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POLICY AND ECONOMICS DIVISION

Northern Ireland Farm Performance Indicators 2011/12



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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 2012.

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 shown on page 2.

NORMAN FULTON

Director of Policy and Economics

Department of Agriculture and Rural Development

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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 2011/12 covers the seventh 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.

SUMMARY OF MAIN ENTERPRISE GROSS MARGINS 2011/12

| | GROSS MARGIN | |
|--|---------------|-------------|
| | AVERAGE | EXCELLENT |
| | £ per head | |
| Dairy Cows | 967 | 1117 |
| Suckler Cows | | |
| Non LFA | 151 | - |
| Disadvantaged Area | 181 | 297 |
| Severely Disadvantaged Area | 154 | 271 |
| Breeding Ewes | | |
| Non LFA | 69 | 87 |
| Disadvantaged Area | 58 | 75 |
| Severely Disadvantaged Area (Cross-Bred Flocks) | 55 | 95 |
| Severely Disadvantaged Area (Hardy Hill Breeds) | 36 | 59 |
| Pigs - Birth to Bacon | 22 | - |
| | £ per hectare | |
| Crops | | |
| Spring Barley | 673 | 986 |
| Winter Wheat | 1185 | 1438 |
| Winter Barley | 1074 | 1372 |
| Spring Wheat | 651 | - |
| Spring Oats | 847 | - |
| Winter Oats | 1202 | - |
| Ware Potatoes | 1721 | - |

- indicates no data available

AVERAGE GROSS MARGIN RESULTS 2007/08 - 2011/12

| | 2007/08 | 2008/09 | 2009/10 | 2010/11 | 2011/12 |
|--|----------------------|-------------|-------------|-------------|-------------|
| | £ per head | | | | |
| Dairy Cows | 843 | 670 | 514 | 892 | 967 |
| Suckler Cows | | | | | |
| Non LFA | 103 | 141 | 130 | 111 | 151 |
| Disadvantaged Area | 101 | 142 | 126 | 164 | 181 |
| Severely Disadvantaged Area | 102 | 90 | 119 | 141 | 154 |
| Breeding Ewes | | | | | |
| Non LFA | 29 | 48 | 55 | 59 | 69 |
| Disadvantaged Area | 29 | 45 | 53 | 46 | 58 |
| Severely Disadvantaged Area (Cross-Bred Flocks) | 29 | 24 | 29 | 40 | 55 |
| Severely Disadvantaged Area (Hardy Hill Breeds) | 12 | 11 | 22 | 33 | 36 |
| Pigs - Birth to Bacon | 12 | 20 | 40 | 28 | 22 |
| | £ per hectare | | | | |
| Crops | | | | | |
| Spring Barley | 748 | 386 | 381 | 677 | 673 |
| Winter Wheat | 1136 | 711 | 583 | 1243 | 1185 |
| Winter Barley | 892 | 763 | 588 | 981 | 1074 |
| Spring Wheat | - | - | 462 | 821 | 651 |
| Spring Oats | 772 | 439 | 516 | 896 | 847 |
| Winter Oats | 857 | 613 | - | 1031 | 1202 |
| Ware Potatoes | 3187 | 3651 | 1646 | 3161 | 1721 |

- indicates no data available

DAIRY COWS 2011/12

| | EXCELLENT | GOOD | MODERATE | POOR | AVERAGE | OWN FARM |
|----------------------------------|------------------|-------------|-------------|-------------|-------------|----------|
| % of survey farms ¹ | 16 | 30 | 37 | 17 | 100 | |
| Average herd size | 119 | 113 | 67 | 52 | 86 | |
| ENTERPRISE OUTPUT | £ per cow | | | | | |
| Milk | 2123 | 1928 | 1633 | 1390 | 1831 | |
| Calves | 103 | 100 | 107 | 93 | 102 | |
| Herd replacement | -120 | -147 | -150 | -163 | -144 | |
| Leasing receipts | - | - | - | - | - | |
| TOTAL ENTERPRISE OUTPUT | 2106 | 1881 | 1590 | 1320 | 1789 | |
| VARIABLE COSTS | | | | | | |
| Concentrates | 664 | 547 | 453 | 444 | 535 | |
| Hay, silage, forage & grazing | 174 | 166 | 156 | 145 | 163 | |
| Vet, medicine and sundries | 151 | 128 | 101 | 112 | 124 | |
| Leasing costs | - | - | - | - | - | |
| TOTAL VARIABLE COSTS | 989 | 841 | 710 | 701 | 822 | |
| Gross Margins - per cow | 1117 | 1040 | 880 | 619 | 967 | |
| - per hectare | 2938 | 2226 | 1531 | 929 | 1934 | |
| - per 1000 litres | 145 | 149 | 146 | 120 | 145 | |
| Milk yield per cow (litres) | 7691 | 6968 | 6044 | 5167 | 6676 | |
| Milk price per litre (pence) | 27.6 | 27.7 | 27.0 | 26.9 | 27.4 | |
| Concentrates per litre (kg) | 0.36 | 0.31 | 0.31 | 0.37 | 0.33 | |
| Concentrates price per tonne (£) | 232 | 234 | 233 | 227 | 232 | |
| Stocking rate (ce per ha) | 2.63 | 2.14 | 1.74 | 1.50 | 2.00 | |
| Nitrogen used per hectare (kg) | 197 | 166 | 120 | 106 | 146 | |

¹ Classified by Gross Margin per hectare

DAIRY CALVES REARED AS REPLACEMENTS, 2011/12

| | EXCELLENT | GOOD | MODERATE | POOR | AVERAGE | OWN FARM |
|---|----------------------|-------------|-------------|------------|-------------|----------|
| % of survey farms¹ | 13 | 31 | 46 | 10 | 100 | |
| | £ per hectare | | | | | |
| ENTERPRISE OUTPUT | 2177 | 1598 | 1237 | 746 | 1381 | |
| VARIABLE COSTS | | | | | | |
| Concentrates ² | 536 | 426 | 448 | 347 | 438 | |
| Hay, silage, forage & grazing | 383 | 399 | 345 | 192 | 355 | |
| Vet and medicine | 71 | 74 | 52 | 44 | 60 | |
| Sundries | 78 | 45 | 40 | 37 | 44 | |
| TOTAL VARIABLE COSTS | 1068 | 944 | 885 | 620 | 897 | |
| GROSS MARGIN | 1109 | 654 | 352 | 126 | 484 | |
| Concentrates per ce (kg) | 599 | 584 | 695 | 607 | 645 | |
| Concentrates price per tonne (£) | 229 | 256 | 215 | 216 | 229 | |
| Stocking rate (ce per ha) | 2.39 | 2.20 | 2.16 | 1.33 | 2.13 | |
| Price per calf bought/transferred-in (£) | 135 | 116 | 93 | 129 | 104 | |
| Price per heifer sold/transferred-out (£) | 957 | 1012 | 928 | 952 | 964 | |
| Mortality (%) | - | 1.6 | 2.2 | 4.1 | 1.9 | |

¹ Classified by Gross Margin per hectare

² Includes milk fed to calves

DAIRY CALVES REARED AND SOLD AS STORES, 2011/12

| | AVERAGE | OWN FARM |
|--|----------------------|----------|
| % of survey farms¹ | 100 | |
| | £ per hectare | |
| ENTERPRISE OUTPUT | 1230 | |
| VARIABLE COSTS | | |
| Concentrates ² | 538 | |
| Hay, silage, forage & grazing | 260 | |
| Vet and medicine | 92 | |
| Sundries | 34 | |
| TOTAL VARIABLE COSTS | 924 | |
| GROSS MARGIN | 306 | |
| Concentrates per ce (kg) | 791 | |
| Concentrates price per tonne (£) | 223 | |
| Stocking rate (ce per ha) | 2.05 | |
| Price per calf bought/transferred-in (£) | 159 | |
| Price per store sold (£) | 578 | |
| Mortality (%) | 1.1 | |

¹ Classified by Gross Margin per hectare

² Includes milk fed to calves

DAIRY CALVES REARED AND SOLD AS FINISHED ANIMALS, 2011/12

| | EXCELLENT | GOOD | MODERATE | POOR | AVERAGE | OWN FARM |
|--|---------------|------|----------|------|---------|----------|
| % of survey farms¹ | 17 | 22 | 50 | 11 | 100 | |
| | £ per hectare | | | | | |
| ENTERPRISE OUTPUT | 1959 | 1794 | 1176 | 1452 | 1460 | |
| VARIABLE COSTS | | | | | | |
| Concentrates ² | 681 | 744 | 408 | 895 | 565 | |
| Hay, silage, forage & grazing | 357 | 266 | 296 | 287 | 300 | |
| Vet and medicine | 61 | 66 | 37 | 86 | 51 | |
| Sundries | 29 | 55 | 19 | 59 | 31 | |
| TOTAL VARIABLE COSTS | 1128 | 1131 | 760 | 1327 | 947 | |
| GROSS MARGIN | 831 | 663 | 416 | 125 | 513 | |
| Concentrates per ce (kg) | 978 | 1366 | 814 | 1831 | 1073 | |
| Concentrates price per tonne (£) | 230 | 208 | 229 | 191 | 217 | |
| Stocking rate (ce per ha) | 2.36 | 2.10 | 1.73 | 2.39 | 1.97 | |
| Price per calf bought/transferred-in (£) | 109 | 143 | 112 | 218 | 131 | |
| Price per finished animal sold (£) | 773 | 852 | 869 | 847 | 839 | |
| Mortality (%) | 3.9 | 7.9 | 1.2 | 1.8 | 3.2 | |

¹ Classified by Gross Margin per hectare

² Includes milk fed to calves

BEEF CALVES REARED AND SOLD AS STORES, 2011/12

| | EXCELLENT | GOOD | MODERATE | POOR | AVERAGE | OWN FARM |
|--|----------------------|-------------|------------|------------|------------|----------|
| % of survey farms¹ | 24 | 28 | 24 | 24 | 100 | |
| | £ per hectare | | | | | |
| ENTERPRISE OUTPUT | 1615 | 1158 | 769 | 482 | 979 | |
| VARIABLE COSTS | | | | | | |
| Concentrates | 286 | 245 | 226 | 217 | 242 | |
| Hay, silage, forage & grazing | 219 | 131 | 138 | 106 | 147 | |
| Vet and medicine | 61 | 45 | 32 | 27 | 40 | |
| Sundries | 18 | 20 | 27 | 15 | 20 | |
| TOTAL VARIABLE COSTS | 584 | 441 | 423 | 365 | 449 | |
| GROSS MARGIN | 1031 | 717 | 346 | 117 | 530 | |
| Concentrates per ce (kg) | 806 | 971 | 905 | 1138 | 935 | |
| Concentrates price per tonne (£) | 210 | 196 | 212 | 204 | 206 | |
| Stocking rate (ce per ha) | 1.68 | 1.28 | 1.10 | 0.94 | 1.23 | |
| Price per calf bought/transferred-in (£) | 425 | 396 | 487 | 429 | 437 | |
| Price per store sold (£) | 777 | 784 | 827 | 709 | 777 | |
| Mortality (%) | 0.1 | - | 1.3 | 0.6 | 0.5 | |

¹ Classified by Gross Margin per hectare

BEEF CALVES REARED AND SOLD AS FINISHED ANIMALS, 2011/12

| | EXCELLENT | GOOD | MODERATE | POOR | AVERAGE | OWN FARM |
|--|----------------------|-------------|------------|------------|-------------|----------|
| % of survey farms¹ | 10 | 39 | 41 | 10 | 100 | |
| | £ per hectare | | | | | |
| ENTERPRISE OUTPUT | 1825 | 1208 | 934 | 883 | 1119 | |
| VARIABLE COSTS | | | | | | |
| Concentrates | 550 | 324 | 310 | 511 | 360 | |
| Hay, silage, forage & grazing | 144 | 178 | 147 | 189 | 165 | |
| Vet and medicine | 32 | 34 | 29 | 36 | 32 | |
| Sundries | 38 | 22 | 24 | 19 | 24 | |
| TOTAL VARIABLE COSTS | 764 | 558 | 510 | 755 | 581 | |
| GROSS MARGIN | 1061 | 650 | 424 | 128 | 538 | |
| Concentrates per ce (kg) | 1813 | 1137 | 1134 | 1748 | 1274 | |
| Concentrates price per tonne (£) | 192 | 192 | 198 | 185 | 193 | |
| Stocking rate (ce per ha) | 1.58 | 1.48 | 1.38 | 1.52 | 1.45 | |
| Price per calf bought/transferred-in (£) | 489 | 472 | 468 | 448 | 470 | |
| Price per finished animal sold (£) | 1090 | 1028 | 999 | 929 | 1015 | |
| Mortality (%) | 0.2 | 0.4 | 0.5 | 0.7 | 0.5 | |

¹ Classified by Gross Margin per hectare

FINISHING PURCHASED STORES, 2011/12

| | ABOVE AVERAGE | BELOW AVERAGE | AVERAGE | OWN FARM |
|--------------------------------------|----------------------|---------------|-------------|----------|
| % of survey farms¹ | 53 | 47 | 100 | |
| | £ per hectare | | | |
| ENTERPRISE OUTPUT | 1649 | 968 | 1304 | |
| VARIABLE COSTS | | | | |
| Concentrates | 528 | 497 | 513 | |
| Hay, silage, forage & grazing | 177 | 202 | 190 | |
| Vet and medicine | 35 | 44 | 40 | |
| Sundries | 37 | 32 | 35 | |
| TOTAL VARIABLE COSTS | 777 | 775 | 778 | |
| GROSS MARGIN | 872 | 193 | 526 | |
| Concentrates per ce (kg) | 1620 | 1918 | 1744 | |
| Concentrates price per tonne (£) | 192 | 221 | 205 | |
| Stocking rate (ce per ha) | 1.70 | 1.17 | 1.43 | |
| Price per store bought (£) | 720 | 701 | 713 | |
| Price per finished animal sold (£) | 1123 | 1094 | 1112 | |
| Mortality (%) | 0.3 | 0.6 | 0.4 | |

¹ Classified by Gross Margin per hectare

SUCKLER COWS - NON LFA, 2011/12

| | AVERAGE | OWN FARM | AVERAGE | OWN FARM |
|---|----------------------|----------|------------------|----------|
| Number of cows per farm¹ | 42.8 | | 42.8 | |
| Hectares per farm | 28.7 | | 28.7 | |
| | £ per hectare | | £ per cow | |
| ENTERPRISE OUTPUT | | | | |
| Calves | 583 | | 390 | |
| Herd replacement | -51 | | -34 | |
| TOTAL ENTERPRISE OUTPUT | 532 | | 356 | |
| VARIABLE COSTS | | | | |
| Concentrates | 36 | | 24 | |
| Other purchased feed | 3 | | 2 | |
| Hay, silage, forage and grazing | 174 | | 117 | |
| Sundries | 45 | | 30 | |
| Vet and medicines | 48 | | 32 | |
| TOTAL VARIABLE COSTS | 306 | | 205 | |
| GROSS MARGIN | 226 | | 151 | |
| GROSS MARGIN PER COW EQUIVALENT | 145 | | 145 | |
| Calves reared per cow | 0.89 | | 0.89 | |
| Price per calf sold or transferred-out (£) | 446 | | 446 | |
| Mortality - birth to weaning (%) | 3.2 | | 3.2 | |
| Concentrates per cow (kg) | 133 | | 133 | |
| Concentrates price per tonne (£) | 182 | | 182 | |
| Cows per hectare | 1.49 | | 1.49 | |
| Stocking rate (ce per ha) | 1.55 | | 1.55 | |

¹ Classified by Gross Margin per hectare

SUCKLER COWS - DISADVANTAGED AREA 2011/12¹

| | EXCELLENT | GOOD | MODERATE | POOR | AVERAGE | OWN FARM |
|--|------------|------------|------------|------------|------------|----------|
| % of survey farms ² | 22 | 22 | 41 | 15 | 100 | |
| Average herd size | 61 | 57 | 30 | 45 | 45 | |
| | £ per cow | | | | | |
| ENTERPRISE OUTPUT | | | | | | |
| Calves | 492 | 428 | 405 | 420 | 440 | |
| Herd replacement | 3 | -52 | -44 | -81 | -38 | |
| TOTAL ENTERPRISE OUTPUT | 495 | 376 | 361 | 339 | 402 | |
| VARIABLE COSTS | | | | | | |
| Concentrates | 41 | 44 | 45 | 43 | 43 | |
| Hay, silage, forage & grazing | 112 | 104 | 117 | 178 | 121 | |
| Vet and medicine | 22 | 19 | 31 | 39 | 26 | |
| Sundries | 23 | 18 | 28 | 73 | 31 | |
| TOTAL VARIABLE COSTS | 198 | 185 | 221 | 333 | 221 | |
| GROSS MARGIN | 297 | 191 | 140 | 6 | 181 | |
| GROSS MARGIN PER COW EQUIVALENT | 274 | 178 | 129 | 6 | 169 | |
| Calves reared per cow | 1.02 | 0.93 | 0.96 | 0.99 | 0.98 | |
| Price per calf sold or transferred-out (£) | 466 | 434 | 421 | 436 | 441 | |
| Mortality - birth to weaning (%) | 0.8 | 1.9 | 2.2 | - | 1.3 | |
| Concentrates per cow (kg) | 240 | 223 | 216 | 193 | 222 | |
| Concentrates price per tonne (£) | 173 | 199 | 205 | 216 | 194 | |

¹ LFA Compensatory Allowances are excluded from this analysis

² Classified by Gross Margin per hectare

SUCKLER COWS - SEVERELY DISADVANTAGED AREA, 2011/12¹

| | EXCELLENT | GOOD | MODERATE | POOR | AVERAGE | OWN FARM |
|--|------------|------------|------------|------------|------------|----------|
| % of survey farms ² | 17 | 32 | 37 | 14 | 100 | |
| Average herd size | 42 | 49 | 36 | 25 | 39 | |
| | £ per cow | | | | | |
| ENTERPRISE OUTPUT | | | | | | |
| Calves | 503 | 438 | 369 | 370 | 421 | |
| Herd replacement | -11 | -25 | -66 | -69 | -40 | |
| TOTAL ENTERPRISE OUTPUT | 492 | 413 | 303 | 301 | 381 | |
| VARIABLE COSTS | | | | | | |
| Concentrates | 34 | 54 | 45 | 61 | 48 | |
| Hay, silage, forage & grazing | 133 | 125 | 125 | 166 | 130 | |
| Vet and medicine | 18 | 19 | 16 | 29 | 19 | |
| Sundries | 36 | 25 | 30 | 39 | 30 | |
| TOTAL VARIABLE COSTS | 221 | 223 | 216 | 295 | 227 | |
| GROSS MARGIN | 271 | 190 | 87 | 6 | 154 | |
| GROSS MARGIN PER COW EQUIVALENT | 241 | 176 | 81 | 6 | 142 | |
| Calves reared per cow | 1.01 | 0.94 | 0.88 | 0.83 | 0.93 | |
| Price per calf sold or transferred-out (£) | 484 | 451 | 423 | 429 | 447 | |
| Mortality - birth to weaning (%) | 1.7 | 3.0 | 1.6 | 3.1 | 2.3 | |
| Concentrates per cow (kg) | 145 | 277 | 213 | 294 | 233 | |
| Concentrates price per tonne (£) | 230 | 196 | 208 | 205 | 205 | |

¹ LFA Compensatory Allowances are excluded from this analysis

² Classified by Gross Margin per hectare

BREEDING EWES - NON LFA, 2011/12

| | EXCELLENT | GOOD | MODERATE | POOR | AVERAGE | OWN FARM |
|-----------------------------------|-------------|------------|------------|------------|------------|----------|
| % of survey farms ¹ | 17 | 24 | 45 | 14 | 100 | |
| Number of ewes per farm | 225 | 144 | 179 | 183 | 179 | |
| | £ per ewe | | | | | |
| ENTERPRISE OUTPUT | | | | | | |
| Lambs | 120 | 119 | 108 | 90 | 110 | |
| Wool | 4 | 3 | 3 | 3 | 3 | |
| Flock replacement | 9 | 8 | 2 | -17 | 2 | |
| TOTAL ENTERPRISE OUTPUT | 133 | 130 | 113 | 76 | 115 | |
| VARIABLE COSTS | | | | | | |
| Concentrates | 18 | 13 | 12 | 13 | 14 | |
| Hay, silage, forage & grazing | 17 | 25 | 17 | 19 | 19 | |
| Vet, medicine and sundries | 11 | 14 | 13 | 15 | 13 | |
| TOTAL VARIABLE COSTS | 46 | 52 | 42 | 47 | 46 | |
| GROSS MARGIN | 87 | 78 | 71 | 29 | 69 | |
| Gross Margin (per hectare) | 1053 | 671 | 464 | 212 | 544 | |
| Price per lamb sold (£) | 91 | 87 | 85 | 86 | 87 | |
| Lambing percentage | 154 | 161 | 152 | 136 | 152 | |
| Lambs reared per 100 ewes | 151 | 153 | 143 | 122 | 144 | |
| Wool per ewe (kg) | 2.8 | 3.1 | 2.9 | 3.1 | 3.0 | |
| Wool price per kg (p) | 130 | 107 | 98 | 109 | 108 | |
| Concentrates per ewe (kg) | 65 | 59 | 54 | 60 | 58 | |
| Concentrates price per tonne (£) | 204 | 224 | 222 | 196 | 214 | |
| Ewes per hectare | 12.07 | 8.64 | 6.62 | 7.16 | 7.82 | |
| Stocking rate (ce per ha) | 2.36 | 1.71 | 1.23 | 1.50 | 1.51 | |
| Ewe mortality (%) | 3.1 | 5.6 | 4.1 | 6.7 | 4.5 | |
| Lamb mortality per 100 ewes | 3.7 | 8.2 | 9.6 | 13.4 | 8.6 | |

¹ Classified by Gross Margin per hectare

BREEDING EWES - DISADVANTAGED AREA, 2011/12¹

| | EXCELLENT | GOOD | MODERATE | POOR | AVERAGE | OWN FARM |
|----------------------------------|------------|------------|-----------|-----------|------------|----------|
| % of survey farms ² | 14 | 34 | 33 | 19 | 100 | |
| Number of ewes per farm | 145 | 199 | 136 | 98 | 151 | |
| | £ per ewe | | | | | |
| ENTERPRISE OUTPUT | | | | | | |
| Lambs | 111 | 113 | 89 | 84 | 102 | |
| Wool | 2 | 4 | 3 | 4 | 3 | |
| Flock replacement | 11 | -3 | 3 | -7 | 1 | |
| TOTAL ENTERPRISE OUTPUT | 124 | 114 | 95 | 81 | 106 | |
| VARIABLE COSTS | | | | | | |
| Concentrates | 18 | 15 | 20 | 15 | 17 | |
| Hay, silage, forage & grazing | 23 | 19 | 10 | 35 | 19 | |
| Vet, medicine and sundries | 8 | 12 | 13 | 14 | 12 | |
| TOTAL VARIABLE COSTS | 49 | 46 | 43 | 64 | 48 | |
| GROSS MARGIN | 75 | 68 | 52 | 17 | 58 | |
| Price per lamb sold (£) | 90 | 86 | 82 | 80 | 85 | |
| Lambing percentage | 153 | 154 | 141 | 142 | 149 | |
| Lambs reared per 100 ewes | 147 | 145 | 131 | 137 | 140 | |
| Wool per ewe (kg) | 1.7 | 2.9 | 2.8 | 3.2 | 2.7 | |
| Wool price per kg (p) | 99 | 128 | 118 | 123 | 122 | |
| Concentrates per ewe (kg) | 84 | 66 | 88 | 51 | 73 | |
| Concentrates price per tonne (£) | 220 | 227 | 232 | 288 | 233 | |
| Ewes per hectare | 9.79 | 8.26 | 5.78 | 7.74 | 7.41 | |
| Stocking rate (ce per ha) | 2.03 | 1.70 | 1.30 | 1.81 | 1.59 | |
| Ewe mortality (%) | 5.8 | 6.5 | 6.6 | 5.9 | 6.4 | |
| Lamb mortality per 100 ewes | 6.5 | 8.9 | 10.9 | 4.6 | 8.6 | |

¹ LFA Compensatory Allowances are excluded from this analysis

² Classified by Gross Margin per hectare

BREEDING EWES - SEVERELY DISADVANTAGED AREA (CROSS-BRED FLOCK), 2011/12¹

| | EXCELLENT | GOOD | MODERATE | POOR | AVERAGE | OWN FARM |
|----------------------------------|------------|------------|------------|-----------|------------|----------|
| % of survey farms ² | 11 | 49 | 31 | 9 | 100 | |
| Number of ewes per farm | 280 | 185 | 175 | 298 | 202 | |
| | £ per ewe | | | | | |
| ENTERPRISE OUTPUT | | | | | | |
| Lambs | 132 | 108 | 102 | 105 | 110 | |
| Wool | 3 | 3 | 3 | 2 | 3 | |
| Flock replacement | 3 | 7 | -5 | -34 | -2 | |
| TOTAL ENTERPRISE OUTPUT | 138 | 118 | 100 | 73 | 111 | |
| VARIABLE COSTS | | | | | | |
| Concentrates | 14 | 17 | 22 | 29 | 20 | |
| Hay, silage, forage & grazing | 17 | 23 | 24 | 22 | 22 | |
| Vet, medicine and sundries | 12 | 11 | 17 | 15 | 13 | |
| TOTAL VARIABLE COSTS | 43 | 51 | 63 | 67 | 55 | |
| GROSS MARGIN | 95 | 67 | 37 | 6 | 55 | |
| Price per lamb sold (£) | 84 | 85 | 79 | 83 | 83 | |
| Lambing percentage | 175 | 155 | 157 | 127 | 155 | |
| Lambs reared per 100 ewes | 171 | 148 | 150 | 121 | 149 | |
| Wool per ewe (kg) | 2.7 | 2.6 | 2.8 | 1.7 | 2.6 | |
| Wool price per kg (p) | 118 | 106 | 109 | 110 | 109 | |
| Concentrates per ewe (kg) | 65 | 85 | 98 | 126 | 90 | |
| Concentrates price per tonne (£) | 221 | 205 | 231 | 225 | 218 | |
| Ewe mortality (%) | 3.8 | 4.1 | 4.9 | 3.8 | 4.2 | |
| Lamb mortality per 100 ewes | 3.8 | 6.9 | 6.7 | 5.8 | 6.2 | |

¹ LFA Compensatory Allowances are excluded from this analysis

² Classified by Gross Margin per ewe

BREEDING EWES - SEVERELY DISADVANTAGED AREA (HARDY HILL BREEDS), 2011/12¹

| | EXCELLENT | GOOD | MODERATE | POOR | AVERAGE | OWN FARM |
|----------------------------------|------------|-----------|------------|-----------|-----------|----------|
| % of survey farms ² | 16 | 46 | 21 | 17 | 100 | |
| Number of ewes per farm | 279 | 331 | 116 | 345 | 280 | |
| | £ per ewe | | | | | |
| ENTERPRISE OUTPUT | | | | | | |
| Lambs | 95 | 76 | 98 | 51 | 76 | |
| Wool | 3 | 3 | 3 | 3 | 3 | |
| Flock replacement | 14 | 5 | 2 | 10 | 7 | |
| TOTAL ENTERPRISE OUTPUT | 112 | 84 | 103 | 64 | 86 | |
| VARIABLE COSTS | | | | | | |
| Concentrates | 24 | 15 | 26 | 22 | 19 | |
| Hay, silage, forage & grazing | 15 | 14 | 33 | 26 | 18 | |
| Vet, medicine and sundries | 14 | 12 | 20 | 12 | 13 | |
| TOTAL VARIABLE COSTS | 53 | 41 | 79 | 60 | 50 | |
| GROSS MARGIN | 59 | 43 | 24 | 4 | 36 | |
| Price per lamb sold (£) | 83 | 77 | 83 | 76 | 78 | |
| Lambing percentage | 140 | 132 | 149 | 111 | 130 | |
| Lambs reared per 100 ewes | 136 | 122 | 142 | 102 | 122 | |
| Wool per ewe (kg) | 2.6 | 2.6 | 3.8 | 2.9 | 2.8 | |
| Wool price per kg (p) | 104 | 118 | 85 | 97 | 107 | |
| Concentrates per ewe (kg) | 99 | 68 | 122 | 99 | 84 | |
| Concentrates price per tonne (£) | 226 | 219 | 217 | 219 | 220 | |
| Ewe mortality (%) | 5.5 | 7.7 | 4.1 | 4.9 | 6.4 | |
| Lamb mortality per 100 ewes | 4.3 | 9.6 | 6.9 | 8.9 | 8.3 | |

¹ LFA Compensatory Allowances are excluded from this analysis

² Classified by Gross Margin per ewe

PIGS - BIRTH TO BACON, 2011/12

| | ABOVE AVERAGE | BELOW AVERAGE | AVERAGE | OWN FARM |
|---|------------------|---------------|---------------|----------|
| % of survey farms¹ | 44 | 56 | 100 | |
| Number of finished pigs per farm | 3634 | 1674 | 2545 | |
| Number of sows per farm | 154 | 97 | 122 | |
| | £ per pig | | | |
| ENTERPRISE OUTPUT | 105.22 | 110.02 | 106.97 | |
| VARIABLE COSTS | | | | |
| Feedingstuffs | 73.59 | 89.04 | 79.24 | |
| Vet and medicine | 2.37 | 2.26 | 2.33 | |
| Sundries | 4.35 | 2.63 | 3.72 | |
| TOTAL VARIABLE COSTS | 80.31 | 93.93 | 85.29 | |
| GROSS MARGIN | 24.91 | 16.09 | 21.68 | |
| Price of meal equivalent per tonne (£) | 253 | 284 | 265 | |
| Meal equivalent per finished pig (kg) | 291 | 314 | 299 | |
| Litters per sow per year | 2.2 | 1.9 | 2.1 | |
| Live births per litter | 12.6 | 10.3 | 11.7 | |
| Pigs weaned per litter | 11.0 | 9.5 | 10.4 | |
| Pigs weaned per sow per year | 24.6 | 17.9 | 21.7 | |
| Price of finished pig sold (£) | 105.23 | 110.07 | 107.11 | |
| Mortality - suckers (%) | 13.6 | 8.8 | 11.9 | |
| Mortality - weaners (%) | 2.8 | 2.9 | 2.8 | |

¹ Classified by Gross Margin per finished pig

SPRING BARLEY (2011 Crop)

| | EXCELLENT | GOOD | MODERATE | POOR | AVERAGE | OWN FARM |
|--|----------------------|-------------|-------------|-------------|-------------|----------|
| % of survey farms¹ | 17 | 27 | 40 | 16 | 100 | |
| Hectares per farm | 17.2 | 10.2 | 13.2 | 16.4 | 13.6 | |
| | £ per hectare | | | | | |
| ENTERPRISE OUTPUT | | | | | | |
| Grain | 1020 | 896 | 745 | 539 | 797 | |
| Straw | 253 | 190 | 166 | 133 | 184 | |
| TOTAL ENTERPRISE OUTPUT | 1273 | 1086 | 911 | 672 | 981 | |
| VARIABLE COSTS | | | | | | |
| Seed | 64 | 72 | 65 | 72 | 68 | |
| Fertilisers | 104 | 131 | 156 | 123 | 133 | |
| Sprays | 81 | 78 | 81 | 83 | 81 | |
| Sundries | 38 | 25 | 23 | 20 | 26 | |
| TOTAL VARIABLE COSTS | 287 | 306 | 325 | 298 | 308 | |
| GROSS MARGIN | 986 | 780 | 586 | 374 | 673 | |
| Grain (tonnes per ha) | 6.33 | 5.73 | 5.00 | 3.75 | 5.21 | |
| Straw (tonnes per ha) | 4.40 | 3.19 | 3.01 | 2.12 | 3.19 | |
| Fertilisers used per hectare (product weight, kg) | 378 | 424 | 503 | 409 | 442 | |
| Grain price per tonne (£) | 161 | 156 | 149 | 144 | 153 | |
| Straw price per tonne (£) | 58 | 59 | 55 | 63 | 58 | |

¹ Classified by Gross Margin per hectare

WINTER WHEAT (2011 Crop)

| | EXCELLENT | GOOD | MODERATE | POOR | AVERAGE | OWN FARM |
|--|----------------------|-------------|-------------|-------------|-------------|----------|
| % of survey farms¹ | 12 | 42 | 34 | 12 | 100 | |
| Hectares per farm | 66.5 | 20.8 | 20.9 | 12.7 | 25.1 | |
| | £ per hectare | | | | | |
| ENTERPRISE OUTPUT | | | | | | |
| Grain | 1761 | 1449 | 1276 | 952 | 1465 | |
| Straw | 107 | 249 | 201 | 173 | 188 | |
| TOTAL ENTERPRISE OUTPUT | 1868 | 1698 | 1477 | 1125 | 1653 | |
| VARIABLE COSTS | | | | | | |
| Seed | 45 | 61 | 83 | 63 | 63 | |
| Fertilisers | 133 | 207 | 208 | 251 | 187 | |
| Sprays | 197 | 150 | 165 | 151 | 169 | |
| Sundries | 55 | 62 | 36 | 2 | 49 | |
| TOTAL VARIABLE COSTS | 430 | 480 | 492 | 467 | 468 | |
| GROSS MARGIN | 1438 | 1218 | 985 | 658 | 1185 | |
| Grain (tonnes per ha) | 9.74 | 8.80 | 8.03 | 6.09 | 8.71 | |
| Straw (tonnes per ha) | 2.04 | 4.42 | 4.31 | 3.00 | 3.58 | |
| Fertilisers used per hectare (product weight, kg) | 424 | 766 | 698 | 850 | 647 | |
| Grain price per tonne (£) | 181 | 165 | 159 | 156 | 168 | |
| Straw price per tonne (£) | 52 | 56 | 47 | 58 | 52 | |

¹ Classified by Gross Margin per hectare

WINTER BARLEY (2011 Crop)

| | EXCELLENT | GOOD | MODERATE | POOR | AVERAGE | OWN FARM |
|--|---------------|-------------|-------------|-------------|-------------|----------|
| % of survey farms ¹ | 20 | 33 | 33 | 14 | 100 | |
| Hectares per farm | 24.0 | 11.1 | 8.7 | 14.5 | 13.3 | |
| | £ per hectare | | | | | |
| ENTERPRISE OUTPUT | | | | | | |
| Grain | 1452 | 1150 | 1073 | 847 | 1198 | |
| Straw | 354 | 298 | 221 | 207 | 288 | |
| TOTAL ENTERPRISE OUTPUT | 1806 | 1448 | 1294 | 1054 | 1486 | |
| VARIABLE COSTS | | | | | | |
| Seed | 80 | 74 | 71 | 89 | 78 | |
| Fertilisers | 212 | 162 | 182 | 213 | 192 | |
| Sprays | 127 | 122 | 134 | 100 | 123 | |
| Sundries | 15 | 18 | 39 | - | 19 | |
| TOTAL VARIABLE COSTS | 434 | 376 | 426 | 402 | 412 | |
| GROSS MARGIN | 1372 | 1072 | 868 | 652 | 1074 | |
| Grain (tonnes per ha) | 8.65 | 7.06 | 6.93 | 5.86 | 7.43 | |
| Straw (tonnes per ha) | 5.71 | 4.94 | 3.24 | 3.37 | 4.62 | |
| Fertilisers used per hectare (product weight, kg) | 736 | 590 | 550 | 672 | 646 | |
| Grain price per tonne (£) | 168 | 163 | 155 | 145 | 161 | |
| Straw price per tonne (£) | 62 | 60 | 68 | 61 | 62 | |

¹ Classified by Gross Margin per hectare

SPRING WHEAT, SPRING OATS & WINTER OATS (2011 Crops)

| | SPRING WHEAT | SPRING OATS | WINTER OATS | OWN FARM |
|--|--------------|----------------------|-------------|----------|
| % of survey farms¹ | 100 | 100 | 100 | |
| Hectares per farm | 15.8 | 19.8 | 7.3 | |
| | | £ per hectare | | |
| ENTERPRISE OUTPUT | | | | |
| Grain | 872 | 1033 | 1376 | |
| Straw | 177 | 57 | 262 | |
| TOTAL ENTERPRISE OUTPUT | 1049 | 1090 | 1638 | |
| VARIABLE COSTS | | | | |
| Seed | 87 | 78 | 61 | |
| Fertilisers | 195 | 85 | 121 | |
| Sprays | 102 | 75 | 90 | |
| Sundries | 14 | 5 | 164 | |
| TOTAL VARIABLE COSTS | 398 | 243 | 436 | |
| GROSS MARGIN | 651 | 847 | 1202 | |
| Grain (tonnes per ha) | 6.51 | 5.35 | 7.69 | |
| Straw (tonnes per ha) | 3.59 | 1.08 | 5.61 | |
| Fertilisers used per hectare (product weight, kg) | 641 | 281 | 437 | |
| Grain price per tonne (£) | 132 | 194 | 187 | |
| Straw price per tonne (£) | 49 | 52 | 48 | |

¹ Classified by Gross Margin per hectare

WARE POTATOES (2011 Crop)

| | ABOVE AVERAGE | BELOW AVERAGE | AVERAGE | OWN FARM |
|---|----------------------|---------------|-------------|----------|
| % of survey farms¹ | 44 | 56 | 100 | |
| Hectares per farm | 15.2 | 14.1 | 14.6 | |
| | £ per hectare | | | |
| ENTERPRISE OUTPUT | | | | |
| Current Crop | 3766 | 2889 | 3294 | |
| VARIABLE COSTS | | | | |
| Seed | 392 | 587 | 497 | |
| Fertilisers | 426 | 334 | 377 | |
| Sprays | 261 | 281 | 272 | |
| Contract / casual wages | 357 | 194 | 269 | |
| Sundries | 186 | 134 | 158 | |
| TOTAL VARIABLE COSTS | 1622 | 1530 | 1573 | |
| GROSS MARGIN | 2144 | 1359 | 1721 | |
| Yield of ware per hectare (tonnes) | 31 | 32 | 32 | |
| Seed used per hectare (tonnes) | 2.27 | 2.83 | 2.57 | |
| Fertiliser used per hectare (product weight, kg) | 1033 | 956 | 992 | |
| Price per tonne ware (£) | 114 | 85 | 99 | |

¹ Classified by Gross Margin per hectare

HAY, SILAGE, GRAZING AND FORAGE CROPS 2011/12

| | Fertiliser | Seed | Purchased Hay, Silage & Straw | Contract Work | Casual Wages | Sprays | Sundries | Total Net Cost ¹ |
|-------------------------------------|---------------|-------|-------------------------------|---------------|--------------|--------|----------|-----------------------------|
| | £ per hectare | | | | | | | |
| 8.0-19.9 Hectares | 73.56 | 10.80 | 26.87 | 68.71 | - | 5.75 | 6.27 | 191.96 |
| 20.0-39.9 Hectares | 103.67 | 3.36 | 14.57 | 76.81 | 1.01 | 4.69 | 4.58 | 208.68 |
| 40 and over Hectares | 118.00 | 5.53 | 17.78 | 67.98 | 0.33 | 5.49 | 8.23 | 222.95 |
| 8 and over | 115.79 | 5.37 | 17.56 | 68.95 | 0.40 | 5.41 | 7.80 | 220.94 |
| 2 + Over Cow Equivalents/ Hectare | 170.26 | 10.27 | 35.85 | 110.06 | 0.27 | 9.77 | 14.64 | 350.96 |
| 1.5 - 1.9 Cow Equivalents/ Hectare | 122.73 | 5.15 | 13.81 | 64.56 | 0.38 | 4.12 | 4.96 | 215.29 |
| 1.25-1.49 Cow Equivalents/ Hectare | 76.65 | 1.12 | 9.72 | 48.26 | 0.57 | 3.51 | 5.34 | 145.17 |
| Under 1.25 Cow Equivalents/ Hectare | 64.47 | 2.13 | 4.61 | 36.75 | 0.50 | 2.79 | 4.40 | 114.97 |
| | 115.79 | 5.37 | 17.56 | 68.95 | 0.40 | 5.41 | 7.80 | 220.94 |

¹ Net of Hay, Silage and Straw Sold

FIXED COSTS DAIRY FARMS 2011/12

| | VERY SMALL | SMALL | MEDIUM | LARGE |
|---|----------------------|------------|------------|------------|
| Utilised agricultural area per farm | 32.0 | 44.3 | 67.1 | 139.9 |
| Adjusted forage area per farm | 30.9 | 42.4 | 60.9 | 127.9 |
| Total cow equivalents per farm | 42.4 | 77.9 | 131.6 | 305.5 |
| of which cattle | 42.4 | 76.8 | 131.6 | 302.5 |
| of which sheep | - | 1.1 | - | 3.0 |
| Stocking rate (C.E. per hectare) | 1.4 | 1.8 | 2.2 | 2.4 |
| | £ per farmed hectare | | | |
| Fixed costs (excluding labour) | | | | |
| Conacre rent | 36 | 44 | 66 | 124 |
| Depreciation of fixed capital expenditure | 69 | 146 | 174 | 219 |
| Depreciation of machinery and equipment | 96 | 186 | 218 | 180 |
| Upkeep and running costs of machinery and equipment | 185 | 197 | 201 | 199 |
| Farm fuel | 51 | 47 | 48 | 52 |
| Rates | 29 | 26 | 17 | 23 |
| Building repairs | 66 | 67 | 78 | 68 |
| Miscellaneous | 61 | 53 | 47 | 36 |
| Total Fixed Costs (excluding labour) | 592 | 766 | 849 | 901 |
| LABOUR | | | | |
| - Farmer and spouse | 702 | 648 | 458 | 250 |
| - Family (exclud. farmer and spouse) | 115 | 120 | 267 | 212 |
| - Hired | 8 | 19 | 12 | 14 |

FIXED COSTS CATTLE & SHEEP FARMS 2011/12

| | SDA | DA | LFA | NON LFA |
|---|-----------------------------|------------|------------|------------|
| Utilised agricultural area per farm | 108.7 | 63.7 | 91.1 | 60.9 |
| Adjusted forage area per farm | 67.8 | 57.9 | 63.9 | 54.6 |
| Total cow equivalents per farm | 85.1 | 91.7 | 87.7 | 94.8 |
| of which cattle | 51.5 | 72.3 | 59.6 | 79.0 |
| of which sheep | 33.7 | 19.4 | 28.1 | 15.9 |
| Stocking rate (C.E. per hectare) | 1.3 | 1.6 | 1.4 | 1.7 |
| | £ per farmed hectare | | | |
| Fixed costs (excluding labour) | | | | |
| Conacre rent | 27 | 27 | 27 | 70 |
| Depreciation of fixed capital expenditure | 37 | 78 | 49 | 68 |
| Depreciation of machinery and equipment | 69 | 124 | 84 | 136 |
| Upkeep and running costs of machinery and equipment | 83 | 141 | 99 | 142 |
| Farm fuel | 5 | 11 | 7 | 13 |
| Rates | 5 | 15 | 8 | 15 |
| Building repairs | 24 | 43 | 29 | 41 |
| Miscellaneous | 21 | 36 | 25 | 36 |
| Total Fixed Costs (excluding labour) | 272 | 474 | 327 | 520 |
| LABOUR | | | | |
| - Farmer and spouse | 195 | 379 | 245 | 355 |
| - Family (exclud. farmer and spouse) | 49 | 94 | 61 | 135 |
| - Hired | 3 | 20 | 8 | 30 |

FIXED COSTS CROPPING, MIXED LIVESTOCK & PIG FARMS 2011/12

| | CEREALS | GENERAL CROPPING | MIXED LIVESTOCK | PIGS |
|---|------------|-----------------------------|--------------------|------------------------------|
| Utilised agricultural area per farm | 80.0 | 109.7 | 76.7 | 24.9 |
| Adjusted forage area per farm | 15.2 | 17.6 | 53.3 | 23.2 |
| Total cow equivalents per farm | 13.0 | 22.7 | 98.3 | 33.9 |
| of which cattle | 3.9 | 20.2 | 80.6 | 22.9 |
| of which sheep | 9.1 | 2.5 | 17.8 | 11.1 |
| Stocking rate (C.E. per hectare) | 0.9 | 1.3 | 1.8 | 1.5 |
| Fixed costs (excluding labour) | | £ per farmed hectare | | £ per 100 farm output |
| Conacre rent | 80 | 144 | 73 | 0.58 |
| Depreciation of fixed capital expenditure | 27 | 28 | 81 | 3.14 |
| Depreciation of machinery and equipment | 166 | 241 | 259 | 2.43 |
| Upkeep and running costs of machinery and equipment | 147 | 262 | 274 | 2.52 |
| Farm fuel | 9 | 21 | 25 | 2.49 |
| Rates | 8 | 8 | 15 | 0.29 |
| Building repairs | 28 | 55 | 50 | 1.29 |
| Miscellaneous | 28 | 56 | 45 | 1.06 |
| Total Fixed Costs (excluding labour) | 492 | 814 | 821 | 13.81 |
| LABOUR | | | | |
| - Farmer and spouse | 340 | 191 | 353 | 8.00 |
| - Family (exclud. farmer and spouse) | 54 | 95 | 176 | 0.74 |
| - Hired | 4 | 59 | 33 | 2.31 |

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

Dairy

Farm on which dairy cows account for more than two-thirds of the total Standard Output (SO).

Cattle and Sheep

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.

Cereals

Farms on which cereals and combinable crops account for more than two-thirds of the total SO.

General Cropping

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.

Pigs

Farms of which pigs account for more than two-thirds of total SO.

Mixed Livestock

Farms that have no dominant enterprise and do not fit into the above categories.

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