



TEAGASC CORK WEST REGIONAL ADVISORY TEAM

Teagasc advisory offices are based at Clonakilty, Macroom & Skibereen. There are 12 Signpost farms in the Region with all

locations visible on the map below. The Signpost farms have a critical role to play in delivering the climate message to farmers in the Region. Skibbereen, Macroom **Teagasc** Teagasc, Codrum, Coronea Skibbereen, Macroom, Co. Cork Co. Cork P12 TX32 P81 AR23 T: 353 (0) 2821888 T: +353 (0)2641604 Macroom **Ballingeary** Glengarrif Bandon Dunmanway **Bantry** Kinsale Castletownbere Clonakilty **Allihies** Drimolegue Skibereen 1 Ballydehob Glandore 2 Baltimore Goleen

A total of 12 Signpost farms have been identified for the West Cork Region:

Jimmy Cotter, Coachford, Raymond Goggin, Bandon, John O Donoghue, Inishannon Stephen Buttimer, Ballineen Dermot Walsh, Timoleague Peadar O Driscoll, Skibbereen Kevin Ahern, Shinagh Farm Denis O'Riordan, Bantry, Prionnsias Creedon, Clondrohid William Kingston, Drimoleague Keith Kennedy, Clonakilty James O'Sullivan, Leap,

Dairy, Dairygold Co-op Dairy, Dairygold Co-op Dairy, Bandon Co-op Dairy, Lisavaird Co-op Dairy, Barryroe Co-op Dairy, Drinagh Co-op Dairy,Bandon Co-op Sheep, BETTER Sheep Suckler Beef, FutureBeef Suckler Beef, Future Beef Agricultural College, Mixed Dairy Calf to Beef, Dairy Beef 500



Head Office, Research Centre and Advisory Research Centre and Advisory

 Advisory Centre ▲ Teagasc College

A Private Collec

Clonakilty

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- **Advisory Clinics:** · Shinagh, Bandon
 - **Dunmanway**
 - · Bantry

REGIONAL SEVENIE SEVEN

TEAGASC CORK WEST REGIONAL ANNUAL REVIEW 2021

Farming in the Region - Census of Agriculture 2020

The 2020 Census of Agriculture indicates that since the previous Census in 2010, the number of farms in County Cork has fallen by 3.64 % from 14,222 to 13,704. The average farm size in County Cork has increased by 1.3 % to 38.7hectares. Farming in West Cork is vital to the local circular economy in our many towns and villages. It supports a large number of jobs and upstream and downstream industries in the region.

Average Age

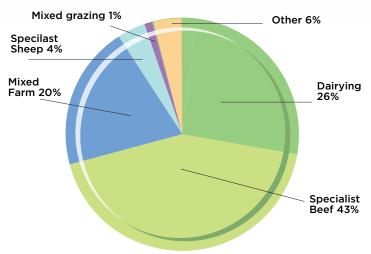
55 Yrs 6.9% of farm holders are under 35

Average Agricultural 38.7Ha 14% of farm holders are female Area

Censuse Data shows the average age of the farm holder in Cork is 55 years. The average agricultural area per farm is 38.7 Ha. It also shows that 14% of farm holders are female and the nuumber of farmers under 35 has increased slightly to 6.9%

Dairy farming is a critical enterprise in the region with almost 1,900 dairy farmers and 150,000 cows involved. Beef and sheep are also very important with the suckler to weanling enterprise the predominant beef enterprise along with hill sheep being the predominant sheep enterprise. Tillage is commonplace in the eastern part of the West Cork region, while pigs, poultry, forestry and horticulture play a smaller but not insignificant role in the agri sector.

Farm Types - Cork West %



COVID restrictions limited face to face contact with farmer clients for much of 2021 but great progress was made with group meetings and farm visits once restrictions were lifted. 2022 will see a return to public farm walks in dairy, beef and sheep and seminars applicable to all sectors throughout the year.

FARM ENTERPRISE TYPES



147,752 DAIRY COWS 1,862 FARMS



39,161 SUCKLER COWS **3,787 FARMS**



124,531 SHEEP 1,420 FARMS



TEAGASC CORK WEST REGIONAL ADVISORY TEAM

Teagasc Regional Network Offices
Teagasc is the national body providing integrated research, advisory and training services to the agriculture and food industry and rural communities. The overall goal of the Teagasc Advisory Programme is to support the on-going development of sustainable family farms in Ireland, through efficient and effective knowledge transfer (KT) activities. The programme currently supports almost 140,000 individual farmer's with 42,000 farmers contracted to Teagasc for services annually.

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Our Values

food system.

Our Values

'Teagasc seeks to be professional, responsive, efficient, innovative, accountable, independent and scientifically excellent in carrying out its functions.'

To provide scientific leadership and support to Irish farmers and food companies in achieving a sustainable

'For Teagasc to be a globally recognised leader in

tainable transformation of our land resources into products and services for the benefits of society'.

'Teagasc seeks to be professional, responsive, efficient,

innovative, accountable, independent and scientifically

excellent in carrying out its functions.'

developing innovative science based solutions for the sus-

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Dairy Enterprise

West Cork is synonymous with good dairy farming due to the mild climate and long growing season.

The Teagasc Carbery Joint Programme was renewed for a further 5 years during 2021 with close links to the Teagasc SignPost Programme and the Farm Zero C project. The Dairygold joint programme also runs in West Cork with two monitor farmers in the region.

2021 was a good year for dairying. The average dairy farm income is estimated at €94,000, a 28% increase on the 2020 average. The increase was underpinned by a number of factors including good grass growing conditions, increased milk yield per cow and an increase in the price paid for milk. However some increases in production costs were also observed including feed and fertiliser costs which increased by 16% and 10% respectively.

2.05 LU/ha and 60 ha respectively. Market forecasts support a strong predicted milk Price for 2022. Feed and fertilizer prices have already

a stocking rate and an average farm size of 83 cows,

increased threefold and will reduce profit margins from the enterprise.

Currently the 'typical Irish dairy farm' has a herd size,



Aoife Healy speaking at a Derogation grass course, September 2021.



Teagasc Advisors Pauline O'Driscoll and Mark O'Sullivan at a Grass Measuring Demonstration.









4030
MOBILE PHONE
CONSULTATIONS



300 GROUP MEETINGS



ACKOWLEDGEMENTS

We would like to acknowledge the valuable information provided by and co-operation of:

- Census of Agriculture 2020 CSO Office
 - Teagasc National Farm Survey
 - · DAFM

West Cork Dairy Monitor Farmers

John O'Donoghue
John Cullinane
Padraig Cunnane
Kevin Ahern
Stephen Buttimer
Brian Shorten
Conor Moloney
Dermot A Walsh
Cathal O'Sullivan
Peadar O'Driscoll
Sam Kingston
Jimmy Cotter
Raymond Goggin

Ballinadee
Ballineen
Gurteen Farm
Shinagh Farm
Ballineen
Clonakilty
Kilbrittain
Barryroe
Goleen
Skibbereen
Drimoleague
Goachford
Bandon

Bandon Co-op Bandon Co-op Bandon Co-op Bandon Co-op Lisavaird Co-op Lisavaird Co-op Barryroe Co-op Barryroe Co-op Drinagh Co-op Drinagh Co-op Dairygold Co-op

Beef Enterprise

Beef farming is a significant farm enterprise in West Cork with the majority of farmers in the suckler to weanling enterprise. There is also a good proportion of beef finishers in the Macroom and Bandon areas. Beef farmers are generally lightly stocked in the region.

High cattle prices in general saw some farmers move to calf to beef systems during the year. 2021 was good year for beef prices in both strong factory prices also driving strong prices in local marts. However, costs also rose during the past 12 months. Weanling and store live prices rose by an average of 8% and 9% per Kg respectively with beef carcass prices 12% higher than in 2020. Total costs rose by an average of 8% due to rises in feed (+20%), fertiliser (+7%) and energy costs (+16%). Driven mainly by strong market prices, gross margin per hectare increased on both on cattle rearing farms (5%) and cattle finishing farms (10%). Both systems saw a modest increase in net margin per hectare.



Teagasc Advisors Seamus Lordan and Athony Dineen at the Derrigation grass course.



Total numbers of cattle slaughtered nationally dropped by approximately 90,000 head in 2021 and live exports reduced by over 12,000 head. The number of calves born to the suckler herd dropped by 1% compared to 2020.

Beef prices are predicted to remain strong for 2022 but with the unprecedented increase in the cost of fertilizer, feed and fuel, profit margins are likely to reduce.





Sheep farming is very important in the western and north western part of the West Cork region and on the Beara and Sheep's Head peninsulas. There are 1,420 sheep flocks in the region totalling 124,531 sheep including 92,190 ewes.

Irish lamb prices increased by up to 30% in 2021 compared to 2020 according to National Farm Survey (NFS) data. Prices were very strong and remained so throughout the year. However, total costs also increased by around 20% resulting in an estimated 26% average increase in gross margin on mid-season lowland sheep

systems. In particular, the cost of concentrate feed for sheep increased by 40% in 2021 due to a combination of an increase in the concentrate price coupled with a significant increase in the volume being fed at farm level.





Sheep farm walk.

Lamb mortality workshop on the Buckley family farm.

Early indications for 2022 are that lamb prices are set to remain strong, albeit with a modest price decrease, estimated at 5% below 2021 levels. However, with much higher input costs in 2022, in particular feed and fertiliser, gross margins are expected to fall by around 15%. It will be critical for sheep farmers to maximise the use of our cheapest feed, grazed grass, to maximise net margin. This is despite high fertiliser costs as to finish lambs on meal is simply not economic and 2021 has taught us that.





northwards towards Killumney.

Despite the cold first half of the year there was adequate plant stands, moisture and sunshine to give high yields. Good weather at harvest allowed all crops to be saved in good condition and the excellent prices increased margins of all crops. The average gross margins increased by 90% compared to 2020. This resulted in a predicted net margins increase of €525 per hectare compared to 2020.

There are significant challenges for 2022 with nitrogen fertiliser prices close to three times the cost in 2020. However this cost is somewhat offset by the continued buoyant prices for cereals at the moment. There is little scope to reduce nitrogen inputs in 2022, with research showing that savings of between 25-35 kg of nitrogen per hectare will result in a minimal loss of yield and increased margins. Rapid incorporation of imported cattle or pig slurry may be an option to help reduce fertiliser costs on some farms. In 2022 where yields return to normal and factoring in increased costs of 35%, average margins for cereals are predicted to fall to €260 per hectare.

The Signpost programme is a multi-annual campaign to lead climate action by all Irish farmers, and achieve early progress in reducing gaseous emissions from Irish agriculture while also improving water quality, maintaining and in some cases improving biodiversity, reducing costs and creating more profitable and sustainable farming enterprises.

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Keith Kennedy, Clonakilty

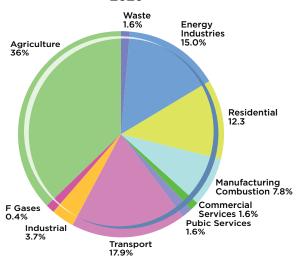
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Figure 1: Profile of GHG Emissions 2020



Climate change

Climate change is one of the biggest challenges facing farmers over the next decade. Agriculture accounts for 36% of GHG emissions in Ireland.

Ambitious targets have been set for Irish Agriculture between now and 2030 to reduce GHG emissions by between 22-30%. Teagasc have designed the Marginal Abatement Cost Curve (MACC) roadmap to help farmers achieve this target but the various components require immediate adoption by farmers. The purpose of the Signpost Programme is to identify and demonstrate to farmers locally, the measures farmers need to adapt now to assist Irish Agriculture reach these targets. Each of the 12 Signpost farms has an associated advisor supported by national specialist advisors from the programme

In addition to the GHG issues, there are also water quality issues and targets to be met. Priority areas for action have been selected for a targeted campaign aimed at improving water quality in certain catchments.

The ASSAP advisory service is free in these areas.

There are 11 PAA's in West Cork: Caha, near Dunmanway; Glaun, near Schull; Rosscarbery; Clonakilty; Kilkerrin Lake; Lough Fadda/Ownagappul; Keel Foherish; Adrigole; Bandon Esturary; Carrigadrohid and Lough Allua.

GLAS; REAP: Hen Harrier; Pearl Mussel
ASSAP: 11 PAA's priority action areas
for water quality:





Nitrates Derogation

The Nitrates Derogation is very important to farmers in West Cork as it allows them to farm at a stocking rate above 170 kg and below 250 kg organic nitrogen per hectare.

The current Nitrates Derogation was reviewed and approved in March 2022. There are some significant changes that will impact farmers availing of a Derogation while impacting farmers below 170Kg/ha.

Our advisors completed 2021 applications; 2020 nitrates records and new Derogation Nutrient Management Plans for up to 650 farmers in the region. The advisory and administration staff in the region also delivered multiple training courses on the environment; nutrient use efficiency and grassland management to all nitrates derogation farmers. Further compulsory training courses are planned for 2022 to enable farmers to fulfil the requirements of their nitrates derogation application.

Grassland Module: 350 farmers
Environmental Module: 650 farmers
Nutrient use Efficiency module: 650 farmers





The QQI Level 5 and Level 6 part-time Certificate in Farming course is delivered in the region annually in collaboration with Clonakilty Agricultural College.

All advisors teach modules on the courses. Regional staff using demonstration farms and college facilities deliver practical skills and discussion group requirements. Two

more courses are scheduled to start in Autumn 2022. Pat Flannery our education officer in the region coordinates these courses. Targeted Agricultural Modernisation Scheme (TAMS) applicants are obliged to complete a Farm Safety training course and 96 farmers completed this module in 4 courses during 2021.



Presentation of L5 & L6 certificates to graduates of part-time course from Donal O'Donovan West Cork IFA Chairman; Karen O'Connell Vice Principal Clonakilty Agricultural College, Pat Flannery and Murty Fitzgerald, Education Officers and Tom Curran Teagasc Regional Manager.







Donal O'Donovan, IFA Chairman presents the Student of the Year Award to John O'Mahony. Included are Tom Curran, Regional Manager & Murty Fitzgerald, Education Officer.

Farm Management

The Farm Management Department provide a range of supports to advisors, specialists and clients when completing specific tasks for their clients. The work is not enterprise specific, but the work is primarily focussed on key areas, which include:

- Financial Efficiency of the farm business using the Teagasc Profit Monitor analysis.
- Farm Planning
- Certification of Business Plans for Government Tax reliefs.
- Farm Succession
- **Basic Payment Application**
- Collaborative Farming support and promotion on collaborative farming methods
- Targeted Agricultural Moderinisaton Scheme (TAMS)





CERTIFICATES

In 2021 a major upgrade of the Teagasc Profit Monitor analysis software was completed. Last year advisors completed some 43,000 Basic Payment Scheme applications. Farm Succession is a challenge with the age profile of Irish farmers, and supporting families to make important decisions on this topic while keeping farms viable will continue to be prioritised in 2022.

VALUED SCHEMES IN COUNTY CORK

BDGP BEEPS TAMS ORGANICS

Beef Data and Genomics Programme Beef Environmental Efficiency Programme Targeted Agricultural Modernisation Scheme €4,600,000

Organic Farming

€2,250,000 €2,820,000 €790,000 **Forestry**

In County Cork, forestry accounts for 11.7% of land area or 28,754 Ha. This is both privately owned forestry and Coillte owned. In 2020, a further 273 Ha was planted of which 115 Ha is privately owned.

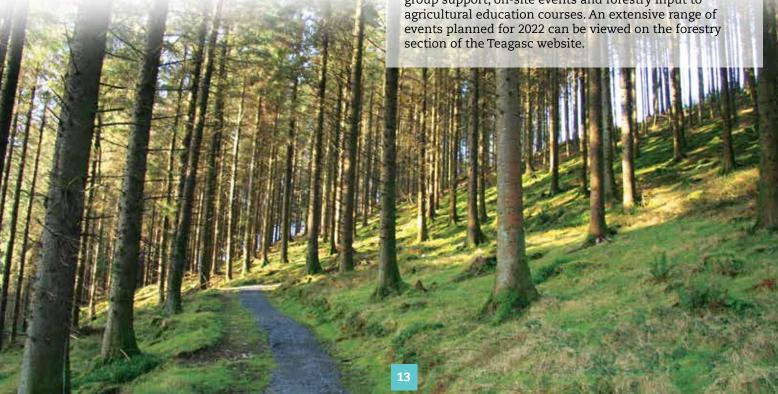
The evolving Irish forest sector is highly important to rural economies and at a national level. There are now 390,000 hectares of private forests. Since 1980, almost 19,000 farmers have received support to establish new forests. Many private forests are approaching maturity and the forecasted net realisable timber volume is 1.74 million cubic metres (m3) for 2022, up from 1.46 million m3 in 2021. The mobilisation of this important resource represents both a challenge and an excellent opportunity. New planting in 2021 will be about 2,000 ha, down from 2,434 ha in 2020. The challenge is to sustainably increase planting levels to approach national targets set at 8,000



2,000 Ha in 2021/ GPC FROM €510 -€680 PER HA FOR 15 YEARS €34-40,000 PER HECTARE STANDING PRICE

DAFM's Afforestation Grant and Premium scheme supports planting through afforestation grants and annual premium support. Annual premiums are paid for 15 years and typically range €510 to €680/ha. New forests may also be eligible for Basic Payment.

During 2021, the Teagasc Forestry Development Department was very active and continued to provide advisory, training and educational support to new and existing forest owners through a wide range of engagements. These included comprehensive one-to-one advice and a range of local and national events such as forestry workshops, virtual forest walks, live broadcasts, timber marketing and wood use webinars, forest owner group support, on-site events and forestry input to agricultural education courses. An extensive range of events planned for 2022 can be viewed on the forestry section of the Teagasc website.



Pigs

There are 13 integrated sow herds with an average herd size of 549 sows plus two breeding herds (average herd size 180 sows) in the Cork West region. In addition to this there are 7 finisher herds. Sow numbers have dropped by approximately 2,000 sows (8 herds) in past few years, with five of those farms now operating as finisher farms.

The Irish pig sector is the third most important agricultural enterprise in Ireland after milk and beef, accounting for 8% of GAO and employing 8,500 people. There are 280 commercial pig farms comprising 200 sow breeding/integrated farms with an average herd size of 700 sows and 80 specialised finisher farms, with a national output of 3.9 million pigs. The sector enjoyed a buoyant period of profitability in 2019 and 2020, with export value reaching almost €1 billion in 2020. Unfortunately higher feed ingredient prices and a lower international pigmeat demand reduced the sector's profitability in 2021.



15 FARMS
INTEGRATED SOW HERDS
549 AVERAGE HERD SIZE
7 FINISHER HERDS



AVERAGE FEED COST 2021 118C PER KG DEAD WEIGHT /5 YEAR AVERAGE IS 109C PER KG DEAD WEIGHT /2021 MARGIN OVER FEED WAS 41C PER KG DEAD WEIGHT

280 FARMS
3.9m PIGS/EXPORT
VALUE 2021 €1BN



The annual average feed cost in 2021 was 118 cent per kg dead weight. That is 9 percent higher than the 2020 and 5 year average of 109 cent per kg dead weight. At 159 cent per kg dead weight, the 2021 Irish pig price was significantly lower than the 174 cent per kg average for 2020. This price of 159 cent per kg dead weight is marginally lower the five year average (2017-2021) of 161 cent per kg dead weight.

The 2021 'Margin Over Feed' (MOF) per kg was 41 cent/kg dead weight. During 2021 the monthly MOF reached a peak at 53c/kg in May and then gradually decreased to 19c/kg dead weight in December.





Horticulture

The Teagasc horticultural programme is focused on applied technology adoption. It aims to identify and shape the best practical applications of research knowledge in order to enhance the efficiencies and capabilities of growers and enterprises in the sector.

Focus continues on labour-saving technologies, evolving production systems to limit the requirements for crop protection products, and increasing economic and environmental sustainability. Brexit and Covid-19 have negatively influenced input costs, labour availability and supply chains, the demand for horticultural produce including food and plant material has never been higher.

A work permit scheme was announced late in Q4 which will permit 1,000 workers from outside the EU to be hired into the horticulture sector in 2022, alleviating some of the chronic labour shortages experienced in 2021 season. In recent months, growers have seen unparalleled increases in costs of key inputs to the horticulture sector in Ireland. Considerable volatility remains as primary producers try to forward plan business for 2022 and manage cash flows. In an environment where cost planning is difficult, risk is increasing very significantly for primary producers.

Rural Enterprise

1. Rural Enterprise/Farm Diversification

Each year a Farm Diversification Options course is offered to farmers in the Region. Expert speakers are invited in over 4-6 nights to inform interested farmers of opportunities to further develop their farm. This can include adding value to existing production or diversifying into something new.

The 2021 Farm Business Options webinar provided an innovative channel to communicate farm business messages to farm families. A further farm diversification course will take place in the autumn of 2022 and all farmers are welcome.



'Farmers on the Move' Initiative 2021.



Teagasc Bantry Clinic Opening 2021

2. Organic Farming

At present in Ireland, there is approximately 90,000 hectares under organic production, which represents 2%

of the agricultural area. The current Programme for Government has a target to align Ireland's organic land area with that of the current EU average of 7.5% approx. There are currently 2,140 organic farmers (incl. 317 2021 applicants) participating in the DAFM Organic Farming Scheme (OFS). County Cork has 227 (11.5%) organic farmers

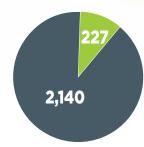


Funding for the 2022 Organic Farming Scheme (OFS) is up €21 million from the €16 million 2021 allocation, allowing for the opening of the OFS for new entrants in 2022

IRELAND AGRICULTURAL ORGANIC AREA 2% ORGANICS WORTH €791,959 TO COUNTY CORK



227 (11.5%) **ORGANIC FARMS** IN CO. CORK



2.140 ORGANIC FARMERS NATIONALLY

3. Equine Enterprise

2021 was an excellent year with a record number of five figure sales returns at public auctions, thanks largely to online marketing improvements.

The equine advisory team provides support across breeding/production, husbandry, sustainability and income generation, all of which were covered in the Let's Talk Equine Webinar series on the first Tuesday of the month. The specialist team is also now supported by 12 equine contact advisors across the country to provide local equine support.

4. Goats

There is a clear and continuing shortage of goat's milk, particularly for cheese production.

In spite of efforts to the contrary, some markets were substantially undersupplied towards the end of the year. The establishment of the Inishowen Goat Products Company (facilitated by Teagasc involvement) begins production in Q1/2 2022 and will be a major breakthrough in the sector.

Media and Social Media...

Cork West has a wide variety on all media platforms.

Staff in the West Cork Region write a weekly article for the Southern Star Newspaper and record bi-weekly radio interviews for County Sound. The region is active on Facebook and Twitter with technical content and notices of farm events. During Covid, Zoom and Skype have been used to deliver discussion group meetings and webinars have become a very useful platform in replacing public events. Advisors have also delivered a number of webinars and videos over the past two years on various topics.

2600
MOBILE PHONE
CONSULTATIONS
BEEF



Communication Content

Articles
Videos
Radio Interviews
Webinars
Social Media Posts

4/Month 1-2 /month 2/Month 8/year daily

Communication Media

Regional Webpage Updated Weekly
Social Media..... FB/ Twitter/ You Tube

Zoom Daily
Local Radio Weekly
Local Press Weekly

Puca 1-2 Texts per Week Whatsapp



Today'sFarm

WEBINARS
VIRTUAL



50
NEWSPAPER
ARTICLES
24 MONTHLY
NEWSLETTERS



26 x NO. RADIO INTERVIEW



SMS

The benefits of being a Teagasc client

Clients have access to Teagasc advisors by phone, arranged on-farm visits, discussion groups etc.
Teagasc regional offices are also in regular

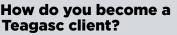
contact with clients
via text and other
media about deadlines
and other urgent messages.

Teagasc clients receive technical newsletters, tailored to their enterprise mix, ten times per year through the post. In addition the Teagasc magazine Today's Farm is also delivered to clients six times per year.



- Food
- Rural Economy and Development
- Animal and Grassland Research and Innovation

The Teagasc annual research portfolio comprises some 300 research projects, carried out by 500 scientific and technical staff in our research centres throughout Ireland. In addition to the education officers in each region Teagasc education offers a wide range of agricultural, horticultural, equine and other courses at four Teagasc colleges and works closely with three private colleges.



Contact your local Teagasc office



