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POLICY AND ECONOMICS DIVISION





Northern Ireland Farm Performance Indicators 2007/08



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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 2008.

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 2008

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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 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 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 2007/08 covers the third 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 from 2005/06 **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 2007/08

	GROSS MARGIN	
	AVERAGE	EXCELLENT
	£ per head	
Dairy Cows	843	988
Suckler Cows		
Non LFA	103	-
Disadvantaged Area	101	205
Severely Disadvantaged Area	102	179
Breeding Ewes		
Non LFA	29	44
Disadvantaged Area	29	48
Severely Disadvantaged Area (Cross-Bred Flocks)	29	43
Severely Disadvantaged Area (Hardy Hill Breeds)	12	35
Pigs - Birth to Bacon	12	21
	£ per hectare	
Crops		
Spring Barley	748	919
Winter Wheat	1136	-
Winter Barley	892	-
Winter Oats	857	-
Spring Oats	772	-
Ware Potatoes	3187	-

- indicates no data available

AVERAGE GROSS MARGIN RESULTS 2003/04 - 2007/08¹

	2003/04	2004/05	2005/06	2006/07	2007/08
	£ per head				
Dairy Cows	633	700	635	555	843
Suckler Cows					
Non LFA	431	269	100	94	103
Disadvantaged Area	357	295	91	99	101
Severely Disadvantaged Area	292	290	71	90	102
Breeding Ewes					
Non LFA	44	48	31	34	29
Disadvantaged Area	57	56	29	32	29
Severely Disadvantaged Area (Cross-Bred Flocks)	47	49	26	27	29
Severely Disadvantaged Area (Hardy Hill Breeds)	31	36	8	10	12
Pigs - Birth to Bacon	16	17	20	18	12
	£ per hectare				
Crops					
Spring Barley	633	549	353	385	748
Winter Wheat	775	720	612	882	1136
Winter Barley	874	738	528	698	892
Winter Oats	-	-	-	-	857
Spring Oats	749	-	-	-	772
Ware Potatoes	2939	1841	2271	4625	3187

¹ The 2003/04 & 2004/05 Gross Margin results include subsidies

- indicates no data available

DAIRY COWS 2007/08

	EXCELLENT	GOOD	MODERATE	POOR	AVERAGE	OWN FARM
% of survey farms ¹	16	31	35	18	100	
Average herd size	108	99	64	53	80	
ENTERPRISE OUTPUT	£ per cow					
Milk	1573	1424	1296	1155	1389	
Calves	74	64	65	62	66	
Herd replacement	-118	-112	-102	-114	-111	
Leasing receipts	-	-	-	-	-	
TOTAL ENTERPRISE OUTPUT	1529	1376	1259	1103	1344	
VARIABLE COSTS						
Concentrates	350	333	295	269	319	
Hay, silage, forage & grazing	101	102	102	107	103	
Vet, medicine and sundries	90	77	74	78	79	
Leasing costs	-	-	-	-	-	
TOTAL VARIABLE COSTS	541	512	471	454	501	
Gross Margins - per cow	988	864	788	649	843	
- per hectare	2421	1892	1497	967	1720	
- per 1000 litres	146	138	136	125	138	
Milk yield per cow (litres)	6761	6280	5790	5175	6117	
Milk price per litre (pence)	23.3	22.7	22.4	22.3	22.7	
Concentrates per litre (kg)	0.28	0.29	0.29	0.29	0.29	
Concentrates price per tonne (£)	164	175	169	172	170	
Stocking rate (ce per ha)	2.45	2.19	1.90	1.49	2.04	
Nitrogen used per hectare (kg)	190	167	137	106	151	

¹ Classified by Gross Margin per hectare

DAIRY CALVES REARED AS REPLACEMENTS, 2007/08

	EXCELLENT	GOOD	MODERATE	POOR	AVERAGE	OWN FARM
% of survey farms ¹	18	28	42	12	100	
	£ per hectare					
ENTERPRISE OUTPUT	1584	1177	919	759	1071	
VARIABLE COSTS						
Concentrates ²	271	250	351	310	307	
Hay, silage, forage & grazing	328	245	189	264	233	
Vet and medicine	50	33	43	73	45	
Sundries	41	35	28	69	36	
TOTAL VARIABLE COSTS	690	563	611	716	621	
GROSS MARGIN	894	614	308	43	450	
Concentrates per ce (kg)	534	505	853	426	657	
Concentrates price per tonne (£)	178	171	168	176	171	
Stocking rate (ce per ha)	2.39	2.02	2.02	2.38	2.12	
Price per calf bought/transferred-in (£)	91	91	84	77	86	
Price per heifer sold/transferred-out (£)	882	811	728	614	772	
Mortality %	1.0	3.2	1.1	2.2	1.8	

¹ Classified by Gross Margin per hectare

² Includes milk fed to calves

DAIRY CALVES REARED AND SOLD AS STORES, 2007/08

	AVERAGE	OWN FARM
% of survey farms ¹	100	
	£ per hectare	
ENTERPRISE OUTPUT	724	
VARIABLE COSTS		
Concentrates ²	367	
Hay, silage, forage & grazing	134	
Vet and medicine	27	
Sundries	18	
TOTAL VARIABLE COSTS	546	
GROSS MARGIN	178	
Concentrates per ce (kg)	830	
Concentrates price per tonne (£)	178	
Stocking rate (ce per ha)	1.60	
Price per calf bought/transferred-in (£)	88	
Price per store sold (£)	440	
Mortality %	0.0	

¹ Classified by Gross Margin per hectare

² Includes milk fed to calves

DAIRY CALVES REARED AND SOLD AS FINISHED ANIMALS, 2007/08

	EXCELLENT	GOOD	MODERATE	POOR	TOTAL	OWN FARM
% of survey farms ¹	18	35	29	18	100	
ENTERPRISE OUTPUT	£ per hectare					
	1567	1086	920	976	1096	
VARIABLE COSTS						
Concentrates ²	520	295	325	455	358	
Hay, silage, forage & grazing	199	176	150	238	177	
Vet and medicine	27	25	23	48	27	
Sundries	40	15	20	36	23	
TOTAL VARIABLE COSTS	786	511	518	777	585	
GROSS MARGIN	781	575	402	199	511	
Concentrates per ce (kg)	956	691	922	1145	874	
Concentrates price per tonne (£)	148	180	156	161	162	
Stocking rate (ce per ha)	2.92	1.85	1.97	2.29	2.11	
Price per calf bought/transferred-in (£)	81	104	103	140	103	
Price per finished animal sold (£)	593	581	623	618	603	
Mortality %	1.3	2.6	2.0	2.9	2.2	

¹ Classified by Gross Margin per hectare

² Includes milk fed to calves

BEEF CALVES REARED AND SOLD AS STORES, 2007/08

	EXCELLENT	GOOD	MODERATE	POOR	AVERAGE	OWN FARM
% of survey farms ¹	11	48	33	8	100	
ENTERPRISE OUTPUT	£ per hectare					
	679	570	508	241	546	
VARIABLE COSTS						
Concentrates	127	215	287	172	217	
Hay, silage, forage & grazing	71	78	110	140	90	
Vet and medicine	29	18	49	45	30	
Sundries	6	17	26	23	18	
TOTAL VARIABLE COSTS	233	328	472	380	355	
GROSS MARGIN	446	242	36	-139	191	
Concentrates per ce (kg)	655	1010	1386	552	1027	
Concentrates price per tonne (£)	169	160	146	188	157	
Stocking rate (ce per ha)	1.15	1.33	1.41	1.66	1.35	
Price per calf bought/transferred-in (£)	313	294	347	348	318	
Price per store sold (£)	517	525	496	482	512	
Mortality %	0.4	0.8	0.0	1.4	0.5	

¹ Classified by Gross Margin per hectare

BEEF CALVES REARED AND SOLD AS FINISHED ANIMALS, 2007/08

	EXCELLENT	GOOD	MODERATE	POOR	AVERAGE	OWN FARM
% of survey farms ¹	14	29	43	14	100	
ENTERPRISE OUTPUT	£ per hectare					
	1224	747	623	384	675	
VARIABLE COSTS						
Concentrates	381	237	285	212	268	
Hay, silage, forage & grazing	115	104	101	117	106	
Vet and medicine	27	18	29	18	24	
Sundries	39	21	16	19	20	
TOTAL VARIABLE COSTS	562	380	431	366	418	
GROSS MARGIN	662	367	192	18	257	
Concentrates per ce (kg)	1365	1136	1363	813	1208	
Concentrates price per tonne (£)	146	150	148	166	150	
Cow equivalents per hectare	1.91	1.38	1.40	1.49	1.46	
Price per calf bought/transferred-in (£)	324	330	328	343	330	
Price per finished animal sold (£)	706	716	654	598	670	
Mortality %	0.5	0.1	0.4	1.1	0.5	

¹ Classified by Gross Margin per hectare

FINISHING PURCHASED STORES, 2007/08

	ABOVE AVERAGE	BELOW AVERAGE	AVERAGE	OWN FARM
% of survey farms ¹	50	50	100	
	£ per hectare			
ENTERPRISE OUTPUT	783	872	838	
VARIABLE COSTS				
Concentrates	187	458	356	
Hay, silage, forage & grazing	96	123	113	
Vet and medicine	22	35	30	
Sundries	13	23	19	
TOTAL VARIABLE COSTS	318	639	518	
GROSS MARGIN	465	233	320	
Concentrates per ce (kg)	873	2222	1781	
Concentrates price per tonne (£)	149	116	121	
Stocking rate (ce per ha)	1.44	1.76	1.64	
Price per store bought (£)	485	529	518	
Price per finished animal sold (£)	750	758	756	
Mortality %	0.4	0.4	0.4	

¹ Classified by Gross Margin per hectare

SUCKLER COWS - NON LFA, 2007/08

	AVERAGE	OWN FARM	AVERAGE	OWN FARM
Number of cows per farm ¹	43.3		43.3	
Hectares per farm	26.4		26.4	
ENTERPRISE OUTPUT	£ per hectare		£ per cow	
Calves	460		281	
Herd replacement	-90		-55	
TOTAL ENTERPRISE OUTPUT	370		226	
VARIABLE COSTS				
Concentrates	23		14	
Other purchased feed	1		1	
Hay, silage, forage and grazing	109		67	
Sundries	36		22	
Vet and medicines	30		19	
TOTAL VARIABLE COSTS	199		123	
GROSS MARGIN	171		103	
GROSS MARGIN PER COW EQUIVALENT	101		101	
Calves reared per cow	0.88		0.88	
Price per calf sold or transferred-out (£)	321		321	
Mortality - birth to weaning %	1.8		1.8	
Concentrates per cow (kg)	89		89	
Concentrates price per tonne (£)	160		160	
Cows per hectare	1.64		1.64	
CEs per hectare	1.69		1.69	

¹ Classified by Gross Margin per hectare

SUCKLER COWS - DISADVANTAGED AREA 2007/08¹

	EXCELLENT	GOOD	MODERATE	POOR	AVERAGE	OWN FARM
% of survey farms ²	16	28	39	17	100	
Average herd size	50	36	53	41	46	
	£ per cow					
ENTERPRISE OUTPUT						
Calves	322	276	263	212	269	
Herd replacement	-17	-28	-44	-42	-35	
TOTAL ENTERPRISE OUTPUT	305	248	219	170	234	
VARIABLE COSTS						
Concentrates	15	11	19	41	20	
Hay, silage, forage & grazing	62	68	83	81	76	
Vet and medicine	5	14	18	18	15	
Sundries	18	17	27	17	22	
TOTAL VARIABLE COSTS	100	110	147	157	133	
GROSS MARGIN	205	138	72	13	101	
GROSS MARGIN PER COW EQUIVALENT	188	129	72	12	97	
Calves reared per cow	0.95	0.96	0.88	0.69	0.88	
Price per calf sold or transferred-out (£)	350	300	304	306	312	
Mortality - birth to weaning %	2.1	1.7	4.7	4.5	3.5	
Concentrates per cow (kg)	97	80	124	268	131	
Concentrates price per tonne (£)	150	128	156	150	150	

¹ LFA Compensatory Allowances are excluded from this analysis

² Classified by Gross Margin per hectare

SUCKLER COWS - SEVERELY DISADVANTAGED AREA, 2007/08¹

	EXCELLENT	GOOD	MODERATE	POOR	AVERAGE	OWN FARM
% of survey farms ²	16	29	41	14	100	
Average herd size	39	54	43	37	44	
	£ per cow					
ENTERPRISE OUTPUT						
Calves	353	337	283	232	305	
Herd replacement	-39	-39	-50	-75	-48	
TOTAL ENTERPRISE OUTPUT	314	298	233	157	257	
VARIABLE COSTS						
Concentrates	32	45	31	36	37	
Hay, silage, forage & grazing	68	74	90	90	82	
Vet and medicine	15	17	14	14	15	
Sundries	20	21	20	19	21	
TOTAL VARIABLE COSTS	135	157	155	159	155	
GROSS MARGIN	179	141	78	-2	102	
GROSS MARGIN PER COW EQUIVALENT	165	129	71	-1	96	
Calves reared per cow	1.04	0.98	0.90	0.81	0.94	
Price per calf sold or transferred-out (£)	318	334	301	305	316	
Mortality - birth to weaning %	0.9	4.2	2.7	2.8	3.0	
Concentrates per cow (kg)	228	303	195	258	244	
Concentrates price per tonne (£)	139	150	152	138	148	

¹ LFA Compensatory Allowances are excluded from this analysis

² Classified by Gross Margin per hectare

BREEDING EWES - NON LFA, 2007/08

	EXCELLENT	GOOD	MODERATE	POOR	AVERAGE	OWN FARM
% of survey farms ¹	12	27	46	15	100	
Number of ewes per farm	173	216	157	128	170	
	£ per ewe					
ENTERPRISE OUTPUT						
Lambs	69	75	60	51	65	
Wool	1	1	1	1	1	
Flock replacement	6	-6	-3	-12	-4	
TOTAL ENTERPRISE OUTPUT	76	70	58	40	62	
VARIABLE COSTS						
Concentrates	8	9	13	10	11	
Hay, silage, forage & grazing	16	14	12	14	13	
Vet, medicine and sundries	8	9	8	11	9	
TOTAL VARIABLE COSTS	32	32	33	35	33	
GROSS MARGIN	44	38	25	5	29	
Price per lamb sold (£)	52	52	48	47	50	
Lambing percentage	157	163	168	124	160	
Lambs reared per 100 ewes	149	157	157	105	150	
Wool per ewe (kg)	2.3	2.7	2.9	2.9	2.8	
Wool per kg (p)	46	29	27	32	30	
Concentrates per ewe (kg)	46	52	73	60	61	
Concentrates price per tonne (£)	168	179	171	167	172	
Ewes per hectare	9.67	8.40	7.48	9.44	8.20	
Stocking rate (ce per ha)	2.00	1.69	1.58	1.98	1.70	
Ewe mortality %	5.0	5.6	6.1	3.1	5.5	
Lamb mortality per 100 ewes	7.7	5.9	10.6	19.4	9.7	

¹ Classified by Gross Margin per hectare

BREEDING EWES - DISADVANTAGED AREA, 2007/08¹

	EXCELLENT	GOOD	MODERATE	POOR	AVERAGE	OWN FARM
% of survey farms ²	9	33	50	8	100	
Number of ewes per farm	97	146	127	165	134	
	£ per ewe					
ENTERPRISE OUTPUT						
Lambs	67	68	62	48	63	
Wool	1	1	1	1	1	
Flock replacement	4	1	-5	-9	-3	
TOTAL ENTERPRISE OUTPUT	72	70	58	40	61	
VARIABLE COSTS						
Concentrates	5	11	10	9	10	
Hay, silage, forage & grazing	13	15	12	19	14	
Vet, medicine and sundries	6	9	7	10	8	
TOTAL VARIABLE COSTS	24	35	29	38	32	
GROSS MARGIN	48	35	29	2	29	
Price per lamb sold (£)	56	52	49	41	50	
Lambing percentage	155	152	150	125	148	
Lambs reared per 100 ewes	148	144	141	121	140	
Wool per ewe (kg)	2.4	2.2	2.5	1.6	2.3	
Wool per kg (p)	31	41	40	40	40	
Concentrates per ewe (kg)	22	63	57	48	56	
Concentrates price per tonne (£)	169	174	165	190	171	
Ewes per hectare	10.51	8.90	6.46	7.82	7.52	
Stocking rate (ce per ha)	2.45	1.68	1.30	1.81	1.51	
Ewe mortality %	5.2	3.2	4.4	3.3	3.9	
Lamb mortality per 100 ewes	7.8	7.8	8.9	4.3	8.0	

¹ LFA Compensatory Allowances are excluded from this analysis

² Classified by Gross Margin per hectare

BREEDING EWES - SEVERELY DISADVANTAGED AREA (CROSS-BRED FLOCKS), 2007/08¹

	EXCELLENT	GOOD	MODERATE	POOR	AVERAGE	OWN FARM
% of survey farms ²	16	51	23	10	100	
Number of ewes per farm	281	147	180	216	183	
	£ per ewe					
ENTERPRISE OUTPUT						
Lambs	81	63	66	55	67	
Wool	1	1	1	1	1	
Flock replacement	-13	2	-8	-8	-5	
TOTAL ENTERPRISE OUTPUT	69	66	60	48	63	
VARIABLE COSTS						
Concentrates	10	10	16	8	12	
Hay, silage, forage & grazing	8	16	14	21	14	
Vet, medicine and sundries	8	7	12	9	8	
TOTAL VARIABLE COSTS	26	33	42	38	34	
GROSS MARGIN	43	33	18	10	29	
Price per lamb sold (£)	50	50	50	43	49	
Lambing percentage	163	147	157	146	153	
Lambs reared per 100 ewes	157	140	148	138	146	
Wool per ewe (kg)	3.7	2.6	2.9	1.7	2.8	
Wool per kg (p)	40	33	32	34	35	
Concentrates per ewe (kg)	68	68	105	52	74	
Concentrates price per tonne (£)	151	152	157	164	154	
Ewe mortality %	6.4	4.4	6.7	5.8	5.6	
Lamb mortality per 100 ewes	5.6	6.2	8.9	8.6	6.9	

¹ LFA Compensatory Allowances are excluded from this analysis

² Classified by Gross Margin per ewe

BREEDING EWES - SEVERELY DISADVANTAGED AREA (HARDY HILL BREEDS), 2007/08¹

	EXCELLENT	GOOD	MODERATE	POOR	AVERAGE	OWN FARM
% of survey farms ²	13	34	34	19	100	
Number of ewes per farm	256	270	310	452	316	
	£ per ewe					
ENTERPRISE OUTPUT						
Lambs	75	49	43	17	41	
Wool	1	1	1	1	1	
Flock replacement	-4	-	-2	-1	-1	
TOTAL ENTERPRISE OUTPUT	72	50	42	17	41	
VARIABLE COSTS						
Concentrates	13	10	13	4	10	
Hay, silage, forage & grazing	15	10	12	10	11	
Vet, medicine and sundries	9	8	8	7	8	
TOTAL VARIABLE COSTS	37	28	33	21	29	
GROSS MARGIN	35	22	9	-4	12	
Price per lamb sold (£)	50	46	42	29	43	
Lambing percentage	143	135	129	97	123	
Lambs reared per 100 ewes	135	127	122	87	116	
Wool per ewe (kg)	3.0	2.8	2.7	3.0	2.9	
Wool per kg (p)	38	36	35	23	32	
Concentrates per ewe (kg)	71	71	74	25	60	
Concentrates price per tonne (£)	183	148	168	159	162	
Ewe mortality %	4.6	5.0	4.3	9.5	5.9	
Lamb mortality per 100 ewes	7.6	7.5	6.7	10.0	7.9	

¹ LFA Compensatory Allowances are excluded from this analysis

² Classified by Gross Margin per ewe

PIGS - BIRTH TO BACON, 2007/08

	EXCELLENT	GOOD	MODERATE	POOR	AVERAGE	OWN FARM
% of survey farms ¹	20	30	30	20	100	
Number of finished pigs per farm	2536	1338	1374	3156	1952	
Number of sows per farm	127	71	82	212	114	
	£ per pig					
ENTERPRISE OUTPUT	79	80	75	66	74	
VARIABLE COSTS						
Feedingstuffs	52	63	63	57	58	
Vet and medicine	3	1	2	3	2	
Sundries	3	1	2	1	2	
TOTAL VARIABLE COSTS	58	65	67	61	62	
GROSS MARGIN	21	15	8	5	12	
Price of meal equivalent per tonne (£)	177	194	192	189	188	
Meal equivalent per finished pig (kg)	295	324	331	302	311	
Litters per sow per year	2.2	1.9	1.9	1.9	1.9	
Live births per litter	10.1	11.0	10.5	8.9	9.9	
Pigs weaned per litter	9.4	9.8	9.3	8.2	9.0	
Pigs weaned per sow per year	20.3	18.4	17.6	15.2	17.5	
Price of finished pig sold (£)	78.67	80.07	74.98	65.80	73.92	
Mortality - suckers %	6.7	10.4	11.1	8.0	8.9	
Mortality - weaners %	1.3	2.3	3.7	2.3	2.3	

¹ Classified by Gross Margin per finished pig

SPRING BARLEY (2007 Crop)

	EXCELLENT	GOOD	MODERATE	POOR	AVERAGE	OWN FARM
% of survey farms ¹	19	35	27	19	100	
Hectares per farm	10.8	17.9	7.3	5.5	11.4	
	£ per hectare					
ENTERPRISE OUTPUT						
Grain	881	778	674	564	759	
Straw	259	201	188	182	207	
TOTAL ENTERPRISE OUTPUT	1140	979	862	746	966	
VARIABLE COSTS						
Seed	52	44	46	46	46	
Fertilisers	80	83	73	73	80	
Sprays	71	77	61	61	72	
Sundries	18	16	22	43	20	
TOTAL VARIABLE COSTS	221	220	202	223	218	
GROSS MARGIN	919	759	660	523	748	
Grain (tonnes per ha)	5.94	5.07	4.92	4.11	5.11	
Straw (tonnes per ha)	5.25	3.55	3.71	3.60	3.88	
Fertilisers used per hectare (product weight, kg)	488	506	451	469	490	
Grain per tonne (£)	148	153	137	137	148	
Straw per tonne (£)	49	57	51	51	53	

¹ Classified by Gross Margin per hectare

WINTER WHEAT (2007 Crop)

	ABOVE AVERAGE	BELOW AVERAGE	AVERAGE	OWN FARM
% of survey farms ¹	44	56	100	
Hectares per farm	23.3	19.0	20.9	
	£ per hectare			
ENTERPRISE OUTPUT				
Grain	1421	1180	1298	
Straw	225	159	191	
TOTAL ENTERPRISE OUTPUT	1646	1339	1489	
VARIABLE COSTS				
Seed	54	51	53	
Fertilisers	101	118	110	
Sprays	150	200	175	
Sundries	13	17	15	
TOTAL VARIABLE COSTS	318	386	353	
GROSS MARGIN	1328	953	1136	
Grain (tonnes per ha)	8.81	7.41	8.09	
Straw (tonnes per ha)	4.65	3.96	4.30	
Fertilisers used per hectare (product weight, kg)	807	711	758	
Grain per tonne (£)	161	159	160	
Straw per tonne (£)	48	40	45	

¹ Classified by Gross Margin per hectare

WINTER BARLEY (2007 Crop)

	ABOVE AVERAGE	BELOW AVERAGE	AVERAGE	OWN FARM
% of survey farms ¹	45	55	100	
Hectares per farm	22.3	17.0	19.4	
	£ per hectare			
ENTERPRISE OUTPUT				
Grain	1148	750	958	
Straw	268	173	223	
TOTAL ENTERPRISE OUTPUT	1416	923	1181	
VARIABLE COSTS				
Seed	64	46	55	
Fertilisers	90	135	112	
Sprays	105	125	115	
Sundries	7	8	7	
TOTAL VARIABLE COSTS	266	314	289	
GROSS MARGIN	1150	609	892	
Grain (tonnes per ha)	7.30	5.90	6.63	
Straw (tonnes per ha)	4.71	4.03	4.39	
Fertilisers used per hectare (product weight, kg)	651	859	750	
Grain per tonne (£)	157	127	144	
Straw per tonne (£)	57	43	51	

¹ Classified by Gross Margin per hectare

WINTER OATS & SPRING OATS (2007 Crops)

	WINTER OATS	OWN FARM	SPRING OATS	OWN FARM
% of survey farms ¹	100		100	
Hectares per farm	26.8		13.1	
	£ per hectare		£ per cow	
ENTERPRISE OUTPUT				
Grain	939		829	
Straw	165		166	
TOTAL ENTERPRISE OUTPUT	1104		995	
VARIABLE COSTS				
Seed	31		33	
Fertilisers	86		117	
Sprays	116		70	
Sundries	14		3	
TOTAL VARIABLE COSTS	247		223	
GROSS MARGIN	857		772	
Grain (tonnes per ha)	5.99		4.78	
Straw (tonnes per ha)	4.08		4.62	
Fertilisers used per hectare (product weight, kg)	526		717	
Grain per tonne (£)	142		167	
Straw per tonne (£)	41		38	

¹ Classified by Gross Margin per hectare

WARE POTATOES (2007 Crop)

	ABOVE AVERAGE	BELOW AVERAGE	AVERAGE	OWN FARM
% of survey farms ¹	45	55	100	
Hectares per farm	24.9	5.9	14.5	
	£ per hectare			
ENTERPRISE OUTPUT				
Current Crop	4959	2812	4482	
VARIABLE COSTS				
Seed	376	512	406	
Fertilisers	197	192	196	
Sprays	324	236	304	
Contract / casual wages	305	97	259	
Sundries	140	94	130	
TOTAL VARIABLE COSTS	1342	1131	1295	
GROSS MARGIN	3617	1681	3187	
Yield of ware per hectare (tonnes)	37	20	33	
Seed used per hectare (tonnes)	2.19	2.67	2.30	
Fertiliser used per hectare (product weight, kg)	1140	1062	1123	
Price per tonne ware (£)	140	124	137	

¹ Classified by Gross Margin per hectare

HAY, SILAGE, GRAZING AND FORAGE CROPS 2007/08

	Fertiliser	Seed	Purchased* Hay, Silage & Straw	Contract Work	Casual Wages	Sprays	Sundries	Total Net Cost ¹
		£ per hectare						
8.0-19.9 Hectares	53.98	1.53	4.53	62.76	-	3.59	4.06	127.65
20.0-39.9 Hectares	67.06	1.71	6.93	57.36	1.44	5.52	4.57	144.31
40 and over Hectares	66.59	3.64	10.08	50.06	0.32	3.19	5.10	138.34
8 and over	66.49	3.39	9.64	51.09	0.45	3.48	5.02	138.92
2 + Over Cow Equivalents/ Hectare	99.84	6.23	17.87	79.69	0.55	4.29	8.03	215.73
1.5 - 1.9 Cow Equivalents/ Hectare	64.88	3.10	5.40	46.84	0.25	2.98	4.19	127.36
1.25-1.49 Cow Equivalents/ Hectare	44.78	1.10	9.35	29.91	0.90	3.92	4.04	93.37
Under 1.25 Cow Equivalents/ Hectare	35.31	1.23	3.48	30.18	0.23	2.63	2.43	74.60
	66.49	3.39	9.64	51.09	0.45	3.48	5.02	138.92

¹ Net of Hay, Silage and Straw Sold

FIXED COSTS DAIRY FARMS 2007/08

	VERY SMALL	SMALL	MEDIUM	LARGE
Utilised agricultural area per farm	30.7	44.9	70.5	124.9
Adjusted forage area per farm	27.8	43.4	65.2	119.5
Total cow equivalents per farm	43.1	84.2	136.8	272.7
of which cattle	42.9	83.7	136.4	271.1
of which sheep	0.2	0.5	0.4	1.6
Stocking rate C.E. per hectare	1.6	1.9	2.1	2.3
£ per farmed hectare				
Fixed costs (excluding labour)				
Conacre rent	25	32	53	99
Depreciation of fixed capital expenditure	117	130	143	136
Depreciation of machinery and equipment	136	110	127	138
Upkeep and running costs of machinery and equipment	135	156	140	141
Farm fuel	35	39	34	37
Rates	21	27	15	15
Building repairs	45	49	41	65
Miscellaneous	59	46	35	38
Total Fixed Costs (excluding labour)	573	589	589	671
LABOUR				
- Farmer and spouse	660	611	424	261
- Family (exclud. farmer and spouse)	193	118	228	200
- Hired	4	4	8	30

FIXED COSTS CATTLE & SHEEP FARMS 2007/08

	SDA	DA	LFA	NON LFA
Utilised agricultural area per farm	105.3	59.8	88.2	62.1
Adjusted forage area per farm	64.8	52.8	60.3	53.7
Total cow equivalents per farm	86.9	80.8	84.6	89.8
of which cattle	53.0	59.8	55.6	83.6
of which sheep	33.9	21.1	29.1	6.2
Stocking rate C.E. per hectare	1.3	1.5	1.4	1.7
	£ per farmed hectare			
Fixed costs (excluding labour)				
Conacre rent	21	30	23	39
Depreciation of fixed capital expenditure	35	50	39	42
Depreciation of machinery and equipment	52	107	66	135
Upkeep and running costs of machinery and equipment	59	101	70	112
Farm fuel	5	7	5	12
Rates	4	13	7	12
Building repairs	18	28	20	45
Miscellaneous	18	33	22	34
Total Fixed Costs (excluding labour)	211	370	252	431
LABOUR				
- Farmer and spouse	190	383	239	322
- Family (exclud. farmer and spouse)	41	63	47	130
- Hired	6	3	6	51

FIXED COSTS CROPPING, MIXED LIVESTOCK & PIG FARMS 2007/08

	CEREALS	GENERAL CROPPING	MIXED LIVESTOCK	PIGS
Utilised agricultural area per farm	83.4	65.9	62.2	21.5
Adjusted forage area per farm	7.7	17.6	44.7	21.4
Total cow equivalents per farm	11.5	28.4	85.7	36.4
of which cattle	6.9	7.0	38.2	26.2
of which sheep	4.6	21.4	47.5	10.2
Stocking rate C.E. per hectare	1.5	1.6	1.9	1.7
	£ per farmed hectare			£ per 100 farm output
Fixed costs (excluding labour)				
Conacre rent	37	211	101	1
Depreciation of fixed capital expenditure	49	28	55	1
Depreciation of machinery and equipment	201	215	87	3
Upkeep and running costs of machinery and equipment	156	192	112	2
Farm fuel	11	17	17	3
Rates	10	7	7	1
Building repairs	29	15	20	2
Miscellaneous	35	41	42	1
Total Fixed Costs (excluding labour)	527	728	441	14
LABOUR				
- Farmer and spouse	336	315	362	17
- Family (exclud. farmer and spouse)	58	172	126	-
- Hired	13	106	14	2

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 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 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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