

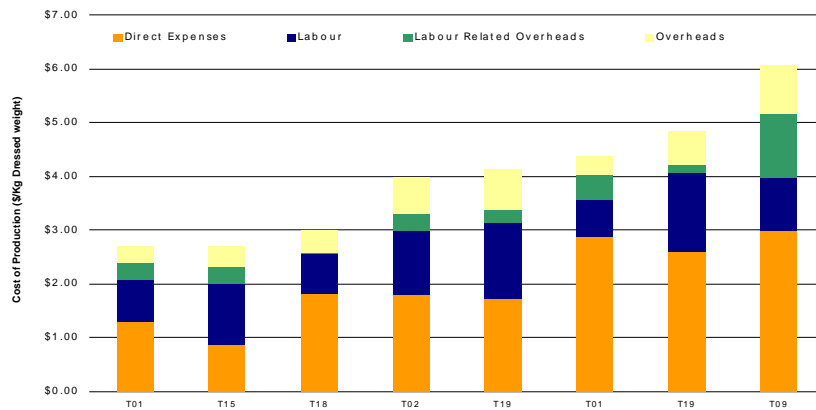
Sandy McEachern, Holmes Sackett Pty Ltd
Cost of Production Calculator



The Current Version of the CoP Tool

- Multi enterprise
 - 2 x sheep
 - 2 x beef
 - 5 x crop
- Whole farm KPI's
 - ROA, ROE
 - Can be inclusive of capital gains
- Discretionary allocation of overhead and direct expenses.

Presentation of differences in CoP



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Lessons from delivery

- There are a substantial number of clients that will struggle with the very basics of data entry.
- Satisfaction is highest when very modest expectations are set.
- Most significant change will take three years of consultation.

context

Key Messages

- The tool is best used as an introduction to farm business analysis either in group or one on one situation.
- The tool requires an 'expert' for interpretation.



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