

# WAFARMERS

ANNUAL REPORT 2020



# Contents

President’s Message	5
Grain Report	7
Livestock Report	10
Dairy Report	13
Beekeepers Report	15
General Report	16
2021 Election Policy Platform	19
WAFarmersFirst Report	21
Food You Can Trust Report	22
AgAcademy Report	22
Communications and Events	23
Membership Report	25
National Farmers’ Federation Report	26
AgConnectWA Report	27
Financial Report	28
Sponsors	32

## Introduction

Welcome to the 2020 Annual Report. This year has been significant for WAFarmers as we hit the road visiting members with our Rural Roadshow series, discussing organisational restructure and preparing, and finalising our State Election policies in the lead up to the March 2021 State Election.

WAFarmers is the largest and most influential agricultural advocacy group in Western Australia and is continually working towards a more viable, profitable, and sustainable future for the State’s agriculture industry.

As part of this pursuit, WAFarmers lobbies government for positive change, develops corporate alliances and partnerships, and communicates with the rural and metropolitan public on important issues.

This year WAFarmers has continued to use its influence to advocate across a substantial range of local, State, and National issues including international trade

relations, drought relief, state and federal road infrastructure funding, skilled worker shortages, live exports, and most notable ensuring it was business as usual as the country faced the COVID-19 pandemic.

The 2020 Annual Report provides details on all WAFarmers commodities and will give valuable insight into the operations and achievements of the organisation. The publication is an opportunity for members to see what their support enables WAFarmers to accomplish on their behalf.

Thank you to our valued members for your ongoing contribution and support to the organisation’s success.

*Thank you for your support.*





# President's Message

**2020 will be remembered as the year the world stopped as a result of COVID-19. Consequently it will also be remembered as the year that we all really embraced the full potential of digital communications.**

The day of our annual conference, March 13th, 2020, was the last day before the government shut down public events for the COVID-19 lockdown. This marked the beginning of a year of massive disruption. The farming industry saw its field days cancelled, schools closed, and students were sent home for their longest autumn holidays ever. This no doubt saw many teenagers sitting on tractors helping with the late break. WAFarmers staff shifted into remote mode and worked from home for some weeks. We set up to run our board and council meetings via video conferencing. Farmers either became increasingly frustrated at their lack of mobile coverage or extremely grateful for the technology which allowed them to continue running their business, despite the front gate remaining shut.

As the year progressed and the regional movement restrictions were lifted, WAFarmers embarked on our annual road shows which took us to Albany, Jannacubbine, Merredin, Dalwallinu, Narrogin, and Esperance. During the events I workshopped the options around structural change to keep the organisation relevant to a declining number of farm businesses. The overarching feedback in regard to this was positive.

Other issues that were top of people's minds were industrial manslaughter and carbon.

This year there was a strong push by segments of the unions for legislative change in respect to industrial manslaughter laws. Despite a strong and concerted effort by our organisation, The Work Health and Safety Bill 2019 was given royal assent on the 10th November 2020. The result is the introduction of far higher penalties and a lower threshold for those penalties. This will force massive change to farming practises and impact the employment of unskilled workers as farmers become more risk averse.

The carbon debate that has been raging across the political world is getting closer to our industry. WAFarmers has never shied away from the climate change debate, in fact, we were the first peak agri-body in Australia to have a position which was formalised back in 2008. Since then a range of national bodies have formalised their positions with various timelines and levels of support for action, ranging from the red meat industry's 2030 carbon neutral timeline to the Grains and NFF looking to 2050 subject to a range of conditions. Following debate at our conference we held a one day forum which allowed the various members views to be presented and a draft updated policy position to be formulated, this was then sent to a newly established committee and the final position will be taken to the 2021 annual conference.

Our role with regards to government this year has been to establish ourselves as an advocacy organisation rather than an old school political lobbying group, a distinction that has allowed us to have a far more influential role in engaging with the government. This

change in approach transcends the business at all levels, from our Community Councils, Executive Team and Board. Our policy positions, input and opinions have been regularly sought by government, industry, media and the community, and that is a credit to all involved.

WAFarmers has been actively promoting the social licence credentials of agriculture on your behalf. Today we have two new programs underway, our Ag Academy education program along with our Food You Can Trust initiative, which are both actively demonstrating the positive image of Western Australian farmers and Western Australian agricultural produce to the wider community.

Financially this year has been outstanding for the organisation with prudent cost control, the support of loyal and new members and on-going support for our commercial products culminating in a strong bottom line result. In fact, our third year of profit in a row. This strong cash position has allowed us, for the first time in 25 years to look at purchasing our own property in partnership with the TH Peterson Trust which has retained capital that was left from the sale of Primary Industry House on Adelaide Terrace. This signals the return of the organisation to a position of strength and confirms our long term viability.

As part of our restructure we will be looking to streamline our engagement with members through the establishment of a virtual model that will allow non-functioning zones to be represented on the commodity councils and general section and participate in debate and decision making around industry issues. A key part of the new offices we plan to acquire will be the establishment of a state of the art digital communications room where virtual meetings can be held with branches, councils, the board, and members. This, along with changes that were passed at a special AGM this year will allow for digital voting and a far more effective process of ensuring the organisation remains relevant and can service the needs of members.

The 2020 year in agriculture will be remembered as one of wild highs and lows, from the late start and late finish, the record cattle and sheep prices, a crash in the wool price, a boom in land values, record low interest rates, a ban on travel, and a 'ban' on barley exports to China. Hopefully, we can take the good and leave the bad as we move into 2021.

I thank all members for their ongoing support, welcome our new and returned members and look forward to continuing to support WAFarmers.

*Rhys Turtan*  
**PRESIDENT**







# Grain Report

Over the last twelve months WAFarmersGrains has worked hard to maximise returns for WA grain growers in a highly challenging year, and is proactively influencing industry at both a national and state level.

Western Australia’s grains industry is second only to mining as a commodity export sector, contributing around \$4.6 billion to the state’s economy each year. Whilst the fundamentals of our industry remain strong, 2020 has been an incredibly challenging time for everyone.

WAFarmersGrains has had a full book over the last twelve months, with significant efforts and importantly wins related to skilled labour shortages, unrestricted agricultural trade across state borders, the Chinese barley crisis, ISCC restrictions on use of Omethoate (LeMat), advocating for WA to house the new Grains Australia, and state transport regulations and policy, to name a few. Much of this has been achieved through our strategic drive for effective government engagement, while continuously working to elevate the profile of the WA Grains industry across the broader society.

## CURRENT AND ONGOING PRIORITY ISSUES

### Skilled Farm Labour Shortages

From the onset of the COVID-19 pandemic, WAFarmersGrains ramped up its efforts on what we forecast as a looming skilled farm labour shortage – particularly for the highly specific role of experienced header operators.

Early direct engagement with government resulted in agriculture being classified as an essential service, which was vital for getting agricultural supplies and produce in and out

of the state on time. We have continued working directly with Government to explore options to resolve the skilled staff shortage crisis, including specific visa exemptions, facilitation of state-to-state worker movements, identifying and training unemployed locals with transferable skills, a public state-funded campaign promoting redeployment into farm jobs in WA, and more recently a push to safely allow New Zealand workers into Western Australia for seeding. While the government responded positively in 2020 with a promotional campaign, as well as providing training and redeployment incentives, our repeated calls for assistance in bringing essential skilled farm machine operators into WA has unfortunately repeatedly fallen on the State Government’s deaf ears.

In the face of government unwillingness to help with this major problem, WAFarmersGrains established the grainfarmjobs.com.au website, which led almost 1000 harvest job seekers directly to all of the major farm recruitment agencies, as well as to real job vacancies farmers had listed on websites including Gumtree and Facebook. It is quite likely that your chaser bin driver found you with a little bit of help from this new resource. Early hopes for a labour reprieve in 2021 have been dashed by the current mining and building boom, and the website is now looking at a refresh for seeding. Support the grainfarmjobs.com.au initiative and attract the best candidates to your vacancies, by inserting

Michael Fels and Jessica Wallace

the hashtag #seedingjobs in any job ads you post on Facebook or Gumtree.

### Chinese anti-dumping actions on barley

The Chinese tariffs imposed on Australian barley in response to unfounded allegations that Australia was dumping barley into the Chinese market in 2018, are expected to cost Australian growers \$2.5 billion over the next five years. This is no news to barley growers, who felt the pain of a significant price drop particularly for malt grades at harvest in 2020. WAFarmersGrains encouraged and supports the Australian Government’s decision to refer the Chinese/Australian barley case to the World Trade Organisation. WAFarmersGrains believes this is an important step to assert grower’s rights, and Australia’s sovereign rights to fair trade.

### AEGIC, Grains Australia and the importance of Advocacy in WA

The throwaway line most commonly used by “free-riders” (those who benefit from advocacy without contributing to it) is that agricultural advocacy is conflicted in WA. As a result of this apathy, only one third of farmers in WA are carrying the cost of advocacy for the other two thirds of farmers in our state.

The reality couldn’t be more different. WAFarmersGrains routinely works effectively and in unison with PGA, WAGG, CBH, GIWA, DPIRD and the State Government, directly engaging with Minister MacTiernan, on core issues affecting the grains industry. Most recently this has been the case in pressing for Western Australia to host the new Grains Australia, to be co-located with AEGIC in a suitable facility, leveraging value from industry good functions and placing them

in the same longitude and time zone as a large slice of the export market for Australian grain.

While we don’t expect this news to persuade the eternal critics to pull their weight, our industry could use their support to prevail in this and other industry issues, rather than seeing yet another role that logic clearly says should be in Western Australia, drift back across the nullarbor, along with the WA levies that are paying for it.

With farm businesses in WA collectively spending less than 0.05 cents from every dollar generated on industry representation, is it any wonder that our industry is treated with the disdain of a poor cousin compared to comparable industries such as mining, tourism and hospitality?

Those who are in the two thirds “free-rider” group should be asking themselves if they think we need advocacy in our industry. If the answer is yes; what are they intending to do about it?

### Transport – Road & Rail Infrastructure

WAFarmersGrains recently met with Transport Minister Rita Saffioti to call for a review of farm vehicle concessional licenses, recommending;

That a farm business ABN be entitled to up to three heavy vehicle combinations plus up to three individual low usage heavy vehicles for farm concessional registration, per occupied residence, on separate properties.

The current outdated restrictions of single trailer combinations and “one concessional

registration per occupied residence on separate properties” are resulting in many farmers deciding against owning essential heavy vehicles, owing to the high cost of registration for low-usage equipment. This is directly and significantly impacting on farm productivity. We are continuing our advocacy in this space.

With the 2021 State Election approaching, WAFarmers has also asked Transport Minister Rita Saffioti to develop a comprehensive state-wide transport strategy.

Currently, there is not a single strategy that encompasses WA’s whole transport network. This makes it too easy for governments of all persuasions to funnel tax revenues gleaned from the GDP producing regions, into metropolitan transport projects, with no prioritised strategies to hold them accountable to.

WAFarmersGrains also supports the least cost pathway to port for grain produced in WA. WAFarmersGrains encouraged Minister Saffioti to publicly release the economic findings into the Tier 3 network review, and is pushing for road upgrades as well as rail where it is viable, making sure our critical transport network is both safe and cost effective.

WAFarmersGrains was pleased to see the Revitalising Agricultural Regional Freight strategy (RARF) finalised, and is working closely with the Government and CBH to prioritise and get on with the key road and rail projects that we need to keep up with our constantly growing grains industry in WA.

### Agricultural Chemicals

Agricultural chemicals remained a strong focus area for WAFarmers Grain Section as we continued to work closely with Grain Producers Australia, leading agro chemistry experts and chemical manufacturers in 2020. We work hard in the background to ensure that farmers continue to have access to the chemistry we require, including old chemistry in the face of restrictions in other parts of the world, and new chemistry that broadens the options for WA grain farmers.

WAFarmersGrains is focused on ensuring our unique needs in WA are recognised, and WA’s case continues to be heard.

Public debate on agricultural chemical use is in most instances highly political, and many reactions, sometimes even within industry, are not supported by sound scientific reason. WAFarmers will continue to work hard to ensure growers continue to have access to vital agricultural chemistry.

### Snapshot Policy priority – Omethoate and Australian Canola

Growers will recall from 2020 the ISCC call to remove Omethoate (Le-Mat) from our farming systems, to comply with European sustainability rules. With significant effort, a reprieve with ISCC on Le-Mat was hastily brokered for WA growers, however WAFarmersGrains is wary of our increasing vulnerability to interference from European regulators.

We remain concerned that Omethoate is the thin edge of the wedge, with other vital chemistry that we safely use in Australia already banned in Europe under their





politically driven regulation system.

WAFarmersGrains is now looking at several options to mitigate this external risk going forward, and welcomes input on this issue. We are currently advocating that a local Sustainability Accreditation program be developed that is relevant and suitable for Australian farming systems.

Ongoing policy priorities

- Science based access to critical technologies – gene technology & chemistry
- Effective and efficient grains research, development and extension in Western Australia and Nationally
- CBH network efficiency
- Grains biosecurity
- Ag machinery movement regulations

Council structure and representative update.

Following the March 2020 WAFarmers AGM, Esperance grower Mic Fels took over the reins as Grains Section President from long standing and highly respected Immediate Past President Duncan Young of Beverley.

There was no time for ‘easing into the job’ for Mic though, with the initial brunt of the COVID-19 pandemic hitting home shortly after the conference. During the past 12 months you would have no doubt heard Mic on the radio, on the TV and in the newspapers discussing all things grains, transport infrastructure, climate/carbon, global politics, skilled worker shortages, industrial manslaughter, APC and much, much more!

Given the countless hours of volunteered time and commitment it takes from a small number of people to represent our grain farmers across all levels of Government, WAFarmersGrains Executive sincerely thanks all members for their continued support and commitment to effective representation.

WAFarmers Grains Council will continue to lead grains industry discussion, influence policy makers and facilitate discussion among fellow grain growers in WA and across the country.

WAFarmers structural review

The WAFarmersGrains Executive and council have invested considerable energy

in conjunction with the WAFarmers Board during the structural review of WAFarmers, and will continue to promote the modernisation of the current WAFarmers structure.

WAFarmersGrains was proud to instigate the recent constitutional changes allowing electronic voting, which were wholly supported by members. This important modernisation was highlighted by the challenges of COVID-19, and will result in greater engagement and access for all members, regardless of their location or work load.

NATIONAL UPDATE FROM GRAIN PRODUCERS AUSTRALIA

The GPA vision for a stronger and more collaborative Australian grains industry has been the focus of much of our work during the past, very challenging, twelve months. COVID-19 had a significant impact throughout Australian society and across the world. Lockdowns, border closures, curfews and health fears remain a part of everyday life for many. Our industry has faced complexities from staff shortages, restricted access to products.

If we take the positives out of the past twelve months, there are clear opportunities still to improve how our industry operates. Reducing the need for farmers to travel many hours to attend short but important meetings, and increasing our ability to participate in representing our industry are examples.

The establishment of Grains Australia is a significant step towards a more successful grains industry. Bringing together the post-farm gate industry good functions with grain classification, market education and insights, technical support, trade and market access, with the support of the grains industry supply chain will bring the Australian grains into the future.

The establishment of GPA Training is another huge step forward for GPA. The ability to develop and tailor training for grain producers is a fantastic opportunity to support our members and also to broadly demonstrate the professionalism of what we do on farm. GPA Training has developed a range of materials to support farm business farm safety preparedness, support farm worker learning and develop fire prevention information. GPA Training will look to develop further resources on pesticide and chemical use, biosecurity planning, farm worker training information and machinery use.

GPA has also been working on the development of a Code of Practice for autonomous agricultural machinery is another industry leading step taken by GPA this past twelve months. The Code is being finalised for implementation during 2021.

Submissions and advocacy work on access to pesticides, biosecurity, regulatory issues and broader agricultural issues remains core business for GPA and we look forward to continue to work with WAFarmers into 2021.



Livestock Report

David Slade and Jessica Wallace

The Livestock Council has had another busy year with several ongoing key policy areas continuing to be its primary focus.

Over the past year WAFarmers Livestock has maintained positions on countless industry/government committees, advisory groups, and taskforces, and we continue to represent our producers across national and state policy development.

There is no doubt that with the onset of the COVID-19 pandemic, the government’s response both federally and locally, reinforced the need for strong producer representation.

During the COVID-19 crisis, the Livestock Executive team worked with members, producers, and industry partners across all levels of government to ensure the WA livestock industry continued its seamless operations.

This work resulted in agriculture being deemed an essential service and, with the support of our national bodies, ensured domestic and international supply chains remained operational as an essential sector of the national and state economy.

WAFarmers Livestock continues to deliver results that benefit all WA livestock producers and our broader industry. This of course is only possible with the ongoing financial support and commitment from our valued members.

Know someone who might interested in contributing to the WAFarmers Livestock Council?

The Livestock Council currently has several open vacancies available for skilled individuals.

If you know a professionally-minded

individual, with a focused desire to contribute to strategic policy development then please have them contact Executive Manager Jessica Wallace on (08) 9486 2100.

LIVE SHEEP EXPORTS

It had been another turbulent year for live exports. Whilst trade has remained strong throughout the COVID-19 pandemic, the industry has been faced with numerous disruptions: stock handler worker shortages, movement of vessels and access to foreign ports have been challenging for the industry, with commercial shipping lanes busier than ever following the reduction in global airfreight.

Regulatory wise, the Australian Standards for the Export of Livestock (ASEL) 3.0 was enforced on 1 November 2020, with introduced changes including:

- revising pen space allowances, with more space provided to livestock on vessels.
- changes to stock preparation times at registered premises
- changes to the notifiable mortality rate
- a new definition of voyage length with related changes to bedding, personnel, and feed requirements

WAFarmers Livestock Council continues to remain engaged in the industry’s policy, and regulation changes through membership to the Western Australia Live Exporters Association (WALEA), and through direct communication with the Live Export Regulator and Federal Agricultural Department.

Live Export will continue to remain a key policy area for WAFarmers in 2021 and beyond.

RED MEAT INDUSTRY WHITE PAPER

Negotiations continue for the proposed NewCo3 model which would see the industry’s integrity systems streamlined through an improved structure, with secure funding that will facilitate a reduction in the cost and complexity of the industry’s current convoluted arrangements.

However, conversations continue on the proposed NewCo1 and NewCo2, and this is frustrating the producer Peak Industry Councils (PICs) and State Farming Organisations.

The new model must support and incorporate current PICs to provide maximised industry engagement across all levels of the red meat value chain.

WAFarmers, through the PICs, continues to engage this issue for the benefit of all red meat producers.

ANIMAL WELFARE BILL

Western Australian Animal Welfare Review remains in progress.

The review panel has consulted with the community, industry, welfare advocates, scientists, veterinarians, and relevant experts in determining how best to ensure that modern, evidence-based best practice can be achieved in animal welfare in WA.

WAFarmers eagerly awaits the release of the panel’s recommendations, and we will continue to advocate in our members best interests through grassroots policy formation.



BJD CATTLE MANAGEMENT IN WA

WAFarmers contends, that in order to maintain a high level of confidence in Western Australia’s freedom from BJD C – Strain, to enable early detection of any introduction of infection, and manage ongoing risk – current targeted surveillance with increased import provisions will be required to ensure current surveillance, pre-export and market assurance remains free of BJD C-strain in WA.

TRACEABILITY

The CowCatcher and SheepCatcher exercises demonstrated the effectiveness of WA’s traceability systems but advances in technology mean that even better systems can be put in place to support the marketing of Australian red meat as a superior product based on its provenance, integrity, and safety. Australia’s traceability systems are currently under review for all agricultural commodities. WAFarmers has been supporting the Department of Primary Industry and Regional Development to ensure any proposed changes to the national traceability systems to benefit WA’s current systems for both sheep and cattle.

CATTLE COUNCIL AUSTRALIA (CCA) - CEO TRAVIS TOBIN

As with all Peak Industry Councils and State Farming Organisations, 2020 saw some significant and unique challenges for the beef industry, including drought, bushfires, COVID-19 and international trade issues. Given the complexity and profound impacts of these challenges, the beef industry has demonstrated considerable resilience. At the close of 2020, the industry continued to see strong global demand for beef, and some of the highest cattle prices in the world with the herd rebuild underway as seasons improved in many parts of the country.

With 70-75% of beef production exported every year, market access and trade liberalisation continued to be a focal area for CCA. The shifting dynamics of the trading relationship between Australia and China – our single largest market by volume last year – highlighted the importance of this work. Free trade agreements currently being negotiated between the European Union and the United Kingdom provide a rare and significant opportunity to gain increased access to these markets and further reduce

the risk of price volatility and reliance on particular markets, including addressing the current meat trade imbalance.

The foundation of the beef industry’s market access and improving its ability to respond to a disease incursion or food safety issue requires reinforcing to industry stakeholders and governments the importance of a robust, effective traceability system. Work undertaken throughout the year continued to highlight the need for a nationally-consistent traceability system for all red meat species.

Considerable effort went into increasing CCA’s role and ability to influence environmental and sustainability policies and programs. Grass-fed cattle account for 78% of total red meat livestock emissions and beef producers manage nearly 80% of Australia’s agricultural land, which means that our industry must play a central role in ongoing environmental stewardship and Australia’s response to climate change. CCA is also leading a discussion between industry, government, and the community on alternative climate metrics that may provide a more accurate picture of our industry’s impact to warming the planet and help ensure the investment of producer levies is properly targeted.

The red meat industry’s goal of being carbon neutral by 2030 sets it apart from other industries within the agricultural sector and CCA has been active in developing policies that will provide producers with opportunities to engage with this objective through stewardship payments while developing frameworks that help to achieve the carbon neutral objective, always with increased profitability at the forefront.

Live exports continue to be an integral component of the beef industry, particularly for Northern and Western Australian producers. The ever-increasing regulatory burden and public scrutiny applied to this sector of the industry warrant considerable commitment and resources from PICs to ensure the live export trade remains viable and is not regulated out of existence. CCA and others have been actively engaging with governments to highlight the impacts that the proposed implementation of further regulation would have on producers and communities more generally. This joint advocacy work has been largely successful in campaigning to have the current space

density allocations maintained for our live export markets.

The review of the Red Meat Memorandum of Understanding and the restructuring of CCA continued throughout much of the year. The ever-changing environment in which Peak Industry Councils operate means we must adapt or perish. Progressing this restructure has necessitated considerable consultation with our members on what is the most appropriate structure to represent the interests of grass-fed cattle producers.

SHEEP PRODUCERS AUSTRALIA (SPA) - CEO STEPHEN CRISP

It seems difficult to report on anything that happened prior to the bushfires and the onset of COVID-19 and how both events re-shaped the way we operate. Earlier in the year SPA worked with the Live Export industry to manage the messaging around the northern-hemisphere summer shipping moratorium, and later allowing a vessel to depart after the cut-off date for the next ‘northern summer’. The results have been heartening in that the trade achieved very good welfare results and improved the case for a sustainable live sheep trade to the Middle East. SPA also worked with the reporting of the peak purchasing period around the religious festivals, and the difficulties that COVID-19 presented in the usual monitoring process. The identification and action of incidents showed that the industry is proactively monitoring and managing the supply chain, and we all look forward to simpler reporting in a post COVID-19 world. The opening of the Saudi market could create opportunities if the regulation is workable on a commercial basis. SPA will continue to work on this with both the Federal Department and our industry partners.

SPA has been constantly engaged in the discussions around the structure of the red meat industry. A change in Minister has led to some changing of priorities, however SPA is always pushing for efficiencies and transparency in how industry strategy is set and the priorities for the spending of levy funds. SPA has been particularly involved with the major projects being commenced in sheep reproduction, especially lamb survival, as well as ensuring the growing use of feedlots and containment feeding has the correct level of regulation (risk management), without stifling the flexibility

our industry needs. Sheep supply will be an underlying issue for many years with WA greatly assisting the flock re-build in the eastern states, but also needing to maintain its own flock levels to ensure vital infrastructure is maintained. Whilst SPA cannot hold back market forces, the goal will always be to make the regulatory framework as well as the market outlook as attractive as possible for producers to be retained and attracted to sheep production. A further opening of international markets will be a continuing theme as Free Trade Agreements progress over the next year.

WOOL PRODUCERS AUSTRALIA (WPA) - CEO JO HALL

WoolProducers Australia continued to represent and advocate on behalf of all Australian woolgrowers and our State Farming Organisation members in 2020. Our policy portfolio ranged from wool industry specific issues to broader, agricultural industry issues. Our key achievements for 2020 are outlined as follows:

In 2020, WPA has:

- Convened and participated in numerous response activities relating to the COVID-19 pandemic, to ensure that wool was recognised as an essential industry enabling production and trade continuity.

- Conducted a grower survey to understand the impacts that COVID-19 may have had on their businesses from government-imposed restrictions that were applied in response to the pandemic. These findings were presented to key federal agencies and MPs, including to the Treasury, DAWE, Austrade, the Minister and Shadow Minister of Agriculture.
- Participated in the IWTO Biosecurity Trade Working Group, Sustainable Practices Working Group, Growers Forum and Joint Australia-China Working Group and provided Australia country updates on relevant issues
- Presented on behalf of Australian growers at the Schneider Group’s online conference, Wool Connect, and strongly advocated for Australian woolgrowers’ strong record in sheep health and welfare and our sustainable production systems.
- Been the recipient of a Commonwealth Government grant to review traceability in the Australian wool industry, under the Traceability Grants Program, and was one of 16 project grants provided out of 168 applications.
- Presented submissions to numerous consultations, including WoolPoll Review, AWEX Code of Practice, National Agricultural Workforce Strategy, National

- Wool Declaration Review, Financial Technology and Regulatory Technology, NSW Inquiry into Animal Cruelty Laws, Pre-Budget, UK FTA, Diversifying Trade and Investment, Victorian Animal Welfare Act Reform.
- Continued involvement in the Sheep Traceability Working Group, SAFEMEAT Advisory Group and Integrity Systems Taskforce.
- Facilitated the WoolProducers Youth Ambassador program, funded by the Commonwealth Government Leadership in Ag funds.
- Performed ongoing responsibilities as the wool industry signatory to the Emergency Animal Disease Response Agreement.
- Convened the first of any industry, whole of domestic supply chain Emergency Animal Disease response training scenario, Exercise Argonaut.
- Continued involvement in steering committees, project groups and management groups for core and industry specific AHA projects and programs and addition programs including the National Wild Dog Action Plan and the National Feral Pig Management Strategy.





# Dairy Report

Ian Noakes and Laura Stocker

**The WAFarmers Dairy Council aims to ensure the dairy industry is sustainable, profitable for farmers, safe for the environment and our animals, and valued by the community. We want our consumers enjoy safe, wholesome and nutritious dairy products.**

## THE 2020 SEASON

The start to the season was great in the Busselton/Margaret River dairy areas, while the south coast and northern areas were slower to start. Overall we have had a good spring with heavy falls in some areas in early October.

## CHANGES IN THE DAIRY COUNCIL

At our Dairy Council AGM in September, Michael Partridge stepped down as President of WAFarmers Dairy Council after a four-year term as President. He also stepped down from ADF National Council where he has represented WA dairy farmers for the last eight years. The Dairy Council is very appreciative of the fantastic contribution Michael has made to the dairy industry with his tireless advocacy: ending \$1/L milk, Calming the Farm and many other achievements. Elected unopposed, Ian Noakes has replaced Michael as President and on National Council. Ian looks forward to making fresh contributions to the dairy industry in his new roles. The Dairy Council also thanks outgoing Councillor Tammy Negus for her excellent contributions especially in the area of People and Human Capacity. The Dairy Council welcomes Robin Lammie as a new Councillor.

## COST OF PRODUCTION

In the last year we have continued to experience high costs of production in relation to the price of milk. The cost of production has gone up 10c/L over the last five years. Grain prices have been at an all-time high level, with wheat at \$450, barley at \$340 and lupin at \$550 per tonne. Hay and water prices have also remained high. We hope that with better rains our feed and input costs will go down after the harvest.

## MEETINGS WITH MINISTER

We have had four meetings with Minister MacTiernan this year explaining the challenges facing dairy farmers and showing that there is no mechanism for getting value back to the farmgate. As a result of these meetings the Minister surveyed dairy farmers to ask their opinion about government interventions. Support was strong for a minimum price. The Minister has now initiated a consultation process with all stakeholders in the dairy industry, employing an independent consultant Brad Weir to interview key stakeholders and run workshops.

## REGIONAL ROUNABOUT

COVID-19 caused us to cancel our dairy conference which we replaced with a Regional Roundabout when we were able to travel. From 22nd-24th July, Ian Noakes, Laura Stocker, Louise Cashmore and Michael Partridge visited Albany, Northcliffe, Margaret River and Dardanup for meals and information sessions. Over the four sessions we met with 100 farmers and farm workers. In our presentations we highlighted a range of benefits brought by WAFarmers and the Dairy Council. Our main presentation was on various forms of government intervention to correct this market failure. We gauged support for government intervention as a whole and for particular scenarios. Farmers strongly favoured a minimum farmgate milk price and the development of a manufacturing plant.

## ENGAGEMENT WITH MEDIA

In the media, we had numerous radio interviews, six TV news appearances and 13 newspaper articles. We also have had quarterly articles in Farmwest and Farm Weekly and produced our own quarterly 'Let's Moove It' Newsletter. The media coverage about the cost of production and the price of milk had a lot

of momentum and we were receiving a lot of public support.

## COVID-19

COVID-19 caused a loss of advocacy momentum. However, overall dairy has been lucky with COVID-19. While value was lost from the supply chain with the closure of coffee shops, overall supply and demand has remained steady.

## OTHER ADVOCACY ISSUES

In addition to participating in ADF submissions, the WAFarmers Dairy Council has made 11 submissions on critical issues such as the Mandatory Code of Conduct, deregulation, BJD, supermarket abuse of power and perishable goods, animal welfare and on-farm trespass.

The Dairy Council has also been involved in Busselton milk transport concerns, trying to ensure milk tankers of all sizes can pick up milk from dairies in this area.

Energy efficiency grants specifically for dairy farmers were offered by the Federal government as a direct result of Dairy Council/ADF advocacy.

As a result of advocacy effort, ADF and DA have designed the new Dairy Passport. This initiative offers tools to swiftly upskill new dairy workers, support the induction of new employees and make training more accessible. We have also lobbied for the WA dairy industry to have access to skilled dairy labour from interstate and overseas.

## DAIRY PAVILION

Unfortunately, the Dairy Pavilion was cancelled this year due to COVID-19, despite great efforts by Louise Cashmore. We hope it will be up and running next year.





# Beekeepers Report

Matt Colvin and Stephen Fewster

Once again the past year has been a very active one for the WA Farmers Beekeepers Section, with 2020 presenting its own set of challenges.

Spring harvest in 2019 started as an average beekeeper year with bees on Avocados for six weeks, followed by Jarrah, Redgum and some Blackbutt honey harvests. The bees spent wintertime along the coastline before starting the new season on Canola.

At the time of writing, the 2020 season looks even more average than the previous year. The intake of honey is estimated to be 30% down on last year, it was the worst December intake on record.

Commercial beekeepers are reporting widespread flowering but there is no nectar, beekeepers are having to move their bees over greater distances more often to keep them alive, as well as supplementary feeding with sugar syrup.

Although there have been some good reports from those beekeepers able to access Powder Bark sites, bushfires and denied access to apiary sites worsen the situation.

The majority of honey being produced is from Canola, Paterson's Curse, Cape Weed, Parrot Bush, spring honey (Hakea Trifurcata, etc from the coastal plain) and some Peppermint and Mallee. There was no summer eucalypt and it was reported that the Marris were starting to flower. It is anticipated there might be some winter White Gum.

## PRESCRIBED BURNING

Concerns continue regarding the methodology and scheduling of prescribed burning. The WA Farmers Beekeepers Section, along with the Bee Industry Council of Western Australia (BICWA), continue to collaboratively lobby the Minister for the Environment and the Minister for Agriculture on the impact of prescribed burning on bees and especially, honey production.

Importantly, WA Farmers Beekeepers Section continue to underline the links to an erosion of biodiversity and

overall environmental values through current prescribed burning practices, all of which detract from the quality of honey production.

Core advocacy has revolved around the key concerns of flowering patterns, the timing of burns, considering cooler burns as well as burning smaller lots at a time.

Engagement with the Department of Biodiversity, Conservation and Attractions (DBCA) has continued to follow agreed collaboration through joint meetings with their Fire Management Committee, as well as their attendance to BICWA's bi-monthly meetings. This has contributed to a better exchange of opinion and understanding of current practice impacts on apiary.

Ongoing correspondence between the DBCA and BICWA has attempted to elevate the issues related to prescribed burning for apiary. To date, the Department insists on concerns being channelled through its regional engagement process, this is a very slow conduit for matters of importance.

WA Farmers continues to lobby DBCA to embrace bee industry concerns on the current prescribed burning model..

## SITE ACCESS

SSite access to Crown land continues to be a point of contention. Apiary sites are continuing to be locked up. There are discussions on protocols to permit beekeepers to access DBCA controlled land but progress with the Department has been marginal.

A meeting is scheduled with DBCA early in the New Year to arrive at an agreed consensus for greater apiary access to the DBCA controlled forest.

Additionally, there are joint discussions between WA Farmers Beekeepers Section, BICWA and the Forest Industry Federation (FIFWA) on protocols that may underpin greater access to areas of forest worked by FIFWA.

It is hoped these discussions will provide a net benefit, particularly on beekeeper access to resource but also provide some leverage on the discussion with DBCA..

## RESEARCH

The Cooperative Research Centre (CRC) continues important work in traceability and biodiversity. The identification of biodiversity "hot spots" will soon be finalised and offers future value add to the planned access to resource.

There are currently no new projects with the Western Australian Honey Research and Development Group (WAHRDG). The group, with its newly elected WAHRDG chair, plans collaboratively with BICWA and incorporates its desire to explore further research areas, such as a GI survey of honey from WA, nutritional profiles of pollens and possibly some pollination certification.

Most of ChemCentre's work is now for CRC projects. Once the industry standards are completed there is no more work planned, apart from CRC projects on the Honey assurance

Work by ChemCentre continues on honey certification while industry contributions towards research augment leverage on funding through Federal research grants.

The Section supports BICWA's desire to explore further research areas, such as the GI survey of honey from WA, nutritional profiles of pollens and possibly some pollination certification.

## INDUSTRY ENGAGEMENT

WA Farmers will be working on a wide front this year to address issues of industry sustainability, having input into the BICWA review process. Importantly, the review is about the structure and delegation of BICWA, so to better orientate itself to the needs of beekeepers.

Key areas of advocacy will be to increase access to sites, to raise the quantity of resource available to beekeepers, as well as improved engagement with industry. These actions are in liaison with BICWA to improve opportunity and destinations for Western Australian honey.



# General Report

Trevor Whittington

Over the course of the year WAFarmers has worked on numerous matters relating to our General Council. A priority was workshopping the election policies we will be taking to the March 2021 state election. The following provides an overview of our projects and achievements from 2020.

## STATE ELECTION

WAFarmers utilised this year's Regional Roadshows as an opportunity to develop our 2021 State Election policies. By communicating directly with our members about their priorities we were able to build a comprehensive list of policies and put them out to the parties.

Our policy document included 49 different programs covering grains, livestock, dairy, bees and general section.

Priority projects included:

- the state government allocating \$200m to paddock to port grain on rail infrastructure across tier 1, 2 and 3 with the aim of attracting another \$800m in federal funding
- \$103m in water infrastructure to take the pressure off the country water supply system
- \$100m to build another 200 mobile towers to improve back paddock coverage
- \$400m for one meter shoulders on major state grain highways.
- \$400m to fund local government restricted access road upgrades.

Over four years the total ask from the state government is less than 1% of the \$140 billion the state government will allocate in its future budgets. The full program is included in this annual report.

## TELECOMMUNICATIONS

Back paddock to front gate mobile coverage is essential if you're running a business, which is why WAFarmers has been consistently advocating for better coverage for the states farm businesses.

This year WAFarmers asked the State and Federal Governments to reassign a portion of their COVID-19 stimulus funding to improving mobile coverage in regional areas.

With \$100 million matched funding from state and federal governments in partnership with Telstra there would be sufficient funds to build 300 additional mobile towers from Esperance to Kalbarri to plug a majority of the holes in the current 4G network, effectively doubling the number of towers across the states grain belt and vastly improve mobile communication.

One of the projects we ran was a campaign to encourage farmers and other users to switch off any illegal repeaters in their possession.

These repeaters can dramatically reduce the effectiveness of legal users. More effective alternatives which are legal and do not impact other users include Telstra's Cel Fi Go, improved antennas and house to shed repeaters.

WAFarmers has also continued to work closely with Telstra in continuing the movement towards 5G and identifying gaps

in the network as 3G stations are upgraded to 4G.

## OCCUPATIONAL HEALTH AND SAFETY

This year WAFarmers continued to push back against the new Industrial Manslaughter farm safety laws which were proposed in 2019. Our position is that the previously existing laws, which only in 2018 had their penalties increased, were a sufficient deterrent for not operating a safe workplace. This view was shared with 38 other peak industry bodies, including the Liberal Party, One Nation and The Shooters, Fishers and Farmers.

However despite a huge amount of lobbying and detailed legal advice, the National Party decided to vote with Labor and the Greens at the last minute, and passed what will be the lowest threshold of any of the States relating to Industrial Manslaughter. The Work Health and Safety Bill 2019 was given royal assent on the 10th of November 2020. This means that farmers that suffer a workplace death face the real prospect of multi-million dollar fines and jail time.

The new legislation includes industrial manslaughter provisions carrying a maximum penalty of 20 years imprisonment for an individual, and a fine





of \$10 million for a corporate entity. The laws will also make it illegal for insurance companies to indemnify entities against monetary penalties imposed under workplace health and safety laws.

These new laws will disproportionately affect small businesses rather than the big corporate builders that they were aimed at.

Farmers are now at a significantly higher risk and may need to alter how they conduct operations. Serious decisions regarding business practices must occur immediately.

WAFarmers attended the Worksafe Summit on the 27th of May 2020, where we called upon the State Government to place more funding into education and awareness, rather than trying to alter behaviour with threats and fines. We have encouraged all political parties to invest \$10 million over the next four years to put in a comprehensive safety training regime and change the culture of the agricultural industry.

WAFarmers will continue to advocate for a future government to amend these laws to bring them back into line with common sense and community expectations.

### WATER AND DROUGHT

Yet again parts of the state suffered from decile one and two rainfall across the year. This was demonstrated by a map released by the Australian Government Bureau of Meteorology in July which indicated that some parts of the state's south east had experienced the lowest rainfall on record.

As the rainfall dried up, so did the federal

funds that offered a 25% subsidy as part of the \$50 million drought water infrastructure support package.

Following extensive lobbying in partnership with the National Farmers Federation, the scheme was rolled over in the October federal budget but with the provision that the state government put up matching funding.

Despite the obvious need to incentivise the states farmers to build the large strategic dams, catchments, bores and desalination systems to take the pressure off the country scheme water supply network, the state government in 2020 had not offered its share of the funding pool leaving hundreds of growers with unfunded applications.

WAFarmers will continue to lobby the state government over 2020-21 summer to ensure Western Australian farmers do not miss out again.

In addition we developed a comprehensive plan for each shire across the grain belt to be offered funding to expand town dams, catchments, and desalination systems to keep community sporting ovals and towns green year round as well as adding to our strategic water reserves.

We believe the funding would be far better spent by local councils to ensure that water for firefighting and emergency use is available year round rather than having to rely on an already overstretched Water Corp scheme

### RURAL FIRE SERVICE

WAFarmers believe that it is vital that the management of a bush fire situation is

locally based, where those involved have superior knowledge of local conditions. It is for this reason that we support the call for a Rural Fire Service in Western Australia. We have also come in behind the Bushfire Volunteer Association who, as local brigades operating under the control of local shires, face being absorbed into the Department of Fires and Emergency Services.

Local bush fire brigades are best left to be locally run and their funding and ability to make decisions should be left with their local community and not managed out of a central location in Perth.

### ACTIVISTS

This year WAFarmers has continued to advocate for stronger penalties for animal activists who have been found guilty of crimes such as trespassing and theft.

Under new legislation introduced to State Parliament on the 24th of June 2020, animal activists who trespass on Western Australian Farms could be subject to fines of up to \$24,000 and two years imprisonment.

However, these penalties come at the price of additional animal welfare rulings, with the reintroduction of aspects of the 2017 Animal Welfare Amendment Bill. This includes rights of entry being granted to a new class of inspector, who will be able to come onto commercial facilities without a warrant. These designated inspectors will have increased powers at intensive food production facilities, including abattoirs, knackeries, intensive egg and poultry farms and piggeries.



The threat was made by the government that if farmers want real penalties for animal activists then they must cop intrusive inspectors having access to their farms without due cause.

WAFarmers pushed back on the Bill as it deliberately confused two entirely separate issues as a political exercise to get the governments preferred position of additional inspection on private properties outside of the well established processes of showing due cause.

WAFarmers lobbied the government to review its approach to livestock animal welfare compliance and remove the right of the RSPCA to have powers of inspection. Alternatively the government should increase the DPIRD livestock compliance budget to allow professional vets and commercial livestock animal science specialists engage with industry rather than employees of an organisation that actively lobby against intensive agriculture and the live export trade.

### RAIL AND ROAD

Our transport network of road, rail and port is critical to the viability of our farmers but unfortunately the state government continues to allocate hundreds of million dollars towards the Metro Net rail system in Perth.

WAFarmers have been lobbying the state and federal government to allocate an additional \$200 million to the states grain freight network which needs around \$1 billion dollars to bring it up a safe standard to handle B double and triple heavy haulage trucks.

In respect to rail the state government released its Tier 3 Rail Economic review



which detailed the cost of upgrading 700km of abandoned rail lines.

WAFarmers came out with a policy position that the state and federal government should allocated \$500 million over the next decade to a rail efficiency trust fund to support primary production rail transport.

### STATE BUDGET

The 2020-21 state budget was delayed by six months due to COVID-19 and when it finally came out it was very much focused on economic stimulus and recovery with \$5 billion in various projects.

Unfortunately despite several detailed submissions and being a part of the Premiers COVID-19 economic round table, very little of real funding was targeted at our priority areas.

By far the biggest new project was 400km of 1m road shoulders across the wheatbelt that was budgeted at \$35 million.

Other projects included:

- \$8 million training infrastructure at Muresk.
- \$8 million Carnarvon and Esperance dog fences.
- \$8 million e-connect to keep the 187 weather stations working.
- \$4 million grower group support.

One of the more bizarre programs that was funded was a range of Labor attraction schemes such as the Wander out Yonder advertising spend which ended up being a failed attempt to attract young people to help with the harvest.

Overall it was clear that the governments focus remained on the metropolitan areas or big regional towns.

Royalties for Regions has probably been the biggest casualty of the budget with virtually all the funding now being allocated to fund regional subsidies for utilities and public services.

The other big disappointment was the reduction of funding to the Department of Industries and Regional Development (DPIRD) which will see its ability to support the state's agricultural sector continue to diminish.

- Total budget allocation reduced by \$50 million.
- Delivery of services reduced by \$6 million.
- Regional Industry Development reduced by \$88 million.
- Regional Technical Development reduced by \$25 million.

Putting aside the jump in funding due to COVID-19 related projects, the long term budget trajectory is one of a steady decline for Agriculture and the states regions.

WAFarmers put forward the following projects that should have been included in the budget:

- \$20 million to help attract Grains Australia to set up their Head Quarters in Western Australia.
- \$100 million for an additional 200 mobile towers (\$25 million a year).
- \$20 million for farm water rebates.
- \$200 million for rail. There was nothing in the budget to indicate restoring and reinstating Tier 3 rail is on the radar after the big economics review.
- \$400 million for transport to complete the widening of all the States secondary grain freight routes..





# 2021 Election Policy Platform

Following extensive consultation with farmers and members, wafarmers puts forward the following policies which we call on all political parties to adopt.

## FARM WATER REBATES - \$10m

The State government to offer a 25% drought-proofing water rebate to improve on-farm water security linked to reducing demand on the country water supply scheme.

## FARM WATER MAPPING - \$10m

Expand the State Smart Water Program to include ground water mapping of salinity and best practice water catchment systems.

## TOWN DAM UPGRADE - \$7m

Upgrade 70 town dams and catchments to improve farm and town water security.

## TOWN WATER LOCAL DESALINATION - \$10m

Install solar powered desalination at town dams to take the pressure off the country scheme water supplies.

## STAND-PIPE WATER TANKS - \$10m

Install large water tanks at town dams and strategic standpipes to take the pressure off the country scheme water supplies.

## GRAIN ROADS SHOULDERS - \$400m – 6000km

Widen all State Grain Highways and Secondary Grain Freight roads with additional one meter shoulders.

## LOCAL GOVERNMENT GRAIN ROADS - \$200m

Offer local government annual funding of \$1-2m to upgrade their Restricted Access Roads to improve grain carting efficiency.

## ROAD MAINTENANCE MAPPING - \$5m

Develop an open access virtual road maintenance map detailing the condition of local, state and national roads and the projected future date of upgrades.

## HEAVY VEHICLE ACCREDITATION

Develop an audit process to reduced compliance on seasonal farm trucks doing limited kilometers per year.

## GRAIN FREIGHT ROUTES

Develop micro economic modelling and business cases to ensure future investment priorities in road/rail upgrades follows the least cost pathway from paddock to port for grain freight.

## RAIL - \$200m + \$800m

Establish a State fund of \$200m to attract \$800m of federal funding to support grain on rail upgrades.

## RAIL PRIORITY LINES

Fund upgrades based on cost benefit analysis to Tier 1, 2, 3 with a focus on; line speed, shunting lines, port bottlenecks, capacity upgrades to standard gauge and the return to use of the following Tier 3 lines.

- York- Quairading
- Narrogin – Corrigin – Merredin
- Narrogin- Kondinin – Merredin
- Katanning – Nyabing
- Merredin – Trayning
- Merredin – Wyalkatchem

## TRANSPORT

Establish a taskforce to drive the recommendations from the RARFS and AGINIS reports to ensure Federal and State funding of grain transportation in WA.

## TRACTOR SPEEDS

Tractor speed restrictions to be lifted from 35km/hr to maximum manufactured engineered rated speed for modern tractors without towed implements.

## MC DRIVER TRAINING - \$4m

50% rebate of up to \$4000 to train 1000 road train drivers.

## ROAD ACCESS AWARENESS - \$100k

Fund pre-season awareness campaigns on road access rules for agricultural implements.

## POWER

Ensure the rollout of Western Power Stand Alone Power Systems are fit for purpose and their future maintenance costs is not cost recovered from farm businesses.

## TRANSPORT LICENCES - \$10m

Allow up to three heavy vehicle combinations for farm concessional registration, per occupied residence (separate properties).

## MOBILE BLACK SPOTS - \$100m

Fund an additional 200 mobile towers across the Wheatbelt, Great Southern and South West, to improve back paddock coverage and help drive 4G farming systems tech efficiencies.

## STRATEGIC FUEL RESERVES - \$5m

Fund regional fuel depots to hold 90 days of strategic fuel reserves for emergency services.

## GRAINS AUSTRALIA - \$10m

Underwrite the move to attract Grains Australia to WA.

## EMERGENCY HELICOPTER - \$20m

Fund an ultra long range emergency services helicopter capable of covering the Wheatbelt and Great Southern (1000km).

## FERAL ANIMAL CULL – 0.1%

Allocate a set proportion (0.1%) of the value of the State's agriculture and food production (\$10.3b), to fund state control of feral animals in the rangelands.

## LAND CARE - \$10m

Subsidise the purchase of salt tolerant plants by 50% with the aim of planting two million trees/shrubs a year.

## DPIRD EMERGENCY RESPONSE BIOSECURITY FUND - \$15m

Establish an emergency fund to improve the speed of track, trace and elimination of biological threats.

## BIOSECURITY – 1.0%

Allocate a set proportion (1%) of the value of our State's agriculture and food production, (\$10.3b) to lift the funding allocated to biosecurity.

## RESEARCH and DEVELOPMENT- 0.5%

Allocate 0.5% of the total state agriculture production to industry development (2020-2021 = \$53m).

## DPIRD TRAINING - \$10m

Establish a two-year graduate training program to support the next generation of agricultural scientists.

## AG TRAINING - \$8m

Expand Muresk's capacity to develop it as the States regional agricultural training institute with a specialist focus on animal welfare.

## VOLUNTEER FIRE BRIGADE FUND - \$20m

Establish a fund for bush fire brigades to buy specialist equipment including water tankers, drones, graders etc based on matching local funding.

## RECYCLING GRAIN AND HAY PLASTIC WRAP - \$400m

State government to fund the transport to interstate recycling facilities of hay and grain plastic wrap and examine local reuse and recycling options.

## VOLUNTEER BUSHFIRE BRIGADE ASSOCIATION - \$4m

The State's Bushfire Volunteers Association be adequately funded out of the ESL and to remain independent of government.

## BOARDING SCHOOLS - \$5m

State to double the support for boarding school fees.

## EDUCATION

Support poor performing regional schools with additional resources to lift the percentage of students completing four ATAR subjects.

## FERAL PEST CONTROL - \$10m

Double the government's contribution to the Regional Biosecurity Group funding scheme from 1:1 to 2:1 to increase community efforts to control declared pests such as wild dogs.

## DPIRD STAFFING

Lock in DPIRD levels of budget funding for agriculture to ensure staffing and service delivery remains at current levels.

## INDUSTRIAL MANSLAUGHTER

Amend the Industrial Manslaughter laws to include the words "in circumstances of gross negligence" as the test of manslaughter by criminal negligence where a jail sentence applies.

## FARM SAFETY - \$4m

Establish a Farm Safety Institute in conjunction with Rural West and Muresk to help drive safety compliance systems on-farm.

## AGRICULTURAL PRODUCE COMMISSION

Remove the APC broadacre exclusion subject to an opt-out clause to allow farmers to simply fund their own industry good projects.

## DAIRY INDUSTRY

State government to develop mechanisms with industry to help increase on farm milk prices.

## DAIRY INDUSTRY STRATEGIC PLAN

State government to facilitate the development of a whole of dairy industry 5-year strategic plan.

## BEEES - \$1m

Increase the number of sites available for commercial beekeepers in state forest supported by a cloud-based access and trading portal.

## PRESCRIBED BURNS INSTITUTE - \$4m

Establish a Collie based research centre of excellence to develop cultural and cool burning practices that protect flowering native vegetation.

## PRESCRIBED BURNS - \$20m

Fund local bush fire brigades to undertake cool off season prescribed burns to reduce the risk of summer wild fires.

## STATE SHEEP TRACEABILITY – \$2m

Improve sheep traceability systems in WA and fund two designated DPIRD officers to monitor and track sheep movements.

## SHEEP INDUSTRY DEVELOPMENT SCHEME - \$10m

Fund the Sheep Industry Development program.

## MENTAL HEALTH - \$2m

Rural West to be funded to expand mental health services and engagement.

## CARBON FARMING TRIALS - \$10m

Establish long term carbon farming and regen field trials at the state government research stations with a focus on soil carbon and the breeding of the next generation of legumes.

## PREMIUM GRAINS - \$10m

Fund the Processed Oats Development plan.

## BOYANUP SALEYARDS - \$17m

Construct new cattle saleyards for the South West.

## SOUTH WEST LIVESTOCK PRECINCT - \$4m

Purchase a block of land for a designated animal production precinct for the South West.



# WAFarmersFirst Report

Aaron Natoli

**WAFarmersFirst was created by the Western Australian Farmers Federation to help secure the future of farming in Western Australia. The brand offers consumers both Milk and Free Range Eggs. Beyond paying the farmer, every sale contributes towards the agricultural industry to fund education, training, advocacy and projects.**

## WAFARMERSFIRST MILK

WAFarmersFirst white milk product is an initiative aimed at investing funds back into the state's dairy industry. We bottle two different varieties of milk, Full Cream and Hilo which are sold in standard 2 Litre cartons through Coles and Independent Grocers. 40 Cents from each sale flows back into industry.

However in 2020 COVID-19 hit and provided the milk brand with some challenges. The products were removed from the shelves for a period of 5-6 weeks due to processors struggling to meet production timelines enforced by supermarkets who needed to keep in front of heavy demand.

Upon the return to the shelves, a new marketing campaign was developed aimed at reinvigorating sales. The campaign included updating the existing label with the help of the not-for-profit branding agency Anthologie. Anthologie were given the task of creating an exciting new look for the products that would set them apart from other competitors on the shelf. As a result our beloved 'Felicity the Friesian' was put out to pasture, and the WAFarmers own brand ambassador 'Jess' took over. Jess is a self-proclaimed agricultural advocate with years of firsthand knowledge representing our local farmers.

The new look label featuring Jessica Wallace was launched in September 2020, accompanied by a radio campaign on 92.9. A television commercial, highlighting the brand position of "supporting all farming in WA" was filmed at Pearsall IGA and shown on Channel 7 during Sunrise and The Chase Australia. The commercial also gained coverage on both 7TWO and 7mate.

These activities in brand awareness have assisted with the volume of milk sales now on an incline.

## WAFARMERSFIRST EGGS

In hand with our milk initiative, WAFarmers entered into a similar agreement to sell a WAFarmersFirst branded egg product. The WAFarmersFirst Eggs are sold as free-range dozen or half dozen cartons in Woolworths and independent retailers. As with milk, 40 Cents from the sale of the dozen pack of eggs goes towards supporting farming industries via WAFarmers in Western Australia, in particular the egg industry through our partnership with The Commercial Egg Producers Association of Western Australia (CEPA).

COVID-19 brought good news for our egg sales with a spike occurring during the March/April lockdown period. This was attributed to a greater number of people cooking at home. Since the lockdown, sales have normalised to pre-COVID levels.

The product remains an important revenue source for WAFarmers and we look forward to continued success of the WAFarmersFirst Eggs in 2021.

## OTHER PRODUCTS

During the year, the WAFarmersFirst Marketing Committee began investigations into honey products. Development will continue in 2021 as we look to unveil high quality products that the consumer will embrace as they have with the milk and eggs.

WAFarmers Brand continues to be a valuable asset to the organisation and we thank you for the ongoing support.



# Food You Can Trust Report

Aaron Natoli

**With the growing number of well-funded activist groups taking aim at farmers and modern agriculture via the spreading of anti GM, Live Export and Glyphosate messaging it was incumbent on WAFarmers to look for ways to sell the positive and pragmatic message of agriculture.**

Positive messaging ensures the high level of proven trust in our industry will continue to grow, with already over 70% of the community believing that farmers are trustworthy.

WAFarmers is doing its part in continuing to sell the positive messages of agriculture, through its newly established program Food You Can Trust (FYCT), an initiative designed to focus on the value of farming in Western Australia and its contribution to both the nation and the world, while maintaining transparency in our farming practices.

Launched as a website and complimentary social media streams, the platform puts

out real life information and stories on the annual farming cycle, attempting to explain what we do and why we do it.

Through its social media, FYCT features themed day such as 'Tuesday Grains' and 'Woolly Wednesday' to highlight different aspects of the commodities that WAFarmers represents, while also embracing other sectors of agriculture on 'Food Friday'.

Since September 2020, original video content has been filmed and edited for the platform, including interviews with farmers on their farms in an attempt to use real people to enforce the message that

farmers care about ethics in regards to their practices.

FYCT has joined forces with multiple universities and has engaged interns who are currently undertaking communications degrees from Curtin, UWA and Murdoch, of which most are unfamiliar with agriculture. This has provided them with a pathway to gain a greater understanding of agriculture as they are tasked with delivering daily content for the project. Feedback has been positive from the interns involved and it was great to see their enthusiasm to learn about our industry.

Further on the education front, in 2021 the FYCT website will continue its alignment with WAFarmers sister-project AG Academy. AG Academy targets primary school children with a comprehensive engagement project designed to educate on the existing opportunities in agriculture, while demonstrating a transparent and trustworthy industry.

# AG Academy Report

Aaron Natoli

**Federal Agricultural minister David Littleproud announced back in July 2020 that "thousands of Aussie kids are about to get a first-hand account of agriculture" under an Australian Government program rolled out by state and territory farming bodies.**

WAFarmers was the recipient of this funding in Western Australia which has now evolved to become the AG Academy.

AG Academy is aimed at Year 6 students and is mapped to WA based curriculum to enable teachers to immerse students in the wonderful wide world of agriculture.

AG Academy has 3 parts to the program.

Part 1 consists of 250 minutes of in-class teaching about the who, what, where, why and how of farming in Western Australia. The products we farm, our contribution to the state economy and the variety of careers that you can have in Agriculture are all covered. This part

was prepared by Edith Cowan University in concert with WAFarmers and other industry participants.

The second part of the program is a school incursion where an agricultural industry professional will give students the look-touch-feel of agriculture and explain the benefits of having a career in agriculture. This component gives students the opportunity to ask important questions of ag professionals in order to inspire their curiosity about agriculture.

The final component for students who have successfully completed the first part of the AG Academy will be to receive a personalised journal about

Western Australian agriculture featuring Augmented Reality.

Students will reinforce their learning from the AG Academy through this journal in two ways – the first being the narrative on the page and the second by engaging in Augmented Reality experiences via the "AG Academy" app.

WAFarmers is excited to roll out AG Academy in 2021. We look forward to primary school students knowing more about farming and where their food comes from as a result.







# Communications and Events

Melanie Tolich

**WAFarmers' communications focus on three main audiences – our members, the agricultural industry as a whole, and the general public.**

## COMMUNICATIONS

WAFarmers' communications focus on three main audiences: our membership, the agricultural industry and the general public.

Our main priority is effective communication with our members. It is vital that you understand what the organisation is doing on your behalf and how you can influence our actions. We communicate directly with members through a fortnightly digital newsletter. To ensure you do not miss information that is vital to your farm business, we encourage

all members to keep us updated with their contact details.

Other means of communication include our social media streams and our weekly Farm Weekly page. WAFarmers also maintains positive relationships with journalists and media outlets, and features regularly in print, radio and other online mediums throughout the year.

## SCHOLARSHIPS AND AWARDS

WAFarmers continued to support several scholarships in 2020, including scholarships to Year 11 students at the

WA Colleges of Agriculture in Harvey, Cunderdin, Bindoon and Denmark, and Narrogin.

We would like to take the opportunity to wish these students every success in their chosen careers.

## EVENTS

In collaboration with the Bushfire Volunteers WA, WAFarmers embarked on our 2020 Regional Roadshows on the 24th of July, commencing in Albany. Other roadshow partners included Bunnings, Bailiwick Legal and Dry Kirkness Chartered Accountants.

The roadshows proceedings commenced with a short zone meeting and finalised with an interactive activity on WAFarmers 2021 State Election priorities. The activity

democratically provided members with the ability to have direct input in forming our policy positions.

Unfortunately, due to COVID-19 restrictions, WAFarmers was unable to host or participate in many of the usual events throughout 2020, such as the Agricultural Field Days and the Perth Royal Show.

## NATIONAL AG DAY

A record 150 events were held in 2020 to celebrate National Ag Day, a benchmark in which WAFarmers contributed. On the 20th November WAFarmers held a food masterclass hosted by WA Food Ambassador Don Hancy and Mondo's Vince Gareffa. The WAFarmers team

was joined by 50 guests to celebrate Agriculture in Western Australia.

Guests enjoyed the experience of creating their very own gourmet sausages and seafood, and were kindly gifted a 1kg frozen pack of Mondo gourmet sausages to take home.

Thank you to everyone who joined us in celebrating Agriculture in Australia, we look forward to celebrate with you in 2021.

## ANNUAL CONFERENCE

WAFarmers' 2020 Annual Conference 'Fuel the Tank' was held at the Westin, Perth on Friday the 13th of March.

Recognising that farmers are time poor,

the WAFarmers office for the first time arranged for the Annual Conference to be held over a single day format concluding with a dinner in the evening. The conference attracted an outstanding turnout, with over 180 delegates registering for the single day event.

The focus of the conference was to discuss the factors and risks associated with building larger and more profitable farm businesses and to provide an understanding of what tools are required to achieve a sustainable and financially viable farm enterprise going forward.

WAFarmers looks forward to seeing you all at our 2021 Conference 'Invest-Innovate-Ignite It Starts With WA Ag' on Friday 12th of March.



## FACEBOOK & TWITTER STATS





In 2020 WAFarmers welcomed 15 new farm businesses with 24 new individual members.

Our membership retention rate has remained at 92% from 2019. The slowly declining membership pattern is attributed to the increasing rate of farm aggregation. AgConnectWA's membership base decreased slightly from 2019, making up 6 percent of the overall WAFarmers membership base. It is important for WAFarmers to keep engaging with the younger generation of farmers through AgConnectWA, in order to ensure a strong future for WAFarmers and Western Australian agriculture.

WAFarmers held a Special General Meeting of its members on Monday 12th October 2020. The meeting was called to allow members a vote on Constitutional amendments that would permit electronic attendance, and electronic voting at meetings, as well as voting by proxy. The impacts of COVID-19 and the organisations ability to hold constitutional meetings was the catalyst for the required changes and it became very apparent that the organisation needed to adapt to the rapidly changing digital environment.

The following rules were added to WAFarmers Constitution by a unanimous vote:

38. Meetings

Notwithstanding any rule to the contrary, any meeting that is convened pursuant to these rules, may be convened:

- 38.1 in person; or
- 38.2 by electronic; or
- 38.3 by proxy; or
- 38.4 by a combination of 38.1, 38.2 and 38.3.

39. Voting

Notwithstanding any rule to the contrary, votes cast at any meeting that is convened pursuant to these rules, may be cast:

- 39.1 where the person is present at the meeting, in person; or
- 39.2 by electronic means; or
- 39.3 by proxy; or
- 39.4 by a combination of 39.1, 39.2 and 39.3.

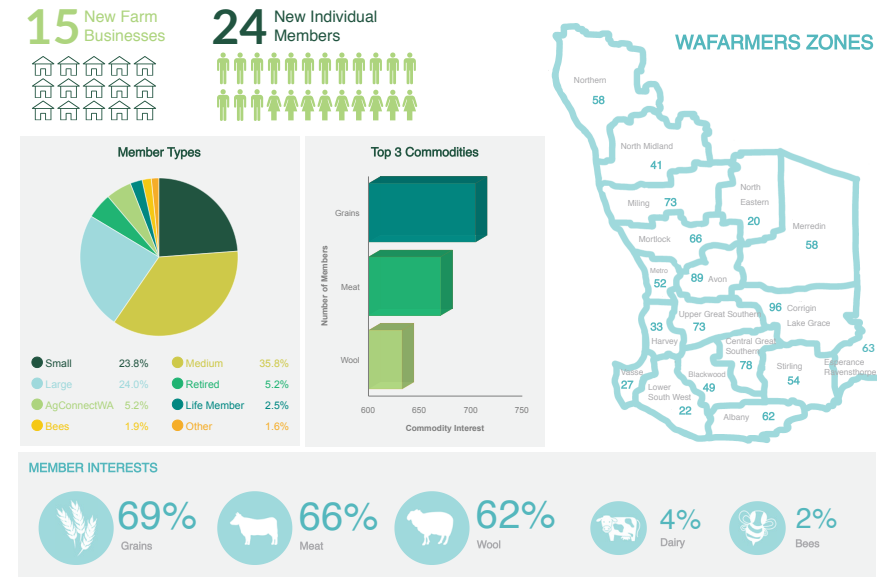
40. Proxy

Notwithstanding any rule to the contrary, at any Annual General Meeting, Special General

Meeting or Zone Meeting that is convened pursuant to these rules, attendance at such meeting may be by proxy, and the following rules shall apply:

- 40.1 A voting member may appoint another voting member within that Member's farming enterprise as his or her proxy to vote and speak on his or her behalf at the meeting.
- 40.2 The appointment of a proxy must be in writing and signed by the voting member making the appointment.
- 40.3 The voting member appointing the proxy may give specific directions as to how the proxy is to vote on his or her behalf.
- 40.4 If no instructions are given to the proxy, the proxy may vote on behalf of the voting member in any matter as the proxy sees fit.
- 40.5 A form appointing a proxy must be given to the secretary before the commencement of the meeting for which the proxy is appointed.
- 40.6 A form appointing a proxy sent by post or electronically is of no effect unless it is received by the secretary not later than 24 hours before the commencement of the meeting.
- 40.7 Any proxy forms given to the chairperson of the meeting under this rule are to form part of the minutes of the meeting

If you have any questions with regards to the above changes, please feel free to contact the WAFarmers office.



2020 has been a challenging year for the National Farmers Federation with both Covid-19 and Trade issues with China setting the agenda for much of the year.

The biggest issue with managing the virus was the border closures established by both the federal and state governments. This immediately led to labour shortages for both seeding and harvest. Western Australia was particularly impacted due to a disproportionate reliance on interstate and overseas labour, with up to 7000 workers needed every year across all forms of agriculture and regional support.

Covid-19 recovery also saw a flow of funds to upgrade state and local roads which was an important rural and regional job creation plan.

While the NFF executive engaged repeatedly with the various levels of government, it was to limited success. It is vital to the future of farming that government ensures that the skilled and semi-skilled workers needed are available. This is particularly targeted towards sheep shearers and machinery operators.

China and trade have been ongoing challenges not helped by some of the federal governments ham fisted attempts to call China to account over the origins of the Covid-19 virus. While the federal government may well have been in its rights to ask the questions, in hindsight it might have been better advised to do this in a more diplomatic way behind closed doors.

No doubt the drivers behind Chinas trade restrictions are long and complex, however it is now clear that Australia has been targeted by the Chinese. Our barley, beef, wheat, and other commodities are being locked out of what was an important and valuable market.

The NFF has been active in doing some quiet diplomacy of its own and will continue to work behind the scenes to help build bridges and get trade flowing again as soon as possible. The one up-side on the horizon is the potential of a free trade agreement

with the United Kingdom as a result of their decision at the end of 2019 to complete the Brexit process.

The NFF also finalised its climate change policy, joining other national peak bodies like the Red Meat Industry and Grain Growers with a written policy direction. It should be noted that the Western Australian Farmers Federation was the first state peak body with a climate change policy which was released in 2008.

Currently the NFF is working on their submission to the Climate Change (National Framework for Adaption and Mitigation) Bill 2020 which will help set the framework for a proper national carbon credits trading scheme involving rural land.

Biosecurity is always high on the NFF list of priorities and again in 2020 we had a major outbreak of the grain industries No 1 enemy; the Khapra beetle, which was detected in August and triggered a massive response by federal and state agencies.

In June, the NFF was produced to announce the conclusion of the long running live cattle trade ban class action against the commonwealth which the Court found that the former Minister committed the tort of misfeasance in public office. It also found that if the former Minister had acted as he should have, at least an additional 88,000 head of live cattle would have been exported to Indonesia in 2011. This notice explains which persons may be members of the class and the nature of the claims they might make opening the was to a settlement in 2021.

With the continuation of the live export trade over the Northern Winter the NFF was involved in close negotiations with the Federal Department to ensure the new standards were open to review and that one of the ships caught up in the

Covid-19 scare in Western Australia was allowed to sail. This was an important win for the industry after a tough two years.

Water is always a topical NFF issue with the Murray Darling getting a lot of policy time. But occasionally water issues flow West with the NFF forcing the government to double the \$50m water grant of up to \$25,000 for a 25% rebate on drought proofing water investments. The challenge for the state bodies is to go their respective governments to provide matching funding.

Fuel security was an issue that the NFF has repeatedly raised with the federal government as the 3 month reserve had fallen to a low of less than 3 weeks. This puts the ability of farmers to plant a crop or complete harvest at risk should there be a shock to the supply chain. After repeated lobbying the federal government committed \$200m to improving our domestic reserves.

As usual there was a range of issues that the NFF contributed submissions towards, including Live Exports, AgVet Chemicals, the Environmental and Biosecurity Act, the ACCC into perishable goods, and the 5G Mobile Black Spot Program.

2020 will be remembered as a pivotal year and it was definitely one of the busiest experienced by the NFF.

Tony York  
NATIONAL FARMERS  
FEDERATION BOARD & CHAIR  
WORKFORCE COMMITTEE





**2020 has been unexpected and unpredictable for AgConnectWA. As a committee that has been hugely focused on running events, this year was particularly difficult.**

Despite this, the general sentiment of the committee has remained strong. After seeing out lockdown, we continued to have meetings about how we can best engage with young people in the industry.

AgConnectWA has always understood the value of networking and bringing people together, and this year has highlighted the importance of this.

Through numerous cancellations leading to limited industry events, we have seen communities gain insight into the positive impact that socialising has on one's mental health. As a committee we have always been in the agreement of the power of networks, particularly within agriculture. Not only do events allow an individual to meet new like-minded people, but it has also been proven time and time again that farmers in particular learn just as much off each other as they do from research.

Our values from last year still stand, we believe AgConnectWA isn't here to be a voice for young people in the agricultural industry, rather we are here to ensure that young people know they have a voice. We understand that young people need to be the face of their own stories. We hope that by providing our members with the chance to come together, they will realise they are not alone in this vast industry, and that there are so many others who are at the beginning of their careers.

#### What's happened in 2020

In February, AgConnectWA members were fortunate to be involved in a communications workshop hosted by Careers in Grain. The training focussed around communicating with consumers using the concept of shared values, as researched by the Centre for Food Integrity. There were representatives from the grains, livestock, dairy, commercial fishing, and horticulture industries present, which gave the workshop varied examples of consumer expectations. We were incredibly lucky to have the

training be delivered by Deanna Lush of AgCommunicators and the members who attended learnt effective tools to engage with consumers about agriculture.

Over the COVID-19 lockdown, the committee had a quiet few months where we had to reconsider how we would communicate and engage with our members. Over this time we ran a 'How'd ya get here' video series where we interviewed a range of young agricultural professionals about their jobs, what impact COVID-19 has had on their lives, and what advice they would give to other young people in the industry. We interviewed a range of different people in various careers within agriculture including an agronomist, a vet, a dairy farmer, a political party State Director, a policy director, a live export stockperson and a communications specialist. These videos were well received by our audience with an average of 400 views per video.

In September 2020 we hosted a sundowner in Perth which was so well-received that we had to change venues last minute to cater for more people. Nearly 100 people attended, demonstrating how much our events were missed during lockdown.

Just before harvest kicked off, we hosted one of our 'BBQ in the bush' events in Muntadgin. We have hosted a handful of these events around the state and they are a successful way to get our name out.

We also hosted another post-harvest sundowner in Esperance after the success of the 2019 sundowner which was a sold-out event.

Recently AgConnectWA headed down to Pingelly for our members to take part in the Merino Lifetime Productivity (MLP) Field Day. Those who attended were among some of the first to hear about the findings of the new and exciting research. The day started with an ASBV workshop – learning how to use ASBV's to suit your enterprises

specific goals. During lunch there was an AgConnectWA exclusive 'Behind the Scenes of MLP' talk by Dr Bronwyn Clarke before the launch into the Field Day talks.

#### What's happening in 2021

AgConnectWA understands that due to COVID-19 we have not been able to deliver the same value for membership as we have previously. In response to this we will ensure our members are offered higher member discounts at our upcoming events, including free attendance for our 'BBQ in the Bush' series.

Usually our AGM and Annual Forum would take place in September, however due to the limitations of COVID-19 the committee has decided to push back the 12 month term and hold our AGM on the 19th of February 2021. This allows our committee members another few months to tick off some of their goals before a new committee is nominated. We are working on having a diverse range of speakers present so that everyone can take something away, whether its unique to their business, or will upskill them personally.

Over the next few months we plan to host quite a few events to make up for those we missed out on due to COVID-19. We are hoping to collaborate with some other groups to host a few events around the state including sundowners in Albany and Dalwallinu and a field tour in the central Wheatbelt.

We are working hard behind the scenes to organise an exchange program with the UK, however this will depend on international travel restrictions.

We are looking forward to a busy 2021 and to welcoming a new committee at our AGM in February. Stay tuned!



# Financial Report

## Executive Summary

**For the year ended 31 December 2020**

**The 2020 Financial Report has been completed with WAFarmers recording an audited operating surplus of \$270,999 for the year ended 31st December 2020. WAFarmers Board are pleased to record a significant surplus on the back of previous surpluses for the past 4 years.**

The surplus was achieved through a focused commitment by the Board and Management along with measured controls over expenses for the past 12 months. The Federal Government "Cashflow Boost" introduced to help businesses through the pressures inflicted by COVID-19 added an additional \$100k of revenue for the reporting year.

The current financial standing of the organisation is now well placed to implement the next phase of its financial plan, which is to purchase a property to house the WAFarmers head office.

Given the current buoyancy of the Western Australian residential property market and the lag in uplift in commercial property it is deemed as the ideal time to make a purchase.

The WAFarmers Board has a goal of completing a purchase without resorting to borrowing from an external lender with a desire to own any asset outright unencumbered from debt. As part of the business case process WAFarmers has engaged a specialist commercial property consultant to scope the market and undertake the required due diligence of suitable properties. As a result of the advice received, the Board has allocated a budget for a suitable property purchase.

Funding for the purchase will come from

accumulated reserves from the WAFarmers cash reserves and confirmed funding from the TH Peterson Trust. We hope to bring you further information on the purchase developments throughout 2021.

#### INCOME

Income for reporting period FY 2020 totalled \$1,724,573. After adjusting the income in recognising the abnormal revenue associated with income received from the Federal Government "Cashflow Boost" and the "Ag Academy" project the income attributed to WAFarmers operational activity equates to \$1,457,796.

The 'Ag Academy' project is the result of Federal Government grant funding applied for and received in May 2020 to deliver a project aimed at educating kids about agriculture. The project equates to a total value of \$746k and is run over two financial years from July 2020 to June 2022. During WAFarmers FY 2020 total funds received and expended totalled \$166,777.

Membership subscriptions continue to generate the highest level of income for the federation accounting for 64% of operational income. The Board has recognised the risks associated with membership income being a large portion of total income and strategics efforts through 2020 have focused diversified income sources.

Commercial income from the sales of the WAFarmersFirst products through the brand license agreements decreased by almost \$100k for 2020 with COVID-19 causing some product processing issues through March and April. The product particularly the milk products were not available for a period of 6 weeks and sales thereafter struggled to return to their pre COVID-19 figures partly accounting for the \$100k. Another attributing factor for the decrease from the 2019 reported figure was the 13 month financial year in 2019, which accounted for an extra months' worth of income in comparison to FY2020. On the back of the \$100k decrease the products licence still proved profitable at \$224k or 15% of income.

Corporate partnerships and sponsorship associated with events has continued to trend as per FY2019 with many corporate partners moving to events based sponsor commitments rather than a year round partnership. Given the impact of COVID-19 on the capacity to be able to run events through 2020, WAFarmers still managed to attract \$161,250 of events based sponsorship. WAFarmers works hard with its corporate partners on building mutually beneficial results.

#### EXPENSES

The Board and Management have worked hard to ensure expenses have been tightly managed through 2020 particularly with the unknown impact that COVID-19 could potentially have caused to the bottom line of the organisation. Reported expenses decreased in 2019 to \$1,453,574 from \$1,508,333 in 2019, which also included an abnormal expense of \$166,777 attributed to the "Ag Academy" project. Operational



expenses after accounting for the “Ag Academy” expenses were \$1,286,797.

Employee benefits accounted for approximately 40% of the operational expenses and again decreased by \$100k in FY2020 from \$610k in FY2019. Some of the decrease is attributed to the 13 month reporting year in 2019. WAFarmers has a small but very dedicated team of staff working hard to achieve progressive and forward thinking results for the organisation.

Office Expenses including the rent and outgoings on the leased office facilities at 161 Great Eastern Hwy, Belmont attributed to \$183,888 of operational expenses in FY2020. As mentioned earlier with the WAFarmers Board’s plan to move towards an outright purchase of a head office building in 2021, savings will be realised moving forward in 2022 on future office expenses departures.

We are confident that the outstanding financial results over the previous few years in particular FY2020, has rejuvenated the organisations financial position and further

cements WAFarmers’ position as Western Australia’s peak agriculture membership based, advocacy group.

BALANCE SHEET AND CASH POSITION

The Board and Management have been extremely focused on increasing reserves to a level that financially positions the organisation to purchase head office property. On the back of a significant surplus in FY2020, and with assistance from the TH Peterson Trust, the organisation has achieved its financial positioning goal and has commenced activities towards completing an office purchase in FY2021.

On recommendation of the auditor, accelerated depreciation was applied to the leasehold improvements made to the leased Belmont premises on entry in July 2017 to be fully depreciated as at the end of lease date 30th June 2022. This resulted in a significant increase in the depreciation result for FY2020 being \$50,994. There were also some additional assets write off during FY2020 clearing the FAR in readiness for FY2021.

- Members’ funds increased by 55% to \$786,470 between December 2019 and December 2020
- Cash on Hand and Trade Debtors increased to \$1,393,790 at 31st December 2020, mostly attributed the significant surplus achieved.
- The total liabilities of the Federation increased by \$131,261 from the 2019 reported figure of \$543,653 to \$674,914. The increase was attributed to an increase in provisions for unexpended income received in 2020 for the “Ag Academy” project that has been carried forward into 2021.

In summary, 2020 has been a successful year for WAFarmers financially, the Board, the CEO and staff are committed to ensuring the long term financial strength of your organisation.

Trevor Whittington  
CEO

Income and Expenditure Statement

For the year ended 31 December 2020 (12 months)

	2020	2020	2019
	ACTUAL \$	BUDGET \$	ACTUAL \$
COMMUNICATIONS			
Newsletter Ag E News	1,057	1,500	1,593
Farm Weekly/Countryman	23,750	25,000	8,148
News Research	0	0	4,348
Sub Total	24,807	26,500	14,088
MARKETING and PROMOTION			
Membership Promotion	4,678	25,000	11,163
Marketing Promotion	2,802	12,000	14,773
Sponsorship/Awards	1,636	15,000	14,840
Field Days & Shows	1,446	17,400	15,909
Website Development	200	0	540
Database Upgrade	14,770	5,000	4,500
Hosting Associated Costs	454	5,000	1,911
Sub Total	25,986	79,400	63,636
PERSONNEL			
Salaries & Wages	398,741	414,346	483,542
Contract Services/Expenses	10,095	10,000	21,845
Superannuation	35,884	40,778	46,207
Consultants	36,537	26,000	24,311
Zone Coordinators Wages	7,552	15,000	10,305
Zone Coordinators Expenses	107	2,000	76
Payroll Tax	0	0	0
Fringe Benefits Tax	165	500	582
Recruitment & Training	4,156	7,000	3,743
Workers Compensation	3,460	3,300	3,482
Staff Travel	10,152	16,500	16,633
Sub Total	506,851	535,424	610,727
OFFICE SERVICES			
Rent & Variables	94,650	118,800	114,958
Office Renovations	0	0	0
Electricity	21,215	20,000	20,707
Office Operating Expenses	40,904	38,788	41,296
Repairs & Maintenance	4,150	1,500	404
General Expenses	15,143	13,704	14,356
Minor Assets	2,001	1,000	295
Periodicals & Publications	5,326	6,000	4,589
Sub Total	183,389	199,792	196,606
FINANCIAL SERVICES			
Bank Fees & Borrowing Costs	3,362	6,324	5,398
Insurance	9,669	9,800	11,124
Audit Fees	11,532	13,000	16,664
Accounting Fees	8,596	5,040	7,222
Legal Expenses	5,176	15,000	19,677
Debts Expense	7,622	0	2,000
Depreciation	50,994	30,000	31,881
Sub Total	96,951	79,164	93,966
EDUCATING KIDS PROJECT			
Project Expenses	166,777	0	0
TOTAL ADMIN. EXPENSES	1,004,760	920,280	979,023

	2020	2020	2019
	ACTUAL \$	BUDGET \$	ACTUAL \$
INCOME			
Members subscriptions	936,133	974,833	869,857
WAFarmers First Royalties	224,197	275,375	322,518
Sponsorship/Events Income	150,667	145,462	217,878
AgConnectWA Income	8,674	33,000	31,250
Interest-Main A/C & Term Deposits	827	2,000	2,102
Commodity Income inc project funds	1,305	24,000	30,813
Zone Income	16,060	1,200	3,076
Rental Income	91,204	81,100	73,055
Sundry Income	124,739	8,000	23,039
Secretarial Service Fees	0	0	0
WAFF Invest Fund Trust	3,991	0	16,921
Educating Kids Project Ag Academy	166,777	0	0
TOTAL INCOME	1,590,509	1,721,650	1,590,509
LESS EXPENDITURE			
Affiliation Fees			
National Farmers Federation	44,000	44,000	50,819
Cattle Council of Australia	23,864	23,000	24,621
Sheepmeat Council of Australia	13,019	15,000	13,742
Grains Expense Account	7,500	40,000	9,750
WoolProducers Australia	16,367	16,366	17,731
Australian Honey Bee	409	2,300	0
Australian Dairy Farmers	21,710	22,000	22,345
Sub Total	126,868	162,666	139,008
General Section inc cocktail events	9,642	13,000	7,143
Board Expenses	8,013	45,500	9,395
President’s Allowance inc Super	49,000	52,000	58,847
President’s Expense	7,603	16,000	9,400
President Election	0	0	2,375
Motor Vehicle Expense	5,380	7,000	5,139
Events Expense	97,102	87,270	114,847
AgConnectWA Expense	4,598	33,000	27,703
Trust in Ag Expense	19,398	20,000	0
WAFarmersFirst Royalty	39,329	31,250	11,236
Dairy Industry Milk Trust	40,441	68,844	64,048
Commodity expenses inc projects	15,513	62,250	42,576
Commodity Pres/Portfolio Allowance	6,250	9,500	8,708
Zone Expenses	17,517	5,500	3,210
Investment Fund Expense	2,160	0	25,674
Contingency Expense	0	10,000	0
Sub Total	321,946	461,114	390,302
TOTAL EXEC EXPENSES			
ADMINISTRATION EXPENSES	1,004,760	920,280	979,023
TOTAL EXPENSES	1,453,574	1,544,060	1,508,333
SURPLUS/(DEFICIT)	270,999	910	82,176



# Balance Sheet

For the year ended 31 December 2020

	2020	2019
BALANCE SHEET - DECEMBER 2020	DECEMBER	DECEMBER
CURRENT ASSETS		
Bank Accounts		
Bank - Operating Account	158,021	67,098
Westpac Bank-Term Deposits	0	0
Westpac Cash Reserve	753,421	303,006
Petty Cash	250	250
Zone Bank Accounts	116,694	115,891
AgConnectWA Account	24,074	19,554
Total Bank Funds - Unrestricted	1,052,461	505,799
Restricted Funds		
Donations Account	72	4,992
WAFF Invest Fund	178,438	176,650
Fundraising live Export	11,654	22,642
Total Restricted Funds	190,164	204,283
Current Assets		
Accounts Receivable	43,897	131,006
Bank Guarantee- Belmont Premise	29,219	29,219
Prepayments	42,150	36,055
Sundry Debtors	35,899	31,429
	151,165	227,709
Total Current Assets	1,393,790	937,791
NON-CURRENT ASSETS		
Furniture & Fittings	3,153	8,732
Motor Vehicles	15,058	19,992
Lease Hold Improvements	29,053	66,554
Plant & Machinery	10,111	10,233
Telephone System	128	160
Computer Hardware	5,973	11,315
Computer- Software	58	268
Investment-Westralian Farmers	2,716	2,734
Investment- Trust Fund WAFF	10	10
Investment- Farmwide	1,334	1,334
Total Non-Current Assets	67,594	121,334
Total Assets	1,461,383	1,059,125

	2020	2019
BALANCE SHEET - DECEMBER 2020	DECEMBER	DECEMBER
LIABILITIES		
Current Liabilities		
Accounts Payable	19,977	11,530
Accruals	24,340	13,001
Sundry Creditors	0	9,080
Payroll Liabilities		
Payroll Liabilities-Group Tax/Super	19,145	14,928
Payroll Provisions		
Provision for Holiday Pay	49,803	32,674
Prov for Employee Long Service Leave	21,540	17,746
Corporate Cards	9,552	6,307
Donations Payable		
Esperance Fire Appeal	0	0
Waroona Fire Appeal	0	4,924
Fundraising Account Prov	11,752	22,740
WAFarmersFirst Provisions		
Provision for Dairy Trust Projects	81,697	97,256
Other Current Liabilities		
Motor Vehicle Finance	0	22
Telephone System Payment Plan	0	-311
PPA Wheat Fight Fund	52,259	52,259
Food Alliance Projects	2,759	2,759
Dairy Farmer Project Events	304	2,819
GST Liabilities	18798.88	3350.18
Total Current Liabilities	311,927	291,085
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	0	30,618
Subs in Advance 2021	91,753	6,082
Subs in Advance 2020	0	100,933
Subsin Advance 2022	1,718	1,718
Income Received in Advance	219,930	63,632
Total Non Current Liabilities	362,987	252,568
Total Liabilities	674,914	549,883

NET ASSETS	786,470	543,653
------------	---------	---------

EQUITY		
Retained Surplus	515,472	433,296
Current Surplus	270,999	82,176

TOTAL EQUITY	786,470	515,472
--------------	---------	---------

## WAFarmers Corporate Sponsors



Bailiwick Legal.



BUNNINGS  
TRADE



primesuper  
surprisingly straightforward

DRY / KIRKNESS  
CHARTERED ACCOUNTANTS

## WAFarmers Supporters



DATAMARS







## 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)



**@WAFarmers**

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