

National Dairy Conference 2014

Countdown to Quota Abolition

'Managing Price Volatility and Expansion in a Post-Quota Era'

Wednesday, 19th November | Red Cow Moran Hotel



National Dairy Conference 2014

Countdown to Quota Abolition

‘Managing Price Volatility and Expansion in a Post-Quota Era’

Wednesday, 19th November 2014

Red Cow Moran Hotel

Dublin



9.45am Opening Address:

Minister for Agriculture, Food and the Marine, Simon Coveney

Session I:

Market Opportunities for Irish Dairy to 2025

10.00am Opening Address:

Aidan Cotter, Chief Executive, Bord Bia

10.15am Panel Discussion:

Moderator: George Lee, RTE

Panel:

- Donal Dennehy, Danone Ireland
- Michael Hanley, CEO, Lakeland Dairies
- Kevin Lane, CEO, IDB
- Stan McCarthy, CEO, Kerry Group
- Tom Moran, Secretary General, DAFM
- Jim Bergin, CEO, Glanbia (GIIL)

Session II:

Managing Volatility in a Post Quota World

11.20am Opening Address:

Kevin Bellamy, Senior Dairy Analyst,
Rabobank Europe

11.35am Panel Discussion

Moderator: Helen Brophy,
Smurfit Business School

Panel:

- Richie Boucher, CEO, Bank of Ireland
- John Comer, President, ICMSA
- Eddie Downey, President, IFA
- Mr. Frans Keurentjes, Supervisory Board, Friesland Campina
- Sean Molloy, Head of Strategy, Glanbia
- Francis Reid, Policy & Advocacy Manager, Fonterra Europe
- Laurence Shalloo, Teagasc
- Hermanus Versteijlen, EU Commission

Session III:

Efficiencies and Innovation to Drive Profitability

2.00pm Opening Address:

Gerry Boyle, Director, Teagasc

2.15pm Panel Discussion:

Moderator: Jack Kennedy, IFJ

Panel:

- Professor Gerry Boyle, Director, Teagasc
- Sean Coughlan, CEO, ICBF
- Joe O’Flaherty, CEO, AHI
- Donal Tobin, Chairman, Carbery

2.45pm Farmer views on Dairy Expansion

- Michael Bateman, Co. Cork
- David Hannon, Co. Meath
- Padraig McCarthy, Co. Kerry
- Daniel O’Donnell, Co. Waterford
- Sean O’Donnell, Co. Mayo

3.30pm

Closing Remarks

Minister for Agriculture, Food and the Marine,
Simon Coveney



Welcome from Minister

I would like to welcome you all here to Moran's Red Cow Hotel in Dublin, for the National Dairy Conference 2014, which I am hosting in conjunction with Teagasc. This conference has been planned to mark the countdown to the end of dairy quotas next April, allowing us to take stock of where the Irish dairy sector stands in its readiness for this new era.



The dairy sector is a critical pillar of the Irish agri-food sector, accounting for more than 30% in value of agri-food exports in 2013. We know that world dairy consumption is projected to rise considerably over the next 10 years and that much of this will be driven by developing markets in Asia, the Middle and Far East and Africa. This rising demand coincides with an ambitious strategy, Food Harvest 2020, for growing our dairy sector. The abolition of dairy quotas will be a key driver of the growth envisaged in Food Harvest 2020, and an associated increase in jobs and exports. Growing dairy output by 50% in a relatively short space of time will mean that Ireland's dairy sector can benefit from the significant opportunity presented by growing global demand.

The prospect of imminent dairy quota abolition presents an exciting mix of opportunity and challenge for all stakeholders; farmers and rural Ireland, processors and manufacturers, agri-business and exporters. The global market fundamentals for the sector remain positive, but price volatility, for both outputs and inputs, will challenge farmers, processors and others along the way. Government and agencies are working with industry and the farm sector to find new markets for Irish dairy products, to develop a research and development culture that adds value to high quality dairy products, that improves farm and production efficiency to maximise margins along the value chain, and to support investment in expanding enterprises. Growth in exports and output, and job creation, particularly in rural Ireland are the key prizes.

The aim of the Conference will be to set the scene in this context and importantly will also include a focus on practical issues of concern to farmers in their efforts to drive profitability during this exciting phase of expansion and opportunity.

The Conference will cover three main themes:

- the market opportunities for the Irish dairy sector to 2025,
- the management of volatility in a post-quota environment,
- the on-farm efficiencies and innovation required to drive profitability.

We have a range of high-level international and domestic speakers to address these themes and I would like to thank all 28 participants today, our speakers and our panellists who have made an appreciated effort to participate, as well as our moderators, who I have no doubt will encourage a frank discourse on each of the issues. I expect that this conference will provoke discussion and reflection on issues of strategic and practical concern. With Ireland on the cusp of the biggest development for agriculture in over thirty years, I sincerely hope that you will find the conference informative and of practical benefit as we approach quota abolition next year.

A handwritten signature in black ink, which appears to read 'Simon Coveney'. The signature is fluid and cursive, with a large initial 'S'.

Simon Coveney, Minister for Agriculture, Food and the Marine



Foreword

The years ahead for dairying will be both exciting and challenging. Exciting, because Ireland is entering a new era for milk production with the abolition of milk quotas, and challenging because businesses will have to adapt and change to the new circumstances that this policy brings. Spring calving, pasture-based milk production can be a highly efficient system of milk production and this is where Ireland's comparative advantage lies relative to other countries. Growing and utilising more grass, exploiting the best genetics and measuring both financial and physical performance are the cornerstones of this system.



Today's dairy conference is very appropriate as it's the last national dairy conference before the lifting of milk quotas in the spring of next year. We are delighted to partner with Minister Simon Coveney and his department, in bringing all the main players in the industry together for this important event as we explore and discuss the opportunities that lie ahead and the challenges that must be met and overcome.

At farm, processing and marketing level careful and prudent planning is already underway and well progressed to exploit this new era of opportunity. Farmers have additional replacement heifers on the ground, processors have invested millions of euro in new facilities, new products are being developed, and new markets opened up.

During the various conference sessions today, more information about the market opportunities for the dairy sector will emerge; how to manage volatility in a post-quota environment will be discussed; and the efficiencies required to drive profitability at farm level will be explored. Important insights into how the industry may develop will be gleaned from the high calibre contributors participating.

At farm level we must endeavour to Farm Smartly in a Sustainable Way. Innovation, both on and off farm, is required to achieve that and I am particularly looking forward to the afternoon session of today's conference, when we will hear from some of the leading dairy farmers in the country about their plans for the future.

Teagasc analysis shows that the top one third of dairy farmers in terms of profitability also have the lowest carbon emissions per unit of product produced. The most profitable one third of dairy farmers are also the ones that are most likely to have adopted innovative practices on their farms.

I hope that you, like I, are looking forward to today's conference which promises to be both informative and inspiring as we look forward to 2025.

A handwritten signature in cursive script that reads "G. E. Boyle".

Professor Gerry Boyle, Teagasc Director



Irish Dairy Sector Profile

Irish Dairy Sector at a Glance

- Exports of over €3 billion in 2013
- Total Annual Production of 5.4 billion litres approx
- Almost 18,000 milk suppliers supplying to 90 registered milk purchasers.
- Average Dairy Farm Size is 54 hectares
- Average Age of Holder is 52 years.
- Broad age profile of the sector is 52% over 50 years of age and 48% under.
- 82% of milk produced is processed by six processors
- Top 6,000 milk producers account for 60% of the milk supplied

Source: CSO, Bord Bia & DAFM

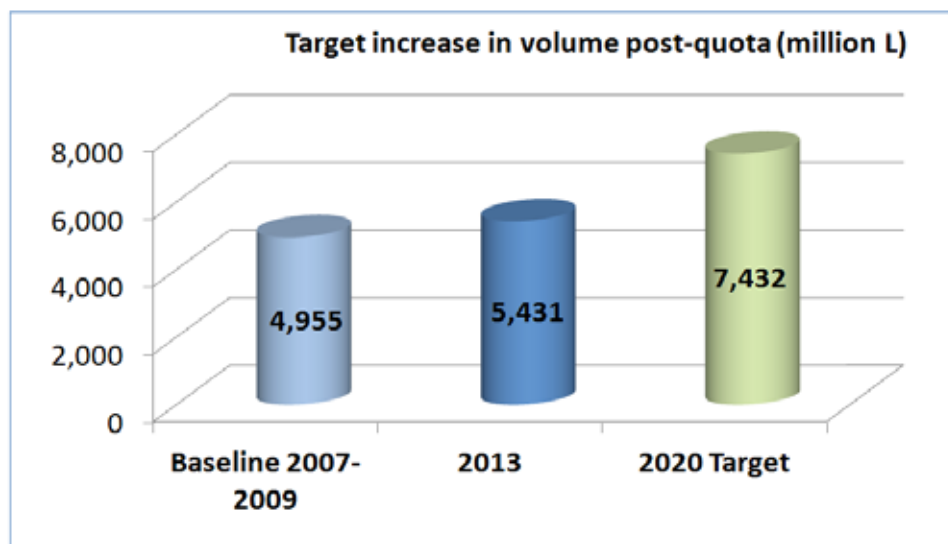
The Historic Effects of a Quota Regime

Since the introduction of the EU milk quota regime in 1984, Ireland has experienced a significant reduction in dairy farm numbers, dropping from 68,000 in the early eighties to just under 18,000 in 2013. This reduction reflects the reality that current and historic milk production in Ireland is, and was, curtailed by the milk quota regime and is artificially low for a country with vast dairy potential. This is the primary reason why the decision to abolish milk quotas with effect from 1st April 2015, which was made in the context of the CAP Health Check in 2008, was so strongly supported by Ireland.

Production & Current Quota Position

Food Harvest 2020 targets a 50% increase in the volume of milk produced by 2020. The graph below illustrates progress versus the baseline and the target for 2020.

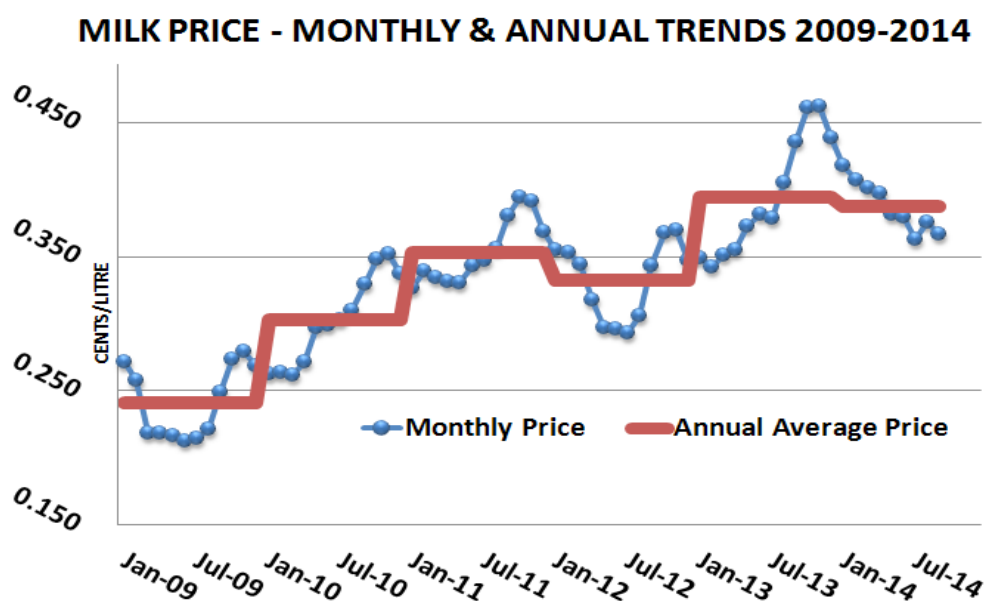
Irish Dairy Growth 2013-2020



In terms of production versus the quota position this year, the total volume of milk supplies up to the end of September 2014, taking into account the relevant butterfat adjustment, leaves Ireland 6.93% over-quota. This is significantly above the 0.42% over-quota position for the same period last year. These figures are not unexpected, given the very favourable milk production conditions that prevailed throughout the summer months and right into August and September, but they obviously give rise to justifiable concern about the potential size of any super levy bill at the end of the milk quota year.

Price Trends

The graphic below illustrates Irish prices trends for milk over the most recent 5 year period. Taking the global perspective milk and dairy product prices increased in 2013 due to an agglomeration of factors including regional production shortfalls and increasing feed costs. Additionally major players on the world dairy market produced less milk than a year previously. A production response to these price signals during 2013 ensued. Additionally, during 2013, prices for feed grains became lower compared to the previous year. Coupled with an expected recovery of the domestic milk production in China, and whilst noting that the long-term fundamentals [see box] of global dairy market are strong and intact, the likely outcome in the shorter term from a price perspective would be for a softening market for dairy and milk products. Over the medium-term, increasing incomes and globalisation of diets are expected to raise the demand for milk and dairy products in developing countries and an increasing import demand will support prices of dairy products during the next decade.



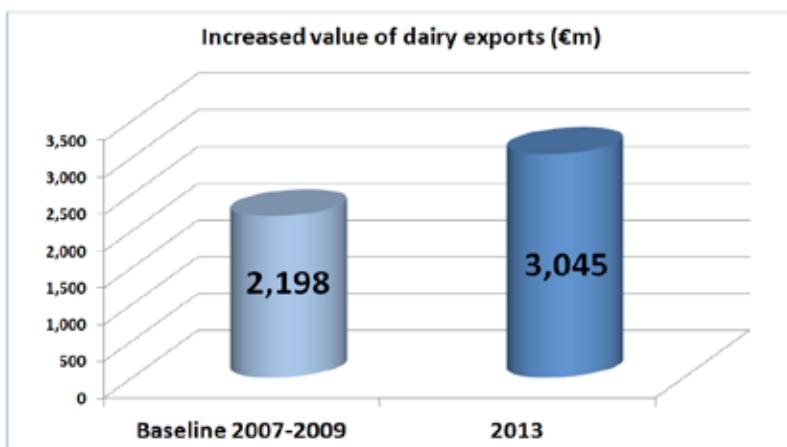
Source: CSO

Current market dynamics illustrate that volatility and risk are going to remain ever-present phenomenon. Actual price outcomes are most likely to exhibit significant variations around projected and generally positive trends. In terms of the global dairy market situation, an evolution towards surpluses in a number of key markets appears to be the norm at present. This goes for USA, NZ, AUS & EU, driven by good weather, increased cow numbers in the US, strong cereal harvests and surplus stocks in some markets. Russia and China account for 27% of the traded world market and are reported as overstocked also. This price outlook arising from strong global production has been exacerbated by the Russian import ban.

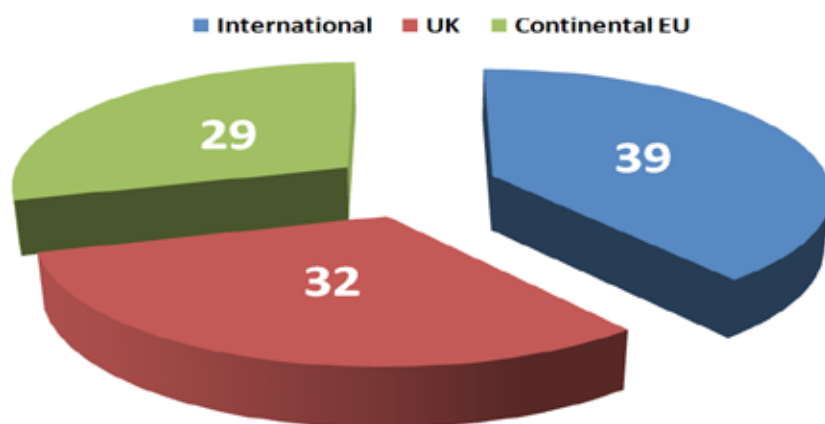
Exports

Strong global dairy prices combined with increased availability as the year progressed helped boost the value of exports during 2013, the most recent full year data available. For the year, it is estimated that the value of Irish dairy and ingredient exports for the year jumped by around 15% to exceed €3 billion for the first time. The graphics below illustrate the performance of Irish dairy products across broad headings and visavis the baselines used in the Food Harvest 2020 report.

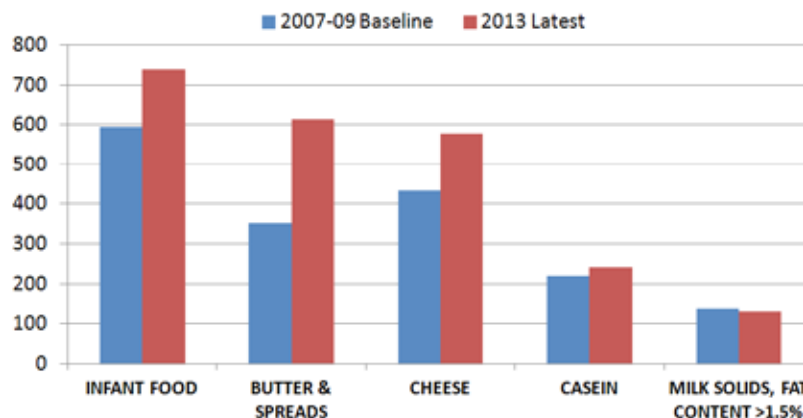
Irish Dairy Exports 2013



Irish Dairy Exports Market Destination



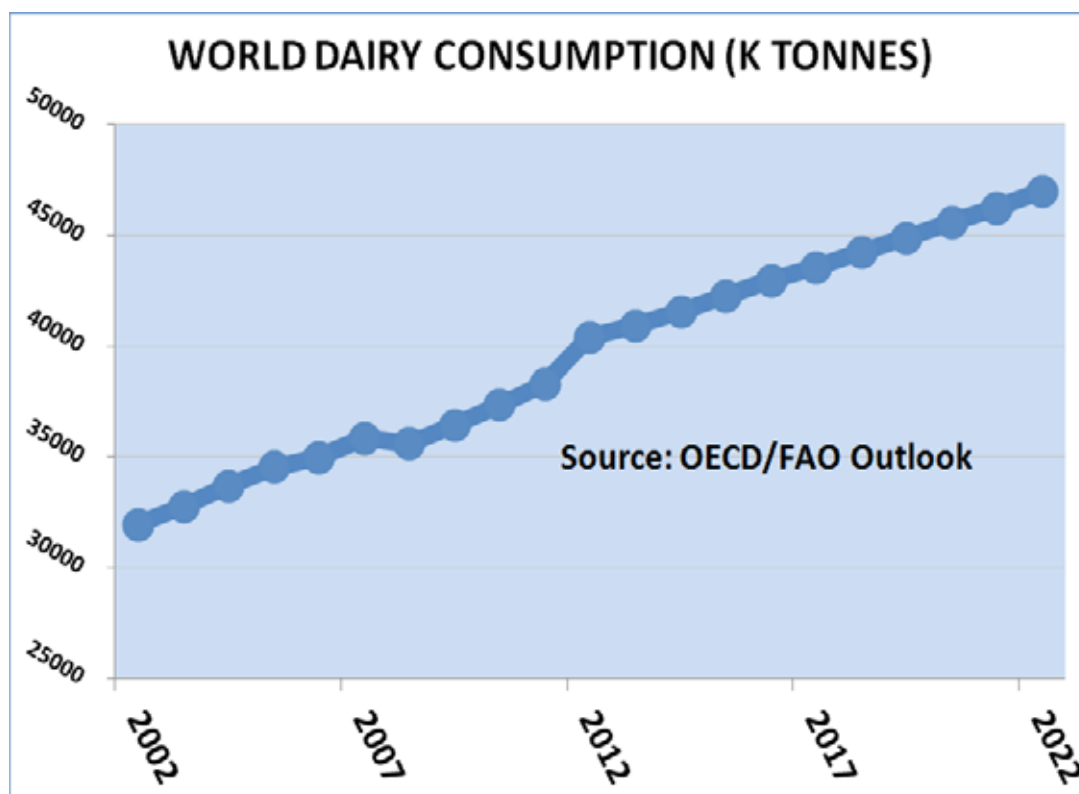
IRELAND'S TOP 5 DAIRY PRODUCT EXPORTS, VALUE (€M)



Source: Bord Bia

Long Term Global Fundamentals in the Dairy Sector

- World milk production is projected to increase by 180MT by 2023 when compared to the base years examined (2011-2013) the majority of which (78%) is anticipated to come from developing countries.
- The average growth rate for the projection period is estimated at 1.9% which is below the 2.2% witnessed in the last decade. The slowdown in growth reflects growing shortages of water and suitable land in developing countries combined with a slow introduction of modern dairy production systems.
- Real prices are projected to decline slightly in the next decade, albeit remaining considerably above pre 2007 levels.
- Per capita consumption of dairy products in developing countries is expected to increase by 1.2% to 1.9% p.a., with the expansion in demand reflecting robust income growth and further globalisation of diets. (See graphic for projections in terms of total global dairy consumption.)



- By contrast, per capita consumption in the developed world is projected to increase between 0.2% and 0.9% pa.
 - A general expansion of trade in dairy products is expected over the coming decade. Strong growth is expected for whey, cheese and SMP at more than 2% p.a. Lower growth is expected for WMP, at 1.7% per annum, and especially butter at 0.7% p.a.
 - The bulk of this growth will be satisfied by expanded exports from the United States, the European Union, New Zealand, Australia and Argentina.
- Source: OECD/FAO Outlook 2014-2023

Session 1: Market Opportunities for Irish Dairy to 2025

Moderator

George Lee is an Irish economist, journalist, television and radio presenter. He is currently Agriculture and Environment Correspondent for RTÉ, a post assumed in March 2014. He took leave of absence from RTÉ in May 2009 and subsequently was elected as a Fine Gael TD in South Dublin. He returned to RTÉ in May 2010. During his time in RTÉ News and Current Affairs he was named Irish Journalist of the Year and prior to his current appointment he has also held the post Economics Editor. He presented numerous programmes for RTE, including Mind Your Business and The Business on RTÉ Radio 1. He is a graduate of University College Dublin as well as the London School of Economics.



Opening Address

Aidan Cotter was appointed Chief Executive of Bord Bia, the Irish Food Board, in July 2004 and brings to the position a wealth of knowledge and experience in food marketing. Mr. Cotter previously served in Bord Bia as Director of Operations for a number of years, and earlier gained extensive experience in the marketplace as the organisation's European Director, based in its London office, and prior to that in Dusseldorf. Mr. Cotter holds an MBA from Cranfield School of Management in the UK and has Masters degrees in Economic Science and Agricultural Economics from University College Dublin (UCD). In September 2013, he was awarded an Honorary Degree of Doctor of Law from UCD.



Panel Discussion

Jim Bergin was recently appointed CEO & Director of Glanbia Ingredients Ireland Ltd., which is now a joint venture company owned by Glanbia Co-Op (60%) and Glanbia Plc (40%). He joined the Group in 1984 and has held a number of senior positions including Finance Director Agribusiness and subsequently Group Business Process Director. He joined the Ingredients Business as Operations Manager in May 2003 and was appointed Chief Executive of Dairy Ingredients Ireland in March 2005. He holds a B. Comm and an MSc in Management Practice.



Donal Dennehy is the industrial director for Danone in Ireland with responsibility for two major facilities in Wexford and Macroom. These two plants combined account for infant formula exports of over €0.5 billion to numerous global destinations in Europe, Russia, North Africa and Asia. Both factories have been in operation for many years in Ireland with the Cow & Gate brand being one of the oldest infant formula brands in Europe. Danone have invested over €200M in Ireland over the last three years in expanding its manufacturing footprint. Prior to joining Danone in 2009 Donal was operations manager in Bulmers Clonmel.





Michael Hanley is Group Chief Executive of Lakeland Dairies. A highly experienced dairy industry figure, he has held various senior management positions with Lakeland Dairies since its formation in 1990, including deputy chief executive, general manager of Northern Ireland operations, general manager of dairy operations and manager of member relations. Lakeland Dairies markets a wide range of value added dairy foodservice products and dairy food ingredients offering some 170 branded dairy products in over 70 countries worldwide. Michael is originally from a farming background and is an Agricultural Science graduate of University College Dublin. Mr. Hanley is also Chairman of Cavan Enterprise Fund.



Kevin Lane was appointed Chief Executive of the Irish Dairy Board (IDB) in January 2010 overseeing Ireland's largest cooperative dairy food company, exporting to over 100 countries worldwide. Prior to joining IDB, Kevin was Global President and Chief Executive of the Kerry Group's Flavours Division and held a number of senior executive positions during his 22 year career there. He has vast experience of international food sales and marketing having spent 18 years working overseas in markets including the UK, USA, Mexico and Canada. Kevin was born in Brosna, Co. Kerry and is an honours graduate (Sales and Marketing) from the University of Limerick. He lives in Dublin with his wife and three children.



Stan McCarthy is Chief Executive of Kerry Group, a public company, listed on the Dublin and London Stock Exchanges. Launched as a public company in 1986, the market capitalisation of the Group has grown to a current level of approximately €9 billion. Kerry Group now employs over 24,000 people throughout its worldwide activities and operations. A native of County Kerry, Stan McCarthy joined Kerry's Graduate Recruitment Programme in Ireland in 1976. Prior to his appointment as Chief Executive on 1 January 2008, Stan held a number of positions including President and CEO of Kerry Ingredients Americas since 1996 and an Executive Director of the Group since 1999.



Tom Moran was appointed Secretary General of the Department of Agriculture, Food and the Marine with effect from January 1st 2005. He joined the Department of Agriculture and Food in 1980 and has served in a variety of posts in that Department, including that of Principal Officer of Milk Policy Division from 1992 to 1997, where he had responsibility for EU market management and supports, trade and milk quotas and public health measures in the milk sector. Tom was born in Dublin and educated in St Josephs CBS in Fairview, University College Dublin (MA and Higher Diploma in Education) and Institute of Public Administration

Session 2: Managing Volatility in a Post Quota World

Moderator

Helen Brophy is the Director of Smurfit Executive Development at UCD Michael Smurfit Graduate Business School. Helen holds direct responsibility for the management and strategic development of Executive Education within the University and is a member of the College of Business Senior Management Team and Executive Committee. Prior to joining UCD Michael Smurfit Graduate Business School, Helen spent almost 20 years working in international roles within the agri-food and seafood sectors. This has included the positions of Chief Executive of the National Dairy Council (NDC), Head of Market and Business Development for Bord Iascaigh Mhara (BIM) and two private sector roles as Head of Consumer Foods for Aurivo and Director of H. J. Nolan Seafood Ltd.



Opening Address

Kevin Bellamy is Rabobank's Senior Global Analyst for the dairy sector, a post he assumed in 2011. Prior to joining Rabobank Kevin worked as Dairy Consulting Director for Zenith International working with a number of multi-national clients across the international dairy sector. Kevin was previously the Executive Director of the Global Dairy Platform (GDP), a global consortium, building it from 4 founding members to over 60 companies with a collective turnover of over \$100bn annually. In his past Kevin was also Chief Executive Officer of the UK Milk Development Council and he has served on a number of dairy related Boards including the UK Dairy Council and the National Farmers Union Dairy Board. Kevin Bellamy is a Chartered Director and MBA specialising in dairy.



Panel Discussion

Richie Boucher was appointed Group Chief Executive for Bank of Ireland in February 2009. Richie is a career banker having worked in several other banks prior to joining Bank of Ireland in retail banking, corporate banking, corporate finance and debt restructuring roles in Ireland and abroad. Before assuming his current role he held the posts of Chief Executive in Bank of Ireland's Retail Ireland and Corporate Divisions. He is a former President of the Institute of Bankers in Ireland and of the Irish Banking Federation. Richie has had significant involvement in the Agri and Farming Industry throughout his career particularly in the period of 1985–2001 when his role was Relationship Manager and Lender to Ireland's main agri-businesses, which involved overseeing lending propositions and policies to the farming sector.





John Comer has been President of the Irish Creamery Milk Suppliers Association (ICMSA) since December 2012 and is the first farmer from the West of Ireland to reach the highest office of the specialist dairy farmers' organisation. Mr. Comer's main farm enterprise is dairy but he also has a suckler and beef finishing enterprise. Mr. Comer has previously served as Chairperson of Mayo ICMSA, Chairperson of ICMSA's Farm Services & Environment Committee and Deputy President of ICMSA. Mr. Comer is also a director of the Irish Dairy Board, An Bord Bia, the National Dairy Council and a former director of ICBF. He also represents ICMSA in the board of the European Milk Board (EMB).



Eddie Downey is the 14th President of the IFA. Since taking over as President, Eddie has taken a direct interest on all commodity issues, especially dairying, and has visited and met with the Chairmen and CEOs of all the dairy co-operatives. In addition, he has taken dairy issues up at Government and EU level, particularly a soft landing for milk quotas and the impact of the Russian ban on markets. Eddie sits on the board of An Bord Bia, FBD plc and is a member of the Agricultural Trust, which publishes the Irish Farmers Journal. At European level, he is a Member of the COPA Praesidium, the representative body for European farmers. He is also Chairman of the COPA Working Group on the Food Chain.



Frans Keurentjes is a member of the Supervisory Board of Royal FrieslandCampina N.V, and a member of the Board of Zuivelcoöperatie Friseland Campina U.A. He was first appointed in December 2008. With annual revenue of €11.4 billion, FrieslandCampina is one of the world's five largest dairy companies. FrieslandCampina has offices in 28 countries and employs more than 21,000 people. Their products find their way to more than 100 countries. A dairy farmer by occupation, Frans is also a member of the Groningen Provincial Council.



Sean Molloy is the Director of Strategy and Supplier Relations for Glanbia Ingredients Ireland (GII). With a turnover of approximately €800m and exporting to over 50 countries worldwide, GII is Ireland's largest milk processing company with responsibility for processing close to a third of the Irish milk pool. In addition to his Strategy & Supplier Relations role, Seán was recently appointed as Company Secretary to GII. Seán joined Glanbia in 2007 having worked for eight years as a Strategy Consultant with PricewaterhouseCoopers (PwC) based in Dublin. Prior to PwC, having graduated from the Agricultural Science Faculty at University College Dublin, Seán worked in the Corporate Planning Department at the Irish Dairy Board.

Francis Reid is Fonterra's Policy and Advocacy Manager for Europe, Russia and the Middle East and Africa (MEA). In his current position he leads the development of strategies to grow and protect market access for Fonterra products in Europe, Russia and MEA. Francis also provides Fonterra business units with expert trade policy advice, and he ensures Fonterra's sustainability objectives are advanced in Europe. He is a member of the SAI Platform's Dairy Working Group and he has just been appointed to the IDF Standing Committee on Dairy Policies and Economics. He has been with Fonterra since 2008 and prior to that he was an academic in the United Kingdom. He has a PhD in the History and Philosophy of Science from the University of Cambridge.



Laurence Shalloo is a Senior Research Officer with Teagasc. He is based in Moorepark where he is part of the Livestock Systems Research Department. His main research interests include the development and use of models to increase the overall sustainability of grass based systems of milk production. Laurence is widely published in the international literature. He is currently leading RSF and SFI funded projects and is a main collaborator in Enterprise Ireland, RSF and FP7 funded projects. Laurence has supervised 10 PhD students to completion and is currently supervising six others.



Hermanus Versteijlen is Director of Agricultural Markets in DG AGRI of the EU Commission. He has responsibility across all markets ranging from animal products including dairy products to arable products, fruit and vegetables and wine. He previously served in the Cabinet of Ray MacSharry during the CAP Reforms of the early 1990's and other key positions held in the EU Commission include Head of Unit for Milk and Milk Products as well as the Director for Direct Payments. Herman's retirement from Commission in the first half of 2015 will coincide with the ending of the milk quota regime.



Session 3: Efficiencies and Innovation to Drive Profitability

Moderator



Jack Kennedy is Dairy Editor for the Irish Farmers Journal for the last 13 years. Prior to joining the Journal Jack received a doctorate in dairy production systems from Teagasc Moorepark. Jack has worked on dairy farms in Germany, Holland, the UK, New Zealand and America. He has also travelled extensively with work studying international dairy production systems in his role as Dairy Editor.

Opening Address (& PANELLIST)



Gerry Boyle was appointed Director of in October 2007. Teagasc conducts research on agriculture and food; provides extension services to Irish agriculture; and is the sole provider of vocational education programmes to the sector, also providing courses in higher education. Gerry is Emeritus Professor of Economics at the National University of Ireland (NUI), Maynooth and former Head of its Economic Department. He was previously a Senior Research Officer with the Agricultural Institute and an Economist with the Central Bank of Ireland. From 1995-1997 he served as Economic Adviser to the Taoiseach (Irish Prime Minister), Mr John Bruton T.D. Gerry has also served as Editor of the Economic and Social Review, the European Review of Agricultural Economics and the Irish Journal of Agricultural Economics and Rural Sociology. Professor Boyle has published an extensive range of papers and reports on public policy issues in national and EU media. He is a Member of the Royal Irish Academy (M.R.I.A.).

Panel Discussion



Sean Coughlan was appointed Chief Executive of the Irish Cattle Breeders Federation in October 2012. He grew up on a dairy farm near Mitchelstown in Co. Cork. Having spent he spent seven years with PriceWaterhouseCoopers and Anderson Consulting in the USA, Europe and Ireland, Sean joined ICBF in 2002 and served as manager of information systems and financial controller prior to his appointment as CEO. A qualified accountant, Sean graduated from UCC with a B Comm (Hons) degree, and completed an MBA in international business at St Joseph's University Philadelphia, USA.



Joe O'Flaherty has been CEO of Animal Health Ireland since the organisation was established in 2009. Joe graduated from the Veterinary College of Ireland (1986). He joined the Department of Agriculture as a Veterinary Inspector in 1992, working as a Veterinary Inspector, based in Co. Donegal, before taking up the post of Agricultural Attaché at the Irish Embassy in Madrid, where he was based for three years. In addition to his veterinary qualification, Joe holds a Masters of Business Administration, a Bachelor of Arts (Hons) degree in European Studies, and a Masters of Economic Science (Public Policy Analysis). He is a former recipient of the Whitaker Award from the Institute of Public Administration.

Donal Tobin lives and farms on the family dairy farm in Rosscarbery, West Cork. Donal has attended Darragh Agricultural College and has a diploma in Dairy Herd Management and as well as a diploma in Corporate Directorship from UCC and ICOS. He is currently Chairman of Carbery Group and has been a board member for the past six years as well as Chairman of Lisavaird Co-Op for the last six years. In June of this year he was appointed to the Board of Directors of the Irish Dairy Board and more recently to the Board of ICOS. Donal has also been an active participant in various dairy discussion groups over the years.



Farmer Views on Dairy Expansion

Michael Bateman milks 390 cows at Crookstown, Co. Cork, supplying Dairygold Co-op.

He has a milking platform of 172 hectares. He is hoping to increase milk output by 80% over the next five years.

He is married to Shirley and has four children Jennifer, Suzanne, Laura and Chris. He is currently a Council Member of the Irish Grassland Association.



David Hannon milks 210 cows at Drumree, Co. Meath, supplying Lakeland Dairies Co-op.

He has a milking platform of 72 hectares currently which he may be able to expand in the future.

He is married to Catherine and has four children Joseph, Luke, Laura and Jennifer.

He is a currently a Board Member of Lakeland Dairies Co-op.

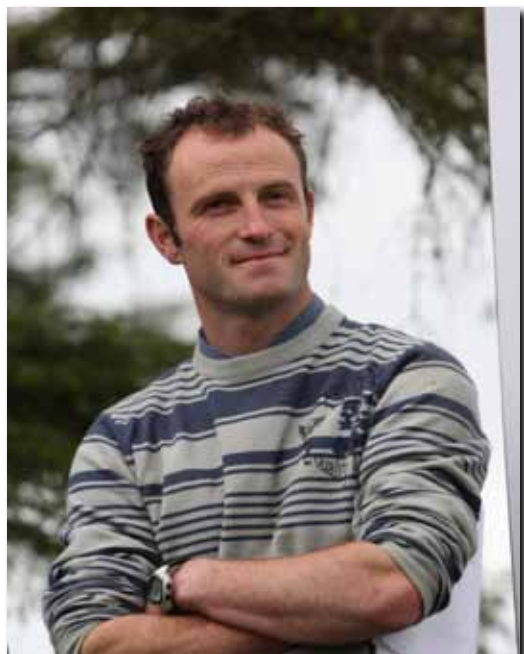


Padraig McCarthy milks 130 cows at Lixnaw, Co. Kerry in a milk production partnership with his father, Edmond. They supply Kerry Agribusiness.

There is a milking platform of 75 hectares currently available, this is of mixed soils. He has expanded his herd from around 90 cows in 2008 and doubled milk solids output in the last eight years.

He reckons that a further 30% increase in milk solids output is possible with the current milking platform.

His partner is Kathryn and has one daughter Saoirse. He is a Monitor Farmer in the Teagasc Kerry Agribusiness Joint Programme.



Daniel O'Donnell milks 120 cows at Cappoquin, Co. Waterford, supplying GIIL (Glanbia). He farms at 800 feet above sea level and has a milking platform of 42 hectares.

He has expanded his herd from 52 cows in 2007. Drainage and reseeded accounted for 70% of his capital expenditure costs in the 2009 – 2012 period.

He is married to Amy and has two children. He is one of the family farm demonstration farms in the Greenfield Dairy programme.

Sean O'Donnell is the 2014 Macra na Feirme/ FBD Young Farmer of the Year.

He milks 110 cows near Ballina, Co. Mayo, supplying Aurivo Co-op. He has a 36 hectare milking platform (which he will expand next year). He plans to grow his herd size to 150 cows by 2017, which he plans to manage with one full-time labour unit. He has just completed a Nuffield Scholarship.

He is married to Jackie and has three young sons Oisín, Conor and Sean Og.





Recorded Conference Proceedings will be available on www.agriculture.gov.ie/dairyconference and on www.teagasc.ie

Contact Details:

Department of Agriculture, Food and the Marine,
Kildare Street,
Dublin 2.
Tel: +353 1 6072000

Teagasc, Head Office,
Oak Park,
Carlow.
Tel: +353 59 9170200