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Rural Development**

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POLICY AND ECONOMICS DIVISION





Northern Ireland Farm Performance Indicators 2006/07



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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 and analysed to provide benchmarking data against which farmers can compare the results of their own enterprises and businesses.

Until 1992, 'Farm Management Standards' were published in the Department of Agriculture's publication 'Agriculture in Northern Ireland'. Following the withdrawal from publication of 'Agriculture in Northern Ireland' the ranges in the performances of farm enterprises recorded in the FBS have been published in the annual report 'Farm Incomes in Northern Ireland'. With the renewed interest and focus on farm performance, it was decided that this booklet, introduced in 2003, should be produced and contain farm performance data for a greater range of enterprises.

This Farm Performance Indicators publication presents a range of physical and financial performances for each of the main farm enterprises 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 2007.

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.

NORMAN FULTON

Director of Policy and Economics

Department of Agriculture and Rural Development

November 2007

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 350 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 2006/07 covers the second 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 Margins 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 2006/07

	GROSS MARGIN	
	AVERAGE	EXCELLENT
	£ per head	
Dairy Cows	555	706
Suckler Cows		
Non LFA	94	-
Disadvantaged Area	99	130
Severely Disadvantaged Area	90	164
Breeding Ewes		
Non LFA	34	43
Disadvantaged Area	32	43
Severely Disadvantaged Area (Cross-Bred Flocks)	27	46
Severely Disadvantaged Area (Hardy Hill Breeds)	10	34
Pigs - Birth to Bacon	18	33
	£ per hectare	
Crops		
Spring Barley	385	585
Winter Wheat	882	-
Winter Barley	698	-
Ware Potatoes	4625	-

- indicates no data available

AVERAGE GROSS MARGIN RESULTS 2002/03 - 2006/07

	2002/03	2003/04	2004/05	2005/06	2006/07
	£ per head				
Dairy Cows	500	633	700	635	555
Suckler Cows					
Non LFA	282	431	269	100	94
Disadvantaged Area	290	357	295	91	99
Severely Disadvantaged Area	289	292	290	71	90
Breeding Ewes					
Non LFA	46	44	48	31	34
Disadvantaged Area	47	57	56	29	32
Severely Disadvantaged Area (Cross-Bred Flocks)	37	47	49	26	27
Severely Disadvantaged Area (Hardy Hill Breeds)	31	31	36	8	10
Pigs - Birth to Bacon	15	16	17	20	18
	£ per hectare				
Crops					
Spring Barley	461	633	549	353	385
Winter Wheat	659	775	720	612	882
Winter Barley	607	874	738	528	698
Spring Oats	593	749	-	-	-
Ware Potatoes	1618	2939	1841	2271	4625

- indicates no data available

DAIRY COWS 2006/07

	EXCELLENT	GOOD	MODERATE	POOR	AVERAGE	OWN FARM
% of survey farms ¹	14	38	33	15	100	
Average herd size	104	91	61	46	76	
ENTERPRISE OUTPUT	£ per cow					
Milk	1169	1027	936	768	1007	
Calves	69	57	60	57	60	
Herd replacement	-81	-88	-88	-142	-92	
Leasing receipts	-	-	-	-	-	
TOTAL ENTERPRISE OUTPUT	1157	996	908	683	975	
VARIABLE COSTS						
Concentrates	295	246	239	193	249	
Hay, silage, forage & grazing	90	113	98	90	102	
Vet, medicine and sundries	66	73	70	49	69	
Leasing costs	-	-	-	-	-	
TOTAL VARIABLE COSTS	451	432	407	332	420	
Gross Margins - per cow	706	564	501	351	555	
- per hectare	1631	1235	847	541	1099	
- per 1000 litres	103	92	89	75	93	
Milk yield per cow (litres)	6835	6106	5606	4690	5986	
Milk price per litre (pence)	17.1	16.8	16.7	16.4	16.8	
Concentrates per litre (kg)	0.29	0.27	0.27	0.26	0.28	
Concentrates price per tonne (£)	139	140	147	149	142	
Stocking rate (ce per ha)	2.31	2.19	1.69	1.54	1.98	
Nitrogen used per hectare (kg)	185	179	120	119	153	

¹ Classified by Gross Margin per hectare

DAIRY CALVES REARED AS REPLACEMENTS, 2006/07

	EXCELLENT	GOOD	MODERATE	POOR	AVERAGE	OWN FARM
% of survey farms ¹	15	42	25	18	100	
	£ per hectare					
ENTERPRISE OUTPUT	966	856	806	664	824	
VARIABLE COSTS						
Concentrates ²	205	217	393	240	287	
Hay, silage, forage & grazing	191	214	215	342	231	
Vet and medicine	38	39	41	52	42	
Sundries	31	29	30	45	32	
TOTAL VARIABLE COSTS	465	499	679	679	592	
GROSS MARGIN	501	357	127	-15	232	
Concentrates per ce (kg)	681	515	1313	589	859	
Concentrates price per tonne (£)	141	150	128	142	135	
Stocking rate (ce per ha)	1.69	2.12	2.09	2.35	2.08	
Price per calf bought/transferred-in (£)	83	84	70	74	76	
Price per heifer sold/transferred-out (£)	749	739	672	633	701	
Mortality %	0.3	2.3	1.5	4.1	2.1	

¹ Classified by Gross Margin per hectare

² Includes milk fed to calves

DAIRY CALVES REARED AND SOLD AS STORES, 2006/07

	ABOVE AVERAGE	BELOW AVERAGE	AVERAGE	OWN FARM
% of survey farms ¹	50	50	100	
ENTERPRISE OUTPUT	£ per hectare			
	526	715	598	
VARIABLE COSTS				
Concentrates ²	218	442	303	
Hay, silage, forage & grazing	91	194	130	
Vet and medicine	22	38	28	
Sundries	13	23	17	
TOTAL VARIABLE COSTS	344	697	478	
GROSS MARGIN	182	18	120	
Concentrates per ce (kg)	592	1191	832	
Concentrates price per tonne (£)	142	157	150	
Stocking rate (ce per ha)	1.62	1.78	1.68	
Price per calf bought/transferred-in (£)	95	85	92	
Price per store sold (£)	368	434	401	
Mortality %	0.3	0.9	0.5	

¹ Classified by Gross Margin per hectare

² Includes milk fed to calves

DAIRY CALVES REARED AND SOLD AS FINISHED ANIMALS, 2006/07

	EXCELLENT	GOOD	MODERATE	POOR	TOTAL	OWN FARM
% of survey farms ¹	18	41	18	23	100	
ENTERPRISE OUTPUT	£ per hectare					
	897	834	863	665	825	
VARIABLE COSTS						
Concentrates ²	297	314	417	313	332	
Hay, silage, forage & grazing	182	208	160	193	188	
Vet and medicine	27	28	52	53	38	
Sundries	22	20	30	18	22	
TOTAL VARIABLE COSTS	528	570	659	577	580	
GROSS MARGIN	369	264	204	88	245	
Concentrates per ce (kg)	869	983	1126	1087	1009	
Concentrates price per tonne (£)	131	137	126	133	132	
Stocking rate (ce per ha)	2.04	1.99	2.40	1.88	2.07	
Price per calf bought/transferred-in (£)	79	71	92	89	82	
Price per finished animal sold (£)	575	574	530	547	561	
Mortality %	1.4	1.9	1.7	2.4	1.8	

¹ Classified by Gross Margin per hectare

² Includes milk fed to calves

BEEF CALVES REARED AND SOLD AS STORES, 2006/07

	EXCELLENT	GOOD	MODERATE	POOR	AVERAGE	OWN FARM
% of survey farms ¹	20	20	52	8	100	
ENTERPRISE OUTPUT	£ per hectare					
	922	514	472	225	531	
VARIABLE COSTS						
Concentrates	206	102	169	192	162	
Hay, silage, forage & grazing	127	65	102	64	96	
Vet and medicine	53	28	26	37	31	
Sundries	24	15	12	11	14	
TOTAL VARIABLE COSTS	410	210	309	303	303	
GROSS MARGIN	512	304	163	-78	228	
Concentrates per ce (kg)	1145	602	998	1202	954	
Concentrates price per tonne (£)	133	128	127	129	128	
Stocking rate (ce per ha)	1.35	1.27	1.28	1.21	1.29	
Price per calf bought/transferred-in (£)	314	265	377	270	285	
Price per store sold (£)	483	496	448	379	460	
Mortality %	0.2	0.5	1.3	2.1	1.0	

¹ Classified by Gross Margin per hectare

BEEF CALVES REARED AND SOLD AS FINISHED ANIMALS, 2006/07

	EXCELLENT	GOOD	MODERATE	POOR	AVERAGE	OWN FARM
% of survey farms ¹	11	30	45	14	100	
ENTERPRISE OUTPUT	£ per hectare					
	971	793	558	516	654	
VARIABLE COSTS						
Concentrates	243	271	225	277	249	
Hay, silage, forage & grazing	122	99	94	152	108	
Vet and medicine	25	31	26	25	27	
Sundries	16	10	14	20	14	
TOTAL VARIABLE COSTS	405	411	358	473	398	
GROSS MARGIN	566	381	200	43	257	
Concentrates per ce (kg)	1154	1414	1313	1288	1321	
Concentrates price per tonne (£)	127	120	122	121	121	
Cow equivalents per hectare	1.65	1.56	1.41	1.69	1.52	
Price per calf bought/transferred-in (£)	312	292	310	267	299	
Price per finished animal sold (£)	695	649	624	581	635	
Mortality %	-	0.9	0.6	1.7	0.8	

¹ Classified by Gross Margin per hectare

FINISHING PURCHASED STORES, 2006/07

	ABOVE AVERAGE	BELOW AVERAGE	AVERAGE	OWN FARM
% of survey farms ¹	46	54	100	
	£ per hectare			
ENTERPRISE OUTPUT	665	500	599	
VARIABLE COSTS				
Concentrates	190	251	215	
Hay, silage, forage & grazing	99	119	107	
Vet and medicine	23	26	24	
Sundries	19	34	25	
TOTAL VARIABLE COSTS	331	430	371	
GROSS MARGIN	334	70	228	
Concentrates per ce (kg)	1181	1456	1283	
Concentrates price per tonne (£)	105	128	114	
Stocking rate (ce per ha)	1.53	1.35	1.45	
Price per store bought (£)	540	395	483	
Price per finished animal sold (£)	758	590	685	
Mortality %	0.3	0.3	0.3	

¹ Classified by Gross Margin per hectare

SUCKLER COWS - NON LFA, 2006/07

	AVERAGE	OWN FARM	AVERAGE	OWN FARM
Number of cows per farm ¹	34.8		34.8	
Hectares per farm	24.2		24.2	
ENTERPRISE OUTPUT	£ per hectare		£ per cow	
Calves	372		257	
Herd replacement	-41		-28	
TOTAL ENTERPRISE OUTPUT	331		229	
VARIABLE COSTS				
Concentrates	25		18	
Other purchased feed	1		1	
Hay,silage,forage and grazing	112		77	
Sundries	31		21	
Vet and medicines	25		18	
TOTAL VARIABLE COSTS	194		135	
GROSS MARGIN	137		94	
GROSS MARGIN PER COW EQUIVALENT	91		91	
Calves reared per cow	0.87		0.87	
Price per calf sold or transferred-out (£)	296		296	
Mortality - birth to weaning %	2.3		2.3	
Concentrates per cow (kg)	145		145	
Concentrates price per tonne (£)	122		122	
Cows per hectare	1.44		1.44	
CEs per hectare	1.49		1.49	

¹ Classified by Gross Margin per hectare

SUCKLER COWS - DISADVANTAGED AREA 2006/07¹

	EXCELLENT	GOOD	MODERATE	POOR	AVERAGE	OWN FARM
% of survey farms ²	27	23	32	18	100	
Average herd size	82	38	44	33	51	
	£ per cow					
ENTERPRISE OUTPUT						
Calves	286	303	224	275	270	
Herd replacement	-38	-33	-37	-16	-34	
TOTAL ENTERPRISE OUTPUT	248	270	187	259	236	
VARIABLE COSTS						
Concentrates	16	36	16	51	23	
Hay, silage, forage & grazing	67	87	71	122	78	
Vet and medicine	22	15	16	36	21	
Sundries	13	12	17	21	15	
TOTAL VARIABLE COSTS	118	150	120	230	137	
GROSS MARGIN	130	120	67	29	99	
GROSS MARGIN PER COW EQUIVALENT	130	113	68	25	97	
Calves reared per cow	0.89	0.96	0.77	0.88	0.87	
Price per calf sold or transferred-out (£)	307	311	281	307	301	
Mortality - birth to weaning %	2.7	3.2	5.2	0.9	3.2	
Concentrates per cow (kg)	132	343	130	406	199	
Concentrates price per tonne (£)	117	104	122	127	117	

¹ LFA Compensatory Allowances are excluded from this analysis

² Classified by Gross Margin per hectare

SUCKLER COWS - SEVERELY DISADVANTAGED AREA, 2006/07¹

	EXCELLENT	GOOD	MODERATE	POOR	AVERAGE	OWN FARM
% of survey farms ²	18	29	36	17	100	
Average herd size	48	52	41	43	46	
	£ per cow					
ENTERPRISE OUTPUT						
Calves	300	292	246	210	265	
Herd replacement	-22	-25	-37	-46	-32	
TOTAL ENTERPRISE OUTPUT	278	267	209	164	233	
VARIABLE COSTS						
Concentrates	28	35	31	44	34	
Hay, silage, forage & grazing	54	76	86	82	76	
Vet and medicine	19	22	21	20	21	
Sundries	13	13	10	11	12	
TOTAL VARIABLE COSTS	114	146	148	157	143	
GROSS MARGIN	164	121	61	7	90	
GROSS MARGIN PER COW EQUIVALENT	153	109	58	6	84	
Calves reared per cow	1.00	1.00	0.82	0.69	0.89	
Price per calf sold or transferred-out (£)	308	309	299	289	303	
Mortality - birth to weaning %	4.4	1.9	3.3	3.7	3.1	
Concentrates per cow (kg)	245	272	240	319	265	
Concentrates price per tonne (£)	116	125	127	133	125	

¹ LFA Compensatory Allowances are excluded from this analysis

² Classified by Gross Margin per hectare

BREEDING EWES - NON LFA, 2006/07

	EXCELLENT	GOOD	MODERATE	POOR	AVERAGE	OWN FARM
% of survey farms ¹	21	37	21	21	100	
Number of ewes per farm	280	179	61	178	175	
ENTERPRISE OUTPUT	£ per ewe					
Lambs	72	63	59	42	61	
Wool	2	2	1	1	2	
Flock replacement	-	-1	-2	-2	-1	
TOTAL ENTERPRISE OUTPUT	73	64	58	41	62	
VARIABLE COSTS						
Concentrates	7	7	8	11	8	
Hay, silage, forage & grazing	15	13	13	9	13	
Vet, medicine and sundries	8	8	8	6	8	
TOTAL VARIABLE COSTS	30	27	29	27	28	
GROSS MARGIN	43	37	29	15	34	
Price per lamb sold (£)	52	50	47	41	49	
Lambing percentage	156	146	162	135	148	
Lambs reared per 100 ewes	148	138	143	126	139	
Wool per ewe (kg)	3.4	2.9	2.7	2.0	2.9	
Wool per kg (p)	50	54	46	64	53	
Concentrates per ewe (kg)	45	47	60	68	52	
Concentrates price per tonne (£)	145	127	122	161	141	
Ewes per hectare	9.50	8.20	6.83	8.17	8.46	
Stocking rate (ce per ha)	1.71	1.64	1.56	1.90	1.71	
Ewe mortality %	4.0	4.3	5.7	5.1	4.5	
Lamb mortality per 100 ewes	7.9	8.4	19.6	8.9	9.1	

¹ Classified by Gross Margin per hectare

BREEDING EWES - DISADVANTAGED AREA, 2006/07¹

	EXCELLENT	GOOD	MODERATE	POOR	AVERAGE	OWN FARM
% of survey farms ²	9	33	48	10	100	
Number of ewes per farm	138	121	93	133	110	
ENTERPRISE OUTPUT	£ per ewe					
Lambs	56	68	64	71	65	
Wool	1	2	1	1	1	
Flock replacement	10	-6	-3	-14	-4	
TOTAL ENTERPRISE OUTPUT	67	64	62	58	63	
VARIABLE COSTS						
Concentrates	5	7	13	9	9	
Hay, silage, forage & grazing	13	12	16	18	15	
Vet, medicine and sundries	7	7	6	7	7	
TOTAL VARIABLE COSTS	25	27	35	34	31	
GROSS MARGIN	43	37	27	24	32	
Price per lamb sold (£)	48	50	50	50	50	
Lambing percentage	162	155	146	154	152	
Lambs reared per 100 ewes	147	146	139	146	144	
Wool per ewe (kg)	2.4	2.9	2.8	2.1	2.7	
Wool per kg (p)	53	56	53	56	54	
Concentrates per ewe (kg)	34	51	88	61	65	
Concentrates price per tonne (£)	144	141	142	147	143	
Ewes per hectare	11.33	8.25	6.47	4.39	7.00	
Stocking rate (ce per ha)	2.08	1.65	1.34	1.09	1.45	
Ewe mortality %	6.9	5.8	3.5	6.4	5.1	
Lamb mortality per 100 ewes	14.9	8.9	6.1	8.3	8.4	

¹ LFA Compensatory Allowances are excluded from this analysis

² Classified by Gross Margin per hectare

BREEDING EWES - SEVERELY DISADVANTAGED AREA (CROSS-BRED FLOCKS), 2006/07¹

	EXCELLENT	GOOD	MODERATE	POOR	AVERAGE	OWN FARM
% of survey farms ²	7	44	29	20	100	
Number of ewes per farm	306	171	201	166	189	
ENTERPRISE OUTPUT	£ per ewe					
Lambs	77	70	66	51	66	
Wool	1	2	1	1	2	
Flock replacement	-4	-8	-8	-9	-8	
TOTAL ENTERPRISE OUTPUT	74	64	60	44	60	
VARIABLE COSTS						
Concentrates	9	9	13	11	11	
Hay, silage, forage & grazing	11	13	15	19	14	
Vet, medicine and sundries	8	8	9	10	9	
TOTAL VARIABLE COSTS	28	30	36	39	33	
GROSS MARGIN	46	34	24	4	27	
Price per lamb sold (£)	48	49	48	43	48	
Lambing percentage	178	155	152	140	154	
Lambs reared per 100 ewes	175	147	144	133	147	
Wool per ewe (kg)	3.0	3.0	2.9	2.4	2.9	
Wool per kg (p)	47	56	51	49	52	
Concentrates per ewe (kg)	67	70	97	66	77	
Concentrates price per tonne (£)	136	133	128	147	134	
Ewe mortality %	5.2	5.7	4.7	6.5	5.5	
Lamb mortality per 100 ewes	2.4	7.6	8.1	6.8	7.0	

¹ LFA Compensatory Allowances are excluded from this analysis

² Classified by Gross Margin per ewe

BREEDING EWES - SEVERELY DISADVANTAGED AREA (HARDY HILL BREEDS), 2006/07¹

	EXCELLENT	GOOD	MODERATE	POOR	AVERAGE	OWN FARM
% of survey farms ²	13	30	37	20	100	
Number of ewes per farm	180	254	329	274	276	
ENTERPRISE OUTPUT	£ per ewe					
Lambs	58	45	39	23	39	
Wool	2	2	1	1	1	
Flock replacement	3	3	-1	-2	-	
TOTAL ENTERPRISE OUTPUT	62	50	39	22	41	
VARIABLE COSTS						
Concentrates	8	11	10	8	9	
Hay, silage, forage & grazing	14	12	13	15	13	
Vet, medicine and sundries	6	7	9	6	7	
TOTAL VARIABLE COSTS	28	30	31	30	30	
GROSS MARGIN	34	20	8	-7	10	
Price per lamb sold (£)	45	44	40	39	42	
Lambing percentage	156	138	131	95	128	
Lambs reared per 100 ewes	149	130	119	84	118	
Wool per ewe (kg)	2.7	2.8	2.7	2.1	2.6	
Wool per kg (p)	59	55	52	49	53	
Concentrates per ewe (kg)	61	77	65	59	67	
Concentrates price per tonne (£)	128	138	143	135	139	
Ewe mortality %	6.5	5.9	6.1	9.6	6.8	
Lamb mortality per 100 ewes	7.8	7.9	11.4	10.5	9.9	

¹ LFA Compensatory Allowances are excluded from this analysis

² Classified by Gross Margin per ewe

PIGS - BIRTH TO BACON, 2006/07

	EXCELLENT	GOOD	MODERATE	POOR	AVERAGE	OWN FARM
% of survey farms ¹	18	27	37	18	100	
Number of finished pigs per farm	1559	1737	1719	2668	1867	
Number of sows per farm	84	94	95	206	113	
	£ per pig					
ENTERPRISE OUTPUT	77	78	77	70	75	
VARIABLE COSTS						
Feedingstuffs	39	52	56	55	52	
Vet and medicine	3	2	2	4	2	
Sundries	3	3	2	3	2	
TOTAL VARIABLE COSTS	45	56	59	62	57	
GROSS MARGIN	33	22	17	8	18	
Price of meal equivalent per tonne (£)	143	156	168	153	157	
Meal equivalent per finished pig (kg)	274	330	335	361	331	
Litters per sow per year	2.0	1.9	1.9	1.8	1.9	
Live births per litter	10.2	10.4	10.6	8.6	9.9	
Pigs weaned per litter	9.3	9.5	9.8	7.4	8.9	
Pigs weaned per sow per year	19.0	17.9	18.6	13.5	16.8	
Price of finished pig sold (£)	77.31	78.17	76.71	70.37	75.49	
Mortality - suckers %	8.9	9.2	8.1	13.9	10.1	
Mortality - weaners %	2.7	1.3	2.0	3.8	2.4	

¹ Classified by Gross Margin per finished pig

SPRING BARLEY (2006 Crop)

	EXCELLENT	GOOD	MODERATE	POOR	AVERAGE	OWN FARM
% of survey farms ¹	15	26	44	15	100	
Hectares per farm	14.7	10.4	14.2	7.7	12.3	
	£ per hectare					
ENTERPRISE OUTPUT						
Grain	597	459	391	301	435	
Straw	207	158	126	137	149	
TOTAL ENTERPRISE OUTPUT	804	617	517	438	584	
VARIABLE COSTS						
Seed	49	46	51	55	50	
Fertilisers	86	75	76	71	77	
Sprays	73	47	54	77	58	
Sundries	11	10	16	20	14	
TOTAL VARIABLE COSTS	219	178	197	223	199	
GROSS MARGIN	585	439	320	215	385	
Grain (tonnes per ha)	5.80	4.93	4.27	3.80	4.65	
Straw (tonnes per ha)	3.97	3.42	2.30	2.74	2.89	
Fertilisers used per hectare (product weight, kg)	570	454	455	403	471	
Grain per tonne (£)	103	93	92	79	94	
Straw per tonne (£)	52	46	55	50	51	

¹ Classified by Gross Margin per hectare

WINTER WHEAT (2006 Crop)

	ABOVE AVERAGE	BELOW AVERAGE	AVERAGE	OWN FARM
% of survey farms ¹	50	50	100	
Hectares per farm	31.2	14.9	23.1	
	£ per hectare			
ENTERPRISE OUTPUT				
Grain	1065	752	964	
Straw	231	175	213	
TOTAL ENTERPRISE OUTPUT	1296	927	1177	
VARIABLE COSTS				
Seed	44	33	40	
Fertilisers	111	53	92	
Sprays	154	122	144	
Sundries	11	40	20	
TOTAL VARIABLE COSTS	319	247	295	
GROSS MARGIN	977	680	882	
Grain (tonnes per ha)	10.03	7.56	9.23	
Straw (tonnes per ha)	4.93	3.73	4.55	
Fertilisers used per hectare (product weight, kg)	804	769	792	
Grain per tonne (£)	106	100	104	
Straw per tonne (£)	47	47	47	

¹ Classified by Gross Margin per hectare

WINTER BARLEY (2006 Crop)

	ABOVE AVERAGE	BELOW AVERAGE	AVERAGE	OWN FARM
% of survey farms ¹	45	55	100	
Hectares per farm	11.6	12.8	12.3	
	£ per hectare			
ENTERPRISE OUTPUT				
Grain	783	630	696	
Straw	267	262	264	
TOTAL ENTERPRISE OUTPUT	1050	892	960	
VARIABLE COSTS				
Seed	49	57	53	
Fertilisers	100	104	102	
Sprays	114	79	94	
Sundries	13	13	13	
TOTAL VARIABLE COSTS	276	253	262	
GROSS MARGIN	774	639	698	
Grain (tonnes per ha)	6.85	6.91	6.88	
Straw (tonnes per ha)	4.29	5.37	4.91	
Fertilisers used per hectare (product weight, kg)	725	690	705	
Grain per tonne (£)	114	91	101	
Straw per tonne (£)	62	49	54	

¹ Classified by Gross Margin per hectare

WARE POTATOES (2006 Crop)

	ABOVE AVERAGE	BELOW AVERAGE	AVERAGE	OWN FARM
% of survey farms ¹	50	50	100	
Hectares per farm	30.3	6.4	18.3	
	£ per hectare			
ENTERPRISE OUTPUT				
Current Crop	6426	4094	6019	
VARIABLE COSTS				
Seed	410	362	402	
Fertilisers	225	167	215	
Sprays	368	180	336	
Contract / casual wages	318	120	284	
Sundries	163	131	157	
TOTAL VARIABLE COSTS	1484	960	1394	
GROSS MARGIN	4942	3134	4625	
Yield of ware per hectare (tonnes)	35	25	33	
Seed used per hectare (tonnes)	2.13	2.30	2.16	
Fertiliser used per hectare (product weight, kg)	1235	898	1176	
Price per tonne ware (£)	196	161	192	

¹ Classified by Gross Margin per hectare

HAY, SILAGE, GRAZING AND FORAGE CROPS 2006/07

	Fertiliser	Seed	Purchased* Hay, Silage & Straw	Contract Work	Casual Wages	Sprays	Sundries	Total Net Cost
		£ per hectare						
8.0-19.9 Hectares	49.30	4.04	7.75	42.37	-	2.28	4.41	110.16
20.0-39.9 Hectares	73.81	2.62	7.96	57.11	1.15	4.97	3.36	150.37
40 and over Hectares	68.77	3.64	9.64	46.92	0.58	3.19	4.21	136.66
8 and over	69.15	3.52	9.41	48.10	0.64	3.40	4.11	138.00
2 + Over Cow Equivalents/ Hectare	102.12	6.14	17.46	71.55	0.86	5.07	6.76	209.34
1.5 - 1.9 Cow Equivalents/ Hectare	70.14	3.25	5.88	48.14	0.59	3.43	3.63	135.01
1.25-1.49 Cow Equivalents/ Hectare	49.36	1.60	10.26	36.20	0.76	1.93	1.71	101.81
Under 1.25 Cow Equivalents/ Hectare	36.48	1.63	3.30	24.48	0.36	2.04	2.73	70.50
	69.15	3.52	9.41	48.10	0.64	3.40	4.11	138.00

*Net of Hay, Silage and Straw Sold

FIXED COSTS DAIRY FARMS 2006/07

	VERY SMALL	SMALL	MEDIUM	LARGE
Utilised agricultural area per farm	26.6	44.0	68.2	122.9
Adjusted forage area per farm	25.9	43.1	64.3	118.4
Total cow equivalents per farm	45.2	80.4	141.3	263.2
of which cattle	44.9	79.8	140.6	259.3
of which sheep	0.3	0.7	0.7	3.9
Stocking rate C.E. per hectare	1.7	1.9	2.2	2.2
Fixed costs (excluding labour)	£ per farmed hectare			
Conacre rent	35	30	44	86
Depreciation of fixed capital expenditure	117	110	116	148
Depreciation of machinery and equipment	179	100	132	119
Upkeep and running costs of machinery and equipment	171	134	143	117
Farm fuel	37	34	33	31
Rates	26	21	13	13
Building repairs	15	46	33	46
Miscellaneous	47	46	36	34
Total Fixed Costs (excluding labour)	628	521	551	595
LABOUR				
- Farmer and spouse	724	529	409	226
- Family (exclud. farmer and spouse)	112	134	219	155
- Hired	3	4	10	34

FIXED COSTS CATTLE & SHEEP FARMS 2006/07

	SDA	DA	LFA	NON LFA
Utilised agricultural area per farm	104.3	62.9	88.9	54.8
Adjusted forage area per farm	66.7	57.0	63.0	48.6
Total cow equivalents per farm	89.1	89.6	89.3	84.5
of which cattle	54.1	71.4	60.5	76.9
of which sheep	35.0	18.2	28.8	7.6
Stocking rate C.E. per hectare	1.3	1.4	1.4	1.7
	£ per farmed hectare			
Fixed costs (excluding labour)				
Conacre rent	20	27	22	47
Depreciation of fixed capital expenditure	36	46	39	52
Depreciation of machinery and equipment	52	100	65	133
Upkeep and running costs of machinery and equipment	55	86	63	118
Farm fuel	5	9	6	13
Rates	4	10	6	11
Building repairs	19	28	21	40
Miscellaneous	18	28	20	10
Total Fixed Costs (excluding labour)	208	333	241	455
LABOUR				
- Farmer and spouse	171	338	215	330
- Family (exclud. farmer and spouse)	36	68	45	140
- Hired	8	8	8	56

FIXED COSTS CROPPING, MIXED LIVESTOCK, PIG FARMS 2006/07

	CEREALS	GENERAL CROPPING	MIXED LIVESTOCK	PIGS
Utilised agricultural area per farm	67.5	48.1	69.1	13.3
Adjusted forage area per farm	7.7	20.7	58.9	13.3
Total cow equivalents per farm	12.8	42.9	103.5	25.3
of which cattle	2.2	23.1	47.8	23.0
of which sheep	10.6	19.8	55.6	2.2
Stocking rate C.E. per hectare	1.7	2.1	1.8	1.9
	£ per farmed hectare			£ per 100 farm output
Fixed costs (excluding labour)				
Conacre rent	4	96	77	1
Depreciation of fixed capital expenditure	19	64	72	2
Depreciation of machinery and equipment	128	239	110	1
Upkeep and running costs of machinery and equipment	98	245	92	2
Farm fuel	9	93	9	2
Rates	13	13	6	1
Building repairs	21	105	18	3
Miscellaneous	30	81	32	2
Total Fixed Costs (excluding labour)	322	936	419	14
LABOUR				
- Farmer and spouse	353	492	284	21
- Family (exclud. farmer and spouse)	15	322	43	2
- Hired	4	54	23	-

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 and lime.

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	Farms with more than two-thirds of their total Standard Gross Margin (SGM) from dairying (including associated young stock).
Cattle and Sheep	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 subdivided 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 with more than two-thirds of their total SGM from cereals, oilseeds and set-aside.
General Cropping	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.

Mixed Livestock

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.

Pigs

Farms with more than two-thirds of their total SGM from pigs.

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DMS 07.08.130