

Emerald Saleyards Committee Meeting Minutes

26 October 2018

Meeting chaired by: Cr Christine Rolfe

Present: Cr Gail Nixon, Jason Hoolihan, Tim Maguire, Ian Burnett, Andrew Gissel, Terry Ray

Apologies: Cr Megan Daniels, Michelle Webster

Minute Taker: Kelly Barns

Item	Topic	Discussion Summary	Action
		Meeting Commenced 9:10am	
	Confirmation of Minutes from Previous Meeting	The minutes of the previous Emerald Saleyards Coordination Committee held on 16 July 2018 were confirmed.	

1	Business and Action Arising from Previous Minutes	<p>Chain of Responsibility</p> <p>Cr Christine Rolfe advised the committee of an update from the Australian Livestock Markets Association:</p> <ul style="list-style-type: none"> Update excerpt “ALMA has been successful in securing a grant under Round 3 of the National Heavy Vehicle Regulator’s 2018-19 Heavy Vehicle Safety Initiative funding scheme. The funds secured will go towards the development of a chain of responsibility ‘COR 101’ publication for saleyards. Also to be delivered by ALMA under this funding will be a forum for saleyard owners and operators at the 2019 National Saleyards Expo in Roma, QLD next year.” 	
2	Workplace Health and Safety	<p>Tim Maguire advised the committee that:</p> <ul style="list-style-type: none"> No major workplace health and safety concerns currently. Most risks have been overcome with the implementation of the new draft. Council has made a big push toward increased safety standards in all areas of the Organisation. Including staff wide Switch on Safety sessions and supervisors being put through a Certificate 4 in Workplace Health and Safety. 	
3	Financial Update	<p>Andrew Gissel advised the committee that:</p> <ul style="list-style-type: none"> YTD net surplus of \$68K – \$85K better than expected (budgeted loss of \$17K) thanks to good cattle numbers in July and August. Revenue (\$402K) is \$84K or 27% over budget (\$318K) with all revenue lines contributing, but yard dues accounting for the bulk of the better than expected result. Operating expenses (\$260K) are \$1K or 0.4% shy of budget (\$261K) with a \$14K overspend on Employee Costs (reflective of increased activity) off-set by an underspend on Materials. July and August were record months for cattle sales, and followed the trend started in February. September was more average. If the drought-driven destocking that has contributed to the impressive throughput that we have observed in the last six months is now over, expect to see much lower numbers going forward. The ability of the Saleyards to weather this shift in the paradigm is determined by the flexibility of the operation and ultimately by the ratio of fixed to variable costs. With 50% of the 2018/19 capital budget expended or committed as at time of writing, the Saleyards is well on its way to meeting its capex target. 	

		<ul style="list-style-type: none"> • Aged debtors have decreased by \$10K to \$77K with \$2.5K in 90 days (Matt Mitchell \$1.5K with debt recoveries, Elders disputing \$0.8K invoice) and \$4.9K in 60 days (various). <p><u>Capital Projects</u></p> <p>Replacement of the Electrical Service Pits</p> <ul style="list-style-type: none"> • Gurneys Electrical has replaced one service pit in part of an emergent repair to the double decker power supply. Continued works for this project will progress into the next few months. <p>Additional Double Decker Dump Ramp</p> <ul style="list-style-type: none"> • Awaiting the outcome of BOR4 funding. <p>20 x 10m Shed for Hay Storage</p> <ul style="list-style-type: none"> • Awaiting the outcome of BOR4 funding. <p>Light pole Replacement</p> <ul style="list-style-type: none"> • Gurney Electrical have commenced work, emergent repairs to the double decker light power supply encourage a decision to move forward on a planned project for upgrading power and power supplies to a light pole. Further upgrading of LED lighting via walkways and pens will follow in October 2018. <p>Additional drafting facility</p> <ul style="list-style-type: none"> • Proway Livestock Equipment have supplied and begun the installation on the new drafting tub and curved race which was delivered for installation on the 3rd of September. Full installation and completion from Proway on the tub and drive controls is expected by the end of September 2018. Install Solutions have engaged work to complete the installation and commissioning of the Pneumatic Drive Control along with Proway and will be completed by October 2018. 	
4	Cattle Curfew	<p>Cr Rolfe advised the committee that:</p> <ul style="list-style-type: none"> • This matter has come up again through an email via ALMA representatives, querying what other people are doing in regard to the cattle curfew matter and how strictly we enforce it. • Tim Maguire advised that it has been hard to get an agreement to enforce the curfew, as most agree that rather than penalise clients we should try to retain them within reason and be flexible where possible. 	

		<ul style="list-style-type: none"> Terry Ray added that the vast majority of vendors comply. Leniency is well received by truck drivers if they been experiencing mechanical issues or the like and are behind schedule. 	
5	Saleyards Manager Update	<p>Tim Maguire advised the committee that:</p> <p>Operational Matters</p> <p><i>Staffing</i></p> <ul style="list-style-type: none"> Continuous issues regarding the understaffed situation and associated overtime. The Casual Saleyards Operator role was advertised with several suitable applicants; however, the successful candidate failed the pre-employment physical capability testing. Currently looking at options to make the role easier to recruit, including re-assessing the physical capability needs for the role. <p><i>Sale Numbers</i></p> <ul style="list-style-type: none"> Sale numbers have dropped as per forecasted with an average sale bringing 1200 to 1500 head. A good percentage of these numbers are coming from the Western North region. <p><i>Hay Sales</i></p> <ul style="list-style-type: none"> Looking to tender the purchase of hay on a quarterly basis. Last year approximately 1600 bales were tendered for, this year it will be looking to be increased to up to 2000 bales. Looking at the potential to contract out the feeding of hay on an annual basis. Based on quotes provided it will be determined whether this may resolve some of the staff overtime issues. <p><i>Raw Water</i></p> <ul style="list-style-type: none"> The raw water systems are up and running without any issues. This water has been great for extensive dust suppression whilst dealing with the current drought weather conditions. <p><i>Livestock Exchange</i></p> <ul style="list-style-type: none"> The Livestock Exchange trial is still in place. The next stage of the trial will be the use of a tablet; however, this will require an additional employee. Once the additional staff member is recruited the trial of the electronic Masterbook will begin. 	

		<p><i>Digital Display</i></p> <ul style="list-style-type: none"> The digital display has been experiencing issues and has been costly to maintain. In addition, the display does not sync with the Livestock Exchange program. Livestock Exchange recommends the use of a TV, however in other trial locations they can locate the TV undercover or in a kiosk which is not possible at the Emerald Saleyards location. <p><i>Springsure Saleyards</i></p> <ul style="list-style-type: none"> There has been an enquiry in relation to a client who would like to locate a chiller box for Kangaroos at the Springsure site. There is an opportunity to rent a small 6m x 3m space, however the site will require water and power which will be at the expense of the client. We may be able to pick up some revenue with this opportunity. <p>Capital Works Projects</p> <ul style="list-style-type: none"> This year's budget entails the hay shed and double decker dump ramp projects which have not yet commenced. Both projects have been included in the Building Our Regions round 4 funding application. The lighting upgrade has started and is sitting at about 25% completion. The Proway draft facility has been completed and is working quite well. The selling pens are mostly completed with the addition of water yet to be installed. 	
6	General Business	<p>The committee discussed general business as follows:</p> <p>Bull Sale</p> <p>The matter regarding holding bull sales at the Emerald Saleyards was discussed following correspondence from a saleyards user. Issues raised included the increase in ring hire fees and concern from Saleyards staff regarding drainage blockages caused by bedding hay. Commercial Analyst Andrew Gissel explained that the fee still comes in at below cost to Council. It was determined that Council would endeavour to liase with users and facilitate these sales at the Emerald Saleyards, on the condition of suitable arrangements being made to prevent damage to the Saleyards drainage systems.</p> <p>Loading Ramp</p> <p>Tim Maguire advised the committee that the loading ramp around the northern side of the saleyards has been tagged out due to its poor condition.</p>	

		Next Meeting The next meeting of the committee will be held in January 2019, date to be advised.	
7	Inspection of new draft area	The committee made their way over to the draft area to see the completed capital works project. Tim Maguire explained the process of the new draft and the efficiencies it has delivered during sale days.	
		Meeting Closed at 10:20am	