

5 Minute Cash flow

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Dairy KT Team

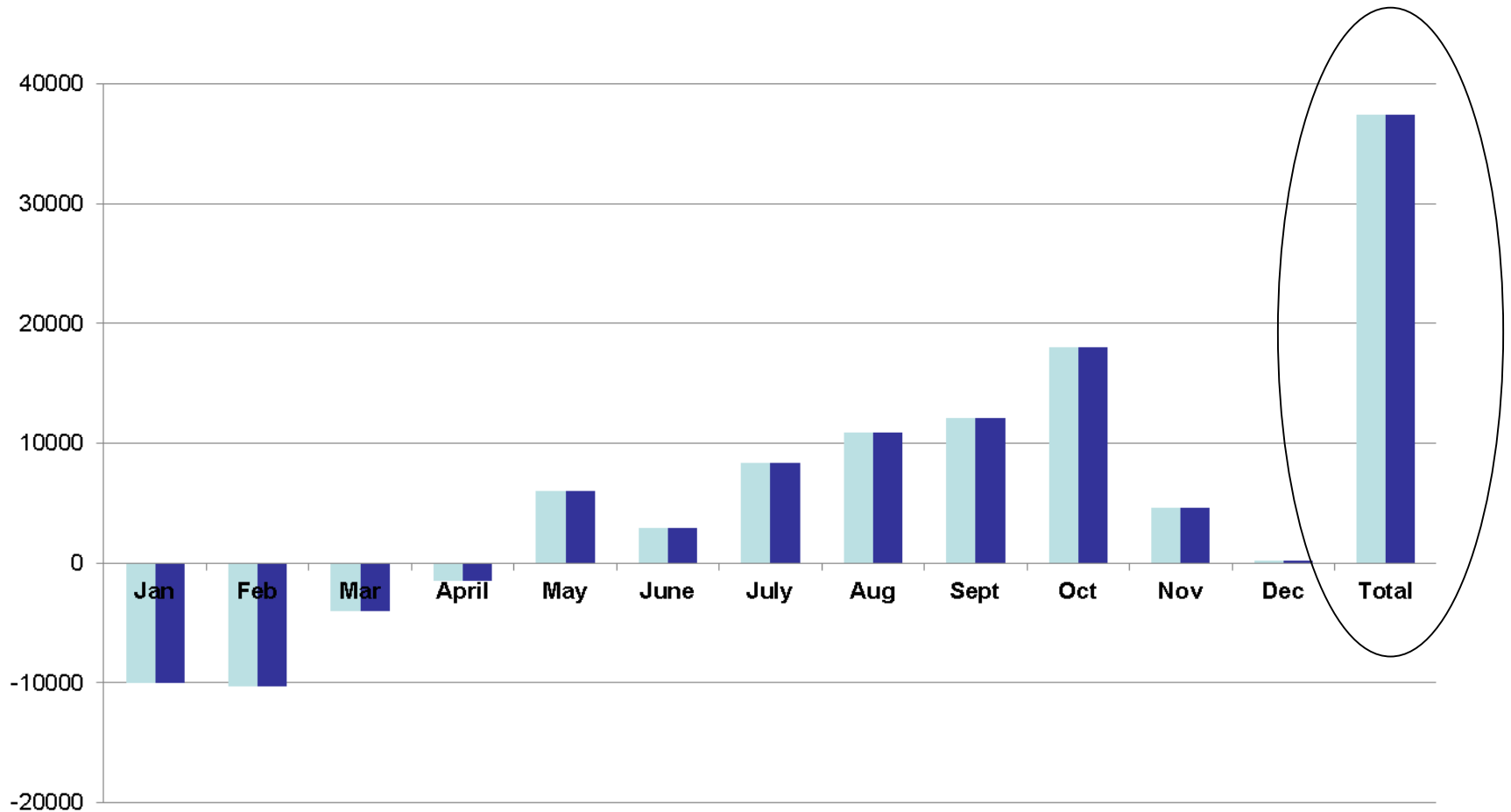
5 Minute Cash flow

- **Best practice to monitor your cash flow**
 - Gives a understanding of your business
 - Can help aid business decisions
 - Identifies any potential problem early
- **Half way through the year**
 - Take time to see how your business is performing
 - Are you above or below target
 - 5 minute cash flow sheet

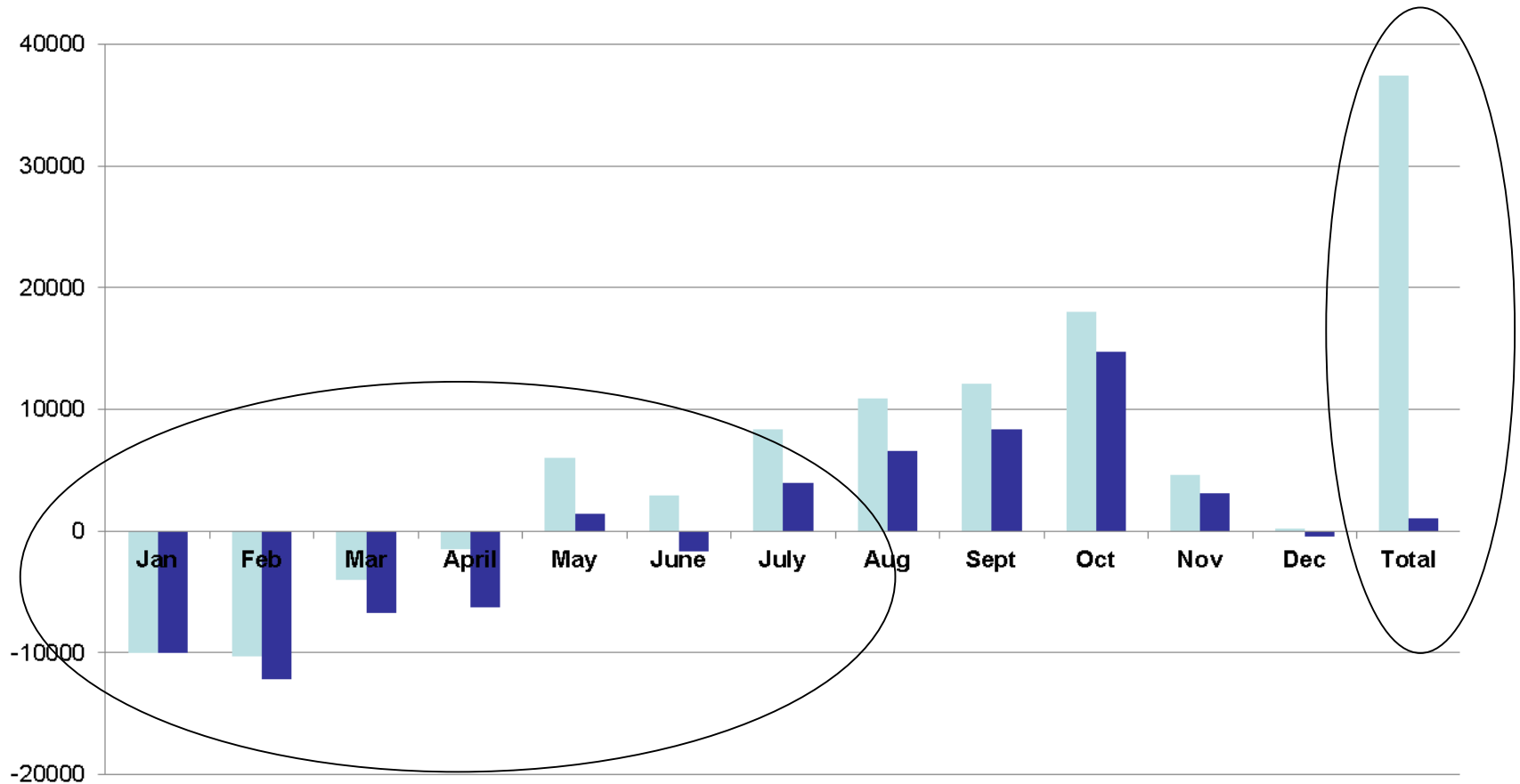
Cash flow Issue Best Practice

- Establish current position
 - Up to date tax accounts
 - Bank Statements
 - All debt
- Walk the farm
 - EPM
 - ICBF reports
 - Meet all involved
- Cash flow Plan
 - Cost control Planner
 - Cashminder etc
- Discuss with Accountant
- Contact Bank
- Monitor Progress

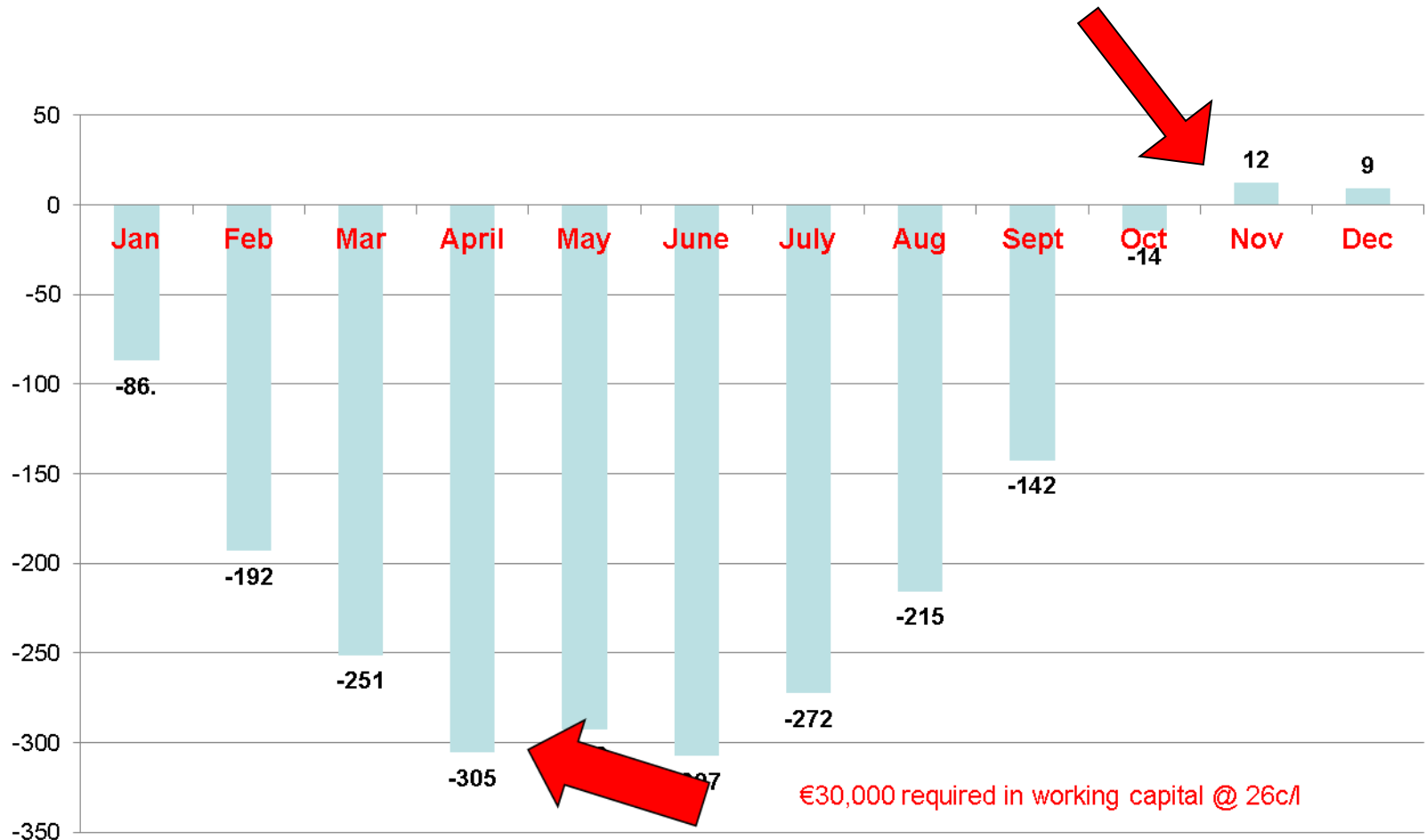
Cash Flow graph (32c/l)



Cash flow Graph (26c/l)



Cash required to run the Business 26c/l



The 5 Minute Cash Flow

		This Year	Last Year
Name	<input type="text"/>		
Date	<input type="text"/>		
Cow Numbers (number)		<input type="text"/>	<input type="text"/>
Other Stock		<input type="text"/>	<input type="text"/>
Bank Balance Today		€ <input type="text"/>	A € <input type="text"/>
Milk Sale to year litres	Litres	<input type="text"/> Litres	<input type="text"/> Litres
Milk Price to year end (your estimate)	Cents	<input type="text"/> Cents	<input type="text"/> Cents
Milk Output to year end (total €)	B	€ <input type="text"/>	€ <input type="text"/>
Animal Sales to year end	C	€ <input type="text"/>	€ <input type="text"/>
Direct Payments to year end	D	€ <input type="text"/>	€ <input type="text"/>
Total Cash Inflow	B+C+D	€ <input type="text"/>	X € <input type="text"/>
Once off Investments to year end	E	€ <input type="text"/>	€ <input type="text"/>
Tax Bill to be paid	F	€ <input type="text"/>	€ <input type="text"/>
Contractor	G	€ <input type="text"/>	€ <input type="text"/>
Feed Costs to year end	H	€ <input type="text"/>	€ <input type="text"/>
Vet and Other costs to year end	I	€ <input type="text"/>	€ <input type="text"/>
Loan Repayments to year end	J	€ <input type="text"/>	€ <input type="text"/>
Family Living costs to year end	K	€ <input type="text"/>	€ <input type="text"/>
Total Cash Outflows	E+F+G+H+I+J+K	€ <input type="text"/>	Y € <input type="text"/>
NET CASH FLOW	X - Y	€ <input type="text"/>	Z € <input type="text"/>
Predicted Bank Balance on 31 Dec	A + Z	€ <input type="text"/>	€ <input type="text"/>

List of all current debt as of today ____/____/20____

	Loan Name/ Debtor	Current Amount Outstanding	Remaining Loan Term (years)	Current Interest Rate	Total Repayment per year	Payments due from today to 31st Dec. 20____
Term Loans (incl. house mortgage)		€		%	€	€
		€		%	€	€
		€		%	€	€
		€		%	€	€
Overdraft & Stocking Loans		€		%	€	€
		€		%	€	€
		€		%	€	€
Merchant Co-Op Debt (+outstanding farm-to-farm debt)		€		%		€
		€		%		€
		€		%		€
		€		%		€
Hire Purchase/ Finance		€		%	€	€
		€		%	€	€
TOTAL PAYMENTS						€

Cash Flow Projection

Cash Out [to 31st December 20_____]	Current outstanding to date	From Today to 31st December 20_____	Estimate Cash Out to year end
Total Repayments From above	€	€	€
Feed & Fertiliser		€	€
Contractor	€	€	€
Vet	€	€	€
Other Operating Expenses	€	€	€
Health Ins/Policies (Pension etc.)	€	€	€
Tax	€	€	€
Living Expenses	€	€	€
TOTAL PAYMENTS			€
Cash In [to 31 st December 20_____]	DUE NOW	Due From Today to 31st December 20_____	
Farm Sales (Milk + other Sales less Exp. not included above)		€	€
Direct Payments (BPS, GLAS, etc.)		€	€
Off Farm Income (Net)		€	€
Child Benefit, Pension, Farm Assist		€	€
TOTAL NET CASH AVAILABLE			€
BALANCE SURPLUS /DEFICIT (Deficit should not exceed available merchant credit and OD limit)			

IST Training

Lets Talk Dairy poll results:

- 40% expected some cash flow
- 20% didn't know
- Main source of financial advice is the Accountant
- Only 30% were using computer software for cash flow management
- 90% claimed to do some form of cash flow planning

	Your Herd	Glanbia Average	Glanbia Top 10%	Your Rank out of 100	Your Star Rating
Milk performance for 2019 (Jan - Dec) based on Glanbia data					
Fat + Protein (Kg/cow) Average Fat and Protein yield per cow for your herd	443	416	513	59%	* * *
Litres per Cow per Day Avg litres of Milk per cow from Jan - Dec 2019	15.16	13.98	17.1	64%	* * * *
Fat % to end December 2019 Weighted average Fat % from Jan - Dec 2019	4.15	4.22	4.47	39%	* *
Protein % to end December 2019 Weighted average Protein % from Jan - Dec 2019	3.5	3.57	3.72	27%	* *
Average Milk Price (cpl) Incl. VAT Average milk price received from Jan - Dec 2019, (Includes Bonuses/Penalties, Excludes Levies)	35.8	34.3	36.7	80%	* * * *
SCC (,000 cells/ml) The weighted average Somatic Cell Count for Jan - Dec 2019	162	177	93	52%	* * *
Fertility & Calving data based on HerdPlus 2019 Calving Report					
Calving Interval (days) Average number of days between successive calvings for cows calved during the period	382	388	365	43%	* * *
Spring 6 Week Calving Rate Number of cows/heifers calved within the first 6 wks (111) as a proportion of all cows calved during the Spring (137)	81%	68%	88%	74%	* * * *
% with known Sire and Calving Survey recorded Calves where sire (122) and calving survey (133) are recorded as a proportion of all births during the period (138)	92%	63%	100%	57%	* * *
%AI bred replacements Calves born in the period from dairy AI (25) as a proportion of dairy females born (34)	74%	58%	100%	46%	* * *
% of Heifers Calved at 22-26 months No. of heifers calved (37) that were between 22 & 26 months of age (37)	100%	69%	100%	100%	* * * * *
EBI Statistics based on the latest HerdPlus EBI report 2020					
Herd EBI (2020) Average EBI for Cows (116) with EBI data	€136	€107	€147	81%	* * * * *
EBI of 2020 Inseminations Weighted Average EBI of dairy AI bulls recorded in Spring 2020	€281	€236	€284	86%	* * * * *

Farmer sample

- Total repayments €42,000
- Drawings €36,000
- Tax estimated @ €13,000

Dry farm prone to drought.

Feed cost per cow in 2018 @ €780/cow