



WAFARMERS

Shaping the Future of Agriculture

ANNUAL REPORT 2021

INTRODUCTION

Welcome to the 2021 Annual Report. This year will not be forgotten in a hurry, as not only has it provided WA with the biggest harvest on record, but the state government recorded its biggest ever majority win, giving it total control of both Houses of Parliament.

The big season has left the farming community in a strong and confident position, while the big electoral win for the government has opened the door for a concentration of political power in the metropolitan area.

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 advocates to government for positive change, develops corporate alliances and partnerships, and communicates with the rural and metropolitan public on important issues.

This year, has again been defined by the COVID-19 pandemic, which for a second year in a row left the industry seriously short of labour. This highlighted serious structural deficiencies in the state and national government's ability to work together to address the fall out from the pandemic.

In such times the need for advocacy organisations becomes more apparent, despite the claims that governments are representative and in touch with the grass roots of the community.

The reality is that when governments make decisions to address one problem, all too often there is collateral damage in another part of the economy or community.

WAFarmers job is to engage with government to help steer the state in a way that benefits the agricultural sector in Western Australia, or at least minimise the cost of poor government decision making.

The 2021 Annual Report provides details on all WAFarmers commodities and provides valuable insight into the operations and achievements of the organisation.

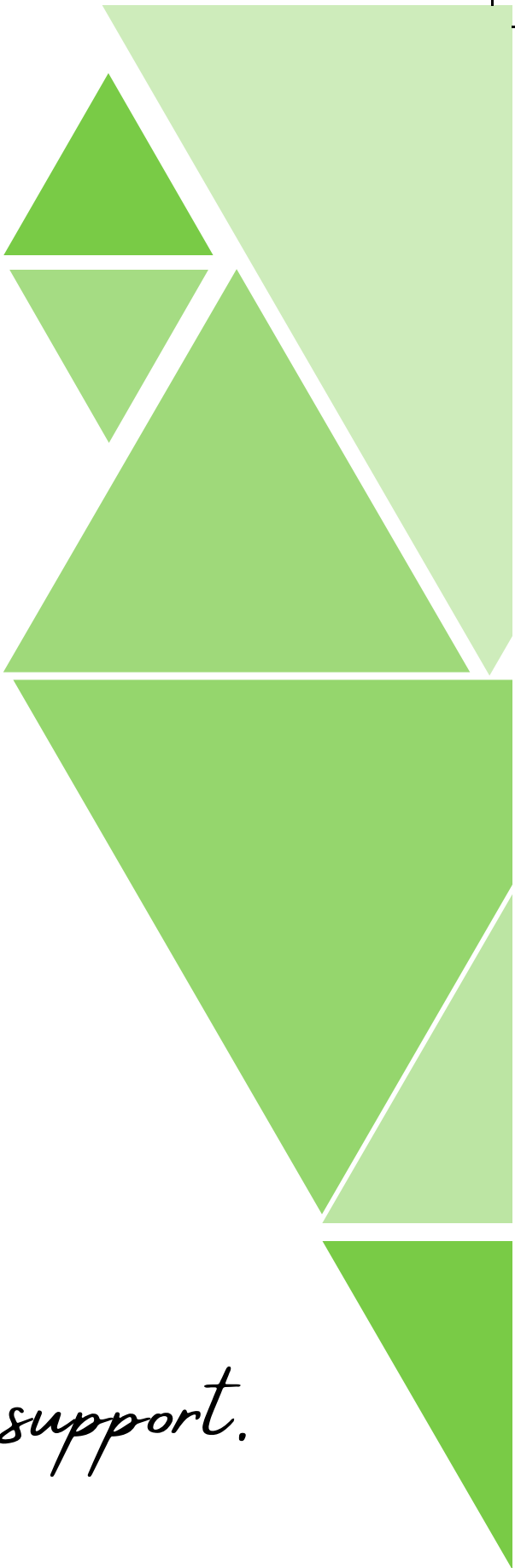
This publication is an opportunity for members to see what their support enables WAFarmers to accomplish on their behalf.

Thank you to our valued members for your ongoing contribution and support, we could not do what we do without you.

Thank you for your support.



WAFARMERS





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President's Message

WAFarmers President John Hassell

COVID-19 has continued to have a significant impact on our industry in 2021.

COVID-19 continues to have a significant impact on our industry throughout 2021. Due to COVID we put community safety first and split our Annual General Meeting and Conference. The new format saw WAFarmers hold their AGM at the Aloft Hotel in early March followed by our first-ever Grains and Livestock conference at Muresk in Northam in late June.

AGM

At the WAFarmers AGM in March, I stepped into the role as the newly elected WAFarmers President and was joined by newly elected Board Directors, Duncan Young and Mark Fowler. Steve McGuire was re-elected as Vice President, while in the months following the AGM the board appointed Michael Tarling (General Manager Milne Feeds) as an Independent Board Director and Michael Partridge was appointed to fill a Casual Vacancy.

The Commodity President positions were renominated and filled at the relevant commodity section meetings throughout the year with Mic Fels retaining the role of Grains Section President. Geoff Pearson took the reins from David Slade as Livestock Section President, Ian Noakes returned to the role of Dairy Section President and Matt Colvin continued as President of our Beekeepers Section. These individuals are all active advocates for the Western Australian farming industry.

CONFERENCE

The two-day conference at Muresk was held in partnership with the National Farmer's Federation and was opened by the Premier on one of the coldest winter mornings of the year with no heating in the lecture theatre.

Besides making an on the spot million-dollar promise to upgrade the air conditioning, the Premier outlined the commitments made for agriculture and regional development during the recent state election campaign.

This included COVID Recovery funding for regional road and rail projects and new facilities at Muresk.

Unfortunately, there was no funding provided for any of the Tier 3 lines despite the government commissioning an engineering study, nor was there any funding for the Boyanup Sale Yards, both of which would have been logical economic stimulus projects.

NEW OFFICE

With some help from the T.H. Peterson Trust, WAFarmers has secured a new head office building in Tech Park, Bentley. The location is very fitting, with Curtin University and the Department of Agriculture just around the corner. Wines of Western Australia, Bushfire Volunteers and TW Pearson and Son have joined us as tenants in the new office. Make sure to drop in and say hi to the staff if you are in the area.

WAFARMERSFIRST

WAFarmers have continued to promote our commercial brand through a new social media campaign for our WAFarmers First milk and egg products.

AG ACADEMY

Ag Academy our federally funded primary school engagement program presented to 48 different schools and provided teachers with lessons plans that will help them educate kids on the importance of agriculture to the state. In addition, we engaged with over 10,000 children at the Royal Show and other regional shows with our new interactive meet a farmer avatars.

ROADSHOWS

Roadshows for the year included Albany, Esperance, and Geraldton which were in addition to our usual Field Day activity. Members like to see us getting out and about and this year to make the events more interactive, we combined them with an informal bowling event to help build closer links with local members.

I'd like to take this time to thank our roadshow sponsors Bunnings Trade, Telstra, Bailiwick Legal, Dry Kirkness and Rural Bank for their support on and off the road.

CLIMATE CHANGE

For another year climate change has been highly topical with the Glasgow COP event in October focusing international attention on the 2030 and 250 targets. As an organisation, through our Climate Change Committee we invested a lot of time updating our existing three policies into one relevant policy for the current level of debate.

Despite a wide range of views across our organisation, it is important that farmers are at the table and have a good understanding of where we sit within the debate and advocate for a reasonable outcome for the agricultural industry.

Our updated climate position continues to recognise climate change as a challenge for all. We need to ensure that we reduce our carbon footprint to a net-zero position, but we also need to ensure that the cyclical short-term nature of the methane cycle is factored into global calculations along with developing a cost-effective and balanced soil carbon calculator.

CONSTITUTION

The Board has continued to work through draft changes to the constitution this year, with the aim to remove irrelevant sections and provide an overarching set of guidelines for the organisation. These updates should allow WAFarmers to improve our member communication and move into a modern era of electronic voting and engagement.

ELECTORAL REFORM

Unfortunately, the government has such a large majority that the Premier forgot about his statement that electoral reform was not on his list of priorities. Given they were handed control of both houses of parliament they were quick to rush through electoral reform.

The changes made have dramatically reduced the influence of regional voters and in turn, heightened the importance of an organisation like WAFarmers in its role of representing the industry and regional WA to the government.

Thanks must go to all who have put in so much for the betterment of our industry over the last 12 months, mostly with very little or no acknowledgement.

Also, to our staff for the enormous effort including dragging their families in to help with the move to our new office.

For most across the state 2021 has been an outstanding year for both commodity prices and seasonally.

I wish you all the very best for the 2022 season.





Grain Report

President Mic Fels & Jessica Wallace

WAFarmersGrains: Managing the grains industry issues so our members can get on with the job.

Over the last 12 months, WAFarmersGrains has worked hard to maximise returns for WA grain growers in what has been another challenging year. We continue to proactively influence Government and industry bodies on core issues affecting our growers at both a national and state level.

There is no denying that WAFarmersGrains' role in industry policy and politics is needed now more than ever. We are entering unparalleled times in terms of rising input costs, the availability and timely arrival of inputs, with fewer parts available for machinery repair and maintenance. Grains Section will continue to navigate Government policy and regulation, highlighting the issues while continuously working to elevate the profile of the WA Grains industry across the community.

A highlight of 2021 saw the collaborative effort of WAFarmersGrains and CBH in successfully attracting the \$200m ASCI (RARF) funding for major transport upgrades in WA. This result was achieved on the back of years of consultation with the State Government.

If there is one take away from our advocacy efforts over the past 12 months, it is that tit-for-tat politics prevents industry progression and limits industry getting additional funding to address important issues. The rift between State and Federal Government is real and needs to be managed if we are to extract the funding required. You most certainly can't rely on Ministers to make things happen for our industry.

2021 has certainly been a turbulent year for our advocacy efforts but regardless of the outcome or hurdles presented, we continue to represent our members. So, if talking to your neighbours or friends, ask them, are you a member of a recognised State Farming Organisation? If the answer is, NO, tell them they ought to be, because WAFarmers is needed more now than ever.

Current and ongoing priority issues

LICENSE FEES

WAFarmersGrains continues to build the case and garner support from stakeholders for reduced license fees on farm trucks. We took this to the state election and continued to push for it for the 2021-22 budget, but the Government response is they believe that the existing concessions are reflective of the needs of the industry. We disagree, so our work continues.

LABOUR SHORTAGES

From the onset of the COVID19 pandemic, WAFarmersGrains ramped up its efforts on what we forecasted as a looming skilled farm labour shortage – particularly for the highly specific role of experienced header operators.

A core focus was to make amendments to the ANZCO immigration list – many of these changes have largely been adopted, particularly with supply chain skills. This will be beneficial in immigrations visa for supply chain logistics and operators of heavy farm machinery, giving more immigration options under the skilled category. **A win for WAFarmers.**

In the face of government's unwillingness to help with this major problem, out of the box thinking was required. Retired Lt Col Garry Spencer and Executive Manager Jessica Wallace led the charge through the development of "Operation Grain Harvest Assist", a national initiative to recruit former and retired ADF members to help pull the crop off. The Operation has been highly successful and Jess continues to work with the steering group of volunteers to drive the future of the Operation. Another win for WAFarmers.

With seeding fast approaching be sure to register your interest for former ADF workers at www.opgha.org.au

Additionally, WAFarmersGrains established the grainfarmjobs.com.au website, which led almost 1000 harvest job seekers directly to all the major farm recruitment agencies, as well as to real job vacancies that had been listed by farmers 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 were dashed by the 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 the hashtags #seedingjob and #grainfarmjob in any job ads you post on Facebook or Gumtree. **Again, a win for WAFarmers.**

SKILLED FARM WORKERS

WAFarmersGrains has fought hard to differentiate our sector's need for skilled machinery operators versus the discussion at national and state level which was previously focusing almost solely on fruit and vegetable pickers. While we still have a long way to go, we are proud to now see our specific needs acknowledged on the political agenda at both the state and federal level. **A win for WAFarmers.**

AG VISA

In September we saw the Federal Government launch the all new AgVisa, which is something we have been actively calling for. We now intend to push for the inclusion of countries where grain farmers look to traditionally source machinery operators from, into this new visa class. If successful, this will overcome the previous requirement for non-farm qualifications, and an exciting new pathway for permanency in Australia, something that is sorely needed in the broadacre farm sector.

GRAIN FREIGHT

As mentioned earlier we have worked hard to support CBH in attracting the \$200M federal and state ASCI (RARF) funding for major grain freight transport upgrades. The allocation of the funding was **massive win for WAFarmers.**

WAFarmersGrains continues to support our policy of least cost pathway to port for grains produced in WA. Bottlenecks in the pathway were identified during the record harvest over summer. WAFarmersGrains will continue to work with CBH to alleviate these issues for future harvests.

In addition WAFarmersGrains will continue to work closely with the Government and CBH to prioritise key road and rail projects that align with CBH's network strategy to keep up with our constantly growing grains industry in WA.

CARBON

WAFarmersGrains has been actively involved in the discussion on carbon, both within our organisation, and on the national stage.

In the Paris agreement, owing to the short cycle nature of food carbon, it was omitted that agriculture is the only major sector that actually captures, through our effort and expense, massive quantities of CO2 from the air and exports it in our produce.

Our main emission back into the atmosphere, is oxygen. Until this is acknowledged and included in the calculations, we are guaranteed to get governments coming up with policies that are not only bad for farmers, but could drive consumer behavior in the wrong direction via the sending of wrong signals.

WAFarmersGrains has advocated persistently at the federal level over the last year for the recognition of carbon in farm produce, and we are pleased to now see our arguments reflected in national policy development. **A win for WAFarmers.**

Grain Report (Cont'd)

President Mic Fels & Jessica Wallace

Our goal is to have an agreed, accessible carbon calculator, which accounts for the carbon captured in our farm produce by 2023. WAFarmers met with GRDC and CSIRO to discuss this and now looks forward to helping finalise a formula that works for WA growers in early 2022.

SUSTAINABILITY ACCREDITATION

At the national level we are working on an Australian Sustainability Accreditation platform to remove our dependence on the European ISCC system, which we see as a slippery slope towards EU regulation by proxy. Again, this has gained strong traction though our national alliances, and we continue to work towards the new Grains Australia body taking on this function. **A win for WAFarmers.**

ONGOING POLICY PRIORITIES

- Workforce development
- Input costs & right to repair
- Grains biosecurity
- Science based access to critical technologies – gene technology & chemistry
- CBH network efficiency
- Ag machinery movement regulations

COUNCIL STRUCTURE AND REPRESENTATIVE UPDATE

This year long-term Stirling Zone Representative, Graeme Jones retired from the WAFarmers Grains Section. Graeme has been an immense advocate for WAFarmers and the Grains Section for over 30 years. A true observer, with incredible patience, Graeme's input over the years has helped shaped the Council into what it is today.



New to the WAFarmers Grains Section from Borden grower, Jaime Spence. Jaime is on the AgConnectWA Committee and is Chair of the North Stirlings Pallingup Natural Resources. Sadly, Special Expertise member Jerome Critch retired from Grains Council after serving more than 5 years as a delegate. Jerome's in depth of knowledge on all things grain marketing is sorely missed.



Grains (External Report)

R'td Lt Col Garry Spencer (OPGHA)
& Colin Bettles (GPA)

Operation Grain Harvest Assist (OPGHA)

To most well informed people, it will come as no surprise to say that the men and women of the ADF are a special group of Australians.

Carefully selected, well trained and well led, it is no accident that they have performed magnificently when challenged in both conflict and community support operations throughout the world. The worldwide renown of the ADF is based on the performance, teamwork and professionalism of these (mostly) young men and women. Equally, the grain producers of Australia are also a special group of individuals.

Continually challenged by the weather, by nature and by the seasons, these strong and resilient people provide the solid backbone of our internationally respected food industry, generate vital export revenue which contributes to our national prosperity and have established the great traditions of fortitude, perseverance and commitment to the task that live on in our inland and regional areas. It was, keeping all of this in mind, that gave this project its start.

Hearing on the ABC's Landline program about the dilemma facing our grain producers a rare bumper harvest, and keeping in mind the lack of international and interstate travel, it occurred to me that there was a potentially large number of former and retired ADF people who could, with training, generously assist at this important time. A quick call to some old friends and respected colleagues (to do a sanity check!) plus some calls to the Grains Industry people mentioned during the Landline episode, saw the start of a very productive partnership. From the very beginning, Grain Producers Australia (GPA) were enthusiastic, encouraging and motivating. Jessica Wallace from WAFarmers was excited and organised early – she quickly proposed and then executed on a way to bring together the grain producers and the former ADF people – and within 2 weeks from the idea, we had a full blown national campaign underway. The mechanism for doing this was setting up 2 x Facebook pages, (one for WA/SA and another for the 3 main Eastern States) with very clear rules, to enable grain producers to define their needs and for the ADF people to link up with them and meet those needs. Within a month from the Landline program we had set up a very detailed website links to related and important Federal Government financial support as well as links to on-line training provided by our partner organisation GPA.

No sooner had they been approached on the concept, they quickly commenced getting the word out via Regimental and Corps and Service websites and Facebook pages. Their enthusiasm and professionalism seemed to have no limits and through friends, colleagues, contacts word spread, the project grew and contacts were quickly established between the grain producers and their prospective staff.

Initially the project concept/motto of 'From Tanks to Tractors' and then the reality of the project inspired the imagination of the media who gave the project very wide coverage for weeks on end. On TV, radio and in print, online and through numerous Facebook pages, on-line news items and through the rural press right across the nation. But what happened next astounded us all. Not only did these two quite-different groups of Australians get together, they bonded like we never could have imagined.

Farming families welcomed them warmly, almost in some cases, as if they were family and many former ADF people felt that way by the time they had been on the farm for a number of weeks. The teamwork and bonding happened almost overnight and both worked very well together to get the job done. Of course, training was required, as was the prep work on the machines – but no different in so many ways to what needs to be done to prepare complex military equipment for training and exercises. The entries and feedback into the Facebook pages were amazing; from both sides. Warm reports of the relationships being established, the fun they were having and their wish to meet up again on future harvests. In fact, many suggestions to do it all again next year! We have been delighted to see this outcome, to hear about the satisfaction levels experienced and to see the wonderful photos of the properties, the harvest, the weather and joint pics with the families. In fact, what we think we may be seeing is the start of a new national Australian harvest tradition!

Only time will tell; but what we can say is that this has been nothing less than a stunning and uplifting start!



Grain Producers Australia (GPA)

Throughout 2021, Grain Producers Australia has continued to advocate the interest of Australian growers on national policy issues, to deliver positive outcomes and results aimed at boosting grower profitability and sustainability.

In representing the interests of all levy-paying grain producers, GPA works with our State Members, such as WAFarmers, to meet core responsibilities under Federal Legislation. These legislative responsibilities include; biosecurity, through Plant Health Australia, with roles under the Emergency Plant Pest Response Deed, for responding to important issues such as Khapra Beetle; strategic oversight of the Grains Research and Development Corporation's investment of grower funds into RD&E projects and activities; and managing market access and chemical access and use for growers, through the National Residue Survey.

GPA HIGHLIGHTS/CHANGES

Former rural journalist and communications and policy adviser Colin Bettles was appointed GPA's Inaugural Chief Executive in May, to strengthen strategic policy advocacy and engagement for growers directly into Canberra. Founding GPA Board Member and WA grain producer, Barry Large, replaced long-serving Chair, Andrew Weidemann, at the GPA AGM in (September). Mr Weidemann's experience and expertise will be retained in his role as GPA's RD&E Spokesperson and Special Projects. Andrew Earle became Deputy Chair and former NSWFarmers Grains Committee Chair, Matthew Madden, replaced Luke Arbuckle as a Northern Director. GPA Southern Director Steve Ball also announced resignation shortly after the AGM, with Mark Schilling appointed as his replacement. Increased engagement and communication with members, stakeholders and media, to advocate and promote GPA policy issues and activities; including greater presence on social media, media releases, newsletters etc.



Livestock Report

President Geoff Pearson & Jessica Wallace

An update from the Paddock.

The Livestock Council has had another busy year with several ongoing key policy areas continuing to be the primary focus. The Council welcomes several new WAFarmers and special expertise members over the past 12 months and continues to drive key policy areas at a state and national level.

ANIMAL WELFARE BILL

In June, the Report of the Independent Review of the Animal Welfare Act 2002 of Western Australia was released. WAFarmers is of the view that the current Animal Welfare Act 2002, is not fit-for-purpose and fails to objectively identify commercial livestock welfare practices for companion and other animals outlined in the Act.

WAFarmers has concerns that any review that fails to adequately address practical commercial livestock management will result in unnecessary imposed regulatory provisions that are detrimental to Western Australia's livestock production industry through potential unwarranted regulatory burden.

WAFarmers final position was that it will not support any legislative or regulatory changes that are not able to be easily integrated into commercial farm business models.

The challenge will be for the WA State Government to restrain its urge to use its big majority in both houses to drive through a progressive agenda that plays to the tune of the animal activists whose focus is against commercial livestock production while ignoring the real animal welfare risk which overwhelmingly lies with owners of companion and recreational animals.

LIVE EXPORTS

WAFarmers continues to work closely with Live Exporters through membership to WALEA in WA and the Department of Agriculture to ensure livestock continue to be successfully shipped out of Western Australia to overseas trading partners.

Our resilient Live Export industry has again faced difficulties over the past 12 months. Consistent rainfall has meant an excellent season for much of the country, which has increased feed and producer re-stocking capability.

Whilst this is welcomed news for cattle and sheep producers, it has made difficult conditions for export supply chain businesses with stock numbers down, the sourcing of cattle difficult and higher pricing resulting in tight margins.

Fortunately, Australian exporters have long standing trading relationships with our customers and will continue to facilitate supply and access to our crucial export markets.

Departmental cost recovery remains another concern for the industry with increased licensing fees and impost of regulation now impacting future viability.

WAFarmers, will continue to work to with the Exporters to ensure unwarranted red tape does not further impede cattle and sheep live exports.

The industry must remain viable following the rollout of ASEL 3.0. and the Inspector-General of Live Animal Exports review into the performance of functions and exercise of powers by the Department of Agriculture, Water and the Environment (the department) in regulating livestock exports under the Export Control Act 2020 and the Export Control (Animals) Rules 2021. The Livestock Section will continue to follow this area closely.

BIOSECURITY

WAFarmers welcomed the \$400.1 million dollar injection by the Federal Government to strengthen Australian biosecurity.

It is important that the industry remains at the forefront of government's vision, principles for traceability systems, and is consulted to ensure preventative biosecurity measures are implemented and traceability objectives are met.

WAFarmers endorses the recent establishment of the first Biosecurity Focus Group under the new Cattle Council model, which will be instrumental in driving biosecurity policy for the Australia's grass-fed beef industry.

JOHNE'S DISEASE (JD) MANAGEMENT

The Department of Primary Industries and Regional Development (DPIRD) has now amended the Western Australian Johne's Disease (JD) import requirements for cattle, with import notifications changing.

There has been widespread concern about cattle movements into WA under the amended requirements and the fact local producers have limited options to ensure they remain JD free. WAFarmers has encouraged the Department to remain proactive with its messaging to primary producers on the management of JD in Western Australia.

WOOL & SHEEP TRACEABILITY & THE MOVE TO DIGITAL

Improved wool and sheep traceability remains a core focus for WAFarmers. Ongoing discussions at the national level are progressing slowly with each jurisdiction having varying policy in this area. One area that will progress further this year is the move to electronic eNVDs through the Integrity Systems Company. Industry is looking to move to a fully electronic system by 2024. The Livestock Section remains committed in ensuring that any transition to a fully electronic system is robust and is well communicated by industry for the benefit of all producers. What is critical is that producers are diligent in filling in their paperwork and maintain good records as the system is only as good as the weakest link.

DELEGATE ACHIEVEMENTS

Congratulations to Dr Elizabeth Jackson who has been reappointed for a second three-year term to the Sheep Producers Australia (SPA) Board at the 2021 November AGM. Endorsed by the Council, Liz provides a tremendous amount of policy support to WAFarmers and her experience in governance and procedure is of no doubt a huge benefit to SPA as our peak industry body.

Congratulations Liz.

And, to Makaela Knapp for her achievement in becoming the 2021 WoolProducers "Raising the Baa" Youth Ambassador. Since holding the position Makaela has developed and provided a detailed presentation on EcoWool – a policy strategy developed by her and presented to the WoolProducers Executive which focused on establishing a quality assurance label, equivalent of the Woolmark to market for all non- apparel, broad fibre wool.

Congratulations Makaela!

Livestock Report

President Geoff Pearson & Jessica Wallace

CHANGING OF THE GUARD

After five years as Livestock Section President, David Slade this year decided to not re-nominate as President, allowing for delegate succession to occur, with Geoff Pearson taking over as President following the 2021 AGM in June. David has made a commendable contribution to the Livestock Section and wider WAFarmers membership over the past five years, with some of the biggest threats our Australian livestock industry has seen over the past decade. From ensuring the continuation of WA's Live Export trade to animal welfare reviews, biosecurity, the rising threat of animal activists and most recently COVID19 – David's commitment and selflessness in ensuring WA's livestock producers are heard, resulting in democratic decision making that work in the best interest of all producers and cannot be understated.

To ensure a smooth transition and to give time for newer delegates to learn the policy and industry advocacy ropes, David was renominated as Vice President to assist Geoff Pearson in his new role. David now represents WAFarmers on the newly restructured Sheep Producers Australia -Single Policy Council and continues to represent WAFarmers at a national and state level.

On behalf of the Livestock Section – thank you, David, for your time and dedication to WAFarmers.

KEY POLICY AREAS INTO 2022 INCLUDE:

- Working with partners across industry towards traceability and biosecurity improvements.
- Ensuring animal welfare standards meet best practice across the supply chain
- Advocating for continued industry specific R&D funding
- Information gathering, accounting and long-term planning for a sustainable industry
- Development of nationally consistent policies on animal welfare and pain relief best practices
- Understanding consumer demand and ensuring research and development is fit for purpose
- Utilising experience and knowledge across the sector to develop a national traceability system
- Developing a sheep industry environmental sustainability measurement management system
- Maintaining market access and international demand
- Workforce: Skills shortage & career attraction



INDUSTRY UPDATE FROM SHEEP PRODUCERS AUSTRALIA

As 2021 draws to a close the Australian sheep industry has much to be positive about. On-farm gross margins have never been better, with record prices, low interest rates and a return to good seasons in most districts. Despite COVID disruptions to the food service industry, demand has grown beyond supply. With the flock rebuild in full swing, producers have the opportunity to invest in quality sheep that are fit for the future and to embrace a culture of collaboration and innovation in the sheep industry.

Undertaking policy development throughout COVID lockdowns has seen collaboration across the country using digital platforms, and in many ways increased the opportunity to consult with a broader range of stakeholders. Major policy achievements have included: partnering with the Australian Livestock Exporters Council to provide advocacy to the re-opening of the Saudi Trade and negotiating the protocol for Scabby Mouth Vaccination. Successfully proposing three major amendments in the Australian Standards for the Export of Livestock including allowing wether and ewe lambs to be handled together, saving the industry major costs in handling of stock. Collaboration with the SAFEMEAT membership to develop a range of traceability reform recommendations to enhance the existing national livestock traceability systems, the contribution of important evidence to the national discussion on sheep identification, advocacy for the UK FTA agreement and the launch of the world's first Sheep Sustainability Framework.

In the year ahead, the top focus areas for the Sheep Producers Australia Policy Council include continuing work towards a national traceability system for sheep, developing policy on carbon neutrality and climate change, and reviewing policy on animal welfare to ensure threats to market access are proactively managed. As one unit with oversight over all policy matters the Policy Council will ensure that Sheep Producers Australia policy agenda is strategic and focused, seeking to develop policy and advocate on issues that are impactful to the sheep industry.

Bonnie Skinner
Acting Chief Executive Officer

Sheep Producers Australia



Beekeepers Report

President Matt Colvin

The 2020/21 season was a challenging one as a result of the second year of record low rainfall across the Great Southern, a lack of flowering and endless fires leaving production well below average for most producers.

Contrast that to now and what a change a wet year or two makes with a bit of rain. The big summer and solid winter rains in 2021 saw strong spring flowering in the coastal and northern regions plus bumper canola crops allowed many beekeepers a better start to their season than we have experienced in many years.

There was also lots of choice of flowering options with some beekeepers electing to stay on the coast with wildflowers, while others moved south or headed east to the mallee or simply chased the canola from north to south. Anywhere they travelled there were opportunities to build up and strengthen colony numbers.

In addition, there was the huge demand for pollination services on the growing number of avocado plantations, which has seen increasing numbers of beekeepers participating for the first time and is something that I'm sure will prove to be a big requirement for the industry in the future.

Almonds, berries and melons are also new and growing pollination opportunities, but it will be the Avocado industry that continues to demand increasing numbers of hives each year, but it will be critical to promote and ensure the use of strong and healthy hives as part of our biosecurity with so many in close proximity from different apiaries.

The timing of flowering has led to many beekeepers having to decide between potential Jarrah harvests and pollination services. For those working the Karri which was flowering heavily in some areas it also produced good results for those pollinating avocados nearby!

Jarrah flowered well in October through to December, followed by Blackbutt and Karri in the southwest all producing good harvests to round off 2021.

At the time of writing, 2022 has started well, with widespread flowering of Marri, continuing large collections of pollen and initial harvests of Marri honey. For those that collect pollen, this season is looking to be one of the best, following the worst on record in 20/21.

2021 saw a huge change in the governments position on Native Forest logging, with the cessation of this from 2024 and the immediate protection of much of the Karri. It's now important that industry continues to participate in feedback on the Forest management plan being renewed in 2024 for ten years.

Our industry, through BICWA has a seat at the table in these discussions and welcomes any input from beekeepers to help strengthen our voice and advice on how this important management plan will be developed.

Beekeeper representatives liaise directly with district officers at local levels, coordinating and collaborating with BICWA and their close ties with DBCA.

The WAFarmers Bee Section's advocating along with their representation of the industry I believe is now more effectively being championed by BICWA.

For many years there have been multiple groups within the industry but having everyone work through the one organisation, recognised by government, and supported by the industry as a whole will focus and lead to more effective results for all.

A huge amount of effort has been undertaken by our peak industry body over the past 2-3 years by the hardworking volunteers on their board and various sub-committees. With the restructure of BICWA in 2021 it is now possible for any individual beekeeper to be a direct member of BICWA.

The state representation to AHBIC is now being undertaken by BICWA and WAFarmers will continue to support our industry by directly assisting BICWA to advocate, access ministers and other farming groups as well as offering office space if required at their new premises in Bentley.

I would encourage WAFarmers Bee section members past and present to support BICWA not only with assistance and advice but financially starting with their WAFarmers membership for 21/22. WAFarmers Bee section will also be making a substantial transfer to BICWA of industry funds currently held and we will be morphing our representation to directly support BICWA.

Beekeeping I'm sure will continue to have its challenges with access to resources and sites, the weather, fire, clearing and biosecurity to name just a few. It's also an exciting time in our industry with the huge growth in numbers, the positive development of BICWA, the recognition we are getting through government, its departments and some of the policy announcements and more importantly the contribution they are making to change.

I want to thank every member for their support of Rupert and myself over the past few years and hope everyone enjoys a bumper 2022.





Dairy Report

Ian Noakes (President WAFarmers Dairy Council)

From the Dairy President

Once again seasonal conditions should see most dairy farms with good reserves of fodder after a mild spring. Wet winter conditions challenged many farmers but we all know “that’s farming”.

There are finally some signs of hope in our industry with rising retail prices of Home Brand milk and rising farmgate prices. We hope that heifer and cull cow prices remain high as these are keeping the WA dairy industry afloat. However, there are still concerns about ongoing exits from the dairy industry, falling milk production and the importation of milk from eastern states. There are also concerns about the lack of labour and rising fertiliser costs. Another important challenge will be complying with mandatory COVID vaccine requirements for backpackers on farm. We hope our policy, advocacy and engagement in 2021 has helped improve industry.

The WAFarmers Dairy Council is the peak advocacy group for the dairy industry in WA. We aim to ensure the dairy industry is sustainable: profitable for farmers; safe for the environment and our animals; and valued by the community. We want to ensure our consumers are supplied with safe, wholesome and nutritious dairy products. The Dairy Council aims to improve the operating environment for dairy farmers so our industry can grow and prosper. We contribute to strong leadership at a state level, through our discussions with processors and government. We also participate in national industry policy development and advocacy through our peak body Australian Dairy Farmers (ADF).

WA STRATEGIC PLAN

The development of a Five Year Strategic Plan for the WA Dairy Industry is underway. The WA Dairy Industry Working Group is made up of the WA Dairy Council, Western Dairy, Dairy Australia, DPIRD, Lactalis, Brownes and Bega. The Group is convened by Consultant Brad Weir and funded by DPIRD, who are bringing together the key stakeholders so that industry develops, owns and implements the plan. Our vision is: The WA dairy industry has a reputation for best practice, innovation and sustainability that enables growth and builds confidence in our industry to ensure its long-term viability.

Our seven goals are:

1-Increase profitability of WA Dairy Industry

2-Achieve national/international recognition for WA Dairy as a premium sustainable product from a clean green region

3-Grow our milk supply and establish new markets for diversified dairy products

4-Create viable pathways for entry, growth and succession in the dairy industry and ensure that the industry can attract and retain the workforce and service providers it requires

5-Optimise our supply chain by using best practice technology and being data enabled

6-Capture the opportunities presented by the emerging low carbon economy and reduce our carbon footprint across our supply chain

7-Engage across the entire supply chain and promote dairy with one voice that reinforces the virtues of the WA Dairy Industry.

The Working Group is developing some specific outcomes, initiatives and actions to help make these happen. We are looking forward to having the WA Five Year Dairy Plan in place in 2022.

WA DAIRY EFFLUENT CODE

The Dairy Council has engaged with farmers and with Western Dairy to support a more workable and practical Dairy Effluent Code for WA dairy farmers. The issue of community trust is very real and we are pleased to see new effluent ponds and management plans in place.

WA DAIRY CONFERENCE

We had an excellent dairy conference in July 2021 with a record turnout. We enjoyed great online talks from ADF’s Craig Hough, DA’s Alison Kelly, NSW farmer Adrian Drury on labour saving technologies, and an in person talk from Tassy farmer Richard Gardner on Once a Day Milking and Seaweed in Fodder to reduce methane.

WA REGIONAL MEETINGS

We had a very successful Regional Roundabout in April 2021. Ian Noakes, Michael Partridge and Laura Stocker visited Albany, Northcliffe, Margaret River and Harvey, reaching 90 farmers over the three days. We shared some of our recent advocacy actions and brought with us a speaker Rod Littlejohn on renewable energy, and showed a farm safety video created by Maree Gooch at Farmsafe.

BOVINE JOHNES DISEASE IN WA

The WAFarmers Dairy Council, led by Dr Warrick Tyrrell, engaged with WA dairy farmers and made a strong submission on BJD at a state level. We argued to maintain targeted surveillance and enhance import conditions to achieve a level of risk mitigation for JD (C-strain) in cattle equivalent to that which was in place during CattleMAP. Unfortunately this year BJD was found to have been present in WA for around eight years. It is likely that WA will now have to take on a deregulated approach to the management of JD as has the other Australian states and territories.

NATIONAL ADVOCACY

The WA Dairy Council has been actively engaged with ADF policy work to support national advocacy and to bring a WA perspective to issues such as the Dairy Code of Conduct. As Dairy Council President, I have been involved in the Dairy Code Review Reference Group and was active on the Presidents’ Taskforce on National Industry Reform.

AUSTRALIAN DAIRY FARMERS’ POLICY ADVISORY GROUPS

WA Dairy Councillors value our peak national dairy body Australian Dairy Farmers and we continue to be involved in their Policy Advisory Groups: myself in Farming Systems and Herd Improvement, also NRM; Michael Partridge in Markets/Trade; Phil Depiazzi in Animal Health and Welfare and our newest Dairy Councillor, Nicola Parker, in People and Human Capacity.

THANK YOU

I thank the WAFarmers Board and all staff at WAFarmers for their support, including Laura Stocker, our Dairy Council’s Executive Manager.

I acknowledge our relationship with Western Dairy and Dairy Australia and the mutual benefit of our collaboration. Finally, I thank my fellow Dairy Councillors for their solidarity.

Wishing you all a safe and happy 2022!



General Report

CEO, Trevor Whittington

With a state election being held WAFarmers General Section has worked through the full list of policies that impact farmers.

STATE ELECTION

We started with what is probably our biggest challenge every four years, the finalisation of our full election policy program.

In total, a full list of 50 policies was signed off by General Section after a series of zone meetings and workshops with the various WAFarmers commodity councils, before being taken to the state government. To ensure we raised as much awareness as possible of our policy platform we published the program in the Farm Weekly and sent it out to the various state and federal political parties.

The central policy focus was on upgrading core infrastructure including road, rail, telecommunications, water and power. Members were also keen to see the state government invest in soft infrastructure including regional health, education and community services, all of which have suffered since the state labor government effectively redirected the annual allocation of \$800m from Royalties for Regions into consolidated revenue.

Ultimately, the government polled so well that they minimised their election promises to focus almost solely on the management of the pandemic and the economic recovery. Although, we were pleased to see funding which was part of this directed towards regional roads and some training programs, the government's lockdown policies caused the industry major problems with ongoing labour shortages.

WATER

Following 2019 and 2020, two of the driest years on record across the Great Southern, it was clear that the country's scheme water network of 6500km of the pipeline was not fit for purpose and able to cope with an extended drought.

A lack of maintenance on an ageing network meant that the pipe pressure in many lines needed to be dropped to reduce the risk of blowouts. High levels of demand were experienced over eight months of the year due to the demand for high-quality spray water which when combined with a drought resulted in long delays at standpipes.

WAFarmers call for the State Government to match the Federal Governments on-farm water rebates was finally heard in 2021 with funding allocated to rebuild country town dams and catchments.

CLIMATE CHANGE

With COP21 in October, there was a predictable focus both nationally and internationally on climate change. WAFarmers went through a long exercise to update our existing three policies to acknowledge the continuing community sentiment and the need to reduce emissions.

The Climate Change Sub-Committee finalised our latest policy, setting an aspirational goal of net-zero carbon emissions by the year 2050.

Furthermore, we called for greater clarity on the calculation of methane emissions and soil carbon credits.

WAFarmers was critical of the state government's expectation that farmers sign up to long term carbon farming contracts without conducting the substantial research needed to complete the cost-benefit analysis required to understand the impact of carbon farming on various soil management systems designed to build soil carbon.

TRANSPORT

Tier 3 was again topical in the Transport Committee, with an updated position that acknowledged the need to see far larger investment in both road and rail. Here, the cheapest pathway from paddock to port remained the focal point of our policy. On the back of the policy, WAFarmers called for a comprehensive cost-benefit study of all the road and rail options plus a priority list of future road and rail maintenance and upgrades. Currently much of the work that is publicly available is high level and fails to disclose short, medium, and long-term priorities.

Main Roads have been asked to review tractor speeds as most new tractors are now designed to travel up to 80km per hour but are limited to 35km per hour on Western Australian roads. Towing can be a challenge as many ag machines are overweight or oversize and lack brakes, so we have been working with government regulators to establish a new set of rules that will work with both single tractors and tractors towing implements that have brakes. This work will continue into 2022.

INDUSTRIAL MANSLAUGHTER

The new Industrial Manslaughter laws passed in 2020 were workshopped across the industry with farmers being brought up to speed on the implications of not having a safety and risk mitigation plan. WAFarmers worked closely with safety providers to identify simple but robust

systems that provide for a common-sense solution.

LABOUR SHORTAGES

COVID-19 and labour shortages were a major challenge this year. With the large crop and reduced numbers of skilled foreign workers, this became an even bigger challenge. Unfortunately, the state government showed no interest in opening the door, not even to our suggestions of on-farm quarantining.

We did manage help set up a program that enabled retired ADF personnel who were available to work on farms to get connected with local farmers. A great show of true Australian spirit.

The one upside to the labour shortage is that it forced the federal government to introduce the long called for Australian Ag Visa, which will add another 10 000 ASEAN workers to the ag labour pool. Something which should over time help alleviate what is an ongoing problem.

EMERGENCY SERVICES

The state government continues to centralise emergency services management with even greater levels of control being taken by the Department of Fire and Emergency Services (DFES), leaving volunteers with even less autonomy. While the Emergency Services Levy continues to grow, the number of volunteers continues to fall leaving some communities more exposed than ever to the risk of fires.

This was exacerbated in 2021 by the government's move to mandate all volunteers be immunised without recognition of the risk of losing access to dedicated and skilled volunteers. In addition, Shire Councils began to mandate that volunteers undertake training to mitigate safety risks, but DFES failed to implement adequate state-wide training that was accessible to rural volunteers in time for harvest or bother to set up a system that recognised the prior learning of volunteers.

TELECOMMUNICATIONS

With a record harvest, came record pressure on the mobile phone network, as ever greater levels of digital data flooded the system. Unfortunately, this is combined with turning off the 3G system which has a longer reach than 4G.

Following on from this, the state government has continued to wind down its mobile black sports funding, having spent less than \$50m in the past five years compared to the previous state government's annual spend of over \$40m a year.

EDUCATION

WAFarmers funded the first-ever farm machinery apprenticeship Bootcamp at the Muresk Institute this year, with the aim of helping to attract more quality candidates to apply for apprenticeships in regional service centres. Of the 19 students that attended, over half were offered positions by the end and most were successful in finding apprenticeships following the end of their school year.

Being able to offer quality regional education and training is essential to the future of the ag industry. By looking at the continual loss of students from the regions moving for better educational opportunities, it is clear that families are not happy with the standard of education that is delivered by the Department of Education, and more needs to be done to attract and retain quality staff. WAFarmers will continue to highlight the poor educational standards across small rural towns and the need for the government to be more innovative in attracting and retaining good teachers.

HEALTH

Emergency Health and Small Country hospitals have for the first time in four years been given a funding boost in the 2021-22 budget. However, as the focus has been on preparing the big metro hospitals for what is to come with COVID-19, unfortunately, the \$9m in additional funding for small country hospitals has barely scratched the surface. The damage has already been done in the past four budgets.

FEDERAL ELECTION

With the 2022 Federal Election looming, WAFarmers will spend the first part of 2022 workshoping our national election requests alongside the National Farmers Federation to ensure our voice is heard in Canberra and we have some influence over the future of government priorities over the next three-year term.

BIOSECURITY

The outbreak of Mediterranean Fruit Fly and Khapra beetle, and the discovery of Bovine Johne's Disease in cattle in Western Australia has reinforced the need for the state and federal governments to invest more funding in line with the growth of human and cargo movements to help prevent the emergence of new pests and diseases.

The state government's move to walk away from BJD and accept it is endemic along with concerns the departments' ability to track and trace has been compromised by continued budget cuts was challenged by WAFarmers.

While an additional \$15m has been found to employ an additional 22 biosecurity officers, the funding is not in line with the growth of the industry of the scale of the risk. Ultimately, the Department will need to grow its front-line staff numbers and budget from around 600 and a budget of \$90m to closer to double to ensure our industries can continue to operate without major new incursions.

DPIRD's BUDGET

The department of agriculture budget was again cut in real terms with a predicted loss of another 50 staff down from 1500 to 1400 over the next four years.

Once the fisheries and regional development components are removed, there are now less than half of the number of ag department staff operating today than back in the mid-1990s.

WAFarmers continuously highlighted the loss of ability to match GRDC and MLA research and development funding which means less money is spent in WA supporting WA farmer's priorities.





WAFarmersFirst Report

Michael Tarling

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. Given the increasingly competitive retail environment, it has been important to increase the awareness of the WAFarmersFirst brands. This has been a focus on 2021, with marketing activity being directed towards radio, social media and instore point of sale. This marketing activity has also resulted in increased distribution, with outlets such as Farmer Jacks now stocking the range.



WAFARMERSFIRST MILK

WAFarmersFirst milk is an initiative aimed at investing funds back into the state's dairy industry. We market two different varieties of milk, Full Cream and Hilo which are sold in 2 litre bottles through Coles and independent retailers. Input costs for dairy farmers have risen sharply during 2021, with part of these increased costs being reflected in retail milk pricing. Further increases are expected in early 2022, which will result in the premium required for WAFarmersFirst milk increasing as opposed to Housebrand milk. It is therefore as important as ever to convey the message to consumers that proceeds from the sale of WAFarmersFirst milk flows back to the farming community.

WAFARMERSFIRST EGGS

WAFarmersFirst Eggs are sold as free range dozen and half dozen cartons to Woolworths and independent retailers. As with the milk, \$0.40 from the sale of the dozen pack eggs goes towards supporting farming industries in Western Australia, in particular the egg industry through our partnership with the Commercial Egg Producer Association of Western Australia (CEPA). There has recently been a packaging change that highlights the move to a reduced stocking density of 1500 hens per hectare, as well as an improved call out on the \$0.40 contribution. This fresh new packaging look, along with increased marketing activity, will hopefully ensure our products remain on the shelves in what is a incredibly competitive market.



AG Academy Report

WAFarmers

In 2021, the AG Academy project was well and truly up and running.

The purpose of this project is to educate kids all over Western Australia (WA) about agriculture and give them a first-hand account of what happens behind the scenes of industry.

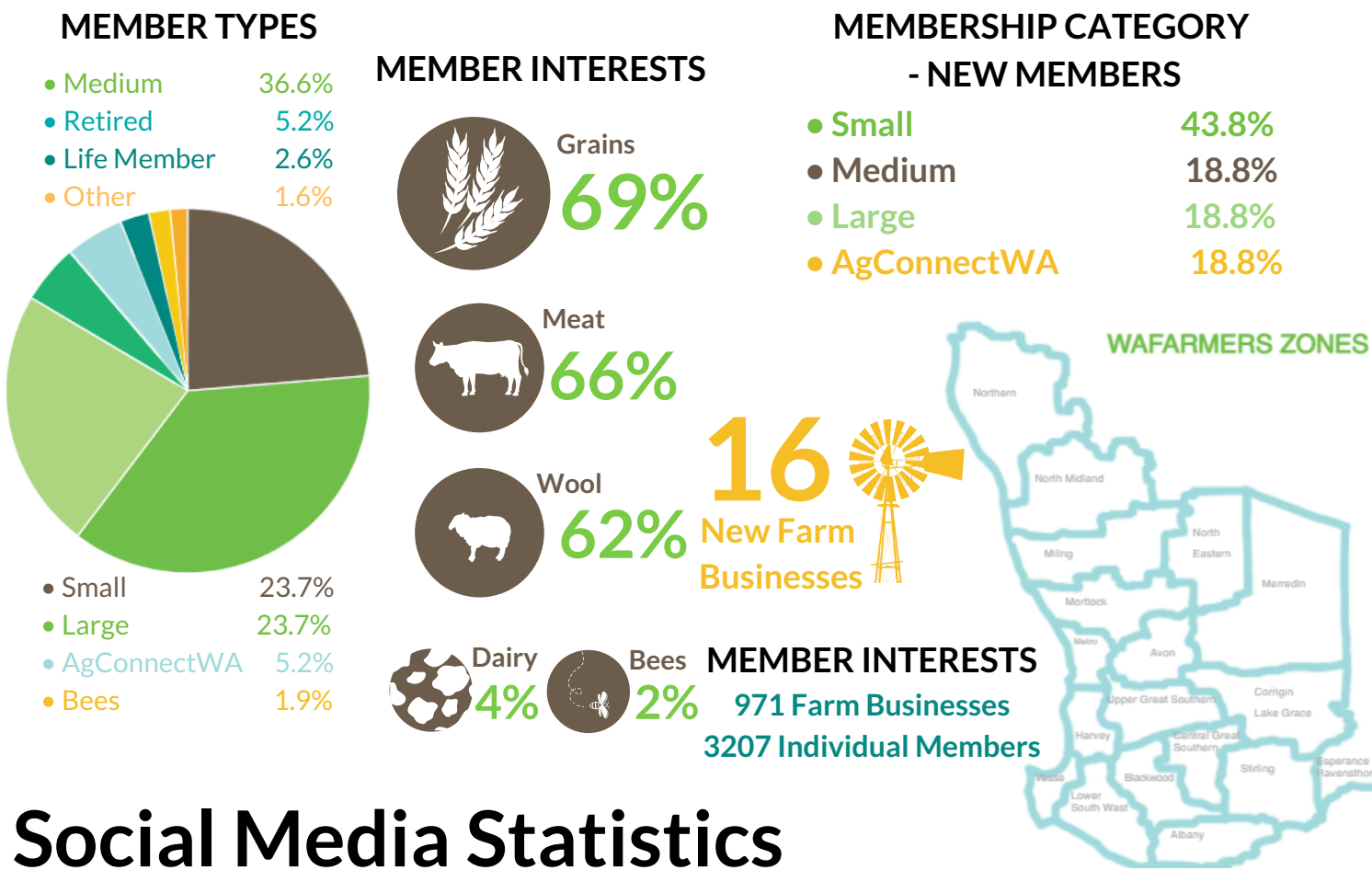


Development of the project concluded in the first half of the year, then in June WAFarmers began the phases of adoption and implementation at schools around WA. Significant gains were made in this federally funded program, with great traction from schools across the state with particular interest in visits to schools during National Science Week. In the second half of the year, the AG Academy program was rolled out to over 40 different schools, both in metro and regional areas. Helping to educate our Western Australian kids about the who, what, where, why and how of agriculture in this great state can only benefit the long term prosperity of agriculture in Western Australia.. WAFarmers looks forward to helping to continue to educate our kids about the ag industry in the first half of 2022. The program will be finished after the conclusion of the Perth Royal Show in September 2022.

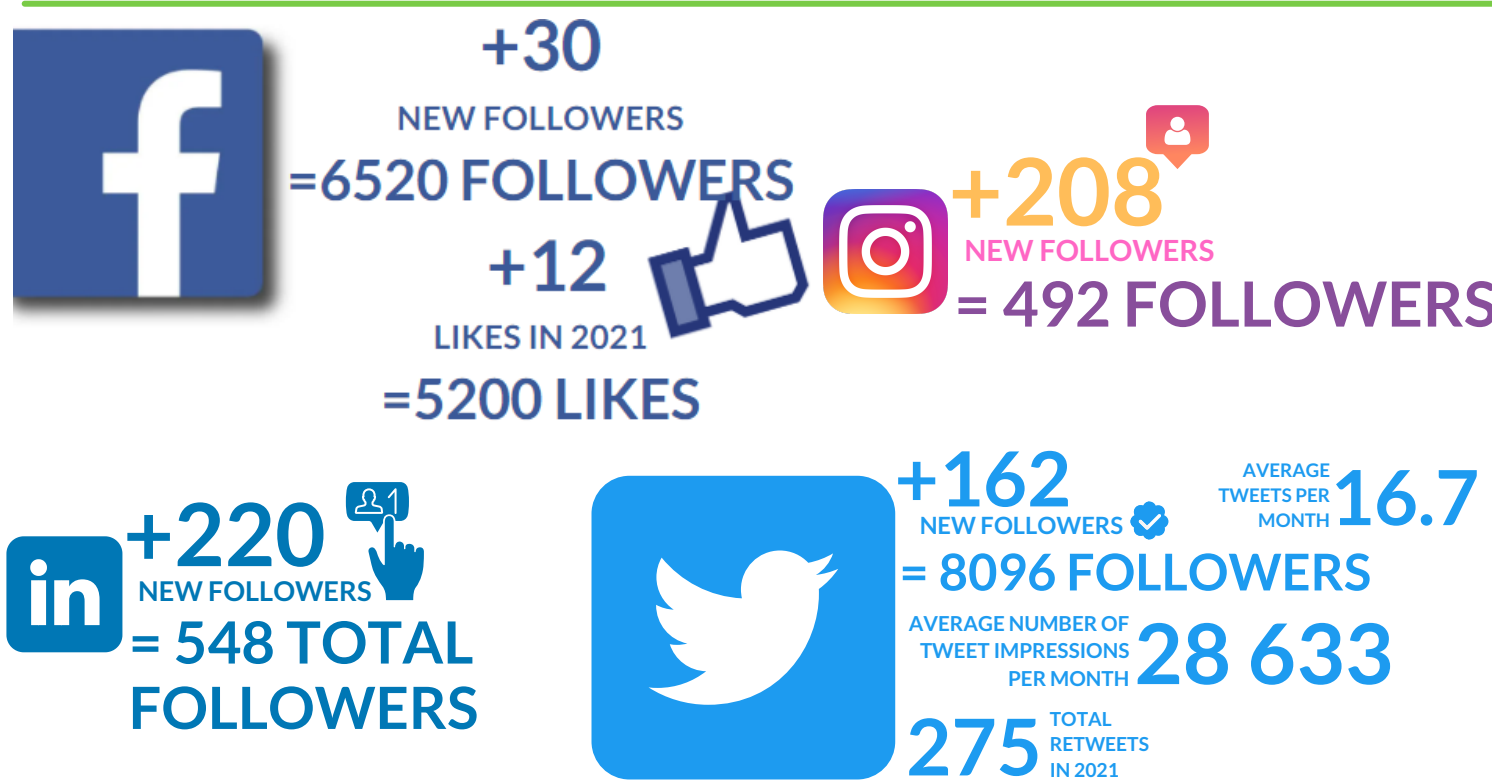


Membership Statistics

WAFarmers



Social Media Statistics



Membership, Events & Communications

Melanie Tolich

In 2021 WAFarmers welcomed 16 new farm businesses with 31 new individual members.

Our membership retention rate climbed from 92% in 2020 to 96% in 2021.

This is a great result for the WAFarmers team who work diligently to deliver and communicate our relevance as a member-driven farm advocacy body. The WAFarmers team have developed a value statement brochure, that succinctly outlines the benefits and potential financial savings attributed to the vital advocacy work we complete on behalf of the Western Australian farming community. This brochure will be a very useful tool in our endeavours to attract and retain membership. AgConnectWA's membership remained at 5% of our overall membership base in 2021, despite their networking being significantly impacted by COVID 19. It is important for WAFarmers to keep engaging with the younger generation of farmers through AgConnectWA, allowing a strong future for WAFarmers and Western Australian agriculture.

WAFarmers moved into the digital space in 2021, on the back of the change to the constitution at the end of 2019, allowing for electronic meetings and voting to be conducted. The first electronic voting was tried and tested at the WAFarmers AGM in March 2021. Noting there were a few teething problems with the new technology, however, the enthusiasm and acceptance of the new technology with overwhelming support from members was fantastic. The WAFarmers Board will introduce a new membership category for the 2022 Membership Year. Corporate Farmer Membership is a new category and has been developed with an aim of attracting large corporates. This category will be entitled to 8 votes per membership on important issues affecting their farm business. The Corporate Farmer membership is the highest level of membership offered by WAFarmers and is hoped that some of the really big groups will help pay for our advocacy efforts.

Management, under the guidance of the WAFarmers Board, is working on a new streamlined version of the constitution for the organisation, which will be voted on during 2022. It is envisaged that the working draft will be circulated to zones and councils for comment in the first half of 2022.

EVENTS

A COVID outbreak and hotel quarantines saw a new look WAFarmers AGM and Annual Conference in 2021. The two-day event encompassing the Grains, Livestock, General Sections AGM's as well as WAFarmers AGM was originally planned for the 11/12th March at the Westin Hotel, Perth. However, on being notified that The Westin Hotel had been enlisted by the State government as a COVID quarantine hotel, it was decided that in the best interests of our members' health, the two-day event be cancelled and run in an alternate format.

The WAFarmers and General Sections AGMs were still held in March at the Aloft Hotel in Rivervale. The event was much smaller attracting around 60 members to debate policy and complete the election of office bearers for the organisation. As mentioned, electronic voting was implemented for the first time at this AGM event and was met with overwhelming support from members. A fantastic result, so thank you to those members that participated.

The Grains and Livestock AGMs were held on 24th and 25th June and were combined into a two-day event held in conjunction with the National Farmers Federation (NFF) at the Muresk Institute in Northam. The event incorporated trade booth exhibitions and a great array of informative speakers over the two days. Feedback from the event was fantastic both in regard to the programme and the location. We have already locked in Muresk for the event again in 2022. **For your farm diaries, lock in 24th June at Muresk for the WAFarmers Grains and Livestock Forum!**

2021 saw the return of the Field Days after a 12-month absence due to COVID. The WAFarmers Team pitched a tent at Wagin Woolorama, Dowerin and Newdegate and took the opportunity to mingle and network with farmers, both members and non-members, and with our industry counterparts. It was great to be back and once again look forward to the field days in 2022. Despite some interruptions to travel within the state-enforced by the continuance of COVID-19 lockdowns, the WAFarmers team still managed to hit the road in 2021. The team attended several regional zone meetings to update members on policy and organisational issues. In addition to the zone meetings WAFarmers once again embarked on their Regional Roadshow events throughout August and September. A slightly different approach was taken in delivering our roadshow events by incorporating social lawn bowls and community health into our programme. The free evening events were held in Geraldton, Albany and Esperance and all attracted a good crowd with plenty of laughs, which made for an enjoyable evening. If you have any suggestions for future events, the team would love to hear from you.

I would like to take this opportunity to thank you, our members, for your continued support. Any membership organisation is only as strong as the members that support it. If you have any issues that you wish to raise please do not hesitate to pick up the phone or send us an email, and we will do our best to find a resolution. I hope that the 2021 season was productive for you as we now look forward to a successful 2022 farming season.

COMMUNICATIONS

Sinead Burke

WAFarmers continued to build community engagement and support across our various digital and social media channels in 2021. Focusing on encouraging consistent communication and transparency across the organisation, this year WAFarmers implemented a social media policy to ensure a precedent of standardized practice is set for all current and future staff, board, committee and wider WAFarmers members. Our main priority continued to be effective communication with all members, as well as the wider public. Offering insights into life behind the scenes at WAFarmers and ensuring the content we share on social media is easy to understand and not rife with unnecessary jargon.

The organisation maintained positive relationships with journalists and various media outlets, digital and print both nationally and statewide. With our CEO Trevor Whittington continuing to write and publish a weekly page in the Farm Weekly. The organisation also launched an array of radio advertisements to promote our WAFarmersFirst products and Regional Roadshows throughout 2021.

AGConnectWA Report

Lawson Harper

This year, we have placed a particular importance on connecting people, this has been done by running educational events in both metro and rural areas.

2021, like 2020 has been a year full of uncertainty, turmoil, and constant changing restrictions from the state government. Despite this we have worked through the uncertainty to continue to connect the young people of agriculture and provide them with a much-needed voice during these difficult times.

THE YEAR THAT WAS

In February 2021, a new committee was elected with an exciting mix of members, both new and old. With committee members spreading from Esperance to the Pilbara, it's safe to say that this year's committee was the most geographically diverse yet. Despite the challenges the distance presented, the committee remained strong in our communication via "Zoom," holding frequent meetings to discuss plans for the year ahead. We held a variety of events in different locations throughout the year, despite the uncertainty and increased regulations that the pandemic presented.

OUR 2021 EVENTS

This year, despite the restriction, we held a number of events all over the state. We kicked off our events in the Perth metro area in February 2021 with our Annual General Meeting and Forum. Those attending were treated to presentations from The Livestock Collective, various industry representatives and past AG Connect WA Committee members, and even a live podcast interview recording with Generation Ag and the WAFarmers Executive Manager, Jessica Wallace. It's safe to say that there was something for everyone at this event.

In April we headed to the Great Southern Region hosting a sundowner event in Borden. The guest speaker at this event was a personal trainer named Boyd Rae. Boyd coordinates the WA branch of Active Farmers, an NFP organisation with the vision to, "...build stronger and more resilient farming communities." This event had a smaller turnout than most due to many attendees pulling away at the last minute because of the ripe seeding conditions (not that we're complaining!). Those that did attend this event were a mixture of farmers, farmworkers and Ag-consultants. Sponsors included Summit Fertilisers, Elders Borden, Hi-Tech AgSolutions and East Stirling Rural. Thanks to everyone for their support with this event.

After Borden we headed to Scaddan in June for an information night hosted by Kendall White from the Blue Tree Project and St Johns WA. St Johns gave some fantastic training on emergency situations, and Kendall delivered a truly moving speech on the importance of mental and emotional health. This event was aimed at providing some very important mental, physical and mental health advice for members of our rural communities. In July, we travelled to Northam shortly after the Perth lockdown was lifted, with almost 50 people in attendance. This event enabled residents of the metro area, Muresk Institute and outer-metro farms to come together and connect in a relaxed and fun atmosphere.

We headed back to Perth in September for a sundowner at the Vic Park Hotel. The guest speaker at this event was Kayla Evans of DPIRD and Generation Ag, who discussed the PRIMED education program: The PRIMED programme assists in preparing students for a future in the Australian Primary Industries.

Finally, our last event of the year was a celebratory post-harvest sundowner held in Esperance in mid December. It was great to end the year on a positive note with a record crop!

ONWARDS & UPWARDS!

Despite all of the challenges the past year has presented, we are looking forward to what 2022 will throw in our direction!



National Farmers' Federation

The NFF has continued to work on its goal of putting in the right mix of policy levers to lift annual production of the Australia's farm sector towards becoming a \$100 billion industry.

Official forecasts have us on track to exceed \$78 billion in farm production in 2021 but this is off the back of record rains and record prices across the nation. This is despite the disruptions and setbacks of COVID-19, labour shortages, and a mouse plague in eastern Australia. Western Australia has also had a record-breaking year, but as all farmers know it's hard to have two record years in a row and drought is always around the corner.

The NFF's job is to help farmers capitalise on the good years while minimising the losses from poor years and the best way of doing this is by having a workable taxation system that supports small businesses. This year the government extended its temporary full expensing and instant asset write off incentive which was welcomed by many farmers and was a key platform the NFF promoted as part of the governments' COVID support program. COVID created labour shortages that continued to dog the industry, which no doubt finally forced the hand of the government to agree to a national ag visa which will allow in 10,000 more farmworkers from across the ASEAN states.

Unfortunately, last-minute politicking resulted in the program being left up in the air at the end of the year, so the opportunity to bring in workers from countries such as the Philippines, who are familiar with working on heavy machinery may be lost should the political winds blow the other way at the next federal election. Other COVID and economic shocks included the shortage of the diesel fuel supplement, AdBlue and a lack of shipping containers plus industrial stoppages on the Australian waterfront, all attracted the attention and involvement of the NFF to help keep the country's wheels turning and inputs and exports moving.

On the front foot, the NFF opposed Andrew Forrest's proposal of the mining industry losing the diesel fuel rebate to help fund the new hydrogen industry. The NFF saw this as the beginning of the end of the rebate if it was allowed to proceed, with the ag sector being targeted once the miners had lost their access. Inquiries into mobile telecommunications and Australia Post saw the NFF highlighting the growing communications disparity between the coastal regions and the bush, and the need for government to help fill the gaps with greater black spots funding and maintenance on regional postal services.

Climate change was an important topic as the international community focused on COP 21. The NFF was on the front foot with its 2050 goal and support for common-sense policies that ensured the farming community did not carry an unfair burden of the mitigation efforts.

The COVID-19 pandemic has highlighted weaknesses in our border controls and our ability to track and trace. This means the next major pest or disease that impacts our farming sector is one step closer because we have not invested enough in improving our biosecurity systems. The NFF has worked closely with the federal government on biosecurity and was pleased to see increased funding at both a state and national level in 2021.

As usual, the NFF had its 20 plus staff working on a wide range of submissions including:

- Reforms to Australia's Foreign Investment Framework.
- Right to Repair
- Farm Management Deposit Scheme
- Vulnerable Supply Chains
- Regional Telecommunications
- Australian Food Standards
- Regional Connectivity Guidelines
- Ag Vet Chemicals

Fortunately, the NFF has the time and skills to put detailed work into these submissions which we know are taken seriously by the government of the day as they are aware that politically it pays to be listening to the farming community.

Looking ahead to next year, the NFF will be focusing on the Federal Election which provides an opportunity to put agriculture and regional Australia at the centre of the national agenda. As for 2021 this year has shown us that with the right policy settings, the farm sector can deliver big results and sustainable jobs for Australia.



Summary/Balance Sheet/Income & Expenditure Statement

The 2021 Financial Report has been completed with WAFarmers recording an audited operating surplus of \$54,437 for the year ended 31st December 2021. WAFarmers Board are pleased to record a surplus in a year that has seen significant expenditure of cash reserves related to the head office purchase at Unit 3/14 Brodie Hall Drive in Bentley.

The property purchase was assisted by the way of a loan of \$440k from the TH Peterson Trust, with the remainder of funds required to complete the purchase and refurbishment (approximately \$500k) coming from WAFarmers cash reserves. WAFarmers will pay the TH Peterson and annual interest return of 2% on their borrowing. It is to be noted that WAFarmers is currently listed as the only beneficiary of the TH Peterson Trust and any surplus income from the Trust is distributed to WAFarmers.

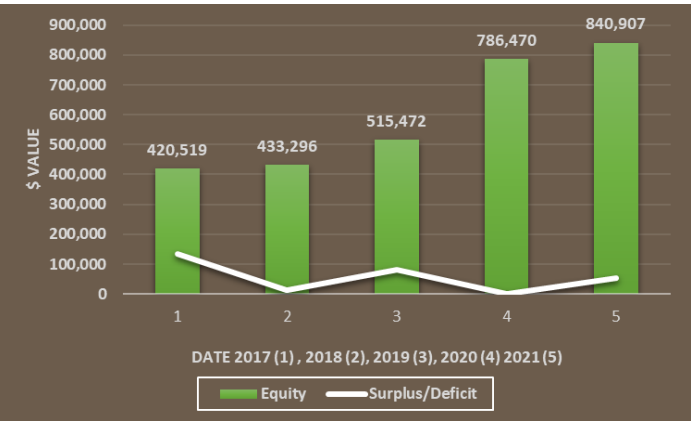
Early in 2021, a proposal was presented to WAFarmers Zones who represent significant cash holding on the WAFarmers balance sheet, to allow WAFarmers to utilise these funds towards their office purchase should they be required. WAFarmers Board is happy to report that these funds remained untouched due to not being required.

As always management worked diligently to manage expenses throughout 2021 to ensure that the office purchase was achieved free from external borrowing and will continue the diligent oversight of expenditure through 2022 as we look to rebuild our cash reserves.

Membership subscriptions attributed to approximately 61% of revenue, with an increased retention rate of 96%, up from 92% in 2020. The increased retention rate is reflective of the positive feedback that we are receiving from members on our media profile that has resulted in significant relevance building for the organisation. The WAFarmers Board is confident that our retention rate will continue to remain high while they are also invested in growing the membership through approaching the large corporates to join the membership under the new Corporate Farmer Membership category.

WAFarmers Board is confident that management can continue to building on the pleasing financial results from the past 3 years and further cement WAFarmers’ position as Western Australia’s number one membership based, advocacy group

**Please note that the Educating Kids About Agriculture (Ag Academy) income and expenses are not reflected in this report.*



Income Reporting 2021 – Summary Notes
Income for the financial year 2021 decreased by .8% from \$1,557,796 in 2020 to \$ 1,545,988 and came in above budget by \$87,877. This was due to the COVID cashflow provision of approximately \$100k during the 2020 financial year.

Sponsorship and events income increased by \$7k in 2021 to \$166,387 while Rental Income decreased slightly from \$91k in 2020 to \$80k in 2021. The rental income decrease was reflective of the loss of Perth NRM as a tenant at the end of Sept 2021. All other tenants have committed to leases spanning the next 12months.

WAFarmersFirst products once again resulted in significant income to the organisation. The royalty on sales figures remained in line with 2020 figures at \$233,451 received over the 12 month period. An amount of \$49,982 for 2021 was added to the Dairy Project Milk Fund resulting in a total accrual on the Balance Sheet of \$92,902 as at 31st December 2021.

Expenses Report 2021 – Summary Notes
The Board and Management have worked hard to ensure expenses were tightly managed due to significant cash reserves being expended on the office purchase. Expenses increased in 2021 by 16 % to \$1,491,551 and were slightly over the 2021 budgeted expenses of \$1,458,111. When 2021 budgets were completed late in 2020, there was no provisions made for a move of office or refurbishments. The expenses materialised during 2021 accounting for a significant portion of the over budgeted spend.

Employee expenses also came in over budget at \$570k, due to employing an additional fulltime employee and employee leave balances continued to climb due to periods of leave not being taken. The risks around increased employee leave entitlements were noted in the Audit Report 2021 presented by our appointed auditor Dry Kirkness Chartered Accountants and is noted to be addressed in 2022.

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

- Members’ funds increased to \$840,907 between December 2020 and December 2021.
- Total Assets increased by \$605,672 by 31st December 2021, to \$2,067,056. This was reflective of the office purchase and refurbishment.
- Total Liabilities of the Federation also increased by \$551,234 over the reporting year to \$1,226,148 once again recognising the office purchase and borrowings from the TH Peterson Trust.

In summary, 2021 has been a successful year for WAFarmers financially, cemented by the purchase of a head office facility for the organisation. The Board, the CEO and staff are continually committed to ensuring the long term financial strength of your organisation.

Income & Expenditure Statement

For the year ended 31 December 2021

	2021 Actual \$	2021 Budget \$	2020 Actual \$
INCOME			
Members subscriptions	941,154	941,605	936,133
WAFarmers First Royalties	233,451	250,500	224,197
Sponsorship/Events Income	157,837	118,672	150,667
AgConnect/WA Income	8,549	33,000	8,674
Interest-Main A/C & Term Depo	320	1,000	827
Commodity Income inc project	40,718	22,000	1,305
Zone Income	0	1,200	16,060
Rental Income	80,696	64,134	91,204
Building Fund	52,259	0	0
Sundry Income	20,937	26,000	124,739
WAFFF Invest Fund Trust	10,065	0	3,991
Educating Kids Project Ag Aca	323,300	323,300	166,777
TOTAL INCOME	1,869,288	1,781,411	1,724,573
LESS EXPENDITURE			
Affiliation Fees			
National Farmers Federation	44,000	44,000	44,000
Cattle Council of Australia	25,000	23,000	23,864
Sheepmeat Council of Australia	13,019	15,000	13,019
Grains Expense Account	9,000	40,000	7,500
WoolProducers Australia	16,367	16,366	16,367
Australian Honey Bee	0	2,300	409
Australian Dairy Farmers	21,754	22,000	21,710
Sub Total	129,139	162,666	126,868
General Section/cocktail events	12,762	11,000	9,642
Board Expenses	14,264	15,000	8,013
President's Allowance	55,540	52,000	49,000
President's Expense	7,694	16,000	7,603
President Election	3,067	3,000	0
Motor Vehicle Expense	4,512	6,000	5,380
Events Expense	84,916	83,630	97,102
AgConnect/WA Expense	13,937	33,000	4,598
Trust in Ag Expense	767	0	19,398
WAFarmersFirst Expenses	37,011	27,500	39,329
Dairy Industry Milk Trust	49,982	52,500	40,441
Commodity expenses	34,031	62,250	15,513
Commodity Pres/Portfolio Allow	7,500	9,500	6,250
Zone Expenses	782	15,500	17,517
Investment Fund Expense	9,232	0	2,160
Contingency Expense	0	0	0
Sub Total	335,997	386,880	321,946
TOTAL EXEC EXPENSES	465,136	549,546	448,814

	2021 Actual \$	2021 Budget \$	2020 Actual \$
COMMUNICATIONS			
Newsletter Ag E News	1,016	1,500	1,057
Farm Weekly/Countryman	20,981	25,000	23,750
News Research	0	0	0
Sub Total	21,997	26,500	24,807
MARKETING & PROMO			
Membership Activity	3,860	8,000	4,678
Marketing Promotion	5,083	12,000	2,802
Sponsorship/Awards	1,060	10,000	1,636
Field Days & Shows	22,677	20,000	1,446
Website Development	1,244	4,000	200
Database Upgrade	4,778	2,500	14,770
Hosting Associated Costs	553	1,800	454
Sub Total	39,254	58,300	25,986
PERSONNEL			
Salaries & Wages	442,131	384,185	398,741
Contract Services/Expenses	9,838	10,000	10,095
Superannuation	41,054	37,519	35,884
Consultants	45,417	36,240	36,537
Zone Coordinators Wages	5,230	15,000	7,552
Zone Coordinators Expenses	135	2,000	107
Payroll Tax	0	0	0
Fringe Benefits Tax	572	500	165
Recruitment & Training	7,419	8,500	4,156
Workers Compensation	3,690	4,000	3,460
Staff Travel	14,860	16,500	10,152
Sub Total	570,347	514,444	506,851
OFFICE SERVICES			
Rent & Variables	123,714	114,532	94,650
Office Move	105,135	23,000	0
Electricity	18,285	21,996	21,215
Office Operating Expenses	35,343	39,104	40,904
Repairs & Maintenance	11,493	1,500	4,150
General Expenses	18,151	13,010	15,143
Minor Assets	1,426	2,000	2,001
Periodicals & Publications	6,757	7,008	5,326
Sub Total	320,305	222,150	183,389
FINANCIAL SERVICES			
Bank Fees & Stamp Duty	3,508	2,520	3,362
Insurance	8,532	9,800	9,669
Audit Fees	12,255	13,000	11,532
Accounting Fees	4,099	5,040	8,596
Legal Expenses	3,720	7,080	5,176
Debts /Loss Disposal assets	163	0	7,622
Depreciation	42,234	42,000	50,994
Sub Total	74,512	79,440	96,951
EDUCATING KIDS			
Project Expenses	323,300	323,300	166,777
TOTAL ADMIN EXPENSES	1,349,715	1,224,134	1,004,760
TOTAL EXEC EXPENSES	465,136	549,546	448,814
TOTAL EXPENSES	1,814,851	1,773,680	1,453,574
SURPLUS/DEFICIT	54,437	7,731	270,999

Balance Sheet

For the year ended 31 December 2021

BALANCE SHEET-DECEMBER 2021		
	DEC 2021	DEC 2020
Bank Accounts		
Bank - Operating Account	276,167	158,021
Westpac Bank-Term Deposits	0	0
Westpac Cash Reserve	303,523	753,421
Petty Cash	250	250
Zone Bank Accounts	116,057	116,694
AgConnectWA Account	17,214	24,074
Total Bank Funds - Unrestricted	713,211	1,052,461
Restricted Funds		
Donations Account	27,608	72
WAFF Invest Fund	178,348	178,438
Fundraising live Export	11,654	11,654
Total Restricted Funds	217,611	190,164
Current Assets		
Accounts Receivable	72,510	43,897
Bank Guarantee - Belmont Premise	29,219	29,219
Prepayments	46,649	42,150
Sundry Debtors	20,858	35,899
	169,237	151,165
Total Current Assets	1,100,059	1,393,790
Non-Current Assets		
Property - Brodie Hall Drive Bentley	911,760	
Furniture & Fittings	16,375	3,153
Motor Vehicles	11,357	15,058
Lease Hold Improvements	0	29,053
Plant & Machinery	12,728	10,111
Telephone System	103	128
Computer Hardware	10,440	5,973
Computer - Software	175	58
Investment - Westralian Farmers	2,716	2,716
Investment - Trust Fund WAFF	10	10
Investment - Farmwide	1,334	1,334
Total Non-Current Assets	966,997	67,594
Total Assets	2,067,055	1,461,383

BALANCE SHEET-DECEMBER 2021 - Cont.....		
	DEC 2021	DEC 2020
LIABILITIES		
Current Liabilities		
Accounts Payable	11,098	19,977
Accruals	33,766	24,340
Sundry Creditors	0	0
Payroll Liabilities		
Payroll Liabilities-Group Tax/Super	11,469	19,145
Payroll Provisions		
Provision for Holiday Pay	66,199	49,803
Prov for Employee Long Service Leave	25,216	21,540
Corporate Cards	8,286	9,552
Donations Payable		
Fundraising Account Prov	11,752	11,752
Building Fund	25,083	
WAFarmersFirst Provisions		
Provision for Dairy Trust Projects	92,902	81,697
Other Current Liabilities		
WAHDRG Bees Project	3,200	52,259
Food Alliance Projects	2,509	2,759
Dairy Farmer Project Events	304	304
Make Good Provision - Belmont	44,586	44,586
GST Liabilities	-3629.1	18798.88
Total Current Liabilities	332,741	356,513
Non-Current Liabilities		
Perth NRM Bond	5,000	5,000
TH Peterson Trust Loan	440,000	0
Subs Received in Advance	243,864	93,471
Other Income Received in Advance	204,543	219,930
Total Non Current Liabilities	893,407	318,401
Total Liabilities	1,226,148	674,914
NET ASSETS	840,907	786,470
EQUITY		
Retained Surplus	786,470	515,472
Current Surplus	54,437	270,999
TOTAL EQUITY	840,907	786,470



WAFarmers Corporate Sponsors



WAFarmers Supporters



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