

Installation of new silos at
Haverfordwest Creamery



Business Update

You should by now all have received our annual results for the year ending March 2022, which reported on the continued progress within the business over the last twelve months as we accelerated our capital investment programme to secure the future. We look forward to presenting these results in more detail at our upcoming AGM as well as providing a further update on business performance so far this year. The AGM will be held at FarmEd, a really interesting demonstration farm specialising in regenerative farming. We will be running the AGM as a hybrid meeting for the first time so whether in person or online, please do join us.

While the global economic, political and market challenges remain a feature of this year, we continue to drive the business forward and progress our plans. Demand from our customers continues to grow and we are further increasing the processing capacity at our Haverfordwest creamery with the installation of two new vats and additional storage silos. This capital investment project is well underway and due to complete this autumn. In addition, we have several significant technology improvement projects this year which will see us upgrading our systems to further improve efficiency and build resilience across the business.

Our investment in the processing sites is not just about capacity, but quality too,

so we have enjoyed seeing our cheese perform particularly strongly at this year's International Cheese and Dairy Awards winning five major trophies.

The annual show attracted over 4,000 cheese entries with some of the most competitive Cheddar classes including over 50 entries. Although we've had success in previous years, these results are the best ever. This year's trophy wins included Best English Creamery Cheddar and Best Welsh cheese of any variety plus 20 medals, recognising the outstanding cheese we make from the highest quality milk supplied by our members.

Our new on-farm milk and dairy vending franchise business Golden Hooves is continuing to grow. Our second vending



By Shelagh Hancock,
Chief Executive

site has been secured at Blue Dial Farm, Allonby in Cumbria and we wish them well with the launch in August.

Finally, we are looking for any committed cyclists among our members who would like to join farmer director Robert Craig on a challenging charity cycle in September. Robert and First Milk's Responsible Sourcing Manager Lee Truelove are cycling over 320 miles from the Lake District Creamery to our creamery in Haverfordwest. They will begin on 16th September raising funds for our chosen charity Macmillan Cancer Support. Anyone keen to join them on all or part of the route, please do let us know. Donations can also be made through [gofundme](https://www.gofundme.com).

First Milk AGM

REMINDER

Thursday 4th August 2022 at 12 noon

The 2022 AGM is being held at:
**FarmED, Honeydale Farm, Station Road,
Shipton-under-Wychwood, Chipping Norton,
Oxfordshire, OX7 6BJ**
and by **video conference call**.

Please do join us either online or in person. FarmEd is a demonstration farm specialising in regenerative agriculture. If you would like to tour the farm after the AGM, please contact the Membership Team on 0141 847 6800 or membershipteam@firstmilk.co.uk

To attend the meeting online, please use the codes and link included in the email from Civica Election Services. If you received your AGM papers by post, please contact the secretary at anguswaugh@firstmilk.co.uk or on 07966 391242 for a meeting link and codes.

Prior to the AGM, if you wish to know more about navigating the site on the day, please click [this link](#) for instructions on how to join the meeting, vote online and submit questions.

Council chat: Profile Adjustment Scheme (PAS)



Council plays a central role in First Milk's processes to determine pricing and that includes reviewing the Profile Adjustment Scheme (PAS). One of these regular reviews took place recently, which encompassed the consideration of member views gathered at the latest round of farmhouse meetings.

PAS is First Milk's form of seasonality, to encourage an even supply of milk across the year. Unlike other similar schemes, PAS spreads that seasonality across the whole year.

Member feedback informed Council that members like how PAS works overall, finding it simple and easy to understand, and useful from a cashflow perspective. If there isn't an issue with the supply profile, most members do not wish to see a change to the current system.

Subsequent Council deliberations concluded PAS remains fit for purpose and there is currently no reason to alter it. The milk supply profile remains adequate, and the Council feels the PAS is the right system for First Milk members. The Council remains vigilant however and is ready to reconsider its view if there is any deterioration in milk supply profile.



Esther Stephens

Esther Stephens has recently joined First Milk as Membership Administrator, bringing with her previous work experience as a farm liaison officer for an organic milk pool based in Somerset.

Despite spending time across the Severn Bridge, Esther's background is very firmly set in West Wales. She was raised and has returned to living on a dairy farm in Carmarthenshire and graduated with an agriculture degree from Aberystwyth University.

Asked about her interests outside work, Esther lists dairy farming first and foremost, but is also a keen baker and loves spending time with her many friends. She is also a first language Welsh speaker.

Esther is looking forward to meeting and spending time on farm with members, learning about their vital role within the business. "I'm sure my dairying background will be advantageous in supporting members. I'll do my best to help – Fe wnai fy ngorau i'ch helpu."



Membership Manager Peter Llewellyn described Esther as a great addition to the membership team: "Esther will be performing administrative tasks as well as being members' first point of contact, while also coordinating our regenerative farming work in West Wales."

Regenerative farming workshops

We have set up another series of regenerative farming workshops to run during August and strongly encourage members to join us. This year, the workshops will vary by location. Final details will be sent out as they become available but please save the dates as follows:

Date (August)	Topic	Venue
Wednesday 3rd	Soil Farmer of the Year runner up Andrew Rees	Moor Farm, Walwyns Castle, Haverfordwest, SA62 3EE
Thursday 4th	Regenerative farming demonstration farm (following the First Milk AGM)	FarmEd, Chipping Norton, Oxfordshire, OX7 6BJ
Tuesday 9th	Tillage and cover crops with Farm Carbon Toolkit	Teams Live
Tuesday 9th	Diverse leys for productivity and soil health; breathing soils	Smerrills Farm, Radbourne, Derbyshire, DE6 4LZ
Wednesday 10th	Maximising milk from forage; precision weeding in grassland	Stranraer
Wednesday 10th	Cow health: antibiotics, dung beetles, biodiversity	Nantyrhebog, Llysonnen Road, Carmarthen, SA33 5DY
Thursday 11th	Diverse leys for productivity and soil health; breathing soils	Malthouse Farm, Stottesdon, Kidderminster, DY14 8TU
Thursday 11th	Cow health: antibiotics, dung beetles, biodiversity	Fagwr Fran East, Puncteston, Pembrokeshire, SA62 5RW
Wednesday 17th	Cow health: antibiotics, dung beetles, biodiversity; diverse leys	Campbeltown
Thursday 18th	Cow health: antibiotics, dung beetles, biodiversity; diverse leys	Lanarkshire

RABDF Entrepreneurs in Dairying sponsorship

First Milk is once again offering sponsorship to five individuals for the [RABDF Entrepreneurs in Dairying](#) course. A business training programme for aspiring dairy producers, it covers all the important aspects of running a successful dairy business. The course runs from September to December 2022 and will be a mix of face-to-face and online sessions.

Sponsorship covers course fees and travel. To apply for a sponsored place, please email your CV and a covering letter to membershipteam@firstmilk.co.uk by **Thursday 1st September**.

Insuring against non-collection of milk

The risk of milk not being collected is usually associated with adverse winter weather, but accounts of roads, runways and rail tracks melting in the recent extreme heat, prompts us to remind members there is never a wrong time to review their insurance cover.

As well as reviewing our contingency plans with our hauliers, we strongly recommend all members have adequate insurance to cover any milk run to waste if collection is not possible.

Our plans aim to ensure all First Milk sites and depots are well prepared for adverse conditions with robust procedures in place to safeguard the smooth running of the business where possible.

To help us mitigate the effects of adverse conditions, we request the following from our members:

- 1. Contact:** Check First Milk has up-to-date contact details for you, particularly phone numbers and email address. These can be checked via the First4Milk app.
- 2. Tanks:** Tell us about any changes to your farm tank size(s)
- 3. Collections:** If milk collections are missed, please contact your tanker depot
- 4. Insurance:** Ensure you have insurance to cover any milk run to waste if collection is not possible
- 5. Banned:** The use of emergency tanks is not allowed

First Milk success at the world's biggest cheese show

First Milk cheese performed particularly strongly at this year's International Cheese and Dairy Awards winning five major trophies:

- The Volac Trophy: Best Medium Creamery-block Cheddar
- The Tetra Pak Tebel Award: Best Extra Mature Creamery-block Cheddar
- The CHR Hansen Double Gloucester Cheese Trophy: Champion Double Gloucester
- The South Caernarfon Creameries Award: Best Welsh cheese of any variety
- The Alpma GB Trophy: Champion Home International Cheese of any variety (judged between the best cheese in show from each home country – England, Scotland, Wales and Ireland)

Supporting these trophy wins were 20 medals, almost half being much-coveted golds. Haverfordwest Creamery collected a record seven golds, four silvers and five bronze medals, with a top award in most categories across its full range of cheeses.

It was the vintage and extra mature varieties from the Lake District Creamery in Aspatria which received the highest accolades, including Best English Creamery Cheddar in Show for its Vintage Cheddar.



First Milk team members at Lake District Creamery with some of the awards



Haverfordwest Creamery team members with their trophy and medal haul



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