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# Agri Outlook

SPRING 2020



## Facing the challenge

Advice and support in the midst of COVID-19

# The Future of Irish Beef Farming

COVID-19 has challenged many businesses to be more innovative. The Irish beef sector is dealing with major challenges, including Brexit which continues to loom large on the horizon. It is time to innovate, and build a new plan for the beef sector.

In planning for any business, be it a farm, agri-food enterprise, or even a professional services firm like *ifac*, three critical questions must be answered; Where are we now? Where are we going? How will we get there?

Where are we now in the beef sector? For the most part, Irish beef farmers are in the commodity business, selling their product to processors, who package and sell on to wholesale, food service, or retail markets.

Sector participants and organizations are working hard to help drive efficient production and create added value. Large volumes of beef are being sold into foreign markets, and efforts continue to brand Irish beef as a premium product. While we shouldn't underestimate the task of selling this product or accessing those markets, we need to understand it's been a case of finding markets for products we produce, as opposed to producing products to meet market needs/desires.

Where are we going? The beef sector is heavily exposed and disjointed. No beef farmer would argue this point, and while we know Irish beef farmers produce an excellent product, we also know this product does not command a market premium of any significant benefit to the farmer. Every business needs a profit incentive, effectively a reason to be in business, a way to add value and take advantage of a market opportunity.

So what is the future of Irish beef farming? What will it look like twenty years from now? Do we have a national agriculture plan of real substance that stands a chance of being

successful? Do we know where we want the Irish beef sector to go?

How will we get there? If we don't know where we are going, there is a strong chance we won't arrive at any worthwhile destination. The beef sector remains at the crossroads with no real plan in sight.

We know two things to be true; (1) A commodity product will not command a consistent premium, and (2) Innovative well-branded products that fulfill market needs/desires will command consistent premiums.

COVID-19 has been a tremendous and damaging shock, it has devastated families, and changed lives. It is also changing priorities. Health and global food security are back on the agenda. We produce the best food on the planet and it's time for us to capitalize on quality. Are we brave enough as a sector to set aside differences, brave enough to work together, brave enough to plan for a future that sustains beef farming and puts the farmer first?

When COVID-19 is in retreat, we must look to our national priorities. The future of the beef sector is a national priority. It's time to build a new plan, one that will give Irish beef farmers a sustainable long-term future.



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John Donoghue  
CEO



# Practical Tax Tips during COVID-19



Declan McEvoy  
Head of Tax

2020 is an unusual time to put it mildly and with all that's happening one needs to look at their farm and business and examine what can be done practically to reduce cash outgoings from the business.

If one stands back and takes a helicopter view of the business, then a better understanding of what's required will allow you and your advisor to examine ways to ensure business /farm survival and to plan for how you and your farm business have been impacted.

## Farm Tax Review

1. Paying the minimum tax
2. Claiming all allowances
3. Using losses smartly
4. Getting tax write-off as early as possible
5. Possible restructuring with succession in mind
6. Maybe even moving succession along
7. Updating your Will to accurately reflect your wishes.

6. Examine capital expenditure and examine if any of it is repairs
7. Health and Safety equipment /clothing - take an immediate tax write off for same
8. Review your farm structure - would now be a good time with incomes dropping to plan a move into partnership or company?
9. With this review, would it be the time to restructure your loans into one medium to long term loan?
10. With falling asset values - have you examined moving assets to the next generation?
11. Most importantly have you updated and tax proofed your Will?

Practical tax planning is now what's required and to help with this, why not look at the following and examine can they be of any assistance for you:

1. Complete your 2019 accounts immediately
2. Accounts year end - have you considered moving your accounts year end from 2019 into 2020 to have the benefit of a poorer start to 2020?
3. Losses - if you have losses submit the 2019 accounts to revenue ASAP to enable any refunds to be processed immediately
4. Vat 58 refunds - submit same immediately
5. Medical expenses /certain third level fees - claim the tax deduction



## Contact our experts today

We are on-hand to carry out this non-compliance review and implement a plan that will yield medium and long term benefits.

Contact us at **1800 334422** or email **info@ifac.ie**

# 7 Tips for Dealing with Cashflow

Abraham Lincoln famously said “give me six hours to chop down a tree and I will spend the first four hours sharpening the axe”. The key to achieving success in anything we do is preparation. Nobody could have forecasted earlier this year, the impact that a virus would have on the country both from a personal and business perspective. In this article we outline some simple cashflow advice that farmers should consider to prepare their business for any cashflow pressures during these unprecedented times.



Noreen Lacey  
Head of Business  
Development

## 1. Analyse past performance

Before you do your budget, you should stop and analyse your past business performance. Using a proportional analysis to benchmark performance can help farmers identify areas where costs are too high. You should never look at one year's accounts in isolation as they may not be reflective of the farm's true performance e.g. 2018 was a high cost year for most farmers. The aim should be to spend as per table below in a good year. In a stressed year, both finance and unnecessary fixed costs can be curtailed.

Proportional Analysis of Costs	
Variable Costs (Feed, fertiliser, vet etc.)	30%
Fixed Overheads (e.g. ESB, machinery etc.)	30%
Land Rent & Finance	30%

## 2. Examine your cashflow budgets

We are seeing some slippage in markets in recent weeks, so it is important to take immediate steps to examine your cashflow from now to year end. Effectively we need to make sure that we optimise not maximise production, carefully plan the needs not the wants for the business and make sure that we invest money for short-term benefits and not just spend it without due consideration.

- Prepare a budget
- Keep it “live” i.e. update it regularly especially when markets are volatile
- Determine what is the root cause of the cashflow pressure (e.g. herd growth or fall in output sales price)

## 3. Keep a Lid on Costs

Delay any discretionary spend. Non-essential capex should be postponed but investments that will yield a high longer-term return to the farm should be maintained if cash-flow allows e.g. reseedling. If you are not increasing business output (immediate cash returns), then don't increase your investment when profits are falling.

## 4. Engage early with your bank and creditors

It is important that all farmers use the information from their cashflow and budgets to determine the effects that price increase or decrease is going to have on the business. All the banks have announced that they will offer flexibility to their customers, and they may be able to provide payment holidays or extend working capital facilities for the business if required.

- You will need to have the last 3 years of accounts available as well as your updated budget and stock figures to hand when speaking to the bank.
- Where looking at new finance or the restructuring of existing debt, care should be taken to match the term of the loan to (i) the useful life of the asset and (ii) capacity of farm to meet the repayments.

It is important to ensure that creditors such as contractor and merchants are paid so approach bank for additional working capital (cheaper than merchant credit) or speak to creditors early on to try and arrange payment plans.

## 5. Consider Milk Price Management Tools

For dairy farmers, these milk price management tools or fixed milk price schemes are designed to remove the peaks and troughs of milk price by smoothing out the milk price throughout the season and sometimes over a longer period. They are not designed to help farmers receive a higher or better milk prices but are a very important consideration for farmers whose businesses need some additional insulation and cannot afford a sharp drop in milk price due to recent expansion, debt levels or other reasons. The onus is on each farmer to do their homework and understand why, if applicable, they should manage their price risk and decide if the current scheme offered by their milk processor is the right option for their business.

## 6. Engage with Revenue

If you have concerns about your ability to pay your tax liabilities speak to the Revenue Commissioners. The most critical part of protecting business is preserving cash within the business.

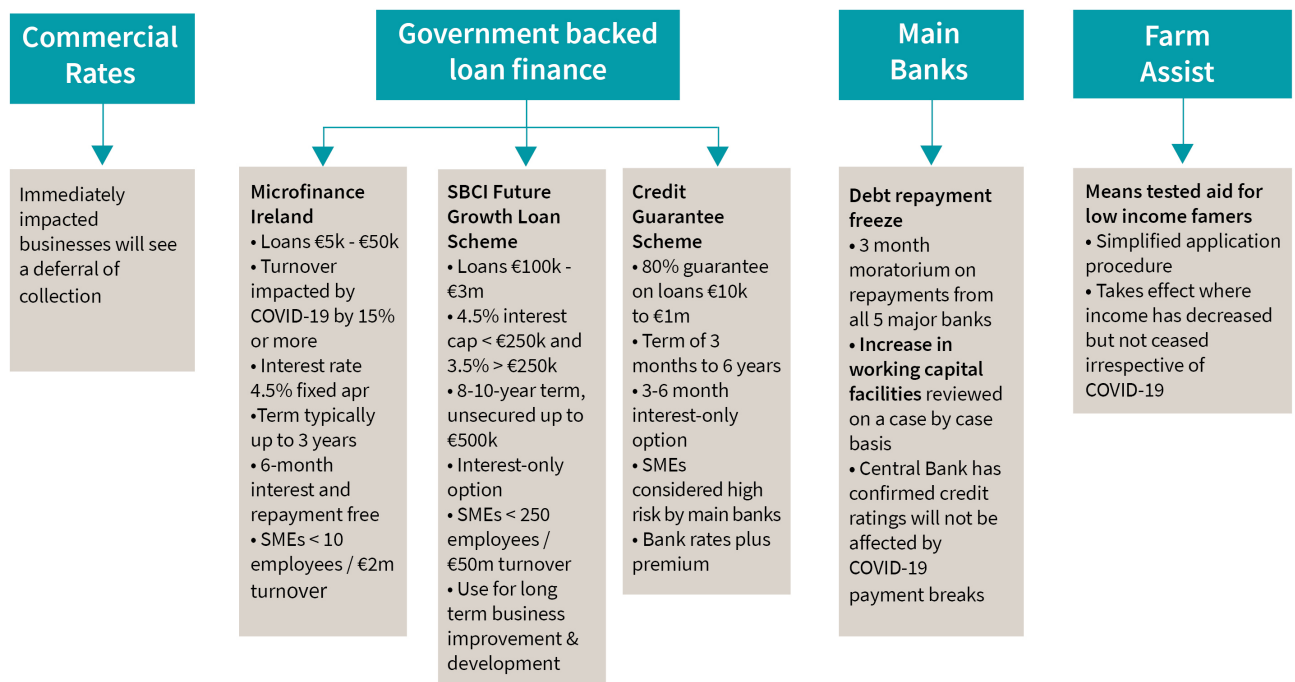
## 7. Government Supports for Farmers

Irish state bodies have introduced a wide range of measures to assist Irish farmers facing financial or cashflow difficulties, as a result of a downturn in their business due to COVID-19. In the table below, we summarise the measures which are currently available. Details may change as these support packages are further developed and the current situation evolves, so make sure to visit our ifac Covid-19 Resource Hub for further updates.

*If you are looking to engage with your existing lender or a new lender about raising additional funding for your business or farm, contact a member of the ifac team to find out how we can help. We can guide you through the application process to help ensure a successful outcome.*

*Contact us at 1800 334422 or email [info@ifac.ie](mailto:info@ifac.ie)*

# COVID-19 Farmer Supports



# COVID-19 Checklist



David Leydon  
Head of Food  
& AgriBusiness  
davidleydon@ifac.ie

Recently, we've had conversations with many business owners who are very challenged by the current circumstances. The speed at which businesses need to adapt to the changed circumstances is causing significant strain.

Many have mentioned to us that they're not sure if they are taking advantage of all the supports the State and banks have made available so along with my colleagues, on our banking and tax teams, we've developed a checklist which you as the CEO or business owner should go through in detail with your team. Some of the supports will apply to you, others will not, but either way ensure you are not missing opportunities for help during COVID-19.

## COVID-19 Supports:

A checklist for Boards / Owner managers / CEOs / Financial Controllers.

### Working Capital

1. Have you spoken to your bank about the €2 billion COVID-19 Credit Guarantee Scheme to support lending to SMEs ?  
Yes ☐ In progress ☐ No ☐ N/A ☐
2. Have you availed of the SBCI Credit Guarantee Scheme?  
Yes ☐ In progress ☐ No ☐ N/A ☐
3. Have you applied for a Microfinance Ireland loan (up to €50,000)?  
Yes ☐ In progress ☐ No ☐ N/A ☐

### Banking/Funding

1. Are you communicating with your bankers?  
Yes ☐ No, but need to ☐ N/A ☐
2. Have you applied for a payment break on your business loans?  
Yes ☐ No, but need to ☐ N/A ☐
3. Have you sought overdraft extension?  
Yes ☐ No, but need to ☐ N/A ☐
4. Have you sought emergency working capital facilities?  
Yes ☐ No, but need to ☐ N/A ☐

### For Enterprise Ireland Clients

1. Have you touched base with your DA?  
Yes ☐ No ☐
2. Have you spoken to your DA about the new EI fund to provide manufacturing and internationally traded services companies with capital (up to €800k refundable funding) to help stabilise and rebuild your business?  
Yes ☐ No ☐ N/A ☐
3. Have you secured the COVID-19 Business Financial Planning Grant of €5,000 for assistance in reviewing your financial situation?  
Yes ☐ No ☐ N/A ☐
4. COVID-19 Online Retail Scheme has been launched by Enterprise Ireland to assist client companies to get online – are you availing of this?  
Yes ☐ No ☐ N/A ☐
5. The Lean Business Continuity Voucher provides funding of up to €2,500 for training or advisory services support related to the continued operation of your business during the current pandemic – have you accessed this funding?  
Yes ☐ No ☐ N/A ☐
6. If your business is now distressed but viable are you speaking to your DA about the EI Rescue and Restructure scheme?  
Yes ☐ No ☐ N/A ☐

## Employees

1. Have you applied and accessed the Temporary COVID-19 Wage Subsidy Scheme?  
Yes ☐ In progress ☐ No ☐ N/A ☐
2. Have you documentation in place to support your application to avail of this Scheme?  
Yes ☐ In progress ☐ No ☐ N/A ☐
3. Are you accessing the COVID-19 Illness Benefit Scheme for employees who have contracted the virus and are self-isolating for 2 weeks?  
Yes ☐ In progress ☐ No ☐ N/A ☐
4. Have you informed your staff of the COVID-19 Pandemic Unemployment Payment Scheme if you have laid them off?  
Yes ☐ In progress ☐ No ☐ N/A ☐

## For Local Enterprise Office clients

1. As a LEO client have you reviewed the range of supports which can help you develop your business, for example, Business Priming Grants, Business Expansion Grants or Feasibility Study Grants?  
Yes ☐ No ☐ N/A ☐
2. The Local Enterprise Office have expanded the Trading Online Voucher scheme to support 90% of costs incurred in developing a digital focus for your business – have you applied?

## Good Business Management

1. Have you developed a new cashflow forecasts and budgets to take account of the radically changed circumstances we are now operating in?  
Yes ☐ Could do more ☐ No ☐
2. Have you reviewed your capital structure and funding needs?  
Yes ☐ Could do more ☐ No ☐
3. Have you reviewed your debtors list and are you actively following up on outstanding invoices?  
Yes ☐ Could do more ☐ No ☐
4. Have you reviewed your short and long term creditors and put a plan in place to work with them?  
Yes ☐ Could do more ☐ No ☐

## Revenue

1. Are you ensuring all returns are filed on time?  
Yes ☐ No ☐
2. To help cashflow, can you access the 'warehousing' of tax liabilities for a period of twelve months after you recommence trading during which time there will be no debt enforcement action taken by Revenue and no interest charge accruing in respect of the warehoused debt?  
Yes ☐ No ☐ N/A ☐
3. Can you avail of the three month commercial rates waiver?  
Yes ☐ No ☐ N/A ☐
4. Are you a micro or small businesses which paid rates in 2019? If so you may be entitled to a €10,000 restart grant based on a rates waiver rebate from 2019?  
Yes ☐ No ☐ N/A ☐
5. Are you availing of the opportunity to give an additional €500 tax free voucher to staff members for exceptional performance during COVID-19?  
Yes ☐ No ☐ N/A ☐
6. Where there is limited or reduced business travel during COVID-19, ensure you have evidence (e.g. photo of speedometer) of mileage in January for your company car to avoid any BIK challenges?  
Yes ☐ No ☐ N/A ☐



### Contact our experts today

We are on-hand to carry out this non-compliance review and implement a growth plan that will yield medium and long term benefits for your food or agribusiness.

Contact us at **1800 334422** or email [davidleydon@ifac.ie](mailto:davidleydon@ifac.ie)

# Irish Farm Report 2020

New *ifac* research reveals that after a difficult 2018, lower feed prices helped improve margins for livestock farmers last year. It was a different story on tillage farms, however, where despite 2019's higher yields, the weaker grain price eroded margins.



Philip  
O'Connor  
Head of Farm  
Support

#ifacreport  
[ifac.ie/irish-farm-report](https://ifac.ie/irish-farm-report)

More than 1,500 farmers participated in research for *ifac*'s 2020 Irish Farm Report, sharing their views on all of the key issues that farmers currently face—from sectoral and environmental challenges to pensions, labour management and succession planning. Detailed coverage of the findings, supplemented by an analysis of 2,548 sets of 2019 farm accounts, will be published in *ifac*'s forthcoming 2020 Irish Farm Report.

## Profitability

As in previous years, the top 25% of farmers in the beef and dairy sectors significantly outperformed other farmers, with better cost management the main driver of higher returns.

On dairy farms, average profits (excluding other income) rose almost 18% in 2019, reaching €948 per ha. Feed costs fell by €209 per ha with costs on a per litre basis down almost 7%.

On beef farms, average profit was €435 per ha, up 12% on 2018. However, when other income such as BPS, GLAS and BEEP is excluded, these farms lost an average €101 per ha.

Sheep farmers achieved marginal gains but, again, these businesses are loss-making when other income sources are excluded.

On tillage farms, despite higher yields, weaker grain prices saw average profits fall by €99 per ha (to €153 per ha).

## Other Findings

Business structure can have a significant impact on lifestyle, finances and farm sustainability. While most farmers operate as sole traders, the number of partnerships and limited companies has been growing in recent years.

More than half of this year's respondents worry about the future viability of their business, suggesting there is scope for new strategies on many farms. This is an area where advisors with specialist sector knowledge can help farmers achieve peace of mind.

While fewer than half of the farmers who participated in this year's research prepare budgets and cashflows, those who do say it gives them greater clarity when making decisions about their business.

Despite farms being a valuable asset, a staggering 84% of survey respondents have no formal succession plan in place. Here, the key message is that unless you plan ahead and document what you want to happen to your business, there is no guarantee your wishes will be carried out.

On a more positive note, 93% of respondents want to reduce their carbon footprint and more than 7 in 10 support the use of more sustainable energy on their farms.

Overall, it is clear from this year's research that many farms would benefit from an objective review of their business. A chat with your *ifac* advisor could be the first step on the journey to secure your future.



# Key Takeaways

## DAIRY PROFITS



Average dairy farmer made a net profit, before other farm income, of €948/ha in 2019 [2018 profit €804/ha]

Average costs per litre decreased by 6.7% mainly driven by a reduction in feed

## DAIRY TOP 25%



The top 25% of dairy farmers made a net profit, before other farm income, of €1,735/ha

## CASHFLOW & BUDGETS



Over ½ the farmers surveyed do not complete a cash-flow or budget. Interestingly, over ¼ of these farmers cited lack of financial ability & understanding as reason why budget not completed

## BEEF PROFITS



Average beef farmer made a loss, before other farm income, of €101/ha [2018 loss of €116/ha]

## BEEF TOP 25%



Top 25% of beef farmers made a net profit before other farm income of €251/ha

## SUCCESSION



84% of farmers have no definite Succession plan in place with over 1/3 of farmers having no Will. Over 1/3 are avoiding Succession as they believe business is not viable

## SHEEP SECTOR



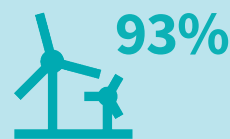
Average sheep farmer made a loss before other farm income of €144/ha. After other farm income was included, a net profit of €337/ha was achieved

## TILLAGE SECTOR



Average tillage farmer made a profit of €153/ha before other farm income. When other farm income was included, a profit of €591/ha was achieved

## ENVIRONMENT



93% of farmers were willing to take actions on farm to lower carbon footprints while 91% felt that carbon tax collected from agri sector should be ring fenced for farms



**Find out more at**  
[www.ifac.ie/irish-farm-report](http://www.ifac.ie/irish-farm-report)

Contact your local ifac office to find out how our teams can help you plan for your farm's future

\*Other farm income includes: BPS, ANC, BEEP, BEAM etc and other non-trading farm income  
All statistics and facts in this article and report are copyright of ifac

# Could Week One Basis help employees avoid Potential Covid-19 tax?



Mary McDonagh  
Head of Payroll  
Services

**Over 347,094 employees have received at least one payment under the COVID-19 Temporary Wage Subsidy Scheme.**

*See page 11 for further details on this scheme*

Like any income or benefit the Wage Subsidy payment is taxable, however Income Tax and the Universal Social Charge are not deducted in real time. Instead, the subsidy payment will most likely be liable to Income Tax and USC on review at the end of the year.

Employees can reduce or avoid a retrospective tax bill at the end of the year by contacting the tax office now and asking for their tax credits to be applied on a weekly or monthly basis.

Also known as the ‘non-cumulative basis’, the Week One Basis calculated on a employee’s Income Tax and USC week-to-week. The employer treats each payroll submission as a standalone event and the employee receives the tax credits for that particular period only.

This contrasts with the usual system where PAYE and USC are calculated on a cumulative basis from 1 January each year to the date on which the payment is being made and any unused tax credits can be carried forward to the next pay period.



## Contact our experts today

For further information and/or advice, contact ifac’s payroll team at [payroll@ifac.ie](mailto:payroll@ifac.ie)


## Activating Week 1 Basis Request

1. Visit Revenue Website [www.ros.ie](http://www.ros.ie)
2. Select “My Account”
3. Sign in
4. Select “My Enquiries”
5. Fill in the required fields as below and under “enquiry details” add a message requesting week 1 basis

### Tax reference type

CUST

### Enquiry relates to \*

PAYE employee - Credits/ 

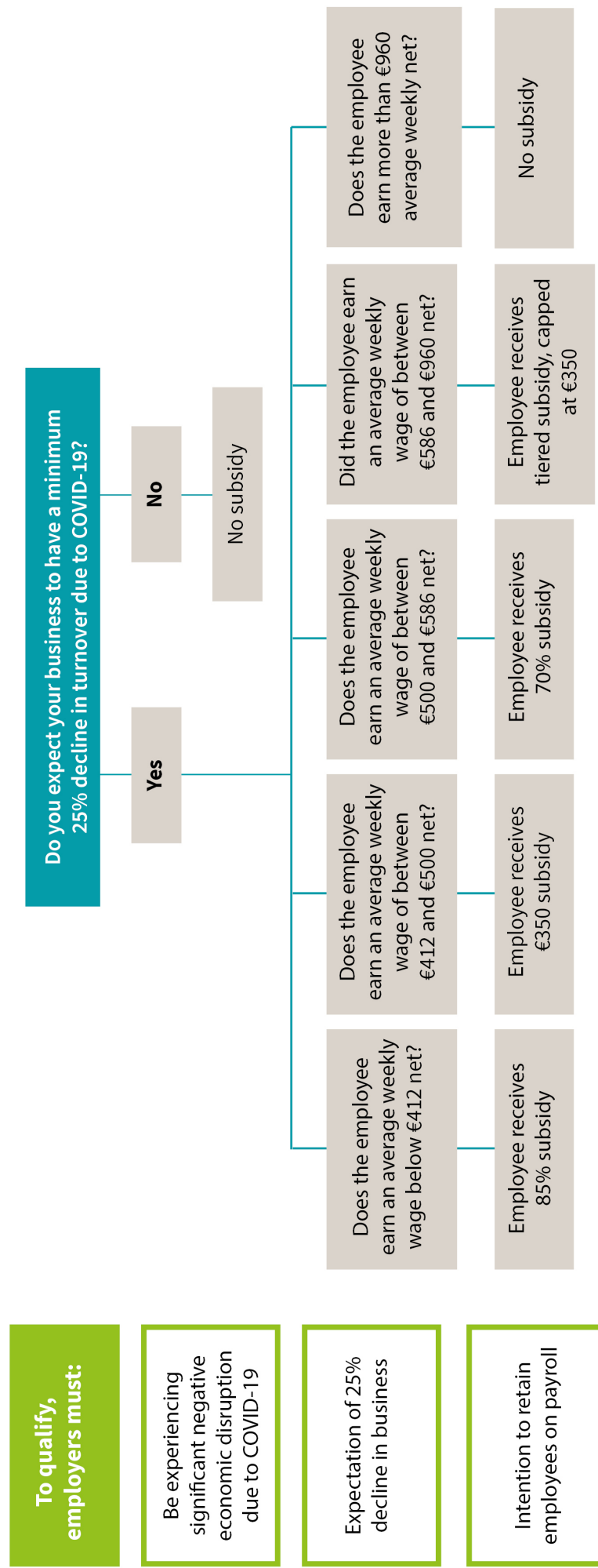
### More specifically \*

PAYE Services query 

### More Info

# COVID-19 Wage Subsidy Scheme for Employers

Updated scheme takes effect from 4th May 2020



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## Does Risk Management Work?



Martin Glennon  
Head of Financial  
Planning

The 19th day of February 2020, will be remembered for a while as the day when most of the large stock markets reached their peaks. For the next five weeks the financial and social implications of COVID-19 hit stock markets hard and fast. Over that period the S&P 500 was down 33.8% and the Eurostoxx 50 was down 38.3%.

A natural question for clients is, what impact has this had on my pension or investment funds? This all comes down to risk.

**Pension and Investment funds, clearly, have been affected by these sharp falls in share prices. But, the extent of the impact will be largely down to the risk level of the fund/s you are invested in. This is determined by your attitude to risk.**

Assessing your attitude to risk should be a collaborative approach between you and your financial advisor. There are many elements involved...

- Is there a need for a particular level of growth?
- What investment experience have you?
- What percentage of your investable assets is involved?
- What time frame is expected?
- How much risk can you tolerate?

Most clients fall into the Cautious or Medium risk categories.

Choosing investment funds that match your attitude to risk includes two key components, diversification and risk management.

Diversification simply means “don’t put all your eggs in one basket”. Instead your fund invests in multiple asset types such as equities, property, bonds, cash etc.

Risk management involves the fund managers, not just buying and selling assets, but also managing the volatility levels (sharp movements) within a fund.

So, most of today’s pensions and investments are ushered into multi-asset, well diversified risk-managed funds. But have they helped protect investors from the financial impact of COVID-19?

Over the same five weeks when the large stock markets were down on average 35%, Medium risk (ESMA rated 4) funds are down on average 22% and Cautious funds (ESMA 3) are down 14%. When we consider the speed of this market drop and the lack of any financial or economic indicators, I’d say that they have performed satisfactorily.

**If you are concerned about your own pension and/or investment fund, please contact Ifac Financial Planning on 01-4277400, we’d love to help.**



# COVID-19 Pandemic Unemployment Payment: Guide for Farmers

Farmers who have lost an off-farm job (either self-employed or employed) during the current pandemic may qualify for the Covid-19 Pandemic Unemployment Payment.

The COVID-19 Pandemic Unemployment Payment is a €350 weekly payment for employees and the self-employed who lost their job on or after March 13 due to the COVID-19 (Coronavirus) pandemic.

## Eligibility

To apply for the payment, farmers must meet the following conditions:

- Be aged between 18 and 66 years old
- Be an active farmer
- Have lost their off-farm income due to the COVID-19 pandemic
- Have been temporarily laid off due to the COVID-19 pandemic

- Their farm trading income has ceased due to COVID-19.

Trading income must have collapsed to the extent that farmers are available to take up other full-time employment where available. Farmers must be unable to sell animals at this time due to markets not operating or depressed market prices.

The quickest and easiest way to apply for the emergency COVID-19 Pandemic Unemployment Payment is via [mywelfare.ie](https://mywelfare.ie).

Farmers involved in the dairy or pig sector are not eligible for the payment.

Factor	Eligible	Conditions to be met
Aged between 18 and 66 years	Yes	Must be actively farming
Involved in dairy or pigs sectors	No	
Inability to sell animals at this time	Yes	Must be due to (a) no market (b) depressed market price
Part-time farmer with lost off-farm income	Yes	Must be in a position to take up full-time employment if it was available
In receipt of Farm Assist payments	No	May be reassessed if income deteriorates or poor market returns
In receipt of Rural Social Scheme	No	
In receipt of Carers Allowance (yourself or your spouse)	Yes	
In receipt of Disability Allowance	Yes	Must have ceased trading or lost employment
Are you currently a student	Yes	Must have lost employment due to COVID-19 restrictions

## Note

Ceased trading refers to the loss of sales due to the COVID-19 pandemic. However, farmers still have a requirement to look after their animals' welfare.



# Time Management

## How to set goals and keep to them

*Gerry Duffy, International Speaker on Goal Setting, Leadership and Public Speaking, shares his greatest tips on managing your time and successfully achieving your goals.*

I love learning from other people. A great teacher in my adult life has been a man called Jim Rohn. I love his teachings and his quotes with 'Never start your week without finishing it first' being one of my favourites. Rohn suggested that planning your week in advance is one of the most useful things you can do to have a productive week. Perhaps you have even more pressure at home and on farm because of COVID-19. Surely, all the more reason to do this then.

### Gerry's Guide

#### 1. Decide what success looks like

This means sitting for 15 minutes before your week begins and mapping out (in writing) a great week. What are the most important jobs or the biggest priorities? What would you be so glad in a week's time you had accomplished? People who do this, report a 80-90% success rate in getting these jobs done.

#### 2. Schedule c. 60% activity

Filling our days with activities sounds super-efficient, but it leaves no room for the unexpected tasks or interruptions. If your diary is filled and something unexpected takes an hour of your time, all you will be thinking about that evening is the one thing you didn't get done. If tomorrow is fully scheduled, where do you put that uncompleted task? This leads to bigger lists and more overwhelm. The 60% is not a figure to get hung up on - it's just a principle. Don't fill your diary to the max. Instead, underselling and

overperforming will leave you in a much better state of mind.

#### 3. Check In Wednesday

I used to wait until the end of the week to review progress. Now I realise it's too late then to impact something I might have missed. I encourage you to stop for five minutes on a Wednesday and review your list of goals and activities. How are you doing? Are you on track or are you behind? Then react as you need to while you still have time.

#### 4. Some Day Jobs

Perhaps use this COVID Period to do those jobs that you had earmarked for 'Some Day'. Maybe at the start of the week, commit to one thing this week that's been on a 'To Do List' for too long. If you don't plan for it and schedule it, it will still be on your list this time next year.

## Sound advice, independent solutions

We understand that every business has its individual needs and opportunities. Our team of experts can offer you the most comprehensive independent advice and specialist solutions tailored to fit your needs. Our key solutions are:



### Taxation

Ensure that your taxes are structured as efficiently as possible by planning your affairs with one of our specialist tax advisors.



### Audit and Assurance

Focus on ensuring compliance during your next audit and add value specific to your business.



### Specialist Advisory

Increase profits and drive growth with advice and consulting from our committed teams of highly experienced professionals.



### Accounts

Keep track of your financial transactions and gather vital information for planning your financial future.



### Financial Planning

Choose from the best investment solutions available with independent advice from our financial specialists, supported by our accounting and tax teams.



### Payroll

Make sure that payments are made accurately, on time, and in compliance with legislation in this critical part of your enterprise.



### Finance

Access the right finance opportunities to start, develop or expand your enterprise.



### Capital Planning

Optimise your asset ownership, succession, acquisition or divestment strategy.



### Food and AgriBusiness

Whether you're looking to access funding, export to new markets or seize on a new opportunity, our Food & AgriBusiness team can help you maximise your potential for growth.

Speak with one of our experts and see how we can help your business grow on **1800 33 44 22** or visit **[www.ifac.ie](http://www.ifac.ie)**

# A national team of dedicated experts.

With over 30 offices across Ireland, our clients have access to a national network of expertise across a broad range of sectors - from agribusiness and farming to wind energy and food production. Our roots within each of our communities means we have deep local understanding and knowledge.

Speak with one of our experts and see how we can help your business grow on **1800 33 44 22** or visit **[www.ifac.ie](http://www.ifac.ie)**

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Bandon, Co. Cork
Blarney, Co. Cork
Cahir, Co. Tipperary
Farm Support
Cahir, Co. Tipperary
Dungarvan, Co. Waterford
Ennis, Co. Clare
Limerick City
Mallow, Co. Cork
Mogeely, Co. Cork
Nenagh, Co. Tipperary
Skibbereen, Co. Cork
Templemore, Co. Tipperary
Tralee, Co. Kerry

### Connaught

Athenry, Co. Galway
Balla, Co. Mayo
Collooney, Co. Sligo
Roscommon, Co. Roscommon

### Ulster

Cavan, Co. Cavan
Monaghan, Co. Monaghan
Raphoe, Co. Donegal



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