

## Sales forecast

Quarter	Product Category	Units sold	Unit Price ®	Total Revenue®
Q1	Eggs( dozen)	600	30	18000
	Meat production(5kg)	700	100	70 000
	livestock	750	90	67 500
<b>total</b>		<b>2050</b>	<b>220</b>	<b>R155 500</b>
Q2	Eggs( dozen)	720(20%) ↑	30	21600
	Meat production(5kg)	910(30%) ↑	100	91 000
	livestock	825(10%) ↑	90	74 250
<b>total</b>		<b>2010</b>	<b>220</b>	<b>R186 850</b>
Q3	Eggs( dozen)	648(20%) ↓	30	19 440
	Meat production(5kg)	1183(30%) ↑	100	118 300
	livestock	908(10%) ↑	90	81 720
<b>TOTAL</b>		<b>2 739</b>	<b>220</b>	<b>R219 460</b>
Q4	Eggs( dozen)	1090(20%) ↑	30	32 700
	Meat production(5kg)	1300(15%) ↑	100	130 000
	livestock	1180(30%) ↑	90	106 200
<b>Total</b>		<b>3570</b>	<b>220</b>	<b>R268 900</b>

A sales forecast is like making an educated guess about how much money a company expects to earn from selling its products or services in the future. It usually covers a specific time frame, like a month, three months, or a whole year. Companies use this prediction to plan and make decisions about their business.

Investopedia. (2021). Sales Forecast. [Online] Available at:

<https://www.investopedia.com/terms/s/sales-forecast.asp> [Accessed 16 September 2023].

A sales forecast is a projected measure of how a market will respond to a company's go-to-market efforts. The above table is a representation of our predicted sales in the in quarters.

Because Eggs, meat and chickens are so expensive, Consumers will buy from our farm in bulk mostly because of the prices, and because people always visit their families in December, we know the stock we sell will increase.

## Expense budget

Quarter	Expense category	Budgeted amount (a quarter)	Amount per month(R
Q1	Salaries	70 000	23 333
	Food and nutrition	9000	3000
	Marketing	4 800	1600
	distribution	6600	2200
	utilities	6000	2000
	Equipment maintenance	4500	1500
	Facility maintenance	3000	1000
	TAX	17 100	5 700
	Property insurance	15 000	5000
	Car insurance	2100	700
<b>TOTAL</b>		<b>R138 100</b>	<b>R46 033</b>
Q2	Salaries	70 000	23 333
	Food and nutrition	13 590	4530 (35%)↑
	Marketing	6000	2000(25%)↑
	distribution	11 832	3 944(45%)↑
	utilities	6000	2000
	Equipment maintenance	4500	1500
	Facility maintenance	3000	1000
	TAX	28 028	9 343

	Property insurance	15 000	5000
	Car insurance	2100	700
<b>TOTAL</b>		<b>R160 050</b>	<b>R53 350</b>
Q3	Salaries	90 000	30 000(22.22)↑
	Food and nutrition	13 590	4530
	Marketing	6000	2000
	distribution	12 000	3944
	utilities	9000	3000 (33.33%)↑
	Equipment maintenance	4500	1500
	Facility maintenance	3000	1000
	TAX	32 919	10 973
	Property insurance	15 000	5000
	Car insurance	2100	700
<b>TOTAL</b>		<b>R188 109</b>	<b>R62 704</b>
Q4	Salaries	90 000	30 000
	Food and nutrition	13 590	4530
	Marketing	6000	2000
	distribution	28 396	9 465.6 (40%)↑
	utilities	9000	3000
	Equipment maintenance	4500	1500
	Facility maintenance	3000	1000
	TAX	40 335	13 445
	Property insurance	15 000	5000
	Car insurance	2100	700
<b>total</b>		<b>R211 921</b>	<b>R70 640</b>

According to investopia(2021)A an expense budget is like a money plan for a company. It lists how much the company expects

The main reason behind the increase is, the more the business grows the more people will buy, meaning the more stock we must buy and feed, and essentially the more employees we will need. Marketing has increased because we must spread awareness about the business as much as we can, which is essentially increasing the consumers. There more consumers the business gets, the more we must distribute and more help we will need.

### Cash Flow Statements

Poultry Farm

Cash Flow Statements

For the year ended 2023 [2022]

	Q1	Q2	Q3	Q4
OPENING BALANCE	R0	120 400	14 150	41 501
CASH SALES	109 850	130 795	219 460	242 900
CREDIT SALES	46 650	56 055	-	26 890
OWNERS CAPITAL	550 000			
<b>TOTAL CASH RECEIVED</b>	706 500	307 250	233 610	311 291
<b>CASH PURCHASE:</b>				
STOCK	150 000	30 000	-	10 000
LAND	40 000	-		
VEHICLE	200 000	100 000		-
utilities	6000	6000	9000	9000
Bank (car leasing)	3000	3000	3000	3000
MAINTANCE	7500	7500	7500	7500
BUIDLING	30 000	-	-	
EQUIPMENT	25 000	-	-	

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INSURANCE	17 100	17 100	17 100	17 100
TAX	17 100	28 028	32 919	40 385
SALARIES	70 000	70 000	90 000	90 000
FOOD AND NUTRITION	9 000	13 590	14 590	18 000
MARKETING	4 800	6 000	6 000	6 000
DISTRIBUTION	6 600	11 882	12 000	28 396
<b>TOTAL CASH PAYMENT</b>	586 100	293 100	192 109	229 381
<b>CASH INCREASED DECREASES</b>	120 400	14 150	41 501	81 910

According to investopia(2021)A cash flow statement is like a financial report that shows all the money that came into and went out of a company during a certain time, such as a month or a year.

The reason behind the cash left in the first quarter is because the company had a huge capital which allowed us to buy many assets at once instead of saving for those things. The company has one loan which is the leasing on the car. Because chickens reproduce there is no need to purchase huge amounts of stock every quarter. Because the car has a down payment and we owe the bank, we decided to put R300 000 towards that just to cover the upcoming year.

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### Poultry farming Profit and loss statement for the year ended [2022]

				Q1	Q2	Q3	Q4
			<b>REVENUES AND SALES</b>				
sales of eggs				18 000	21 600	19 440	32 700
sales of meat(5kg)				70 000	91 000	118 300	130 000
sales of broilers/chickens				67 500	74 250	81 720	106 200
			<b>TOTAL SALES AND REVENUES</b>				
			R830 710				
			<b>COST OF SALES PER QUARTER</b>				
cost of feed				9000	13 590	14 590	18 000
Labor Cost				70 000	70 000	90 000	90 000
Housing				70 000	0	0	0
stock				150 000	30 000	0	10 000
Utilities				6000	6000	9000	9000
insurance				17 100	17100	17100	17100
distribution				6600	11882	12 000	28 396
				<b>COST OF SALES</b>			

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			<b><u>GROSS PROFIT PER QUARTER</u></b>				
QUARTER 1		(173 200)					
QUARTER 2		38 278					
Quarter 3		76 770					
quarter 4		96 404					
<b><u>Total Gross For The Year</u></b>							
R39 252							
maintenance				7500	7500	7500	7500
marketing				4800	6000	6000	6000

		<b>NET INCOME</b>				
QUARTER 1		(160 900)				
QUARTER 2		24 778				
QUARTER 3		63 270				
QUARTER 4		82 904				
TOTAL NET INCOME FOR THE YEAR				10 052		

A profit and loss statement is like a financial report card for a company. It tells you how much money the company earned and how much it spent during a specific time, like a month, three months, or a whole year. The reason behind the loss in the first month is, because this is a new company, and it needs many assets. The company had to buy assets which are expense, but the amount was covered by the capital that was left over so it does not affect how the business operate sin the following months.





		ASSETS							
<b>CURRENT ASSETS:</b>					Non current asset				
<b>CASH</b>		257961			land and Buidling	70 000			
<b>ACCOUNT RECEIVABLE</b>		129 595			equipment	25 000			
<b>INVENTORY</b>		190 000			vihicles	30 000			
<b>PREPAID EXPENSES</b>									
				Total Assets:	R702 550				
<b>LIABILITIES AND EQUITY</b>									
<b>LEASE OF VEHICLES:</b>		142 498							
<b>SHAREHOLDERS EQUITY</b>									
<b>CAPITAL:</b>		550 000							
<b>RETAINED EARNINGS:</b>		10 052							
<b>TOTAL LIABLITIES AND OWNERS EQUITY</b>	R702 550								

## The poultry Farm Balance Sheet as of 2022

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According to Investopedia(2021) a balance sheet is like a financial picture of a company at a particular moment.

This balance sheet shows how the company is doing financially and it shows that everything balance. Because the company is a partnership amongst its shareholders, there was no need for it to have a bank load, the only bank load it has is the leasing on the vehicle.

Investopedia. (2021). Break-Even Analysis. [Online] Available at:

<https://www.investopedia.com/terms/b/breakevenanalysis.asp> [Accessed 18 September 2023].

Break Even Analysis for Livestock sales

