

Focus Farmer Expression of Interest



Your Levy at Work

Farm details		
Farm owner		Contact person
Your role on the farm		Email
Home phone	Shed phone	Mobile
Farm address		Postal address

Farm operation details
Herd size
Calving pattern
Use of irrigation
Describe your business and farming structure and system (feeding system, pasture make up)
Outline the challenges you would like to focus on if you were selected. For example, what aspect/s of your business would you like to improve and why? Do you currently use a support system eg consultant, local discussion group etc?
Outline briefly your current farm business management practices (use of financial reporting tools, DNSW or Dairy Australia resources and advisory services)

Conditions of participation	Your lodgment & signature signify understanding of the conditions
To participate, you need to accept the following conditions:	
<ul style="list-style-type: none"> x Agree to undertake a risk assessment of your farm as part of the focus farm process to ensure compliance with workplace health and safety guidelines x Intend to dairy farm for the duration of the two-year project x Will provide your income, production and financial figures to your support group x Will be open minded to suggestions from the support group x Able to cope with the scrutiny of your farming practices. 	
Signature:	Print, sign and post OR print, sign and scan before emailing to info@dairynsw.com.au

Dairy NSW Focus Farm Project - Overview

Background

The national Focus Farm program has been successfully implemented across NSW over the past two years and offers a genuine case study for farmers to model their farm improvement activities. The program focuses on a farming family or enterprise with the aim of enhancing farm profitability through improved business decision making. This is achieved by close monitoring of farm activities and expenditures with guidance provided by a support group made up of farmers and local service providers, and overseen by an experienced facilitator. The journey and business development of a Focus Farm is used as a showcase to respective farmers and industry stakeholders as an authentic model to support their own farm business growth.

Program Structure

The Focus Farm project will be overseen by an expert facilitator, who will support the farmer as they progress through each stage of their business development. This consultation will be complemented by a series of activities, as outlined below.

Support group meetings

The role of the support group is to provide ongoing expertise and guidance toward development and implementation of improved business practices of the Focus Farm. To achieve this, the support group meet once every six weeks, on farm. Each session will run for approximately three hours, including a farm walk and discussion. The discussions comprise current issues of relevance that have a direct impact on farm profitability, and include a financial analysis for the period and ongoing planning. These support group meetings will run for the entirety of the two year program, totalling approximately 16 meetings. A meeting between the facilitator and focus farmer will precede each group meeting, as a way of reflecting on change since the previous support group meeting and preparing information for discussion.

Field days

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

Promotion of learnings

There is an expectation that key outputs and findings of the Focus Farm project will be disseminated to the broader farming community and relevant stakeholders through a range of media including but not limited to, DNSW newsletters, DNSW website, DNSW social media channels and relevant Dairy Australia publications. Selected finance and production key performance indicators will be promoted to relevant stakeholders for the purpose of increasing industry engagement and benefit from project outcomes.

Project reporting

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