

John & Aidan Byrne, Ballycumber, Tinahely, Co. Wicklow

#### Overview of the farm



- 97 Ha owned.
- 53 Ha in Forestry and44 Ha in grass.
- Grassland at 400ft to a 1000ft

#### 1990

- Started Dairying with 45,000 litres From Dept. new entrant scheme
- Stock: 10 Incalf Heifers
   150 Ewes
   20 Suckler Cows
   20 Heifer to Beef
- Accommodation: 4 Span shed and 2 Lean-tos
  2 Silage Pits

## Dairy Profit Monitor / e-Profit Monitor

- Why?
- Forestry 53 Ha. Planted in 1994
  - Generated a secure income to allow investment in Dairying
- Structure of overall finances
  - Needed to grow business in a planned fashion
- Needed baseline

#### How

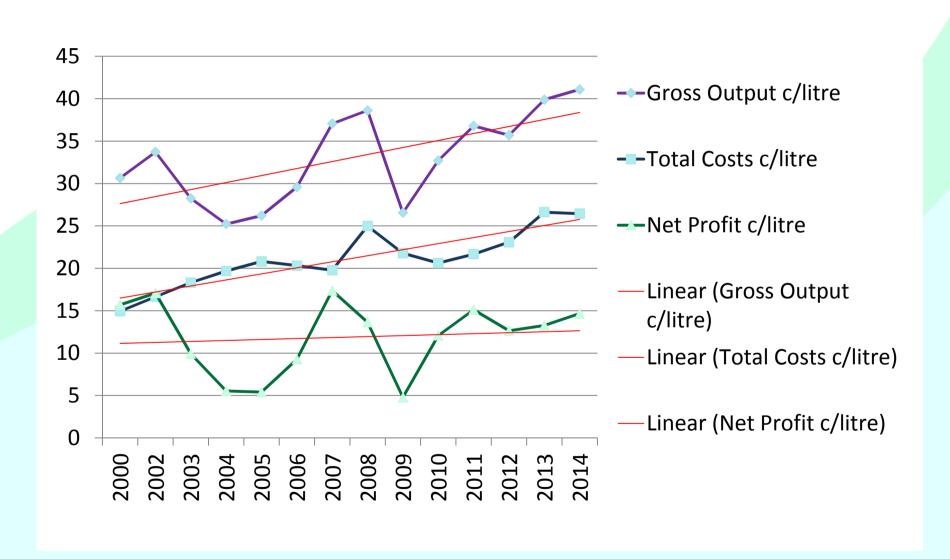
Profit Monitor and Discussion Group

• 1<sup>st</sup> year the hardest – it gets easier!!

Allows for informed decisions

See results

### **Profit Monitor Results**



### **Benefits**

Allows you to make comparisons year on year.

Allows you to benchmark yourself with other farmers.

- Confidence to know you can overcome volatility
- Banks

# **Making Comparisons**

	Feed		Fertiliser		Net Profit c/l	
	John Byrne	Nat. Avg.	John Byrne	Nat. Avg.	John Byrne	Nat. Avg.
2013	8.04	8.58	2.99	2.22	13.27	12.78
2014	5.5	6.84	2.96	2.19	14.65	14.9

## **Progress**

Growing the business

	Cow Numbers	Housing
1990	10	None
1998	23	32 Cubicles
2015	63	52 Cubicles

- 80% of farm reseeded in past 6 years
- New roadways and water infrastructure installed
- New Milking Machine
- Farm Transfer

#### Farm Transfer

- December 2014 farm was transferred.
  - Young trained Farmer
  - Used the e-profit monitor to develop the farm structure to allow for transfer
  - Gives confidence in future of farm despite outlook for 2015

#### **Future**

Use the Financial tools for future expansion

Monitor effect of each change on the costs

- Long term planning
  - Quality of life

Thank You

