



Planning Forward on Reduced
Seasonal Returns

Preparing for 2025



- Due to a dry 2024, many farmers have had a below average year
- Ideally you can farm the way you want to next year despite a tight 2024
- Clarify post harvest cash and inventory position – tonnage and likely prices
- Develop your preferred production plan for 2025
- Aim not to restrict next years production where possible
- Consider cost saving measures which will not impact production
- Be proactive – this may be a stressful time, there is a lot you can do to minimise your anxiety

Preparing for the bank

- Clarify post harvest cash and inventory position
- Prepare accurate month to month cashflow for at least 2025
- Provide clear and realistic assumptions (timing, price, yield, costs)
- Be clear about the variance to your “average” year/yield – link to credit need
- Update your Statement of Position
- Provide most recent financial statements
- Engage your bank early if you need to extend credit
- Remember you are not the only farmer who had a tight finish
- Your bank has a vested interest in your business succeeding



Alternate Levers



- What alternative sources of cash might you access?
- Review grain sales strategy
- FMD's to withdraw?
- Sale of livestock fodder, machinery, OFI's
- Seek to have any principal loan repayments deferred
- Identify least cost path to next revenue event (lower cost enterprises)
- Consider extending terms on P&I loans (eg equipment finance)
- Explore alternate credit providers (chemical, fertiliser, diesel)

Take Home Messages

- Clarify post harvest cash position and sales strategy
- Prepare 2025 cashflow as accurately as possible
- Engage support if you need (RFCS, Bank, Consultant, Accountant)
- Engage bank early if cashflow is tight
- Monitor budget to actual cashflow every month
- Explore alternative sources of income (FMD, asset sale)
- Consider alternative finance sources
- Minimise expenditure where possible
- Strong link between physical, financial and mental health

Thank You!

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