
FARM BUSINESS PLAN

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Executive summary

Our vision, purpose and values and guiding principles

BUSINESS DESCRIPTION

History

Ownership structure

Team overview

Team overview continued...

Name	Role	Skill gaps/opportunities

Physical description

Farm physical KPIs	Current year	Last season	20	20
Number of cows (hd)				
Effective area (ha)				
Support block (ha)				
Cows/ha				
Labour (FTE)				
Total milk solids (kg)				
Milk solids kg/ha				
Milk solids kg/cow				
Cows/FTE				
Pasture and crop eaten (t/ha)				
Farm system (% feed brought in)				

Physical description commentary

Infrastructure, plant and machinery

Financial Position

Balance Sheet

Assets and liabilities as at date: _____

Name: _____

Number: ha, cows, shares	Current value \$/ha, cow, share	TOTAL	Notes
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Assets

Dairy land and buildings			
Support block land and buildings			
Dairy company shares			
Other farm shares			
Plant, machinery and vehicles			
Mixed aged milking cows			
Rising 2 year heifers			
Rising 1 year heifers			
Bulls and other livestock			
Other investments e.g. property, shares, Kiwisaver, life insurance			
Current assets e.g. bank deposits, debtors, GST, tax			
TOTAL ASSETS			

Liabilities/debt

Details e.g. interest rate, term, bank

Bank loans			
Family loans			
Fonterra co-op loan			
Hire purchase			
Overdraft			
Other current liabilities e.g. creditors, GST, tax			

TOTAL LIABILITIES

EQUITY (Assets minus liabilities)

DEBT TO ASSET % $\frac{\text{Liabilities} \times 100}{\text{Assets}}$

EQUITY TO ASSETS % $\frac{\text{Equity} \times 100}{\text{Assets}}$

Physical description commentary

Financial and production performance history

	Current year	Benchmark	Last season	Benchmark	20	Benchmark
Farm physical KPIs						
Number of cows (hd)						
Effective area (ha)						
Support block (ha)						
Cows/ha						
Total milk solids (kg)						
Milk solids kg/ha						
Milk solids kg/cow						
Cows/FTE						
Pasture and crop eaten (t/ha)						
Profitability						
Milk price						
Gross farm revenue (\$/ha)						
Operating expenses (\$/ha)						
Operating profit (\$/ha)						
Operating profit margin (%)						
Return on assets						
Return on equity (excluding change in capital value)						
Total return on equity						
Liquidity						
Farm working expenses (\$/ kg MS)						
Cash operating surplus						
Interest payments <small>(note 2013-14 and 2015-16 interest approx. 7% (DairyBase data), 2015-16 & 2016-2017 approx. 6% (Farmer data))</small>						
Discretionary cash						
Drawings						
Cash surplus/deficit (includes any capital transactions)						
Breakeven milk price						
Wealth						
Closing total assets						
Closing total liabilities						
Closing total equity						
Growth in equity						
Growth from profit						
Growth from capital						
Debt:asset ratio						

Business performance commentary

Swot analysis

Strengths		Weaknesses	
Personal:		Personal:	
Business:		Business:	
Opportunities		Threats	
Personal:		Personal:	
Business:		Business:	

Business strategy and goals

	Goals	Actions		
		1 Year	2 to 5 years	Lng term (5 years +)
Personal				
Financial				
Production System				
People Management				
Environment				
Animals				

Risk Management

Risks	Likelihood (high/medium/low)	Impact (high/medium/low)	If this occurs, we will...

Financial Plan

Policies and procedures

Key Business documents

Appendix