

# Your cash flow plan.

## A helpful guide to filling out your Cash Flow Planner.

In simple terms, your cash flow is key to how you manage your farm finance and completing a cash flow plan allows you to plan your seasonal working capital finance. If you invest the time in planning and analysing your plan now, you'll reap the rewards in the future. We've created a handy step-by-step guide to get your started:

### Step 1

#### Use your records

When completing your cash flow plan, a good starting point is to examine your monthly income receipts for the past year. Then examine your monthly expenditure for the past year. Use your cheque books, bank statements and receipts to help you with this. Be sure to account for any planned changes in the coming year.

### Step 2

#### Enter the figures

In the Cash Flow Planner, attribute the relevant income and expenditure to the month it will be received/paid by the farm. This will help identify the closing cash balance for each month.

### Step 3

#### Determine your working capital requirements

Ensure that you have sufficient working capital to meet the highest negative closing balance of your cash flow plan.

### Step 4

#### Monitor your cash flow

Keep a record of the actual cash flow as it occurs month by month and compare to planned or projected amounts. This will help you identify issues at an early stage and allow you to take the necessary actions.



If you do experience cash flow pressure, make early contact with your local AIB branch or Business Centre.

Click on [www.aib.ie/farming](http://www.aib.ie/farming)

Branch. Phone. Online.  
Call **0818 47 88 33**  
[www.aib.ie/farming](http://www.aib.ie/farming)  
or Drop in to any branch.

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# FARMER CREDIT LINE

DARREN, DAIRY FARMER.

**WE BACK BRAVE**



# Helping you to manage your farm cash flow.

If you're looking for a flexible way to manage your farm's seasonal working capital throughout the year then you should consider the AIB Farmer Credit Line.

The Farmer Credit Line is a working capital facility for farmers. It is similar to an overdraft facility, however it sits alongside your current account. Your overdraft should typically be used to finance your ongoing expenses. For planned seasonal expenses you can drawdown funds from your Credit Line. This means your current account and working capital is not depleted by seasonal expenses and you have the flexibility to repay your Credit Line when you have the funds available.

By establishing the level of working capital support you need at the start of each year and arranging the necessary bank finance, you can have the funding in place for planned seasonal purchases.

## The AIB Farmer Credit Line

- 1 Working alongside your current account, it's flexible and easy to use. You can transfer funds to your current account as you need them to pay for seasonal purchases.
- 2 You can transfer funds as the need arises and there are no transaction costs for transfers from the Farmer Credit Line to the working current account. Transferring funds is simple and can be done online, in branch or by telephone.
- 3 Suitable for all types of farms, you can tailor your Farmer Credit Line to your working capital needs.
- 4 The Farmer Credit Line is an annual facility and must maintain a nil or credit balance for at least 30 days a year. This gives you maximum flexibility.
- 5 The Farmer Credit Line attracts a competitive variable interest rate.
- 6 We will review your Farmer Credit Line annually and interest will be debited to the account on a quarterly basis.



For more information on the AIB Farmer Credit Line or Cash Flow Management call into your local AIB branch or visit [www.aib.ie/farming](http://www.aib.ie/farming)

The Farmer Credit Line interest rate is variable.

**Warning: The cost of your repayments may increase.**

Lending criteria, terms and conditions apply. Credit facilities are subject to repayment capacity and financial status and are not available to persons under 18 years of age. Security may be required. Allied Irish Banks, p.l.c. is regulated by the Central Bank of Ireland.

## Agri Cash Flow Planner

YEAR 1	January	February	March	April	May	June	July	August	September	October	November	December	Total
<b>A. FARM RECEIPTS</b>													
Livestock sales													€
Milk sales													€
Crop sales													€
Basic Farm Payment													€
GLAS/Other environmental scheme													€
Forestry premium													€
Other farm schemes/payments													€
Grant													€
Grant bridging loan													€
Term loan top up													€
Salary													€
Other													€
<b>A. TOTAL FARM RECEIPTS</b>	€	€	€	€	€	€	€	€	€	€	€	€	€
<b>B. FARM EXPENDITURE</b>													
Fertiliser, seed, spray													€
Purchased feedstuff													€
Livestock purchases													€
Veterinary, medicine & AI													€
Contractor charges													€
Farm building repairs & maintenance													€
Machinery operation & maintenance													€
Upkeep of land													€
Transport													€
Casual labour/wages													€
Rent													€
Insurance													€
Bank loan repayments													€
Professional fees													€
Motor expenses													€
Living expenses													€
Other													€
Other													€
<b>B. TOTAL FARM EXPENDITURE</b>	€	€	€	€	€	€	€	€	€	€	€	€	€
<b>A - B CASH FLOW SURPLUS (+) / DEFICIT (-)</b>													
<b>OPENING CASH BALANCE (START MONTH)</b>													
<b>CLOSING CASH BALANCE</b>	€	€	€	€	€	€	€	€	€	€	€	€	

