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POLICY AND ECONOMICS DIVISION





Northern Ireland Farm Performance Indicators 2009/10



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FOREWORD

The principal function of the Farm Business Survey (FBS) is to inform UK 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 2010.

It is hoped that farmers will find this performance data useful. We 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 2010

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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 2009/10 covers the fifth year of the operation of the Single Farm Payment Scheme. As Single Farm Payment is decoupled from production and not linked to any particular enterprise it is **not** included in enterprise output. For similar reasons Less Favoured Area Compensatory Allowance is also not included. Therefore the Gross Margin results presented in this publication **exclude subsidies**.

Interpretation of data

When comparing individual enterprise data against the performance indicators it is most unlikely that each aspect of performance will be in the same farm performance category. For instance, some criteria could be in the 'excellent' category while others may not. If improvements are sought in overall enterprise performance it is important to consider all of the impacts of any proposed change on other criteria. Therefore, care must be taken when trying to improve performance and it may be worthwhile to seek advice to ensure that proposals are sound and do not have an adverse effect on other performance criteria.

Farmers should be aware of how the performances of their enterprises compare with other farms and be able to determine which criteria, if any, can be improved. This analysis is likely to be the first step for many farmers on a pathway to try to improve their farm income.

Many sources of farm performance data are available in the UK, mainly from the Universities which collect and analyse data on behalf of the Department of the Environment, Food and Rural Affairs (DEFRA) for the FBS in England and Wales. For Northern Ireland farmers, data derived from the NI FBS can be obtained by contacting Policy and Economics Division, Dundonald House, Belfast BT4 3SB (028 9052 4679) or on the Department of Agriculture and Rural Development web site at www.dardni.gov.uk.

SUMMARY OF MAIN ENTERPRISE GROSS MARGINS 2009/10

	GROSS MARGIN	
	AVERAGE	EXCELLENT
	£ per head	
Dairy Cows	514	652
Suckler Cows		
Non LFA	130	-
Disadvantaged Area	126	232
Severely Disadvantaged Area	119	212
Breeding Ewes		
Non LFA	55	61
Disadvantaged Area	53	71
Severely Disadvantaged Area (Cross-Bred Flocks)	29	68
Severely Disadvantaged Area (Hardy Hill Breeds)	22	38
Pigs - Birth to Bacon	40	-
	£ per hectare	
Crops		
Spring Barley	381	530
Winter Wheat	583	-
Winter Barley	588	-
Spring Wheat	462	-
Spring Oats	516	-
Ware Potatoes	1646	-

- indicates no data available

AVERAGE GROSS MARGIN RESULTS 2005/06 - 2009/10

	2005/06	2006/07	2007/08	2008/09	2009/10
	£ per head				
Dairy Cows	635	555	843	670	514
Suckler Cows					
Non LFA	100	94	103	141	130
Disadvantaged Area	91	99	101	142	126
Severely Disadvantaged Area	71	90	102	90	119
Breeding Ewes					
Non LFA	31	34	29	48	55
Disadvantaged Area	29	32	29	45	53
Severely Disadvantaged Area (Cross-Bred Flocks)	26	27	29	24	29
Severely Disadvantaged Area (Hardy Hill Breeds)	8	10	12	11	22
Pigs - Birth to Bacon	20	18	12	20	40
	£ per hectare				
Crops					
Spring Barley	353	385	748	386	381
Winter Wheat	612	882	1136	711	583
Winter Barley	528	698	892	763	588
Spring Wheat	-	-	-	-	462
Spring Oats	-	-	772	439	516
Ware Potatoes	2271	4625	3187	3651	1646

- indicates no data available

DAIRY COWS 2009/10

	EXCELLENT	GOOD	MODERATE	POOR	AVERAGE	OWN FARM
% of survey farms ¹	10	38	35	17	100	
Average herd size	122	98	71	53	83	
ENTERPRISE OUTPUT	£ per cow					
Milk	1320	1274	1046	926	1175	
Calves	103	73	92	73	83	
Herd replacement	-109	-123	-116	-151	-122	
Leasing receipts	-	-	-	-	-	
TOTAL ENTERPRISE OUTPUT	1314	1224	1022	848	1136	
VARIABLE COSTS						
Concentrates	446	407	356	381	395	
Hay, silage, forage & grazing	121	137	139	136	135	
Vet, medicine and sundries	95	94	87	96	92	
Leasing costs	-	-	-	-	-	
TOTAL VARIABLE COSTS	662	638	582	613	622	
Gross Margins						
- per cow	652	586	440	235	514	
- per hectare	1617	1231	766	390	1008	
- per 1000 litres	102	94	84	49	88	
Milk yield per cow (litres)	6385	6257	5234	4833	5815	
Milk price per litre (pence)	20.7	20.4	20.0	19.2	20.2	
Concentrates per litre (kg)	0.33	0.34	0.34	0.36	0.34	
Concentrates price per tonne (£)	191	185	197	206	191	
Stocking rate (ce per ha)	2.48	2.10	1.74	1.66	1.96	
Nitrogen used per hectare (kg)	145	157	117	105	135	

¹ Classified by Gross Margin per hectare

DAIRY CALVES REARED AS REPLACEMENTS, 2009/10

	EXCELLENT	GOOD	MODERATE	POOR	AVERAGE	OWN FARM
% of survey farms ¹	22	27	32	19	100	
	£ per hectare					
ENTERPRISE OUTPUT	1488	1069	878	965	1042	
VARIABLE COSTS						
Concentrates ²	319	254	338	434	334	
Hay, silage, forage & grazing	358	269	234	392	302	
Vet and medicine	26	25	34	63	38	
Sundries	23	30	47	71	45	
TOTAL VARIABLE COSTS	726	578	653	960	719	
GROSS MARGIN	762	491	225	5	323	
Concentrates per ce (kg)	624	410	577	820	596	
Concentrates price per tonne (£)	187	200	220	180	196	
Stocking rate (ce per ha)	2.13	2.12	1.93	2.17	2.07	
Price per calf bought/transferred-in (£)	100	104	100	82	94	
Price per heifer sold/transferred-out (£)	877	891	842	791	846	
Mortality (%)	0.4	1.8	3.5	2.0	2.1	

¹ Classified by Gross Margin per hectare

² Includes milk fed to calves

DAIRY CALVES REARED AND SOLD AS STORES, 2009/10

	AVERAGE	OWN FARM
% of survey farms ¹	100	
ENTERPRISE OUTPUT	£ per hectare 671	
VARIABLE COSTS		
Concentrates ²	294	
Hay, silage, forage & grazing	188	
Vet and medicine	31	
Sundries	17	
TOTAL VARIABLE COSTS	530	
GROSS MARGIN	141	
Concentrates per ce (kg)	1024	
Concentrates price per tonne (£)	178	
Stocking rate (ce per ha)	1.39	
Price per calf bought/transferred-in (£)	149	
Price per store sold (£)	553	
Mortality (%)	1.6	

¹ Classified by Gross Margin per hectare

² Includes milk fed to calves

DAIRY CALVES REARED AND SOLD AS FINISHED ANIMALS, 2009/10

	EXCELLENT	GOOD	MODERATE	POOR	TOTAL	OWN FARM
% of survey farms ¹	24	29	29	18	100	
ENTERPRISE OUTPUT	£ per hectare					
	1338	1297	1293	604	1182	
VARIABLE COSTS						
Concentrates ²	396	574	650	229	483	
Hay, silage, forage & grazing	200	229	306	206	237	
Vet and medicine	41	34	42	21	35	
Sundries	43	28	26	14	29	
TOTAL VARIABLE COSTS	680	865	1024	470	784	
GROSS MARGIN	658	432	269	134	398	
Concentrates per ce (kg)	937	1565	1233	603	1156	
Concentrates price per tonne (£)	157	161	178	221	169	
Stocking rate (ce per ha)	2.22	1.91	2.36	1.46	2.02	
Price per calf bought/transferred-in (£)	91	92	103	104	96	
Price per finished animal sold (£)	761	753	716	705	743	
Mortality (%)	1.6	5.1	1.2	2.9	2.6	

¹ Classified by Gross Margin per hectare

² Includes milk fed to calves

BEEF CALVES REARED AND SOLD AS STORES, 2009/10

	EXCELLENT	GOOD	MODERATE	POOR	AVERAGE	OWN FARM
% of survey farms ¹	8	29	50	13	100	
ENTERPRISE OUTPUT	£ per hectare					
	2426	809	643	229	705	
VARIABLE COSTS						
Concentrates	1335	241	302	205	310	
Hay, silage, forage & grazing	181	109	110	127	114	
Vet and medicine	92	29	20	18	25	
Sundries	61	11	11	18	13	
TOTAL VARIABLE COSTS	1669	390	443	368	462	
GROSS MARGIN	757	419	200	-139	243	
Concentrates per ce (kg)	4137	1170	1531	959	1501	
Concentrates price per tonne (£)	173	171	180	170	176	
Stocking rate (ce per ha)	1.87	1.20	1.09	1.26	1.17	
Price per calf bought/transferred-in (£)	400	345	349	410	360	
Price per store sold (£)	621	707	659	613	663	
Mortality (%)	0.0	0.2	0.7	2.6	0.6	

¹ Classified by Gross Margin per hectare

BEEF CALVES REARED AND SOLD AS FINISHED ANIMALS, 2009/10

	EXCELLENT	GOOD	MODERATE	POOR	AVERAGE	OWN FARM
% of survey farms ¹	13	42	28	17	100	
ENTERPRISE OUTPUT	£ per hectare					
	1515	1188	753	527	949	
VARIABLE COSTS						
Concentrates	402	398	255	226	320	
Hay, silage, forage & grazing	159	163	132	188	160	
Vet and medicine	27	26	28	34	28	
Sundries	32	19	17	26	22	
TOTAL VARIABLE COSTS	620	606	432	474	530	
GROSS MARGIN	895	582	321	53	419	
Concentrates per ce (kg)	1626	1702	1276	1054	1448	
Concentrates price per tonne (£)	155	150	153	170	154	
Stocking rate (ce per ha)	1.59	1.48	1.29	1.26	1.39	
Price per calf bought/transferred-in (£)	434	406	400	424	413	
Price per finished animal sold (£)	926	900	897	957	911	
Mortality (%)	0.3	0.5	1.0	1.6	0.8	

¹ Classified by Gross Margin per hectare

FINISHING PURCHASED STORES, 2009/10

	ABOVE AVERAGE	BELOW AVERAGE	AVERAGE	OWN FARM
% of survey farms ¹	50	50	100	
	£ per hectare			
ENTERPRISE OUTPUT	1227	905	1079	
VARIABLE COSTS				
Concentrates	409	458	432	
Hay, silage, forage & grazing	167	179	173	
Vet and medicine	23	26	24	
Sundries	26	33	29	
TOTAL VARIABLE COSTS	625	696	658	
GROSS MARGIN	602	209	421	
Concentrates per ce (kg)	1702	2160	1890	
Concentrates price per tonne (£)	140	150	145	
Stocking rate (ce per ha)	1.72	1.41	1.58	
Price per store bought (£)	613	634	629	
Price per finished animal sold (£)	974	947	964	
Mortality (%)	0.2	0.5	0.3	

¹ Classified by Gross Margin per hectare

SUCKLER COWS - NON LFA, 2009/10

	AVERAGE	OWN FARM	AVERAGE	OWN FARM
Number of cows per farm ¹	36.8		36.8	
Hectares per farm	26.1		26.1	
	£ per hectare		£ per cow	
ENTERPRISE OUTPUT				
Calves	477		338	
Herd replacement	-32		-23	
TOTAL ENTERPRISE OUTPUT	445		315	
VARIABLE COSTS				
Concentrates	24		17	
Other purchased feed	2		1	
Hay, silage, forage and grazing	166		118	
Sundries	39		28	
Vet and medicines	30		21	
TOTAL VARIABLE COSTS	261		185	
GROSS MARGIN	184		130	
GROSS MARGIN PER COW EQUIVALENT	124		124	
Calves reared per cow	0.86		0.86	
Price per calf sold or transferred-out (£)	392		392	
Mortality - birth to weaning (%)	1.6		1.6	
Concentrates per cow (kg)	102		102	
Concentrates price per tonne (£)	168		168	
Cows per hectare	1.41		1.41	
Stocking rate (ce per ha)	1.48		1.48	

¹ Classified by Gross Margin per hectare

SUCKLER COWS - DISADVANTAGED AREA 2009/10¹

	EXCELLENT	GOOD	MODERATE	POOR	AVERAGE	OWN FARM
% of survey farms ²	12	28	48	12	100	
Average herd size	64	51	31	37	42	
	£ per cow					
ENTERPRISE OUTPUT						
Calves	417	339	322	263	339	
Herd replacement	-12	-5	-38	-47	-22	
TOTAL ENTERPRISE OUTPUT	405	334	284	216	317	
VARIABLE COSTS						
Concentrates	40	31	38	54	38	
Hay, silage, forage & grazing	95	104	117	115	108	
Vet and medicine	21	20	25	37	24	
Sundries	17	19	24	22	21	
TOTAL VARIABLE COSTS	173	174	204	228	191	
GROSS MARGIN	232	160	80	-12	126	
GROSS MARGIN PER COW EQUIVALENT	216	148	76	-11	118	
Calves reared per cow	0.98	0.90	0.92	0.83	0.92	
Price per calf sold or transferred-out (£)	427	379	366	341	380	
Mortality - birth to weaning (%)	1.6	1.5	1.1	5.2	1.8	
Concentrates per cow (kg)	260	250	197	312	239	
Concentrates price per tonne (£)	153	109	184	175	149	

¹ LFA Compensatory Allowances are excluded from this analysis

² Classified by Gross Margin per hectare

SUCKLER COWS - SEVERELY DISADVANTAGED AREA, 2009/10¹

	EXCELLENT	GOOD	MODERATE	POOR	AVERAGE	OWN FARM
% of survey farms ²	12	26	48	14	100	
Average herd size	47	46	39	29	41	
	£ per cow					
ENTERPRISE OUTPUT						
Calves	373	388	319	263	342	
Herd replacement	-25	-26	-38	-52	-34	
TOTAL ENTERPRISE OUTPUT	348	362	281	211	308	
VARIABLE COSTS						
Concentrates	33	35	48	52	42	
Hay, silage, forage & grazing	70	111	110	131	107	
Vet and medicine	20	18	27	21	23	
Sundries	13	16	18	18	17	
TOTAL VARIABLE COSTS	136	180	203	222	189	
GROSS MARGIN	212	182	78	-11	119	
GROSS MARGIN PER COW EQUIVALENT	195	167	73	-10	111	
Calves reared per cow	0.89	0.96	0.86	0.86	0.89	
Price per calf sold or transferred-out (£)	403	406	375	342	386	
Mortality - birth to weaning (%)	0.8	1.8	1.6	2.7	1.6	
Concentrates per cow (kg)	219	202	280	305	251	
Concentrates price per tonne (£)	150	171	170	172	168	

¹ LFA Compensatory Allowances are excluded from this analysis

² Classified by Gross Margin per hectare

BREEDING EWES - NON LFA, 2009/10

	EXCELLENT	GOOD	MODERATE	POOR	AVERAGE	OWN FARM
% of survey farms ¹	22	30	39	9	100	
Number of ewes per farm	240	183	148	19	167	
	£ per ewe					
ENTERPRISE OUTPUT						
Lambs	91	102	82	52	91	
Wool	2	1	1	1	2	
Flock replacement	10	-6	2	9	2	
TOTAL ENTERPRISE OUTPUT	103	97	85	62	95	
VARIABLE COSTS						
Concentrates	12	8	16	9	12	
Hay, silage, forage & grazing	19	18	15	30	18	
Vet, medicine and sundries	11	10	8	5	10	
TOTAL VARIABLE COSTS	42	36	39	44	40	
GROSS MARGIN	61	61	46	18	55	
Gross Margin (per hectare)	592	461	271	121	407	
Price per lamb sold (£)	67	69	66	59	68	
Lambing percentage	161	166	156	138	161	
Lambs reared per 100 ewes	155	153	145	122	151	
Wool per ewe (kg)	3.4	3.6	3.0	2.1	3.3	
Wool price per kg (p)	49	36	48	46	44	
Concentrates per ewe (kg)	59	43	89	49	64	
Concentrates price per tonne (£)	195	199	182	179	190	
Ewes per hectare	9.76	7.54	5.96	6.75	7.38	
Stocking rate (ce per ha)	1.89	1.45	1.34	1.30	1.51	
Ewe mortality (%)	2.5	5.9	5.0	13.5	4.6	
Lamb mortality per 100 ewes	6.2	12.7	10.8	16.2	10.0	

¹ Classified by Gross Margin per hectare

BREEDING EWES - DISADVANTAGED AREA, 2009/10¹

	EXCELLENT	GOOD	MODERATE	POOR	AVERAGE	OWN FARM
% of survey farms ²	18	27	41	14	100	
Number of ewes per farm	226	191	95	111	147	
	£ per ewe					
ENTERPRISE OUTPUT						
Lambs	95	98	80	44	87	
Wool	1	1	1	1	1	
Flock replacement	4	2	8	0	4	
TOTAL ENTERPRISE OUTPUT	100	101	89	45	92	
VARIABLE COSTS						
Concentrates	9	14	21	14	14	
Hay, silage, forage & grazing	14	16	14	22	16	
Vet, medicine and sundries	6	8	9	16	9	
TOTAL VARIABLE COSTS	29	38	44	52	39	
GROSS MARGIN	71	63	45	-7	53	
Price per lamb sold (£)	72	68	67	49	68	
Lambing percentage	146	153	150	115	146	
Lambs reared per 100 ewes	137	145	142	110	139	
Wool per ewe (kg)	2.5	2.7	2.9	1.7	2.6	
Wool price per kg (p)	49	49	44	77	49	
Concentrates per ewe (kg)	43	69	104	56	70	
Concentrates price per tonne (£)	206	195	197	245	202	
Ewes per hectare	10.11	7.01	6.52	7.22	7.53	
Stocking rate (ce per ha)	1.96	1.40	1.30	1.69	1.52	
Ewe mortality (%)	4.5	4.4	6.1	5.1	4.9	
Lamb mortality per 100 ewes	8.6	7.7	7.7	5.4	7.7	

¹ LFA Compensatory Allowances are excluded from this analysis

² Classified by Gross Margin per hectare

BREEDING EWES - SEVERELY DISADVANTAGED AREA (CROSS-BRED FLOCK), 2009/10¹

	EXCELLENT	GOOD	MODERATE	POOR	AVERAGE	OWN FARM
% of survey farms ²	16	37	37	10	100	
Number of ewes per farm	81	145	198	440	185	
	£ per ewe					
ENTERPRISE OUTPUT						
Lambs	109	74	66	78	74	
Wool	2	1	1	1	1	
Flock replacement	4	8	5	-17	0	
TOTAL ENTERPRISE OUTPUT	115	83	72	62	75	
VARIABLE COSTS						
Concentrates	19	13	15	23	17	
Hay, silage, forage & grazing	17	16	19	16	17	
Vet, medicine and sundries	11	8	12	18	12	
TOTAL VARIABLE COSTS	47	37	46	57	46	
GROSS MARGIN	68	46	26	5	29	
Price per lamb sold (£)	70	61	64	60	63	
Lambing percentage	166	145	137	143	143	
Lambs reared per 100 ewes	156	137	130	135	135	
Wool per ewe (kg)	2.7	2.6	3.0	2.5	2.7	
Wool price per kg (p)	59	50	40	41	44	
Concentrates per ewe (kg)	98	68	84	115	88	
Concentrates price per tonne (£)	193	189	178	194	187	
Ewe mortality (%)	3.7	3.9	4.5	5.5	4.5	
Lamb mortality per 100 ewes	10.9	8.3	6.9	8.4	8.0	

¹ LFA Compensatory Allowances are excluded from this analysis

² Classified by Gross Margin per ewe

BREEDING EWES - SEVERELY DISADVANTAGED AREA (HARDY HILL BREEDS), 2009/10¹

	EXCELLENT	GOOD	MODERATE	POOR	AVERAGE	OWN FARM
% of survey farms ²	19	31	38	12	100	
Number of ewes per farm	351	229	264	373	283	
	£ per ewe					
ENTERPRISE OUTPUT						
Lambs	63	55	52	24	51	
Wool	1	1	1	1	1	
Flock replacement	5	12	4	1	6	
TOTAL ENTERPRISE OUTPUT	69	68	57	26	58	
VARIABLE COSTS						
Concentrates	11	16	14	4	12	
Hay, silage, forage & grazing	9	16	16	14	14	
Vet, medicine and sundries	11	9	10	8	10	
TOTAL VARIABLE COSTS	31	41	40	26	36	
GROSS MARGIN	38	27	17	0	22	
Price per lamb sold (£)	63	60	56	48	58	
Lambing percentage	131	129	123	91	122	
Lambs reared per 100 ewes	119	122	114	72	111	
Wool per ewe (kg)	2.4	2.2	2.9	1.5	2.4	
Wool price per kg (p)	35	59	39	40	43	
Concentrates per ewe (kg)	59	84	72	20	64	
Concentrates price per tonne (£)	179	184	190	200	186	
Ewe mortality (%)	10.9	5.3	7.3	15.0	8.8	
Lamb mortality per 100 ewes	12.1	7.4	9.5	18.7	11.0	

¹ LFA Compensatory Allowances are excluded from this analysis

² Classified by Gross Margin per ewe

PIGS - BIRTH TO BACON, 2009/10

	ABOVE AVERAGE	BELOW AVERAGE	AVERAGE	OWN FARM
% of survey farms ¹	50	50	100	
Number of finished pigs per farm	2678	1628	2153	
Number of sows per farm	119	93	107	
	£ per pig			
ENTERPRISE OUTPUT	106.66	105.74	106.31	
VARIABLE COSTS				
Feedingstuffs	56.82	70.78	62.10	
Vet and medicine	1.25	2.32	1.66	
Sundries	2.57	1.52	2.18	
TOTAL VARIABLE COSTS	60.64	74.62	65.94	
GROSS MARGIN	46.02	31.12	40.37	
Price of meal equivalent per tonne (£)	194	218	203	
Meal equivalent per finished pig (kg)	293	325	305	
Litters per sow per year	2.2	1.8	2.0	
Live births per litter	12.5	10.7	11.8	
Pigs weaned per litter	10.6	9.3	10.1	
Pigs weaned per sow per year	23.1	17.2	20.5	
Price of finished pig sold (£)	106.71	105.74	106.34	
Mortality - suckers (%)	14.8	9.3	12.8	
Mortality - weaners (%)	3.5	3.2	3.4	

¹ Classified by Gross Margin per finished pig

SPRING BARLEY (2009 Crop)

	EXCELLENT	GOOD	MODERATE	POOR	AVERAGE	OWN FARM
% of survey farms ¹	14	42	28	16	100	
Hectares per farm	12.2	16.1	17.7	15.6	15.9	
	£ per hectare					
ENTERPRISE OUTPUT						
Grain	552	556	496	402	512	
Straw	263	189	214	152	199	
TOTAL ENTERPRISE OUTPUT	815	745	710	554	711	
VARIABLE COSTS						
Seed	59	61	75	55	64	
Fertilisers	147	146	183	184	164	
Sprays	61	69	102	88	81	
Sundries	18	20	24	17	21	
TOTAL VARIABLE COSTS	285	296	384	344	330	
GROSS MARGIN	530	449	326	210	381	
Grain (tonnes per ha)	5.40	5.15	5.18	3.99	5.00	
Straw (tonnes per ha)	4.16	2.82	3.83	2.90	3.29	
Fertilisers used per hectare (product weight, kg)	608	480	532	587	527	
Grain price per tonne (£)	102	108	96	101	102	
Straw price per tonne (£)	63	67	56	52	60	

¹ Classified by Gross Margin per hectare

WINTER WHEAT (2009 Crop)

	ABOVE AVERAGE	BELOW AVERAGE	AVERAGE	OWN FARM
% of survey farms ¹	43	57	100	
Hectares per farm	7.9	19.2	14.3	
	£ per hectare			
ENTERPRISE OUTPUT				
Grain	880	804	822	
Straw	326	232	254	
TOTAL ENTERPRISE OUTPUT	1206	1036	1076	
VARIABLE COSTS				
Seed	84	72	75	
Fertilisers	152	223	206	
Sprays	118	152	144	
Sundries	2	89	68	
TOTAL VARIABLE COSTS	356	536	493	
GROSS MARGIN	850	500	583	
Grain (tonnes per ha)	9.64	7.53	8.03	
Straw (tonnes per ha)	5.39	5.30	5.32	
Fertilisers used per hectare (product weight, kg)	527	817	748	
Grain price per tonne (£)	91	107	102	
Straw price per tonne (£)	60	44	48	

¹ Classified by Gross Margin per hectare

WINTER BARLEY (2009 Crop)

	ABOVE AVERAGE	BELOW AVERAGE	AVERAGE	OWN FARM
% of survey farms ¹	45	55	100	
Hectares per farm	10.7	14.5	12.8	
	£ per hectare			
ENTERPRISE OUTPUT				
Grain	757	745	749	
Straw	384	218	281	
TOTAL ENTERPRISE OUTPUT	1141	963	1030	
VARIABLE COSTS				
Seed	51	66	60	
Fertilisers	150	247	210	
Sprays	127	124	125	
Sundries	17	65	47	
TOTAL VARIABLE COSTS	345	502	442	
GROSS MARGIN	796	461	588	
Grain (tonnes per ha)	7.03	7.32	7.21	
Straw (tonnes per ha)	5.58	4.72	5.05	
Fertilisers used per hectare (product weight, kg)	519	778	679	
Grain price per tonne (£)	108	102	104	
Straw price per tonne (£)	69	46	56	

¹ Classified by Gross Margin per hectare

SPRING WHEAT & SPRING OATS (2009 Crops)

	SPRING WHEAT	OWN FARM	SPRING OATS	OWN FARM
% of survey farms ¹	100		100	
Hectares per farm	15.1		17.4	
	£ per hectare		£ per hectare	
ENTERPRISE OUTPUT				
Grain	608		589	
Straw	190		178	
TOTAL ENTERPRISE OUTPUT	798		766	
VARIABLE COSTS				
Seed	81		40	
Fertilisers	140		114	
Sprays	101		66	
Sundries	14		30	
TOTAL VARIABLE COSTS	336		250	
GROSS MARGIN	462		516	
Grain (tonnes per ha)	7.11		4.85	
Straw (tonnes per ha)	3.34		4.17	
Fertilisers used per hectare (product weight, kg)	741		411	
Grain price per tonne (£)	83		120	
Straw price per tonne (£)	57		43	

¹ Classified by Gross Margin per hectare

WARE POTATOES (2009 Crop)

	ABOVE AVERAGE	BELOW AVERAGE	AVERAGE	OWN FARM
% of survey farms ¹	50	50	100	
Hectares per farm	6.2	23.8	15.0	
	£ per hectare			
ENTERPRISE OUTPUT				
Current Crop	4708	3113	3443	
VARIABLE COSTS				
Seed	457	499	491	
Fertilisers	385	518	491	
Sprays	308	330	325	
Contract / casual wages	55	399	327	
Sundries	154	165	163	
TOTAL VARIABLE COSTS	1359	1911	1797	
GROSS MARGIN	3349	1202	1646	
Yield of ware per hectare (tonnes)	27	22	23	
Seed used per hectare (tonnes)	2.43	2.31	2.33	
Fertiliser used per hectare (product weight, kg)	981	1292	1228	
Price per tonne ware (£)	163	137	144	

¹ Classified by Gross Margin per hectare

HAY, SILAGE, GRAZING AND FORAGE CROPS 2009/10

	Fertiliser	Seed	Purchased Hay, Silage & Straw	Contract Work	Casual Wages	Sprays	Sundries	Total Net Cost ¹
		£ per hectare						
8.0-19.9 Hectares	51.76	3.23	19.13	61.69	-	5.11	2.26	140.76
20.0-39.9 Hectares	89.43	3.11	16.89	74.45	0.76	4.76	5.36	192.37
40 and over Hectares	88.28	4.51	19.02	56.69	0.40	3.55	5.71	177.43
8 and over	87.96	4.34	18.79	58.66	0.44	3.70	5.63	178.58
2 + Over Cow Equivalents/ Hectare	135.50	6.76	38.83	86.09	0.70	5.35	8.01	279.25
1.5 - 1.9 Cow Equivalents/ Hectare	87.66	4.42	18.87	60.45	0.21	3.41	6.00	180.89
1.25-1.49 Cow Equivalents/ Hectare	77.95	4.42	8.94	53.31	0.81	3.08	6.48	155.00
Under 1.25 Cow Equivalents/ Hectare	47.48	1.85	4.79	32.98	0.20	2.73	2.43	91.19
	87.96	4.34	18.79	58.66	0.44	3.70	5.63	178.58

¹ Net of Hay, Silage and Straw Sold

FIXED COSTS DAIRY FARMS 2009/10

	VERY SMALL	SMALL	MEDIUM	LARGE
Utilised agricultural area per farm	32.8	47.2	73.3	138.5
Adjusted forage area per farm	32.2	45.3	68.2	128.4
Total cow equivalents per farm	49.0	82.3	139.5	283.2
of which cattle	48.9	81.6	139.4	279.8
of which sheep	0.1	0.7	0.1	3.4
Stocking rate (C.E. per hectare)	1.5	1.8	2.0	2.2
	£ per farmed hectare			
Fixed costs (excluding labour)				
Conacre rent	42	36	69	105
Depreciation of fixed capital expenditure	91	129	183	232
Depreciation of machinery and equipment	114	126	156	147
Upkeep and running costs of machinery and equipment	148	163	148	156
Farm fuel	48	46	44	46
Rates	36	25	18	15
Building repairs	39	53	52	56
Miscellaneous	50	45	37	33
Total Fixed Costs (excluding labour)	568	623	707	790
LABOUR				
- Farmer and spouse	742	599	427	256
- Family (exclud. farmer and spouse)	115	143	314	219
- Hired	5	4	6	31

FIXED COSTS CATTLE & SHEEP FARMS 2009/10

	SDA	DA	LFA	NON LFA
Utilised agricultural area per farm	107.3	67.8	92.5	64.9
Adjusted forage area per farm	67.4	59.6	64.5	58.8
Total cow equivalents per farm	87.6	87.8	87.6	94.4
of which cattle	54.0	69.6	59.9	79.2
of which sheep	33.5	18.1	27.8	15.2
Stocking rate (C.E. per hectare)	1.3	1.5	1.4	1.6
	£ per farmed hectare			
Fixed costs (excluding labour)				
Conacre rent	24	26	25	53
Depreciation of fixed capital expenditure	34	70	44	78
Depreciation of machinery and equipment	62	111	75	120
Upkeep and running costs of machinery and equipment	66	103	76	112
Farm fuel	5	9	6	12
Rates	5	15	8	11
Building repairs	21	48	28	49
Miscellaneous	18	32	22	35
Total Fixed Costs (excluding labour)	235	414	284	470
LABOUR				
- Farmer and spouse	200	362	244	340
- Family (exclud. farmer and spouse)	54	89	63	132
- Hired	6	9	7	28

FIXED COSTS CROPPING, MIXED LIVESTOCK & PIG FARMS 2009/10

	CEREALS	GENERAL CROPPING	MIXED LIVESTOCK	PIGS
Utilised agricultural area per farm	68.9	68.9	61.9	7.6
Adjusted forage area per farm	8.9	-	45.9	7.6
Total cow equivalents per farm	11.9	-	78.5	10.5
of which cattle	5.9	-	62.9	7.7
of which sheep	6	-	15.6	2.8
Stocking rate (C.E. per hectare)	1.3	-	1.7	1.4
	£ per farmed hectare			£ per 100 farm output
Fixed costs (excluding labour)				
Conacre rent	46	320	81	0.06
Depreciation of fixed capital expenditure	49	45	59	2.19
Depreciation of machinery and equipment	230	288	316	3.40
Upkeep and running costs of machinery and equipment	178	216	266	2.41
Farm fuel	11	21	34	2.48
Rates	10	10	16	0.23
Building repairs	26	28	51	1.11
Miscellaneous	42	29	47	1.07
Total Fixed Costs (excluding labour)	592	957	870	12.95
LABOUR				
- Farmer and spouse	365	262	503	8.77
- Family (exclud. farmer and spouse)	43	129	222	0.98
- Hired	3	68	46	2.06

TERMS AND DEFINITIONS

Enterprise output of a livestock enterprise is the sum of:- livestock and product sales; livestock transfers to other enterprises; produce consumed in the farmhouse and by farm workers; compensation payments; net leasing receipts; and closing valuation of livestock; ***minus*** purchases of livestock; transfers-in of livestock from other enterprises; and opening valuation of livestock. ***Single farm payment and LFA compensatory allowance is not included in livestock enterprise output.***

Enterprise output of a crop enterprise is the sum of:- crop sales; market value of crop unsold, fed to livestock, used for seed, consumed in the farmhouse and by farm workers. ***Single farm payment is not included in enterprise output of a crop.***

Variable costs are those costs which can both be readily allocated to a specific enterprise and will vary in approximately direct proportion to changes in the scale of that enterprise. They include fertilisers, sprays, seed, concentrates, forage, veterinary and leasing costs.

Concentrates: expenditure on feed and feed additives including the value of milk transferred from the dairy herd and fed to livestock; adjustments for changes in stock; and the market value of home-grown cereals fed.

Hay, silage, forage and grazing: the livestock enterprises allocated share of the total costs associated with hay, silage, forage, and grazing activities.

Seeds: expenditure on seed; adjustments for changes in stock; market value of home-grown seeds used including potatoes.

Fertilisers: expenditure on fertilisers.

Gross Margin of an enterprise is its enterprise output less its variable costs.

Cow equivalent (CE): to facilitate comparisons between grazing based enterprises the gross margins of the enterprises are frequently expressed in terms of £s per cow equivalent. Cow equivalent is a mechanism for converting different categories of grazing livestock to a common denominator, in this case a dairy cow. Coefficients for the conversion of different categories of grazing livestock to cow equivalents are as follows: dairy cow = 1.0; beef cow = 0.8; breeding bull = 1.0; cattle over 2 years old = 0.8; cattle 1 to 2 years = 0.6; cattle under one year = 0.4; breeding ewe and lambs = 0.2; breeding ram = 0.2; lambs six months to 1 year = 0.1; other sheep over 1 year = 0.2.

Fixed costs are those costs which do not vary with small changes in the scale of individual enterprises or cannot be readily allocated to individual enterprises. Examples are regular labour machinery costs, rent and rates, and general overhead expenses.

Upkeep and running costs of machinery: expenditure on vehicle fuel and oil; repairs; small tools.

Labour: salaries; wages; employers' insurance contributions; unpaid family labour calculated at the appropriate rate for comparable paid labour.

Depreciation of fixed capital expenditure: depreciation of buildings and fixed equipment (over 10 years).

Depreciation of machinery and equipment: depreciation of machinery and equipment calculated on a replacement cost basis (normally over 4 years for self propelled machinery and 7 years for other machinery).

Other general farming costs: farm fuel (farm share), farm rates, building repairs and miscellaneous land and building costs (hedge cutting, fences etc).

Farm Business Type

Dairy	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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