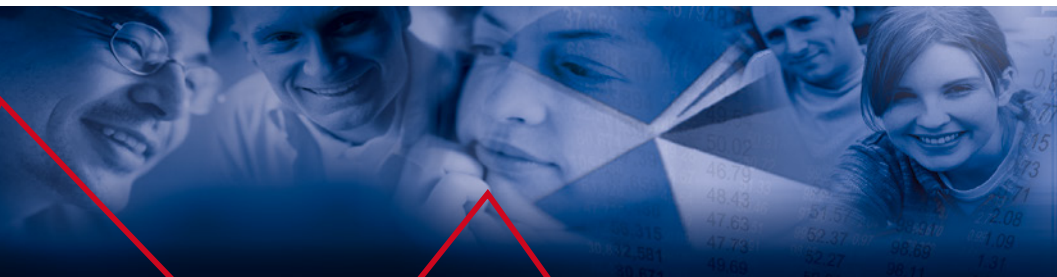


POLICY, ECONOMICS AND STATISTICS DIVISION  
Northern Ireland Farm Performance Indicators 2022/23



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agus Gnóthaí Tuaithe**

Department o'  
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## **Foreword**

The principal function of the Farm Business Survey (FBS) is to inform the UK Government agricultural policy makers of the current financial state of the different sectors of UK farming. However, the FBS also provides a wealth of physical and financial data which are collated, analysed and presented in this annual Farm Performance Indicators publication.

A range of physical and financial performances for each of the main farm enterprises is presented, against which producers can assess, or benchmark, the performance of their own particular enterprises. In addition, fixed costs data by farm type are also available so that farmers can make some assessment of their expenditure on overheads. The performance data refer to results achieved by farmers with annual management accounts ending within a six month period beginning January 2023.

It is hoped that farmers will find this performance data useful. Policy, Economics & Statistics Division, DAERA, would welcome any suggestions for changes in content or format from users of the data and these can be forwarded to Paul Keatley, whose contact details are shown on page 2.

**Seamus McErlean**

**Director of Policy, Economics & Statistics Division  
Department of Agriculture, Environment and Rural Affairs  
August 2024**

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## **Northern Ireland Farm Performance Indicators**

In recent years, 'benchmarking' has become the widely accepted term used when comparing the performance of individual businesses against standards of performance set for their industrial sectors. As far as agricultural production is concerned, this is not a new process. Farmers have been comparing the performance of their enterprises and businesses with published data since the 1930s.

### ***Source of farm performance data for Northern Ireland***

In Northern Ireland, farm accounts from a representative sample of approximately 350 farms across Northern Ireland are submitted to the Farm Business Survey (FBS). These are processed in gross margin format by Policy, Economics & Statistics Division of the Department of Agriculture, Environment and Rural Affairs (DAERA). This means that, in addition to whole farm data, detailed physical and financial data for individual farm enterprises are available for comparison purposes.

### ***Classification of farm performance data***

Each of the enterprise performances is assessed on the basis of either gross margin per head or gross margin per hectare. Given the range in performance achieved by producers, the gross margin of each farm enterprise is generally classified under one of four headings viz:- excellent, good, moderate and poor. The good and moderate categories comprise all the enterprises with gross margins within one standard deviation above and below the mean value respectively. Those enterprises with performances which fall within the range one and two

standard deviations above and below the mean performance respectively, comprise the excellent and poor categories. When there is a normal distribution of results, the excellent category includes approximately 15% of farms, good 33%, moderate 33% and poor 15%. Approximately 4% of the farm enterprises in the sample are excluded, that is the 2% of results which are beyond two standard deviations on either side of the mean result. An 'excellent' or 'good' gross margin represents an above average performance whereas 'moderate' or 'poor' represent a below average performance.

### ***Assessment of performance***

By comparing an enterprise's performance with that of the published 'farm performance indicators', the farmer can immediately assess where the performance of the enterprise is in relation to the range in performances being achieved by other producers. More detailed analysis of an enterprise's performance can assist the farmer to identify the strengths and/or weaknesses in the performance of the particular enterprise. This can then be fed back into the management process thereby leading to an improvement not only in enterprise performance but also in whole farm performance.

### ***Area Based Subsidy Payments***

As area based subsidy schemes are decoupled from production and not linked to any particular enterprise, their associated payments are **not** included in enterprise output. Therefore, the Gross Margin results presented in this publication **exclude subsidies**.

## ***Interpretation of data***

When comparing individual enterprise data against the performance indicators, it is most unlikely that each aspect of performance will be in the same farm performance category. For instance, some criteria could be in the 'excellent' category while others may not. If improvements are sought in overall enterprise performance, it is important to consider all of the impacts of any proposed change on other criteria. Therefore, care must be taken when trying to improve performance and it may be worthwhile to seek advice to ensure that proposals are sound and do not have an adverse effect on other performance criteria.

Farmers should be aware of how the performances of their enterprises compare with other farms and be able to determine which criteria, if any, can be improved. This analysis is likely to be the first step for many farmers on a pathway to try to improve their farm income.

Many sources of farm performance data are available in the UK, mainly from the organisations which collect and analyse data for the FBS. For Northern Ireland farmers, data derived from the NI FBS can be obtained by contacting:

Policy, Economics & Statistics Division, Clare House, 303 Airport Road West,  
Sydenham Intake, Belfast, BT3 9ED

Tel: 028 9052 4750

or on the Department of Agriculture, Environment and Rural Affairs web site at:

<http://www.daera-ni.gov.uk>



## SUMMARY OF MAIN ENTERPRISE GROSS MARGINS, 2022/23

	GROSS MARGIN	
	AVERAGE	EXCELLENT
	£ per head	
Dairy Cows	1680	2180
Suckler Cows		
Non LFA	282	-
Disadvantaged Area	284	-
Severely Disadvantaged Area	242	504
Breeding Ewes		
Non LFA	72	-
Disadvantaged Area	59	-
Severely Disadvantaged Area (Cross-Bred Flocks)	58	-
Severely Disadvantaged Area (Hardy Hill Breeds)	20	-
Pigs - Birth to Bacon	40	-
	AVERAGE	ABOVE AVERAGE
	£ per hectare	
Crops		
Spring Barley	1220	1452
Winter Wheat	1956	2192
Winter Barley	1501	1711
Spring Wheat	1480	-
Spring Oats	1278	-
Winter Oats	1621	-
Ware Potatoes	2662	-

- indicates no data available

## AVERAGE GROSS MARGIN RESULTS, 2018/19 - 2022/23

	2018/19	2019/20	2020/21	2021/22	2022/23
			£ per head		
<b>Dairy Cows</b>	986	928	927	1181	1680
<b>Suckler Cows</b>					
<b>Non LFA</b>	246	286	336	321	282
<b>Disadvantaged Area</b>	163	227	282	294	284
<b>Severely Disadvantaged Area</b>	140	190	216	191	242
<b>Breeding Ewes</b>					
<b>Non LFA</b>	53	58	68	92	72
<b>Disadvantaged Area</b>	36	39	57	83	59
<b>Severely Disadvantaged Area (Cross-Bred Flocks)</b>	32	40	60	74	58
<b>Severely Disadvantaged Area (Hardy Hill Breeds)</b>	16	20	51	42	20
<b>Pigs - Birth to Bacon</b>	36	43	45	33	40
<b>Crops</b>			£ per hectare		
<b>Spring Barley</b>	960	778	969	1158	1220
<b>Winter Wheat</b>	1550	1074	1150	1811	1956
<b>Winter Barley</b>	1628	952	938	1453	1501
<b>Spring Wheat</b>	930	817	-	-	1480
<b>Spring Oats</b>	833	856	840	-	1278
<b>Winter Oats</b>	1349	906	1285	1303	1621
<b>Ware Potatoes</b>	5808	2897	2346	3198	2662

- indicates no data available

## DAIRY COWS, 2022/23

	EXCELLENT	GOOD	MODERATE	POOR	AVERAGE	OWN FARM
% of survey farms <sup>1</sup>	9	39	35	17	100	
Average herd size	104	125	81	69	98	
<b>ENTERPRISE OUTPUT</b>	<b>£ per cow</b>					
Milk	4031	3428	2941	2577	3238	
Calves	140	120	117	107	119	
Herd replacement	-167	-191	-166	-210	-184	
<b>TOTAL ENTERPRISE OUTPUT</b>	<b>4004</b>	<b>3357</b>	<b>2891</b>	<b>2473</b>	<b>3174</b>	
<b>VARIABLE COSTS</b>						
Concentrates	1308	1059	877	836	1002	
Hay, silage, forage & grazing	279	301	243	287	280	
Vet, medicine & sundries	236	235	179	179	212	
Leasing costs	-	-	-	-	-	
<b>TOTAL VARIABLE COSTS</b>	<b>1824</b>	<b>1595</b>	<b>1299</b>	<b>1302</b>	<b>1494</b>	
Gross Margins - per cow	2180	1763	1592	1171	1680	
- per hectare	5954	4255	3120	1833	3612	
- per 1000 litres	247	229	238	197	230	
Milk yield per cow (litres)	8813	7695	6688	5955	7293	
Milk price per litre (pence)	45.7	44.5	44.0	43.3	44.4	
Concentrates per litre (kg)	0.38	0.37	0.35	0.38	0.36	
Concentrates price per tonne (£)	392	370	367	364	371	
Stocking rate (ce per ha) <sup>2</sup>	2.73	2.41	1.96	1.57	2.15	
Nitrogen used per hectare (kg)	149	144	100	93	121	

<sup>1</sup> Classified by Gross Margin per hectare

<sup>2</sup> ce = Cow equivalent(s)

## DAIRY CALVES REARED AS REPLACEMENTS, 2022/23

	ABOVE AVERAGE	BELOW AVERAGE	AVERAGE	OWN FARM
% of survey farms <sup>1</sup>	46	54	100	
	£ per hectare			
<b>ENTERPRISE OUTPUT</b>	<b>2559</b>	<b>2089</b>	<b>2277</b>	
<b>VARIABLE COSTS</b>				
Concentrates <sup>2</sup>	947	1161	1075	
Hay, silage, forage & grazing	655	766	722	
Vet & medicine	62	84	75	
Sundries	99	206	163	
<b>TOTAL VARIABLE COSTS</b>	<b>1762</b>	<b>2219</b>	<b>2036</b>	
<b>GROSS MARGIN</b>	<b>797</b>	<b>-129</b>	<b>241</b>	
Concentrates per ce (kg) <sup>3</sup>	625	876	766	
Concentrates price per tonne (£)	374	369	370	
Stocking rate (ce per ha)	2.60	2.22	2.37	
Price per calf bought/transferred-in (£)	140	122	129	
Price per heifer sold/transferred-out (£)	1241	1254	1249	
Mortality (%)	3.3	2.8	3.0	

<sup>1</sup> Classified by Gross Margin per hectare

<sup>2</sup> Includes milk fed to calves

<sup>3</sup> ce = Cow equivalent(s)

## DAIRY CALVES REARED AND SOLD AS STORES, 2022/23

	AVERAGE	OWN FARM
<b>% of survey farms<sup>1</sup></b>	100	
	£ per hectare	
<b>ENTERPRISE OUTPUT</b>	1456	
<b>VARIABLE COSTS</b>		
Concentrates <sup>2</sup>	524	
Hay, silage, forage & grazing	366	
Vet & medicine	44	
Sundries	21	
<b>TOTAL VARIABLE COSTS</b>	954	
<b>GROSS MARGIN</b>	502	
Concentrates per ce (kg) <sup>3</sup>	813	
Concentrates price per tonne (£)	327	
Stocking rate (ce per ha)	1.62	
Price per calf bought/transferred-in (£)	206	
Price per store sold (£)	936	
Mortality (%)	2.7	

<sup>1</sup> Classified by Gross Margin per hectare

<sup>2</sup> Includes milk fed to calves

<sup>3</sup> ce = Cow equivalent(s)

## DAIRY CALVES REARED AND SOLD AS FINISHED ANIMALS, 2022/23

	ABOVE AVERAGE	BELOW AVERAGE	AVERAGE	OWN FARM
% of survey farms <sup>1</sup>	55	45	100	
	£ per hectare			
ENTERPRISE OUTPUT	2130	1595	1874	
<b>VARIABLE COSTS</b>				
Concentrates <sup>2</sup>	657	723	689	
Hay, silage, forage & grazing	291	443	364	
Vet & medicine	32	33	33	
Sundries	58	71	64	
<b>TOTAL VARIABLE COSTS</b>	<b>1038</b>	<b>1271</b>	<b>1149</b>	
<b>GROSS MARGIN</b>	<b>1093</b>	<b>324</b>	<b>725</b>	
Concentrates per ce (kg) <sup>3</sup>	803	1151	946	
Concentrates price per tonne (£)	324	335	329	
Stocking rate (ce per ha)	2.02	1.55	1.79	
Price per calf bought/transferred-in (£)	164	147	157	
Price per finished animal sold (£)	1341	1336	1339	
Mortality (%)	1.3	2.2	1.7	

<sup>1</sup> Classified by Gross Margin per hectare

<sup>2</sup> Includes milk fed to calves

<sup>3</sup> ce = Cow equivalent(s)

## BEEF CALVES REARED AND SOLD AS STORES, 2022/23

	ABOVE AVERAGE	BELOW AVERAGE	AVERAGE	OWN FARM
% of survey farms <sup>1</sup>	38	62	100	
	£ per hectare			
<b>ENTERPRISE OUTPUT</b>	2102	777	1236	
<b>VARIABLE COSTS</b>				
Concentrates	639	326	435	
Hay, silage, forage & grazing	316	174	223	
Vet & medicine	47	36	40	
Sundries	38	24	29	
<b>TOTAL VARIABLE COSTS</b>	1039	560	726	
<b>GROSS MARGIN</b>	1063	216	510	
Concentrates per ce (kg) <sup>2</sup>	1015	972	994	
Concentrates price per tonne (£)	311	329	320	
Stocking rate (ce per ha)	2.01	1.02	1.36	
Price per calf bought/transferred-in (£)	670	663	667	
Price per store sold (£)	1187	1059	1125	
Mortality (%)	0.9	0.8	0.8	

<sup>1</sup> Classified by Gross Margin per hectare

<sup>2</sup> ce = Cow equivalent(s)

## BEEF CALVES REARED AND SOLD AS FINISHED ANIMALS, 2022/23

	ABOVE AVERAGE	BELOW AVERAGE	AVERAGE	OWN FARM
% of survey farms <sup>1</sup>	52	48	100	
	£ per hectare			
ENTERPRISE OUTPUT	1882	1460	1700	
<b>VARIABLE COSTS</b>				
Concentrates	475	619	537	
Hay, silage, forage & grazing	260	257	259	
Vet & medicine	42	43	43	
Sundries	34	107	66	
<b>TOTAL VARIABLE COSTS</b>	811	1027	904	
<b>GROSS MARGIN</b>	1071	434	796	
Concentrates per ce (kg) <sup>2</sup>	952	1360	1115	
Concentrates price per tonne (£)	299	318	308	
Stocking rate (ce per ha)	1.59	1.40	1.51	
Price per calf bought/transferred-in (£)	643	802	707	
Price per finished animal sold (£)	1497	1548	1516	
Mortality (%)	0.4	2.3	1.2	

<sup>1</sup> Classified by Gross Margin per hectare

<sup>2</sup> ce = Cow equivalent(s)



## FINISHING PURCHASED STORES, 2022/23

	AVERAGE	OWN FARM
<b>% of survey farms<sup>1</sup></b>	100	
	£ per hectare	
<b>ENTERPRISE OUTPUT</b>	1996	
<b>VARIABLE COSTS</b>		
Concentrates	1080	
Hay, silage, forage & grazing	312	
Vet & medicine	41	
Sundries	60	
<b>TOTAL VARIABLE COSTS</b>	1494	
<b>GROSS MARGIN</b>	502	
<b>Concentrates per ce (kg)<sup>2</sup></b>	1978	
Concentrates price per tonne (£)	301	
Stocking rate (ce per ha)	1.67	
Price per store bought (£)	978	
Price per finished animal sold (£)	1452	
Mortality (%)	1.0	

<sup>1</sup> Classified by Gross Margin per hectare

<sup>2</sup> ce = cow equivalent(s)

## SUCKLER COWS - NON LFA, 2022/23

	AVERAGE	OWN FARM	AVERAGE	OWN FARM
Number of cows per farm <sup>1</sup>	42.2		42.2	
Hectares per farm	26.7		26.7	
<b>ENTERPRISE OUTPUT</b>	<b>£ per hectare</b>		<b>£ per cow</b>	
Calves	977		619	
Herd replacement	-43		-27	
<b>TOTAL ENTERPRISE OUTPUT</b>	<b>935</b>		<b>592</b>	
<b>VARIABLE COSTS</b>				
Concentrates	52		33	
Other purchased feed	8		5	
Hay, silage, forage & grazing	297		188	
Sundries	82		52	
Vet & medicines	53		33	
<b>TOTAL VARIABLE COSTS</b>	<b>491</b>		<b>311</b>	
<b>GROSS MARGIN</b>	<b>444</b>		<b>282</b>	
<b>GROSS MARGIN PER COW EQUIVALENT</b>	<b>265</b>		<b>265</b>	
Calves reared per cow	0.97		0.97	
Price per calf sold or transferred-out (£)	640		640	
Mortality - birth to weaning (%)	2.9		2.9	
Concentrates per cow (kg)	104		104	
Concentrates price per tonne (£)	315		315	
Cows per hectare	1.58		1.58	
Stocking rate (ce per ha) <sup>2</sup>	1.67		1.67	

<sup>1</sup> Classified by Gross Margin per hectare

<sup>2</sup> ce = Cow equivalent(s)

## SUCKLER COWS - DISADVANTAGED AREA, 2022/23<sup>1</sup>

	ABOVE AVERAGE	BELOW AVERAGE	AVERAGE	OWN FARM
% of survey farms <sup>2</sup>	40	60	100	
Average herd size	54	34	42	
	£ per cow			
<b>ENTERPRISE OUTPUT</b>				
Calves	728	657	693	
Herd replacement	-9	-86	-47	
<b>TOTAL ENTERPRISE OUTPUT</b>	<b>719</b>	<b>571</b>	<b>647</b>	
<b>VARIABLE COSTS</b>				
Concentrates	50	92	70	
Hay, silage, forage & grazing	148	258	202	
Vet & medicine	45	46	46	
Sundries	43	47	45	
<b>TOTAL VARIABLE COSTS</b>	<b>287</b>	<b>443</b>	<b>363</b>	
<b>GROSS MARGIN</b>	<b>432</b>	<b>128</b>	<b>284</b>	
<b>GROSS MARGIN PER COW EQUIVALENT</b>	<b>407</b>	<b>122</b>	<b>268</b>	
Calves reared per cow	1.06	0.98	1.02	
Price per calf sold or transferred-out (£)	681	707	694	
Mortality - birth to weaning (%)	1.9	5.6	3.7	
Concentrates per cow (kg)	162	232	196	
Concentrates price per tonne (£)	282	349	321	

<sup>1</sup> ANC payments are excluded from this analysis

<sup>2</sup> Classified by Gross Margin per hectare

## SUCKLER COWS - SEVERELY DISADVANTAGED AREA, 2022/23<sup>1</sup>

	EXCELLENT	GOOD	MODERATE	POOR	AVERAGE	OWN FARM
% of survey farms <sup>2</sup>	11	40	37	11	100	
Average herd size	38	42	28	41	36	
	£ per cow					
<b>ENTERPRISE OUTPUT</b>						
Calves	786	663	638	529	653	
Herd replacement	7	-44	-85	-123	-60	
<b>TOTAL ENTERPRISE OUTPUT</b>	<b>793</b>	<b>619</b>	<b>553</b>	<b>406</b>	<b>593</b>	
<b>VARIABLE COSTS</b>						
Concentrates	76	68	79	125	79	
Hay, silage, forage & grazing	148	161	245	246	194	
Vet & medicine	35	39	40	52	41	
Sundries	30	40	28	53	37	
<b>TOTAL VARIABLE COSTS</b>	<b>289</b>	<b>308</b>	<b>391</b>	<b>475</b>	<b>351</b>	
<b>GROSS MARGIN</b>	<b>504</b>	<b>311</b>	<b>162</b>	<b>-69</b>	<b>242</b>	
<b>GROSS MARGIN PER COW EQUIVALENT</b>	<b>461</b>	<b>292</b>	<b>155</b>	<b>-66</b>	<b>229</b>	
Calves reared per cow	1.03	1.02	0.95	0.84	0.98	
Price per calf sold or transferred-out (£)	796	659	670	605	671	
Mortality - birth to weaning (%)	1.3	1.6	2.2	2.8	1.9	
Concentrates per cow (kg)	218	195	241	385	236	
Concentrates price per tonne (£)	318	328	317	319	322	

<sup>1</sup> ANC payments are excluded from this analysis

<sup>2</sup> Classified by Gross Margin per hectare

## BREEDING EWES - NON LFA, 2022/23

	ABOVE AVERAGE	BELOW AVERAGE	AVERAGE	OWN FARM
% of survey farms <sup>1</sup>	47	53	100	
Number of ewes per farm	309	143	221	
	£ per ewe			
<b>ENTERPRISE OUTPUT</b>				
Lambs	161	123	148	
Wool	0	1	1	
Flock replacement	3	-2	1	
<b>TOTAL ENTERPRISE OUTPUT</b>	<b>164</b>	<b>122</b>	<b>150</b>	
<b>VARIABLE COSTS</b>				
Concentrates	21	21	21	
Hay, silage, forage & grazing	29	50	36	
Vet, medicine & sundries	23	17	21	
<b>TOTAL VARIABLE COSTS</b>	<b>73</b>	<b>88</b>	<b>78</b>	
<b>GROSS MARGIN</b>	<b>91</b>	<b>33</b>	<b>72</b>	
Gross Margin (per hectare)	994	356	646	
Price per lamb sold (£)	106	105	106	
Lambing percentage	173	146	164	
Lambs reared per 100 ewes	165	134	154	
Wool per ewe (kg)	1.5	2.9	1.9	
Wool price per kg (p)	33	27	30	
Concentrates per ewe (kg)	61	58	60	
Concentrates price per tonne (£)	332	349	338	
Ewes per hectare	10.86	6.77	9.01	
Stocking rate (ce per ha) <sup>2</sup>	1.91	1.50	1.73	
Ewe mortality (%)	5.0	6.8	5.6	
Lamb mortality per 100 ewes	8.5	12.6	9.9	

<sup>1</sup> Classified by Gross Margin per hectare

<sup>2</sup> ce = Cow equivalent(s)

## BREEDING EWES - DISADVANTAGED AREA, 2022/23<sup>1</sup>

	ABOVE AVERAGE	BELOW AVERAGE	AVERAGE	OWN FARM
% of survey farms <sup>2</sup>	42	58	100	
Number of ewes per farm	134	208	177	
<b>ENTERPRISE OUTPUT</b>	£ per ewe			
Lamb	186	118	140	
Wool	1	1	1	
Flock replacement	-10	-6	-7	
<b>TOTAL ENTERPRISE OUTPUT</b>	177	113	133	
<b>VARIABLE COSTS</b>				
Concentrates	30	21	24	
Hay, silage, forage & grazing	25	39	34	
Vet & medicine & sundries	17	15	16	
<b>TOTAL VARIABLE COSTS</b>	71	75	74	
<b>GROSS MARGIN</b>	105	38	59	
Price per lamb sold (£)	118	103	108	
Lambing percentage	179	136	150	
Lambs reared per 100 ewes	165	125	137	
Wool per ewe (kg)	2.0	2.7	2.5	
Wool price per kg (p)	38	42	41	
Concentrates per ewe (kg)	90	53	64	
Concentrates price per tonne (£)	328	348	339	
Ewes per hectare	8.53	6.95	7.38	
Stocking rate (ce per ha) <sup>3</sup>	1.57	1.40	1.45	
Ewe mortality (%)	5.5	5.2	5.3	
Lamb mortality per 100 ewes	13.9	11.3	12.1	

<sup>1</sup> ANC payments are excluded from this analysis

<sup>2</sup> Classified by Gross Margin per hectare

<sup>3</sup> ce = Cow equivalent(s)

## BREEDING EWES - SEVERELY DISADVANTAGED AREA (CROSS-BRED FLOCKS), 2022/23<sup>1</sup>

	ABOVE AVERAGE	BELOW AVERAGE	AVERAGE	OWN FARM
% of survey farms <sup>2</sup>	52	48	100	
Number of ewes per farm	167	216	190	
	£ per ewe			
<b>ENTERPRISE OUTPUT</b>				
Lambs	147	128	137	
Wool	1	1	1	
Flock replacement	5	1	34	
<b>TOTAL ENTERPRISE OUTPUT</b>	<b>153</b>	<b>130</b>	<b>140</b>	
<b>VARIABLE COSTS</b>				
Concentrates	22	36	30	
Hay, silage, forage & grazing	30	32	31	
Vet, medicine & sundries	20	24	22	
<b>TOTAL VARIABLE COSTS</b>	<b>72</b>	<b>91</b>	<b>82</b>	
<b>GROSS MARGIN</b>	<b>81</b>	<b>39</b>	<b>58</b>	
Price per lamb sold (£)	102	105	103	
Lambing percentage	167	152	159	
Lambs reared per 100 ewes	158	142	149	
Wool per ewe (kg)	2.8	2.4	2.6	
Wool price per kg (p)	38	38	38	
Concentrates per ewe (kg)	67	91	80	
Concentrates price per tonne (£)	323	340	333	
Ewe mortality (%)	4.0	6.7	5.5	
Lamb mortality per 100 ewes	9.6	10.6	10.1	

<sup>1</sup> ANC payments are excluded from this analysis

<sup>2</sup> Classified by Gross Margin per ewe

## BREEDING EWES - SEVERELY DISADVANTAGED AREA (HARDY HILL BREEDS), 2022/23<sup>1</sup>

	ABOVE AVERAGE	BELOW AVERAGE	AVERAGE	OWN FARM
% of survey farms <sup>2</sup>	43	57	100	
Number of ewes per farm	252	333	298	
	£ per ewe			
<b>ENTERPRISE OUTPUT</b>				
Lambs	104	80	88	
Wool	1	1	1	
Flock replacement	8	3	5	
<b>TOTAL ENTERPRISE OUTPUT</b>	<b>113</b>	<b>84</b>	<b>95</b>	
<b>VARIABLE COSTS</b>				
Concentrates	28	29	29	
Hay, silage, forage & grazing	26	30	29	
Vet, medicine & sundries	14	19	17	
<b>TOTAL VARIABLE COSTS</b>	<b>68</b>	<b>78</b>	<b>75</b>	
<b>GROSS MARGIN</b>	<b>44</b>	<b>6</b>	<b>20</b>	
Price per lamb sold (£)	93	89	91	
Lambing percentage	143	126	132	
Lambs reared per 100 ewes	136	118	125	
Wool per ewe (kg)	1.8	2.9	2.5	
Wool price per kg (p)	40	40	40	
Concentrates per ewe (kg)	79	79	79	
Concentrates price per tonne (£)	335	332	333	
Ewe mortality (%)	3.9	6.9	5.8	
Lamb mortality per 100 ewes	6.6	8.0	7.5	

<sup>1</sup> ANC payments are excluded from this analysis

<sup>2</sup> Classified by Gross Margin per ewe



## PIGS - BIRTH TO BACON, 2022/23

	ABOVE AVERAGE	BELOW AVERAGE	AVERAGE	OWN FARM
% of survey farms <sup>1</sup>	50	50	100	
Number of finished pigs per farm	4525	2230	3378	
Number of sows per farm	173	80	127	
	£ per pig			
<b>ENTERPRISE OUTPUT</b>	<b>189.75</b>	<b>157.29</b>	<b>179.03</b>	
<b>VARIABLE COSTS</b>				
Concentrates	129.24	126.97	128.49	
Vet & medicine	5.22	2.48	4.31	
Sundries	5.17	7.33	5.88	
<b>TOTAL VARIABLE COSTS</b>	<b>139.63</b>	<b>136.78</b>	<b>138.69</b>	
<b>GROSS MARGIN</b>	<b>50.12</b>	<b>20.50</b>	<b>40.34</b>	
Price of meal equivalent per tonne (£)	415	390	406	
Meal equivalent per finished pig (kg)	312	325	316	
Litters per sow per year	1.8	2.2	1.9	
Live births per litter	16.0	14.2	15.4	
Pigs weaned per litter	14.6	12.6	13.9	
Pigs weaned per sow per year	26.5	28.1	27.0	
Price of finished pig sold (£)	189.82	157.26	178.82	
Mortality - suckers (%)	9.5	10.6	9.8	
Mortality - weaners (%)	2.5	3.4	2.8	

<sup>1</sup> Classified by Gross Margin per finished pig

## SPRING BARLEY (2022 Crop)

	ABOVE AVERAGE	BELOW AVERAGE	AVERAGE	OWN FARM
% of survey farms <sup>1</sup>	42	58	100	
Hectares per farm	17.0	9.3	12.5	
	£ per hectare			
<b>ENTERPRISE OUTPUT</b>				
Grain	1594	1228	1436	
Straw	344	274	314	
<b>TOTAL ENTERPRISE OUTPUT</b>	<b>1937</b>	<b>1502</b>	<b>1750</b>	
<b>VARIABLE COSTS</b>				
Seed	79	81	80	
Fertilisers	178	306	233	
Sprays	133	151	141	
Sundries	95	51	76	
<b>TOTAL VARIABLE COSTS</b>	<b>485</b>	<b>589</b>	<b>530</b>	
<b>GROSS MARGIN</b>	<b>1452</b>	<b>913</b>	<b>1220</b>	
Grain (tonnes per ha)	6.37	5.00	5.78	
Straw (tonnes per ha)	3.33	2.96	3.17	
Fertilisers used per hectare (product weight, kg)	297	458	367	
Grain price per tonne (£)	250	246	248	
Straw price per tonne (£)	103	93	99	

<sup>1</sup> Classified by Gross Margin per hectare

## WINTER WHEAT (2022 Crop)

	ABOVE AVERAGE	BELOW AVERAGE	AVERAGE	OWN FARM
% of survey farms <sup>1</sup>	57	43	100	
Hectares per farm	14.5	18.4	16.2	
	£ per hectare			
<b>ENTERPRISE OUTPUT</b>				
Grain	2439	2101	2275	
Straw	467	320	396	
<b>TOTAL ENTERPRISE OUTPUT</b>	<b>2906</b>	<b>2422</b>	<b>2670</b>	
<b>VARIABLE COSTS</b>				
Seed	82	105	93	
Fertilisers	317	371	343	
Sprays	247	229	238	
Sundries	69	9	40	
<b>TOTAL VARIABLE COSTS</b>	<b>714</b>	<b>714</b>	<b>714</b>	
<b>GROSS MARGIN</b>	<b>2192</b>	<b>1707</b>	<b>1956</b>	
Grain (tonnes per ha)	9.26	8.02	8.66	
Straw (tonnes per ha)	4.49	3.94	4.22	
Fertilisers used per hectare (product weight, kg)	680	683	681	
Grain price per tonne (£)	263	262	263	
Straw price per tonne (£)	104	81	94	

<sup>1</sup> Classified by Gross Margin per hectare

## WINTER BARLEY (2022 Crop)

	ABOVE AVERAGE	BELOW AVERAGE	AVERAGE	OWN FARM
% of survey farms <sup>1</sup>	46	54	100	
Hectares per farm	13.9	9.0	11.3	
	£ per hectare			
<b>ENTERPRISE OUTPUT</b>				
Grain	1867	1568	1739	
Straw	480	318	411	
<b>TOTAL ENTERPRISE OUTPUT</b>	<b>2347</b>	<b>1886</b>	<b>2150</b>	
<b>VARIABLE COSTS</b>				
Seed	88	114	99	
Fertilisers	275	363	313	
Sprays	220	154	192	
Sundries	53	35	45	
<b>TOTAL VARIABLE COSTS</b>	<b>636</b>	<b>667</b>	<b>649</b>	
<b>GROSS MARGIN</b>	<b>1711</b>	<b>1220</b>	<b>1501</b>	
Grain (tonnes per ha)	7.49	6.03	6.87	
Straw (tonnes per ha)	4.56	3.46	4.09	
Fertilisers used per hectare (product weight, kg)	542	544	543	
Grain price per tonne (£)	249	260	253	
Straw price per tonne (£)	105	92	101	

<sup>1</sup> Classified by Gross Margin per hectare

## SPRING WHEAT, SPRING OATS & WINTER OATS (2022 Crops)

	SPRING WHEAT	SPRING OATS	WINTER OATS	OWN FARM
% of survey farms <sup>1</sup>	100	100	100	
Hectares per farm	12.3	4.1	6.2	
	£ per hectare			
<b>ENTERPRISE OUTPUT</b>				
Grain	1756	1559	1506	
Straw	342	263	467	
<b>TOTAL ENTERPRISE OUTPUT</b>	<b>2099</b>	<b>1822</b>	<b>1973</b>	
<b>VARIABLE COSTS</b>				
Seed	95	84	95	
Fertilisers	265	229	138	
Sprays	159	115	96	
Sundries	101	115	23	
<b>TOTAL VARIABLE COSTS</b>	<b>619</b>	<b>544</b>	<b>352</b>	
<b>GROSS MARGIN</b>	<b>1480</b>	<b>1278</b>	<b>1621</b>	
Grain (tonnes per ha)	6.51	5.49	6.34	
Straw (tonnes per ha)	4.43	3.80	5.04	
Fertilisers used per hectare (product weight, kg)	357	283	227	
Grain price per tonne (£)	270	284	238	
Straw price per tonne (£)	77	69	93	

<sup>1</sup> Classified by Gross Margin per hectare

## WARE POTATOES (2022 Crop)

	AVERAGE	OWN FARM
<b>% of survey farms<sup>1</sup></b>	100	
<b>Hectares per farm</b>	6.5	
	<b>£ per hectare</b>	
<b>ENTERPRISE OUTPUT</b>		
<b>Current Crop</b>	5503	
<b>VARIABLE COSTS</b>		
Seed	531	
Fertilisers	702	
Sprays	429	
Contract/casual wages	936	
Sundries	243	
<b>TOTAL VARIABLE COSTS</b>	2840	
<b>GROSS MARGIN</b>	2662	
<b>Yield of ware per hectare (tonnes)</b>	29	
<b>Seed used per hectare (tonnes)</b>	2.44	
<b>Fertiliser used per hectare (product weight, kg)</b>	996	
<b>Price per tonne ware (£)</b>	171	

<sup>1</sup> Classified by Gross Margin per hectare

## HAY, SILAGE, GRAZING & FORAGE CROPS, 2022/23

	Fertiliser	Seed	Purchased Hay, Silage & Straw	Contract Work	Casual Wages	Sprays	Sundries	Total Net Cost <sup>1</sup>
	£ per hectare							
8.0-19.9 Hectares	164.51	3.70	7.04	124.01	0.00	9.25	11.45	319.96
20.0-39.9 Hectares	183.12	6.75	12.02	110.94	0.00	8.39	11.57	331.78
40 and over Hectares	198.30	7.04	22.17	142.76	0.18	9.39	16.30	395.69
8 and over	196.18	6.97	20.83	138.84	0.15	9.27	15.70	387.44
2 + Over Cow Equivalents/ Hectare	304.53	10.84	31.27	225.08	0.22	12.15	27.59	611.50
1.5 - 1.9 Cow Equivalents/ Hectare	191.68	7.79	25.79	146.15	0.22	11.39	15.45	396.69
1.25-1.49 Cow Equivalents/ Hectare	149.52	4.20	11.74	93.30	0.00	5.64	5.85	270.23
Under 1.25 Cow Equivalents/ Hectare	93.10	3.22	9.46	53.26	0.12	6.28	7.51	172.73
	196.18	6.97	20.83	138.84	0.15	9.27	15.70	387.44

<sup>1</sup> Net of Hay, Silage and Straw Sold

## FIXED COSTS DAIRY FARMS, 2022/23

	VERY SMALL	SMALL	MEDIUM	LARGE
Utilised agricultural area per farm	25.1	56.1	75.6	125.2
Adjusted forage area per farm	25.0	51.7	69.3	116.3
Total cow equivalents per farm	46.8	92.5	145.9	278.7
of which cattle	46.8	87.0	143.9	276.4
of which sheep	0.0	5.5	2.0	2.3
Stocking rate (ce per ha) <sup>1</sup>	1.9	1.8	2.1	2.4
<b>Fixed costs (excluding labour)</b>	<b>£ per farmed hectare</b>			
Conacre rent	62	66	88	159
Depreciation of fixed capital expenditure	213	139	134	224
Depreciation of machinery and equipment	410	259	216	275
Upkeep and running costs of machinery and equipment	371	247	291	301
Farm fuel	155	82	111	133
Rates	40	32	27	31
Building repairs	135	66	96	88
Miscellaneous	100	66	51	65
<b>Total Fixed Costs (excluding labour)</b>	<b>1486</b>	<b>957</b>	<b>1014</b>	<b>1278</b>
<b>LABOUR</b>				
- Farmer and spouse	1330	606	514	360
- Family (excluding farmer and spouse)	77	277	160	280
- Hired	31	6	4	76

<sup>1</sup> ce = Cow equivalent(s)



## FIXED COSTS CATTLE & SHEEP FARMS, 2022/23

	SDA	DA	LFA	NON LFA
Utilised agricultural area per farm	91.6	70.4	83.0	68.1
Adjusted forage area per farm	62.1	66.3	63.8	63.9
Total cow equivalents per farm	83.5	92.8	87.2	97.0
of which cattle	45.2	72.8	56.4	86.6
of which sheep	38.3	20.0	30.9	10.4
Stocking rate (ce per ha) <sup>1</sup>	1.3	1.4	1.4	1.5
<b>Fixed costs (excluding labour)</b>	<b>£ per farmed hectare</b>			
Conacre rent	45	69	53	87
Depreciation of fixed capital expenditure	40	56	46	76
Depreciation of machinery and equipment	101	159	121	168
Upkeep and running costs of machinery and equipment	122	179	141	214
Farm fuel	8	12	10	19
Rates	7	15	10	20
Building repairs	36	45	39	57
Miscellaneous	32	42	35	52
<b>Total Fixed Costs (excluding labour)</b>	<b>391</b>	<b>577</b>	<b>455</b>	<b>694</b>
<b>LABOUR</b>				
- Farmer and spouse	316	385	340	462
- Family (excluding farmer and spouse)	27	98	51	130
- Hired	2	15	7	69

<sup>1</sup> ce = Cow equivalent(s)

## FIXED COSTS CROPPING, MIXED LIVESTOCK & PIG FARMS, 2022/23

	CEREALS	GENERAL CROPPING	MIXED LIVESTOCK	PIGS
Utilised agricultural area per farm	109.1	-	86.8	35.5
Adjusted forage area per farm	11.1	-	56.0	33.5
Total cow equivalents per farm	17.7	-	127.2	41.2
of which cattle	0.0	-	108.5	19.6
of which sheep	17.7	-	18.7	21.6
Stocking rate (ce per ha) <sup>1</sup>	1.6	-	2.3	1.2
	£ per farmed hectare			£ per 100 farm output
<b>Fixed costs (excluding labour)</b>				
Conacre rent	124	-	66	0.47
Depreciation of fixed capital expenditure	110	-	166	6.33
Depreciation of machinery and equipment	395	-	324	3.24
Upkeep and running costs of machinery and equipment	333	-	327	2.62
Farm fuel	18	-	52	2.25
Rates	15	-	13	0.27
Building repairs	22	-	82	1.05
Miscellaneous	50	-	62	0.79
<b>Total Fixed Costs (excluding labour)</b>	<b>1066</b>	<b>-</b>	<b>1092</b>	<b>17.01</b>
<b>LABOUR</b>				
- Farmer and spouse	321	-	401	4.57
- Family (excluding farmer and spouse)	81	-	213	1.80
- Hired	44	-	60	0.51

<sup>1</sup> ce = Cow equivalent(s)

- indicates no data available

## TERMS AND DEFINITIONS

**Enterprise output of a livestock enterprise** is the sum of:- livestock and product sales; livestock transfers to other enterprises; produce consumed in the farmhouse and by farm workers; compensation payments; net leasing receipts; and closing valuation of livestock; ***minus*** purchases of livestock; transfers-in of livestock from other enterprises; and opening valuation of livestock. ***Area based subsidy payments are not included in livestock enterprise output.***

**Enterprise output of a crop enterprise** is the sum of:- crop sales; market value of crop unsold, fed to livestock, used for seed, consumed in the farmhouse and by farm workers. ***Area based subsidy payments are not included in enterprise output of a crop.***

**Variable costs** are those costs which can both be readily allocated to a specific enterprise and will vary in approximately direct proportion to changes in the scale of that enterprise. They include fertilisers, sprays, seed, concentrates, forage, veterinary and leasing costs.

**Concentrates:** expenditure on feed and feed additives, including the value of milk transferred from the dairy herd and fed to livestock; adjustments for changes in stock; and the market value of home-grown cereals fed.

**Hay, silage, forage and grazing:** the livestock enterprises allocated share of the total costs associated with hay, silage, forage and grazing activities.

**Seeds:** expenditure on seed; adjustments for changes in stock; market value of home-grown seeds used, including potatoes.

**Fertilisers:** expenditure on fertilisers.

**Gross Margin** of an enterprise is its enterprise output less its variable costs.

**Cow equivalent (CE):** to facilitate comparisons between grazing based enterprises, the gross margins of the enterprises are frequently expressed in terms of £s per cow equivalent. Cow equivalent is a mechanism for converting different categories of grazing livestock to a common denominator, in this case a dairy cow. Coefficients for the conversion of different categories of grazing livestock to cow equivalents are as follows: dairy cow = 1.0; beef cow = 0.8; breeding bull = 1.0; cattle over 2 years old = 0.8; cattle 1 to 2 years = 0.6; cattle under one year = 0.4; breeding ewe and lambs = 0.2; breeding ram = 0.2; lambs six months to 1 year = 0.1; other sheep over 1 year = 0.2.

**Fixed costs** are those costs which do not vary with small changes in the scale of individual enterprises or cannot be readily allocated to individual enterprises. Examples are regular labour, machinery costs, rent and rates, and general overhead expenses.

***Upkeep and running costs of machinery:*** expenditure on vehicle fuel and oil; repairs; small tools.

***Labour:*** salaries; wages; employers' insurance contributions; unpaid family labour calculated at the appropriate rate for comparable paid labour.

***Depreciation of fixed capital expenditure:*** depreciation of buildings and fixed equipment (over 10 years).

***Depreciation of machinery and equipment:*** depreciation of machinery and equipment calculated on a replacement cost basis (normally over four years for self propelled machinery and seven years for other machinery).

**Other general farming costs:** farm fuel (farm share), farm rates, building repairs and miscellaneous land and building costs (hedge cutting, fences etc).

## **Farm Business Type**

<b>Dairy</b>	Farms on which dairy cows account for more than two-thirds of the total Standard Output (SO).
<b>Cattle and Sheep</b>	Farms which do not qualify as Dairy farms but have more than two-thirds of their total SO from grazing livestock (cattle and sheep). They are further sub-divided into farms where more than half of the land farmed is in Less Favoured Areas (LFA) and Lowland (those which have less than 50% of land in the LFA) categories.
<b>Cereals</b>	Farms on which cereals and combinable crops account for more than two-thirds of the total SO.
<b>General Cropping</b>	Farms which do not qualify as cereals farms but have more than two-thirds of the total SO in arable, including field scale vegetable, crops or in a mixture of arable and horticultural crops where arable crops account for more than one-third of the total SO and no other grouping accounts for more than one-third.
<b>Pigs</b>	Farms on which pigs account for more than two-thirds of total SO.
<b>Mixed Livestock</b>	Farms that have no dominant enterprise and do not fit into the above categories.

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