

# RCS Business Fundamentals Workshop

## Business information

To the best of your ability, bring along the following information. During this course we will be using your paddock information (production) and the office information (money) to analyse and forecast your business health. Please don't stress about this list, just do your best. The key categories are income and expenses, assets and liabilities.

### - Historical expenditure

- At a minimum: Last few tax returns and some thought on what your direct costs are (freight, animal health, supplements, commission and selling costs, fertiliser, chemical, harvesting etc).
- Ideally, your historical overhead costs, direct costs
- If you will have access to your accounting program whilst at the workshop that would be useful.

### - Budgets and planning

- If you have a budget for this financial year please bring that with you
- If you have started a budget or planning for this financial year (well done) bring that along also

### - Livestock

- Current stock numbers
  - > Break it into animal classes as much as possible (eg cows, heifers, weaner heifers, calves, weaner steers, steers, bullocks, bulls etc.
  - > Estimate the current weight of each animal class
- An idea of intended livestock sales and purchases (what is the plan moving forward)
- An estimate (or actual) of your pregnancy rates (if applicable)
- Any other information that you feel will help you prepare a budget.

### - Cropping

- What crops are currently planted and how many hectares
- What the future cropping plan is - include what the areas, sowing and harvesting windows are for each crop.
- An idea of what the growing and harvesting costs are for each crop
- An estimate of possible yields.
- Any crop in silos/storage? How many tonnes and what approx value today.

### - Other businesses

- An estimate of potential income and costs for each business (if applicable).

### - Assets

- How much country do you own and what is its approximate market value now.
- How much country do you lease.
- Plant and equipment list and approximate clearing sale/market valuations
- Cash at bank balance
- Term deposits.
- Any other assets you have
- If you have off farm assets, please bring that information along as well.

### - Liabilities

- Bring a list of what loans you have, current interest rates, what payments are due when, length of loan etc.
- Current overdraft balance (if applicable) and facility limit (maximum amount you can borrow).
- Keep off farm liabilities listed separately.