

Finance

Analysis

The **Analysis Tab** is used to review and analyse the overall Gross Margins for the entire enterprise.

1. Analysis View




Click **Analysis Tab**. A typical view will appear with totals for each paddock calculated in Red at the bottom of the Gross Margin table.

File	Home	Farm	Rotations	Analysis	Rainfall	Cash Flow	Livestock	Inventory	Reports	Mapping	
Analysis - 2012 Plan											
Farm	Paddock	ha	Crop	Variety	Price	Prod.	Yield	Income	Tot. Costs	G.Margin	Cost% Income
Avonlea	A 01	138	Wheat APH	EGA Wedget	\$240	345.0	2.5	\$82,800	\$37,935	\$44,865	46%
Avonlea	A 02	133	Wheat APH	EGA Wedget	\$240	332.5	2.5	\$79,800	\$36,560	\$43,240	46%
Avonlea	A 03	80	Wheat APH	EGA Wedget	\$240	200.0	2.5	\$48,000	\$21,991	\$26,009	46%
Avonlea	A 04	49	Barley feed	Hindmarsh (F	\$200	122.5	2.5	\$24,500	\$14,671	\$9,829	60%
Green Swamp	Church	179	Ley Pasture	Cattle					\$409		
Green Swamp	Five Fifty Acre	89	Oats grain	Yarren/Low L	\$200	222.5	2.5	\$44,500	\$19,118	\$25,382	43%
Green Swamp	Fox	176	Barley feed	Hindmarsh (F	\$200	440.0	2.5	\$88,000	\$52,697	\$35,303	60%
Avonlea	Horse	234	Canola RR	Hyola 404 RF	\$550	421.2	1.8	\$231,660	\$120,439	\$111,221	52%
Avonlea	Ironbark	178	Wheat APH	EGA Wedget	\$240	445.0	2.5	\$106,800	\$48,930	\$57,870	46%
Avonlea	Kangaroo	159	Oats grain	Yarren/Low L	\$200	397.5	2.5	\$79,500	\$31,188	\$48,312	39%
Avonlea	Kurrajong	130	Wheat APH	EGA Wedget	\$240	325.0	2.5	\$78,000	\$35,736	\$42,264	46%
Avonlea	Mallee	114	Barley feed	Hindmarsh (F	\$200	285.0	2.5	\$57,000	\$34,133	\$22,867	60%
Green Swamp	Nth Creek	72	Barley feed	Hindmarsh (F	\$200	180.0	2.5	\$36,000	\$21,558	\$14,442	60%
Green Swamp	Nth Machinery Shed	112	Wheat APH	EGA Wedget	\$240	280.0	2.5	\$67,200	\$30,788	\$36,412	46%
Green Swamp	Nth Road	251	Wheat APH	EGA Wedget	\$240	627.5	2.5	\$150,600	\$68,997	\$81,603	46%
Avonlea	One Tree	185	Lupin (angus)	Quilnock EPI	\$300	185.0	1.0	\$55,500	\$50,730	\$4,770	91%
Avonlea	Outside Pvt 1	115	Lucerne Dry	Sheep					\$3,436		
Avonlea	Pine Tree	110	Lucerne Dry	Sheep					\$3,286		
Avonlea	Pivot 1	79	Lucerne Irrig	54Q53	\$250	948.0	12.0	\$237,000	\$66,779	\$170,221	28%
Avonlea	Quandong	277	Lucerne Dry	Sheep					\$8,276		
Green Swamp	Ram	16	Barley feed	Hindmarsh (F	\$200	40.0	2.5	\$8,000	\$4,791	\$3,209	60%
Avonlea	Rosewood	93	Faba bean	Fiesta VF PBI	\$500	186.0	2.0	\$93,000	\$44,341	\$48,659	48%
Avonlea	Sand Hill	206	Oats grazing	Sheep					\$30,835		
Green Swamp	School	170	Wheat APH	EGA Wedget	\$240	425.0	2.5	\$102,000	\$46,731	\$55,269	46%
Green Swamp	Shearing Shed	79	Lucerne Dry	Cattle					\$1,682		
Avonlea	Sheoak	70	Wheat APH	EGA Wedget	\$240	175.0	2.5	\$42,000	\$19,242	\$22,758	46%
Avonlea	Wattle Pk	179	Wheat APH	EGA Wedget	\$240	447.5	2.5	\$107,400	\$49,205	\$58,195	46%
Avonlea	Wilga	92	Lentil	Sheep	\$700	184.0	2.0	\$132,119	\$27,014	\$105,105	20%
Total		3765			\$6,100	7214.2	61.3	\$1,951,379	\$931,498	\$1,067,805	

2. Modifying View and Calculations

This view can be modified in several ways, manipulated to re-calculate for different scenarios and view options.

Options for modification can be found in the tool bar above the Gross Margin Table. They are:

			<input checked="" type="radio"/> Ascending	<input type="radio"/> Pessimistic	<input type="radio"/> Low	<input type="checkbox"/> \$/ha	<input type="checkbox"/> Interest	<input checked="" type="radio"/> Total
Plan	Print	Copy	<input type="radio"/> Descending	<input checked="" type="radio"/> Expected	<input checked="" type="radio"/> Expected	<input checked="" type="checkbox"/> Costs	<input checked="" type="checkbox"/> Farm Name	<input type="radio"/> Average
Plan / Actuals	Print/Send		<input checked="" type="checkbox"/> Group Farms	<input type="radio"/> Optimistic	<input type="radio"/> Potential			<input type="checkbox"/> Weight Average by ha
			Sort Order	Price	Production	View		Summary

1. Plan/Actuals – Change the Gross Margins to view Plan or Actuals figures.
2. Print/Send – Print or Copy the table into an Excel spread sheet program to manually make adjustments.
3. Sort Order – Ascending or descending the order by clicking on the Column headings in the Table.

4. Group Farms – Group the paddocks by farm in the Gross Margin Table rather than a combined listing.
5. Price – Pessimistic/Expected (Exp)/Optimistic (High) returns based on figures in Production per paddock.
6. Production – Low/Expected/High based on the Yield of Production per paddock.
7. \$/Ha – View as a \$/ha breakdown basis rather than total per paddock.
8. Costs – Ticked to reveal the cost breakdown per paddock.
9. Interest – Tick to add interest.
10. Farm Name – Tick to add Farm Name to table.
11. Total/Average – Bottom row in red shows Total or Average figures.

Note: For Livestock, the costs per paddock for inputs and operations can be viewed. The Stock column is based on the total of cost added in the Livestock section per mob.

Analysis - 2012 Plan															
Paddock	ha	Crop	Variety	Price	Prod.	Yield	Income	Seed	Dress	Ferts.	Chems.	Adjuv.	Ops.	Irrig.	Stock
A 01	138	Wheat APH	EGA Wedget	\$240	345.0	2.5	\$82,800	\$1,725	\$2,033	\$6,224	\$9,294	\$513	\$18,147		
A 02	133	Wheat APH	EGA Wedget	\$240	332.5	2.5	\$79,800	\$1,663	\$1,959	\$5,998	\$8,957	\$494	\$17,490		
A 03	80	Wheat APH	EGA Wedget	\$240	200.0	2.5	\$48,000	\$1,000	\$1,178	\$3,608	\$5,388	\$297	\$10,520		
A 04	49	Barley feed	Hindmarsh IF	\$200	122.5	2.5	\$24,500	\$490	\$652	\$3,415	\$2,987	\$194	\$6,934		
Horse	234	Canola RR	Hyola 404 RF	\$550	421.2	1.8	\$231,660	\$28,080		\$36,036	\$9,091	\$380	\$46,851		
Ironbark	178	Wheat APH	EGA Wedget	\$240	445.0	2.5	\$106,800	\$2,225	\$2,622	\$8,028	\$11,987	\$661	\$23,407		
Kangaroo	159	Oats grain	Yarren/Low L	\$200	397.5	2.5	\$79,500	\$1,193		\$8,014	\$2,083	\$103	\$19,796		
Kurrajong	130	Wheat APH	EGA Wedget	\$240	325.0	2.5	\$78,000	\$1,625	\$1,915	\$5,863	\$8,755	\$483	\$17,095		
Mallee	114	Barley feed	Hindmarsh IF	\$200	285.0	2.5	\$57,000	\$1,140	\$1,516	\$7,946	\$6,949	\$451	\$16,131		
One Tree	185	Lupin (angus)	Quilnook EPI	\$300	185.0	1.0	\$55,500	\$4,625	\$925	\$12,136	\$8,584	\$687	\$23,773		
Outside Pvt 1	115	Lucerne Dry	Sheep					\$0			\$1,380		\$805		\$1,251
Pine Tree	110	Lucerne Dry	Sheep					\$0			\$1,320		\$770		\$1,196
Pivot 1	79	Lucerne Irrig	54Q53	\$250	948.0	12.0	\$237,000	\$0		\$28,203	\$2,394		\$36,182	\$9,875	
Quandong	277	Lucerne Dry	Sheep					\$0			\$3,324		\$1,939		\$3,013
Rosewood	93	Faba bean	Fiesta VF PBI	\$500	186.0	2.0	\$93,000	\$9,586	\$446	\$10,676	\$8,758	\$227	\$14,648		
Sand Hill	206	Oats grazing	Sheep					\$3,090		\$10,135	\$5,051	\$431	\$9,888		\$2,240
Sheoak	70	Wheat APH	EGA Wedget	\$240	175.0	2.5	\$42,000	\$875	\$1,031	\$3,157	\$4,714	\$260	\$9,205		
Wattle Pk	179	Wheat APH	EGA Wedget	\$240	447.5	2.5	\$107,400	\$2,238	\$2,637	\$8,073	\$12,055	\$665	\$23,539		
Wilga	92	Lentil	Sheep	\$700	184.0	2.0	\$132,119	\$5,778	\$267	\$4,526	\$2,735	\$150	\$12,558		\$1,001
	2621			\$4,580	4999.2	43.8	\$1,455,079	\$65,333	\$17,181	\$162,038	\$115,806	\$5,996	\$309,678	\$9,875	\$8,701

Example: This figure is calculated based on total Costs for Sheep divided by the total area allocated then multiplied by paddock area to get a figure that is a proportioned cost for each paddock.

$$\$8700/800\text{ha}=\$10.756/\text{ha} \times \text{paddock size } 115\text{ha} = \$1251$$

Cash Flow

The Cash Flow Tab displays the current year's incomes and expenditures and calculates total expenditure, balance and Cash flow. This section derives its information from other parts of the Client File and is mainly used as a reference to the activity cash flow over the months of the year.

Note: Please be aware of the date source and do not confuse activity date with purchase date.

- To view Cashflow. Click on **Cashflow** Tab.

File	Home	Farm	Rotations	Analysis	Rainfall	Cash Flow	Livestock	Inventory	Reports	Mapping
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- A chart for the Year will appear with monthly columns across the top. Each column is broken down into sections with Income and Expenses listed for each month.

Income

	Total	No Date	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
INCOME														
Barley feed	213,500												213,500	
Canola RR	231,660												231,660	
Faba bean	93,000											93,000		
Lentil	128,800													128,800
Ley Pasture														
Lucerne Dry														
Lucerne Irrigation	237,000													237,000
Lupin (angust)	55,500												55,500	
Oats grain	124,000												124,000	
Oats grazing														
Wheat APH	864,600												864,600	
Wool 19 um	28,860				28,860									
Total Income:	1,976,920				28,860							93,000	1,489,260	365,800

Expenses

EXPENDITURE														
Barley feed	4,270						4,270							
Canola RR	28,080					28,080								
Faba bean	9,586						9,586							
Lentil	5,778						5,778							
Lupin (angust)	4,625					4,625								
Oats grain	1,860						1,860							
Oats grazing	3,090						3,090							
Wheat APH	18,012						18,012							
Seed Total:	75,302					32,705	42,597							

Totals, Balance and Cashflows




Ultravac 6 in 1	610						610							
Livestock Total:	9,290	590	6,228				1,153					1,320		
Total Expenditure:	941,374	28,793	45,354	9,250	15,791	129,890	265,163	106,718	17,172	17,557	71,773	14,802	186,396	32,716
Balance:	1,035,546	-28,793	-45,354	-9,250	13,069	-129,890	-265,163	-106,718	-17,172	-17,557	-71,773	78,198	1,302,864	333,084
Cash Flow (Open=\$0)		-28,793	-74,147	-83,397	-70,327	-200,217	-465,380	-572,099	-589,271	-606,828	-678,601	-600,403	702,462	1,035,546

Caution: This is not a comprehensive cash flow.

3. **No Date Column** – Data will appear in the No Date column if a date has not been entered at the input entry in the Home Tab section for each paddock.

	Total	No Date	Jan	Feb	Mar	Apr
Backline-cattle X 02	590	590				
Backline-sheep	444		438			
Crutching	1,332		18			
Marking	542					
Shearing	5,772		5,772			
Ultravac 6 in 1	610					
Livestock Total	9,290	590	6,228			

4. On the Tool bar click **Plan** to change between Plan and Actuals figures,
5. Or Click **Print** or **Copy** to print or copy to clipboard to paste into another program for manual adjustments.

 Plan Plan / Actuals	 Print Print/Send	 Copy	<input checked="" type="radio"/> Ascending <input type="radio"/> Descending <input checked="" type="checkbox"/> Group Farms Sort Order	<input type="radio"/> Pessimistic <input checked="" type="radio"/> Expected <input type="radio"/> Optimistic Price	<input type="radio"/> Low <input checked="" type="radio"/> Expected <input type="radio"/> Potential Production	<input type="checkbox"/> \$/ha <input checked="" type="checkbox"/> Costs View	<input type="checkbox"/> Interest <input checked="" type="checkbox"/> Farm Name	<input checked="" type="radio"/> Total <input type="radio"/> Average <input type="checkbox"/> Weight Average by ha Summary
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