains membership information and is easily updated to ensure

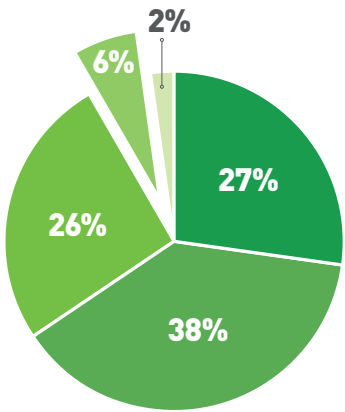
our members receive all benefits of being a WAFarmers member. WAFarmers is in the process of updating membership records to ensure that our membership base is kept up to date and can be easily analysed. This enables us to find patterns, see where we can improve, and ensure our members are happy with their membership.

WAFarmers members currently receive many exclusive benefits such as access to the HBF Corporate Plan, professional legal advice and support from the team at Bailiwick Legal, and the ability to attend WAFarmers events

at discounted rates. Members also get the opportunity to voice issues and opinions at their quarterly zone meetings.

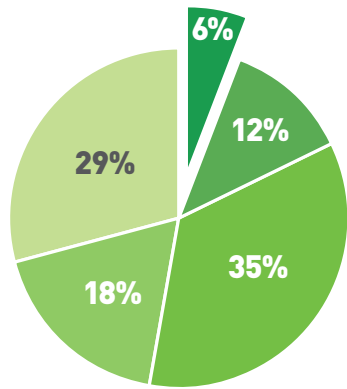
WAFarmers is soon launching its new website to ensure our members have a platform that provides up to date, relevant and easily accessible information.

## SNAPSHOT OF OUR MEMBERSHIP



MEMBERSHIP

Small Average Large Retired Life



BUSINESS MEMBERSHIP

Affiliate Associated Small Allied Average Allied Large Allied

## HIGHLIGHTS FROM THE LAST 12 MONTHS

- WAFarmers experienced a 31 percent increase in new members compared to 2017
- Over 1,500 farmers attended the Live Sheep Export Meeting held in Katanning in July which contributed to the increase in memberships.



# AGCONNECTWA REPORT

HENRY GRATTE AND SHANNEN BARRETT

**AgConnectWA aims to connect and represent young farmers, and provide events where under 35's can network and build industry connections. The events we run build these connections in different ways, from the small scale local educational tours to the annual conference, looking at the bigger industry issues affecting the next generation of industry professionals.**

2018 has been an eventful year for AgConnectWA. We began the year with the AgConnectWA Cocktail Party. This year we moved our typical river cruise to the land and hosted over 150 young agri-professionals at the Bells function Centre. Our annual cocktail party is always a huge success and aims to connect a wide range of young people associated with agriculture, and build positive networks. With a positive response by members to the 2018 cocktail party, plans are well underway to hold our 2019 Cocktail Party on Saturday March 16.

The Regional Sundowner series rolled out to the regions in 2018. This year we took the events to Esperance and Moora. They were a great success, and important to our AgConnectWA members who cannot often make it to the city. The committee is looking forward to holding more regional events in 2019 and is working to collaborate with other groups to incorporate different aspects of the agriculture industry into our events.

Our Annual Conference and AGM was held on Friday 10 of August at the Esplanade Hotel, Fremantle. The day was a great success with around 60 people in attendance, ranging from industry leaders, young farmers, young agri-professionals and agriculture students.

The conference subcommittee did an outstanding job in pulling together a strong and diverse line up of speakers. We were lucky enough to hear from bestselling author, and farmers and women's rights advocate Fleur McDonald, about the hurdles she has had to overcome in her life, her successes, and a powerful message to not only the ladies in the room, but to all the young people in agriculture. We had representatives from the grains, livestock, dairy and beekeeping industry to hear the different perspectives about technology, workforce, social licence and how to better engage with consumers to build trust and confidence. We also heard from David Egerton-Waburton owner of Master Group, Nelson Aylmore from CBH, the owners and creators of Grubs Up, WA's first edible insect farm, representatives from Bankwest, Hi-Tech Ag Solutions and agricultural education expert Alysia Kepert.

Without our Sponsors, these events would not have been possible. I would like to personally thank our Gold Sponsor, Hitech

**The new committee didn't waste any time on bringing their fresh ideas to the forefront. Already, there have been two very successful Bush BBQ'S in Scaddan and in Wyalkatchem and over 50 attendees at each. With events such as these proposed for the coming year, 2019 will be a great year to be an AgConnectWA member.**

Ag Solutions for their continued support, and AgConnectWA look forward to working with them into the future. Thank you to our other valued sponsors; Bankwest, Fleur McDonald, Master Group, CBH Group and West Coast Wool and Livestock. These sponsors have all been instrumental in the successful year for AgConnectWA, and all sponsors have been an absolute pleasure to work with.

AgConnectWA also held their Annual General Meeting where the 2018-19 committee were elected. We had one nomination for President, one for Vice President and nine nominations for general committee members. We were pleased to welcome former Acting President Henry Gratte as President, Brett South as Vice President and the general committee members Tiffany Davey, Tom Lamond, Lavinia Wehr, Tom Curnow, Lucy Morris and Geoffrey Dwyer. It was pleasing to see the caliber and number of candidates for the committee, which shows that AgConnectWA is in strong hands for years to come.

Congratulations to the 2018-19 committee, we look forward to a great year. Thank you to all who nominated for the committee and a huge thanks goes to the outgoing 2017-18 committee Georgia Trainor, Callum Wesley, Georgia Reid and Carris Waite.



# FINANCIAL REPORT

TONY YORK

## FOR THE YEAR ENDED 30 NOVEMBER 2018 - EXECUTIVE SUMMARY

The 2018 Financial Report has been completed on a financial basis with WAFarmers recording an Audited operating surplus of \$12,777 for the year ended 30 November 2018. This sees a third year in a row where WAFarmers has recorded an operating surplus.

The surplus was achieved through a focused commitment on measured controls over expenses for the last 12 months.

Membership dollars decreased slightly for the year ended 30th November 2018 with membership numbers slightly down for the same period. Of particular significance growth was recorded within the membership categories of Small Memberships and Beekeeper Memberships.

### INCOME

Membership dollar income decreased by 2.5 per cent in 2018 to an amount of \$968,941. Along with the dollar value decrease we suffered a loss in membership numbers of 4.67 per cent. For the calendar year 2018 WAFarmers signed up 59 new members which offset numbers lost through sale of farm, deceased or financial hardship. We are focused on a larger growth in this number in 2019 by utilising the services of a Membership Manager with strategies planned for 2019.

Sponsorship and events income dropped slightly to \$408,103 and was approx. \$70,000 less than budget. A decrease in corporate partner sponsorship resulted in under collection which saw an increased focus on expense management for events due to the decreased income. The profit returned for events in 2018 on the back of cost control measures was \$93,803.

WAFarmersFirst products again resulted in significant derived income from this initiative. The royalty income from sales figures was down by 10% on

WAFarmersFirst Milk and Eggs to \$271,509 for the 12 months to November 2018 which saw some fluctuation in sales figures month on month resulting in the slight loss of income. More importantly, an amount of \$55,979 for 2018 was added to the Dairy Project Milk Fund resulting in a total accrual on the Balance Sheet of \$76,746 as at 30 November 2018.

### EXPENSES

The Board and Management have worked hard to ensure expenses have been well managed. Expenses decreased in 2018 by 2% to \$1,828,160 and came in under the budgeted amount of \$1,953,119.

A significant amount of the decrease was apportioned to staff departures throughout 2018. We are confident that the 2018 results will be improved on again in 2019, further cementing WAFarmers’ position as Western Australia’s number one membership based, advocacy group.

### BALANCE SHEET AND CASH POSITION

The Board and Management have also been extremely focused on increasing reserves where possible while delivering on business plan strategies. To this end, we note:

- Members’ funds increased to \$432,795 between November 2017 and November 2018.This was aided by the decrease in expenses for the 2018 financial year.
- The Members’ funds include an amount of \$52,259 which was kindly donated by the Primary Producers Wheat Fight Fund to WAFarmers in 2018. This money is accounted for in the Cash - WAFarmers Bank Account on the Balance Sheet with a corresponding provision in the liabilities. This liability will be cleared once WAFarmers receives minuted instruction from the PPA Wheat Fight Fund Trustees.

- Cash on Hand and Trade Debtors increased to \$836,674 at 30 November 2018, a significant portion of this was the recognition of carry over subscription and sponsorship income received in advance.
- The total liabilities of the Federation are \$549,883 resulting in an increase of \$159,289 from \$390,594 at November 2017. The increase in the liabilities directly relates to the receipt of restricted funds received from both the Fundraising for Live Export and PPA Wheat Fight Fund for which provisions have been raised.

In summary, 2018 has been a successful year for WAFarmers. There is no doubt that WAFarmers is focused and working on achieving its goal of being Western Australia’s largest member based advocacy group. The Board, the CEO and staff are committed to ensuring the long term financial strength of your organisation.

Tony York

CHAIRPERSON  
FINANCE AND COMMERCIAL  
INTERESTS

# INCOME AND EXPENDITURE STATEMENT

## FOR THE YEAR ENDED 30 NOVEMBER 2018

	2018	2018	2017
	ACTUAL \$	BUDGET \$	ACTUAL \$
COMMUNICATIONS			
Beyond the Farmgate	940	1,000	740
Farm Weekly/Countryman	336	8,500	0
News Research	6,684	8,500	4,996
Sub Total	7,960	18,000	5,736
MARKETING and PROMOTION			
Membership Promotion	13,245	25,200	18,617
Marketing Promotion	12,534	15,200	9,374
Sponsorship/Awards	12,915	20,000	27,387
Field Days & Shows	4,635	6,000	6,042
Website Development	9,503	10,000	713
Database Upgrade	1,350	6,000	0
Hosting Associated Costs	3,136	5,000	6,926
Sub Total	57,318	87,400	69,059
PERSONNEL			
Salaries & Wages	655,539	739,117	726,378
Superannuation	59,783	65,419	68,532
Consultants	22,080	0	0
Zone Coordinators Wages	9,619	20,000	7,765
Zone Coordinators Expenses	424	2,000	139
Payroll Tax	27	1,790	541
Fringe Benefits Tax	597	1,000	1,178
Recruitment & Training	4,287	12,500	6,361
Workers Compensation	4,291	3,800	4,196
Staff Travel	17,161	16,500	26,172
Sub Total	773,808	862,126	841,262
OFFICE SERVICES			
Rent & Variables	111,388	100,776	105,206
Office Renovations	1,550	0	30,310
Electricity	20,650	20,000	8,345
Office Operating Expenses	40,846	50,360	43,519
Repairs & Maintenance	1,622	3,000	471
General Expenses	9,061	15,000	15,216
Minor Assets	518	1,000	1,519
Periodicals & Publications	6,215	5,000	4,398
Sub Total	191,850	195,136	208,984
FINANCIAL SERVICES			
Bank Fees & Borrowing Costs	7,793	3,800	4,038
Insurance	7,843	10,000	9,458
Audit Fees	11,750	11,800	12,060
Accounting Fees	5,851	5,000	2,528
Legal Expenses	55,666	30,000	24,000
Debts Expense	6,417	0	3,344
Depreciation	29,294	18,000	19,212
Sub Total	124,614	78,600	74,640
TOTAL ADMIN. EXPENSES	1,155,550	1,241,262	1,199,681

	2018	2018	2017
	ACTUAL \$	BUDGET \$	ACTUAL \$
INCOME			
Members subscriptions	978,437	1,051,578	995,162
Commission	3,445	4,500	0
WAFarmersFirst Royalties	271,509	306,030	300,970
Sponsorship/Events Income	408,103	478,861	400,255
AgConnectWA Income	38,927	30,000	37,236
Interest-Main A/C & Term Deposits	3,013	7,000	3,063
Commodity Income	51,645	28,000	52,176
inc project funds			
Zone Income	96	2,000	2,342
Rental Income	44,189	42,988	16,208
Sundry Income	15,175	2,000	10,690
Secretarial Service Fees	6,776	6,000	12,269
WAFF Invest Fund Trust	19,621	0	171,369
TOTAL INCOME	1,840,936	1,958,957	2,001,740
LESS EXPENDITURE			
National Farmers Federation	41,667	40,000	40,000
Cattle Council of Australia	22,727	23,000	22,727
Sheepmeat Council of Australia	14,332	15,000	15,526
Grains Expense Account	8,250	18,000	16,000
WoolProducers Australia	16,367	16,366	16,367
Australian Honey Bee	379	2,300	76
Australian Dairy Farmers	22,278	22,000	21,720
Sub Total	126,000	136,666	132,416
General Section inc cocktail events	19,827	7,650	2,781
Board Expenses	4,529	12,000	2,080
President's Allowance inc Super	60,417	58,001	59,241
President's Expense	11,147	16,000	11,155
President Election	0	15,000	0
Motor Vehicle Expense	6,111	8,400	4,949
Events Expense	238,419	232,665	250,248
AgConnectWA Expense	30,854	30,000	36,247
WAFarmersFirst Royalty	36,532	31,615	33,334
Dairy Industry Milk Trust	55,979	66,510	62,951
Commodity expenses inc projects	68,172	66,350	59,319
Commodity Pres/Portfolio Allowance	7,792	10,500	10,625
Zone Expenses	5,436	5,500	1,434
Sundry Expense	1,395	0	1,641
Contingency Expense	0	15,000	0
Sub Total	546,610	575,191	536,005

OTHER EXPENSES	672,610	711,857	668,421
ADMINISTRATION EXPENSES	1,155,550	1,241,262	1,199,681
TOTAL EXPENSES	1,828,160	1,953,119	1,868,102
SURPLUS/(DEFICIT)	12,776	5,838	133,638



# BALANCE SHEET

FOR THE YEAR ENDED 30 NOVEMBER 2018

	2018	2017
BALANCE SHEET-NOVEMBER 2018	NOVEMBER	NOVEMBER
CURRENT ASSETS		
Bank Accounts		
Bank- Operating Account	41,357	79,266
Westpac Bank-Term Deposits	0	0
Westpac Cash Reserve	301,509	132,316
Petty Cash	250	250
Zone Bank Accounts	114,618	119,696
AgConnectWA Account	19,333	5,781
Corporate Card- Tony York	103	0
Total Bank Funds - Unrestricted	477,170	337,309
Restricted Funds		
Donations Account	4,986	21,114
WAFF Invest Fund	187,312	167,964
Fundraising live Export	41,089	0
Total Restricted Funds	233,388	189,078
Current Assets		
Accounts Receivable	38,513	26,322
Bank Guarantee- Belmont Premise	29,219	29,219
Prepayments	27,274	33,695
Sundry Debtors	31,111	35,243
	126,116	124,479
Total Current Assets	836,674	650,866
NON-CURRENT ASSETS		
Furniture & Fittings	9,821	10,999
Motor Vehicles	26,900	20,249
Lease Hold Improvements	82,942	96,268
Plant & Machinery	12,766	1,004
Telephone System	204	255
Computer Hardware	8,689	13,079
Computer- Software	600	280
Investment-Westralian Farmers	2,734	2,734
Investment- Trust Fund WAFF	10	10
Investment- Farmwide	1,334	1,334
Total Non-Current Assets	146,000	146,212
Total Assets	982,674	797,078

	2018	2017
BALANCE SHEET-NOVEMBER 2018	NOVEMBER	NOVEMBER
LIABILITIES		
Current Liabilities		
Accounts Payable	6,864	2,890
Accruals	59,356	46,633
Sundry Creditors	20,355	12,147
Payroll Liabilities		
Payroll Liabilities-Group Tax/Super	4,176	0
Payroll Provisions		
Provision for Holiday Pay	35,938	43,056
Prov for Employee Long Service Leave	15,856	14,114
Corporate Cards		
Donations Payable	8,813	0
Esperance Fire Appeal	0	16,137
Waroona Fire Appeal	4,924	4,924
Fundraising Account Prov	38,613	0
WAFarmersFirst Provisions		
Provision for Dairy Trust Projects	76,746	68,467
Other Current Liabilities		
Motor Vehicle Finance	22	22,497
Telephone System Payment Plan	8,442	0
PPA Wheat Fight Fund	52,259	0
GST Liabilities		
Total Current Liabilities	338,542	237,883
NON-CURRENT LIABILITIES		
Perth NRM Bond	5,000	5,000
Make Good Provision- Belmont Premise	44,586	44,586
TH Peterson Trust Loan- Bank Guarantee	29,213	0
Subs in Advance 2020	15,246	24,436
Subs in Advance 2019	33,482	18,236
Income Received in Advance	83,814	60,453
Total Non Current Liabilities	211,341	152,711
Total Liabilities	549,883	390,594
NET ASSETS		
	432,791	406,484
EQUITY		
Retained Surplus	420,019	286,381
Current Surplus	12,776	133,638
TOTAL EQUITY	432,795	420,019

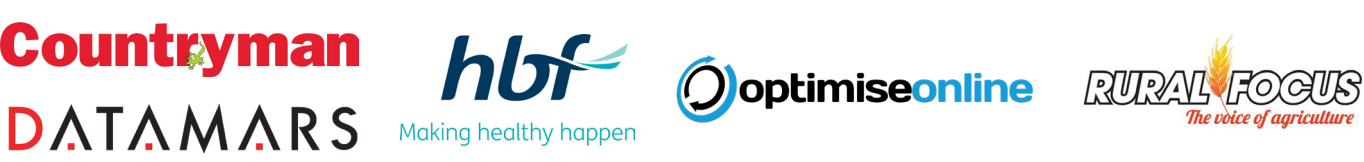
# WAFARMERS CORPORATE SPONSORS



# WAFARMERS 2018 ANNUAL CONFERENCE SUPPORTERS



# WAFARMERS SUPPORTERS



# HEART OF WA SUPPORTERS







## HEAD OFFICE

**A:** Level 2, 161 Great Eastern Highway, Belmont WA 6104

**P:** PO Box 556 Belmont WA 6984

**T:** (08) 9486 2100

**F:** (08) 9477 1755

**E:** [reception@wafarmers.org.au](mailto:reception@wafarmers.org.au)

**W:** [www.wafarmers.org.au](http://www.wafarmers.org.au)



@WAFarmers