### Training course for new entrant dairy farmers COURSE OUTLINE

<table>
<thead>
<tr>
<th>Day</th>
<th>Topic</th>
<th>Where</th>
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| 1   | Introduction/ welcome  
Overview of Irish dairy industry incl. current trends and future prospects  
Irish dairy systems (spring, winter, OAD, organic)  
Goal setting and benchmarking  
Business planning (Part 1)  
Creating a business plan for your farm business incl. investment costs, repayment capacity, cash flow planning and risk assessment  
Grazing infrastructure, costs and layout | Local Teagasc office/training centre |
| 2   | Your relationship with your milk processor  
Milk payment structure  
SDAS  
Business planning (Part 2)  
Farmyard infrastructure, costs and layout incl. slurry storage and accommodation requirements (incl. cross compliance), TAMS and cow flow | Local Teagasc office/training centre  
Local farm (efficient farmyard) |
| 3   | Overview of farm  
EBI  
Cow type – selecting the right cow for your farm  
Labour requirements for an efficiently run dairy farm  
Securing bank finance for your investment | New Entrant Farm  
Bank adviser |
| 4   | Milking machine design and milk cooling  
Milk quality – SCC, TBC, thermodurics and washing routines  
Efficient milking routines | AGRI Centre, Moorepark, Fermoy, Co. Cork |
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<tr>
<th>Academy (one day per month) 11.00 - 1.00 (2 hours)</th>
<th>Grassland management plus additional topics (see Note 2 below)</th>
<th>On farm Central location</th>
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<tbody>
<tr>
<td>5</td>
<td>Sustainable dairy production – Origin Green, SDAS</td>
<td>AGRI Centre, Moorepark, Fermoy, Co. Cork</td>
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<td>How has your performance matched your plans over the past 12 months?</td>
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<td>Lean dairy farming</td>
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<td>Farm administration – “keeping on top of the paperwork”</td>
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<td>The value of innovation, productivity and continuous improvement</td>
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Notes:

1. Each day will run from 10am to 4.30pm, with one hour for lunch i.e. 5.5 hours contact time.
2. While the main focus of the 10 discussion group meetings will be grassland management (incl. soil fertility, reseeding, grassland measurement, grassland management decisions), the following topics be incorporated into individual meetings:
   • Health and safety, incl. farmer well-being
   • Profit Monitor
   • Tactical planning – reacting to day-to-day challenges
   • Nutrient management planning / fertiliser planning
   • Winter feed budgeting
3. The module specification for this course is “Planning and Managing Farm Expansion”, 6N2730. Satisfactory completion of the course will lead to a Level 6 QQI approved certificate.