



Naracoorte Lucindale Council  
*Better by Nature*

## NOTICE OF MEETING

Members are advised that a Meeting of the Naracoorte Regional Livestock Exchange Board will be held on Tuesday 4 June 2019 commencing at 5.30pm at the Naracoorte Regional Livestock Exchange, Naracoorte.

AGENDA OF BUSINESS FOR DISCUSSION IS ATTACHED.

If you are unable to attend the meeting, please advise Reception at the Naracoorte Office (phone 8760 1100) as soon as possible.

A handwritten signature in black ink, appearing to be 'S.A.', written over a light grey circular stamp.

CHIEF EXECUTIVE OFFICER  
31 May 2019

**Distributed to:**

**Board Members**

Cr Scott McLachlan  
Cr Ken Schultz  
Cr Cameron Grundy  
Mr Ian O'Loan  
Mr Jonathan England

**Council Officers**

Mr Trevor Smart CEO  
Mr Steve Bourne Director Operations  
Mr Richard James Manager NRLE

# NARACOORTE LUCINDALE COUNCIL

## AGENDA FOR NARACOORTE REGIONAL LIVESTOCK EXCHANGE BOARD MEETING BEING HELD ON 4 June 2019

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	<p>Members of the Committee shall comply with the conflict of interest provisions contained within Sections 73, 74, 75 and 75A of the Local Government Act, 1999.</p> <p>Members are reminded of their obligations under Division 3 – Conflicts of Interest.</p> <p>Under section 74 – Material conflicts of interest, if a member of a council has a material conflict of interest in a matter to be discussed at a meeting of the council, the member must:</p> <ul style="list-style-type: none"><li>a) inform the meeting of the member's material conflict of interest in the matter; and</li><li>b) leave the meeting room (including any area set aside for the public) such that the member cannot view or hear any discussion or voting at the meeting, and stay out of the meeting room while the matter is being discussed and voted on.</li></ul> <p>Under section 75A - Actual and perceived conflicts of interest, if in relation to a matter to be discussed at a meeting of a council, a member of the council:</p> <ul style="list-style-type: none"><li>a) has a conflict of interest in the matter (an actual conflict of interest); or</li><li>b) could reasonably be taken, from the perspective of an impartial, fair-minded person, to have a conflict of interest in the matter (a perceived conflict of interest),</li></ul> <p>the member must deal with the actual or perceived conflict of interest in a transparent and accountable way. The member must inform the meeting of:</p> <ul style="list-style-type: none"><li>a) the member's interest in the matter; and</li><li>b) if the member proposes to participate in the meeting in relation to the matter, how the member intends to deal with the actual or perceived conflict of interest.</li></ul>	
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**NARACOORTE LUCINDALE COUNCIL**  
**AGENDA FOR NARACOORTE REGIONAL LIVESTOCK EXCHANGE**  
**BOARD MEETING BEING HELD ON**  
**4 June 2019**

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**COMMENCED:** Meeting commenced at \*\*pm in Naracoorte Regional Livestock Exchange, Naracoorte

**PRESENT:**

**APOLOGIES:** Cr Scott McLachlan

**ON LEAVE:**

**OFFICERS**

**MEDIA**

**REPRESENTATIVES:**

**ITEM 1 COMMITTEE MEMBER'S DECLARATION OF INTEREST (IF ANY)**  
(Section 74, Local Government Act, 1999)

**ITEM 2 PUBLIC FORUM**

*(The Public Forum is an opportunity for community members to ask questions, or to address the Committee on matters relating to the Committee's activities.)*

**ITEM 3 CONFIRMATION OF COMMITTEE MINUTES**

**RECOMMENDATION**

**MOVED  
SECONDED**

**That the Minutes from the meetings held on 2 April 2019 are taken as read and confirmed as an accurate record of the proceedings of the meeting.**

**ITEM 4 MATTERS LAID ON THE TABLE FROM PREVIOUS MEETINGS**

**ITEM 5 REPORTS FOR DECISION/DISCUSSION**

**5.1 FINANCIAL**

**YTD Report**

The financial report to 30 April is attached. The first 10 months have been stronger compared to last year with cattle ahead, and sheep and lamb numbers ahead of 2017/18. YTD revenue remains strong and on target to achieve budget forecast.

### **2019/20 Budget and Fees**

At its April meeting, the Board recommended that the budget for 2019/20 is prepared based on a 2% increase in revenue and 2% increase in expenditure, in line with the approved Long Term Financial Plan (LTFP). This was completed and has been incorporated in Council's Annual Business Plan and Budget for community consultation. The Board needs to confirm the budget prior to adoption by Council. The draft was considered by the Audit Committee at its April meeting.

The fees and charges have been recalculated at a 2% increase and rounded for convenience for the two thirds of the fee to be paid by the vendor and one third paid by the agents.

### **REFER TO ATTACHMENTS 5.1**

- [Financial report to 30 April](#)
- [NRLE 2019/20 Draft Budget](#)
- [NRLE 2019/20 Fees and Charges](#)

#### **RECOMMENDATION**

**MOVED  
SECONDED**

**That the NRLE financial report as at 30 April 2019 is noted.**

#### **RECOMMENDATION**

**MOVED  
SECONDED**

**That;**

- **the 2019/20 budget is recommended to Council for adoption, and**
- **the fees and charges are recommended to Council for inclusion in Council's 2019/20 NRLE Fees and Charges.**

### **5.2 Capital Works – Cattle Selling Pens Upgrade**

**Strategic Outcome:**

*Progressive leadership – a well led and managed district supported by an ethical approach to managing infrastructure through the delivery of projects and Repairs to the community*

- Sustainable community finances and assets

**Financial Implication:**

Approved contract    \$724,678  
Troughs                \$22,000

Culverts \$ 50,000 (to be purchased by Council)  
Contingency \$50,000  
Total project \$846,678  
Compliance with Committee Terms of Reference

**Statutory Implication:**

**Policy Implication:**

**Community Implication:**

**Environmental Implication:**

**Consultative Implication:**

Procurement Policy

Sustainable community finances and assets

Effective community communication and engagement

A site visit will be held prior to the commencement of the meeting to inspect the cattle pens upgrade. Tatiara Industrial Repairs (TIR) is making steady progress on the construction. Some modifications were made to the design in consultation with TIR when the cost of the culverts planned to lift the buyers walkway exceeded the budgeted cost. The issues with the culverts planned for use became apparent once work commenced and additional information was provided by the supplier;

- culvert dimensions supplied in the design were non standard and standard sizes were unworkable.
- costs for non standard culverts (requiring new moulds) were cost prohibitive

We explored the option of lifting the panels on the buyers walkway to provide safety with additional fill, and redesigning the “H Frames” which link across the walkway. The bracing was designed to be under the culverts. But as these were not being placed, overhead bracing was required. The revised cost for this work provided by TIR is \$49,480, which is equal to the budgeted culvert cost (which was found to be inadequate). Work has proceeded with the revised design within the approved budget and delegations. The revised contract price does not impact the overall cost of the project.

Allowances were included in the design for pen numbers, but not for placards used for stock description at store and other specialty sales. TIR has designed placard holders and submitted a quoted price of \$120 per pen, equating to \$8640 for this stage of the project. It is recommended that this is approved as additional work variation to the TIR contract.

TIR has supplied documentation demonstrating the steel being used and galvanizing process meets the contract technical specification. Inspections have been undertaken to ensure holes for columns and concrete pouring also meets specifications.

**RECOMMENDATION**

**MOVED  
SECONDED**

**That;**

- **the committee recommends to council a variation of \$49,869.40 to the contract 201819-16 Upgrade of Cattle Selling Pens at the NRLE as a result of the alteration to the design is endorsed, and**

- the quote for \$120 per pen for additional works for the manufacture and installation of placard holders from Tatiara Industrial Repairs is accepted.

### 5.3 WHS and Risk Management

The Audit Committee monitors risks for Council and at its last meeting, raised the issue of risk at the NRLE. In particular, risks relating to biosecurity, revenue flows and WHS matters. A risk assessment was completed in 2014 with agents, contractors and staff supported by an external consultant. This has been reviewed by Council staff and presented to the Board.

#### REFER TO ATTACHMENT 5.3

- [NRLE Risk Assessment](#)

#### **RECOMMENDATION**

**MOVED  
SECONDED**

**That the NRLE Risk Assessment is presented to the Audit Committee for evaluation.**

## **ITEM 6 OFFICERS' REPORTS FOR INFORMATION**

### 6.1 Capital Works

#### **Truck wash modifications**

Additional prices are still being sought for the project to modify the truck wash to reduce sand contamination in the waste water treatment plant. A schematic of water flows to reduce sand ingress to the waste water treatment plant will be presented at the meeting. An allocation of \$80,000 has been included in the budget for 2019/20.

#### **Solar Energy**

This has not been progressed at this stage and not included in the budget for 2019/20. Quotes will be sought during the year and presented to the Board for consideration. Should the Board wish to proceed, a budget variation will be required, or project scheduled for consideration within 2020/21 financial year and budget.

### 6.2 Operations

## **Usage Report**

Throughput has increased from 2017/18 with cattle numbers 80,106 up from 66,565 and sheep and lambs 419,007 compared to 397,184 to the end of May.

Sheep and lamb prices have reached extreme levels with record prices set in recent weeks;

- Lambs peaked at \$301
- Sheep at \$220

Staff have assisted with the cattle pens construction removing timber rails and gates, which will be available for sale.

Manager Richard James will be in attendance to discuss operational matters.

### **REFER TO ATTACHMENT 6.2**

- [Usage Report April 2019](#)
- [Usage Report May 2019](#)

## **6.3 Management**

### **Sheep EID**

On 25 March, Minister Whetstone announced a \$7.5M package to grow the red meat industry and improve biosecurity in South Australia. A meeting has been held with PIRSA representatives responsible for the delivery of this project. The chair of the Naracoorte Combined Agents also attended. The program is \$:\$ funding which was not included in any of the media material. To successfully implement the sheep EID, it is considered that multiple readers will be required, preferably one for each agent. Anything less will require sharing of drafts for electronically tagged sheep, which will become unworkable as tagged sheep and lamb numbers increase. We will continue to work with the PIRSA project manager to develop a project that meets the funding program and NRLE objectives.

### **ATTACHMENTS**

- [PIRSA Red Meat and Wool Program](#)

## **6.4 Promotion and Marketing**

The NRLE and Naracoorte Combined Agents (NCA) share the cost of MLA market reporting. This has been \$200 per market and advice has been received that the charge will increase to \$225 per market for 2019/20. The NCA have been advised of the cost increase and agreed to the 50% cost sharing arrangement continuing. No adjustments have been made to the budget given the minor nature of the increase.

## **6.5 Compliance**



## Chain of Responsibility (CoR)

This continues to be monitored in relation to the NRLE and other Council operations. It is critical that we continue to review our procedures and responsibilities in relation to this legislation. Recent media includes information regarding multiple directors of companies charges under NHVL. Some companies who have relationships with the NRLE (albeit some indirectly, such as Qube Logistics) have provided their policy and procedures to Council demonstrating their commitment to meeting legislative requirements.

### ITEM 7 PUBLICATIONS / DOCUMENTS / INFORMATION FROM OTHER BODIES

### ITEM 8 MATTERS RAISED BY MEMBERS

#### 8.1 QUESTIONS WITH NOTICE

#### 8.2 MOTIONS WITH NOTICE

#### 8.3 QUESTIONS WITHOUT NOTICE

#### 8.4 MOTIONS WITHOUT NOTICE

### ITEM 9 MATTERS THAT MAY BE CONSIDERED IN CONFIDENCE

### ITEM 10 DATE OF NEXT MEETING

**NEXT MEETING:** 6 August 2019 at 5.30pm

### ITEM 11 MEETING CLOSURE

**CLOSURE:** Meeting closed at xx

**NARACOORTE LUCINDALE COUNCIL**  
**NARACOORTE REGIONAL LIVESTOCK EXCHANGE**  
**PROFIT & LOSS AS AT 30 APRIL 2019**

	ACTUAL 2015-2016	ACTUAL 2016-2017	ACTUAL 2017-2018	BUDGET 2018-2019	YTD 2018-2019	FORECAST 2018-2019
<b>Operational Income</b>						
10324800 Agistment - Land	-2,534	-6,121	-91	-3,570	-91	-3,570
10324801 Canteen Lease	-6,493	-6,969	-7,197	-7,523	-6,749	-7,523
10324810 Fees	-1,050,846	-1,069,154	-985,188	-1,271,400	-1,075,118	-1,271,400
10324811 Fees - EU Cattle	-46,471	-25,226	-20,725	-21,840	-18,921	-21,840
10324814 Fees - Store Cattle	-87,128	-64,741	-154,037	-57,120	-110,376	-57,120
10324815 Fees - Non Sale Day			-1,181	-9,690	-274	-9,690
25324765 Grant Income - Operating						
10324830 Interest Income	-2,720	-1,653	-2,227		-1,847	
10324839 Licence Fees (Agents)	-7,609	-7,705	-5,576	-8,300	-11,280	-8,300
Recoveries						
10324843 NLIS Tags	-12,702	-10,694	-10,791	-10,200	-14,652	-10,200
10324846 Other Income	-4,600	-50,066	-36		-205	
Phylloxera Shed						
10324848 Paddock Charges	3,570	-1,903	-7,330	-5,100	-8,428	-5,100
10324861 Reimbursement Reporting Costs		-3,900	-5,400	-3,500	-3,900	-3,500
10324885 Stock Disposal Income	-9,501	-8,241	-8,993	-10,200	-11,713	-10,200
10324899 Truckwash Fees	-139,458	-136,532	-157,993	-148,500	-169,020	-148,500
<b>TOTAL INCOME</b>	<b>-1,366,492</b>	<b>-1,392,905</b>	<b>-1,366,765</b>	<b>-1,556,943</b>	<b>-1,432,574</b>	<b>-1,556,943</b>
<b>General Expenditure</b>						
324005 Administration	59,381	59,381	61,355	62,582	57,367	62,582
324006 Advertising	5,614	3,660	4,568	4,080	900	4,080
324023 Annual Audits	1,386	1,035	1,354	1,428	5,166	5,000
324033 Board Expenses	2,652	2,163	3,837	3,060	3,214	3,060
324187 Consultants Fee/Legal Fees						
324074 Consumables	4,347	4,138	3,385	3,060	2,927	3,060
324083 Council Rates	27,614	26,060	29,158	29,828	27,158	27,158
324111 Electricity	56,287	57,808	64,527	102,000	36,879	60,000
324115 EPA & Water Licence	4,443	8,532	12,763	8,466	12,434	11,090
324122 Furniture & Office Equip Mtce		31		1,530		1,530
324158 Insurance	23,860	20,344	19,230	19,810	19,900	19,900
324187 Legal Fees				5,100		
324192 Licences - EPA & Safework	7,922		204	10,200	94	10,200
324242 Other Expenses	9,048	837	860	1,020	207	1,020
324244 Plant & Equipment Maintenance	17,021	7,831	16,035	10,200	3,784	10,200
324249 Paddock Costs	189	107	120	510	394	510
324268 Printing & Stationery	1,767	1,146	2,152	2,550	1,838	2,550
324288 Refuse Collection	3,210	5,409	4,724	6,120	4,945	6,120
324308 Scanning Charges	9,463	4,176	1,582	5,100	1,066	5,100
324310 Security Charges					261	500
324344 Subscriptions	8,725	9,650	9,544	8,000	9,579	8,000
324352 Telephone/Internet	7,394	5,009	5,199	6,000	4,552	6,000
324376 Truck Wash (Avdata) Costs	14,844	13,632	14,005	14,280	17,064	14,280
324395 Water Monitoring	123	4,729				
324445 Market Reporting Costs	800	8,600	10,000	7,000	7,000	7,000
<b>Land &amp; Building Maintenance</b>						
324054 Cleaning & Gardening	12,963	12,762	11,820	15,300	11,777	15,300
324171 L&B Mtce - General	49,456	43,101	61,517	40,800	23,433	30,000
324174 L&B Mtce - Compost Pit	5,752	6,002	7,346	7,140	8,994	7,140
324175 L&B Mtce - Effluent Dams	5,746	14,589	8,161	10,200	2,855	10,200
324176 L&B Mtce - Truckwash	21,349	19,361	20,056	20,400	11,455	20,400
324177 L&B Mtce - Water Reuse Plant	85,666	83,484	75,661	71,400	19,959	170,000
324178 L&B Mtce - Weighbridge	13,574	5,958	9,106	10,200	9,881	10,200
324179 L&B Mtce - Yards	136,528	96,421	85,311	112,200	50,531	80,000
324324 Soft Flooring	38,023	37,889	42,553	51,000	43,048	51,000
324408 Yard Washing	50,982	50,322	49,782	56,375	48,726	56,375
324455 Wastewater Irrigation Management			19,660			
<b>Depreciation</b>						
324093 Depreciation Buildings & Infrastructure	367,960	368,867	371,085	379,000	340,161	379,000
324096 Depreciation Plant & Furniture	27,774	30,448	34,362	31,604	31,499	31,604
<b>Employee Costs</b>						
Clerking of the Market						
324123 FBT Liability	10,452	9,167	10,128	10,763		10,763
324155 Income Protection Insurance	6,507	6,361	6,181	6,672	6,587	6,672
Liveweight Wages						
324207 LSL Liability	13,002	10,836	4,686	10,088	9,251	10,088
20324270 Project Management/Business Plan						
324272 Protective Clothing/Uniform	3,505	3,394	3,738	4,100	2,953	4,100
324306 Salaries	126,094	140,722	125,274	119,891	111,715	119,891
324307 Sale Day Support	54,852	51,612	50,775	61,500	48,367	61,500

**NARACOORTE LUCINDALE COUNCIL**  
**NARACOORTE REGIONAL LIVESTOCK EXCHANGE**  
**PROFIT & LOSS AS AT 30 APRIL 2019**

		ACTUAL	ACTUAL	ACTUAL	BUDGET	YTD	FORECAST
		2015-2016	2016-2017	2017-2018	2018-2019	2018-2019	2018-2019
324345	Superannuation	37,670	38,214	36,571	38,431	29,668	38,431
324364	Training Costs	6,011	4,282	4,925	5,125	2,776	5,125
324386	Workers Comp	21,960	22,107	15,908	21,416	13,391	21,416
<b>Interest</b>							
324160	Interest Payment - Cash Advance	227	629	424	2,000		2,000
324161	Interest Payment	111,890	103,624	94,868	88,087	63,170	88,087
	Interest Payment						
<b>IT Expenditure</b>							
324164	IT Consumables	6,600	4,060	6,411	4,080	927	4,080
324167	IT Recovery	3,000	5,196	5,196	5,200	4,767	5,200
<b>Vehicle Expenditure</b>							
324381	Vehicle Expenses	8,672	8,509	6,744	8,000	7,329	8,000
<b>TOTAL EXPENDITURE</b>		<b>1,492,305</b>	<b>1,422,195</b>	<b>1,432,851</b>	<b>1,502,896</b>	<b>1,119,949</b>	<b>1,515,512</b>
<b>OPERATING PROFIT/(LOSS)</b>		<b>-125,813</b>	<b>-29,290</b>	<b>-66,086</b>	<b>54,047</b>	<b>312,625</b>	<b>41,431</b>
<b>ADJUSTED FOR DEPRECIATION</b>		<b>269,921</b>	<b>370,025</b>	<b>339,361</b>	<b>464,651</b>	<b>684,285</b>	<b>452,035</b>
<b>Capital Sales &amp; Income</b>							
	Diposal of Asset		-11,364				
	Sale of Plant						
	Loan Income						
	Grant Income						
<b>Principal Repayments</b>							
324162	Loan Repayment - Council (Internal)	17,280	17,280	17,280	17,280	17,280	17,280
925509	Loan Repayment - Principal	37,163	39,791	42,605	45,617	45,617	45,617
925510	Loan Repayment - Principal	102,724	108,241	114,054	120,179	120,179	120,179
<b>Capital Expenditure</b>							
	Capital Expenditure						
860001	Furniture & Equipment	7,045	6,690	1,500			
860005	IT	14,595	9,008	9,779	10,000		10,000
860010	Fleet		33,995				
860015	Infra Addition Minor Plant	9,646	16,946	15,012		8,210	8,210
860020	Infra Addition Major Plant	10,164					
860030	Infra Additions Buildings	23,618	69,009	2,979			
50860YA050	Infra Addition Loading Ramps upgrade						
	Infra Addition Shed						
860055	Infra Addition Water Reuse Project					95,445	60,000
	Infra Addition Weighbridge						
860051	Infra Addition D Yards			19,468			
860053	Infra Addition Signs		7,376		10,000		10,000
860052	Infra Addition Cattle Selling Pens	86,460	14,400	3,206	300,000	250,769	300,000
860054	Infra Addition Raceway						
<b>TRANSFER TO RESERVE</b>		<b>-38,774</b>	<b>58,653</b>	<b>113,478</b>	<b>-38,425</b>	<b>146,785</b>	<b>-119,251</b>
<b>NRLE RESERVE</b>		<b>37,001</b>	<b>95,654</b>	<b>209,132</b>	<b>170,707</b>	<b>355,917</b>	<b>89,881</b>

**NARACOORTE LUCINDALE COUNCIL  
WORKING BUDGET 2019/2020**

BUDGET 2018/2019

WORKING BUDGET 2019/2020

	CAPITAL RENEWAL & REPLACEMENT	NEW CAPITAL	LOAN PRINCIPAL PAYMENTS	CAPITAL GRANTS, ASSET SALES & LOAN INC	RESERVE TRANSFERS & INTERNAL RECOVERIES	OP INCOME	DEPREC	OP EXPEND
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**NARACOORTE REGIONAL LIVESTOCK EXCHANGE**

BUDGET 2018/2019		WORKING BUDGET 2019/2020						
TOTAL								
<b>General Expenditure</b>								
62,582	324005	Administration	60,236					60,236
4,080	324006	Advertising & Promotion	4,000					4,000
1,428	324023	Annual Audits	5,200					5,200
3,060	324033	Board Expenses	4,000					4,000
3,060	324074	Consumables	3,200					3,200
29,828	324083	Council Rates	27,593					27,593
102,000	324111	Electricity	61,200					61,200
1,530	324122	Furniture & Equip Mfce	1,500					1,500
19,810	324158	Insurance	20,895					20,895
5,100	324187	Legal Fee	1,000					1,000
8,466	324115	License - EPA & Water	8,873					8,873
10,200	324192	Licences - Safework	100					100
7,000	324445	Market Reporting Costs	7,140					7,140
1,020	324242	Other Expenses	1,000					1,000
10,200	324244	P&E Maintenance	8,000					8,000
510	324249	Paddock Charges	500					500
2,550	324268	Printing & Stationery	2,601					2,601
6,120	324288	Refuse Collection	6,000					6,000
5,100	324308	Scanning Charges	2,500					2,500
8,000	324344	Subscriptions	9,730					9,730
6,000	324352	Telephone	6,100					6,100
14,280	324376	Truckwash (Avdata)	18,000					18,000
<b>Maintenance</b>								
15,300	324054	Cleaning & Gardening	15,600					15,600
40,800	324171	L&B Mfce - General	30,600					30,600
7,140	324174	L&B Mfce - Compost Pit	7,283					7,283
10,200	324175	L&B Mfce - Effluent Dams	8,000					8,000
20,400	324176	L&B Mfce - Truckwash	20,000					20,000
71,400	324177	L&B Mfce - Water Reuse	80,000					80,000
10,200	324178	L&B Mfce - Weighbridge	10,404					10,404
112,200	324179	L&B Mfce - Yards	90,000					90,000
51,000	324324	Soft Flooring	40,000					40,000
56,378	324408	Yard Washing	57,784					57,784
<b>Depreciation</b>								
379,000	324093	Depreciation Buildings	372,294				372,294	
31,604	324096	Depreciation Plant	34,206				34,206	
<b>Employee Costs</b>								
10,763	324123	FBT Liability	11,910					11,910
6,672	324155	Income Protection Insurance	6,893					6,893
10,088	324207	LSI Liability	9,647					9,647
4,100	324272	Protective Clothing/Uniform	4,000					4,000
119,891	324306	Salary	124,854					124,854
61,500	324307	Sale Day Support	62,700					62,700
38,431	324345	Superannuation	37,160					37,160
5,125	324364	Training	5,000					5,000
21,416	324386	W/Comp Insurance	14,750					14,750
<b>Interest</b>								
2,000	324160	Interest - Cash Advance	10,000					10,000
88,087	324161	Interest - Loan Repayment	78,407					78,407
	324425	Interest - Loan Repayment (New)						
17,280	324162	Internal Loan (Council)	17,280			17,280		
<b>IT Expenditure</b>								
4,080	324164	IT Maintenance	4,000					4,000
5,200	324167	IT Recovery	5,200					5,200
<b>Vehicle Expenditure</b>								
8,000	324381	Vehicle	8,800					8,800
<b>Principal Repayments</b>								
	925508	Loan Repayment - Principal (New)						
45,617	925509	Loan Repayment - Principal (T/Wash)	48,843		48,843			
120,179	925510	Loan Repayment - Principal (Roof)	126,632		126,632			
<b>Capital</b>								
	860030	Canteen/Ablution Block						
10,000	860053	Signs						
	860001	Furniture & Office Equip Capital						
10,000	860005	IT Capital	7,000	7,000				
	860010	Fleet						
	860015	Minor Plant						
	860020	Plant & Machinery (Major) Capital						
300,000	860052	Cattle Selling Pens	550,000	550,000				
	860050	Loading Ramps						
		Solar panels						
		Truck wash modifications	80,000	80,000				
	860051	D Yards						
<b>Reserve Transfers</b>								
-38,425	990015	Reserve Transfer	-89,881			-89,881		
<b>Loans Used</b>								
	30925302	Loans Used						
<b>Capital Income</b>								
	25324806	Agents Contribution						
	25324807	Grant Income						
	30861020	Sale of Assets						
<b>Operational Income</b>								
-3,570	10324800	Agreement Fees	-3,640					-3,640
-7,523	10324801	Canteen Lease	-7,480					-7,480
-1,271,400	10324810	Fees	-1,301,700					-1,301,700
-21,840	10324811	Fees - EU Cattle	-20,000					-20,000
-9,690	10324815	Fees - Non Sale Day	-500					-500
-57,120	10324814	Fees - Store Cattle	-100,000					-100,000
	10324830	Interest Received						
-8,300	10324839	Licence Fees (Agents)	-11,460					-11,460
-10,200	10324843	NLS Tags	-15,000					-15,000
	10324846	Other Income						
-5,100	10324848	Paddock Charges	-5,000					-5,000
-3,500	10324861	Reimbursement - Reporting Costs	-3,570					-3,570
-10,200	10324885	Stock Disposal Income	-11,000					-11,000
-148,500	10324889	Truckwash Fees	-165,000					-165,000
410,604			504,384	637,000	175,475	-72,601	-1,644,350	406,500 1,002,360
410,604	<b>TOTAL NARACOORTE REGIONAL LIVESTOCK EX</b>		504,384	637,000	175,475	-72,601	-1,644,350	406,500 1,002,360



Naracoorte Lucindale Council  
Better by Nature

## FEES AND CHARGES 2019-2020

### NARACOORTE REGIONAL LIVESTOCK EXCHANGE

		<u>GST Inclusive</u>	<u>GST Exclusive</u>
<b>FEES</b>			
CATTLE – Sale Day <sup>1</sup>	per head	\$ 11.45	\$ 10.41
CATTLE – Non Sale Day	per head	\$ 5.74	\$ 5.22
CALVES <sup>1</sup>	per head	\$ 4.72	\$ 4.29
SHEEP – Sale Day <sup>1</sup>	per head	\$ 1.06	\$ 0.96
SHEEP – Non Sale Day	per head	\$ 0.53	\$ 0.48
EU CATTLE (additional charge per head)	per head	\$ 2.00	\$ 1.82
PADDOCK CHARGES – CATTLE	per head	\$ 1.20	\$ 1.09
PADDOCK CHARGES – SHEEP	per head	\$ 0.20	\$ 0.18
SCANNING – STORE CATTLE	per head	\$ 2.15	\$ 1.95
NLIS TAG	per head	\$ 35.00	\$ 31.82
NLIS TAG – BULL	per head	\$ 70.00	\$ 63.63
NLIS Levy (GST Exempt)	per head	\$ 0.50	\$ 0.50
<b>DEAD STOCK DISPOSAL</b>			
CATTLE	per head	\$ 130.00	\$ 118.18
SHEEP	per head	\$ 13.00	\$ 11.82
CALL OUT (additional to disposal fee)	per head	\$ 160.00	\$ 145.45
CATTLE – Humane Reasons/Not Fit for Sale	per head	\$ 300.00	\$ 272.73
SHEEP – Humane Reasons/Not Fit for Sale	per head	\$ 62.00	\$ 56.36
Large – Domestic Animal	per head	\$ 77.00	\$ 70.00
Small – Domestic Animal	per head	\$ 11.00	\$ 10.00
<b>TRUCKWASH</b>			
KEY DEPOSIT	per key	\$ 35.00	\$ 31.82
USE	per minute	\$ 0.90	\$ 0.81
USE (CASUAL)	per minute	\$ 1.10	\$ 1.00

<sup>1</sup> Charges are based on the agents paying one third of the applicable fee and producers paying two thirds of the applicable fee.

## RISK ASSESSMENT – NRLE

<b>Date</b>		Updated 8/5/19				
<b>Person/s Completing Risk Assessment</b>		Update team Steve Bourne, Richard James, Jeff Jarred, Mike Braun, Corey Zeuner, Kayla Higgins				
<b>Location/Activity (include site)</b>		Work Task 1. - Transporting Livestock				
<b>Hazard</b>	<b>The Risk: What can happen and how?</b>	<b>Adequacy of Existing Controls &amp; what are they?</b>	<b>L</b>	<b>C</b>	<b>RR</b>	<b>Responsible Parties</b>
<b>(a)</b>	<b>(b)</b>	<b>(c)</b>	<b>(d)</b>	<b>(d)</b>	<b>(d)</b>	
Motor vehicle accident	Pedestrian or vehicle could be struck by truck or other vehicle on workplace due to inadequacy of signage, lighting or other controls to manage the movement of vehicles and persons at the workplace	<p>Signage – One-way entry and exit into site. Designated parking areas, no parking, speed limit signs</p> <p>Site induction – workers complete induction by NLC when coming onto site</p> <p>Scheduling of drop offs and curfew times – daily scheduling occurs to ensure volume of business is managed safely</p> <p>Maintenance of roadway – maintenance of roadway included in scheduled maintenance program</p> <p>Improved intersection off Wimmera Highway</p> <p>Lighting – new lighting installed over loading and unloading ramps for cattle</p> <p>First Aid arrangements in place – First Aid kit, trained first aiders</p>	D Unlikely	3 Moderate	Medium	<p>NLC</p> <p>NLC</p> <p>NLC/ Agents/Truck Operators</p> <p>NLC</p> <p>NLC</p> <p>NLC/Agents/Truck Operators</p>

<b>Date</b>		Updated 8/5/19				
<b>Person/s Completing Risk Assessment</b>		Update team Steve Bourne, Richard James, Jeff Jarred, Mike Braun, Corey Zeuner, Kayla Higgins				
<b>Location/Activity (include site)</b>		Work Task 1. - Transporting Livestock				
Motor vehicle accident	Pedestrian or vehicle could be struck by truck or other vehicle on workplace, due to driver fatigue or driver or pedestrian not following traffic management rules and pre-determined livestock drop off scheduling	Site induction - All truck operators complete a site induction on arrival	D Unlikely	3 Moderate	Medium	Truck Operator/Agents
		Speed limits, signage – Truck operators are to comply with site specific requirements				Agents/Truck Operators
		Work hour/Fatigue management protocols – Adequacy of these are unknown or how these are communicated and managed, e.g. communication protocols			Truck Operators/Agents/NLC	
		First aid and emergency management arrangements in place – outlined in site induction. Also may exist in trucks.				
	Induction – Truck operators engaged by Agents need to understand any site specific requirements and participate in the site induction completed by NLC	D Unlikely	3 Moderate	Medium	Agents/Truck Operators	
	Safe work protocols – Chain of Responsibility				Agents/Truck Operators	

<b>Date</b>		Updated 8/5/19				
<b>Person/s Completing Risk Assessment</b>		Update team Steve Bourne, Richard James, Jeff Jarred, Mike Braun, Corey Zeuner, Kayla Higgins				
<b>Location/Activity (include site)</b>		Work Task 2. – Unloading Livestock				
<b>Hazard</b>	<b>The Risk:</b>	<b>Adequacy of Existing</b>	<b>L</b>	<b>C</b>	<b>RR</b>	<b>Responsible Parties</b>

<b>Date</b>	Updated 8/5/19					
<b>Person/s Completing Risk Assessment</b>	Update team Steve Bourne, Richard James, Jeff Jarred, Mike Braun, Corey Zeuner, Kayla Higgins					
<b>Location/Activity (include site)</b>	Work Task 2. – Unloading Livestock					
	<b>What can happen and how?</b>	<b>Controls &amp; what are they?</b>				
<b>(a)</b>	<b>(b)</b>	<b>(c)</b>	<b>(d)</b>	<b>(d)</b>	<b>(d)</b>	
Motor vehicle accident	As detailed in work task 1.	As detailed in work task 1.	D Unlikely	3 Moderate	Medium	NLC
	As detailed in work task 1.	As detailed in work task 1.	D Unlikely	3 Moderate	Medium	Agents/Truck Operators
	Drover whilst preparing to take possession of livestock could be struck by motor vehicle	Induction – Drivers engaged by Agents need to understand any site specific requirements and participate in the site induction completed by NLC  Safe work protocols – Drivers need to comply with any specified arrangements for handling livestock around vehicles  Maintenance of vehicles and use of truck hand brake or brakes	E Rare	3 Moderate	Medium	Agents/Droivers
Slip, trip or fall	A worker (Drover or Truck Operator) could slip, trip or fall whilst livestock is being unloaded	Staff completed livestock handling course completed at TAFE  Developed livestock procedure, provided to NCA and drovers  Training and experience – Agents determine whether the drover is suitably trained or experienced to perform the work task. NRLE provided	C Possible	3 Moderate	High	Agents/Droivers  Truck Operator   Agents/Droivers  Agents/Droivers



<b>Date</b>		Updated 8/5/19				
<b>Person/s Completing Risk Assessment</b>		Update team Steve Bourne, Richard James, Jeff Jarred, Mike Braun, Corey Zeuner, Kayla Higgins				
<b>Location/Activity (include site)</b>		Work Task 2. – Unloading Livestock				
		additional training 2018  New cattle loading ramps constructed  Maintenance and repair of infrastructure				Truck Operator  NLC
Manual Handling	A worker (Drover or Truck Operator) could suffer an injury during the unloading of livestock	Safe work protocols or procedures for the unloading of livestock – unknown as to what formal arrangements exist and how Agents confirm that drovers are conducting work safely  Training and experience – Droving contractor provides induction and training to ensure drovers are suitably trained or experienced to perform the work task  Maintenance and repair of infrastructure	C Possible	3 Moderate	High	Agents/Drovers Truck Operator  Drovers/Agents Drovers/Agents  Truck Operator NLC
Struck by livestock	Worker (Drover or Truck Operator) could be struck and injured whilst unloading livestock	Safe work protocols or procedures for the unloading of livestock  Risk assess and identify dangerous stock by Branding –	C Possible	3 Moderate	High	Drovers/Agents Truck Operator  Drovers/Agents

<b>Date</b>		Updated 8/5/19				
<b>Person/s Completing Risk Assessment</b>		Update team Steve Bourne, Richard James, Jeff Jarred, Mike Braun, Corey Zeuner, Kayla Higgins				
<b>Location/Activity (include site)</b>		Work Task 2. – Unloading Livestock				
		Rogue Beast Procedure				
Disease	Exposure to potential disease through the handling of injured, deceased and/or contaminated stock	<p>Safe work procedures for handling and disposal of injured or deceased livestock</p> <p>PPE – Gloves, Face Mask, antibacterial handwash</p> <p>Training provided for the destruction of livestock</p>	D Unlikely	3 Moderate	Medium	Drovers/NLC/Agents

<b>Date</b>	Updated 8/5/19					
<b>Person/s Completing Risk Assessment</b>	Update team Steve Bourne, Richard James, Jeff Jarred, Mike Braun, Corey Zeuner, Kayla Higgins					
<b>Location/Activity (include site)</b>	Work Task 3. – Penning and Drafting of Livestock					
<b>Hazard</b>	<b>The Risk: What can happen and how?</b>	<b>Adequacy of Existing Controls &amp; what are they?</b>	<b>L</b>	<b>C</b>	<b>RR</b>	<b>Responsible Parties</b>
<b>(a)</b>	<b>(b)</b>	<b>(c)</b>	<b>(d)</b>	<b>(d)</b>	<b>(d)</b>	
Motor vehicle accident	As detailed in work tasks 1. and 2.	As detailed in work task 1.	D Unlikely	3 Moderate	Medium	Drovers/NLC/Agents
Struck by livestock	Worker could be struck and injured whilst handling and/or moving livestock	Safe work protocols or procedures for the handling of livestock  Pen allocation and closure of gates  Training and experience – Agents determine whether the drover is suitably trained or experienced to perform the work task  Maintenance and repair of infrastructure, e.g. gates etc	C Possible	3 Moderate	High	Drovers/Agents  NLC/Drovers/Agents  Drovers/Agents  NLC
Disease	Exposure to potential disease through the handling of injured, deceased and/or contaminated stock	As detailed in work task 2.	D Unlikely	3 Moderate	Medium	Drovers/NLC/Agents
Working alone	A worker whilst working alone may be injured	Safe work procedures/protocols for working alone  Communication and first aid arrangements in place	C Possible	3 Moderate	High	Drovers/Agents  Drovers/NLC/Agents

<b>Date</b>		Updated 8/5/19				
<b>Person/s Completing Risk Assessment</b>		Update team Steve Bourne, Richard James, Jeff Jarred, Mike Braun, Corey Zeuner, Kayla Higgins				
<b>Location/Activity (include site)</b>		Work Task 4. – Selling Livestock				
<b>Hazard</b>	<b>The Risk: What can happen and how?</b>	<b>Adequacy of Existing Controls &amp; what are they?</b>	<b>L</b>	<b>C</b>	<b>RR</b>	<b>Responsible Parties</b>
<b>(a)</b>	<b>(b)</b>	<b>(c)</b>	<b>(d)</b>	<b>(d)</b>	<b>(d)</b>	
Struck by livestock	Worker could be struck and injured whilst handling and/or moving livestock	As detailed in work tasks 2. and 3.	C Possible	3 Moderate	High	NLC/Agents/Drovers
Struck by livestock	Buyer (member of the Public) could be struck by livestock whilst observing sale process/inspecting livestock for purchasing	Walkways designated only for buyers  Maintenance and repair of site  Branding and tagging of livestock, including dangerous livestock  Safety Data Sheets	D Unlikely	3 Moderate	Medium	NLC/Agents/Drovers
Psychological injury	Worker could suffer injury due to physical abuse and/or unreasonable work demands	Staff ratios for number of livestock being handled  Rest breaks  Site rules, e.g. assigning pens, role as arbitrator played by NLC	D Unlikely	2 Minor	Low	NLC/Agents/Drovers

<b>Date</b>		Updated 8/5/19				
<b>Person/s Completing Risk Assessment</b>		Update team Steve Bourne, Richard James, Jeff Jarred, Mike Braun, Corey Zeuner, Kayla Higgins				
<b>Location/Activity (include site)</b>		Work Task 5. – Weighing Livestock				
<b>Hazard</b>	<b>The Risk: What can happen and how?</b>	<b>Adequacy of Existing Controls &amp; what are they?</b>	<b>L</b>	<b>C</b>	<b>RR</b>	<b>Responsible Parties</b>
<b>(a)</b>	<b>(b)</b>	<b>(c)</b>	<b>(d)</b>	<b>(d)</b>	<b>(d)</b>	
Motor vehicle accident	As detailed in work task 1.	As detailed in work task 1.	D Unlikely	3 Moderate	Medium	
Struck by livestock	Worker could be struck and injured whilst unloading livestock	As detailed in work tasks 3. and 4.	C Possible	3 Moderate	High	
Psychological injury	Worker could suffer injury due to physical abuse and/or unreasonable work demands	Staff ratios for number of livestock being handled  Rest breaks  Site rules, e.g. assigning pens, role as arbitrator played by NLC	D Unlikely	2 Minor	Low	NLC/Agents/Droivers

<b>Date</b>		13/11/2013				
<b>Person/s Completing Risk Assessment</b>		Steve Bourne (NLC) and James Large (PeopleVision) on behalf of the various parties in attendance at the workshop held on 30 October 2013				
<b>Location/Activity (include site)</b>		Work Task 6. – Loading Out				
<b>Hazard</b>	<b>The Risk: What can happen and how?</b>	<b>Adequacy of Existing Controls &amp; what are they?</b>	<b>L</b>	<b>C</b>	<b>RR</b>	<b>Responsible Parties</b>
<b>(a)</b>	<b>(b)</b>	<b>(c)</b>	<b>(d)</b>	<b>(d)</b>	<b>(d)</b>	
Struck by livestock	Worker could be struck and injured whilst handling or loading livestock	As detailed in work tasks 3, 4. and 5.  Assigning of loads  Closure of gates	C Possible	3 Moderate	High	Agents/Droivers/Truck Operators  NLC  Truck Operators

**C** = Consequence  
**L** = Likelihood  
**RR** = Risk Rating. Use Risk Assessment Matrix.

## RISK ACTION PLAN

Location/Work Activity	Hazard(s) identified	Summary of Situations identified	Proposed Actions	Responsibilities (By Who)	Timings (By When)	Reporting & Monitoring
			Review existing traffic management arrangements in place and install speed limits and designated signage where considered necessary	NLC	31 December 2013	Complete.
			Identify through line markings the areas for pedestrian and vehicle traffic	NLC	31 October 2019	Incomplete – need to define pedestrian areas
			All Truck Operators engaged are briefed on any specific requirements of the workplace/site before being engaged to complete work at the site Chain of Responsibility training	Agents	Ongoing	CoR training provided to agents and staff October 2018
			Confirm what safe work protocols or procedures are in place for the unloading, handling, penning and drafting of livestock and how Agents confirm that drovers are conducting work safely.  Need to also consider whether the arrangements for working alone are adequate  Confirm what induction/training is in place for drovers prior to commencing work and on any safe work procedures/protocols. Ensure the NLC site induction includes the process for reporting faulty equipment/gates	Agents/Drovers  Agents/Drovers	31 October 2014  31 October 2014	Meetings held with droving contractors Neville Copping and Chris Winter.  NRLE Safe Animal Handling procedure provided to agents and drovers.  Annual revisions to be completed
			Review lighting and surface of holding pens at site to ensure adequate lighting and suitable flooring is in place for the handling of livestock	NLC	28 February 2014  Complete Sept 2014	Budget allocation May 2014 to address light issue. To be completed in conjunction with concreting raceways of holding yards.

Trial hardstanding from Qube Logistics yards when available.		August 2019	
Seek advice from SafeWork SA and/or Industry Association on the requirement to wear harnesses when handling livestock	NLC	31 December 2013	Complete
Depending on the outcome of this discussion, further discussion is to occur with all relevant parties with the view to considering the implementation of changed work practices if required	Workshop attendees	28 February 2014	
Review adequacy of existing safe work procedures/protocols for the handling of injured, deceased and/or contaminated stock	NLC/ Agents/Drovers	31 December 2013	Complete Staff attended euthanizing training Dec 2013.
Determine the best way to ensure that buyers use walkways provided to ensure their safety on the site and then implement a process for ensuring compliance occurs	NLC	31 January 2014	Complete
Review visibility of the area where the weighing of livestock occurs	NLC	31 January 2014	Complete – additional light installed
Biosecurity –	NLC	Annual ongoing	NRLE participates in industry-led scenarios and trials such as stock standstill procedure. Footbath for agents and other users, footrot – pens placarded, NLIS transfer, PIRSA on site with weekly checks at markets, health certificates, LPA requirements for vendors
Financial – LTFP,	NLC	Annual ongoing	LTFP is reviewed annually by the NRLE Board. Budgets are developed using estimated livestock throughput including input from the Naracoorte Combined Agents.



## RISK ASSESSMENT MATRIX

LIKELIHOOD	CONSEQUENCE				
	Insignificant No Injuries Low financial loss	Minor First Aid treatment, on-site release immediately contained, medium financial loss	Moderate Medical treatment required, on site release contained with outside assistance, high financial loss	Major Extensive injuries, loss of production capability, off site release with no detrimental effects, major financial loss	Catastrophic Death, toxic release off-site with detrimental effect, huge financial loss
	1	2	3	4	5
<b>A</b> Almost Certain Is expected to occur in most circumstances	HIGH	HIGH	EXTREME	EXTREME	EXTREME
<b>C</b> Very Likely Will probably occur in most circumstances	MEDIUM	HIGH	HIGH	EXTREME	EXTREME
<b>C</b> Possible Might occur at some time	LOW	MEDIUM	HIGH	EXTREME	EXTREME
<b>D</b> Unlikely Could occur at some time	LOW	LOW	MEDIUM	HIGH	EXTREME
<b>E</b> Rare May occur only in exceptional circumstances	LOW	LOW	MEDIUM	HIGH	HIGH

Risk Assessment	Mandatory Action
LOW	Reduce the risk rating as soon as reasonably practicable (ALARP) (if possible) - commonly is an acceptable level of risk
MODERATE	Reduce the risk rating ALARP (if possible) - may be an acceptable level of risk
HIGH	Reduce the risk rating ALARP (if possible) - should only be an acceptable level of risk for 'Major' or 'Catastrophic' consequences
EXTREME	Operation of item or activity should not be allowed to continue until the risk level has been reduced - Will commonly be an unacceptable level of risk - May include both short-term and long-term control measures









# Growing South Australia's Red Meat and Wool Industries

The South Australian Government is committing \$7.5 million over three years toward growing the red meat and wool sector.

The **Red Meat and Wool Growth Program** will increase the state's ability to export more product by increasing the size of the herd and flock, improving sheep and cattle quality and productivity and enhancing biosecurity, while also helping us grow more prosperous regions.

SA's red meat and wool sector generates \$2.4 billion each year in production and processing revenue and \$1.5 billion in exports, as well as supporting 30,000 jobs.

These industries have the potential to grow our economy and boost regional employment. The **Red Meat and Wool Growth Program** will help achieve these goals and align with accepted industry plans, including the South Australian [Sheep](#) and [Beef Industry](#) Blueprints.

## Program details

Through the installation of infrastructure and adoption of technology tools, such as animal identification systems, producers will be able to make more informed decisions.

The program will assist producers by building a traceability system that meets market demands and supports adoption of the latest genetics and disease management techniques.

Commencing in July 2019, the program will:

- consolidate adoption programs to apply innovation in farm practices
- build industry resilience to adverse events
- contribute to better market access
- partner with industry, private sector and universities
- demonstrate the value of business planning
- support adoption of tools for data-based decision-making.

## How will the program work?

The program is being delivered by PIRSA, with support from industry partners, to increase adoption of technology and innovation, install infrastructure in order to improve productivity and enhance market access.

### Install infrastructure

- Stimulate industry and private sector investment to install technology, such as individual identification readers for animals in saleyards, meat manufacturing facilities and on-farm
- Increase the use of individual animal information through the meat and wool supply chains to meet future market biosecurity needs.

### Improve productivity

- Adopt research and technology to increase sheep and cattle numbers and quality
- Educate producers and demonstrate benefits of technology integration and best practice
- Support building of skills in business and farm management.

### Enhanced market access

- Increase the use of digital platforms to demonstrate biosecurity credentials.
- Improve the [One Biosecurity](#) program to build market confidence and competitiveness.

## Why focus on red meat and wool?

Targeting more than 100 countries, the red meat and wool industries are export focused, with 68% of red meat and 98% of wool product being sold into international markets. The export forecasts for red meat present significant opportunity for growth. At almost 10% of SA's total merchandise exports, they are SA's largest manufacturing employer.

For the red meat and wool industries to continue to grow, they need an increased and more consistent supply of quality sheep and cattle year round, and the ability to satisfy requirements for access to premium markets. This program will help achieve these goals.

The program complements other work the State Government is undertaking, including the North West Indigenous Pastoral Project, mobile blackspots, wild dog trapping and research into improving reproduction rates.

## Find out more

For more information go to [pir.sa.gov.au/redmeatandwool](http://pir.sa.gov.au/redmeatandwool)

Or contact:

Bruce Hancock

Project Manager

[bruce.hancock@sa.gov.au](mailto:bruce.hancock@sa.gov.au)

08 8313 7691

# Red Meat and Wool Industries

## Growing our Economy and Regions

Red meat and wool is **SA's largest manufacturing employer** supporting 30,000 jobs – up to 30% of regional employment in some areas and is **10% of SA's total merchandise exports**.



This sector is growing at

**8%** per annum



The global demand for **high quality red meat** and **wool** products continues to grow - **increasing our quality and supply** will allow South Australia to meet this demand



The State Government is investing to accelerate these industries:

**\$7.5 million over 3 years**

starting July 2019 in partnership with industry

**The program will:**

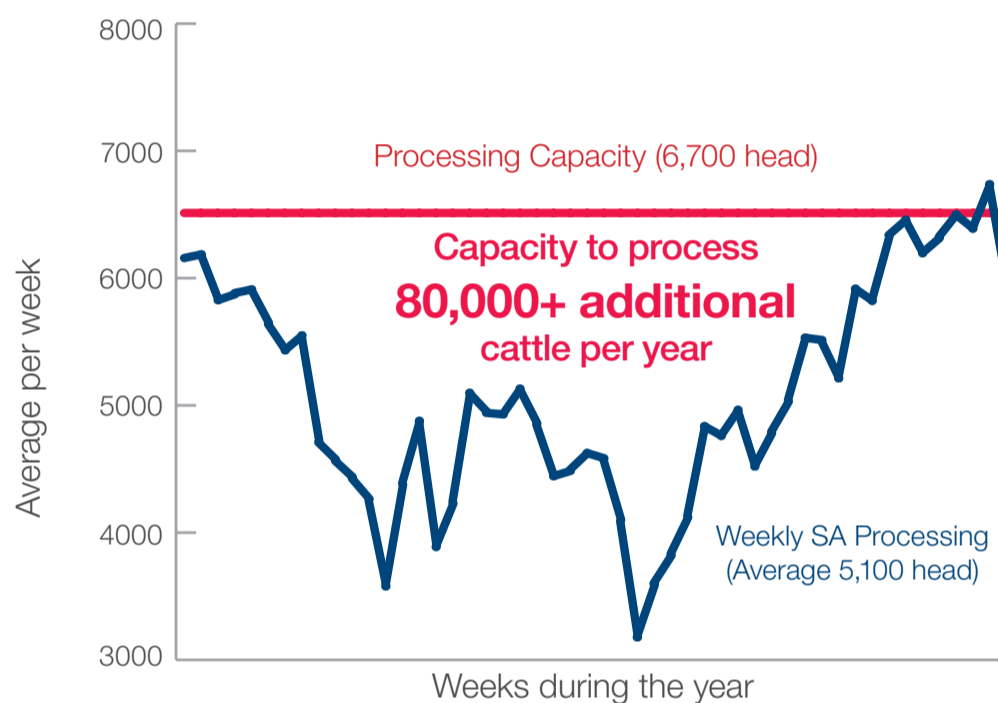
- Increase our ability to export more product through enhanced biosecurity and productivity
- Grow prosperous regions

Production and processing revenue worth **\$2.4 billion**

Exports to 100+ countries worth **\$1.5 billion**

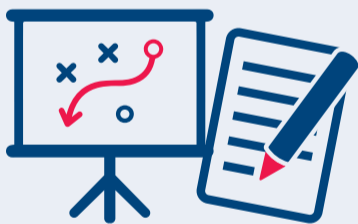
### Beef processing in SA Average 2010-2017

Low numbers of SA stock available for processing is putting the processing sector viability at risk, threatening regional jobs and development and restricting our ability to meet export demand.



**68% of red meat & 98% of wool product**

being sold into international markets



### Challenges

#### On Farm – lack of year round consistent supply and quality

Stock numbers have declined due to drought, disease and wild dogs.

Need to rebuild – sheep flock (+7%) cattle herd (+15%).

#### Processors – high costs and unreliable throughput

Processors face high costs of production (double that of international competitors) and require a consistent supply of product.

#### Markets - customer expectations

More stringent market access standards due to changing customer demands and scrutiny for traceability and transparency.



### Program Pillars

#### Improve productivity

Adoption of research and technology to increase the number and quality of sheep and cattle produced.

Support to build skills in business and farm management.

#### Install infrastructure

Stimulate installation of technology in key saleyards, manufacturing facilities and on-farm.

Readers and systems will capture data to inform decisions through the supply chain.

#### Enhance market access

The One Biosecurity program will be enhanced to build market confidence and competitiveness.



### Outcomes

#### Business and workforce growth

Informed decision-making by a skilled workforce creating stronger farming businesses.

Greater use of financial and other on-farm and off-farm resources, to increase productivity.

#### Regional investment

Increased cattle and sheep numbers leading to improved business viability and further regional investment.

Opportunities for skills and jobs along the value chain.

#### Market access opportunities

Enhanced traceability systems and transparency for biosecurity, animal welfare and product safety increase demand.