



C.Y.C. Agricultural Technologies & Management Ltd.



The time is here to use all modern Financial Tools, to make our farm, a successful business.

At C.Y.C. Agricultural Technologies & Management, we have recognized the need for online formal management on the dairy farm, to give us the opportunity to survive. The economic climate world-wide, is forcing good farmers, to become better business people, with the aid of modern financial management tools.

At CYC, we have created a web based financial tool, that is user friendly, farmer specific, and internet connectable, allowing us to run our business income and expenses, from any computer, as long as we have internet.

The tool is designed to help record all information. Recording in its real form, without us needing to disguise money from one category to the next, for reasons I do not need to mention! The idea, is to insert all the information accurately, and setting up anonymous network of users, that will be able to check there results, and compare them regionally, nationally, or even internationally. It all depends on our need to take the opportunity, and use modern tools for our benefit.

Blogging each other for ideas, or tools, to help run our farm as a business can give us all the edge we need to remain competitive. We do not have the leeway to miss the opportunity, times are tough, so before we make harsh decisions that we cannot go back on, let's check if we are doing everything possible, to leave as much profit in the business as possible.

The system is a user secure, password controlled, tool, that is designed to be Dairy specific, looking at the expenses and income from a Dairyman's perspective, the opportunity for networking and idea sharing, is not a new one, the only difference to this specific tool, is the fact that it has a financial purpose, not the normal professional purpose.

Everything in the program orientation is towards accurate costing and decision making that will encourage correct business decisions. The site is fully integrated with category specific dilemmas, which lend a hand in making proper business type decisions that we can take to the bank. Unlike the normal tools, that keeps us hopeful, in a weakening financial economy, forcing us to take the business side of farming a whole lot more seriously. We actually need to prioritize.

The program is supported by a group of accountants, whose sole purpose is to get specific reports out on time. Monthly Profit or loss reports, financial costing reports, ie real time roughage costing, and not the normal accepted rate of cost practiced today.

The question is:

Can we afford to grow silage, or is it cheaper to purchase the ready grown product from a crop grower.

Extra's, how do add on products from reputable companies add to our production efficiency, and is it cost efficient.

Why do we rely on these companies selling us their products, instead of us as a consumer network, help in buying necessary products. Small daily costs that effect consumption and efficiency rates; need to be assessed on a business level, based on results from colleges in our networking facility, passing on the actual in field results from personal experience.

- ❖ With all this information, if recorded correctly, we can create accurate Profit and Loss reports, which are Dairy farm specific. This can be received on a monthly basis, just like every good business. This will allow monthly comparisons, quarterly as well as annual, comparisons. We can make proper annual cash flow planning, and talk to our banks, on our terms, using there terminology!
- ❖ The clean business approach is essential for survival at the moment, not to mention our prosperity for the future.

Some reports we are offering.

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Agro Management

At Agricultural Technologies and Management we have the answer to the question, "What is needed to maximize the Dairy Farmers profit margin?"

We narrowed it down for simplicity to these three sub – headings:
Genetics, Nutrition, Management.

These type of questions have an enormous financial repercussion on decisions made by the Owner or the Manager of such a business.
We all know that we pay today for mistakes made yesterday, have to invest constantly in our herd for 4 years time, Today's new born Calf will come to Maximum Production only after 2nd lactation, if we have invested correctly, and done the work required. Our biggest problem is that genetic planning and investment takes at least 10 years to show full results.
To help our clients, we at Agricultural Technologies and Management, have searched our market and come up with a method that can change this scenario into substantially

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999 Skietkraal

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Action Type	Income	Item	Milk	Sum per unit	0.53	Save
Active Date	31 July 2011	Amount	19500 Lt	Total	10335.00	Clear
Doc No	12345	Storage	Milk tank	Details	outside temp. 38 deg	
Fat %	3.85	Protein %	3.38	Somatic cell count	232000	

Change	Move No	Date	ActionType	Doc No	Item	Storage	Amount	Sum	Total	Details
Edt	21	30-03-2011	Expense	0	wheat hay	feed center	2130	0.10	213.00	
Edt	20	30-06-2011	Income	0	cows	Diary	10	320.00	3200.00	sick, feet, da
Edt	19	31-07-2011	Income	0	Milk	Milk tank	19500	0.53	10335.00	
Edt	18	07-08-2011	Expense	11234	corn grains	feed center	3200	0.45	1440.00	
Edt	17	30-01-2011	Expense	0	salary expenses	Main	1	10640.00	10640.00	Wheat silage
Edt	16	28-06-2011	Income	0	Milk	Milk tank	3800001	0.43	1634001.00	
Edt	15	28-06-2011	Expense	0	bedding	Main	3000	0.35	1050.00	
Edt	14	30-06-2011	Expense	0	social expenses	Main	3	700.00	2100.00	
Edt	13	30-06-2011	Expense	0	salary expenses	Main	3	1100.00	3300.00	3
Edt	12	30-06-2011	Income	125	Milk	Main	150000	0.44	66000.00	

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Company: Skietkraal 2011 : Year 123 Company No.

18/06/11 - Report date 31/03/2011 - 04/03/2011 - Period 1 of 1 - Page No 18/06/11 - User

Profit And Loss 2011

Euro	Euro	Euro	Heading	
			Income	
			476,440	Milk Income
			75,217	Milk
651,377			Total Income	
			Operating Cost	
			76,652	LABOUR
			315,729	Feed Costs
			16,653	Veterinarian Cost
			16,789	Total Energy and Water
			6	Tyler Deliveries
			166	Tractor Expenses
			323	Harvest Costs
			22,192	General Expenses
447,618			Total Operating Costs	
			Gross Profit	
203,759			Gross Profit	
			16.6%	
			Dep. & Finance expenses	
			19,124	depreciation
184,635			Management costs	
			5,456	LABOUR Management
			1,218	Insurance
			2,018	Telephone Expenses
			18	Computer Expenses
			3,164	Accounting Expenses
			24	Guest Duty Exp.
			326	Mutual Fees
			326	Rent
			13	Motor Vehicle Expenses
12,116			Management costs Total	
172,519			Total Expenses	
72,118			Total Net Profit	

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Dairy Comparison per quota Liter

	Large <400						Average		Small >400				average	
	1	2	3	4	5	6	Large	Small	1	2	3	4	Small	Average
Milk	0.332	0.306	0.364	0.353	0.313	0.337	0.334	0.312	0.300	0.400	0.367	0.345	0.340	
Meat	0.048	0.033	0.029	0.029	0.031	0.028	0.033	0.025	0.020	0.041	0.038	0.031	0.032	
Misc.	0.001	0.000	0.000	0.000	0.000	0.001	0.001	0.000	0.002	0.001	0.000	0.001	0.001	
Tot. Income	0.381	0.339	0.393	0.383	0.343	0.366	0.368	0.336	0.322	0.442	0.405	0.377	0.372	
Labor	0.034	0.032	0.030	0.043	0.027	0.040	0.034	0.042	0.029	0.060	0.053	0.046	0.040	
Feed	0.196	0.180	0.213	0.187	0.200	0.144	0.187	0.186	0.185	0.183	0.203	0.189	0.188	
Veterinarian	0.010	0.007	0.008	0.006	0.007	0.007	0.007	0.008	0.007	0.007	0.012	0.008	0.008	
Insemination	0.005	0.005	0.006	0.005	0.004	0.004	0.005	0.005	0.005	0.005	0.004	0.005	0.005	
De-Hoof	0.001	0.002	0.001	0.000	0.001	0.000	0.001	0.000	0.001	0.002	0.000	0.001	0.001	
Water, Energy, Maintenance	0.017	0.015	0.015	0.008	0.010	0.013	0.013	0.023	0.022	0.033	0.021	0.025	0.019	
Deliveries	0.000	0.000	0.000	0.000	0.000	0.000	0.000	0.004	0.000	0.003	0.001	0.002	0.001	
Tractor Use	0.002	0.003	0.006	0.007	0.002	0.013	0.006	0.012	0.000	0.023	0.014	0.012	0.009	
Other Expenses	0.006	0.008	0.006	0.016	0.004	0.010	0.008	0.007	0.002	0.010	0.010	0.007	0.008	
Manure Treatment	0.000	0.001	0.020	0.010	0.009	0.002	0.007	0.000	0.000	0.000	0.000	0.000	0.004	
Tot. Operating Expenses	0.272	0.253	0.306	0.283	0.268	0.232	0.269	0.286	0.250	0.325	0.317	0.295	0.282	
Profit (Loss) Gross	0.110	0.086	0.087	0.100	0.078	0.134	0.099	0.050	0.072	0.117	0.088	0.082	0.090	
Rent/	0.003	0.006	0.008	0.002	0.010	0.005	0.006	0.002	0.011	0.026	0.000	0.010	0.008	
Total Management Exp	0.020	0.018	0.018	0.025	0.012	0.022	0.019	0.008	0.014	0.019	0.002	0.011	0.015	
Net Profit (Loss)	0.087	0.068	0.070	0.075	0.065	0.111	0.080	0.042	0.056	0.072	0.086	0.065	0.076	

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I believe that these types of reports will give us the online personal information to make the correct management decisions, as well as the regional results, on an anonymous level, to check ourselves per quota, and milk actually sold.

Every day, we get more suggestions and Ideas for the program, that is the beauty. Dairy farmers will help build this site, according to our needs.

Colin Lotzof



CEO 

Kibbutz Tzora, Israel

 (972)-50-7283031

e-mail: cows@tzora.co.il

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