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POLICY AND ECONOMICS DIVISION

Northern Ireland Farm Performance Indicators 2013/14



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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 2014.

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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Any comments or enquiries about this publication should be addressed to:

Paul Keatley
Room 811A
Dundonald House
Upper Newtownards Road
Ballymiscaw
BELFAST
BT4 3SB

Tel: 028 9052 4063

Fax: 028 9052 4676

Email: Paul.Keatley@dardni.gov.uk

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 360 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 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.

Single Farm Payment

The enterprise data for 2013/14 covers the ninth 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, Room 814, Dundonald House, Upper Newtownards Road, Ballymiscaw, Belfast BT4 3SB (Tel: 028 9052 4750) or on the Department of Agriculture and Rural Development web site at www.dardni.gov.uk.

SUMMARY OF MAIN ENTERPRISE GROSS MARGINS, 2013/14

	GROSS MARGIN	
	AVERAGE	EXCELLENT
	£ per head	
Dairy Cows	1052	1268
Suckler Cows		
Non LFA	145	-
Disadvantaged Area	169	254
Severely Disadvantaged Area	149	297
Breeding Ewes		
Non LFA	44	81
Disadvantaged Area	25	53
Severely Disadvantaged Area (Cross-Bred Flocks)	18	61
Severely Disadvantaged Area (Hardy Hill Breeds)	7	26
Pigs - Birth to Bacon	32	-
	£ per hectare	
Crops		
Spring Barley	727	972
Winter Wheat	1084	-
Winter Barley	935	-
Spring Wheat	944	-
Spring Oats	770	-
Winter Oats	1174	-
Ware Potatoes	2379	-

- indicates no data available

AVERAGE GROSS MARGIN RESULTS, 2009/10 - 2013/14

	2009/10	2010/11	2011/12	2012/13	2013/14
	£ per head				
Dairy Cows	514	892	967	745	1052
Suckler Cows					
Non LFA	130	111	151	167	145
Disadvantaged Area	126	164	181	177	169
Severely Disadvantaged Area	119	141	154	136	149
Breeding Ewes					
Non LFA	55	59	69	43	44
Disadvantaged Area	53	46	58	33	25
Severely Disadvantaged Area (Cross-Bred Flocks)	29	40	55	26	18
Severely Disadvantaged Area (Hardy Hill Breeds)	22	33	36	9	7
Pigs - Birth to Bacon	40	28	22	21	32
	£ per hectare				
Crops					
Spring Barley	381	677	673	817	727
Winter Wheat	583	1243	1185	916	1084
Winter Barley	588	981	1074	1020	935
Spring Wheat	462	821	651	1018	944
Spring Oats	516	896	847	707	770
Winter Oats	-	1031	1202	-	1174
Ware Potatoes	1646	3161	1721	7322	2379

- indicates no data available

DAIRY COWS, 2013/14

	EXCELLENT	GOOD	MODERATE	POOR	AVERAGE	OWN FARM
% of survey farms ¹	14	31	40	15	100	
Average herd size	115	126	70	62	93	
ENTERPRISE OUTPUT	£ per cow					
Milk	2512	2321	1915	1559	2155	
Calves	86	94	103	87	95	
Herd replacement	-182	-170	-193	-157	-178	
Leasing receipts	-	-	-	-	-	
TOTAL ENTERPRISE OUTPUT	2415	2245	1826	1490	2071	
VARIABLE COSTS						
Concentrates	795	697	614	549	675	
Hay, silage, forage & grazing	195	222	191	184	204	
Vet, medicine & sundries	157	150	128	113	141	
Leasing costs	-	-	-	-	-	
TOTAL VARIABLE COSTS	1148	1070	933	846	1020	
Gross Margins - per cow	1268	1175	893	643	1052	
- per hectare	3347	2538	1678	984	2156	
- per 1000 litres	165	164	146	129	157	
Milk yield per cow (litres)	7667	7170	6097	4973	6710	
Milk price per litre (pence)	32.8	32.4	31.4	31.4	32.1	
Concentrates per litre (kg)	0.38	0.35	0.37	0.39	0.37	
Concentrates price per tonne (£)	270	263	268	269	266	
Stocking rate (ce per ha) ²	2.64	2.16	1.88	1.53	2.05	
Nitrogen used per hectare (kg)	205	196	144	107	166	

¹ Classified by Gross Margin per hectare

² ce = Cow equivalent(s)

DAIRY CALVES REARED AS REPLACEMENTS, 2013/14

	EXCELLENT	GOOD	MODERATE	POOR	AVERAGE	OWN FARM
% of survey farms¹	17	26	40	17	100	
ENTERPRISE OUTPUT	£ per hectare					
	2017	1324	1268	1279	1413	
VARIABLE COSTS						
Concentrates ²	756	531	567	705	613	
Hay, silage, forage & grazing	441	383	522	711	504	
Vet & medicine	76	52	68	76	67	
Sundries	33	37	56	99	55	
TOTAL VARIABLE COSTS	1306	1003	1214	1591	1238	
GROSS MARGIN	711	321	55	-312	175	
Concentrates per ce (kg)³	855	781	688	846	770	
Concentrates price per tonne (£)	252	253	292	265	269	
Stocking rate (ce per ha)	2.6	2.02	2.18	2.30	2.23	
Price per calf bought/transferred-in (£)	149	118	98	99	111	
Price per heifer sold/transferred-out (£)	1148	1052	961	996	1029	
Mortality (%)	2.3	2.6	1.5	3.8	2.3	

¹ Classified by Gross Margin per hectare

² Includes milk fed to calves

³ ce = Cow equivalent(s)

DAIRY CALVES REARED AND SOLD AS STORES, 2013/14

	AVERAGE	OWN FARM
% of survey farms¹	100	
	£ per hectare	
ENTERPRISE OUTPUT	1242	
VARIABLE COSTS		
Concentrates ²	503	
Hay, silage, forage & grazing	264	
Vet & medicine	50	
Sundries	31	
TOTAL VARIABLE COSTS	849	
GROSS MARGIN	393	
Concentrates per ce (kg)³	846	
Concentrates price per tonne (£)	226	
Stocking rate (ce per ha)	1.85	
Price per calf bought/transferred-in (£)	123	
Price per store sold (£)	666	
Mortality (%)	1.6	

¹ Classified by Gross Margin per hectare

² Includes milk fed to calves

³ ce = Cow equivalent(s)

DAIRY CALVES REARED AND SOLD AS FINISHED ANIMALS, 2013/14

	ABOVE AVERAGE	BELOW AVERAGE	AVERAGE	OWN FARM
% of survey farms¹	42	58	100	
	£ per hectare			
ENTERPRISE OUTPUT	1514	1388	1438	
VARIABLE COSTS				
Concentrates ²	631	830	751	
Hay, silage, forage & grazing	216	303	269	
Vet & medicine	44	51	48	
Sundries	35	43	40	
TOTAL VARIABLE COSTS	926	1228	1109	
GROSS MARGIN	588	160	329	
Concentrates per ce (kg)³	1111	1669	1431	
Concentrates price per tonne (£)	239	233	235	
Stocking rate (ce per ha)	2.11	1.85	1.95	
Price per calf bought/transferred-in (£)	119	152	140	
Price per finished animal sold (£)	963	934	945	
Mortality (%)	1.5	5.4	3.9	

¹ Classified by Gross Margin per hectare

² Includes milk fed to calves

³ ce = Cow equivalent(s)

BEEF CALVES REARED AND SOLD AS STORES, 2013/14

	EXCELLENT	GOOD	MODERATE	POOR	AVERAGE	OWN FARM
% of survey farms¹	17	17	59	7	100	
	£ per hectare					
ENTERPRISE OUTPUT	1613	1231	868	438	987	
VARIABLE COSTS						
Concentrates	436	322	364	169	353	
Hay, silage, forage & grazing	223	284	183	165	200	
Vet & medicine	40	49	41	14	40	
Sundries	18	50	22	4	24	
TOTAL VARIABLE COSTS	717	705	611	352	617	
GROSS MARGIN	896	526	258	86	370	
Concentrates per ce (kg)²	1141	952	1101	831	1073	
Concentrates price per tonne (£)	237	228	238	238	236	
Stocking rate (ce per ha)	1.60	1.46	1.38	0.86	1.38	
Price per calf bought/transferred-in (£)	436	483	528	521	502	
Price per store sold (£)	927	849	916	903	902	
Mortality (%)	0.9	0.9	0.3	4.3	0.7	

¹ Classified by Gross Margin per hectare

² ce = Cow equivalent(s)

BEEF CALVES REARED AND SOLD AS FINISHED ANIMALS, 2013/14

	EXCELLENT	GOOD	MODERATE	POOR	AVERAGE	OWN FARM
% of survey farms¹	16	31	41	12	100	
	£ per hectare					
ENTERPRISE OUTPUT	1921	1155	1112	707	1204	
VARIABLE COSTS						
Concentrates	614	306	539	430	469	
Hay, silage, forage & grazing	226	227	241	161	221	
Vet & medicine	50	34	39	32	38	
Sundries	35	26	28	26	28	
TOTAL VARIABLE COSTS	924	593	847	649	757	
GROSS MARGIN	997	563	265	58	447	
Concentrates per ce (kg)²	1675	935	1748	1684	1496	
Concentrates price per tonne (£)	209	228	219	217	218	
Stocking rate (ce per ha)	1.75	1.40	1.38	1.17	1.42	
Price per calf bought/transferred-in (£)	600	512	447	520	519	
Price per finished animal sold (£)	1183	1163	1110	1064	1140	
Mortality (%)	0.2	0.6	1.3	1.5	0.9	

¹ Classified by Gross Margin per hectare

² ce = Cow equivalent(s)

FINISHING PURCHASED STORES, 2013/14

	ABOVE AVERAGE	BELOW AVERAGE	AVERAGE	OWN FARM
% of survey farms¹	50	50	100	
	£ per hectare			
ENTERPRISE OUTPUT	1679	904	1357	
VARIABLE COSTS				
Concentrates	598	663	625	
Hay, silage, forage & grazing	186	166	178	
Vet & medicine	36	38	37	
Sundries	81	13	53	
TOTAL VARIABLE COSTS	900	881	892	
GROSS MARGIN	779	23	465	
Concentrates per ce (kg)²	1893	2451	2086	
Concentrates price per tonne (£)	199	230	211	
Stocking rate (ce per ha)	1.58	1.17	1.41	
Price per store bought (£)	759	820	784	
Price per finished animal sold (£)	1281	1226	1258	
Mortality (%)	0.7	0.2	0.5	

¹ Classified by Gross Margin per hectare

² ce = Cow equivalent(s)

SUCKLER COWS - NON LFA, 2013/14

	AVERAGE	OWN FARM	AVERAGE	OWN FARM
Number of cows per farm¹	46.1		46.1	
Hectares per farm	31.4		31.4	
	£ per hectare		£ per cow	
ENTERPRISE OUTPUT				
Calves	650		443	
Herd replacement	-62		-42	
TOTAL ENTERPRISE OUTPUT	588		401	
VARIABLE COSTS				
Concentrates	50		34	
Other purchased feed	9		6	
Hay, silage, forage & grazing	224		153	
Sundries	47		32	
Vet & medicines	46		31	
TOTAL VARIABLE COSTS	376		256	
GROSS MARGIN	212		145	
GROSS MARGIN PER COW EQUIVALENT	139		139	
Calves reared per cow	0.91		0.91	
Price per calf sold or transferred-out (£)	479		479	
Mortality - birth to weaning (%)	2.4		2.4	
Concentrates per cow (kg)	172		172	
Concentrates price per tonne (£)	198		198	
Cows per hectare	1.47		1.47	
Stocking rate (ce per ha)²	1.53		1.53	

¹ Classified by Gross Margin per hectare

² ce = Cow equivalent(s)

SUCKLER COWS - DISADVANTAGED AREA, 2013/14¹

	EXCELLENT	GOOD	MODERATE	POOR	AVERAGE	OWN FARM
% of survey farms ²	23	27	35	15	100	
Average herd size	75	29	44	23	44	
	£ per cow					
ENTERPRISE OUTPUT						
Calves	525	466	392	474	464	
Herd replacement	-29	39	-46	-109	-29	
TOTAL ENTERPRISE OUTPUT	496	505	346	365	435	
VARIABLE COSTS						
Concentrates	59	76	56	99	64	
Hay, silage, forage & grazing	124	176	134	200	143	
Vet & medicine	38	32	41	34	38	
Sundries	21	25	20	27	22	
TOTAL VARIABLE COSTS	242	308	251	359	266	
GROSS MARGIN	254	197	94	6	169	
GROSS MARGIN PER COW EQUIVALENT	243	188	91	6	162	
Calves reared per cow	1.02	0.98	0.85	0.88	0.94	
Price per calf sold or transferred-out (£)	516	471	462	499	488	
Mortality - birth to weaning (%)	1.5	2.0	5.9	3.6	3.2	
Concentrates per cow (kg)	271	388	244	448	297	
Concentrates price per tonne (£)	217	195	211	215	210	

¹ LFA Compensatory Allowances are excluded from this analysis

² Classified by Gross Margin per hectare

SUCKLER COWS - SEVERELY DISADVANTAGED AREA, 2013/14¹

	EXCELLENT	GOOD	MODERATE	POOR	AVERAGE	OWN FARM
% of survey farms ²	10	46	36	8	100	
Average herd size	46	39	36	20	37	
	£ per cow					
ENTERPRISE OUTPUT						
Calves	561	474	428	394	465	
Herd replacement	-30	-18	-45	-106	-33	
TOTAL ENTERPRISE OUTPUT	531	456	383	288	432	
VARIABLE COSTS						
Concentrates	60	55	91	45	68	
Hay, silage, forage & grazing	127	164	159	286	163	
Vet & medicine	37	31	35	39	33	
Sundries	10	19	22	22	19	
TOTAL VARIABLE COSTS	234	268	306	392	283	
GROSS MARGIN	297	188	77	-104	149	
GROSS MARGIN PER COW EQUIVALENT	278	176	72	-95	140	
Calves reared per cow	0.96	0.93	0.89	0.95	0.92	
Price per calf sold or transferred-out (£)	550	506	470	464	499	
Mortality - birth to weaning (%)	1.5	1.3	1.3	4.0	1.5	
Concentrates per cow (kg)	235	236	392	198	288	
Concentrates price per tonne (£)	237	227	232	230	230	

¹ LFA Compensatory Allowances are excluded from this analysis

² Classified by Gross Margin per hectare

BREEDING EWES - NON LFA, 2013/14

	EXCELLENT	GOOD	MODERATE	POOR	AVERAGE	OWN FARM
% of survey farms ¹	7	31	55	7	100	
Number of ewes per farm	81	242	226	135	214	
	£ per ewe					
ENTERPRISE OUTPUT						
Lambs	146	105	98	66	101	
Wool	3	3	2	3	3	
Flock replacement	-5	1	-5	-10	-3	
TOTAL ENTERPRISE OUTPUT	144	109	96	59	100	
VARIABLE COSTS						
Concentrates	17	13	17	15	16	
Hay, silage, forage & grazing	29	24	25	22	25	
Vet, medicine & sundries	16	18	15	14	16	
TOTAL VARIABLE COSTS	63	54	57	51	56	
GROSS MARGIN	81	55	39	7	44	
Gross Margin (per hectare)	794	571	277	52	358	
Price per lamb sold (£)	88	83	79	77	81	
Lambing percentage	167	144	142	113	142	
Lambs reared per 100 ewes	163	136	134	100	134	
Wool per ewe (kg)	2.3	3.6	2.6	2.3	2.9	
Wool price per kg (p)	131	96	91	115	95	
Concentrates per ewe (kg)	64	41	69	60	59	
Concentrates price per tonne (£)	268	268	246	257	252	
Ewes per hectare	9.78	10.34	7.16	7.26	8.09	
Stocking rate (ce per ha) ²	1.72	1.83	1.46	1.40	1.56	
Ewe mortality (%)	1.9	3.9	3.8	8.5	4.0	
Lamb mortality per 100 ewes	3.7	7.9	8.1	12.6	8.1	

¹ Classified by Gross Margin per hectare

² ce = Cow equivalent(s)

BREEDING EWES - DISADVANTAGED AREA, 2013/14¹

	EXCELLENT	GOOD	MODERATE	POOR	AVERAGE	OWN FARM
% of survey farms ²	21	26	37	16	100	
Number of ewes per farm	125	200	224	16	164	
	£ per ewe					
ENTERPRISE OUTPUT						
Lambs	116	95	72	103	87	
Wool	3	3	2	3	3	
Flock replacement	-6	-8	0	-21	-4	
TOTAL ENTERPRISE OUTPUT	113	90	74	85	86	
VARIABLE COSTS						
Concentrates	21	28	15	32	20	
Hay, silage, forage & grazing	24	21	31	31	27	
Vet, medicine & sundries	14	11	14	24	13	
TOTAL VARIABLE COSTS	59	60	60	87	60	
GROSS MARGIN	53	30	15	-2	25	
Price per lamb sold (£)	78	82	72	85	77	
Lambing percentage	156	143	128	127	137	
Lambs reared per 100 ewes	145	132	121	94	128	
Wool per ewe (kg)	3.0	2.9	2.3	3.0	2.6	
Wool price per kg (p)	96	105	106	108	104	
Concentrates per ewe (kg)	86	110	44	100	73	
Concentrates price per tonne (£)	247	251	275	317	259	
Ewes per hectare	6.84	8.30	7.62	4.83	7.61	
Stocking rate (ce per ha) ³	1.34	1.82	1.60	1.10	1.61	
Ewe mortality (%)	4.6	7.5	4.2	14.6	5.5	
Lamb mortality per 100 ewes	10.8	10.5	7.1	33.3	9.2	

¹ LFA Compensatory Allowances are excluded from this analysis

² Classified by Gross Margin per hectare

³ ce = Cow equivalent(s)

BREEDING EWES - SEVERELY DISADVANTAGED AREA (CROSS-BRED FLOCKS), 2013/14¹

	EXCELLENT	GOOD	MODERATE	POOR	AVERAGE	OWN FARM
% of survey farms ²	14	25	44	17	100	
Number of ewes per farm	188	153	213	299	209	
	£ per ewe					
ENTERPRISE OUTPUT						
Lambs	112	97	89	67	88	
Wool	3	2	2	2	2	
Flock replacement	2	-2	-8	-17	-8	
TOTAL ENTERPRISE OUTPUT	117	98	83	52	83	
VARIABLE COSTS						
Concentrates	18	23	29	31	27	
Hay, silage, forage & grazing	22	22	25	20	23	
Vet, medicine & sundries	15	17	14	13	14	
TOTAL VARIABLE COSTS	56	61	68	65	65	
GROSS MARGIN	61	36	15	-12	18	
Price per lamb sold (£)	76	78	74	68	74	
Lambing percentage	173	147	144	116	142	
Lambs reared per 100 ewes	168	139	132	104	131	
Wool per ewe (kg)	3.4	2.2	2.6	2.1	2.5	
Wool price per kg (p)	94	103	97	84	95	
Concentrates per ewe (kg)	68	85	114	118	104	
Concentrates price per tonne (£)	267	266	253	260	258	
Ewe mortality (%)	4.3	6.0	6.3	6.9	6.1	
Lamb mortality per 100 ewes	5.4	8.2	11.8	12.0	10.4	

¹ LFA Compensatory Allowances are excluded from this analysis

² Classified by Gross Margin per ewe

BREEDING EWES - SEVERELY DISADVANTAGED AREA (HARDY HILL BREEDS), 2013/14¹

	EXCELLENT	GOOD	MODERATE	POOR	AVERAGE	OWN FARM
% of survey farms ²	19	37	33	11	100	
Number of ewes per farm	420	246	197	328	271	
	£ per ewe					
ENTERPRISE OUTPUT						
Lambs	67	71	59	33	62	
Wool	2	3	2	3	2	
Flock replacement	4	3	-1	6	3	
TOTAL ENTERPRISE OUTPUT	73	76	60	42	67	
VARIABLE COSTS						
Concentrates	21	33	27	30	27	
Hay, silage, forage & grazing	13	22	21	27	20	
Vet, medicine & sundries	12	13	16	9	13	
TOTAL VARIABLE COSTS	46	67	64	66	60	
GROSS MARGIN	26	9	-3	-24	7	
Price per lamb sold (£)	73	75	67	67	72	
Lambing percentage	119	123	124	83	117	
Lambs reared per 100 ewes	111	114	107	75	106	
Wool per ewe (kg)	1.5	2.3	2.2	2.8	2.1	
Wool price per kg (p)	118	108	98	101	106	
Concentrates per ewe (kg)	76	128	101	109	104	
Concentrates price per tonne (£)	257	254	258	272	258	
Ewe mortality (%)	5.2	6.7	8.8	12.1	7.5	
Lamb mortality per 100 ewes	7.7	9.3	16.5	8.0	10.4	

¹ LFA Compensatory Allowances are excluded from this analysis

² Classified by Gross Margin per ewe

PIGS - BIRTH TO BACON, 2013/14

	ABOVE AVERAGE	BELOW AVERAGE	AVERAGE	OWN FARM
% of survey farms¹	63	37	100	
Number of finished pigs per farm	2662	1069	2065	
Number of sows per farm	121	69	102	
	£ per pig			
ENTERPRISE OUTPUT	126.93	123.07	126.18	
VARIABLE COSTS				
Concentrates	84.52	99.65	87.46	
Vet & medicine	3.62	3.38	3.57	
Sundries	3.47	3.2	3.41	
TOTAL VARIABLE COSTS	91.61	106.23	94.44	
GROSS MARGIN	35.32	16.84	31.74	
Price of meal equivalent per tonne (£)	289	311	294	
Meal equivalent per finished pig (kg)	292	321	298	
Litters per sow per year	2.0	1.8	2.0	
Live births per litter	12.2	10.6	11.8	
Pigs weaned per litter	10.9	9.7	10.6	
Pigs weaned per sow per year	21.8	17.5	20.7	
Price of finished pig sold (£)	127.99	123.12	127.02	
Mortality - suckers (%)	10.0	9.0	9.8	
Mortality - weaners (%)	2.6	8.2	3.8	

¹ Classified by Gross Margin per finished pig

SPRING BARLEY (2013 Crop)

	EXCELLENT	GOOD	MODERATE	POOR	AVERAGE	OWN FARM
% of survey farms¹	14	41	33	12	100	
Hectares per farm	18.4	19.0	16.6	9.8	17.0	
	£ per hectare					
ENTERPRISE OUTPUT						
Grain	966	855	707	531	802	
Straw	317	299	198	185	261	
TOTAL ENTERPRISE OUTPUT	1282	1154	905	717	1063	
VARIABLE COSTS						
Seed	82	80	71	81	77	
Fertilisers	125	135	155	151	141	
Sprays	91	105	86	72	95	
Sundries	14	26	23	20	23	
TOTAL VARIABLE COSTS	311	346	336	324	336	
GROSS MARGIN	972	808	570	393	727	
Grain (tonnes per ha)	6.29	5.43	4.62	3.46	5.16	
Straw (tonnes per ha)	4.24	3.51	2.95	2.81	3.39	
Fertilisers used per hectare (product weight, kg)	423	429	491	463	450	
Grain price per tonne (£)	153	157	153	154	155	
Straw price per tonne (£)	75	85	67	66	77	

¹ Classified by Gross Margin per hectare

WINTER WHEAT (2013 Crop)

	ABOVE AVERAGE	BELOW AVERAGE	AVERAGE	OWN FARM
% of survey farms¹	53	47	100	
Hectares per farm	14.5	17.6	15.9	
	£ per hectare			
ENTERPRISE OUTPUT				
Grain	1495	1115	1299	
Straw	404	256	328	
TOTAL ENTERPRISE OUTPUT	1899	1371	1627	
VARIABLE COSTS				
Seed	86	96	91	
Fertilisers	195	239	218	
Sprays	177	186	182	
Sundries	57	49	53	
TOTAL VARIABLE COSTS	515	570	543	
GROSS MARGIN	1384	801	1084	
Grain (tonnes per ha)	9.05	6.67	7.82	
Straw (tonnes per ha)	5.43	3.62	4.49	
Fertilisers used per hectare (product weight, kg)	731	826	780	
Grain price per tonne (£)	165	167	166	
Straw price per tonne (£)	75	71	73	

¹ Classified by Gross Margin per hectare

WINTER BARLEY (2013 Crop)

	ABOVE AVERAGE	BELOW AVERAGE	AVERAGE	OWN FARM
% of survey farms¹	47	53	100	
Hectares per farm	12.2	14.1	13.2	
	£ per hectare			
ENTERPRISE OUTPUT				
Grain	1162	941	1037	
Straw	379	294	331	
TOTAL ENTERPRISE OUTPUT	1541	1235	1368	
VARIABLE COSTS				
Seed	74	81	78	
Fertilisers	177	199	189	
Sprays	140	132	135	
Sundries	31	31	31	
TOTAL VARIABLE COSTS	422	442	433	
GROSS MARGIN	1119	794	935	
Grain (tonnes per ha)	7.45	6.26	6.78	
Straw (tonnes per ha)	4.36	4.69	4.55	
Fertilisers used per hectare (product weight, kg)	609	640	627	
Grain price per tonne (£)	156	150	153	
Straw price per tonne (£)	87	63	73	

¹ Classified by Gross Margin per hectare

SPRING WHEAT, SPRING OATS & WINTER OATS (2013 Crops)

	SPRING WHEAT	SPRING OATS	WINTER OATS	OWN FARM
% of survey farms¹	100	100	100	
Hectares per farm	17.0	13.6	9.8	
	£ per hectare			
ENTERPRISE OUTPUT				
Grain	1088	889	1174	
Straw	272	178	384	
TOTAL ENTERPRISE OUTPUT	1360	1067	1558	
VARIABLE COSTS				
Seed	112	98	74	
Fertilisers	149	109	147	
Sprays	124	66	121	
Sundries	31	25	42	
TOTAL VARIABLE COSTS	416	297	384	
GROSS MARGIN	944	770	1174	
Grain (tonnes per ha)	6.23	4.72	7.40	
Straw (tonnes per ha)	3.58	3.61	4.70	
Fertilisers used per hectare (product weight, kg)	464	324	554	
Grain price per tonne (£)	177	188	159	
Straw price per tonne (£)	76	49	82	

¹ Classified by Gross Margin per hectare

WARE POTATOES (2013 Crop)

	ABOVE AVERAGE	BELOW AVERAGE	AVERAGE	OWN FARM
% of survey farms¹	33	67	100	
Hectares per farm	8.9	22.4	17.9	
	£ per hectare			
ENTERPRISE OUTPUT				
Current Crop	6638	3541	4052	
VARIABLE COSTS				
Seed	378	649	604	
Fertilisers	439	399	405	
Sprays	317	316	316	
Contract / casual wages	14	246	207	
Sundries	186	131	140	
TOTAL VARIABLE COSTS	1333	1741	1674	
GROSS MARGIN	5305	1800	2379	
Yield of ware per hectare (tonnes)	22	32	30	
Seed used per hectare (tonnes)	1.41	2.18	2.05	
Fertiliser used per hectare (product weight, kg)	887	1074	1043	
Price per tonne ware (£)	304	117	142	

¹ Classified by Gross Margin per hectare

HAY, SILAGE, GRAZING & FORAGE CROPS, 2013/14

	Fertiliser	Seed	Purchased Hay, Silage & Straw	Contract Work	Casual Wages	Sprays	Sundries	Total Net Cost ¹
	£ per hectare							
8.0-19.9 Hectares	101.26	11.81	31.05	84.43	-	6.61	8.50	243.67
20.0-39.9 Hectares	119.41	5.28	23.29	79.24	1.89	4.44	5.31	238.59
40 and over Hectares	140.77	8.73	40.34	90.72	0.26	6.88	10.99	298.66
8 and over	138.02	8.42	38.45	89.45	0.43	6.62	10.37	291.68
2 + Over Cow Equivalents/ Hectare	203.61	12.60	77.33	139.71	0.11	9.86	18.43	461.61
1.5 - 1.9 Cow Equivalents/ Hectare	128.66	8.36	27.27	81.50	0.76	5.52	7.18	259.18
1.25-1.49 Cow Equivalents/ Hectare	95.73	2.66	13.73	55.48	0.45	3.59	4.03	175.41
Under 1.25 Cow Equivalents/ Hectare	77.91	5.24	11.71	45.43	0.34	5.16	6.83	152.62
	138.02	8.42	38.45	89.45	0.43	6.62	10.37	291.68

¹ Net of Hay, Silage and Straw Sold

FIXED COSTS DAIRY FARMS, 2013/14

	VERY SMALL	SMALL	MEDIUM	LARGE
Utilised agricultural area per farm	30.2	45.3	70.8	124.4
Adjusted forage area per farm	29.1	42.5	65.3	116.5
Total cow equivalents per farm	44.8	82.4	131.7	270.2
of which cattle	44.8	80.5	131.5	268.2
of which sheep	-	1.8	0.2	2.0
Stocking rate (ce per ha) ¹	1.5	1.9	2.0	2.3
	£ per farmed hectare			
Fixed costs (excluding labour)				
Conacre rent	20	48	68	122
Depreciation of fixed capital expenditure	96	168	184	226
Depreciation of machinery and equipment	89	175	176	181
Upkeep and running costs of machinery and equipment	205	220	222	213
Farm fuel	58	51	50	58
Rates	36	26	17	19
Building repairs	79	69	75	56
Miscellaneous	53	55	54	51
Total Fixed Costs (excluding labour)	636	812	846	926
LABOUR				
- Farmer and spouse	804	673	449	285
- Family (excluding farmer and spouse)	220	123	162	215
- Hired	7	5	54	43

¹ ce = Cow equivalent(s)

FIXED COSTS CATTLE & SHEEP FARMS, 2013/14

	SDA	DA	LFA	NON LFA
Utilised agricultural area per farm	106.3	68.4	91.4	64.2
Adjusted forage area per farm	66.9	62.2	65.1	56.4
Total cow equivalents per farm	84.4	94.0	88.1	89.3
of which cattle	50.5	70.1	58.2	70.4
of which sheep	33.8	24.0	29.9	18.9
Stocking rate (ce per ha) ¹	1.3	1.5	1.4	1.6
Fixed costs (excluding labour)	£ per farmed hectare			
Conacre rent	26	50	33	75
Depreciation of fixed capital expenditure	39	90	54	74
Depreciation of machinery and equipment	64	109	77	145
Upkeep and running costs of machinery and equipment	94	128	104	147
Farm fuel	6	10	7	14
Rates	6	15	9	12
Building repairs	28	28	28	49
Miscellaneous	22	36	26	42
Total Fixed Costs (excluding labour)	285	466	338	558
LABOUR				
- Farmer and spouse	204	373	254	360
- Family (excluding farmer and spouse)	47	58	50	108
- Hired	7	15	9	19

¹ ce = Cow equivalent(s)

FIXED COSTS CROPPING, MIXED LIVESTOCK & PIG FARMS, 2013/14

	CEREALS	GENERAL CROPPING	MIXED LIVESTOCK	PIGS
Utilised agricultural area per farm	103.2	92.8	86.3	30.1
Adjusted forage area per farm	6.9	12.5	60.2	26.4
Total cow equivalents per farm	9.7	18.4	103.1	34.6
of which cattle	7.2	15.8	83.9	20.0
of which sheep	2.5	2.7	19.2	14.7
Stocking rate (ce per ha) ¹	1.4	1.5	1.7	1.3
Fixed costs (excluding labour)	£ per farmed hectare			£ per 100 farm output
Conacre rent	92	237	59	0.82
Depreciation of fixed capital expenditure	96	12	88	3.50
Depreciation of machinery and equipment	382	215	219	1.91
Upkeep and running costs of machinery and equipment	255	303	210	2.77
Farm fuel	20	21	24	1.89
Rates	14	10	12	0.32
Building repairs	35	22	44	1.34
Miscellaneous	38	43	49	0.95
Total Fixed Costs (excluding labour)	932	863	705	13.50
LABOUR				
- Farmer and spouse	250	216	315	7.25
- Family (excluding farmer and spouse)	18	153	197	0.19
- Hired	20	71	54	1.00

¹ ce = Cow equivalent(s)

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 Less Favoured Areas 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 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

Dairy	Farms 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 on 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.

Policy and Economics Division
Department of Agriculture and Rural Development
Dundonald House
Upper Newtownards Road
Ballymiscaw
BELFAST BT4 3SB



Department of
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