

## What is Cash Flow?

**Cash flow is the movement of money in and out of a business**

**Money IN (Receipts)**

**Less Money OUT (Payments)**

**= Net Cash Flow**



## Teagasc Cost Control Planner (CCP)

- The Teagasc Cost Control Planner is a tool for recording cash flow
- It is a Microsoft Excel spreadsheet which can be used to record & analyse your farm cash movements

## CCP – You input....

- Monthly cash in / cash out
- Livestock Numbers at month end
- Livestock Sales & Purchases
- Milk details for each month
- Optional annual & monthly budget for cash flow also available

## CCP – You get back....

- Totals of all **cash received & paid** split up into categories
- Your **net cash position** shown per month and year-to-date
- All your livestock sales/ purchases details **recorded in one place**
- The Teagasc eProfit Monitor input sheet – **95% complete**

## Required for the programme..

- To operate the Teagasc Cost Control Planner you need....
  - A computer..
  - With Microsoft Excel
    - Microsoft Office – Student Edition (which includes Excel) is available from computer shops priced at around €70*
  - A copy of the Cost Control Planner programme – supplied free to clients of Teagasc

## Main CCP programme rules!

- Record when money **ACTUALLY** changes hands – either received or paid
- Allocate each receipt/ payment to the correct category
  - Avoid using ‘Sundry’ category unless you have to
- Record ALL transactions including bank standing orders/ direct debits/ bank charges
- Keep your records up-to-date monthly
- See **checklist** for main paper records required to keep your CCP records

## To record a transaction...

- Minimum requirement for each entry
  - The category for the Receipt or Payment
  - The € amount
- Optional information
  - The Date
  - Other Transaction details
    - e.g. contact name / cheque number / lodgement number

## Other records

- Stock sales & purchases
  - € amounts for sales & purchases will feed into monthly cash flow receipts & payments
- Milk details
  - milk sales receipts feed into monthly cash flow
  - Milk solids analysis – graphs
- Fertiliser & concentrate usage

## Example CCP- Receipts for February

<div style="display: flex; justify-content: space-around; align-items: center;"> <span style="border: 1px solid black; padding: 2px 10px;">Menu</span> <span style="border: 1px solid black; padding: 2px 10px;">Print</span> <span style="border: 1px solid black; padding: 2px 10px;">Livestock Sales</span> <span style="border: 1px solid black; padding: 2px 10px;">February Payments</span> <span style="border: 1px solid black; padding: 2px 10px;">Milk Details</span> </div>				
<b>Receipts for February 2010</b>				
Date	Receipt Info.	Apportioned to	Total	Milk Sales
<b>2010</b>			<b>€8,402</b>	<b>1,473</b>
	Monthly Milk Sales Receipts (from Milk Details)		€1,473	1,473
	Monthly Livestock Sales Receipts (from Livestock Sales Details)		€6,329	
1	03-Feb Suckler Welfare Payment	Premia (Cattle)	€600.00	
2				
3				
4				

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<b>Receipts for February 2010</b>				
<div style="display: flex; justify-content: space-between; align-items: flex-start;"> <div style="width: 20%;"> <p style="border: 1px solid black; padding: 2px; margin-bottom: 5px;">Go to menu</p> <p style="border: 1px solid black; padding: 2px; margin-bottom: 5px;">Print All records for this month</p> </div> <div style="width: 60%; text-align: center;"> <p style="border: 1px solid black; padding: 5px; background-color: #fff9c4; margin: 0 auto;">Jump to Livestock Sales / Payments for this month OR Milk Details</p> </div> </div>				
<b>2010</b>			<b>€8,402</b>	<b>1,473</b>
	Monthly Milk Sales Receipts (from Milk Details)		€1,473	1,473
	Monthly Livestock Sales Receipts (from Livestock Sales Details)		€6,329	
1	<div style="border: 1px solid black; padding: 2px; background-color: #fff9c4; display: inline-block;"> <p>The Milk Sales figure comes in from the figures entered on the Milk Details screen</p> </div>		€600.00	
2	<div style="border: 1px solid black; padding: 2px; background-color: #fff9c4; display: inline-block;"> <p>The Livestock Sales figure comes in from figures entered in the Livestock Sales Details screen</p> </div>			
3				
4				

Payments    Milk Details

**The “AppORTioned to” & “Total” columns are the important ones!**

Receipts for February 2010

Date	Receipt Info.	AppORTioned to	Total	Milk Sales
2010			€8,402	1,473
Monthly Milk Sales Receipts (from Milk Details)			€1,473	1,473
Monthly Livestock Sales Receipts (from Livestock Sales Details)			€6,329	
1 03-Feb	Suckler Welfare Payment	Premia (Cattle)	€600.00	
2				
3				
4				

**For each transaction**  
 1. In the AppORTioned to column  
 Select a category for the transaction  
 2. In the Total column - Enter the € amount

Menu    Print    Live

**The “Date” & “Receipt Info” columns are optional!**

Receipts for February 2010

Date	Receipt Info.	AppORTioned to	Total	Milk Sales
2010			€8,402	1,473
Monthly Milk Sales Receipts (from Milk Details)			€1,473	1,473
Monthly Livestock Sales Receipts (from Livestock Sales Details)			€6,329	
1 03-Feb	Suckler Welfare Payment	Premia (Cattle)	€600.00	
2				
3				
4				

**“Receipt Info” is for additional information that you would like to record e.g. contact name, lodgement number**

<b>Menu</b>	<b>Print</b>	<b>Livestock Purchases</b>	<b>February Receipts</b>
<b>Payments for February 2010</b>			
Date	Payment Information	Apportioned to	Total
<b>2010</b>			<b>€11,732</b>
<b>Monthly Livestock Purchases (from Livestock Purchase Details)</b>			<b>€529</b>
<b>Total Levies &amp; Transport (Livestock) paid this month</b>			<b>€240</b>
1	04-Feb	Life Assurance -DD	Pension, Savings, Life Assur.
			€800.00
2	04-Feb	Cash Wdrl	Drawings (Living Exps)
			€1,340.00
3	11-Feb	405	Insurance
			€1,700.00
4	15-Feb	406	ESB
			€351.00

<b>Menu</b>	<b>Print</b>	<b>Livestock Purchases</b>	<b>February Receipts</b>
<b>Payments for February 2010</b>			
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<b>2010</b>			<b>€11,732</b>
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			€351.00

**Jump to Livestock Purchases / Receipts for this month**

**The Livestock Purchases figure comes in from figures entered in the Livestock Purchases screen**



Menu

Print

Livestock Purchases

February Receipts

## Payments for February 2010

Date	Payment Information	Apportioned to	Total
2010			€11,732
Monthly Livestock Purchases (from Livestock Purchase Details)			€529
<b>Total Levies &amp; Transport (Livestock) paid this month</b>			<b>€240</b>
1	04 Feb	Life Assurance, DD	€800.00
2		Devon, Spring, Life Assur	€1,340.00
3			€1,700.00
4			€351.00

The "Levies & Transport" figure comes in from figures entered in the Livestock Sales, Livestock Purchases, Milk Details Screens

Menu

## Livestock Sales Details

Sale date (dd/mm/yy)	Number of Stock	Stock Type	Live or Carcass	Total Carcass Weight (kg)	Estimated Kill Out %	Total Liveweight (kg)	Gross Sales Value (€)	Sales Levies (€)	Transport Costs (€)
TOTAL >>>	68					40382	55192	1070	756
02/01/10	10	Cattle 1-2 yrs Male	Carcass	3300	55 %	6000	9042	110	
02/01/10	7	Dairy Cows	Carcass	1960	51 %	3843	4508	252	190
16/02/10	7	Cattle 1-2 yrs Male	Carcass	2310	55 %	4200	6329.4	98	90
12/04/10	7	Cattle 2+ yrs Male	Carcass	2450	53 %	4623	6713	90	90
13/04/10	8	Dairy Cows	Carcass	2240	51 %	4392	5152	240	96
04/06/10	2	New Born Dairy Calves	Live			100	240		
25/08/10	12	Cattle 2+ yrs Male	Carcass	4200	53 %	7925	11508	120	120
10/10/10	15	Cattle 1-2 yrs Male	Live			9300	11700	160	170



## Livestock Purchase Details

	Purchase date (dd/mm/yy)	Number of Stock	Stock Type	Total Liveweight (kg)	Purchase Value (€)	Purchase Levies (€)	Transport Costs (€)
	TOTAL >>>	71		13210	32841		
1	16/01/10	1	Cattle 0-6 mth Female	180	380	15	13
2	26/01/10	1	Cattle 6-12 mth Female	300	539	12	10
3	09/02/10	1	Cattle 6-12 mth Male	285	529	15	11
4	02/03/10	1	Stock Bull	800	1100	10	12
5	09/03/10	5	Cattle 6-12 mth Male	1480	2540	65	60
6	16/03/10	6	Cattle 1-2 yrs Male	1680	2950	90	84



You may keep a more detailed breakdown of the Cattle Stock categories by clicking on 'Un-Hide Detailed Cattle Categories'

Un Hide Detailed Cattle Categories

### Stock Numbers

Stock Type	Start Jan	End Jan	End Feb	End Mar	End Apr	End May	End Jun	End Jul	End Aug	End Sep	End Oct	End Nov	End Dec	Average No's
Dairy Cows	30	72	79	85	77	77	77	77	77	77	77	77	77	77
Suckler Cows														
Stock Bulls														
Dairy Repl Heifers 0-1 yrs	9	9	9	9	9	9	9	9	9	9	9	9	9	9
Dairy Repl Heifers 1-2 yrs	2	22	22	22	22	22	22	22	22	22	22	22	22	22
Dairy Repl Heifers 2+ yrs	35	35	35	35	35	35	35	35	35	35	35	35	35	35
Cattle 0-1 yrs	80	80	66	63	75	70	72	72	72	72	72	72	72	72
Cattle 1-2 yrs	41	41	52	71	78	81	80	80	80	80	80	78	75	73
Cattle 2+ yrs	15	15	18	14	9	14	14	14	4	4	4	6	9	9
Ewes														
Rams														
Stores / Hoggets														

**MONTHLY STOCK TABLE**  
Enter the number of stock on hand at the end of each month

Milk Details 2010		Milk Quota Owned (litres)		400,000		Daily Milk Solids Graph							
		Milk Quota Leased (litres)		10,000		Cumul. Milk Solids Graph							
		Total Liquid Quota (litres)				Print Table & Graphs							
		Max milking cows for year		77 cows									
<a href="#">Menu</a>													
Month	Milk Litres Sold	Total Milk Net Value (€) (excl. Statutory Levies **)	Net Price c/ litre (€)	Trans. & Non-Stat. Levies (€)	Fat %	Protein %	Lactose %	SCC (,000)	TBC (,000)	Days in Monthly Collection	Average Cows in Milk	Milk to Calves & House (l)	Total Milk Produced (litres)
January													
February	5620	€1,473	26.21	€32	3.64%	3.28%	3.80%	150	60	28	32	1100	6720
March	29560	€7,685	26.00	€85	3.64%	3.29%	3.90%	200	50	31	55	1500	31060
April	57000	€14,592	25.60	€113	3.51%	3.31%	4.00%	180	80	30	75	1500	58500
May	55250	€14,100	25.52	€112	3.50%	3.31%	3.80%	100	60	31	75	1100	56350
June	52785	€12,950	24.53	€110	3.56%	3.28%	3.70%	80	50	30	77	500	53285
July	51433	€12,650	24.60	€108	3.60%	3.20%	3.75%	110	55	31	77	80	51513
August	42100	€10,146	24.10	€101	3.64%	3.21%	3.80%	100	80	31	77	80	42180
September	36880	€9,810	26.60	€88	3.72%	3.39%	3.56%	210	60	30	60	80	36960
October	31100	€8,365	26.90	€80	3.89%	3.50%	3.62%	200	40	31	54	80	31180
November	18400	€4,985	27.09	€44	4.10%	3.70%	3.90%	250	30	31	35	80	18480
December													
<b>Weighted Average</b>			25.45 c/ litre		3.63%	3.32%	3.78%	148	,000 SCC				

Fertiliser/Lime Usage 2010		Enter details of opening stock of fertiliser.		Enter fertiliser purchase details on delivery.		Update the details under quantity used as you use it.		The 'Carry Over' column is to record fertiliser not used at the year end.	
<a href="#">Menu</a>		<a href="#">Print</a>							
Date Day/ Month	Fertiliser Type	Own Reference	Quantity (tonnes)	Total Paid	Quantity Used (tonnes)		Price /tonne	Used Fertiliser Cost	
	<input checked="" type="radio"/> All Grassland <input type="radio"/> Grassland & Tillage	Totals >>>	16	€4,230	14	2		€3,744	
7 Feb	Urea	Co-Op	6	€1,800	6		€300	€1,800	
6 Jun	C.A.N.(Net Nitrate)	J.J Stores	10	€2,430	8	2	€243	€1,944	

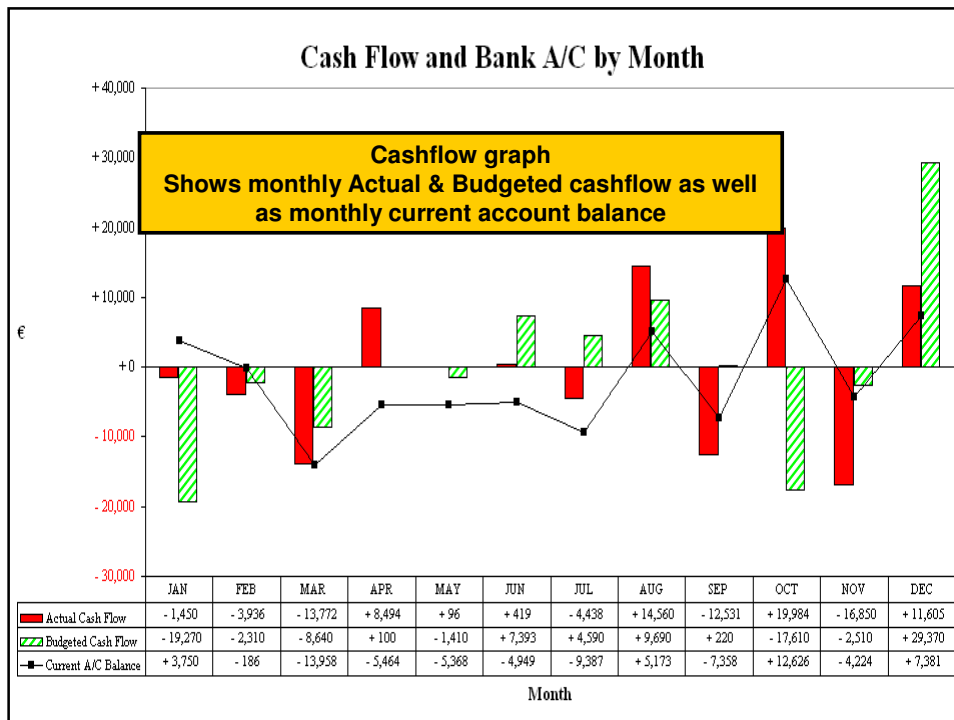
Concentrate/ Home Grown Feed Usage 2010				Enter details of opening stock of feed & enter feed purchase details on delivery Update the details under quantity used as you use it The 'Carry Over' column is to record feed not used at the year end						
<b>Menu</b>		<b>Print</b>								
Date Day/ Month	Concentrate/ Feed Type	Own Reference	Quantity (tonnes)	Total Price	Quantity Fed to					Carry Over
					Dairy	Repl.	Cattle	Sheep	Other	
Totals>>>			26	€5,070	12	1	8			5
5	Feb	Dairy Ration	18% + CalMag	6	€1,200	6				
8	Mar	Cattle/ Replacement Feed	16%	4	€620		1	3		
18	May	Dairy Ration	18%	6	€1,300	6				
23	Nov	Own Barley (Rolled)		10	€1,950			5		5

Monthly Cash Flow Records				First Quarter			Second Quarter			Third Quarter		
	Budgeted	Actual	Budget V	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP
	2010	2010	Actual									
<b>Total Receipts</b>	186,200	190,298	+ 4,098	13,550	7,802	7,685	26,457	14,100	13,190	12,650	21,654	9,810
<b>PAYMENTS</b>												
Dairy Feed	12,140	10,500	- 1,640	1,130	1,360	1,010	1,100	1,800	1,200	0	0	0
Cattle Feed	7,500	10,276	+ 2,776	0	1,217	0	2,341	0	2,914	2,914	0	0
Repl. Feed (Dairy)	0	0	+ 0	0	0	0	0	0	0	0	0	0
Calf Feed	0	0	+ 0	0	0	0	0	0	0	0	0	0
Sheep Feed	0	0	+ 0	0	0	0	0	0	0	0	0	0
Dairy Feed (Forage)	2,100	1,778	- 322	1,542	0	0	123	0	113	0	0	0
Cattle Feed (Forage)												
Repl. Feed (Forage)												
Sheep Feed (Forage)												
Fert. & Lime (Stock)												
Fert. & Lime (Tillage)												
Vet (Dairy)	4,500	3,125	- 1,375	254	0	0	1,271	0	0	800	0	800
Vet (Repl)	0	897	+ 897	0	0	0	0	0	297	0	0	0
Vet (Cattle)	0	885	+ 885	0	0	385	0	250	0	0	0	0
Vet (Sheep)	0	0	+ 0	0	0	0	0	0	0	0	0	0
All Breeding	2,000	2,535	+ 535	0	0	0	0	235	1,100	1,100	100	0
Contractor (Stock)	10,000	8,540	- 1,460	0	0	0	0	667	1,773	0	0	6,100

**MONTHLY CASH FLOW RECORDS REPORT**  
View monthly totals for all receipts & payments  
along with running total for the year to date.  
Also comparison with budget  
*(if budget completed)*

Cash Flow Budget		2010	First Quarter			Second Quarter			Third Quarter			Fourth Quarter		
Teagasc © V3.3	This Year 2010	Totals Check	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Total	13,000		13,000											
<b>BANK / LOAN REPAYMENTS</b>														
Bank Chg. /OD Merch Int.	2,000				200	200	200	200	200	200	200	200	200	200
Existing Loan Repayments	27,000		2,250	2,250	2,250	2,250	2,250	2,250	2,250	2,250	2,250	2,250	2,250	2,250
New Loan Repayments														
Total	29,000		2,250	2,250	2,450	2,450	2,450	2,450	2,450	2,450	2,450	2,450	2,450	2,450
<b>PERSONAL/ NON-FARM</b>														
Drawings (Living Exps)	17,000		2,200	1,200	1,400	1,500	1,600	1,800	1,200	1,100	1,100	1,100	1,200	1,600
Health Ins. (VHI, BUPA)	470								470					
Pension, Savings, Life Assur.	6,000		500	500	500	500	500	500	500	500	500	500	500	500
Taxation	9,000											9,000		
Other Non-Farm Payment 1														
Other Non-Farm Payment 2														
Total	32,470		2,700	1,700	1,900	2,000	2,100	2,300	2,170	1,600	1,600	10,600	1,700	2,100
<b>Total Expenditure</b>	<b>186,587</b>		<b>19,270</b>	<b>15,310</b>	<b>27,640</b>	<b>14,900</b>	<b>14,910</b>	<b>16,607</b>	<b>13,410</b>	<b>8,810</b>	<b>9,780</b>	<b>27,480</b>	<b>7,510</b>	<b>10,960</b>
<b>Net Cash Flow</b>	<b>-387</b>		<b>-19,270</b>	<b>-2,310</b>	<b>-8,640</b>	<b>+100</b>	<b>-1,410</b>	<b>+7,393</b>	<b>+4,590</b>	<b>+9,690</b>	<b>+220</b>	<b>-17,610</b>	<b>-2,510</b>	<b>+29,370</b>
<b>Current A/C Bal</b>	<b>+5,200</b>		<b>-14,070</b>	<b>-16,380</b>	<b>-25,020</b>	<b>-24,920</b>	<b>-26,330</b>	<b>-18,937</b>	<b>-14,347</b>	<b>-4,657</b>	<b>-4,437</b>	<b>-22,047</b>	<b>-24,557</b>	<b>+4,813</b>

FULL REPORT	Cash Flow Budget			Cash Flow Records			Variance Records V Budget
	Total Budget	January to June	Total Budget	Budget to June	Actual to June	January to June	
New Machinery (Net Cost)							
Purchase Land							
Purchase Quota							
Other Investment							
Total	13,000	13,000				14,210	+1,210
<b>BANK / LOAN REPAYMENTS</b>							
Bank Chg. /OD /Merch Int.	2,000	800	(1%)	(1%)	(0%)	392	-408 +
Existing Loan Repayments	27,000	13,500				15,198	+1,698
New Loan Repayments							
Total	29,000	14,300	(16%)	(17%)	(19%)	15,590	+1,290
<b>PERSONAL/ NON-FARM</b>							
Drawings (Living Exps)	17,000	9,700				8,603	-1,097 +
Health Ins. (VHI, BUPA)	470						
Pension, Savings, Life Assur.	6,000	3,000				4,000	+1,000
Taxation	9,000					160	+160
Other Non-Farm Payment 1							
Other Non-Farm Payment 2							
Total	32,470	12,700	(17%)	(15%)	(15%)	12,763	+63
<b>Total Expenditure</b>	<b>186,587</b>	<b>108,637</b>				<b>92,934</b>	<b>-15,704 +</b>
<b>Net Cash Flow</b>	<b>-387</b>	<b>-24,137</b>				<b>-10,149</b>	<b>+13,988 +</b>



### Teagasc Cost Control Plan

	Budgeted	Actual	Budgeted		Budgeted	Actual	Budgeted
	2010	2010	2011		2010	2010	2011
<b>RECEIPTS</b>				<b>PAYMENTS (Contd.)</b>			
Milk Sales	110,000	96,756	115,000	<b>Payments Subtotal</b>	92,650	77,235	85,358
Calf Sales (Dairy)	4,200	240	5,800	Insurance	4,317	3,188	4,500
Cow Sales (Dairy)	5,000	9,660	2,500	Professional Fees	1,400	636	700
Repl. Sales (Dairy)				Sundry Fixed Costs	11,000	2,517	5,500
Bull Sales				Land Lease	2,750	2,750	2,750
Cattle Sales	29,000	45,292	35,000	Quota Lease			
Lamb Sales				Other Farm Payment 1			
Tillage Sales				Other Farm Payment 2			
Wool Sales				<b>Total</b>	112,117	86,326	98,808
Single Farm Payment	38,000	38,350	37,950	<b>STOCK PURCHASES / INVESTMENTS</b>			
REPS / AEOS Payment				Purchase Cows (Dairy)			
Comp. Allowances (Headage)				Purchase Bulls		1,100	
Premia (Dairy)				Purchase Repl.'s (Dairy)			
Premia (Cattle)				Purchase Cattle		30,852	15,000
Premia (Sheep)				Purchase Sheep			
Setaside Ents. & Tillage Premia				New Buildings (Net Cost)	13,000		
Other Farm Receipt 1							