TARANAKI YOUNG FARMERS

Agribusiness module

1 Stock reconciliation

Use the following information to complete the stock reconciliation and answer the questions that follow.

- You open with 387 mixed age cows and 96 in-calf heifers (2 Yr Heifers).
- You also have 3 breeding bulls and 102 1 Yr Heifers grazing at the runoff.
- Calving goes well and you keep 100 heifer calves and 371 bobby calves are born and sold at 4 days.
- 4 mixed age cows die during calving.
- 2 of your heifer calves and 3 of your 2 Yr heifers die for unknown reasons.
- In December you purchase a further 4 breeding bulls and 2 are sold in February.
- After pregnancy testing, you sell 15 mixed age cows as they are empty.
- In March 60 of your older mixed age cows are sold.

NOTE: Year end tallies are NOT Aged up.

Livestock reconciliation Dairy Demo

2025/26 Young Farmers

FARM FOCUS

Stock class	Opening	Births	Purchases	Sales	Killed	Deaths & missing	Year end
Mixed Age Cows							
2 Yr Heifers							
1 Yr Heifers							
Heifer Calves							
Bobby Calves							
Calves							
1 Yr Steers & Bulls							
2 Yr Steers & Bulls							
Breeding Bulls							
Total							

WHAT IS THE ...

1. Total opening numbers of stock?
2. Total number of births for the year?
3. Total number of animals purchased?
4. Total number of animals sold?
5. Total deaths on farm for the year?
6. Total closing number of stock?

② Understanding Cashflow

Use the cashflow report to answer the questions that follow.

2024/25 Actuals Sheep and Beef Demo

Revision date: **End of Sep 2025**, View: **Cash**

FARM FOCUS

28 Oct 2025 15:04

	TOTAL	JUL 24	AUG 24	SEP 24	OCT 24	NOV 24	DEC 24	JAN 25	FEB 25	MAR 25	APR 25	MAY 25	JUN 25
		ACTUALS											
INCOME	734,797	3,383	2,000	1,600	12,533	173,390	94,679	167,720	204,780	72,280	1,600	9,233	(8,400)
Sheep (Sales)	615,496					171,390	91,296	144,180	203,180			5,450	
Beef (Sales)	69,830				9,150					70,680			(10,000)
Wool	21,540							21,540					
Other Farm Inco	27,930	3,383	2,000	1,600	3,383	2,000	3,383	2,000	1,600	1,600	1,600	3,783	1,600
PURCHASES	(52,900)	(30,000)					(6,000)			(16,900)			
Sheep (Purchase	(6,000)						(6,000)						
Beef (Purchases	(46,900)	(30,000)								(16,900)			
NET INCOME	681,897	(26,617)	2,000	1,600	12,533	173,390	88,679	167,720	204,780	55,380	1,600	9,233	(8,400)
FARM EXPENDI	(409,491)	(21,262)	(47,541)	(32,690)	(63,604)	(25,091)	(43,101)	(27,402)	(79,298)	(19,842)	(17,331)	(18,203)	(14,126)
Wages	(88,530)	(6,150)	(6,150)	(6,150)	(8,950)	(9,225)	(6,150)	(9,040)	(9,040)	(6,150)	(6,150)	(9,225)	(6,150)
Animal Health	(25,671)			(3,793)	(6,757)	(6,191)	(1,523)	(1,835)	(3,961)	(499)	(1,087)	(23)	
Breeding Expens	(5,357)	(4,313)		(1,043)									
Electricity	(12,138)	(1,089)	(1,123)	(1,086)	(934)	(887)	(933)	(933)	(940)	(960)	(1,030)	(1,076)	(1,149)
Feed Purchased	(9,000)								(9,000)				
Fertiliser	(98,381)		(10,839)		(38,492)				(49,050)				
Freight	(586)	(391)								(195)			
Farm Working	(5,282)	(629)	(514)	(319)	(319)	(939)	(365)	(365)	(365)	(495)	(156)	(365)	(449)
Health & Safety	(94)											(94)	
Pasture Renewa	(11,200)			(6,200)							(5,000)		
Shearing	(26,383)						(26,383)						
Weed & Pest	(12,744)			(4,522)	(3,826)			(299)		(3,652)	(445)		
Repairs & Mainte	(33,513)	(4,237)	(1,338)	(4,493)	(1,118)	(977)	(5,102)	(10,133)		(2,952)	(786)	(1,863)	(516)
Vehicle Expense	(34,762)	(2,418)	(3,903)	(4,199)	(1,726)	(3,137)	(1,760)	(3,316)	(3,207)	(4,053)	(1,791)	(1,822)	(3,431)
Administration	(14,510)	(2,035)	(885)	(885)	(1,482)	(885)	(885)	(1,480)	(885)	(885)	(885)	(885)	(2,433)
Rates Insur ACC	(31,339)		(22,789)			(2,850)			(2,850)			(2,850)	
FARM SURPLUS	272,406	(47,880)	(45,541)	(31,090)	(51,071)	148,299	45,577	140,318	125,482	35,538	(15,731)	(8,970)	(22,526)
INTEREST & RI	(329,754)	(26,762)	(27,401)	(28,088)	(28,502)	(29,245)	(28,051)	(27,914)	(27,106)	(26,215)	(26,455)	(26,846)	(27,168)
Interest	(89,754)	(6,762)	(7,401)	(8,088)	(8,502)	(9,245)	(8,051)	(7,914)	(7,106)	(6,215)	(6,455)	(6,846)	(7,168)
Rent & Lease	(240,000)	(20,000)	(20,000)	(20,000)	(20,000)	(20,000)	(20,000)	(20,000)	(20,000)	(20,000)	(20,000)	(20,000)	(20,000)
OPERATING SURPLUS	(57,348)	(74,642)	(72,941)	(59,178)	(79,573)	119,054	17,526	112,404	98,375	9,322	(42,186)	(35,816)	(49,695)
OTHER	(52,934)	(4,867)	(4,834)	(4,817)	(4,817)	(4,817)	(4,817)	(4,817)	(2,817)	(5,084)	(3,750)	(3,750)	(3,750)
Loan Repayment	(9,867)	(1,067)	(1,067)	(1,067)	(1,067)	(1,067)	(1,067)	(1,067)	(1,067)	(1,334)			
Personal	(45,067)	(3,800)	(3,767)	(3,750)	(3,750)	(3,750)	(3,750)	(3,750)	(3,750)	(3,750)	(3,750)	(3,750)	(3,750)
Taxation	2,000								2,000				
FIN YEAR SURPLUS	(110,282)	(79,509)	(77,775)	(63,995)	(84,390)	114,237	12,710	107,588	95,559	4,239	(45,936)	(39,566)	(53,445)
GST	(402)	(1,124)	(9,117)	11,710	(9,431)	36,646	4,587	(5,593)	17,001	(33,317)	(4,610)	(1,582)	(5,571)
GST	(402)	(1,124)	(9,117)	11,710	(9,431)	36,646	4,587	(5,593)	17,001	(33,317)	(4,610)	(1,582)	(5,571)
OPENING BALANCE	(112,548)	(112,548)	(193,181)	(280,073)	(332,358)	(426,179)	(275,296)	(257,999)	(156,004)	(43,444)	(72,522)	(123,068)	(164,216)
CLOSING BALANCE	(223,232)	(193,181)	(280,073)	(332,358)	(426,179)	(275,296)	(257,999)	(156,004)	(43,444)	(72,522)	(123,068)	(164,216)	(223,232)

1. What was the opening bank balance for the business?
2. What was the total annual spend on wages?
3. Which month has the highest total income?
4. How much was spent on vehicle expenses in January?
5. How much does the farmer pay to lease the farm annually?
6. What is the total operating surplus for the year for this business?
7. What is the total annual farm expenditure as a % of the total annual income?
8. What is the peak overdraft position for the year?

3 Report comprehension

Use the following information to answer the questions the follow.

Variance Dairy Demo

FARM FOCUS
28 Oct 2025 14:31

Payment date Date range: **01 Jun - 31 May** Amounts are: GST Exclusive

CODE	COLUMN A 2024/25 ACTUALS $	COLUMN B 2023/24 ACTUALS $	VARIANCE BETWEEN COL A & COL B $	COL A AS A % OF COL B
INCOME				
Milk Production	1,412,355	1,068,124	344,231	132 %
Dairy (Sales)	67,103	69,526	(2,423)	97 %
Other Farm Income	31,235	31,235		
Income Total	**1,510,693**	**1,168,884**	**341,808**	**129 %**
PURCHASES				
Dairy (Purchases)		(12,500)	12,500	
Purchases Total		**(12,500)**	**12,500**	
NET INCOME	**1,510,693**	**1,156,384**	**354,308**	**131 %**
FARM EXPENDITURE				
Wages	(84,996)	(78,000)	(6,996)	109 %
Animal Health	(58,521)	(54,700)	(3,821)	107 %
Breeding Expenses	(21,025)	(20,513)	(512)	
Calf Rearing	(27,648)	(27,609)	(39)	
Dairy Shed	(16,034)	(12,807)	(3,227)	125 %
Electricity	(27,202)	(28,695)	1,493	95 %
Feed Purchased	(128,675)	(127,250)	(1,425)	101 %
Fertiliser	(120,001)	(110,971)	(9,030)	108 %
Farm Working	(2,405)	(2,258)	(147)	
Health & Safety	(1,589)	(1,725)	136	
Pasture Renewal	(15,000)	(15,000)		
Weed & Pest	(14,918)	(14,709)	(209)	
Repairs & Maintenance	(111,135)	(139,859)	28,723	79 %
Vehicle Expenses	(41,726)	(44,929)	3,203	93 %
Administration	(19,687)	(18,862)	(825)	
Rates Insur ACC	(52,934)	(51,263)	(1,671)	103 %
Farm expenditure Total	**(743,495)**	**(749,148)**	**5,653**	**99 %**
FARM SURPLUS	**767,197**	**407,236**	**359,961**	**188 %**
INTEREST & RENT				
Interest	(124,052)	(152,336)	28,284	81 %
Interest & rent Total	**(124,052)**	**(152,336)**	**28,284**	**81 %**
OPERATING SURPLUS	**643,145**	**254,900**	**388,245**	**252 %**
OTHER				
Asset Purch or Sold		(24,000)	24,000	
Loan Repayments	(250,000)	(120,000)	(130,000)	208 %
Personal	(84,000)	(102,116)	18,116	82 %
Taxation	(90,000)	(74,950)	(15,050)	120 %
Other Total	**(424,000)**	**(321,066)**	**(102,934)**	**132 %**
FIN YEAR SURPLUS	**219,145**	**(66,166)**	**285,312**	
GST				
GST	12,385	(1,392)	13,776	
Gst Total	**12,385**	**(1,392)**	**13,776**	
INCOME (EXPENSE)	**$ 231,530**	**(67,558)**	**$ 299,088**	

1. How much has the milk production income increased from the 2023/24 to the 2024/25 year?

2. Has the income generated from dairy livestock sales increased or decreased from the 2023/24 to the 2024/25 year?

3. How much did the farmer spend purchasing dairy livestock in the 2024/25 year?

4. Is there an increase or decrease in the cost of animal health in 2024/25 compared to 2023/24 financial year?

5. What is the dollar value of that increase/decrease?

6. Is there an increase or decrease in total farm expenditure in the 2024/25 year compared to the 2023/2024 financial year?

7. What is the % variance in total farm expenditure?

8. Which farm expenditure category had the largest percentage variance between the two years?

9. Which farm expenditure category had the largest dollar variance between the two years?

10. How much less did the farmer pay in interest in the 2024/25 year compared to the previous year?

11. How much did the farmer pay in principal loan repayments in the 2024/25 year?

12. Is this more or less than they paid in principal loan repayments in the 2023/24 year?

**An example of category is Wages, Animal health, Breeding expenses, Calf rearing etc*