

**€XPANSION
SERVICE**



Introduction

The abolition of milk quotas earlier this year has been the most fundamental change in the Irish dairy industry in a generation. Existing dairy farmers can now plan to expand their dairy business and non-dairy farmers can consider converting to dairying. Expansion or conversion to dairying entails risk as additional infrastructure investment must be financed from the existing farming business. This should not be considered without firstly careful consideration of repayment capacity and the skills required operating an efficient dairy farming business. Additionally, new business structures (e.g. share farming) will be required to encourage land conversion into milk production and creating a progression pathway that will attract new young people to a career in dairy farming. As a result Teagasc has developed a new **Dairy Expansion Service**.

Who will this service cater for?

- Dairy farmers who are planning significant financial on farm investment
- Farmers who are thinking of converting to dairy farming
- People who want to develop their own dairy business through leasing, partnership or share farming.



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Dairy
Grow

Dairy
Start-Up

Dairy
Step-Up

Business Planning

The removal of milk quotas in 2015 provides a new opportunity for the Irish dairy industry.

While today's dairy farmers are well educated and better travelled compared to previous generations the challenges which they will face will be greater.

Continuing development in technology and the volatility of world markets will pose new challenges and a greater need for planning especially in the expansion phase. Poor planning of expansion can result in bad business decisions and cashflow issues.

With this in mind, Teagasc has launched the new Business Planning Service.

The new Business Planning Service provides the following:

- One to one farm and tailored business plans
- Grazing Infrastructure Design
- Farmyard layout and design
- Capital costing for expansion
- Timeline of expansion
- 6 year Business plan
- Cash flow projections
- On-going assessment of the expansion plan

If interested please contact your Teagasc Advisor or email patrick.gowing@teagasc.ie or ring 025-42222.



Planning a Successful Dairy Conversion

Converting or starting a dairy farm is a difficult and challenging time for all involved. This Dairy-Start Up Course is designed to provide you with the essential skills around deciding whether dairying is right for you while also establishing what the likely returns from dairy farming would be on your farm. The course will be practical and interesting with a key focus on the practical skills required for the process. This Start-Up course and Greenfield Dairy Farm Academy (*explained below*) will also be part of the new Teagasc Dairy Farm Expansion Service.

Facts about the Dairy Start-up Process

- Significant focus on all aspects of planning required for success (1-2yrs)
- Finance will always be a limitation and dealing with banks takes time
- Cash flow management essential through the first few years – There will be times where money will be very tight
- Choosing the right cow and reducing the risk of disease is crucial for success
- The first 2 years of conversion was *physically & emotionally* difficult on the convertor
- Experience on an existing dairy farm is absolutely essential
- You have to really like and manage animals if you are going to be a dairy farmer
- Take advice from all the right sources – aim to build a good support team around you-discussion group, advisor, vet accountant, banker etc.

What you need to know

This will be an intensive 5 day course where you will find out all you need to know about becoming a dairy farmer. This course is a must for all farmers that are considering converting.

Each day will cover specific topics about different parts of the infrastructure related to converting your farm to dairy cows (milking parlour, roadways etc.). Some of the course will be delivered in the National Dairy Research Centre, Moorepark. A visit to a recently converted farm will also be included.

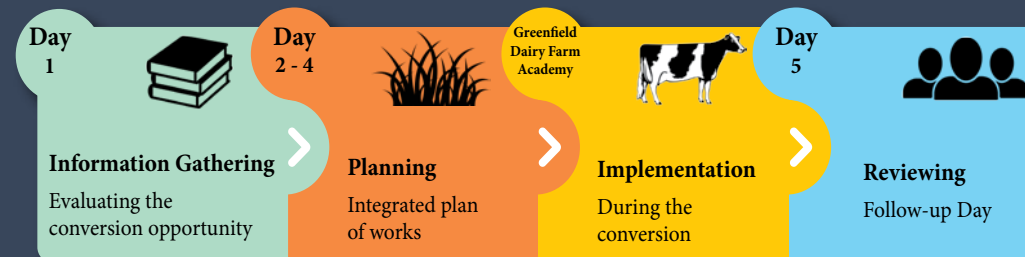
After completing this course you will be able to complete a cash flow for your farm and you will be trained how to complete a business plan. Dealing with the issues that will inevitably crop up will be a key focus.

After the four training days there is a unique chance to become part of the Greenfield Dairy Farm Academy where the group will meet monthly from February to November for 1 year. This will consist of a group of about 20 farmers. Here you will meet with farmers who are similar to you and who have just started or are about to start dairy farming. This academy provides support and guidance through the year as issues arise on the farm. It will be based on the Greenfield Dairy Farm in Kilkenny and Moorepark Research centre in Fermoy, Co. Cork. Each December there will be 'A Follow up Day' for everyone to attend and to review how their conversion and business is progressing.

Places are limited so it is advised to book early. The initial course group will be chosen based on perceived suitability by Teagasc and will consist of people who are thinking of converting their current enterprise to a dairy farm.

Couples are encouraged to attend.

If interested please contact 025-42457 for more details or email: abigail.ryan@teagasc.ie





Progression Pathways into Dairy Farming

This is a one year training course for young people interested in owning their own dairy business. It is primarily aimed at people currently in employment who are looking to improve their people and business skills so as to progress to enter a joint venture (such as leasing, partnership or share farming) in the future. Some people in the course will be from farms originally but for different reasons wish to enter a joint venture of their own. Others will be from non-farming backgrounds. If you have recently started a joint venture of your own this course will help you get the most from it.

If you can answer yes to the following questions then this course is for you.

- ▶ Are you passionate about dairy farming and would someday like to own your own farming business?
- ▶ Do you want to milk your own cows but don't have access to a land block to do this?
- ▶ Will you need to enter a joint farming venture such as leasing/ partnership or share farming arrangement to make this happen?

As part of this programme you will work with a group of 20-25 ambitious people with similar goals to your own. You will get the opportunity to complete a number of (8-10) workshops focused on developing the specific skills you need to achieve your farming and personal goals.

Examples of workshops will include:

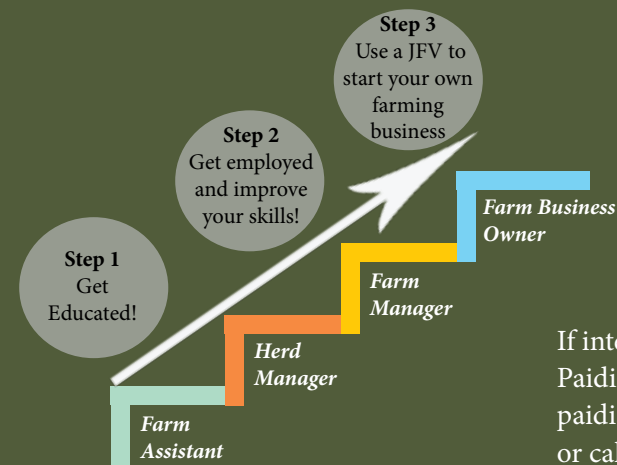
- Strategic planning and goal setting
- Working with farm owners
- Understanding different joint venture types
- Wealth creation in farming

Workshop days will include presentations, assignments, open discussion and farmer guest speakers who will share their own personal experiences of certain course topics.

This is a fantastic chance to improve your own skills and learn from and network with like-minded people. Anyone interested in taking part in this programme should register their interest via email or calling below. The initial group or groups will be chosen based on perceived suitability by Teagasc.

Three steps to developing your own dairy business through a Joint Farming Venture (JFV)

- Step 1:** Get educated! Ideally complete a degree where you get a good mix of practical experience (one year plus on farms) with excellent technical knowledge.
- Step 2:** Get employed. Work on good farms and develop your farming skill. Save as much money as you can. Progress through the different on-farm positions as you develop your skills.
- Step 3:** Become a farm business owner. Enter into a joint venture arrangement with a farm owner. If interested in this step then this course is definitely for you.



If interested contact
Paidí Kelly at
paidi.kelly@teagasc.ie
or call 025-42853.

For more information of the Teagasc Dairy Expansion Service please contact:

DAIRY
GROW



Patrick Gowing

Teagasc, Animal and Grassland Research and Innovation Centre,
Moorepark, Fermoy, Co. Cork.

Tel: 025-42458 | Email: patrick.gowing@teagasc.ie

DAIRY
START-UP



Abigail Ryan

Teagasc, Animal and Grassland Research and Innovation Centre,
Moorepark, Fermoy, Co. Cork.

Tel: 025-42458 | Email: abigail.ryan@teagasc.ie

DAIRY
STEP-UP



Paidi Kelly

Teagasc, Animal and Grassland Research and Innovation Centre,
Moorepark, Fermoy, Co. Cork.

Tel: 025-42853 | Email: paidi.kelly@teagasc.ie



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