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POLICY AND ECONOMICS DIVISION

## Northern Ireland Farm Performance Indicators 2010/11



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## **FOREWORD**

The principal function of the Farm Business Survey (FBS) is to inform the UK Government and EU 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 2011.

It is hoped that farmers will find this performance data useful. Policy and Economics Division, DARD, 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 given on page 2.

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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 380 farms across Northern Ireland are submitted to the Farm Business Survey (FBS). These are processed in gross margin format by Policy and Economics Division of the Department of Agriculture and Rural Development (DARD). 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 4 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.

### ***Single Farm Payment***

The enterprise data for 2010/11 covers the sixth year of the operation of the Single Farm Payment Scheme. As Single Farm Payment is decoupled from production and not linked to any particular enterprise it is **not** included in enterprise output. For similar reasons Less Favoured Area Compensatory Allowance is also not included. 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 Universities which collect and analyse data on behalf of the Department of the Environment, Food and Rural Affairs (DEFRA) for the FBS in England and Wales. For Northern Ireland farmers, data derived from the NI FBS can be obtained by contacting Policy and Economics Division, Dundonald House, Belfast BT4 3SB (028 9052 4679) or on the Department of Agriculture and Rural Development web site at [www.dardni.gov.uk](http://www.dardni.gov.uk).



## SUMMARY OF MAIN ENTERPRISE GROSS MARGINS 2010/11

	GROSS MARGIN	
	AVERAGE	EXCELLENT
	£ per head	
<b>Dairy Cows</b>	<b>892</b>	<b>1037</b>
<b>Suckler Cows</b>		
<b>Non LFA</b>	<b>111</b>	<b>-</b>
<b>Disadvantaged Area</b>	<b>164</b>	<b>268</b>
<b>Severely Disadvantaged Area</b>	<b>141</b>	<b>283</b>
<b>Breeding Ewes</b>		
<b>Non LFA</b>	<b>59</b>	<b>81</b>
<b>Disadvantaged Area</b>	<b>46</b>	<b>60</b>
<b>Severely Disadvantaged Area (Cross-Bred Flocks)</b>	<b>40</b>	<b>67</b>
<b>Severely Disadvantaged Area (Hardy Hill Breeds)</b>	<b>33</b>	<b>55</b>
<b>Pigs - Birth to Bacon</b>	<b>28</b>	<b>-</b>
	£ per hectare	
<b>Crops</b>		
<b>Spring Barley</b>	<b>677</b>	<b>858</b>
<b>Winter Wheat</b>	<b>1243</b>	<b>-</b>
<b>Winter Barley</b>	<b>981</b>	<b>-</b>
<b>Spring Wheat</b>	<b>821</b>	<b>-</b>
<b>Spring Oats</b>	<b>896</b>	<b>-</b>
<b>Winter Oats</b>	<b>1031</b>	<b>-</b>
<b>Ware Potatoes</b>	<b>3161</b>	<b>-</b>

- indicates no data available

## AVERAGE GROSS MARGIN RESULTS 2006/07 - 2010/11

	2006/07	2007/08	2008/09	2009/10	2010/11
	<b>£ per head</b>				
<b>Dairy Cows</b>	<b>555</b>	<b>843</b>	<b>670</b>	<b>514</b>	<b>892</b>
<b>Suckler Cows</b>					
<b>Non LFA</b>	<b>94</b>	<b>103</b>	<b>141</b>	<b>130</b>	<b>111</b>
<b>Disadvantaged Area</b>	<b>99</b>	<b>101</b>	<b>142</b>	<b>126</b>	<b>164</b>
<b>Severely Disadvantaged Area</b>	<b>90</b>	<b>102</b>	<b>90</b>	<b>119</b>	<b>141</b>
<b>Breeding Ewes</b>					
<b>Non LFA</b>	<b>34</b>	<b>29</b>	<b>48</b>	<b>55</b>	<b>59</b>
<b>Disadvantaged Area</b>	<b>32</b>	<b>29</b>	<b>45</b>	<b>53</b>	<b>46</b>
<b>Severely Disadvantaged Area (Cross-Bred Flocks)</b>	<b>27</b>	<b>29</b>	<b>24</b>	<b>29</b>	<b>40</b>
<b>Severely Disadvantaged Area (Hardy Hill Breeds)</b>	<b>10</b>	<b>12</b>	<b>11</b>	<b>22</b>	<b>33</b>
<b>Pigs - Birth to Bacon</b>	<b>18</b>	<b>12</b>	<b>20</b>	<b>40</b>	<b>28</b>
	<b>£ per hectare</b>				
<b>Crops</b>					
<b>Spring Barley</b>	<b>385</b>	<b>748</b>	<b>386</b>	<b>381</b>	<b>677</b>
<b>Winter Wheat</b>	<b>882</b>	<b>1136</b>	<b>711</b>	<b>583</b>	<b>1243</b>
<b>Winter Barley</b>	<b>698</b>	<b>892</b>	<b>763</b>	<b>588</b>	<b>981</b>
<b>Spring Wheat</b>	-	-	-	<b>462</b>	<b>821</b>
<b>Spring Oats</b>	-	<b>772</b>	<b>439</b>	<b>516</b>	<b>896</b>
<b>Winter Oats</b>	-	<b>857</b>	<b>613</b>	-	<b>1031</b>
<b>Ware Potatoes</b>	<b>4625</b>	<b>3187</b>	<b>3651</b>	<b>1646</b>	<b>3161</b>

- indicates no data available

## DAIRY COWS 2010/11

	EXCELLENT	GOOD	MODERATE	POOR	AVERAGE	OWN FARM
% of survey farms <sup>1</sup>	16	34	30	20	100	
Average herd size	98	98	68	47	79	
<b>ENTERPRISE OUTPUT</b>	<b>£ per cow</b>					
Milk	1806	1688	1469	1339	1613	
Calves	93	88	92	89	90	
Herd replacement	-103	-135	-127	-138	-127	
Leasing receipts	-	-	-	-	-	
<b>TOTAL ENTERPRISE OUTPUT</b>	<b>1796</b>	<b>1641</b>	<b>1434</b>	<b>1290</b>	<b>1576</b>	
<b>VARIABLE COSTS</b>						
Concentrates	518	418	427	373	435	
Hay, silage, forage & grazing	129	157	120	141	140	
Vet, medicine and sundries	112	117	103	91	109	
Leasing costs	-	-	-	-	-	
<b>TOTAL VARIABLE COSTS</b>	<b>759</b>	<b>692</b>	<b>650</b>	<b>605</b>	<b>684</b>	
Gross Margins - per cow	1037	949	784	685	892	
- per hectare	2530	1964	1380	952	1722	
- per 1000 litres	147	144	135	126	141	
Milk yield per cow (litres)	7066	6578	5802	5430	6338	
Milk price per litre (pence)	25.6	25.7	25.3	24.7	25.5	
Concentrates per litre (kg)	0.33	0.30	0.32	0.32	0.32	
Concentrates price per tonne (£)	207	196	215	206	204	
Stocking rate (ce per ha)	2.44	2.07	1.76	1.39	1.93	
Nitrogen used per hectare (kg)	187	184	112	112	150	

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

## DAIRY CALVES REARED AS REPLACEMENTS, 2010/11

	EXCELLENT	GOOD	MODERATE	POOR	AVERAGE	OWN FARM
% of survey farms <sup>1</sup>	10	32	39	19	100	
	£ per hectare					
<b>ENTERPRISE OUTPUT</b>	1378	1227	1008	1448	1196	
<b>VARIABLE COSTS</b>						
Concentrates <sup>2</sup>	352	417	403	813	509	
Hay, silage, forage & grazing	229	278	343	586	383	
Vet and medicine	29	38	49	132	67	
Sundries	17	39	51	96	58	
<b>TOTAL VARIABLE COSTS</b>	627	772	846	1627	1017	
<b>GROSS MARGIN</b>	751	455	162	-179	179	
Concentrates per ce (kg)	526	693	634	1099	779	
Concentrates price per tonne (£)	208	204	212	213	211	
Stocking rate (ce per ha)	1.97	2.07	2.30	2.65	2.31	
Price per calf bought/transferred-in (£)	98	104	96	89	95	
Price per heifer sold/transferred-out (£)	839	887	831	947	881	
Mortality (%)	0.7	2.2	2.3	3.0	2.4	

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

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

## DAIRY CALVES REARED AND SOLD AS STORES, 2010/11

	AVERAGE	OWN FARM
<b>% of survey farms<sup>1</sup></b>	<b>100</b>	
	<b>£ per hectare</b>	
<b>ENTERPRISE OUTPUT</b>	<b>836</b>	
<b>VARIABLE COSTS</b>		
Concentrates <sup>2</sup>	275	
Hay, silage, forage & grazing	230	
Vet and medicine	21	
Sundries	13	
<b>TOTAL VARIABLE COSTS</b>	<b>539</b>	
<b>GROSS MARGIN</b>	<b>297</b>	
Concentrates per ce (kg)	680	
Concentrates price per tonne (£)	199	
Stocking rate (ce per ha)	1.38	
Price per calf bought/transferred-in (£)	152	
Price per store sold (£)	426	
Mortality (%)	1.0	

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

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

## DAIRY CALVES REARED AND SOLD AS FINISHED ANIMALS, 2010/11

	EXCELLENT	GOOD	MODERATE	POOR	TOTAL	OWN FARM
<b>% of survey farms<sup>1</sup></b>	17	33	33	17	100	
	£ per hectare					
<b>ENTERPRISE OUTPUT</b>	1949	1259	968	972	1226	
<b>VARIABLE COSTS</b>						
Concentrates <sup>2</sup>	748	471	414	644	517	
Hay, silage, forage & grazing	242	233	232	284	241	
Vet and medicine	57	49	25	90	48	
Sundries	46	35	30	42	35	
<b>TOTAL VARIABLE COSTS</b>	1093	788	701	1060	841	
<b>GROSS MARGIN</b>	856	471	267	-88	385	
<b>Concentrates per ce (kg)</b>	1286	1054	1044	1043	1093	
<b>Concentrates price per tonne (£)</b>	189	173	190	228	189	
<b>Stocking rate (ce per ha)</b>	2.48	2.06	1.75	2.29	2.05	
<b>Price per calf bought/transferred-in (£)</b>	117	150	107	106	128	
<b>Price per finished animal sold (£)</b>	736	771	741	759	752	
<b>Mortality (%)</b>	-	3.5	0.9	3.1	2.0	

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

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

## BEEF CALVES REARED AND SOLD AS STORES, 2010/11

	EXCELLENT	GOOD	MODERATE	POOR	AVERAGE	OWN FARM
<b>% of survey farms<sup>1</sup></b>	<b>12</b>	<b>27</b>	<b>46</b>	<b>15</b>	<b>100</b>	
	<b>£ per hectare</b>					
<b>ENTERPRISE OUTPUT</b>	<b>1678</b>	<b>1201</b>	<b>765</b>	<b>326</b>	<b>831</b>	
<b>VARIABLE COSTS</b>						
Concentrates	352	338	285	129	273	
Hay, silage, forage & grazing	181	145	110	92	118	
Vet and medicine	68	52	33	14	36	
Sundries	43	31	14	13	19	
<b>TOTAL VARIABLE COSTS</b>	<b>644</b>	<b>566</b>	<b>442</b>	<b>248</b>	<b>446</b>	
<b>GROSS MARGIN</b>	<b>1034</b>	<b>635</b>	<b>323</b>	<b>78</b>	<b>385</b>	
Concentrates per ce (kg)	1402	1510	1233	723	1230	
Concentrates price per tonne (£)	156	175	182	162	176	
Stocking rate (ce per ha)	1.57	1.28	1.27	1.09	1.26	
Price per calf bought/transferred-in (£)	387	398	376	398	386	
Price per store sold (£)	691	738	706	675	709	
Mortality (%)	2.6	-	0.5	1.8	0.7	

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

## BEEF CALVES REARED AND SOLD AS FINISHED ANIMALS, 2010/11

	EXCELLENT	GOOD	MODERATE	POOR	AVERAGE	OWN FARM
% of survey farms <sup>1</sup>	12	46	23	19	100	
	£ per hectare					
<b>ENTERPRISE OUTPUT</b>	1408	967	707	656	894	
<b>VARIABLE COSTS</b>						
Concentrates	510	305	247	431	329	
Hay, silage, forage & grazing	142	141	202	167	162	
Vet and medicine	25	31	37	42	34	
Sundries	11	19	23	13	18	
<b>TOTAL VARIABLE COSTS</b>	688	496	509	653	543	
<b>GROSS MARGIN</b>	720	471	198	3	351	
<b>Concentrates per ce (kg)</b>	2252	1185	1101	1917	1399	
<b>Concentrates price per tonne (£)</b>	145	178	181	168	170	
<b>Stocking rate (ce per ha)</b>	1.56	1.40	1.23	1.34	1.36	
<b>Price per calf bought/transferred-in (£)</b>	487	417	437	411	433	
<b>Price per finished animal sold (£)</b>	921	879	899	828	883	
<b>Mortality (%)</b>	0.2	0.6	0.2	2.3	0.7	

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



## FINISHING PURCHASED STORES, 2010/11

	ABOVE AVERAGE	BELOW AVERAGE	AVERAGE	OWN FARM
<b>% of survey farms<sup>1</sup></b>	<b>41</b>	<b>59</b>	<b>100</b>	
	<b>£ per hectare</b>			
<b>ENTERPRISE OUTPUT</b>	<b>1270</b>	<b>718</b>	<b>955</b>	
<b>VARIABLE COSTS</b>				
Concentrates	425	389	404	
Hay, silage, forage & grazing	156	174	166	
Vet and medicine	32	30	31	
Sundries	38	24	30	
<b>TOTAL VARIABLE COSTS</b>	<b>651</b>	<b>617</b>	<b>631</b>	
<b>GROSS MARGIN</b>	<b>619</b>	<b>101</b>	<b>324</b>	
Concentrates per ce (kg)	1426	1738	1576	
Concentrates price per tonne (£)	161	174	168	
Stocking rate (ce per ha)	1.85	1.28	1.53	
Price per store bought (£)	640	634	637	
Price per finished animal sold (£)	960	916	939	
Mortality (%)	0.1	0.1	0.1	

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

## SUCKLER COWS - NON LFA, 2010/11

	AVERAGE	OWN FARM	AVERAGE	OWN FARM
<b>Number of cows per farm<sup>1</sup></b>	40.5		40.5	
<b>Hectares per farm</b>	27.0		27.0	
	<b>£ per hectare</b>		<b>£ per cow</b>	
<b>ENTERPRISE OUTPUT</b>				
Calves	527		351	
Herd replacement	-69		-46	
<b>TOTAL ENTERPRISE OUTPUT</b>	458		305	
<b>VARIABLE COSTS</b>				
Concentrates	30		20	
Other purchased feed	3		2	
Hay, silage, forage and grazing	172		115	
Sundries	47		31	
Vet and medicines	39		26	
<b>TOTAL VARIABLE COSTS</b>	291		194	
<b>GROSS MARGIN</b>	167		111	
<b>GROSS MARGIN PER COW EQUIVALENT</b>	107		107	
<b>Calves reared per cow</b>	0.86		0.86	
<b>Price per calf sold or transferred-out ( £ )</b>	415		415	
<b>Mortality - birth to weaning (%)</b>	3.0		3.0	
<b>Concentrates per cow ( kg )</b>	121		121	
<b>Concentrates price per tonne ( £ )</b>	166		166	
<b>Cows per hectare</b>	1.50		1.50	
<b>Stocking rate (ce per ha)</b>	1.56		1.56	

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

## SUCKLER COWS - DISADVANTAGED AREA 2010/11<sup>1</sup>

	EXCELLENT	GOOD	MODERATE	POOR	AVERAGE	OWN FARM
% of survey farms <sup>2</sup>	17	28	41	14	100	
Average herd size	87	51	31	30	46	
	£ per cow					
<b>ENTERPRISE OUTPUT</b>						
Calves	473	394	329	271	390	
Herd replacement	-37	-29	-41	-85	-40	
<b>TOTAL ENTERPRISE OUTPUT</b>	<b>436</b>	<b>365</b>	<b>288</b>	<b>186</b>	<b>350</b>	
<b>VARIABLE COSTS</b>						
Concentrates	31	35	35	47	35	
Hay, silage, forage & grazing	90	95	104	153	101	
Vet and medicine	16	25	27	35	24	
Sundries	31	21	24	39	26	
<b>TOTAL VARIABLE COSTS</b>	<b>168</b>	<b>176</b>	<b>190</b>	<b>274</b>	<b>186</b>	
<b>GROSS MARGIN</b>	<b>268</b>	<b>189</b>	<b>98</b>	<b>-88</b>	<b>164</b>	
<b>GROSS MARGIN PER COW EQUIVALENT</b>	<b>246</b>	<b>178</b>	<b>93</b>	<b>-83</b>	<b>154</b>	
Calves reared per cow	0.98	0.98	0.88	0.72	0.93	
Price per calf sold or transferred-out (£)	474	399	374	364	416	
Mortality - birth to weaning (%)	0.7	2.2	3.8	1.1	2.0	
Concentrates per cow (kg)	178	178	184	245	185	
Concentrates price per tonne (£)	162	187	179	191	178	

<sup>1</sup> LFA Compensatory Allowances are excluded from this analysis

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

## SUCKLER COWS - SEVERELY DISADVANTAGED AREA, 2010/11<sup>1</sup>

	EXCELLENT	GOOD	MODERATE	POOR	AVERAGE	OWN FARM
% of survey farms <sup>2</sup>	6	40	41	13	100	
Average herd size	51	50	31	29	39	
	£ per cow					
<b>ENTERPRISE OUTPUT</b>						
Calves	445	432	358	313	398	
Herd replacement	7	-44	-51	-78	-46	
<b>TOTAL ENTERPRISE OUTPUT</b>	<b>452</b>	<b>388</b>	<b>307</b>	<b>235</b>	<b>352</b>	
<b>VARIABLE COSTS</b>						
Concentrates	48	37	62	92	51	
Hay, silage, forage & grazing	87	113	118	135	115	
Vet and medicine	14	17	19	27	18	
Sundries	20	27	24	38	27	
<b>TOTAL VARIABLE COSTS</b>	<b>169</b>	<b>194</b>	<b>223</b>	<b>292</b>	<b>211</b>	
<b>GROSS MARGIN</b>	<b>283</b>	<b>194</b>	<b>84</b>	<b>-57</b>	<b>141</b>	
<b>GROSS MARGIN PER COW EQUIVALENT</b>	<b>260</b>	<b>176</b>	<b>77</b>	<b>-55</b>	<b>129</b>	
Calves reared per cow	1.04	1.00	0.91	0.78	0.95	
Price per calf sold or transferred-out (£)	428	411	395	395	406	
Mortality - birth to weaning (%)	4.1	1.5	2.7	9.1	2.7	
Concentrates per cow (kg)	330	207	328	506	284	
Concentrates price per tonne (£)	145	178	186	182	179	

<sup>1</sup> LFA Compensatory Allowances are excluded from this analysis

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

## BREEDING EWES - NON LFA, 2010/11

	EXCELLENT	GOOD	MODERATE	POOR	AVERAGE	OWN FARM
% of survey farms <sup>1</sup>	19	19	51	11	100	
Number of ewes per farm	213	115	162	143	160	
	£ per ewe					
<b>ENTERPRISE OUTPUT</b>						
Lambs	108	109	98	99	102	
Wool	2	2	2	2	2	
Flock replacement	9	-3	-4	-21	-2	
<b>TOTAL ENTERPRISE OUTPUT</b>	<b>119</b>	<b>108</b>	<b>96</b>	<b>80</b>	<b>102</b>	
<b>VARIABLE COSTS</b>						
Concentrates	10	11	13	16	13	
Hay, silage, forage & grazing	17	18	18	22	18	
Vet, medicine and sundries	11	15	11	14	12	
<b>TOTAL VARIABLE COSTS</b>	<b>38</b>	<b>44</b>	<b>42</b>	<b>52</b>	<b>43</b>	
<b>GROSS MARGIN</b>	<b>81</b>	<b>64</b>	<b>54</b>	<b>28</b>	<b>59</b>	
<b>Gross Margin (per hectare)</b>	<b>871</b>	<b>593</b>	<b>370</b>	<b>249</b>	<b>477</b>	
Price per lamb sold (£)	76	78	77	76	77	
Lambing percentage	158	161	152	148	154	
Lambs reared per 100 ewes	154	151	142	138	146	
Wool per ewe (kg)	2.3	2.9	2.9	4.6	2.9	
Wool price per kg (p)	91	73	61	36	64	
Concentrates per ewe (kg)	65	66	68	73	67	
Concentrates price per tonne (£)	153	174	199	218	187	
Ewes per hectare	10.75	9.22	6.88	8.90	8.04	
Stocking rate (ce per ha)	2.03	1.77	1.40	1.80	1.60	
Ewe mortality (%)	2.8	4.3	6.1	8.2	5.2	
Lamb mortality per 100 ewes	4.1	10.6	9.1	10.0	8.2	

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

## BREEDING EWES - DISADVANTAGED AREA, 2010/11<sup>1</sup>

	EXCELLENT	GOOD	MODERATE	POOR	AVERAGE	OWN FARM
% of survey farms <sup>2</sup>	22	26	30	22	100	
Number of ewes per farm	153	187	88	160	144	
	£ per ewe					
<b>ENTERPRISE OUTPUT</b>						
Lambs	94	113	98	65	94	
Wool	2	2	2	2	2	
Flock replacement	-1	-2	-8	-2	-3	
<b>TOTAL ENTERPRISE OUTPUT</b>	<b>95</b>	<b>113</b>	<b>92</b>	<b>65</b>	<b>93</b>	
<b>VARIABLE COSTS</b>						
Concentrates	11	22	19	12	16	
Hay, silage, forage & grazing	15	19	21	19	19	
Vet, medicine and sundries	9	12	11	16	12	
<b>TOTAL VARIABLE COSTS</b>	<b>35</b>	<b>53</b>	<b>51</b>	<b>47</b>	<b>47</b>	
<b>GROSS MARGIN</b>	<b>60</b>	<b>60</b>	<b>41</b>	<b>18</b>	<b>46</b>	
Price per lamb sold (£)	76	77	76	81	77	
Lambing percentage	142	174	152	125	151	
Lambs reared per 100 ewes	134	160	142	120	141	
Wool per ewe (kg)	2.9	3.1	2.6	2.8	2.9	
Wool price per kg (p)	75	67	78	71	72	
Concentrates per ewe (kg)	58	102	97	60	80	
Concentrates price per tonne (£)	192	213	197	203	204	
Ewes per hectare	10.11	7.56	6.85	6.87	7.67	
Stocking rate (ce per ha)	2.03	1.61	1.53	1.55	1.65	
Ewe mortality (%)	6.1	5.3	9.7	8.7	7.1	
Lamb mortality per 100 ewes	7.8	13.8	9.9	4.9	9.5	

<sup>1</sup> LFA Compensatory Allowances are excluded from this analysis

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

# BREEDING EWES - SEVERELY DISADVANTAGED AREA (CROSS-BRED FLOCK), 2010/11<sup>1</sup>

	EXCELLENT	GOOD	MODERATE	POOR	AVERAGE	OWN FARM
% of survey farms <sup>2</sup>	12	38	31	19	100	
Number of ewes per farm	123	142	131	197	146	
	£ per ewe					
<b>ENTERPRISE OUTPUT</b>						
Lambs	106	89	95	86	91	
Wool	2	2	2	2	2	
Flock replacement	8	8	-5	-19	-2	
<b>TOTAL ENTERPRISE OUTPUT</b>	<b>116</b>	<b>99</b>	<b>92</b>	<b>69</b>	<b>91</b>	
<b>VARIABLE COSTS</b>						
Concentrates	18	18	17	23	19	
Hay, silage, forage & grazing	20	19	27	10	19	
Vet, medicine and sundries	11	11	12	19	13	
<b>TOTAL VARIABLE COSTS</b>	<b>49</b>	<b>48</b>	<b>56</b>	<b>52</b>	<b>51</b>	
<b>GROSS MARGIN</b>	<b>67</b>	<b>51</b>	<b>36</b>	<b>17</b>	<b>40</b>	
Price per lamb sold (£)	76	75	75	73	75	
Lambing percentage	171	158	152	126	150	
Lambs reared per 100 ewes	162	151	143	121	142	
Wool per ewe (kg)	3.0	2.8	2.9	2.0	2.7	
Wool price per kg (p)	73	71	66	101	76	
Concentrates per ewe (kg)	90	92	80	123	96	
Concentrates price per tonne (£)	197	193	210	191	197	
Ewe mortality (%)	4.5	4.5	4.8	6.4	5.1	
Lamb mortality per 100 ewes	8.7	7.1	9.3	5.5	7.5	

<sup>1</sup> LFA Compensatory Allowances are excluded from this analysis

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

# BREEDING EWES - SEVERELY DISADVANTAGED AREA (HARDY HILL BREEDS), 2010/11<sup>1</sup>

	EXCELLENT	GOOD	MODERATE	POOR	AVERAGE	OWN FARM
% of survey farms <sup>2</sup>	21	33	38	8	100	
Number of ewes per farm	171	284	256	338	254	
	£ per ewe					
<b>ENTERPRISE OUTPUT</b>						
Lambs	99	74	55	52	68	
Wool	2	2	2	2	2	
Flock replacement	17	7	8	16	9	
<b>TOTAL ENTERPRISE OUTPUT</b>	<b>118</b>	<b>83</b>	<b>65</b>	<b>70</b>	<b>79</b>	
<b>VARIABLE COSTS</b>						
Concentrates	30	17	19	17	19	
Hay, silage, forage & grazing	20	14	12	31	16	
Vet, medicine and sundries	13	11	11	7	11	
<b>TOTAL VARIABLE COSTS</b>	<b>63</b>	<b>42</b>	<b>42</b>	<b>55</b>	<b>46</b>	
<b>GROSS MARGIN</b>	<b>55</b>	<b>41</b>	<b>23</b>	<b>15</b>	<b>33</b>	
Price per lamb sold (£)	77	78	74	77	77	
Lambing percentage	138	134	123	111	128	
Lambs reared per 100 ewes	132	120	112	107	117	
Wool per ewe (kg)	3.2	2.3	2.4	2.9	2.5	
Wool price per kg (p)	59	70	76	84	72	
Concentrates per ewe (kg)	159	91	86	88	98	
Concentrates price per tonne (£)	190	188	211	191	196	
Ewe mortality (%)	5.0	8.1	5.1	6.1	6.3	
Lamb mortality per 100 ewes	6.4	14.6	11.1	4.6	11.1	

<sup>1</sup> LFA Compensatory Allowances are excluded from this analysis

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



## PIGS - BIRTH TO BACON, 2010/11

	ABOVE AVERAGE	BELOW AVERAGE	AVERAGE	OWN FARM
<b>% of survey farms<sup>1</sup></b>	<b>50</b>	<b>50</b>	<b>100</b>	
<b>Number of finished pigs per farm</b>	<b>2963</b>	<b>1504</b>	<b>2234</b>	
<b>Number of sows per farm</b>	<b>130</b>	<b>91</b>	<b>111</b>	
	<b>£ per pig</b>			
<b>ENTERPRISE OUTPUT</b>	<b>103.75</b>	<b>99.05</b>	<b>102.17</b>	
<b>VARIABLE COSTS</b>				
<b>Feedingstuffs</b>	<b>64.90</b>	<b>79.34</b>	<b>69.76</b>	
<b>Vet and medicine</b>	<b>1.59</b>	<b>2.92</b>	<b>2.03</b>	
<b>Sundries</b>	<b>2.37</b>	<b>1.62</b>	<b>2.12</b>	
<b>TOTAL VARIABLE COSTS</b>	<b>68.86</b>	<b>83.88</b>	<b>73.91</b>	
<b>GROSS MARGIN</b>	<b>34.89</b>	<b>15.17</b>	<b>28.26</b>	
<b>Price of meal equivalent per tonne (£)</b>	<b>216</b>	<b>238</b>	<b>224</b>	
<b>Meal equivalent per finished pig (kg)</b>	<b>301</b>	<b>334</b>	<b>312</b>	
<b>Litters per sow per year</b>	<b>2.2</b>	<b>1.9</b>	<b>2.1</b>	
<b>Live births per litter</b>	<b>12.3</b>	<b>10.3</b>	<b>11.5</b>	
<b>Pigs weaned per litter</b>	<b>10.8</b>	<b>9.2</b>	<b>10.2</b>	
<b>Pigs weaned per sow per year</b>	<b>23.9</b>	<b>17.4</b>	<b>21.2</b>	
<b>Price of finished pig sold (£)</b>	<b>103.77</b>	<b>99.03</b>	<b>102.11</b>	
<b>Mortality - suckers (%)</b>	<b>11.7</b>	<b>11.5</b>	<b>11.6</b>	
<b>Mortality - weaners (%)</b>	<b>2.3</b>	<b>3.6</b>	<b>2.7</b>	

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

## SPRING BARLEY (2010 Crop)

	EXCELLENT	GOOD	MODERATE	POOR	AVERAGE	OWN FARM
<b>% of survey farms<sup>1</sup></b>	<b>17</b>	<b>34</b>	<b>32</b>	<b>17</b>	<b>100</b>	
<b>Hectares per farm</b>	<b>9.4</b>	<b>18.5</b>	<b>9.6</b>	<b>4.7</b>	<b>11.8</b>	
	<b>£ per hectare</b>					
<b>ENTERPRISE OUTPUT</b>						
<b>Grain</b>	<b>829</b>	<b>796</b>	<b>632</b>	<b>537</b>	<b>740</b>	
<b>Straw</b>	<b>278</b>	<b>223</b>	<b>185</b>	<b>199</b>	<b>219</b>	
<b>TOTAL ENTERPRISE OUTPUT</b>	<b>1107</b>	<b>1019</b>	<b>817</b>	<b>736</b>	<b>959</b>	
<b>VARIABLE COSTS</b>						
<b>Seed</b>	<b>46</b>	<b>54</b>	<b>49</b>	<b>62</b>	<b>52</b>	
<b>Fertilisers</b>	<b>108</b>	<b>138</b>	<b>119</b>	<b>108</b>	<b>127</b>	
<b>Sprays</b>	<b>82</b>	<b>90</b>	<b>59</b>	<b>64</b>	<b>79</b>	
<b>Sundries</b>	<b>13</b>	<b>26</b>	<b>23</b>	<b>36</b>	<b>24</b>	
<b>TOTAL VARIABLE COSTS</b>	<b>249</b>	<b>308</b>	<b>250</b>	<b>270</b>	<b>282</b>	
<b>GROSS MARGIN</b>	<b>858</b>	<b>711</b>	<b>567</b>	<b>466</b>	<b>677</b>	
<b>Grain (tonnes per ha)</b>	<b>5.68</b>	<b>5.60</b>	<b>4.56</b>	<b>4.15</b>	<b>5.24</b>	
<b>Straw (tonnes per ha)</b>	<b>4.34</b>	<b>3.62</b>	<b>2.89</b>	<b>2.94</b>	<b>3.48</b>	
<b>Fertilisers used per hectare (product weight, kg)</b>	<b>453</b>	<b>513</b>	<b>439</b>	<b>418</b>	<b>479</b>	
<b>Grain price per tonne (£)</b>	<b>146</b>	<b>142</b>	<b>139</b>	<b>129</b>	<b>141</b>	
<b>Straw price per tonne (£)</b>	<b>64</b>	<b>62</b>	<b>64</b>	<b>68</b>	<b>63</b>	

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

## WINTER WHEAT (2010 Crop)

	ABOVE AVERAGE	BELOW AVERAGE	AVERAGE	OWN FARM
<b>% of survey farms<sup>1</sup></b>	<b>55</b>	<b>45</b>	<b>100</b>	
<b>Hectares per farm</b>	<b>19.1</b>	<b>15.7</b>	<b>17.6</b>	
	<b>£ per hectare</b>			
<b>ENTERPRISE OUTPUT</b>				
<b>Grain</b>	<b>1529</b>	<b>1135</b>	<b>1370</b>	
<b>Straw</b>	<b>362</b>	<b>219</b>	<b>305</b>	
<b>TOTAL ENTERPRISE OUTPUT</b>	<b>1891</b>	<b>1354</b>	<b>1675</b>	
<b>VARIABLE COSTS</b>				
<b>Seed</b>	<b>56</b>	<b>68</b>	<b>61</b>	
<b>Fertilisers</b>	<b>209</b>	<b>123</b>	<b>175</b>	
<b>Sprays</b>	<b>162</b>	<b>148</b>	<b>156</b>	
<b>Sundries</b>	<b>31</b>	<b>54</b>	<b>40</b>	
<b>TOTAL VARIABLE COSTS</b>	<b>458</b>	<b>393</b>	<b>432</b>	
<b>GROSS MARGIN</b>	<b>1433</b>	<b>961</b>	<b>1243</b>	
<b>Grain (tonnes per ha)</b>	<b>9.61</b>	<b>7.28</b>	<b>8.67</b>	
<b>Straw (tonnes per ha)</b>	<b>5.26</b>	<b>4.04</b>	<b>4.77</b>	
<b>Fertilisers used per hectare (product weight, kg)</b>	<b>954</b>	<b>446</b>	<b>750</b>	
<b>Grain price per tonne (£)</b>	<b>159</b>	<b>156</b>	<b>158</b>	
<b>Straw price per tonne (£)</b>	<b>69</b>	<b>54</b>	<b>64</b>	

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

## WINTER BARLEY (2010 Crop)

	ABOVE AVERAGE	BELOW AVERAGE	AVERAGE	OWN FARM
<b>% of survey farms<sup>1</sup></b>	<b>58</b>	<b>42</b>	<b>100</b>	
<b>Hectares per farm</b>	<b>10.4</b>	<b>10.6</b>	<b>10.5</b>	
	<b>£ per hectare</b>			
<b>ENTERPRISE OUTPUT</b>				
<b>Grain</b>	<b>1069</b>	<b>892</b>	<b>994</b>	
<b>Straw</b>	<b>375</b>	<b>276</b>	<b>333</b>	
<b>TOTAL ENTERPRISE OUTPUT</b>	<b>1444</b>	<b>1168</b>	<b>1327</b>	
<b>VARIABLE COSTS</b>				
<b>Seed</b>	<b>59</b>	<b>69</b>	<b>63</b>	
<b>Fertilisers</b>	<b>117</b>	<b>160</b>	<b>135</b>	
<b>Sprays</b>	<b>115</b>	<b>131</b>	<b>122</b>	
<b>Sundries</b>	<b>27</b>	<b>24</b>	<b>26</b>	
<b>TOTAL VARIABLE COSTS</b>	<b>318</b>	<b>384</b>	<b>346</b>	
<b>GROSS MARGIN</b>	<b>1126</b>	<b>784</b>	<b>981</b>	
<b>Grain (tonnes per ha)</b>	<b>7.57</b>	<b>6.75</b>	<b>7.23</b>	
<b>Straw (tonnes per ha)</b>	<b>5.30</b>	<b>4.66</b>	<b>5.03</b>	
<b>Fertilisers used per hectare (product weight, kg)</b>	<b>532</b>	<b>680</b>	<b>594</b>	
<b>Grain price per tonne (£)</b>	<b>141</b>	<b>132</b>	<b>138</b>	
<b>Straw price per tonne (£)</b>	<b>71</b>	<b>59</b>	<b>66</b>	

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

## SPRING WHEAT, SPRING OATS & WINTER OATS (2010 Crops)

	SPRING WHEAT	SPRING OATS	WINTER OATS	OWN FARM
<b>% of survey farms<sup>1</sup></b>	<b>100</b>	<b>100</b>	<b>100</b>	
<b>Hectares per farm</b>	<b>15.5</b>	<b>16.4</b>	<b>26.2</b>	
		<b>£ per hectare</b>		
<b>ENTERPRISE OUTPUT</b>				
<b>Grain</b>	<b>927</b>	<b>886</b>	<b>1077</b>	
<b>Straw</b>	<b>208</b>	<b>219</b>	<b>232</b>	
<b>TOTAL ENTERPRISE OUTPUT</b>	<b>1135</b>	<b>1105</b>	<b>1309</b>	
<b>VARIABLE COSTS</b>				
<b>Seed</b>	<b>64</b>	<b>76</b>	<b>34</b>	
<b>Fertilisers</b>	<b>119</b>	<b>68</b>	<b>69</b>	
<b>Sprays</b>	<b>103</b>	<b>59</b>	<b>143</b>	
<b>Sundries</b>	<b>28</b>	<b>6</b>	<b>32</b>	
<b>TOTAL VARIABLE COSTS</b>	<b>314</b>	<b>209</b>	<b>278</b>	
<b>GROSS MARGIN</b>	<b>821</b>	<b>896</b>	<b>1031</b>	
<b>Grain (tonnes per ha)</b>	<b>6.72</b>	<b>5.24</b>	<b>6.92</b>	
<b>Straw (tonnes per ha)</b>	<b>4.07</b>	<b>3.60</b>	<b>3.82</b>	
<b>Fertilisers used per hectare (product weight, kg)</b>	<b>464</b>	<b>310</b>	<b>318</b>	
<b>Grain price per tonne (£)</b>	<b>137</b>	<b>170</b>	<b>142</b>	
<b>Straw price per tonne (£)</b>	<b>51</b>	<b>61</b>	<b>61</b>	

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

## WARE POTATOES (2010 Crop)

	ABOVE AVERAGE	BELOW AVERAGE	AVERAGE	OWN FARM
<b>% of survey farms<sup>1</sup></b>	<b>50</b>	<b>50</b>	<b>100</b>	
<b>Hectares per farm</b>	<b>13.6</b>	<b>6.1</b>	<b>9.8</b>	
	<b>£ per hectare</b>			
<b>ENTERPRISE OUTPUT</b>				
<b>Current Crop</b>	<b>5185</b>	<b>3254</b>	<b>4586</b>	
<b>VARIABLE COSTS</b>				
<b>Seed</b>	<b>511</b>	<b>398</b>	<b>476</b>	
<b>Fertilisers</b>	<b>285</b>	<b>331</b>	<b>299</b>	
<b>Sprays</b>	<b>278</b>	<b>247</b>	<b>269</b>	
<b>Contract / casual wages</b>	<b>275</b>	<b>128</b>	<b>229</b>	
<b>Sundries</b>	<b>149</b>	<b>159</b>	<b>152</b>	
<b>TOTAL VARIABLE COSTS</b>	<b>1498</b>	<b>1263</b>	<b>1425</b>	
<b>GROSS MARGIN</b>	<b>3687</b>	<b>1991</b>	<b>3161</b>	
<b>Yield of ware per hectare (tonnes)</b>	<b>31</b>	<b>22</b>	<b>28</b>	
<b>Seed used per hectare (tonnes)</b>	<b>2.73</b>	<b>2.40</b>	<b>2.62</b>	
<b>Fertiliser used per hectare (product weight, kg)</b>	<b>945</b>	<b>1072</b>	<b>985</b>	
<b>Price per tonne ware (£)</b>	<b>157</b>	<b>144</b>	<b>154</b>	

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

## HAY, SILAGE, GRAZING AND FORAGE CROPS 2010/11

	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	67.72	10.59	40.10	54.28	-	6.78	1.92	181.39
20.0-39.9 Hectares	88.21	4.18	13.20	73.70	1.02	4.53	5.42	188.94
40 and over Hectares	93.47	5.94	16.97	62.24	0.43	5.70	6.30	190.26
8 and over	92.48	5.80	16.86	63.46	0.49	5.58	6.14	189.98
2 + Over Cow Equivalents/ Hectare	136.26	10.87	38.58	97.09	0.36	9.29	10.18	301.32
1.5 - 1.9 Cow Equivalents/ Hectare	93.26	4.87	12.54	63.08	0.24	5.16	5.55	183.77
1.25-1.49 Cow Equivalents/ Hectare	72.72	3.90	4.27	55.21	0.94	2.77	4.85	144.45
Under 1.25 Cow Equivalents/ Hectare	56.80	2.39	5.42	32.56	0.58	3.73	3.12	104.01
	92.48	5.80	16.86	63.46	0.49	5.58	6.14	189.98

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

## FIXED COSTS DAIRY FARMS 2010/11

	VERY SMALL	SMALL	MEDIUM	LARGE
Utilised agricultural area per farm	32.2	44.7	67.6	132.1
Adjusted forage area per farm	31.3	43.0	64.6	122.4
Total cow equivalents per farm	44.4	78.2	138.8	288.3
of which cattle	44.4	77.4	138.8	285.6
of which sheep	-	0.9	-	2.7
Stocking rate (C.E. per hectare)	1.4	1.8	2.1	2.4
	<b>£ per farmed hectare</b>			
<b>Fixed costs (excluding labour)</b>				
Conacre rent	40	40	70	113
Depreciation of fixed capital expenditure	58	143	213	236
Depreciation of machinery and equipment	94	148	156	174
Upkeep and running costs of machinery and equipment	170	189	157	170
Farm fuel	50	47	46	55
Rates	32	26	23	19
Building repairs	55	52	75	69
Miscellaneous	57	52	41	34
<b>Total Fixed Costs (excluding labour)</b>	<b>556</b>	<b>696</b>	<b>781</b>	<b>870</b>
<b>LABOUR</b>				
- Farmer and spouse	665	656	315	264
- Family (exclud. farmer and spouse)	94	135	411	199
- Hired	6	4	12	26



## FIXED COSTS CATTLE & SHEEP FARMS 2010/11

	SDA	DA	LFA	NON LFA
Utilised agricultural area per farm	108.1	63.0	91.1	62.8
Adjusted forage area per farm	68.0	58.0	64.2	56.7
Total cow equivalents per farm	87.8	90.4	88.8	95.1
of which cattle	55.9	70.5	61.4	77.0
of which sheep	31.9	19.9	27.4	18.1
Stocking rate (C.E. per hectare)	1.3	1.6	1.4	1.7
	<b>£ per farmed hectare</b>			
<b>Fixed costs (excluding labour)</b>				
Conacre rent	24	22	24	61
Depreciation of fixed capital expenditure	39	91	53	76
Depreciation of machinery and equipment	66	119	80	135
Upkeep and running costs of machinery and equipment	73	124	86	124
Farm fuel	5	11	7	15
Rates	5	16	8	14
Building repairs	26	54	33	37
Miscellaneous	18	35	23	38
<b>Total Fixed Costs (excluding labour)</b>	<b>257</b>	<b>471</b>	<b>313</b>	<b>500</b>
<b>LABOUR</b>				
- Farmer and spouse	189	380	239	343
- Family (exclud. farmer and spouse)	55	93	65	133
- Hired	7	21	11	27

## FIXED COSTS CROPPING, MIXED LIVESTOCK & PIG FARMS 2010/11

	CEREALS	GENERAL CROPPING	MIXED LIVESTOCK	PIGS
Utilised agricultural area per farm	71.0	42.4	59.6	5.5
Adjusted forage area per farm	11.3	-	43.9	5.5
Total cow equivalents per farm	10.4	-	79.7	9.3
of which cattle	4.3	-	63.4	7.1
of which sheep	6.1	-	16.3	2.2
Stocking rate (C.E. per hectare)	0.9	-	1.8	1.7
<b>Fixed costs (excluding labour)</b>	<b>£ per farmed hectare</b>			<b>£ per 100 farm output</b>
Conacre rent	51	232	96	0.05
Depreciation of fixed capital expenditure	25	71	70	3.03
Depreciation of machinery and equipment	178	411	306	2.69
Upkeep and running costs of machinery and equipment	147	287	311	1.98
Farm fuel	12	24	38	2.48
Rates	11	15	17	0.22
Building repairs	37	65	57	2.08
Miscellaneous	39	45	47	1.18
<b>Total Fixed Costs (excluding labour)</b>	<b>499</b>	<b>1150</b>	<b>942</b>	<b>13.71</b>
<b>LABOUR</b>				
- Farmer and spouse	341	428	501	10.96
- Family (exclud. farmer and spouse)	29	122	211	1.04
- Hired	4	5	48	1.70

## 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. **Single farm payment and LFA compensatory allowance is 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. **Single farm payment is 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 4 years for self propelled machinery and 7 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 with more than two-thirds of their total Standard Gross Margin (SGM) from dairying (including associated young stock).
<b>Cattle and Sheep</b>	Farms which do not qualify as Dairy farms but have more than two-thirds of their total SGM from 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 with more than two-thirds of their total SGM from cereals, oilseeds and set-aside.
<b>General Cropping</b>	Farms which do not qualify as cereals farms but have more than two-thirds of their total SGM from arable (not horticultural) crops or in a mixture of arable and horticultural crops where arable crops account for more than one third of their total SGM.
<b>Mixed Livestock</b>	Farms with crops that account for one-third, but less than two-thirds of total SGM and livestock that account for one-third, but less than two-thirds of total SGM.
<b>Pigs</b>	Farms with more than two-thirds of their total SGM from pigs.

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