



DFMCoTM
DAIRY FARMERS MILK CO-OP





Message from the Chairman

Co-operatives have long been the backbone of the Australian Dairy Industry. The ability for farmers to negotiate as a group the terms and conditions on what their product is sold to a processor for is the key reason why Dairy Farmers Milk Co-operative (DFMC) exists. With a farmer-based board and staff steeped in the dairy industry, DFMC is committed to getting a competitive price for member suppliers from the Fleurieu Peninsula in South Australia to the Atherton Tablelands in Queensland.

Being farmer owned and operated DFMC understands the day-to-day challenges of dairying. That is why we have taken advice from our member suppliers to devise a milk quality scheme that ensures farms are not unduly punished but still providing for a price incentive on best quality. DFMC's Ian Stewart National Milk Quality Award program recognises those farms doing exceedingly well in individual regions and nationally.

Thanks to the solid stewardship of the Co-operative over generations we can offer members access to low interest loans in the form of an Advanced Milk Payment to assist you in your cash flow. Whether its financial assistance to help grow your herd numbers, purchase new technologies to assist in production, improve animal welfare infrastructure or just cover the costs of this year's harvest or next season's seed.

Quality relationships between farmers and field staff is vital. Our staff are not just interested in milk quality, but getting to know your business and where we can help. Whether that's in sharing of knowledge, linking dairy professionals that can assist in growing your farm or assisting in times of natural disaster. Our staff also take a strong role in advocacy matters beyond the farmgate such as Senate Inquiries, strategic plans, and lobbying governments on behalf of the industry.

I am proud to lead a team committed to our industry and encourage you make to contact with any of the Directors or staff to discuss joining the Dairy Farmers Milk Co-operative family

Regards,

Andrew Burnett
Chairman
Dairy Farmers Milk Co-operative



Why DFMC?

Dairy Farmers Milk Co-operative (DFMC) is a milk supply co-operative that negotiates on behalf of member farms with our partner processor. Our core purpose is to add meaningful value to our members' dairy farming businesses.

DFMC is passionate about a sustainable and thriving Australian dairy industry, advocates for best farm practice and adheres to all professional and farming codes and regulations.

Farmer-owned, farmer-run

DFMC is farmer-owned and farmer-run. Born out of the 120-year-old legacy of Dairy Farmers, we are a true farmer co-operative that works to maximise the value of the quality raw milk produced by our farmers.

We have a strong farmer-focussed milk quality payment system that rewards high standards. We average results for both Somatic Cell Count (SCC) and Total Plate Count (TPC) in three 10-day period within a month, and then exclude the highest 10-day period. The quality payment is applied to each remaining average.

DFMC has two types of advance milk payment (loan) available to make funds available promptly for suppliers:

1. in times of **natural disaster** like drought or flood, or
2. for **business productivity support** to ensure farmers can take advantage of business opportunities by, for example, forward contracting or meeting payment terms for feed purchases.

100% Australian Owned Processor

We have a unique Milk Aggregation Supply Agreement (MASA) with one of the biggest dairy players in Australia – Bega Dairy & Drinks. We know consumers prefer products that are 100% Australian owned, so your milk goes into brands such as Dairy Farmers Milk, Pura Milk, Dairy Farmers Classic flavoured milk, Dare, Farmers Union and other Bega owned products.

Returning competitive prices at the farmgate

Our dedicated staff and farmer-elected Board work hard to secure competitive milk pricing and commercial terms at the farmgate. As a member, you share in the success and have a real seat at the negotiating table.

This is not based just on straight milk price alone but other competitive arrangements such contract incentives and Milk Policy improvements. Our MASA with Bega Dairy & Drinks ensures a competitive farm-gate milk price for all regions which is underpinned with a powerful dispute resolution process. Importantly, DFMC has the financial and management resources to professionally represent the co-operative should it be enacted.



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DFMC Board of Directors



Andrew Burnett
Chairman

Andrew Burnett was elected to the Board in 2011 and has been Chairman since November 2017.

Andrew has previously worked in the cotton industry and now runs a farm in Gympie in South East Queensland with his wife, Fiona, and their two sons. Their dairy business produces around 2.3 million litres of milk from 350 cows.

He has an Associate Diploma in Applied Science and has completed the Rabobank Executive Development Program for primary producers.



John Maher
Independent Director

John Maher joined the Board of DFMC in March 2022, taking on the role as Independent Director with the departure of John McKillop.

John is a leading Australian agribusiness CEO, Chair and Director with over 25 years of successful board and business management experience across several publicly listed and private companies. He has held senior executive roles at Wesfarmers Ltd, AWB Ltd for two years where he led the Landmark (now Nutrien) rural services business. After Landmark he was appointed as the long-term Managing Director and Chief Executive of the ASX listed rural services company, Ruralco Holdings Ltd for nine years.

He holds a Honours degree in Agricultural Science from Sydney University, an MBA from AGSM (University of NSW), studied global agribusiness at Harvard Business School and is a graduate of the Australian Institute of Company Directors.



James Geraghty
Director

James Geraghty has been a member of the DFMC Board since 2009 and works, with his wife Sari, on their dairy farm in Millaa Millaa on the Atherton Tablelands in Far North Queensland.

His family moved to the area from Lismore in 1932 and have been dairy farming since then. James purchased his farm with his parents in 1981. James and his wife currently milk 230 cows year-round and have an annual production of 1.4 million litres a year.

James is the District Chairman and previous State Councillor for Far North Queensland with the Queensland Dairyfarmers' Organisation (now EastAusMilk) and has an Advanced Diploma in Agriculture.



Trevor Middlebrook
Director

Trevor Middlebrook has been a member of the DFMC Board since December 2021 having served on the DFMC board from 2004 to 2013. Trevor farms near Gloucester in NSW with two of their children, Olivia and Thomas, co-managing the family farm. This will be the fourth-generation of Middlebrooks on Bowman Farm over nearly 100 years. The coming year will see us milk in excess of 500 cows producing over 4.75 million litres a year.

Trevor has a Diploma of Agriculture (Tocal), and has held a number of roles in the dairy industry including Director of Dairy NSW, Chairman on NSW Ready Future Dairy Committee and Chairman of Gloucester / Taree Dairy Farmers MILC Committee.



Sandy Rathjen
Director

Sandy joined the DFMC Board in November 2020 as South Australian Director. Sandy and husband Kym, who is a third-generation farmer at "Glenjoy Friesian Stud" based in Springton, South Australiamilk 180 Holstein Friesian cows and produce 1.84 million litres annually as well as farming beef cattle & sheep. Sandy has always had a passion for animals and through her employment history has attained extensive business management skills which are now utilised to manage the farm which has grown from 400 acres to 2500 acres over the past 35 years.



Andrew Wilson
Director

Andrew has been a member of DFMC since 2018. He became a Ward Representative in 2021 before progressing through to become the Victorian board director in August 2022.

With an Advance Diploma in Agriculture, Andrew has been milking 180 cows on the family's 330-acre farm at Strathmerton in Northern Victoria for 13 years. The farm engages very little outside labour, has flood irrigation infrastructure and calves twice a year. His wife Jodie runs a real estate business in Cobram and they have four children.

DFMC Staff



Mark Kebbell
Executive Officer

Mark Kebbell joined Dairy Farmers Milk Co-operative as Executive Officer in October 2016 and is responsible for the operations of the co-operative, including the development and implementation of its strategic vision in conjunction with the Board. Before joining DFMC, Mark held general management positions in the automotive services sector including Assist Australia, Allianz Insurance and Manheim. Mark has a Bachelor of Business Studies from Massey University in New Zealand and an MBA (Exec) from the University of Queensland.



Damien Tessmann
Queensland
Regional Manager

The Tessmann Family have been involved in the dairy industry in Queensland since the 1890's, and Damien is the fifth generation of his family to be working in dairy.

Originally off the farm at Kingaroy, in 2008 he was elected an inaugural Councillor on the South Burnett Regional Council and served for 8 years whilst working on the family's property 'Hillside' milking 200 cows with irrigation, dryland cropping and beef. He's worked in North Queensland, northern NSW and Canberra on national agricultural policy areas in the Federal Government.

Damien is a Rotarian and an alumnus of the Australian Rural Leadership Program (sponsored by Dairy Australia), he started with DFMC in April 2022.



Dom Baxter
Southern
Regional Manager

A graduate of Applied Science in Agriculture from Dookie Agricultural College, Dom has been a dairy farmer and owner for over 25 years and was one of the first farms in Northern Victoria to sign up with DFMC. Whilst running his own farm he also worked for 9 years as a Rural Financial Counsellor across Victoria assisting agricultural businesses in times of natural disaster through to succession planning. He joined the DFMC team in December 2017 with one of his great passions being assisting farmers to improve milk quality. Based in Cohuna on the banks of Gunbower Creek, Dom is married to Mandy and has three adult children. He is heavily involved in both local club AFL and golf.



Robert Goodwin
Finance Manager

As a qualified Certified Practising Accountant (CPA) and a Bachelor of Business, Robert is responsible for the financial functions and reporting of the Co-operative, along with management of shareholdings.

He has spent his whole career either in food manufacturing or the packaging industry, with key roles within dairy at National Foods/ Lion and Ballantyne.

