

Client Sample Farm**DAIRY BUSINESS ANALYST CASH FLOW PROGRAM**

Milk Production	June	July	August	September	October	November	December	January	February	March	April	May	Total
Total Litres	220,500.00	227,850.00	260,400.00	345,000.00	386,880.00	381,600.00	328,600.00	279,000.00	252,000.00	201,872.00	198,400.00	168,000.00	3,250,102
Kgs Protein	7,320.60	7,564.62	8,645.28	11,454.00	12,844.42	12,669.12	10,909.52	9,262.80	8,366.40	6,702.15	6,586.88	5,577.60	107,903
Kgs Fat	8,886.15	9,182.36	10,494.12	13,903.50	15,591.26	15,378.48	13,242.58	11,243.70	10,155.60	8,135.44	7,995.52	6,770.40	130,979
Total Kg's Milk Solids	16,206.75	16,746.98	19,139.40	25,357.50	28,435.68	28,047.60	24,152.10	20,506.50	18,522.00	14,837.59	14,582.40	12,348.00	238,882
Enter Cows Milking	350	350	400	500	520	530	530	500	500	400	400	350	503
Average Litres Per Cow	20.32	21.00	21.00	23.00	24.00	24.00	20.00	18.00	18.00	16.28	16.00	15.48	22
Current Protein %	3.32%	3.32%	3.32%	3.32%	3.32%	3.32%	3.32%	3.32%	3.32%	3.32%	3.32%	3.20%	3.31%
Current Fat %	4.03%	4.03%	4.03%	4.03%	4.03%	4.03%	4.03%	4.03%	4.03%	4.03%	4.03%	4.03%	4.03%
Enter your Protein \$/Kg	\$9.47	\$9.47	\$9.47	\$8.03	\$8.03	\$8.03	\$8.30	\$8.30	\$8.30	\$8.30	\$8.30	\$9.04	\$8.59
Enter your Fat \$/Kg	\$3.82	\$3.82	\$3.82	\$3.22	\$3.22	\$3.22	\$3.50	\$3.50	\$3.50	\$3.50	\$3.50	\$3.82	\$3.54
Financial	July	August	September	October	November	December	January	February	March	April	May	June	
Milk Payments	\$ 103,271.18	\$ 106,713.55	\$ 121,958.34	\$ 136,744.89	\$ 153,344.53	\$ 151,251.74	\$ 136,898.05	\$ 116,234.19	\$ 104,985.72	\$ 84,101.89	\$ 82,655.42	\$ 76,284.43	\$1,374,443.93
Quality Bonus @ 1 Cents	\$ 2,205.00	\$ 2,278.50	\$ 2,604.00	\$ 3,450.00	\$ 3,868.80	\$ 3,816.00	\$ 3,286.00	\$ 2,790.00	\$ 2,520.00	\$ 2,018.72	\$ 1,984.00	\$ 1,680.00	\$ 32,501.02
Step ups & SRP Payments	\$ 15,000.00	\$ 5,000.00	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 65,000.00	\$85,000.00
Total Farm Income	\$120,476.18	\$113,992.05	\$124,562.34	\$140,194.89	\$157,213.33	\$155,067.74	\$140,184.05	\$119,024.19	\$107,505.72	\$86,120.61	\$84,639.42	\$142,964.43	\$1,491,944.95
Total Farm Income Inc GST	\$132,523.79	\$125,391.25	\$137,018.57	\$154,214.38	\$172,934.66	\$170,574.51	\$154,202.45	\$130,926.61	\$118,256.29	\$94,732.68	\$93,103.37	\$157,260.88	\$1,641,139.44
Enter Volume Charge	2.40	2.40	2.40	2.40	2.40	2.40	2.40	2.40	2.40	2.40	2.40	2.40	2.40
Less Volume Charges & Levies	\$ 6,012.80	\$ 6,171.56	\$ 6,874.64	\$ 8,702.00	\$ 9,606.61	\$ 9,492.56	\$ 8,347.76	\$ 7,276.40	\$ 6,693.20	\$ 5,610.44	\$ 5,535.44	\$ 4,878.80	\$ 85,202.20
Gross Cents/Litre	0.55	0.50	0.48	0.41	0.41	0.41	0.43	0.43	0.43	0.43	0.43	0.85	0.46
Dollars Per Kg/Milk Solids	7.43	6.81	6.51	5.53	5.53	5.53	5.80	5.80	5.80	5.80	5.80	11.58	6.25
Total Expenses													
Machinery Leases	416.66	416.66	416.66	416.66	416.66	416.66	416.66	416.66	416.66	416.66	416.66	416.66	4,999.92
BAS Payments/Refunds	9,500.00	0.00	0.00	9,500.00	0.00	0.00	0.00	9,500.00	0.00	0.00	9,500.00	0.00	38,000.00
Agistment	1,667.00	1,667.00	1,667.00	1,667.00	1,667.00	1,667.00	1,667.00	1,667.00	1,667.00	1,667.00	1,667.00	1,663.00	20,000.00
Vehicle Expenses	150.00	150.00	150.00	150.00	150.00	150.00	150.00	150.00	150.00	150.00	150.00	150.00	1,800.00
Fuel All Types	1,250.00	1,250.00	1,250.00	1,250.00	1,250.00	1,250.00	1,250.00	1,250.00	1,250.00	1,250.00	1,250.00	1,250.00	15,000.00
Shed Costs	5,000.00	5,000.00	5,000.00	5,000.00	5,000.00	5,000.00	5,000.00	5,000.00	5,000.00	5,000.00	5,000.00	5,000.00	60,000.00
Balance Sundry not listed	1,250.00	1,250.00	1,250.00	1,250.00	1,250.00	1,250.00	1,250.00	1,250.00	1,250.00	1,250.00	1,250.00	1,250.00	15,000.00
Grain Purchases	30,000.00	30,000.00	30,000.00	30,000.00	21,500.00	21,500.00	21,500.00	30,000.00	30,000.00	30,000.00	30,000.00	28,000.00	332,500.00
Hay/Silage	10,000.00	10,000.00	0.00	0.00	0.00	5,000.00	5,000.00	5,000.00	5,000.00	5,000.00	5,000.00	10,000.00	60,000.00
Labour Sharefarmer	21,766.25	21,766.25	21,766.25	21,766.25	21,766.25	21,766.25	21,766.25	21,766.25	21,766.25	21,766.25	21,766.25	21,766.25	261,195.00
All Admin & Office costs	250.00	250.00	250.00	250.00	250.00	250.00	250.00	250.00	250.00	250.00	250.00	250.00	3,000.00
Herd Costs Vet	2,500.00	2,500.00	2,500.00	2,500.00	2,500.00	2,500.00	2,500.00	2,500.00	2,500.00	2,500.00	2,500.00	2,500.00	30,000.00
Herd Costs A.I	1,250.00	1,250.00	1,250.00	1,250.00	1,250.00	1,250.00	1,250.00	1,250.00	1,250.00	1,250.00	1,250.00	1,250.00	15,000.00
Herd Costs General	1,000.00	1,000.00	1,000.00	1,000.00	1,000.00	1,000.00	1,000.00	1,000.00	1,000.00	1,000.00	1,000.00	1,000.00	12,000.00
Fertilizer All Types	15,000.00	10,000.00	10,000.00	0.00	0.00	0.00	0.00	0.00	0.00	25,000.00	25,000.00	15,000.00	100,000.00
Telephone Land/Mobile	150.00	150.00	150.00	150.00	150.00	150.00	150.00	150.00	150.00	150.00	150.00	150.00	1,800.00
Pasture Renovation/Crop	0.00	0.00	10,000.00	0.00	0.00	0.00	0.00	0.00	5,000.00	5,000.00	0.00	0.00	20,000.00
Insurance	1,000.00	1,000.00	1,000.00	1,000.00	1,000.00	1,000.00	1,000.00	1,000.00	1,000.00	1,000.00	1,000.00	1,000.00	12,000.00
Farm Finance	16,667.00	16,667.00	16,667.00	16,667.00	16,667.00	16,667.00	16,667.00	16,667.00	16,667.00	16,667.00	16,667.00	16,663.00	200,000.00
Repairs & Maintenance	3,334.00	3,334.00	3,334.00	3,334.00	3,334.00	3,334.00	3,334.00	3,334.00	3,334.00	3,334.00	3,334.00	3,326.00	40,000.00
Rates & Water	1,667.00	1,667.00	1,667.00	1,667.00	1,667.00	1,667.00	1,667.00	1,667.00	1,667.00	1,667.00	1,667.00	1,663.00	20,000.00
Contractors	1,250.00	1,250.00	1,250.00	1,250.00	1,250.00	1,250.00	1,250.00	1,250.00	1,250.00	1,250.00	1,250.00	1,250.00	15,000.00
Capital Works/Payments	\$0.00	\$0.00	\$10,000.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$10,000.00	\$0.00	\$20,000.00
Total Expenses	\$125,067.91	\$110,567.91	\$120,567.91	\$100,067.91	\$82,067.91	\$87,067.91	\$87,067.91	\$105,067.91	\$100,567.91	\$125,567.91	\$140,067.91	\$113,547.91	\$1,297,294.92
Opening Cash Balance	(\$1.00)												
Other Cash Expense	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	Nett Cash
Net Profit / (Loss)	\$1,443.08	\$8,651.78	\$9,576.02	\$45,444.47	\$81,260.15	\$74,014.04	\$58,786.78	\$18,582.30	\$10,995.18	(\$36,445.67)	(\$52,499.98)	\$38,834.17	\$ 258,642.32
Livestock Sales	\$0.00	\$0.00	\$5,000.00	\$0.00	\$5,000.00	\$0.00	\$0.00	\$5,000.00	\$0.00	\$0.00	\$5,000.00	\$0.00	\$20,000.00
Accumulated Cash	\$1,442.08	\$10,093.86	\$24,669.89	\$70,114.36	\$156,374.50	\$230,388.55	\$289,175.33	\$312,757.63	\$323,752.81	\$287,307.14	\$239,807.15	\$278,641.32	\$278,641.32