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POLICY AND ECONOMICS DIVISION



Northern Ireland Farm Performance Indicators 2008/09



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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 2009.

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 2009

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NORTHERN IRELAND FARM PERFORMANCE INDICATORS

In recent years 'benchmarking' has become the widely accepted term used when comparing the performance of individual businesses against standards of performance set for their industrial sectors. As far as agricultural production is concerned this is not a new process. Farmers have been comparing the performance of their enterprises and businesses with published data since the 1930s.

Source of farm performance data for Northern Ireland

In Northern Ireland, farm accounts from a representative sample of 380 farms across Northern Ireland are submitted to the Farm Business Survey (FBS). These are processed in gross margin format by Policy and Economics Division of the Department of Agriculture and Rural Development (DARD). This means that, in addition to whole farm data, detailed physical and financial data for individual farm enterprises are available for comparison purposes.

Classification of farm performance data

Each of the enterprise performances is assessed on the basis of either gross margin per head or gross margin per hectare. Given the range in performance achieved by producers, the gross margin of each farm enterprise is generally classified under one of 4 headings viz:- excellent, good, moderate and poor. The good and moderate categories comprise all the enterprises with gross margins within one standard deviation above and below the mean value respectively. Those enterprises with performances which fall within the range one and two standard deviations above and below the mean performance respectively, comprise the

excellent and poor categories. When there is a normal distribution of results, the excellent category includes approximately 15% of farms, good 33%, moderate 33% and poor 15%. Approximately 4% of the farm enterprises in the sample are excluded, that is the 2% of results which are beyond two standard deviations on either side of the mean result. An 'excellent' or 'good' gross margin represents an above average performance whereas 'moderate' or 'poor' represent a below average performance.

Assessment of performance

By comparing an enterprise's performance with that of the published 'farm performance indicators' the farmer can immediately assess where the performance of the enterprise is in relation to the range in performances being achieved by other producers. More detailed analysis of an enterprise's performance can assist the farmer to identify the strengths and/or weaknesses in the performance of the particular enterprise. This can then be fed back into the management process thereby leading to an improvement not only in enterprise performance but also in whole farm performance.

Single Farm Payment

The enterprise data for 2008/09 covers the fourth 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 2008/09

	GROSS MARGIN	
	AVERAGE	EXCELLENT
	£ per head	
Dairy Cows	670	901
Suckler Cows		
Non LFA	141	-
Disadvantaged Area	142	233
Severely Disadvantaged Area	90	204
Breeding Ewes		
Non LFA	48	51
Disadvantaged Area	45	64
Severely Disadvantaged Area (Cross-Bred Flocks)	24	57
Severely Disadvantaged Area (Hardy Hill Breeds)	11	25
Pigs - Birth to Bacon	20	-
	£ per hectare	
Crops		
Spring Barley	386	580
Winter Wheat	711	-
Winter Barley	763	-
Winter Oats	613	-
Spring Oats	439	-
Ware Potatoes	3651	-

- indicates no data available

AVERAGE GROSS MARGIN RESULTS 2004/05 - 2008/09¹

	2004/05	2005/06	2006/07	2007/08	2008/09
	£ per head				
Dairy Cows	700	635	555	843	670
Suckler Cows					
Non LFA	269	100	94	103	141
Disadvantaged Area	295	91	99	101	142
Severely Disadvantaged Area	290	71	90	102	90
Breeding Ewes					
Non LFA	48	31	34	29	48
Disadvantaged Area	56	29	32	29	45
Severely Disadvantaged Area (Cross-Bred Flocks)	49	26	27	29	24
Severely Disadvantaged Area (Hardy Hill Breeds)	36	8	10	12	11
Pigs - Birth to Bacon	17	20	18	12	20
	£ per hectare				
Crops					
Spring Barley	549	353	385	748	386
Winter Wheat	720	612	882	1136	711
Winter Barley	738	528	698	892	763
Winter Oats	-	-	-	857	613
Spring Oats	-	-	-	772	439
Ware Potatoes	1841	2271	4625	3187	3651

¹ The 2004/05 Gross Margin results include subsidies

- indicates no data available

DAIRY COWS 2008/09

	EXCELLENT	GOOD	MODERATE	POOR	AVERAGE	OWN FARM
% of survey farms ¹	17	35	33	15	100	
Average herd size	93	77	71	55	74	
ENTERPRISE OUTPUT	£ per cow					
Milk	1524	1332	1224	1105	1313	
Calves	72	72	71	59	71	
Herd replacement	-70	-92	-118	-137	-101	
Leasing receipts	-	-	-	-	-	
TOTAL ENTERPRISE OUTPUT	1526	1312	1177	1027	1283	
VARIABLE COSTS						
Concentrates	401	381	384	380	386	
Hay, silage, forage & grazing	142	135	145	137	140	
Vet, medicine and sundries	82	90	85	96	87	
Leasing costs	-	-	-	-	-	
TOTAL VARIABLE COSTS	625	606	614	613	613	
Gross Margins - per cow	901	706	563	414	670	
- per hectare	2072	1497	1064	633	1333	
- per 1000 litres	137	119	100	81	114	
Milk yield per cow (litres)	6591	5939	5646	5133	5894	
Milk price per litre (pence)	23.1	22.4	21.7	21.5	22.3	
Concentrates per litre (kg)	0.28	0.31	0.32	0.33	0.31	
Concentrates price per tonne (£)	207	199	208	217	206	
Stocking rate (ce per ha)	2.30	2.12	1.89	1.53	1.99	
Nitrogen used per hectare (kg)	171	149	135	90	139	

¹ Classified by Gross Margin per hectare

DAIRY CALVES REARED AS REPLACEMENTS, 2008/09

	EXCELLENT	GOOD	MODERATE	POOR	AVERAGE	OWN FARM
% of survey farms ¹	16	29	45	10	100	
ENTERPRISE OUTPUT	1538	1037	861	851	1012	
VARIABLE COSTS						
Concentrates ²	272	244	388	620	358	
Hay, silage, forage & grazing	314	295	326	475	332	
Vet and medicine	41	31	46	76	44	
Sundries	30	26	26	34	28	
TOTAL VARIABLE COSTS	657	596	786	1205	762	
GROSS MARGIN	881	441	75	-354	250	
Concentrates per ce (kg)	474	399	711	863	605	
Concentrates price per tonne (£)	222	211	204	230	212	
Stocking rate (ce per ha)	2.26	2.20	2.01	2.25	2.13	
Price per calf bought/transferred-in (£)	94	91	99	91	95	
Price per heifer sold/transferred-out (£)	1032	817	728	870	817	
Mortality (%)	2.9	0.9	2.3	4.1	2.3	

¹ Classified by Gross Margin per hectare

² Includes milk fed to calves

DAIRY CALVES REARED AND SOLD AS STORES, 2008/09

	AVERAGE	OWN FARM
% of survey farms ¹	100	
	£ per hectare	
ENTERPRISE OUTPUT	672	
VARIABLE COSTS		
Concentrates ²	245	
Hay, silage, forage & grazing	189	
Vet and medicine	22	
Sundries	15	
TOTAL VARIABLE COSTS	471	
GROSS MARGIN	201	
Concentrates per ce (kg)	581	
Concentrates price per tonne (£)	209	
Stocking rate (ce per ha)	1.59	
Price per calf bought/transferred-in (£)	124	
Price per store sold (£)	516	
Mortality (%)	1.9	

¹ Classified by Gross Margin per hectare

² Includes milk fed to calves

DAIRY CALVES REARED AND SOLD AS FINISHED ANIMALS, 2008/09

	EXCELLENT	GOOD	MODERATE	POOR	TOTAL	OWN FARM
% of survey farms ¹	13	47	20	20	100	
ENTERPRISE OUTPUT	2135	1559	1165	1005	1498	
VARIABLE COSTS						
Concentrates ²	834	539	438	505	560	
Hay, silage, forage & grazing	316	253	255	255	264	
Vet and medicine	41	39	30	42	38	
Sundries	24	36	13	47	30	
TOTAL VARIABLE COSTS	1215	867	736	849	892	
GROSS MARGIN	920	692	429	156	606	
Concentrates per ce (kg)	1429	1089	983	1105	1136	
Concentrates price per tonne (£)	178	171	228	183	183	
Stocking rate (ce per ha)	2.63	2.29	1.85	2.00	2.21	
Price per calf bought/transferred-in (£)	88	90	101	122	95	
Price per finished animal sold (£)	661	744	751	704	719	
Mortality (%)	2.3	1.1	0.2	3.6	1.5	

¹ Classified by Gross Margin per hectare

² Includes milk fed to calves

BEEF CALVES REARED AND SOLD AS STORES, 2008/09

	EXCELLENT	GOOD	MODERATE	POOR	AVERAGE	OWN FARM
% of survey farms ¹	11	28	50	11	100	
ENTERPRISE OUTPUT	£ per hectare					
	1173	799	705	441	746	
VARIABLE COSTS						
Concentrates	228	162	277	255	232	
Hay, silage, forage & grazing	106	116	116	126	116	
Vet and medicine	33	25	30	36	29	
Sundries	10	14	9	75	16	
TOTAL VARIABLE COSTS	377	317	432	492	393	
GROSS MARGIN	796	482	273	-51	353	
Concentrates per ce (kg)	902	749	1127	1000	976	
Concentrates price per tonne (£)	163	180	186	200	184	
Stocking rate (ce per ha)	1.54	1.20	1.32	1.27	1.29	
Price per calf bought/transferred-in (£)	323	337	329	364	335	
Price per store sold (£)	634	629	576	528	595	
Mortality (%)	0.0	0.3	0.8	0.0	0.5	

¹ Classified by Gross Margin per hectare

BEEF CALVES REARED AND SOLD AS FINISHED ANIMALS, 2008/09

	EXCELLENT	GOOD	MODERATE	POOR	AVERAGE	OWN FARM
% of survey farms ¹	14	23	51	12	100	
ENTERPRISE OUTPUT	£ per hectare					
	1544	1362	860	719	1069	
VARIABLE COSTS						
Concentrates	417	473	274	316	346	
Hay, silage, forage & grazing	127	185	113	167	137	
Vet and medicine	38	27	22	42	28	
Sundries	19	37	17	30	23	
TOTAL VARIABLE COSTS	601	722	426	555	534	
GROSS MARGIN	943	640	434	164	535	
Concentrates per ce (kg)	1571	1516	1138	631	1255	
Concentrates price per tonne (£)	153	177	178	158	171	
Stocking rate (ce per ha)	1.74	1.68	1.33	1.72	1.51	
Price per calf bought/transferred-in (£)	368	356	339	337	350	
Price per finished animal sold (£)	879	803	828	772	826	
Mortality (%)	0.3	0.3	0.4	0.2	0.3	

¹ Classified by Gross Margin per hectare

FINISHING PURCHASED STORES, 2008/09

	ABOVE AVERAGE	BELOW AVERAGE	AVERAGE	OWN FARM
% of survey farms ¹	36	64	100	
	£ per hectare			
ENTERPRISE OUTPUT	1784	1002	1272	
VARIABLE COSTS				
Concentrates	608	303	408	
Hay, silage, forage & grazing	213	164	181	
Vet and medicine	41	23	29	
Sundries	7	36	26	
TOTAL VARIABLE COSTS	869	526	644	
GROSS MARGIN	915	476	628	
Concentrates per ce (kg)	2014	1242	1568	
Concentrates price per tonne (£)	158	176	166	
Stocking rate (ce per ha)	1.91	1.38	1.56	
Price per store bought (£)	583	551	565	
Price per finished animal sold (£)	967	868	913	
Mortality (%)	0.0	0.3	0.2	

¹ Classified by Gross Margin per hectare

SUCKLER COWS - NON LFA, 2008/09

	AVERAGE	OWN FARM	AVERAGE	OWN FARM
Number of cows per farm ¹	42.8		42.8	
Hectares per farm	27.8		27.8	
ENTERPRISE OUTPUT	£ per hectare		£ per cow	
Calves	529		344	
Herd replacement	-54		-35	
TOTAL ENTERPRISE OUTPUT	475		309	
VARIABLE COSTS				
Concentrates	25		17	
Other purchased feed	4		3	
Hay, silage, forage and grazing	156		102	
Sundries	36		23	
Vet and medicines	35		23	
TOTAL VARIABLE COSTS	256		168	
GROSS MARGIN	219		141	
GROSS MARGIN PER COW EQUIVALENT	138		138	
Calves reared per cow	0.95		0.95	
Price per calf sold or transferred-out (£)	354		354	
Mortality - birth to weaning (%)	0.6		0.6	
Concentrates per cow (kg)	90		90	
Concentrates price per tonne (£)	184		184	
Cows per hectare	1.54		1.54	
Stocking rate (ce per ha)	1.58		1.58	

¹ Classified by Gross Margin per hectare

SUCKLER COWS - DISADVANTAGED AREA 2008/09¹

	EXCELLENT	GOOD	MODERATE	POOR	AVERAGE	OWN FARM
% of survey farms ²	15	35	35	15	100	
Average herd size	70	59	30	27	46	
	£ per cow					
ENTERPRISE OUTPUT						
Calves	388	343	313	320	345	
Herd replacement	-18	-35	-69	-80	-43	
TOTAL ENTERPRISE OUTPUT	370	308	244	240	302	
VARIABLE COSTS						
Concentrates	32	24	39	46	31	
Hay, silage, forage & grazing	70	87	100	116	89	
Vet and medicine	15	21	23	29	21	
Sundries	20	16	16	38	19	
TOTAL VARIABLE COSTS	137	148	178	229	160	
GROSS MARGIN	233	160	66	11	142	
GROSS MARGIN PER COW EQUIVALENT	225	153	63	10	135	
Calves reared per cow	0.91	0.89	0.85	0.90	0.89	
Price per calf sold or transferred-out (£)	380	353	353	333	358	
Mortality - birth to weaning (%)	1.5	2.6	3.3	4.0	2.7	
Concentrates per cow (kg)	209	131	240	236	184	
Concentrates price per tonne (£)	153	182	154	193	167	

¹ LFA Compensatory Allowances are excluded from this analysis

² Classified by Gross Margin per hectare

SUCKLER COWS - SEVERELY DISADVANTAGED AREA, 2008/09¹

	EXCELLENT	GOOD	MODERATE	POOR	AVERAGE	OWN FARM
% of survey farms ²	7	36	44	13	100	
Average herd size	42	41	36	39	39	
	£ per cow					
ENTERPRISE OUTPUT						
Calves	341	347	321	227	321	
Herd replacement	-17	-37	-65	-87	-53	
TOTAL ENTERPRISE OUTPUT	324	310	256	140	268	
VARIABLE COSTS						
Concentrates	10	40	44	38	39	
Hay, silage, forage & grazing	72	93	111	110	101	
Vet and medicine	14	23	26	16	23	
Sundries	24	13	16	16	15	
TOTAL VARIABLE COSTS	120	169	197	180	178	
GROSS MARGIN	204	141	59	-40	90	
GROSS MARGIN PER COW EQUIVALENT	197	128	55	-38	84	
Calves reared per cow	0.97	0.93	0.91	0.68	0.89	
Price per calf sold or transferred-out (£)	344	360	354	323	352	
Mortality - birth to weaning (%)	0.8	2.1	4.2	1.1	2.7	
Concentrates per cow (kg)	33	200	240	206	203	
Concentrates price per tonne (£)	191	182	183	181	183	

¹ LFA Compensatory Allowances are excluded from this analysis

² Classified by Gross Margin per hectare

BREEDING EWES - NON LFA, 2008/09

	EXCELLENT	GOOD	MODERATE	POOR	AVERAGE	OWN FARM
% of survey farms ¹	21	29	33	17	100	
Number of ewes per farm	237	194	137	116	171	
	£ per ewe					
ENTERPRISE OUTPUT						
Lambs	86	93	80	64	84	
Wool	2	2	2	2	2	
Flock replacement	-3	-2	-4	-8	-4	
TOTAL ENTERPRISE OUTPUT	85	93	78	58	82	
VARIABLE COSTS						
Concentrates	11	7	12	33	12	
Hay, silage, forage & grazing	13	16	14	5	13	
Vet, medicine and sundries	10	10	9	6	9	
TOTAL VARIABLE COSTS	34	33	35	44	34	
GROSS MARGIN	51	60	43	14	48	
Gross Margin (per hectare)	622	497	274	128	405	
Price per lamb sold (£)	62	59	60	58	60	
Lambing percentage	156	164	151	99	151	
Lambs reared per 100 ewes	150	153	142	83	141	
Wool per ewe (kg)	4.0	3.5	3.7	3.3	3.7	
Wool price per kg (p)	43	59	46	46	49	
Concentrates per ewe (kg)	63	33	66	162	65	
Concentrates price per tonne (£)	181	202	182	202	191	
Ewes per hectare	12.43	8.34	6.60	9.35	8.66	
Stocking rate (ce per ha)	2.40	1.56	1.40	2.05	1.73	
Ewe mortality (%)	3.6	3.6	5.4	11.2	5.0	
Lamb mortality per 100 ewes	6.3	10.8	9.3	16.0	9.7	

¹ Classified by Gross Margin per hectare

BREEDING EWES - DISADVANTAGED AREA, 2008/09¹

	EXCELLENT	GOOD	MODERATE	POOR	AVERAGE	OWN FARM
% of survey farms ²	12	32	44	12	100	
Number of ewes per farm	298	108	139	56	138	
	£ per ewe					
ENTERPRISE OUTPUT						
Lambs	101	87	81	63	87	
Wool	1	1	1	1	1	
Flock replacement	-8	-7	-4	-12	-6	
TOTAL ENTERPRISE OUTPUT	94	81	78	52	82	
VARIABLE COSTS						
Concentrates	10	9	16	15	13	
Hay, silage, forage & grazing	13	18	16	15	16	
Vet, medicine and sundries	7	7	8	8	8	
TOTAL VARIABLE COSTS	30	34	40	38	37	
GROSS MARGIN	64	47	38	14	45	
Price per lamb sold (£)	62	60	60	60	60	
Lambing percentage	166	159	150	130	156	
Lambs reared per 100 ewes	160	148	144	118	148	
Wool per ewe (kg)	2.5	2.9	2.7	3.0	2.7	
Wool price per kg (p)	56	50	48	46	50	
Concentrates per ewe (kg)	50	47	80	76	64	
Concentrates price per tonne (£)	192	194	201	196	198	
Ewes per hectare	10.27	8.39	6.56	5.44	7.61	
Stocking rate (ce per ha)	1.91	1.73	1.37	1.23	1.55	
Ewe mortality (%)	1.5	6.0	4.2	8.3	4.2	
Lamb mortality per 100 ewes	6.4	11.0	6.5	11.3	7.8	

¹ LFA Compensatory Allowances are excluded from this analysis

² Classified by Gross Margin per hectare

BREEDING EWES - SEVERELY DISADVANTAGED AREA (CROSS-BRED FLOCK), 2008/09¹

	EXCELLENT	GOOD	MODERATE	POOR	AVERAGE	OWN FARM
% of survey farms ²	11	42	26	21	100	
Number of ewes per farm	110	149	268	260	199	
	£ per ewe					
ENTERPRISE OUTPUT						
Lambs	93	86	59	65	71	
Wool	2	1	1	1	1	
Flock replacement	-1	-13	-7	-4	-8	
TOTAL ENTERPRISE OUTPUT	94	74	53	62	64	
VARIABLE COSTS						
Concentrates	10	13	11	21	14	
Hay, silage, forage & grazing	20	13	12	23	16	
Vet, medicine and sundries	7	10	11	11	10	
TOTAL VARIABLE COSTS	37	36	34	55	40	
GROSS MARGIN	57	38	19	7	24	
Price per lamb sold (£)	62	58	51	56	56	
Lambing percentage	166	154	129	143	143	
Lambs reared per 100 ewes	158	145	121	134	134	
Wool per ewe (kg)	3.3	3.2	2.5	3.0	2.9	
Wool price per kg (p)	48	46	42	38	42	
Concentrates per ewe (kg)	51	67	55	101	72	
Concentrates price per tonne (£)	188	195	204	190	195	
Ewe mortality (%)	5.0	5.1	5.9	5.4	5.5	
Lamb mortality per 100 ewes	7.8	9.7	8.4	8.6	8.8	

¹ LFA Compensatory Allowances are excluded from this analysis

² Classified by Gross Margin per ewe

BREEDING EWES - SEVERELY DISADVANTAGED AREA (HARDY HILL BREEDS), 2008/09¹

	EXCELLENT	GOOD	MODERATE	POOR	AVERAGE	OWN FARM
% of survey farms ²	14	46	29	11	100	
Number of ewes per farm	366	322	279	443	329	
	£ per ewe					
ENTERPRISE OUTPUT						
Lambs	48	53	35	21	43	
Wool	1	1	1	1	1	
Flock replacement	2	-2	2	2	-	
TOTAL ENTERPRISE OUTPUT	51	52	38	24	44	
VARIABLE COSTS						
Concentrates	8	14	14	6	12	
Hay, silage, forage & grazing	10	14	11	17	13	
Vet, medicine and sundries	8	8	8	8	8	
TOTAL VARIABLE COSTS	26	36	33	31	33	
GROSS MARGIN	25	16	5	-7	11	
Price per lamb sold (£)	51	51	46	42	49	
Lambing percentage	130	129	110	94	120	
Lambs reared per 100 ewes	118	121	102	81	110	
Wool per ewe (kg)	2.8	2.6	2.0	2.6	2.5	
Wool price per kg (p)	45	42	52	41	44	
Concentrates per ewe (kg)	40	72	70	29	60	
Concentrates price per tonne (£)	196	188	199	209	194	
Ewe mortality (%)	12.4	5.6	7.3	11.1	7.9	
Lamb mortality per 100 ewes	11.8	8.4	8.8	13.2	9.7	

¹ LFA Compensatory Allowances are excluded from this analysis

² Classified by Gross Margin per ewe

PIGS - BIRTH TO BACON, 2008/09

	ABOVE AVERAGE	BELOW AVERAGE	AVERAGE	OWN FARM
% of survey farms ¹	50	50	100	
Number of finished pigs per farm	2238	1570	1904	
Number of sows per farm	112	86	99	
	£ per pig			
ENTERPRISE OUTPUT	90.37	91.60	90.88	
VARIABLE COSTS				
Feedingstuffs	60.97	71.11	65.15	
Vet and medicine	2.53	1.98	2.30	
Sundries	3.35	2.45	2.98	
TOTAL VARIABLE COSTS	66.85	75.54	70.43	
GROSS MARGIN	23.52	16.06	20.45	
Price of meal equivalent per tonne (£)	210	227	217	
Meal equivalent per finished pig (kg)	290	313	300	
Litters per sow per year	1.9	1.9	1.9	
Live births per litter	11.3	10.6	11.0	
Pigs weaned per litter	10.5	9.7	10.2	
Pigs weaned per sow per year	20.5	18.2	19.5	
Price of finished pig sold (£)	90.43	91.59	90.91	
Mortality - suckers (%)	8.4	8.6	8.5	
Mortality - weaners (%)	2.7	3.0	2.9	

¹ Classified by Gross Margin per finished pig

SPRING BARLEY (2008 Crop)

	EXCELLENT	GOOD	MODERATE	POOR	AVERAGE	OWN FARM
% of survey farms ¹	15	42	31	12	100	
Hectares per farm	13.0	14.2	15.0	21.9	15.2	
	£ per hectare					
ENTERPRISE OUTPUT						
Grain	701	610	506	404	552	
Straw	162	141	132	117	136	
TOTAL ENTERPRISE OUTPUT	863	751	638	521	688	
VARIABLE COSTS						
Seed	67	64	68	62	65	
Fertilisers	127	139	147	160	144	
Sprays	75	74	70	81	74	
Sundries	14	19	20	18	19	
TOTAL VARIABLE COSTS	283	296	305	321	302	
GROSS MARGIN	580	455	333	200	386	
Grain (tonnes per ha)	5.77	5.27	4.19	3.32	4.65	
Straw (tonnes per ha)	3.26	2.93	2.14	2.22	2.60	
Fertilisers used per hectare (product weight, kg)	509	454	493	538	488	
Grain price per tonne (£)	121	116	121	122	119	
Straw price per tonne (£)	50	48	61	53	52	

¹ Classified by Gross Margin per hectare

WINTER WHEAT (2008 Crop)

	ABOVE AVERAGE	BELOW AVERAGE	AVERAGE	OWN FARM
% of survey farms ¹	44	56	100	
Hectares per farm	13.0	21.8	17.9	
	£ per hectare			
ENTERPRISE OUTPUT				
Grain	1269	901	1017	
Straw	157	154	155	
TOTAL ENTERPRISE OUTPUT	1426	1055	1172	
VARIABLE COSTS				
Seed	65	70	69	
Fertilisers	184	183	184	
Sprays	163	137	145	
Sundries	92	50	63	
TOTAL VARIABLE COSTS	504	440	461	
GROSS MARGIN	922	615	711	
Grain (tonnes per ha)	9.74	7.73	8.37	
Straw (tonnes per ha)	3.73	3.34	3.46	
Fertilisers used per hectare (product weight, kg)	881	819	839	
Grain price per tonne (£)	130	116	122	
Straw price per tonne (£)	42	46	45	

¹ Classified by Gross Margin per hectare

WINTER BARLEY (2008 Crop)

	ABOVE AVERAGE	BELOW AVERAGE	AVERAGE	OWN FARM
% of survey farms ¹	41	59	100	
Hectares per farm	14.4	14.4	14.4	
	£ per hectare			
ENTERPRISE OUTPUT				
Grain	1056	891	959	
Straw	251	159	197	
TOTAL ENTERPRISE OUTPUT	1307	1050	1156	
VARIABLE COSTS				
Seed	62	62	62	
Fertilisers	172	202	189	
Sprays	99	126	115	
Sundries	7	41	27	
TOTAL VARIABLE COSTS	340	431	393	
GROSS MARGIN	967	619	763	
Grain (tonnes per ha)	7.85	7.11	7.41	
Straw (tonnes per ha)	5.19	3.73	4.33	
Fertilisers used per hectare (product weight, kg)	684	843	777	
Grain price per tonne (£)	135	125	129	
Straw price per tonne (£)	48	43	45	

¹ Classified by Gross Margin per hectare

WINTER OATS & SPRING OATS (2008 Crops)

	WINTER OATS	OWN FARM	SPRING OATS	OWN FARM
% of survey farms ¹	100		100	
Hectares per farm	5.6		18.3	
	£ per hectare		£ per hectare	
ENTERPRISE OUTPUT				
Grain	761		618	
Straw	157		52	
TOTAL ENTERPRISE OUTPUT	918		670	
VARIABLE COSTS				
Seed	65		42	
Fertilisers	150		96	
Sprays	71		66	
Sundries	19		27	
TOTAL VARIABLE COSTS	305		231	
GROSS MARGIN	613		439	
Grain (tonnes per ha)	6.16		4.39	
Straw (tonnes per ha)	3.07		1.35	
Fertilisers used per hectare (product weight, kg)	674		286	
Grain price per tonne (£)	129		140	
Straw price per tonne (£)	51		37	

¹ Classified by Gross Margin per hectare

WARE POTATOES (2008 Crop)

	ABOVE AVERAGE	BELOW AVERAGE	AVERAGE	OWN FARM
% of survey farms ¹	50	50	100	
Hectares per farm	17.0	14.5	15.7	
	£ per hectare			
ENTERPRISE OUTPUT				
Current Crop	6345	4078	5301	
VARIABLE COSTS				
Seed	431	481	454	
Fertilisers	459	413	438	
Sprays	304	318	311	
Contract / casual wages	304	206	259	
Sundries	239	128	188	
TOTAL VARIABLE COSTS	1737	1546	1650	
GROSS MARGIN	4608	2532	3651	
Yield of ware per hectare (tonnes)	27	32	29	
Seed used per hectare (tonnes)	2.47	2.71	2.58	
Fertiliser used per hectare (product weight, kg)	1260	1156	1212	
Price per tonne ware (£)	226	123	175	

¹ Classified by Gross Margin per hectare

HAY, SILAGE, GRAZING AND FORAGE CROPS 2008/09

	Fertiliser	Seed	Purchased Hay, Silage & Straw	Contract Work	Casual Wages	Sprays	Sundries	Total Net Cost ¹
		£ per hectare						
8.0-19.9 Hectares	41.79	0.56	7.04	42.72	0.42	2.00	2.97	94.97
20.0-39.9 Hectares	98.30	1.98	9.70	69.05	0.98	5.08	3.89	188.78
40 and over Hectares	100.15	4.67	11.89	59.45	1.00	3.63	5.81	185.08
8 and over	99.11	4.29	11.56	60.36	0.99	3.78	5.54	184.27
2 + Over Cow Equivalents/ Hectare	148.94	7.42	20.34	93.95	0.59	5.54	8.37	281.40
1.5 - 1.9 Cow Equivalents/ Hectare	103.03	3.86	10.43	54.91	0.91	3.27	3.61	179.99
1.25-1.49 Cow Equivalents/ Hectare	63.70	1.97	6.42	41.35	2.47	3.70	5.79	125.30
Under 1.25 Cow Equivalents/ Hectare	53.12	2.18	4.75	35.20	0.75	2.18	3.96	101.58
	99.11	4.29	11.56	60.36	0.99	3.78	5.54	184.27

¹ Net of Hay, Silage and Straw Sold

FIXED COSTS DAIRY FARMS 2008/09

	VERY SMALL	SMALL	MEDIUM	LARGE
Utilised agricultural area per farm	31.2	43.6	72.2	134.9
Adjusted forage area per farm	30.6	42.0	67.7	124.0
Total cow equivalents per farm	48.1	82.9	136.0	289.2
of which cattle	47.8	82.5	135.7	287.9
of which sheep	0.3	0.4	0.3	1.3
Stocking rate (C.E. per hectare)	1.6	2.0	2.0	2.3
Fixed costs (excluding labour)	£ per farmed hectare			
Conacre rent	41	36	62	110
Depreciation of fixed capital expenditure	137	169	162	169
Depreciation of machinery and equipment	105	113	128	140
Upkeep and running costs of machinery and equipment	147	166	147	154
Farm fuel	42	43	39	40
Rates	34	25	15	14
Building repairs	48	61	48	62
Miscellaneous	56	48	40	28
Total Fixed Costs (excluding labour)	611	662	642	718
LABOUR				
- Farmer and spouse	729	667	371	231
- Family (exclud. farmer and spouse)	83	132	285	219
- Hired	6	4	7	29

FIXED COSTS CATTLE & SHEEP FARMS 2008/09

	SDA	DA	LFA	NON LFA
Utilised agricultural area per farm	106.4	62.4	89.9	59.7
Adjusted forage area per farm	64.3	59.0	62.3	50.4
Total cow equivalents per farm	85.5	95.2	89.2	88.8
of which cattle	51.1	71.4	58.7	72.7
of which sheep	34.4	23.8	30.5	16.1
Stocking rate (C.E. per hectare)	1.3	1.6	1.4	1.8
Fixed costs (excluding labour)	£ per farmed hectare			
Conacre rent	21	28	23	53
Depreciation of fixed capital expenditure	37	58	43	75
Depreciation of machinery and equipment	53	111	68	89
Upkeep and running costs of machinery and equipment	67	118	80	102
Farm fuel	5	9	6	10
Rates	5	13	7	9
Building repairs	20	38	25	40
Miscellaneous	19	37	23	33
Total Fixed Costs (excluding labour)	226	411	274	412
LABOUR				
- Farmer and spouse	192	394	245	318
- Family (exclud. farmer and spouse)	44	85	55	105
- Hired	6	3	5	35

FIXED COSTS CROPPING, MIXED LIVESTOCK & PIG FARMS 2008/09

	CEREALS	GENERAL CROPPING	MIXED LIVESTOCK	PIGS
Utilised agricultural area per farm	74.9	83.8	71.6	12.3
Adjusted forage area per farm	10.1	-	52.0	12.3
Total cow equivalents per farm	12.1	-	89.3	26.6
of which cattle	3.7	-	70.1	23.5
of which sheep	8.4	-	19.2	3.1
Stocking rate (C.E. per hectare)	1.2	-	1.7	2.2
Fixed costs (excluding labour)	£ per farmed hectare			£ per 100 farm output
Conacre rent	47	289	61	0.10
Depreciation of fixed capital expenditure	47	31	53	1.64
Depreciation of machinery and equipment	236	248	228	2.01
Upkeep and running costs of machinery and equipment	147	256	235	2.34
Farm fuel	10	18	21	2.14
Rates	8	10	13	0.82
Building repairs	39	20	41	2.43
Miscellaneous	34	32	53	1.22
Total Fixed Costs (excluding labour)	569	904	704	12.70
LABOUR				
- Farmer and spouse	369	204	367	20.58
- Family (exclud. farmer and spouse)	79	112	184	-
- Hired	10	102	48	0.12

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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