

Gross Margin Budgeting and Management



Utilising farm data • Improved decision making • Understanding farm finances

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 requirement:

Suitable for individuals with a practical or training level **awareness** of farm finances

Price:

£225 + VAT

Duration:

A one day classroom-based course

CPD points:

Applied for

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

- 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 using a case study, which will include accessing data, questioning data validity, comparative analysis, drawing up conclusions and developing an action plan to improve business performance.

Trainer:

Chris Winney, Head of TAG Consulting Ltd



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