

Gross margin budgeting and management

Utilising farm data • Improved decision making •
Understanding farm financing

Designed for:

Individuals who wish to improve understanding of crop gross margin level farm finances and how they can be used as a management tool, including comparative analysis and bench marking techniques. It is also suitable for students or recent graduates in practical farming, agronomy or land management industry

Entry requirements:

An entry level course suitable for individuals with a practical or training level awareness of farm finances

Price:

£245 + VAT

Duration:

A one day classroom-based course

CPD points:

2 BASIS and 4 NRoSO

Learning outcomes:

At the end of this course, you will be able to:

- Define the key components of a gross margin account and appreciate the difference between variable (direct) and fixed (indirect) cost. Be able to use the concepts of opening and closing valuation balances in calculating a crop gross margin.
- Identify the sources of farm data and examine the strengths and weaknesses of the data.
- Identify the sources of external gross margin data for budgeting and benchmarking.
- Assess the management uses for farm gross margin accounts
- Complete a comparative analysis exercise.
- Develop conclusions and action plans based on the output of a comparative analysis exercise

Content:

Classroom module (one day)

- An overview of crop output, variable (direct) costs and the gross margin calculation
- How to prepare a crop gross margin from raw farm data, including an understanding of opening and closing stocks
- Identifying the sources of farm and external gross margin data sources
- Understanding the management uses for gross margin data
- Practical exercise to compare Sustainable Farming Incentive (SFI) options against traditional cropping, which will include looking at the breakeven yields/prices against the SFI options. Draw up conclusions and develop an SFI action plan for a case study farm

Trainers:

Chris Winney, Farm Business and Rural Consultant

For more information or to book online go to
www.artistraining.com

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