



**FARM  
FOCUS**

**Planning  
& Reporting**

# Farm planning

- + How to set up, manage and gain the most from a farm plan.

Creating a great working budget using Farm Focus, can be simple, you just need to know where to get started.

In farming, many factors are out of your control, but a good plan will enable you to respond quickly to unpredictable climatic conditions or commodity prices.

Well-prepared farmers are in a position to take advantage of opportunities as they arise and when the season isn't running to plan they can make informed decisions.

A well set up and managed plan creates a level of certainty and control, giving you the confidence to make decisions and enjoy the freedom to focus on what you do best – farming. This guide is designed to demonstrate how to budget effectively in Farm Focus.



# Knowledge is power

A plan is a powerful tool, when it is put to work.

Farmers are conditioned to expect the unexpected. The good news is that by creating a plan and revising it regularly you are able to forecast for different scenarios, so you are prepared and able to respond if things change. Planning enables you to know what levers are available and when to pull them, and focus on what you can control.

Making proactive decisions sooner rather than later can not only save you money, but can also remove the emotion from the decision.

*"A plan doesn't have to be perfect, there's nothing wrong with a plan that needs a little more improvement. Any plan is better than no plan."*

**Brian Eccles**



The screenshot shows the Farmplan software interface on a MacBook Pro. The main window is titled '2023/24 Working plan' for 'Dairy cattle'. The 'CASHFLOW' section displays a monthly breakdown of income and expenses. The 'Debt Ledger' section lists monthly payments for 'Wagisfarm monthly interest payment' from July 2023 to June 2024. The sidebar on the left shows 'INCOME' and 'Other Farm Income'. At the bottom, there are sections for 'Future capital purchases', 'OPENING/BALANCE', and 'CLOSING BALANCE'.



# Benefits of great **farm planning**

<p><b>+ The ability to plan into the future</b></p>	<p><b>+ Certainty to make decisions with confidence</b></p>	<p><b>+ Gains in productivity and profitability</b></p>
<p><b>+ Grounds for negotiating more favourable terms with your bank</b></p>	<p><b>+ Ability to manage cashflow and bank facility requirements</b></p>	<p><b>+ Communicate effectively with your wider team</b></p>
<p><b>+ Prepared for opportunities</b></p>	<p><b>+ Knowing the office work is taken care of gives you the freedom to get on with farming</b></p>	<p><b>+ A good night's sleep!</b></p>

For many farmers farming is more than just a business, it's a way of life. Whether your aspiration is to grow your business, buy more land, successfully pass it on to the next generation or spend more time with your family, a great working plan will help you achieve your goals.



## NOTES



# Planning for success steps

STEP  
1



## BUSINESS PLAN AND GOAL SETTING

Document your business aspirations short term and long term. What does success look like for you? Consider business, family, environmental and social.

STEP  
2



## DEVELOP FARM POLICY

With your goals in mind decide on the big policy issues like stocking rates, selling patterns, repairs and maintenance schedule and animal health plan.

STEP  
3



## UPDATE LIVESTOCK REC

Ensure that your stock numbers on hand are accurate, drawing a line in the sand if necessary.

STEP  
4



## PLAN INCOME

Budget for all your revenue – milk production, livestock sales and purchases and any other farm income.

STEP  
5



## PLAN EXPENSES

Budget for all your farm expenditure as well as any other expenses, for example capital purchases, drawings and debt servicing.

STEP  
6



## VALIDATE THE PLAN

Ensure your plan is realistic and achievable using past history, benchmarking data, current forecasts and share with your trusted team for confirmation and feedback.

STEP  
7



## SAVE A BASELINE

Lock down a saved read-only copy to refer back to and compare as the season progresses.



# Manage plans



The plan landing page allows you to manage your main Working plan, alternative scenario budgets and saved read-only copies of your Working plan.

The screenshot shows the 'Plan' landing page for a 'Dairy Demo' project. The timeline spans from June 2023 to April 2025. The 'ACTUALS' section is highlighted in blue. Below it, the '2023/24 Working plan' is listed. On the left, there are three categories: 'WORKING PLANS' (containing '2022/23 Actuals' and '2023/24 Working plan'), 'BASELINE' (containing '2022/23 Baseline plan (Current version)' and '2023/24 Baseline plan (Current version)'), and 'DRAFT' (empty). A green arrow points from the 'NEW' button in the timeline to a 'Create Plan' dialog box.

## Create Plan

### Data source

- Create empty plan
- Actuals + Plan  
Revision date: End of Feb 2024
- Actuals
- Plan



NEW

1

## What is the Working plan?

The Working plan is the main budget for your farm business. It combines your actual information to date (revision line) with planned future items; displaying what has happened, where your business is now and what is ahead.

As actual transactions are coded each month and the revision line moves forward, your actuals sit on top of your budget to automatically revise.

The Working plan extends year after year, with the closing balances and livestock numbers becoming the opening numbers for the following year.

(2)

## What is a Baseline?

A Baseline is a read-only copy of the Working plan saved at key points in the year.

Its purpose enables you to compare the revised Working plan or actuals to what you originally budgeted or at another key point in time.

A key benefit of creating a Baseline every time you update the Working plan is you have the ability to compare what was planned to what has and will happen.

3

## What is a Draft?

Draft plans are single year budgets used to explore what-if scenarios and opportunities.

Drafts can be promoted to become the Working plan should the scenarios become reality.



## NOTES



# Create a plan



Your most valuable asset is last year's figures, they're a great place to start.

If you have previous history in Farm Focus you have a powerful base to build a realistic budget. If you are new to Farm Focus this information can be sourced from your accountant or industry specific benchmarking data/tools.

## Create a new plan

- 1 Click on the **New button** for the next year.
- 2 Choose a **Data source**.

2

**Create Plan**

**Data source**

- Create empty plan
- Actuals + Plan  
Revision date: End of Feb 2024
- Actuals
- Plan

**NEW** **NEW**

### Data source options

#### Create empty plan

Start with a blank budget, other than opening balances from the prior year.

#### Actuals + Plan

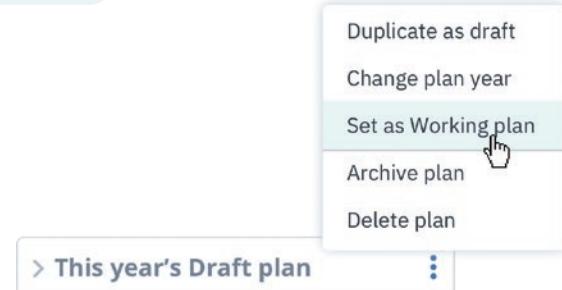
Use the revised Working plan if that is the most useful starting point for a future year or draft budget.

#### Actuals

A good way to start if your business is expected to perform much the same as a previous completed year.

#### Plan

If you have a good plan (previous year or draft) that can be easily adjusted, it can be used as the basis for the new plan.



## How to promote a draft plan

- 3 Promote the Draft to the Working plan if that draft becomes reality.

**NOTE:** A copy of the original Working plan is demoted to become a draft.



The screenshot shows the Farm Business Plan software interface. At the top, there's a navigation bar with 'My Farm Business' and a search bar. Below that is a header with 'Plan', 'Timeline' (which is underlined), and 'Archive'. The main area is a timeline from July 2023 to May 2025. It shows two main sections: 'ACTUALS' (2022/23) and '2023/24 Working plan'. The 'Working plan' section includes details: Name: Working plan, Created: by Jo H on 20 July 2022, Description: This plan includes one new FTE. Below the timeline, there are categories: 'WORKING PLANS' (with a line icon), 'BASELINE' (with a lock icon), 'DRAFT' (with a pencil icon), and 'FF' (with a document icon). A green line graph tracks progress across the timeline. In the 'DRAFT' section, there are three items: 'Suffolk Rd Lease' (with a pencil icon and a '3' in a green circle), 'This year status quo' (with a pencil icon and a '1' in a green circle), and another item with a pencil icon and a 'NEW' label.



## FARM FOCUS TIP

Although we suggest you start with an empty plan there are many data sources that you can use. There is no right or wrong way.

## Benefits of starting with an empty plan

- ① Creating an empty plan ensures the plan is built mindfully, line by line, rather than just adopting last year's actuals. This option means that everything in the plan has been put there by you.
- ② Excellent tools let you copy and spread across the months with minimal typing.
- ③ Use the compare icon,  so last year is visible to guide your decisions.
- ④ Where last year's information is useful, you can copy line two up to the working line.
- ⑤ A percentage increase or decrease can be applied when copying line two if needed.



## NOTES

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# Navigating plans



- 1 Move between Cashflow, Livestock and Dairy Forecaster (Dairy only). These three pages are connected.
- 2 ▼▼▼ Chevrons expand or collapse Sections, Categories or Extended codes.
- 3 Expand or collapse individual Sections, Categories or Extended codes.
- 4 Print the current view, Download a PDF or Export to Excel.
- 5 Compare 📈 to view another dataset on a second line (line two).
- 6 Filter to create, edit or view the plan by Tags or Bank Accounts.
- 7 Manage the plan view settings.
- 8 View in app tutorials.
- 9 Manage details about the plan settings including description and opening livestock numbers.
- 10 Expand to view opening and closing balances if you have multiple bank accounts.

1

2

3

4

5

6

7

8

9

10

Dairy Demo

← 2023/24 Working plan

Revision date: End of Feb 2024

Cashflow Livestock Dairy Forecaster

	Total	Jun 23	Jul 23	Aug 23	Sep 23	Oct 23	Nov 23	Dec 23	Jan 24	Feb 24	Mar 24	Apr 24	May 24	Plan
	Actuals													
INCOME	1,190,143	54,826	50,187	59,217	95,138	102,995	106,006	116,996	113,577	126,033	135,823	107,290	122,055	
Milk Production	1,095,821	52,357	47,718	51,593	91,256	100,160	98,754	114,526	111,108	102,846	128,503	104,840	92,161	
Dairy (Sales)	63,945			4,354	1,413	365	4,783			20,717	4,870		27,444	
Other Farm Income	30,376	2,470	2,470	3,270	2,470	2,470	2,470	2,470	2,470	2,470	2,450	2,450	2,450	
PURCHASES	(12,500)											(12,500)		
Dairy (Purchases)	(12,500)											(12,500)		
NET INCOME	1,177,643	54,826	50,187	59,217	95,138	102,995	106,006	116,996	113,577	126,033	135,823	94,790	122,055	
FARM EXPENDITURE	(761,720)	(54,153)	(34,204)	(36,852)	(46,775)	(40,863)	(56,620)	(131,872)	(65,496)	(104,751)	(124,624)	(36,198)	(29,311)	
Wages	(78,000)	(6,500)	(6,500)	(6,500)	(6,500)	(6,500)	(6,500)	(6,500)	(6,500)	(6,500)	(6,500)	(6,500)	(6,500)	
Animal Health	(55,044)	(8,342)	(2,515)	(7,107)	(8,870)	(5,370)	(3,850)	(5,610)	(3,200)	(1,707)	(5,830)	(913)	(1,730)	
Breeding Expenses	(20,437)	(560)	(1,878)	(339)	(313)	(301)	(1,605)	(11,391)	(538)		(285)	(1,693)	(1,533)	
Calf Rearing	(27,609)		(6,304)	(6,087)	(6,087)	(3,043)	(3,043)							
Dairy Shed	(15,378)	(1,973)	(712)	(1,702)	(851)	(1,419)	(761)	(851)	(837)	(837)	(3,034)		(2,400)	
Electricity	(26,357)	(2,041)	(2,308)	(2,345)	(2,427)	(2,437)	(2,476)	(2,460)	(2,507)		(2,439)	(2,449)	(2,469)	
Feed Grown														
Feed Purchased	(127,250)							(9,000)	(60,050)	(10,200)	(48,000)			
Fertiliser	(120,603)						(11,050)	(11,050)	(6,164)	(6,164)	(6,164)	(73,849)		
Freight														
Farm Working	(1,928)	(148)	(148)	(174)	(363)	(130)	(130)	(130)	(130)	(130)	(148)	(148)	(148)	
Grazing Expenses														
Health & Safety	(1,725)	(1,424)					(96)			(204)				
Irrigation														
Land Management														
Pasture Renewal	(14,300)											(14,300)		
Weed & Pest	(14,626)						(5,626)			(5,500)			(3,500)	
Repairs & Maintenance	(143,213)	(950)	(8,883)	(4,459)	(733)	(1,642)	(14,880)	(25,782)	(31,102)	(25,819)	(23,217)	(3,829)	(1,917)	
OPENING BALANCE	74,342	34,919	(7,218)	(6,214)	28,930	67,542	83,864	46,459	(57,127)	(52,897)	(75,160)	(27,955)	35,157	
CLOSING BALANCE	35,157	34,919	(7,218)	(6,214)	28,930	67,542	83,864	46,459	(57,127)	(52,897)	(75,160)	(27,955)	35,157	

## Revision line

Your Working plan automatically revises as each month is completed, but you can manually move the revision line or view actuals only.

← 2023/24 Working plan			
Revision date: End of Mar 2024			
Actuals only			
	Total	Jun 23	Jul
▼ INCO	Actuals		
▶ 📈	May 2023	1,154,191	54,826
▶ 📈	Jun 2023	1,059,850	52,357
▶ 📈	Jul 2023	63,945	4
▶ 📈	Aug 2023	30,396	2,470
▼ PURC	Sep 2023	(12,500)	
▶ 📈	Oct 2023	(12,500)	
▶ 📈	Nov 2023	(12,500)	
NET IN	Dec 2023	1,141,691	54,826
▼ FARM	Jan 2024	(646,625)	(54,153)
▶ 🌱	Feb 2024	(78,000)	(6,500)
▶ 🏠	Mar 2024: Current month	(49,213)	(8,342)
▶ 🐄	breeding expenses	(20,152)	(560)

## Save a Baseline

Use **Set read-only Baseline** to lock a read-only copy.



2023/24 Working plan				
Set read-only Baseline		Revision date: End of Feb 2024	Cash	
		Total	Jun 23	Jul 23
		Actuals		
▼	INCOME	1,190,143	54,826	50,121
▶	📅 Milk Production	1,095,821	52,357	47,121
▶	↗️ Dairy (Sales)	63,945		
▶	↗️ Other Farm Income	30,376	2,470	2,470
▼	PURCHASES	(12,500)		
▶	↗️ Dairy (Purchases)	(12,500)		
⌚	NET INCOME	1,177,643	54,826	50,121
▼	FARM EXPENDITURE	(761,720)	(54,153)	(34,228)
▶	↳ Wages	(78,000)	(6,500)	(6,500)
▶	➡️ Animal Health	(55,044)	(8,342)	(2,500)
▶	↗️ Breeding Expenses	(20,437)	(560)	(1,800)



## NOTES



# Using the cashflow



The Cashflow grid provides a clear picture of the cash position over a financial year.

- 1 Cashflow can be viewed on a cash basis or accrual basis.
- 2 **Always GST Exclusive.** The GST component and returns are automatically calculated to display a true opening and closing monthly bank balance.
- 3 Should you utilise an overdraft facility the overdraft and the overdraft interest will be automatically calculated, based on the overdraft interest rate entered in **Settings > Bank accounts**.
- 4 The Cashflow grid displays monthly cash values as well as the total annual value. The totals are displayed at Section, Category and Extended code level.



#### FARM FOCUS TIP

Plan as you code and code as you plan.

Sheep and Beef Demo ▾

← 2023/24 Working plan Cash

Revision date: End of Feb 2024

	Total	Jul 23	Aug 23	Sep 23	Oct 23	Nov 23	Dec 23	Jan 24	Feb 24	Mar 24	Apr 24	May 24	Jun 24
	Actuals									Plan			
▶ Feed Purchased	(9,250)								(6,000)			(3,250)	
▶ Fertiliser	(91,482)		(10,088)	(31,533)					(49,860)				
▶ Freight	(195)									(195)			
▶ Farm Working	(4,691)	(630)	(363)	(181)	(526)	(484)	(499)	(174)		(458)	(458)	(458)	(458)
▶ Grazing Expenses													
▶ Health & Safety	(1,196)	(848)				(348)							
▶ Irrigation													
▶ Land Management	(1,000)									(1,000)			
▶ Pasture Renewal	(11,200)				(6,200)					(5,000)			
▶ Shearing	(27,485)						(27,485)						
▶ Weed & Pest	(12,582)			(4,435)	(3,700)			(417)		(3,652)	(378)		
▶ Repairs & Maintenance	(38,502)	(2,223)	(338)	(4,333)	(1,471)	(1,024)	(5,227)	(1,486)		(2,900)	(18,100)	(900)	(500)
▶ Vehicle Expenses	(34,484)	(2,216)	(3,570)	(3,936)	(1,839)	(3,169)	(1,658)	(3,268)	(3,295)	(4,333)	(1,833)	(1,833)	(3,533)
▶ Administration	(14,007)	(1,876)	(878)	(878)	(1,433)	(878)	(878)	(1,463)	(878)	(836)	(836)	(836)	(2,336)
▶ Rates Insur ACC	(30,309)		(21,909)			(2,800)			(2,800)				(2,800)
⌚ FARM SURPLUS	236,373	(15,824)	(42,756)	(55,117)	(16,794)	100,433	54,201	223,701	26,087	24,772	(32,664)	(17,208)	(12,458)
⌚ INTEREST & RENT	(324,933)	(26,383)	(26,500)	(27,130)	(27,772)	(28,184)	(27,571)	(27,375)	(26,383)	(26,383)	(26,573)	(27,155)	(27,522)
⌚ OTHER	(153,735)	(18,067)	(6,067)	(6,067)	(6,067)	(18,067)	(6,067)	(6,067)	(47,500)	(17,067)	(10,567)	(6,067)	(6,067)
⌚ FIN YEAR SURPLUS	(242,295)	(60,274)	(75,323)	(88,314)	(50,633)	54,182	20,564	190,259	(47,797)	(18,678)	(69,805)	(50,429)	(46,047)
⌚ GST	(5,791)	(1,474)	(8,658)	2,780	(4,313)	27,617	6,271	12,860	1,615	(32,139)	(7,669)	1,432	(4,112)
⌚ GST	(5,791)	(1,474)	(8,658)	2,780	(4,313)	27,617	6,271	12,860	1,615	(32,139)	(7,669)	1,432	(4,112)
OPENING BALANCE	46,105	46,105	(15,643)	(99,624)	(185,158)	(240,104)	(158,306)	(131,470)	71,649	25,467	(25,351)	(102,825)	(151,822)
CLOSING BALANCE	(201,982)	(15,643)	(99,624)	(185,158)	(240,104)	(158,306)	(131,470)	71,649	25,467	(25,351)	(102,825)	(151,822)	(201,982)



#### FARM FOCUS TIP

We recommend that you use the worksheets to add all required detail for stock events.



HELP CENTRE TOPIC

Cashflow

Planning tools



# Time saving tools for building your plan

As you build your plan, take advantage of tools that can help to streamline the process.

Click into a cell in the Cashflow or Livestock rec, to see the available tools.

## Basic entry

Click into a cell to enter a \$ value only.

## View

Use **View** to go to the worksheet list view which displays all items recorded against each code.

## Add

Use **Add** to open a new worksheet to record additional details. See page 15 for more.

## Copy

Use **Copy** to repeat an item for a chosen frequency and duration, e.g. quarterly rates.



## NOTES

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← 2023/24 This year ↗ Cashflow Livestock Dairy Forecaster ▾

	Total	Jun 23	Jul 23	Aug 23	Sep 23	Oct 23	Nov 23	Dec 23	Jan 24
1. Animal Health	(1,214)	(8,942)	(4,910)	(7,207)	(8,670)	(8,770)	(8,770)	(8,770)	(8,770)
2. Breeding Expenses	(20,437)	(560)	(1,878)	(339)	(313)	(301)	(1)		
3. Calf Rearing	(27,609)		(6,304)	(6,087)	(6,087)	(3,043)	(3)		
4. Dairy Shed	(15,378)	(1,973)	(712)	(1,702)	(851)	(1,419)			
5. Electricity	(2,427)	(2,427)	(2,427)	(2,427)	(2,427)	(2,427)	(2,427)	(2,427)	(2,427)
6. Feed Growth	(5,000)	(5,000)							
7. Feed Purchased	(127,250)								
8. Balesage	(82,200)								
9. Hay	(45,050)								
10. Major Stage									
	<input type="button" value="View"/>	<input type="button" value="+ Add"/>	<input type="button" value="Copy"/>	<input type="button" value="Spread"/>	<input type="button" value="Clear"/>	<input type="button" value="% Adj"/>			

## Spread

Use **Spread** to divide a total amount over a specified period of time, such as an annual salary across the year or irrigation costs in the summer.

← 2023/24 This year ↗ Cashflow Livestock Dairy Forecaster ▾

	Total	Jun 23	Jul 23	Aug 23	Sep 23	Oct 23	Nov 23	Dec 23	Jan 24
1. Animal Health	(120,603)								
2. Feed	(11,050)	(11,050)	(11,050)	(11,050)	(11,050)	(11,050)	(11,050)	(11,050)	(11,050)
3. Irrigation	(14,626)	(14,626)	(14,626)	(14,626)	(14,626)	(14,626)	(14,626)	(14,626)	(14,626)
4. Labour	(3,500)	(3,500)	(3,500)	(3,500)	(3,500)	(3,500)	(3,500)	(3,500)	(3,500)
5. Materials	(1,928)	(1,928)	(1,928)	(1,928)	(1,928)	(1,928)	(1,928)	(1,928)	(1,928)
6. Power	(1,424)	(1,424)	(1,424)	(1,424)	(1,424)	(1,424)	(1,424)	(1,424)	(1,424)
7. Water	(1,372)	(1,372)	(1,372)	(1,372)	(1,372)	(1,372)	(1,372)	(1,372)	(1,372)
8. Working	(1,320)	(1,320)	(1,320)	(1,320)	(1,320)	(1,320)	(1,320)	(1,320)	(1,320)
9. Other	(1,300)	(1,300)	(1,300)	(1,300)	(1,300)	(1,300)	(1,300)	(1,300)	(1,300)
10. Total	(120,603)	(120,603)	(120,603)	(120,603)	(120,603)	(120,603)	(120,603)	(120,603)	(120,603)
	<input type="button" value="View"/>	<input type="button" value="+ Add"/>	<input type="button" value="Copy"/>	<input type="button" value="Spread"/>	<input type="button" value="Clear"/>	<input type="button" value="% Adj"/>			

## Clear

Use **Clear** to quickly remove items from the selected cell and remaining cells to the right.

**NOTE:** to clear an entire row, click on the first month in the plan.

← This year ↗ Cashflow Livestock Dairy Forecaster ▾

	Total	Jun 23	Jul 23	Aug 23	Sep 23	Oct 23	Nov 23	Dec 23	Jan 24	Feb 24	Mar 24
1. Animal Health	(26,357)	(2,041)	(2,308)	(2,345)	(2,427)	(2,437)	(2,476)	(2,460)	(2,507)	(2,439)	
2. Feed	(5,000)	(5,000)									
3. Irrigation	(127,250)						(9,000)	(60,050)	(10,200)	(48,000)	
4. Labour	(82,200)						(9,000)	(25,200)		(48,000)	
5. Materials	(45,050)						(34,850)	(10,200)			
6. Power	(120,603)						(11,050)	(11,050)	(6,164)	(6,164)	(6,164)
7. Water	(1,928)						(1,928)	(1,928)	(1,928)	(1,928)	(1,928)
8. Working	(1,424)						(1,424)	(1,424)	(1,424)	(1,424)	(1,424)
9. Other	(1,300)						(1,300)	(1,300)	(1,300)	(1,300)	(1,300)
10. Total	(120,603)	(120,603)	(120,603)	(120,603)	(120,603)	(120,603)	(120,603)	(120,603)	(120,603)	(120,603)	(120,603)
	<input type="button" value="View"/>	<input type="button" value="+ Add"/>	<input type="button" value="Copy"/>	<input type="button" value="Spread"/>	<input type="button" value="Clear"/>	<input type="button" value="% Adj"/>					

## Percentage adjustment

Apply an adjustment to your working line. Increase or decrease by a specified percentage to quantity, weight or price.

← 2023/24 This year ↗ Cashflow Livestock Dairy Forecaster ▾

	Total	Jun 23	Jul 23	Aug 23	Sep 23	Oct 23	Nov 23	Dec 23	Jan 24	Feb 24	Mar 24
1. Animal Health	(120,603)										
2. Feed	(11,050)										
3. Irrigation	(14,626)										
4. Labour	(3,500)										
5. Materials	(1,928)										
6. Power	(1,424)										
7. Water	(1,372)										
8. Working	(1,320)										
9. Other	(1,300)										
10. Total	(120,603)	(120,603)	(120,603)	(120,603)	(120,603)	(120,603)	(120,603)	(120,603)	(120,603)	(120,603)	(120,603)
	<input type="button" value="View"/>	<input type="button" value="+ Add"/>	<input type="button" value="Copy"/>	<input type="button" value="Spread"/>	<input type="button" value="Clear"/>	<input type="button" value="% Adj"/>					

## Copy line 2

This is available when the compare data view has been selected. Use it to copy items up to the working line, with the option to apply an adjustment.



## NOTES



# Using worksheets to drill into the detail

Dollar values can be entered directly into the grid, however worksheets are a great way to add detail to planned items explaining your assumptions and communicating more information.

Click **+ Add** to create a worksheet.



## Cashflow

- Payment term allows a different invoice date to be recorded which is useful for accrual view and for financial year reporting.
- The Description field is useful to record any assumptions or details.
- A Tag can be allocated to a planned event.
- Quantities can be recorded and the unit price used as a multiplier.
- An additional Notes field is also available for more comprehensive notes.

## Livestock

- Event date is the date that the stock leave or arrive on farm.
- Select the event type.
- For sales and purchases a quantity and weight will be required.
- Weights can be entered as total kgs or per head.
- Price can be entered as a per kg or per head price.
- For births a parent code must be selected.
- For transfers the **transfer to** stock class must be selected.

**NOTE:** The quantity will be shown in the livestock screen and the cash will be shown in the cashflow screen.

# Using the Livestock rec



It's important to keep an accurate reconciliation of livestock numbers by recording events and movement of stock in your farm business.

Farm Focus tracks livestock events each month making it easy for you to reconcile stock numbers to what is in the paddock.

Maintaining an accurate livestock reconciliation in **Farm Focus** means that powerful reports give accurate insights into production as well as financial performance.

- 1 Click into the **Opening column** for each stock class to adjust opening numbers.
- 2 Expand each stock class to see all events, financial and non-financial.
- 3 Click on a cell to **view** more detail on existing events and to **Add** new planned events.
- 4 Year end tallies, pre end of year ageing.
- 5 Next year's opening numbers after ageing.

## Ageing livestock

Ageing livestock at the end of the financial year is an industry-wide concept, used for simplicity and consistency.

Farm Focus follows industry standards by automatically ageing livestock up to the next stock class on the last day of the financial year. This is managed in **Settings > Codes > Farm Codes** for each stock class.



### FARM FOCUS TIP

We recommend that you use worksheets so that you can add all required details for stock events.



HELP CENTRE TOPIC

Opening numbers

Livestock



FARM FOCUS TIP

To view total stock units on farm as well as quantities, use to display total SU on farm.

# Opening numbers

If you are new to Farm Focus you will need to enter your opening numbers for each stock class.

If you already use Farm Focus, **last year's** closing numbers (aged up) become the **next year's** opening numbers.

Stock numbers can be entered or manually adjusted by clicking on the opening numbers column.

The livestock grid is always displayed in accrual view, showing stock movements on the event date, e.g. when bought or sold, regardless of payment date.

## Other view options

- Show monthly balances** will display stock on hand at month end.
- Stock on hand** displays an additional column at the revision line with stock quantities on hand for each stock class.

Sale Lambs / Sales									
Event Date	Event	Event	Description	Avg.	Tag	Qty	kg/head	Unit Price	Amount
01 Jan 2023	Sale	Sale	Sale Lambs \$15.33/kg	15.33		(8,000)		11.44	\$67.83
04 Dec 2023	Sale	Sale	Sale Lambs \$15.33/kg	1	(8,000)	18.00	\$125.10	\$100,080.00	
01 Jun 2024	Sale	Sale	Sale Lambs \$15.33/kg	1	(8,000)	18.00	\$125.10	\$100,080.00	
01 Feb 2024	Sale	Sale	Sale Lambs \$15.33/kg	1	(8,000)	18.00	\$125.10	\$100,080.00	
07 Feb 2024	Sale	Sale	Sale Lambs \$15.33/kg	1	(8,000)	21.00	\$145.00	\$87,000.00	
<b>End of Pasture 2024</b>									
<b>Past planned items</b>									
01 Jan 2023	Sale	Sale	Sale Lambs	1	(8,000)	11.44	\$72.00	\$129,600.00	
04 Dec 2023	Sale	Sale	Sale Lambs	1	(8,000)	18.00	\$125.10	\$100,080.00	
01 Jun 2024	Sale	Sale	Sale Lambs	1	(8,000)	18.00	\$125.10	\$100,080.00	
01 Feb 2024	Sale	Sale	Sale Lambs	1	(8,000)	18.00	\$125.10	\$100,080.00	
07 Feb 2024	Sale	Sale	Sale Lambs	1	(8,000)	21.00	\$145.00	\$87,000.00	
<b>AVERAGES</b>									
<b>LW</b>		<b>CW</b>	<b>15.33</b>	<b>\$6.54</b>	<b>\$100.24</b>				<b>(4,880)</b>
Kg/head			Price/kg	Price/ head					Total

In the livestock rec, view averages for sales and purchases per stock class including \$/kg and kg/head.

**Plan settings**

**OPENING NUMBERS**

**2023/24 Closing**      **2024/25 Opening**

DA	Dairy	503	503
C	Mixed Age Cows	302	302
	Untagged	0	0
H2	2Y Heifers	96	96
H1	1Y Heifers	100	100
HF	Heifer Calves	0	0
	Untagged	0	0
B0	Bobby Calves	0	0
CA	Calves	0	0
	Untagged	0	0
S1	1Y Steers & Bulls	0	0
S2	2Y Steers & Bulls	0	0

**View**

**Manage your plan's view settings**

Show financial year items

Gives visibility to items from a previous year that are paid in the current year, and existing commitments in the current year that will be paid in a future year

Quantities

Stock units

Show monthly balances

**REVISION COLUMNS**

Stock on hand

Remaining budget

**VIEW AS**

Stock owned

Stock on farm

Use this view to display all stock owned regardless of location.

**Cancel**      **Apply**

24 Working plan			
Sheep: Breeding %			
CODE	BREEDING TALLY	BORN	BREEDING %
<b>Primary Breeding % = 139.01</b>			
MA Ewes	3,027	4,200	138.75
2th Ewes	800	1,120	140.00
<b>Secondary Breeding % = 45.00</b>			
Ewe Hoggets	800	360	45.00
<b>Plan</b>			
679	227	800	800
800	800	800	800
52	52	52	52
52	52	52	52
144	75	(10)	(1)
80	(3)	(10)	208
			(78)
			67

In the livestock rec, view breeding percentages by clicking next to each stock category.



# Using the Dairy Forecaster



The **Dairy Forecaster** allows you to enter your expected monthly milk production (KgMS) and related income for the season. It is calculated and displayed in the cashflow.

1 **Settings**

DEFAULT BANK ACCOUNT  
Default Account (Freedom)

DAIRY COMPANY  
Fonterra

FARMING TYPE  
 Owner/Operator  
 Sharemilker  
 Contract Milker

MANAGEMENT TAG  
BLK3

**Cancel** **Save**

The Dairy Forecaster settings can be adjusted to represent your farming business model.

All you need to accurately calculate milk production is a nominated dairy company and farming type.

Share Milkers enter their contracted percentage to automatically calculate payment.

Contract Milkers can enter their contracted dollars per kg manually into the dairy forecaster.



#### FARM FOCUS TIP

If you have multiple supply numbers under the same GST number, multiple Dairy Forecasters can be created.



#### NOTES

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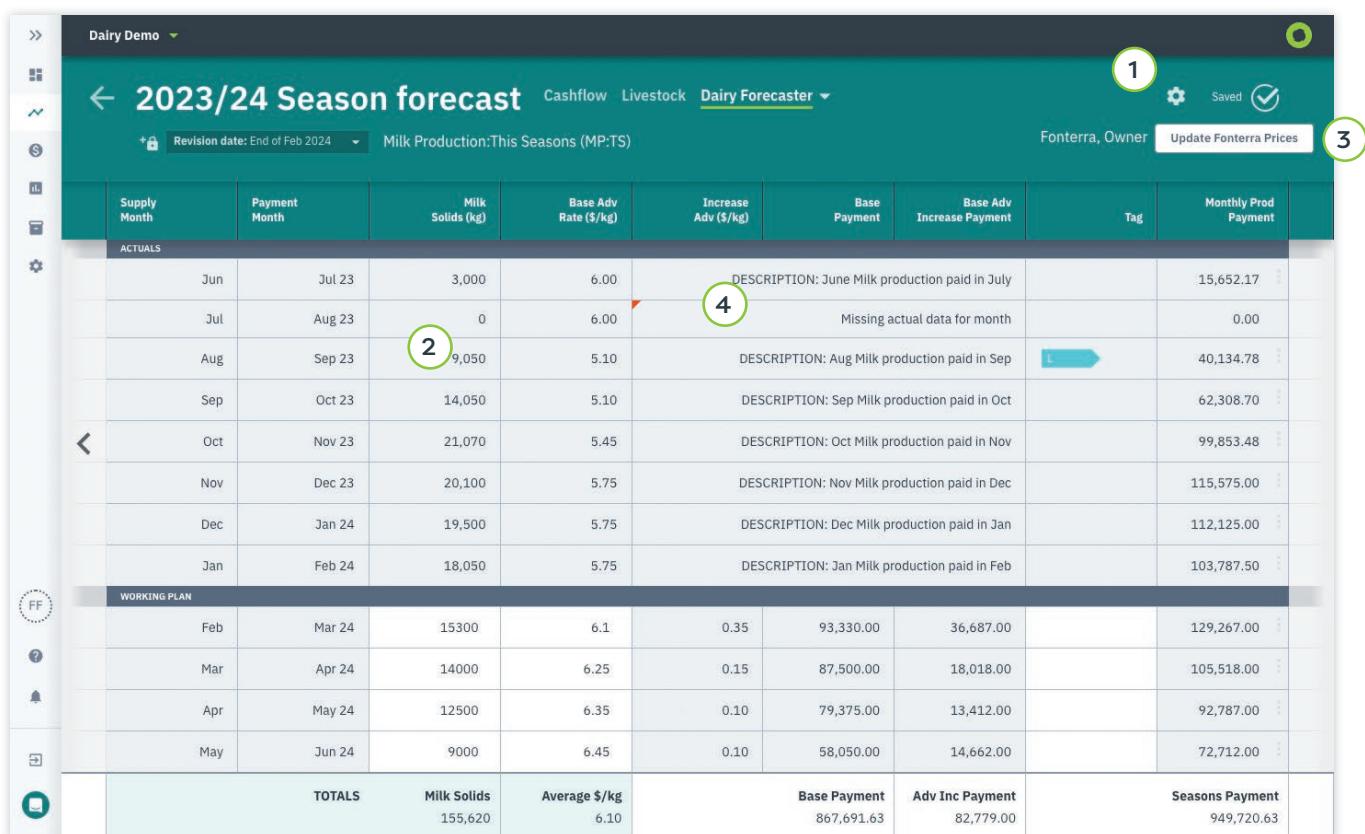
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- 1 Use the **Settings cog** to set up the forecaster to your business.
- 2 Enter predicted kg(s) milk solid produced each month.
- 3 Fonterra, Synlait and Westland suppliers – click the **Update** button to pull through the latest advance rate schedule pricing.
- 4 Increases in the base advanced rate automatically calculate and include the increased Advance payments.
- 5 Last Season's deferred milk payments must be manually entered in the cashflow.



**2023/24 Season forecast**

Revision date: End of Feb 2024

Milk Production: This Season's (MP:TS)

Fonterra, Owner

Update Fonterra Prices

**ACTUALS**

Supply Month	Payment Month	Milk Solids (kg)	Base Adv Rate (\$/kg)	Increase Adv (\$/kg)	Base Payment	Base Adv Increase Payment	Tag	Monthly Prod Payment
Jun	Jul 23	3,000	6.00					15,652.17
Jul	Aug 23	0	6.00					0.00
Aug	Sep 23	2,9050	5.10		DESCRIPTION: Aug Milk production paid in Sep			40,134.78
Sep	Oct 23	14,050	5.10		DESCRIPTION: Sep Milk production paid in Oct			62,308.70
Oct	Nov 23	21,070	5.45		DESCRIPTION: Oct Milk production paid in Nov			99,853.48
Nov	Dec 23	20,100	5.75		DESCRIPTION: Nov Milk production paid in Dec			115,575.00
Dec	Jan 24	19,500	5.75		DESCRIPTION: Dec Milk production paid in Jan			112,125.00
Jan	Feb 24	18,050	5.75		DESCRIPTION: Jan Milk production paid in Feb			103,787.50

**WORKING PLAN**

Feb	Mar 24	15300	6.1	0.35	93,330.00	36,687.00		129,267.00
Mar	Apr 24	14000	6.25	0.15	87,500.00	18,018.00		105,518.00
Apr	May 24	12500	6.35	0.10	79,375.00	13,412.00		92,787.00
May	Jun 24	9000	6.45	0.10	58,050.00	14,662.00		72,712.00

**TOTALS**

Milk Solids	Average \$/kg	Base Payment	Adv Inc Payment	Seasons Payment
155,620	6.10	867,691.63	82,779.00	949,720.63



# Revision



Farm Focus automatically revises the Working plan laying **actual data** over the budget, moving the revision line forward as each month is completed.

Actuals are displayed on the left side of the revision line and planned items are displayed on the right.

	Total	Jun 23	Jul 23	Aug 23	Sep 23	Oct 23	Nov 23	Dec 23	Jan 24	Feb 24	Mar 24	Apr 24	May 24	Current	Plan
<b>Actuals</b>															
May 2023															
154,191	54,826	50,187	59,217	95,138	102,995	106,006	116,996	113,577	126,033	99,871		107,290	122,055		
059,850	52,357	47,718	51,593	91,256	100,160	98,754	114,526	111,108	102,846	92,532		104,840	92,161		
63,945				4,354	1,413	365	4,783						27,444		
30,396	2,470	2,470	3,270	2,470	2,470	2,470	2,470	2,470	2,470	2,470		2,450	2,450		
(12,500)												(12,500)			
(12,500)												(12,500)			
141,691	54,826	50,187	59,217	95,138	102,995	106,006	116,996	113,577	126,033	99,871		94,790	122,055		
46,625	(54,153)	(34,204)	(36,852)	(46,775)	(40,863)	(56,620)	(131,872)	(65,496)	(104,751)	(9,530)		(36,198)	(29,311)		
(78,000)	(6,500)	(6,500)	(6,500)	(6,500)	(6,500)	(6,500)	(6,500)	(6,500)	(6,500)	(6,500)		(6,500)	(6,500)		
(49,213)	(8,342)	(2,515)	(7,107)	(8,870)	(5,370)	(3,850)	(5,610)	(3,200)	(1,707)			(913)	(1,730)		
(20,152)	(360)	(1,878)	(339)	(313)	(301)	(1,605)	(11,391)	(538)				(1,693)	(1,533)		
Calf Rearing	(27,609)		(6,304)	(6,087)	(6,087)	(3,043)	(3,043)	(3,043)							
Dairy Shed	(12,344)	(1,973)	(712)	(1,702)	(851)	(1,419)	(761)	(851)	(837)	(837)			(2,400)		
Electricity	(23,918)	(2,041)	(2,308)	(2,345)	(2,427)	(2,437)	(2,476)	(2,460)	(2,507)			(2,449)	(2,469)		
Feed Grown															
Feed Purchased	(127,250)						(9,000)	(60,050)	(10,200)	(48,000)					

Balances	
⚠ You have uncoded items that will affect your balances, go to Needs Action	
Activity	
DATE	BALANCE
Previous days	
29 Feb	(\$52,897)
9 Mar	(\$51,897)
TODAY, 12 MAR	(\$51,897)
14 Mar	(\$51,097)
15 Mar	\$55,314
20 Mar	\$38,897
28 Mar	\$39,697
PREDICTED EOM, 31 MAR	\$39,697

## When revising

- Something happening earlier than planned can cause the item to appear in both actuals and plan – **causing a double up**. Edit the dates on the planned item to align to what has actually happened.
- Where something happens later than planned, it will not be in the remaining plan and won't be in the actuals. **It's missing**. Change the date on the planned item to reflect what will happen.
- Use your variance report or display line two of the original budget to identify discrepancies.

## Revision with Current month

- The view displays all actuals with a due date in the current month. These can be matched invoices, coded transactions, and invoices in Needs Action that are due this month.
- This is very useful early in the month, when all invoices have been coded to forecast the **daily balance** in the current month. Using the icon you can then ensure that sufficient funds are available throughout the month.

**NOTE:** A baseline can not be saved in current month revision view.



### FARM FOCUS TIP

Current month predicts when you will exceed your overdraft as recorded in **Settings > Bank accounts**.



# Using your reports



Farm Focus contains an extensive range of **reports** to display all your information in a meaningful way. By managing your actuals and budget you are rewarded with valuable insights into your farm business.

**Report settings**

SELECT THE RANGE

Financial year

Custom date range

YEAR

2023/24

Date range

FIRST MONTH June LAST MONTH May

VIEW REPORT BY

Payment date  Accrual view

Use this view to display all items that have a payment date in the selected date range.

Cancel Apply

## Setting up your report

### Select your report

**Select** data set / date range / report view.

### Once in your report

**Filter** by tag, bank account and code (section, category, extended code).

Use the **View** button  to specify which columns are displayed.

Use the chevrons on the left-hand side to expand and collapse sections.

Each report can be saved as a PDF, printed and in some cases exported to CSV .

Sheep and Beef Demo >

← 2023/24 Working plan Cashflow Livestock

Revision date: End of Feb 2024

Total 3/23 4/23 5/23 6/23 7/23 8/23 9/23 10/23 11/23 12/23 1/24 2/24 3/24 4/24 5/24 6/24

Actuals Plan

	Total	3/23	4/23	5/23	6/23	7/23	8/23	9/23	10/23	11/23	12/23	1/24	2/24	3/24	4/24	5/24	6/24
<b>INCOME</b>	455,719	3,778	1,600	2,000	12,378	123,687	183,838	242,083	96,600	63,600	3,335	1,400	1,600				
Sheep (Sales)	935,367					322,087	160,680	258,200	95,000								
Beef (Sales)	70,600					9,000											
Wool	22,283							22,283									
Other Farm Income	27,470	3,778	1,600	2,000	12,378	1,600	3,778	1,600	1,600	2,000	3,335	1,400	1,600				
<b>PURCHASES</b>	(21,180)								(2,420)								
Sheep (Purchases)	(2,400)								(2,420)								
Beef (Purchases)	(18,780)																
<b>NET INCOME</b>	634,539	3,778	1,600	2,000	12,378	123,687	181,458	242,083	96,600	64,820	3,335	1,400	1,600				
<b>FARM EXPENDITURE</b>	(398,147)	(19,202)	(44,356)	(57,113)	(29,173)	(23,254)	(47,297)	(18,381)	(70,513)	(20,048)	(35,999)	(38,808)	(14,858)				
Wages	(81,200)	(6,150)	(6,150)	(6,150)	(6,150)	(6,150)	(6,150)	(6,150)	(6,150)	(6,150)	(6,150)	(6,150)	(6,150)				
Animal Health	(22,578)				(3,734)	(4,210)	(7,540)	(1,454)	(1,159)	(830)	(444)	(1,164)	(1,000)				
Breeding Expenses	(5,265)	(4,210)			(3,000)												
Calf Rearing																	
Electricity	(11,741)	(993)	(3,065)	(954)	(343)	(903)	(829)	(365)	(975)	(1,080)	(1,080)	(1,080)	(1,080)				
Feed Grown																	
Feed Purchased	(9,250)								(6,000)			(3,250)					
Fertiliser	(91,462)		(10,080)	(13,532)					(49,864)								
Freight	(195)									(195)							
Farm Working	(4,493)	(930)	(343)	(381)	(526)	(484)	(499)	(374)		(468)	(468)	(468)	(468)				
Grazing Expenses	(1,216)	(848)				(348)											
Health & Safety	(1,196)																
Irrigation																	
Land Management	(1,000)									(1,000)							
Pasture Renewal	(11,200)					(6,200)					(5,000)						
Shearing	(27,458)						(27,458)										
<b>OPENING BALANCE</b>	46,105	46,105	(15,443)	(99,524)	(185,158)	(240,304)	(198,376)	(313,470)	71,649	25,467	(25,301)	(102,825)	(151,822)				
<b>CLOSING BALANCE</b>	(201,982)	(15,043)	(99,624)	(185,158)	(240,304)	(198,369)	(313,470)	71,349	25,067	(28,393)	(102,825)	(151,822)	(241,482)				



## Cashflow

- To **print** the Cashflow select the print icon from the Cashflow grid.
- What you see on the **Cashflow** screen is what you get in the report.
- The Cashflow report can be used to show annual totals, monthly cash movement and balances, and peak overdraft.



## Cashflow detail

Reports the **detail** behind the actual and/or planned items.

Code	Description	Qty	\$/Qty	Total
<b>INCOME</b>				
Sheep (Sales)		(5,020)		515,367
Beef (Sales)		(10)	900.00	9,000
Mixed Age Cows				
Heller Calves				
Planned Items				
16 Mar 24	Sold Fielding Sale	(40)	780.00	31,200
Heller Calves Subtotal		(40)	780.00	31,200
Steer Calves		(38)	800.00	30,400
Beef Total		(88)		70,600
Wool		71		22,283
Other Farm Income				27,470
Income Total				655,739
<b>PURCHASES</b>				
NET INCOME				(21,180)
<b>FARM EXPENDITURE</b>				
Wages				(82,200)
Animal Health				(22,578)
Breeding Expenses				(5,245)
Electricity				(714)
House				(3,100)
House Personal				(7,928)
Farm				(3,250)
Electricity Total				(31,743)
Feed Purchased				
General				



## Analysis by Code (ABC)

Reports an **overview of actual transaction details**, grouped by Category and Extended codes.

Code	Description	Other Party	Qty	Ext Avg	Incl Avg	Ext Amt	Incl Amt	GST
<b>INCOME</b>								
Milk Production (MP)								
Last Seasons Defer (MP:LS)								
Actual transactions								
15 Jul 23	Last Season	Milk Company	37,083	32,246	4,837	1,127	1,127	
15 Aug 23	Last Season	Milk Company	59,332	51,593	7,739	1,739	1,739	
15 Sep 23	Last Season	Milk Company	59,332	51,593	7,739	1,739	1,739	
15 Oct 23	Last Season	Milk Company	44,499	38,695	5,804	1,204	1,204	
Last Season Defer Subtotal (MP:LS)			200,246	174,127	26,119	5,239	5,239	
This Seasons (MP:TS)			155,680	5.80	1,037,591	902,253	902,253	135,338
Milk NZ Levy (MP:DINZ)					(5,497)	(4,954)	(4,954)	(743)
Biosecurity Levy (MP:B310)					(3,798)	(3,302)	(3,302)	(695)
Milk Production Total (MP)			355,680	6.86	1,228,342	1,068,124	1,068,124	360,219
Dairy (DA) (Sales)								
Mixed Age Cows (DA:C)			(78)	709.06	63,603	55,307	55,307	8,296
2 Yr Heifers (DA:HZ)			(2)	695.65	1,600	1,391	1,391	209
3 Yr Heifers (DA:HL)								
Actual transactions								
19 Feb 24		Stock Agent	(3)	608.70	2,100	1,826	1,826	274
20 Mar 24	1 Yr Heifers @ \$608.70 per head	Stock Agent	(8)	608.70	5,600	4,870	4,870	730
1 Yr Heifers Subtotal (DA:HZ)			(11)	608.70	7,700	6,496	6,496	1,004
Bobby Calves (DA:BO)			(265)	23.14	7,052	6,132	6,132	920
Dairy Total (DA)			(356)	195.30	79,955	69,526	69,526	30,429
Other Farm Income (OF)								
Paddock Lease (OF:PL)			10	1,043.48	12,000	10,433	10,433	1,305
House Rental (OF:HR)					20,800	20,800	20,800	



## Livestock reconciliation

Displays stock opening and closing numbers and **all** livestock movements, financial and non financial for each year.

Stock class	Opening	Births	Purchases	Sales	Killed	Deaths & missing	TFRS in	TFRS out	Year end	Age out	Age in	Closing (aged)
<b>SHEEP</b>												
MA Ewes	3,027			(740)	(60)				2,227	800	3,027	
2th Ewes	800								800	800	800	
Ewe Hoggets	800								800	800	800	
Ewe Lambs	800								800	800		
Sale Lambs	4,880			(4,880)								
Sires	52		2	(2)					52		52	
Total Sheep	4,679	3,880	2	(5,620)	(2)	(60)			4,679	2,400	2,400	4,679
Sheep SU	4,519	3,704	2	(2,204)	(2)	(60)			3,959	1,680	2,240	4,519
<b>BEEF</b>												
Mixed Age Cows	80		13	(10)	(3)				80		80	
Heller Calves	42			(40)	(2)							
Steer Calves	39			(38)	(1)							
2 Yr Bulls	60								60		60	
Breeding Bulls	4				(1)				3		3	
Total Beef	144	81	13	(98)	(7)				143		143	
Beef SU	804	203	78	(255)	(32)				798		798	
<b>TOTAL SU</b>	<b>5,323</b>	<b>3,907</b>	<b>80</b>	<b>(2,459)</b>	<b>(2)</b>	<b>(92)</b>			<b>4,757</b>	<b>1,680</b>	<b>2,240</b>	<b>5,327</b>



## Livestock trading

A livestock reconciliation that reports on production per hectare, kgCW, and value per stock class.

Code	Qty	Per head	Total	Value	Per head	Total
<b>SHEEP OPENING/CLOSING</b>						
<b>Opening Stock</b>						
MA Ewes	3,027	24.18	73,193	3,027.0	177.00	535,779
2th Ewes	800	23.40	18,720	800.0	205.00	164,000
Ewe Hoggets	800	17.60	14,080	640.0	136.00	108,800
Sires	52	35.20	1,830	52.0	372.00	19,344
<b>Opening Stock Total</b>	<b>4,679</b>		<b>107,823</b>	<b>4,819.0</b>		<b>827,923</b>
<b>Closing Aged Stock</b>						
MA Ewes	3,027	24.18	73,193	3,027.0	177.00	535,779
2th Ewes	800	23.40	18,720	800.0	205.00	164,000
Ewe Hoggets	800	17.60	14,080	640.0	136.00	108,800
Sires	52	35.20	1,830	52.0	372.00	19,344
<b>Closing Aged Stock Total</b>	<b>4,679</b>		<b>107,823</b>	<b>4,819.0</b>		<b>827,923</b>
<b>Difference</b>						
<b>SHEEP TRANSACTIONS</b>						
Sheep Sales	(5,620)		94,402.00		622,367	
<b>Total Production</b>	<b>5,620</b>		<b>94,402</b>		<b>622,367</b>	
<b>PRODUCTION PER HA (750)</b>						
			126			830
<b>SHEEP RECONCILIATION</b>						
Opening stock	4,679					



## Variance

Compares two sets of data, showing the cash variance and the variance as a percentage.



Variances < \$1000 do not display a variance %

Code	\$	Qty	Column A Actuals + Working	Column B 2023/24 Actuals	Variance between Col A & Col B	Col A as a % of Col B
<b>INCOME</b>						
Sheep (Sales)	535,367		(5,020)	535,367	(5,020)	
Beef (Sales)						
Mixed Age Cows	9,000	(10)	9,000	(10)		
Heifer Calves	31,200	(40)			31,200	(40)
Steer Calves	30,400	(38)			30,400	(38)
<b>Beef Total</b>	<b>70,600</b>	<b>(88)</b>	<b>9,000</b>	<b>(10)</b>	<b>61,600</b>	<b>(78)</b>
Wool	22,283	71	22,283	71		
Other Farm Income	27,470		18,935		8,535	149 %
<b>Income Total</b>	<b>655,719</b>	<b>(5,037)</b>	<b>585,584</b>	<b>(4,959)</b>	<b>70,335</b>	<b>(78)</b>
PURCHASES	(21,180)	15	(2,400)	2	(18,780)	13
<b>NET INCOME</b>	<b>634,539</b>	<b>(5,022)</b>	<b>583,184</b>	<b>(4,957)</b>	<b>51,355</b>	<b>(65)</b>
<b>FARM EXPENDITURE</b>						
Wages	(82,200)		(57,600)		(24,600)	143 %
Animal Health	(22,578)	65	(19,470)	65	(3,108)	116 %
Breeding Expenses	(5,295)		(5,295)			
Electricity	(11,741)		(7,421)		(4,320)	158 %
Feed Purchased						
General	(3,290)				(2,290)	
Baleage	(6,000)	50	(6,090)	50		
<b>Feed Purchased Total</b>	<b>(9,250)</b>	<b>50</b>	<b>(6,000)</b>	<b>50</b>	<b>(3,250)</b>	<b>154 %</b>
Fertiliser	(91,482)	151	(91,482)	151		
Freight	(395)	13			(195)	13
Farm Working	(4,691)	71	(2,857)	71	(1,833)	164 %



## YTD Variance

Compares two sets of data, showing the cash and percentage variance for a particular month and the year-to-date.

Code	\$	Qty	Column A Actuals + Working	Column B 2023/24 Actuals	Variance between Col A & Col B	Col A as a % of Col B
<b>INCOME</b>						
Sheep (Sales)					535,367 (5,020)	535,367 (5,020)
Beef (Sales)						
Mixed Age Cows					9,000 (10)	9,000 (10)
Heifer Calves	31,200 (40)		31,200 (40)		31,200 (40)	31,200 (40)
Steer Calves	30,400 (38)		30,400 (38)		30,400 (38)	30,400 (38)
<b>Beef Total</b>	<b>61,600 (78)</b>		<b>61,600 (78)</b>		<b>70,600 (88)</b>	<b>9,000 (10)</b>
Wool					22,283 71	22,283 71
Other Farm Income	2,000		2,000		20,935	18,935
<b>Income Total</b>	<b>63,600 (78)</b>		<b>63,600 (78)</b>		<b>649,184 (5,037)</b>	<b>585,584 (4,959)</b>
PURCHASES					(2,400) 2	(2,400) 2
Sheep (Purchases)	(18,780) 13		(18,780) 13		(18,780) 13	(18,780) 13
Beef (Purchases)	(18,780) 13		(18,780) 13		(18,780) 13	(18,780) 13
<b>Purchases Total</b>	<b>(18,780) 13</b>		<b>(18,780) 13</b>		<b>(21,180) 15</b>	<b>(2,400) 2</b>
<b>NET INCOME</b>	<b>44,820 (65)</b>		<b>44,820 (65)</b>		<b>628,004 (5,022)</b>	<b>583,184 (4,957)</b>
<b>FARM EXPENDITURE</b>						
Wages	(6,150)		(6,150)		(6,3750)	(57,600)
Animal Health	(444)		(444)		(19,914) 65	(19,470) 65
Breeding Expenses					(5,265)	(5,265)
Electricity	(76)		(76)		(406) (413)	(76)
House Personal	(304)		(304)		(2,188) (1,884)	(304)
Farm	(700)		(700)		(5,828) (5,128)	(700)
<b>Electricity Total</b>	<b>(1,080)</b>		<b>(1,080)</b>		<b>(8,501)</b>	<b>(7,421)</b>



## Equity Position Calculator

Use the calculator, entering the overall value of assets and liabilities to calculate your total equity position.

**Equity position calculator**

**Assets**

LAND : \$ 600,000

LIVESTOCK : \$ 800,000

PLANT & MACHINERY : \$ 250,000

CASH : \$ 300

SHARES/OTHER : \$ 50,000

**Liabilities**

BANK DEBT : \$ 2,400,000

**Here are your results**

Your total assets \$1,700,300  
Sum of all current and non-current assets

Your total liabilities \$2,400,000  
Combined total of all debts and obligations

Your equity = \$-699,700  
Equity = Assets minus liabilities

Your equity % = -41 %  
Equity percentage = equity divided by assets x 100

Loan to value ratio = 141 %  
Total liabilities divided by total assets



## Trends

Reports on income and expenditure for up to five consecutive years. It can include the current and one future year, identifying trends and anomalies.

**Trends**

**INCOME**

	2019/20 Actuals	2020/21 Actuals	2021/22 Actuals	2022/23 Actuals	2023/24 Actuals
Milk Production					
Last Seasons Defr					
This Seasons		1,035,550	961,305	692,263	692,263
Dairy NZ Levy					
Biosecurity Levy					
Dairy Co-Dividend					
Milk Production Total					
Dairy (Sales)					
Mixed Age Cows					
2 Yr Heifers					
1 Yr Heifers		12,174	5,696	1,825	1,825
Bobby Calves					
Calves					
Dairy Total		19,192	57,401	31,632	31,632
Other Farm Income					
Paddock Lease					
House Rental					
Other Farm Income Total					
Income Total	1,183,202	1,235,563	824,979		
<b>PURCHASES</b>					
Purchases Total					
NET INCOME		1,183,202	1,218,561	824,979	
FARM EXPENDITURE		(2,870)	(762,303)	(741,873)	(571,587)
FARM SURPLUS		(2,870)	410,899	474,687	253,289



## Profit & Loss

Summarises total revenue minus expenses and for a financial year with optional adjustments.

**Profit & Loss**

**Category**

**REVENUE**

Milk Production	810,673
Dairy	36,502
Other Farm Income	26,295
<b>GROSS FARM INCOME</b>	<b>873,470</b>

**FARM EXPENSES**

Wages	(65,000)
Animal Health	(43,255)
Breeding Expenses	(36,670)
Calf Hearing	(27,609)
Dairy Shed	(7,971)
Electricity	(16,910)
Feed Purchased	(37,750)
Fertiliser	(46,755)
Farm Working	(11,338)
Health & Safety	(300)
Weed & Pest	(11,128)
Repairs & Maintenance	(113,300)
Vehicle Expenses	(34,739)
Administration	(9,713)
Rates Insur ACC	(44,570)
<b>Other Farm Expenses - System Code</b>	<b>(0)</b>
<b>FARM EXPENSES TOTAL</b>	<b>(566,506)</b>

**GROSS PROFIT**

**INTEREST AND RENT**



# Economic Farm Surplus

Track the profitability of your farming business with key KPI measures like gross farm revenue as a percentage of per hectare, SU or milking cow.

## How to get the best out of your EFS

1. In your farm settings under production record livestock values per head for each stock class.  
**NOTE:** This will calculate a livestock adjustment if there is a change in stock numbers from opening to closing (aged).
2. Enter physical adjustments for breeding stock and peak milking cows (if quantities differ from opening numbers).
3. Enter financial adjustments for management wages, R&M and capital fertiliser to benchmark against other farming businesses.



## FARM FOCUS TIP

Use the View button  to hide columns that don't apply to your business.



## NOTES



# Glossary

<b>Working plan</b>	<ul style="list-style-type: none"> <li>The Working plan merges year to date actuals with the plan for the remaining year.</li> <li>It uses last year's closing balances as this year's openings including: bank balances, livestock numbers and carry over milk production from last year.</li> </ul>
<b>Draft plan</b>	<ul style="list-style-type: none"> <li>A stand-alone plan with editable opening bank balances and livestock numbers.</li> <li>Once a Draft plan is copied to the Working plan, it inherits the actual balances up to the revision date.</li> </ul>
<b>Baseline plan</b>	<ul style="list-style-type: none"> <li>A saved copy of your Working plan at a point in time. This plan is locked and cannot be changed.</li> </ul>
<b>Archive</b>	<ul style="list-style-type: none"> <li>Draft plans that are no longer needed can be sent to the archive, allowing later retrieval should they be required.</li> </ul>
<b>Revision</b>	<ul style="list-style-type: none"> <li>Is the process of merging Actuals to date with the remaining plan. You can determine when this transition occurs. Normally it's to the end of the last reconciled month.</li> <li>Current month is a variation of revision that uses actuals and their due dates to predict the current month. Future months are then planned.</li> <li>The livestock plan reflects when the animals leave or enter the farm (driven by the invoice/event date). There is a payment lag for the cash which may mean that the animal's movement is displayed but not the cash which happens after revision date.</li> </ul>
<b>Stock adjustment</b>	<ul style="list-style-type: none"> <li>Accounts for any changes in capital value as you increase or decrease stock numbers throughout the season.</li> </ul>

<b>Accrual view</b>	<ul style="list-style-type: none"> <li>Displayed on invoice date, showing when the item has been sold or purchased.</li> </ul>
<b>Cash view</b>	<ul style="list-style-type: none"> <li>Displayed on payment date showing when the item has been paid.</li> </ul>
<b>Age group / stock class</b>	<ul style="list-style-type: none"> <li>The animals belong to the same stock class for the full 12 months of the financial year. This differs to on farm where stock may change classes throughout the year.</li> </ul>
<b>Ageing</b>	<ul style="list-style-type: none"> <li>By default all animals age just before midnight on balance date. This can be managed in the livestock code settings.</li> </ul>
<b>Event date</b>	<ul style="list-style-type: none"> <li>The date animals are sold or purchased.</li> </ul>
<b>Due or payment date</b>	<ul style="list-style-type: none"> <li>The day when payment for livestock will occur, generally 7 to 14 days after the event.</li> </ul>
<b>Opening numbers</b>	<ul style="list-style-type: none"> <li>This year's opening numbers aged up from last year's closing numbers.</li> </ul>
<b>Non-financial events</b>	<ul style="list-style-type: none"> <li>Livestock related events such as births, deaths, missing, and transfers.</li> </ul>
<b>Transfers</b>	<ul style="list-style-type: none"> <li>Used to move animals from one stock class to another or between different Management tags. Transfers are not needed for ageing. This is done automatically.</li> </ul>
<b>Yield</b>	<ul style="list-style-type: none"> <li>Used for calculating carcass weight from live weight and vice versa.</li> </ul>

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