

## Proposals.

1) Issue - Farmers have no money to pay their ever growing mountain of bills and production costs.

### Possible

Solution - If the Government, along with other regulatory bodies, were to step in and do some honest and practical number crunching and costing for "On Farm Production," a 'Base Price' for Milk Solids (across the board) would be of great benefit to ALL Dairy Farmers. With a 'Base Price' for their Milk Solids, Farmers would be better equipped to make forecasts/projected incomes, as well as have the ability to budget better. It would also help them to keep their debt level lower and far more easier to manage.

2) Issue - Farmers have NO SAY in what they get paid for their milk, regardless of the fact that every farm has an individual production cost.

### Possible

Solution - Once a 'Base Price' has been set, ALL Farmers should have the opportunity to work out a fair and reasonable milk price. with their factory. Every farm is different, so it only makes sense that some farms have a little higher production costs than others. Giving Farmers the chance to negotiate what they see as a fair and reasonable price, and them not having to constantly chase the highest milk price will also benefit the Dairy Industry in way of a competitive market.

3) Issue - Milk Companies seem to hold no accountability for the damage they cause to those Farmers that keep them in their jobs. And as if any kind of price-drop/step-down isn't bad enough, clawbacks (in this instance) have

Proposals

3) Issue Cont - cost people their livelihoods. Not to mention the absolutely ridiculous 'Follow the leader' antics of other companies for no good reason other than greed. Companies should be footing the bill!

Possible

Solution - A complete overhaul of the structure of ALL Milk Company contracts is needed in a big hurry!

- \* No Clawbacks \*
- \* Base Price Set \*
- \* Negotiable Price \*
- \* Incentives for Young/New Farmers \*
- \* Incentives for Loyalty \*

4) Issue - Employment Rates have dropped in a big way with the Dairy Industry as well as Secondary Dairy Industry. Farmers and Secondary Industry are unable to afford to pay wages to keep their workers on.

Possible

- Solution -
- \* Practical Incentives for Farmers to keep their workers on.
  - \* Funding to help Farmers pay their workers.
  - \* Special Hardship Grants or Payments to those who have lost their jobs
  - \* Income support for Secondary Industry, eg Feed Companies, Farm Supply Stores, Vets, Agricultural Contractors etc.
  - \* A TAX BREAK WOULD DO WONDERS !!!

5) Issue - THE MENTAL HEALTH OF THE ENTIRE DAIRY AND SECONDARY INDUSTRY IS GOING DOWN HILL AT A GREAT RATE OF KNOTS !!!

Possible

Solution - THERE ISN'T ONE UNTIL THE TOP 4 ARE DEALT WITH !!!

Some possible ideas to help a little on following page.

Proposals

5) Possible

SolutionCent-

- \* Travelling and After Hours Counselling free of charge (bulk billed) to be available to all Dairy Industry including Primary, Secondary, Workers/Farmhands and all family members.
- \* Funded extra curricular activities eg sport, music, dance etc. for children of the above mentioned.
- \* Funded Counselling in ALL Schools in Farming areas.
- \* Funded resilience building workshops for all ages eg. James Greenshields - Centre for Resilient Leadership.  
(Google This ↑↑. It's well worth your time to do so !!!)

\* Please Note - If you would like to discuss any of this further, please don't hesitate to call Rebecca Olsson on [REDACTED] or John Nelson on [REDACTED].

Thank You for taking the time to read this.