

# FarmPro Reports: User Guide

Once you've logged into your farm, you can generate four key financial reports to track your farm's performance. This guide explains how to run each report.

## Accessing Reports

From your farm dashboard:

1. Select **Reports** from the menu
2. You'll see four report options:
  - Cash Flow
  - Variance Report
  - Profit Monitor
  - Production Report

The screenshot shows the FarmPro web interface. At the top, there's a header with the FarmPro logo and navigation links: Demo Farm, Farm List, Manage Account, and Help Centre. Below the header is a sidebar with a 'SEARCH' dropdown and a 'Reports' menu. The Reports menu is expanded, showing four options: Cash Flow, Variance Report, Profit Monitor (which is highlighted with a blue arrow), and Production Report. The main content area is titled 'Profit Monitor' and contains a form with two date input fields: 'From Date' (set to 01/01/2026) and 'To Date' (set to 31/12/2026). There is a link for 'Teagasc Help Notes' next to the To Date field. At the bottom right of the form is a green 'Generate Report' button. A 'Back' button is located in the top right corner of the report area.

The following guides go through each individual report – showing you how to generate and understand the information.

1. Profit Monitor Report
2. Cashflow Report
3. Production Report
4. Variance Report

# 1. Profit Monitor Report

The Profit Monitor shows your farm's total income, costs and profit for a specific period.

## How to Generate:

1. Click **Profit Monitor** from the Reports menu
2. Enter your date range:
  - **From Date:** Click the field and select your start date (e.g., 01/01/2025)
  - **To Date:** Click the field and select your end date (e.g., 31/12/2025)
  - A calendar will appear to help you choose dates
3. Click the green **Generate Report** button
4. Click "Teagasc Help Notes" links for additional guidance

The screenshot shows the FarmPro web application interface. At the top, there's a header with the FarmPro logo and navigation links like 'Demo Farm', 'Farm List', 'Manage Account', and 'Help Centre'. On the left, a sidebar contains a 'Reports' menu with options: 'Cash Flow', 'Variance Report', 'Profit Monitor' (highlighted), and 'Production Report'. The main content area is titled 'Profit Monitor' and includes a 'Back' button. It features two date input fields: 'From Date' (01/01/2025) and 'To Date' (31/12/2025). Below the 'To Date' field, a calendar for December 2025 is shown, with the 31st selected. A 'Teagasc Help Notes' link is positioned to the right of the calendar. A green 'Generate Report' button is located at the bottom right of the date selection area.

## Understanding Your Report:

The report is organised into sections you can expand or collapse:

- **Income** - Total trading income including animal sales, milk sales, crop sales.
- **Direct Costs** – Typically the purchase of animals.
- **Other Farm Income** – Includes all direct payments (e.g., BISS, ANC, ACRES) and non-trading farm income such as insurance claims, refunds, and land rental.
  - This does not include capital grants like TAMS.
- **Gross Profit** - Calculated as Income minus Direct Costs plus Other Farm Income.
  - It indicates how much money the farm turned over in a given period.
- **Operating Expenses** - All direct day-to-day farm running costs e.g., feed, fertiliser etc.
- **Net Profit** - Calculated as Gross Profit minus Operating Expenses.
  - This figure shows how much the farm made after covering all its main day-to-day running costs
  - This is **excluding capital expenditure**, drawings, directors' payments (if in a Limited Company), and loan repayments.

The screenshot shows the FarmPro Profit Monitor report in Summary view. The left sidebar lists reports: Cash Flow, Variance Report, Profit Monitor (selected), and Production Report. The main content area displays the Profit Monitor report for the period 01-01-2025 to 31-12-2025. The report shows the following figures:

| Category                  | Total      |
|---------------------------|------------|
| <b>Income</b>             |            |
| Income TOTAL              | €516,886   |
| <b>Direct Costs</b>       |            |
| Direct Costs TOTAL        | (€5,151)   |
| <b>Other Farm Income</b>  |            |
| Other Farm Income TOTAL   | €5,804     |
| <b>Gross Profit</b>       | €517,539   |
| <b>Operating Expenses</b> |            |
| Operating Expenses TOTAL  | (€308,784) |
| <b>Net Profit</b>         | €208,755   |

## Report Views:

Use the dropdown menu at the top to switch between:

- **Summary** - Overview totals only e.g., “Total Income” or “Total operating expenses”
- **Expanded** – Totals per item code/category
- **Teagasc Format** - Displays totals per item code. At the end of this report, it also includes transaction details found under the following headings:
  - Animal sales, Animal Purchases, Milk transactions, Purchased concentrate, Purchased forage, fertiliser, Lime, Veterinary, Contracting, contract rearing, seeds & spray.
- **Full transaction details** - Complete transaction list per item code.
- Click the arrows (▲ ▼) next to category headings to expand or collapse details

The screenshot shows the FarmPro Profit Monitor report in Expanded view. The left sidebar is the same. The main content area displays the Profit Monitor report for the period 01-01-2025 to 31-12-2025. The report shows the following figures:

| Category                  | Total      |
|---------------------------|------------|
| <b>Income</b>             |            |
| Income TOTAL              | €516,886   |
| <b>Direct Costs</b>       |            |
| Direct Costs TOTAL        | (€5,151)   |
| <b>Other Farm Income</b>  |            |
| Other Farm Income TOTAL   | €5,804     |
| <b>Gross Profit</b>       | €517,539   |
| <b>Operating Expenses</b> |            |
| Operating Expenses TOTAL  | (€308,784) |
| <b>Net Profit</b>         | €208,755   |

The 'Expanded' view shows more detail for the 'Animal sales' category. The following table shows the breakdown of animal sales:

| Category                              | Total  |
|---------------------------------------|--------|
| <b>Animal sales</b>                   |        |
| Cattle                                |        |
| Cattle 1 - 2 Years (Sales) - 028      |        |
| Cattle over 2 Years (Sales) - 029     |        |
| Dairy Cows (Commercial) (Sales) - 002 | 6,011  |
| Dairy Bulls (Sales) - 004             |        |
| Dairy Calves (Sales) - 005            | 23,780 |

## Further detail:

- Click on any figure on the right-hand side to see the transaction details.

| Profit Monitor                        |  | Teagasc Format | From : 01-01-2025 To : 31-12-2025 |
|---------------------------------------|--|----------------|-----------------------------------|
| Last Transaction Date : 27/08/2025    |  |                |                                   |
| Income ^                              |  |                |                                   |
| Animal sales ^                        |  |                |                                   |
| Cattle ^                              |  |                |                                   |
| Cattle 1 - 2 Years (Sales) - 028      |  |                |                                   |
| Cattle over 2 Years (Sales) - 029     |  |                |                                   |
| Dairy Cows (Commercial) (Sales) - 002 |  | 6,011          |                                   |
| Dairy Bulls (Sales) - 004             |  |                |                                   |
| Dairy Calves (Sales) - 005            |  | 23,780         |                                   |
| Cattle Total                          |  | €29,791        |                                   |
| Animal sales Total                    |  | €29,791        |                                   |

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Demo Farm

Farm List

Manage Account

Help Centre

SEARCH

▼

Reports

Dairy Cows (Commercial) (Sales) - 002

Back

| B/T | Date       | Description | Allocation Name           | Money Out | Money In | Customer         |
|-----|------------|-------------|---------------------------|-----------|----------|------------------|
| B   | 25/02/2025 |             | Dairy Cows (Commercial) ( |           | 2,350.00 | Sundry Customers |
| B   | 01/08/2025 |             | Dairy Cows (Commercial) ( |           | 1,960.54 | Mart             |
| B   | 01/08/2025 |             | Dairy Cows (Commercial) ( |           | 1,700.00 | Sundry Customers |
|     |            |             |                           | 0.00      | 6,010.54 |                  |

## Last transaction date:

Shows how up to date our FarmPro information is, based on your bookkeeper file. This is important to note, especially when completing a Teagasc profit monitor.

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Demo Farm

Farm List

Manage Account

Help Centre

SEARCH

Reports

Cash Flow

Variance Report

Profit Monitor

Production Report

Profit Monitor

Teagasc Format

From : 01-01-2025 To : 31-12-2025

Last Transaction Date : 27/08/2025

Income

Animal sales

Cattle

Cattle 1 - 2 Years (Sales) - 028

## Export Options:

Use the icons at the top to:

-  Export to Excel
-  Export to PDF
-  Print the report

## 2. Cash Flow Report

The Cash Flow Report shows your income and expenses broken down by month.

### How to Generate:

1. Click **Cash Flow** from the Reports menu
2. Select your date range (same process as Profit Monitor)
3. Click **Generate Report**

The screenshot shows the FarmPro web interface for generating a Cash Flow report. On the left, a sidebar lists 'Reports' with 'Cash Flow' highlighted. The main content area is titled 'Cash Flow' and includes a 'Back' button. Below the title, there are input fields for 'From Date' (01/01/2025) and 'To Date' (31/12/2025). A calendar for December 2025 is shown, with the 31st selected. A green 'Generate Report' button is located to the right of the calendar.

### Understanding Your Report:

The report displays data in columns by month (Jan, Feb, Mar, etc.) with:

- Monthly totals showing cash flow trends
- A **Totals** column on the right showing annual figures

### Report Views:

Use the dropdown menu at the top to switch between:

- **Summary** - Overview totals only e.g., “Total Income” or “Total operating expenses”
- **Expanded** –Income & expenditure categories can be broken down by category & item code.

- Click the arrows (▲ ▼) next to category headings to expand or collapse details

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Demo Farm

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Reports

Cash Flow

Variance Report

Profit Monitor

Production Report

Cashflow Report

Summary

Summary

Expanded

From : 01-01-2025 To : 31-12-2025

Last Transaction Date : 27/08/2025

Jan

Feb

Mar

Apr

May

Jun

Jul

Aug

Sep

Oct

Nov

Dec

Totals

Income

▼

Income Totals

€30,819

€74,480

€91,499

€86,353

€124,622

€105,452

- €3,661

-

-

-

-

€516,886

Direct Costs

▼

Direct Costs Totals

-

-

(€2,251)

(€2,900)

-

-

-

-

-

-

-

(€5,151)

Other Farm Income

▼

Other Farm Income Totals

€33

€689

€3,083

€358

€1,635

-

€6

-

-

-

-

€5,804

Gross Profit

€517,539

## Further detail:

- Click on any item code or total figure to see the transactions detail.

Cashflow Report

Expanded

From : 01-01-2025 To : 31-12-2025

Last Transaction Date : 27/08/2025

|                                       | Jan | Feb    | Mar    | Apr | May    | Jun    | Jul | Aug    | Sep | Oct | Nov | Dec | Totals  |
|---------------------------------------|-----|--------|--------|-----|--------|--------|-----|--------|-----|-----|-----|-----|---------|
| Income                                |     |        |        |     |        |        |     |        |     |     |     |     |         |
| Animal sales                          |     |        |        |     |        |        |     |        |     |     |     |     |         |
| Cattle                                |     |        |        |     |        |        |     |        |     |     |     |     |         |
| Dairy Cows (Commercial) (Sales) - 002 | -   | 2,350  | -      | -   | -      | -      | -   | 3,660  | -   | -   | -   | -   | 6,010   |
| Dairy Calves (Sales) - 005            | -   | 3,100  | 4,430  | -   | 8,205  | 8,045  | -   | -      | -   | -   | -   | -   | 23,780  |
| Cattle Totals                         | -   | €5,450 | €4,430 | -   | €8,205 | €8,045 | -   | €3,661 | -   | -   | -   | -   | €29,791 |
| Animal sales Totals                   | -   | €5,450 | €4,430 | -   | €8,205 | €8,045 | -   | €3,661 | -   | -   | -   | -   | €29,791 |

|                                                         |            |             |                           |           |          |                  |
|---------------------------------------------------------|------------|-------------|---------------------------|-----------|----------|------------------|
| Dairy Cows (Commercial) (Sales) - 002 <span>Back</span> |            |             |                           |           |          |                  |
| B/T                                                     | Date       | Description | Allocation Name           | Money Out | Money In | Customer         |
| B                                                       | 01/08/2025 |             | Dairy Cows (Commercial) ( |           | 1,960.54 | Mart             |
| B                                                       | 01/08/2025 |             | Dairy Cows (Commercial) ( |           | 1,700.00 | Sundry Customers |
|                                                         |            |             |                           | 0.00      | 3,660.54 |                  |

**Last transaction date:** How up to date our FarmPro information is, based on your bookkeeper file.

Cashflow Report

Summary

From : 01-01-2025 To : 31-12-2025

Last Transaction Date : 27/08/2025

|               | Jan     | Feb     | Mar     | Apr     | May      | Jun      | Jul | Aug    | Sep | Oct | Nov | Dec | Totals   |
|---------------|---------|---------|---------|---------|----------|----------|-----|--------|-----|-----|-----|-----|----------|
| Income        |         |         |         |         |          |          |     |        |     |     |     |     |          |
| Income Totals | €30,819 | €74,480 | €91,499 | €86,353 | €124,622 | €105,452 | -   | €3,661 | -   | -   | -   | -   | €516,886 |
| Direct Costs  |         |         |         |         |          |          |     |        |     |     |     |     |          |

## Export Options:

Use the icons at the top to:

-  Export to Excel
-  Export to PDF
-  Print the report

### 3. Production Report

The Production Report calculates your efficiency metrics based on your farm's production data.

This report helps you compare your performance to industry benchmarks.

The screenshot shows the FarmPro interface for generating a Production Report. The sidebar on the left lists 'Reports' with sub-items: 'Cash Flow', 'Variance Report', 'Profit Monitor', and 'Production Report' (highlighted). The main content area is titled 'Production Report' and includes a 'Back' button. It features two date input fields: 'From Date' (01/01/2025) and 'To Date' (31/12/2025). Below the 'To Date' field is a calendar for December 2025, with the 31st highlighted. A 'Teagasc Help Notes' link is visible next to the date fields. A green 'Generate Report' button is located at the bottom right of the date selection area.

#### How to Generate:

1. Click **Production Report** from the Reports menu
2. Select your date range
  - o **From Date:** Click the field and select your start date (e.g., 01/01/2025)
  - o **To Date:** Click the field and select your end date (e.g., 31/12/2025)
  - o A calendar will appear to help you choose dates
3. Click the green **Generate Report** button
4. **Input your production data** at the top:
  - o **Milk litres** (e.g., 1750000)
  - o **Cows** (e.g., 320)
  - o **Hectares** (e.g., 130)
  - o **Milk solids** (e.g., 150000)
5. Click the green **Save values** button
6. The report will automatically calculate

The screenshot displays the results of the Production Report. The top section shows the report title 'Production Report' and the date range 'From: 01-01-2024 To: 31-12-2024'. Below this, there are input fields for 'Milk litres' (e.g. 80000), 'Cows' (e.g. 150), 'Hectares' (e.g. 80), and 'Milk solids' (e.g. 67500). The 'Totals' row shows the calculated values: 80,000 c/Litre, 150 c/Cow, 80 c/Ha, and 67,500 c/Kg. The report is divided into sections: 'Income', 'Animal sales', and 'Cattle'. The 'Cattle' section contains a table with the following data:

| Cattle                            |       |   |   |   |
|-----------------------------------|-------|---|---|---|
| Calves 0 - 6 Months (Sales) - 026 | -     | - | - | - |
| Cattle 1 - 2 Years (Sales) - 028  | 7,400 | - | - | - |
| Cattle over 2 Years (Sales) - 029 | 8,874 | - | - | - |

## Understanding Your Report:

The report shows your financial performance across different metrics:

### Column Headers:

- **Totals** - Total euro amounts
- **€/Litre** - Cost or income per litre of milk
- **€/Cow** - Cost or income per cow
- **€/Ha** - Cost or income per hectare
- **€/Kg** - Cost or income per kilogram of milk solids

|                           | Totals     | €/Litre | €/Cow     | €/Ha      | €/Kg  |
|---------------------------|------------|---------|-----------|-----------|-------|
| <b>Income</b>             |            |         |           |           |       |
| Income TOTAL              | €1,006,012 | 57.49   | 3,143.79  | 7,738.55  | 6.71  |
| <b>Direct Costs</b>       |            |         |           |           |       |
| Direct Costs TOTAL        | (€45,579)  | -2.60   | -142.43   | -350.61   | -0.30 |
| <b>Other Farm Income</b>  |            |         |           |           |       |
| Other Farm Income TOTAL   | €73,555    | 4.20    | 229.86    | 565.81    | 0.49  |
| Gross Profit              | €1,033,988 | 59.09   | 3,231.21  | 7,953.76  | 6.89  |
| <b>Operating Expenses</b> |            |         |           |           |       |
| Operating Expenses TOTAL  | (€703,143) | -40.18  | -2,197.32 | -5,408.79 | -4.69 |
| Net Profit                | €330,845   | 18.91   | 1,033.89  | 2,544.96  | 2.21  |

### Key Sections:

- **Income Total** - Shows efficiency of income generation
- **Direct Costs Total** - Production costs across metrics
- **Other Farm Income Total** - Additional farm income sources
- **Gross Profit** - Your gross turnover per unit
- **Operating Expenses Total** - Running costs per unit
- **Net Profit** - Net profit across all metrics

### Report Views:

- **Summary** - Shows totals only
- **Expanded** - Details totals per item code/category
- **Full transaction details** - shows all transactions

- Click on any “Total” figure on the page to see the transaction detail

## Last transaction date:

- How up to date our FarmPro information is, based on your bookkeeper file.

## Export Options:

Use the icons at the top to:

-  Export to Excel
-  Export to PDF
-  Print the report

## 4. Variance Report

The Variance Report compares two different time periods to show how your farm performance has changed.

The screenshot shows the FarmPro interface for generating a Variance Report. On the left, a sidebar lists 'Reports' with options: Cash Flow, Variance Report (highlighted), Profit Monitor, and Production Report. The main content area is titled 'Variance Report' and includes a 'Back' button. Below the title, there are input fields for 'From Date' (01/01/2025) and 'To Date' (31/12/2025). A calendar for December 2025 is displayed, with the 31st highlighted. A 'Generate Report' button is located to the right of the calendar.

### How to Generate:

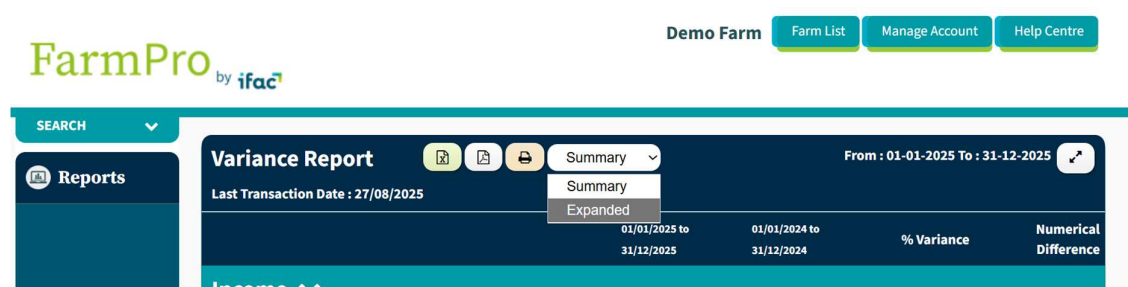
1. Click **Variance Report** from the Reports menu
2. Select your date range for comparison (e.g., 01/01/2025 to 31/12/2025)
  - This report will compare the chosen timeframe to the same timeframe in the year previous.
3. Click **Generate Report**

The screenshot displays the generated Variance Report. The top section shows the report title 'Variance Report' and the date range 'From: 01-01-2025 To: 31-12-2025'. Below this, a table compares the current period (01/01/2025 to 31/12/2025) with the previous period (01/01/2024 to 31/12/2024). The table is organized into sections: Income, Animal sales, and Milk Sales. Each section contains a list of items with their respective values and percentages.

|                                       | 01/01/2025 to 31/12/2025 | 01/01/2024 to 31/12/2024 | % Variance   | Numerical Difference |
|---------------------------------------|--------------------------|--------------------------|--------------|----------------------|
| <b>Income</b>                         |                          |                          |              |                      |
| <b>Animal sales</b>                   |                          |                          |              |                      |
| <b>Cattle</b>                         |                          |                          |              |                      |
| Cattle 1 - 2 Years (Sales) - 028      | €0                       | €7,400                   | (100%)       | (€7,400)             |
| Cattle over 2 Years (Sales) - 029     | €0                       | €8,874                   | (100%)       | (€8,874)             |
| Dairy Cows (Commercial) (Sales) - 002 | €6,010                   | €51,169                  | (88%)        | (€45,159)            |
| Dairy Bulls (Sales) - 004             | €0                       | €2,000                   | (100%)       | (€2,000)             |
| Dairy Calves (Sales) - 005            | €23,780                  | €22,830                  | 4%           | €950                 |
| <b>Cattle TOTAL</b>                   | <b>€29,790</b>           | <b>€92,273</b>           | <b>(68%)</b> | <b>(€62,483)</b>     |
| <b>Animal sales TOTAL</b>             | <b>€29,790</b>           | <b>€92,273</b>           | <b>(68%)</b> | <b>(€62,483)</b>     |
| <b>Milk Sales</b>                     |                          |                          |              |                      |
| Milk (Sales) - 001                    | €487,095                 | €913,738                 | (47%)        | (€426,643)           |
| <b>Milk Sales TOTAL</b>               | <b>€487,095</b>          | <b>€913,738</b>          | <b>(47%)</b> | <b>(€426,643)</b>    |

## Report Views:

- **Summary** - Shows totals only across main headings e.g., Total Income
- **Expanded** - Details totals per item code/category



## Understanding Your Report:

The report shows 5 key columns:

1. Category Headings & item code categories (e.g., “Income”, “direct costs” or “purchased forage” & “fertiliser”)
2. **Current Period** (e.g., 01/01/2025 to 31/12/2025) - Your most recent figures
3. **Previous Period** (e.g., 01/01/2024 to 31/12/2024) - Last year's figures
4. **% Variance** - Percentage change between periods
5. **Numerical Difference** - Euro difference between periods

## What to Look For:

- Compare income categories year-on-year
- Identify cost increases or savings
- Track profit improvements or declines
- Spot trends in specific income or expense categories

## Export Options:

Use the icons at the top to:

-  Export to Excel
-  Export to PDF
-  Print the report

## Tips for All Reports

### Date Selection:

- Reports typically cover a full year (January 1 to December 31)
- You can select any custom date range
- Always click in the date field to use the calendar picker

### Export and Share:

- All reports can be exported to Excel, PDF, or printed
- Use the Teagasc format of the profit monitor report when required for official submissions

## Understanding Report Headings

The report is organised into sections you can expand or collapse:

- **Income** - Total trading income including Animal sales, milk sales, crop sales.
- **Direct Costs** – Typically the purchase of animals.
- **Other Farm Income** – Includes all direct payments (e.g., BISS, ANC, ACRES) and non-trading farm income such as insurance claims, refunds, and land rental.
  - This does not include capital grants like TAMS.
- **Gross Profit** - Calculated as Income minus Direct Costs plus Other Farm Income.
  - It indicates how much money the farm turned over in a given period.
- **Operating Expenses** - All direct day-to-day farm running costs e.g., feed, fertiliser etc.
- **Net Profit** - Calculated as Gross Profit minus Operating Expenses.
  - This figure shows how much the farm made after covering all its main day-to-day running costs
  - This is **excluding capital expenditure**, drawings, directors' payments (if Ltd), and loan repayments.
- **Non-Operating Movements:** Includes all director payments (if Ltd), drawings, tax, capital expenditure, VAT58 refunds, and TAMS payments.
- **Non-Farm Income:** All income received that is not related to farming activities, such as investments, gifts, PAYE/other non-farming income, pensions, rental income, and tax refunds.
- **Loan Movements:** Covers new loans and all loan repayments, including interest.

- **Total Non-Farm Movements:** The sum of non-operating movements, loans received/paid, and non-farm income.
- **Trading account movements:** The increase or decrease in creditor and debtor account balances.
- **Cash Surplus / Deficit:** The difference between your gross profits and all other payments/incomes as detailed in non-operating movements and non-farm income.
  - **A cash surplus** occurs when cash inflows exceed cash outflows during a specific period.
  - **A cash deficit** occurs when cash outflows exceed cash inflows during a specific period, indicating insufficient cash to cover expenses and obligations.

**Note:** The Cash Surplus / Deficit report does not account for money owed to creditors for operating expenses. For example, if a farmer buys feed in November but pays for it in January, the cost will be reflected in all reports for November.

## Need Assistance?

The "Help Centre" button is always available at the top of the page

### Contact ifac FarmPro Support Team:

- Email: [farmpro@ifac.ie](mailto:farmpro@ifac.ie)
- Phone: 0527441772
- Hours: 9am to 5pm