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POLICY AND ECONOMICS DIVISION

Northern Ireland Farm Performance Indicators 2011/12



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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 2012.

It is hoped that farmers will find this performance data useful. Policy and Economics Division, DARD, would welcome any suggestions for changes in content or format from users of the data and these can be forwarded to Paul Keatley, whose contact details are shown on page 2.

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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 2011/12 covers the seventh 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 2011/12

	GROSS MARGIN	
	AVERAGE	EXCELLENT
	£ per head	
Dairy Cows	967	1117
Suckler Cows		
Non LFA	151	-
Disadvantaged Area	181	297
Severely Disadvantaged Area	154	271
Breeding Ewes		
Non LFA	69	87
Disadvantaged Area	58	75
Severely Disadvantaged Area (Cross-Bred Flocks)	55	95
Severely Disadvantaged Area (Hardy Hill Breeds)	36	59
Pigs - Birth to Bacon	22	-
	£ per hectare	
Crops		
Spring Barley	673	986
Winter Wheat	1185	1438
Winter Barley	1074	1372
Spring Wheat	651	-
Spring Oats	847	-
Winter Oats	1202	-
Ware Potatoes	1721	-

- indicates no data available

AVERAGE GROSS MARGIN RESULTS 2007/08 - 2011/12

	2007/08	2008/09	2009/10	2010/11	2011/12
	£ per head				
Dairy Cows	843	670	514	892	967
Suckler Cows					
Non LFA	103	141	130	111	151
Disadvantaged Area	101	142	126	164	181
Severely Disadvantaged Area	102	90	119	141	154
Breeding Ewes					
Non LFA	29	48	55	59	69
Disadvantaged Area	29	45	53	46	58
Severely Disadvantaged Area (Cross-Bred Flocks)	29	24	29	40	55
Severely Disadvantaged Area (Hardy Hill Breeds)	12	11	22	33	36
Pigs - Birth to Bacon	12	20	40	28	22
	£ per hectare				
Crops					
Spring Barley	748	386	381	677	673
Winter Wheat	1136	711	583	1243	1185
Winter Barley	892	763	588	981	1074
Spring Wheat	-	-	462	821	651
Spring Oats	772	439	516	896	847
Winter Oats	857	613	-	1031	1202
Ware Potatoes	3187	3651	1646	3161	1721

- indicates no data available

DAIRY COWS 2011/12

	EXCELLENT	GOOD	MODERATE	POOR	AVERAGE	OWN FARM
% of survey farms ¹	16	30	37	17	100	
Average herd size	119	113	67	52	86	
ENTERPRISE OUTPUT	£ per cow					
Milk	2123	1928	1633	1390	1831	
Calves	103	100	107	93	102	
Herd replacement	-120	-147	-150	-163	-144	
Leasing receipts	-	-	-	-	-	
TOTAL ENTERPRISE OUTPUT	2106	1881	1590	1320	1789	
VARIABLE COSTS						
Concentrates	664	547	453	444	535	
Hay, silage, forage & grazing	174	166	156	145	163	
Vet, medicine and sundries	151	128	101	112	124	
Leasing costs	-	-	-	-	-	
TOTAL VARIABLE COSTS	989	841	710	701	822	
Gross Margins						
- per cow	1117	1040	880	619	967	
- per hectare	2938	2226	1531	929	1934	
- per 1000 litres	145	149	146	120	145	
Milk yield per cow (litres)	7691	6968	6044	5167	6676	
Milk price per litre (pence)	27.6	27.7	27.0	26.9	27.4	
Concentrates per litre (kg)	0.36	0.31	0.31	0.37	0.33	
Concentrates price per tonne (£)	232	234	233	227	232	
Stocking rate (ce per ha)	2.63	2.14	1.74	1.50	2.00	
Nitrogen used per hectare (kg)	197	166	120	106	146	

¹ Classified by Gross Margin per hectare

DAIRY CALVES REARED AS REPLACEMENTS, 2011/12

	EXCELLENT	GOOD	MODERATE	POOR	AVERAGE	OWN FARM
% of survey farms ¹	13	31	46	10	100	
ENTERPRISE OUTPUT	£ per hectare					
	2177	1598	1237	746	1381	
VARIABLE COSTS						
Concentrates ²	536	426	448	347	438	
Hay, silage, forage & grazing	383	399	345	192	355	
Vet and medicine	71	74	52	44	60	
Sundries	78	45	40	37	44	
TOTAL VARIABLE COSTS	1068	944	885	620	897	
GROSS MARGIN	1109	654	352	126	484	
Concentrates per ce (kg)	599	584	695	607	645	
Concentrates price per tonne (£)	229	256	215	216	229	
Stocking rate (ce per ha)	2.39	2.20	2.16	1.33	2.13	
Price per calf bought/transferred-in (£)	135	116	93	129	104	
Price per heifer sold/transferred-out (£)	957	1012	928	952	964	
Mortality (%)	-	1.6	2.2	4.1	1.9	

¹ Classified by Gross Margin per hectare

² Includes milk fed to calves

DAIRY CALVES REARED AND SOLD AS STORES, 2011/12

	AVERAGE	OWN FARM
% of survey farms ¹	100	
ENTERPRISE OUTPUT	£ per hectare 1230	
VARIABLE COSTS		
Concentrates ²	538	
Hay, silage, forage & grazing	260	
Vet and medicine	92	
Sundries	34	
TOTAL VARIABLE COSTS	924	
GROSS MARGIN	306	
Concentrates per ce (kg)	791	
Concentrates price per tonne (£)	223	
Stocking rate (ce per ha)	2.05	
Price per calf bought/transferred-in (£)	159	
Price per store sold (£)	578	
Mortality (%)	1.1	

¹ Classified by Gross Margin per hectare

² Includes milk fed to calves

DAIRY CALVES REARED AND SOLD AS FINISHED ANIMALS, 2011/12

	EXCELLENT	GOOD	MODERATE	POOR	AVERAGE	OWN FARM
% of survey farms ¹	17	22	50	11	100	
ENTERPRISE OUTPUT	£ per hectare					
	1959	1794	1176	1452	1460	
VARIABLE COSTS						
Concentrates ²	681	744	408	895	565	
Hay, silage, forage & grazing	357	266	296	287	300	
Vet and medicine	61	66	37	86	51	
Sundries	29	55	19	59	31	
TOTAL VARIABLE COSTS	1128	1131	760	1327	947	
GROSS MARGIN	831	663	416	125	513	
Concentrates per ce (kg)	978	1366	814	1831	1073	
Concentrates price per tonne (£)	230	208	229	191	217	
Stocking rate (ce per ha)	2.36	2.10	1.73	2.39	1.97	
Price per calf bought/transferred-in (£)	109	143	112	218	131	
Price per finished animal sold (£)	773	852	869	847	839	
Mortality (%)	3.9	7.9	1.2	1.8	3.2	

¹ Classified by Gross Margin per hectare

² Includes milk fed to calves

BEEF CALVES REARED AND SOLD AS STORES, 2011/12

	EXCELLENT	GOOD	MODERATE	POOR	AVERAGE	OWN FARM
% of survey farms ¹	24	28	24	24	100	
ENTERPRISE OUTPUT	£ per hectare					
	1615	1158	769	482	979	
VARIABLE COSTS						
Concentrates	286	245	226	217	242	
Hay, silage, forage & grazing	219	131	138	106	147	
Vet and medicine	61	45	32	27	40	
Sundries	18	20	27	15	20	
TOTAL VARIABLE COSTS	584	441	423	365	449	
GROSS MARGIN	1031	717	346	117	530	
Concentrates per ce (kg)	806	971	905	1138	935	
Concentrates price per tonne (£)	210	196	212	204	206	
Stocking rate (ce per ha)	1.68	1.28	1.10	0.94	1.23	
Price per calf bought/transferred-in (£)	425	396	487	429	437	
Price per store sold (£)	777	784	827	709	777	
Mortality (%)	0.1	-	1.3	0.6	0.5	

¹ Classified by Gross Margin per hectare

BEEF CALVES REARED AND SOLD AS FINISHED ANIMALS, 2011/12

	EXCELLENT	GOOD	MODERATE	POOR	AVERAGE	OWN FARM
% of survey farms ¹	10	39	41	10	100	
ENTERPRISE OUTPUT	£ per hectare					
	1825	1208	934	883	1119	
VARIABLE COSTS						
Concentrates	550	324	310	511	360	
Hay, silage, forage & grazing	144	178	147	189	165	
Vet and medicine	32	34	29	36	32	
Sundries	38	22	24	19	24	
TOTAL VARIABLE COSTS	764	558	510	755	581	
GROSS MARGIN	1061	650	424	128	538	
Concentrates per ce (kg)	1813	1137	1134	1748	1274	
Concentrates price per tonne (£)	192	192	198	185	193	
Stocking rate (ce per ha)	1.58	1.48	1.38	1.52	1.45	
Price per calf bought/transferred-in (£)	489	472	468	448	470	
Price per finished animal sold (£)	1090	1028	999	929	1015	
Mortality (%)	0.2	0.4	0.5	0.7	0.5	

¹ Classified by Gross Margin per hectare

FINISHING PURCHASED STORES, 2011/12

	ABOVE AVERAGE	BELOW AVERAGE	AVERAGE	OWN FARM
% of survey farms ¹	53	47	100	
	£ per hectare			
ENTERPRISE OUTPUT	1649	968	1304	
VARIABLE COSTS				
Concentrates	528	497	513	
Hay, silage, forage & grazing	177	202	190	
Vet and medicine	35	44	40	
Sundries	37	32	35	
TOTAL VARIABLE COSTS	777	775	778	
GROSS MARGIN	872	193	526	
Concentrates per ce (kg)	1620	1918	1744	
Concentrates price per tonne (£)	192	221	205	
Stocking rate (ce per ha)	1.70	1.17	1.43	
Price per store bought (£)	720	701	713	
Price per finished animal sold (£)	1123	1094	1112	
Mortality (%)	0.3	0.6	0.4	

¹ Classified by Gross Margin per hectare

SUCKLER COWS - NON LFA, 2011/12

	AVERAGE	OWN FARM	AVERAGE	OWN FARM
Number of cows per farm ¹	42.8		42.8	
Hectares per farm	28.7		28.7	
ENTERPRISE OUTPUT	£ per hectare		£ per cow	
Calves	583		390	
Herd replacement	-51		-34	
TOTAL ENTERPRISE OUTPUT	532		356	
VARIABLE COSTS				
Concentrates	36		24	
Other purchased feed	3		2	
Hay, silage, forage and grazing	174		117	
Sundries	45		30	
Vet and medicines	48		32	
TOTAL VARIABLE COSTS	306		205	
GROSS MARGIN	226		151	
GROSS MARGIN PER COW EQUIVALENT	145		145	
Calves reared per cow	0.89		0.89	
Price per calf sold or transferred-out (£)	446		446	
Mortality - birth to weaning (%)	3.2		3.2	
Concentrates per cow (kg)	133		133	
Concentrates price per tonne (£)	182		182	
Cows per hectare	1.49		1.49	
Stocking rate (ce per ha)	1.55		1.55	

¹ Classified by Gross Margin per hectare

SUCKLER COWS - DISADVANTAGED AREA 2011/12¹

	EXCELLENT	GOOD	MODERATE	POOR	AVERAGE	OWN FARM
% of survey farms ²	22	22	41	15	100	
Average herd size	61	57	30	45	45	
	£ per cow					
ENTERPRISE OUTPUT						
Calves	492	428	405	420	440	
Herd replacement	3	-52	-44	-81	-38	
TOTAL ENTERPRISE OUTPUT	495	376	361	339	402	
VARIABLE COSTS						
Concentrates	41	44	45	43	43	
Hay, silage, forage & grazing	112	104	117	178	121	
Vet and medicine	22	19	31	39	26	
Sundries	23	18	28	73	31	
TOTAL VARIABLE COSTS	198	185	221	333	221	
GROSS MARGIN	297	191	140	6	181	
GROSS MARGIN PER COW EQUIVALENT	274	178	129	6	169	
Calves reared per cow	1.02	0.93	0.96	0.99	0.98	
Price per calf sold or transferred-out (£)	466	434	421	436	441	
Mortality - birth to weaning (%)	0.8	1.9	2.2	-	1.3	
Concentrates per cow (kg)	240	223	216	193	222	
Concentrates price per tonne (£)	173	199	205	216	194	

¹ LFA Compensatory Allowances are excluded from this analysis

² Classified by Gross Margin per hectare

SUCKLER COWS - SEVERELY DISADVANTAGED AREA, 2011/12¹

	EXCELLENT	GOOD	MODERATE	POOR	AVERAGE	OWN FARM
% of survey farms ²	17	32	37	14	100	
Average herd size	42	49	36	25	39	
	£ per cow					
ENTERPRISE OUTPUT						
Calves	503	438	369	370	421	
Herd replacement	-11	-25	-66	-69	-40	
TOTAL ENTERPRISE OUTPUT	492	413	303	301	381	
VARIABLE COSTS						
Concentrates	34	54	45	61	48	
Hay, silage, forage & grazing	133	125	125	166	130	
Vet and medicine	18	19	16	29	19	
Sundries	36	25	30	39	30	
TOTAL VARIABLE COSTS	221	223	216	295	227	
GROSS MARGIN	271	190	87	6	154	
GROSS MARGIN PER COW EQUIVALENT	241	176	81	6	142	
Calves reared per cow	1.01	0.94	0.88	0.83	0.93	
Price per calf sold or transferred-out (£)	484	451	423	429	447	
Mortality - birth to weaning (%)	1.7	3.0	1.6	3.1	2.3	
Concentrates per cow (kg)	145	277	213	294	233	
Concentrates price per tonne (£)	230	196	208	205	205	

¹ LFA Compensatory Allowances are excluded from this analysis

² Classified by Gross Margin per hectare

BREEDING EWES - NON LFA, 2011/12

	EXCELLENT	GOOD	MODERATE	POOR	AVERAGE	OWN FARM
% of survey farms ¹	17	24	45	14	100	
Number of ewes per farm	225	144	179	183	179	
	£ per ewe					
ENTERPRISE OUTPUT						
Lambs	120	119	108	90	110	
Wool	4	3	3	3	3	
Flock replacement	9	8	2	-17	2	
TOTAL ENTERPRISE OUTPUT	133	130	113	76	115	
VARIABLE COSTS						
Concentrates	18	13	12	13	14	
Hay, silage, forage & grazing	17	25	17	19	19	
Vet, medicine and sundries	11	14	13	15	13	
TOTAL VARIABLE COSTS	46	52	42	47	46	
GROSS MARGIN	87	78	71	29	69	
Gross Margin (per hectare)	1053	671	464	212	544	
Price per lamb sold (£)	91	87	85	86	87	
Lambing percentage	154	161	152	136	152	
Lambs reared per 100 ewes	151	153	143	122	144	
Wool per ewe (kg)	2.8	3.1	2.9	3.1	3.0	
Wool price per kg (p)	130	107	98	109	108	
Concentrates per ewe (kg)	65	59	54	60	58	
Concentrates price per tonne (£)	204	224	222	196	214	
Ewes per hectare	12.07	8.64	6.62	7.16	7.82	
Stocking rate (ce per ha)	2.36	1.71	1.23	1.50	1.51	
Ewe mortality (%)	3.1	5.6	4.1	6.7	4.5	
Lamb mortality per 100 ewes	3.7	8.2	9.6	13.4	8.6	

¹ Classified by Gross Margin per hectare

BREEDING EWES - DISADVANTAGED AREA, 2011/12¹

	EXCELLENT	GOOD	MODERATE	POOR	AVERAGE	OWN FARM
% of survey farms ²	14	34	33	19	100	
Number of ewes per farm	145	199	136	98	151	
	£ per ewe					
ENTERPRISE OUTPUT						
Lambs	111	113	89	84	102	
Wool	2	4	3	4	3	
Flock replacement	11	-3	3	-7	1	
TOTAL ENTERPRISE OUTPUT	124	114	95	81	106	
VARIABLE COSTS						
Concentrates	18	15	20	15	17	
Hay, silage, forage & grazing	23	19	10	35	19	
Vet, medicine and sundries	8	12	13	14	12	
TOTAL VARIABLE COSTS	49	46	43	64	48	
GROSS MARGIN	75	68	52	17	58	
Price per lamb sold (£)	90	86	82	80	85	
Lambing percentage	153	154	141	142	149	
Lambs reared per 100 ewes	147	145	131	137	140	
Wool per ewe (kg)	1.7	2.9	2.8	3.2	2.7	
Wool price per kg (p)	99	128	118	123	122	
Concentrates per ewe (kg)	84	66	88	51	73	
Concentrates price per tonne (£)	220	227	232	288	233	
Ewes per hectare	9.79	8.26	5.78	7.74	7.41	
Stocking rate (ce per ha)	2.03	1.70	1.30	1.81	1.59	
Ewe mortality (%)	5.8	6.5	6.6	5.9	6.4	
Lamb mortality per 100 ewes	6.5	8.9	10.9	4.6	8.6	

¹ LFA Compensatory Allowances are excluded from this analysis

² Classified by Gross Margin per hectare

BREEDING EWES - SEVERELY DISADVANTAGED AREA (CROSS-BRED FLOCK), 2011/12¹

	EXCELLENT	GOOD	MODERATE	POOR	AVERAGE	OWN FARM
% of survey farms ²	11	49	31	9	100	
Number of ewes per farm	280	185	175	298	202	
	£ per ewe					
ENTERPRISE OUTPUT						
Lambs	132	108	102	105	110	
Wool	3	3	3	2	3	
Flock replacement	3	7	-5	-34	-2	
TOTAL ENTERPRISE OUTPUT	138	118	100	73	111	
VARIABLE COSTS						
Concentrates	14	17	22	29	20	
Hay, silage, forage & grazing	17	23	24	22	22	
Vet, medicine and sundries	12	11	17	15	13	
TOTAL VARIABLE COSTS	43	51	63	67	55	
GROSS MARGIN	95	67	37	6	55	
Price per lamb sold (£)	84	85	79	83	83	
Lambing percentage	175	155	157	127	155	
Lambs reared per 100 ewes	171	148	150	121	149	
Wool per ewe (kg)	2.7	2.6	2.8	1.7	2.6	
Wool price per kg (p)	118	106	109	110	109	
Concentrates per ewe (kg)	65	85	98	126	90	
Concentrates price per tonne (£)	221	205	231	225	218	
Ewe mortality (%)	3.8	4.1	4.9	3.8	4.2	
Lamb mortality per 100 ewes	3.8	6.9	6.7	5.8	6.2	

¹ LFA Compensatory Allowances are excluded from this analysis

² Classified by Gross Margin per ewe

BREEDING EWES - SEVERELY DISADVANTAGED AREA (HARDY HILL BREEDS), 2011/12¹

	EXCELLENT	GOOD	MODERATE	POOR	AVERAGE	OWN FARM
% of survey farms ²	16	46	21	17	100	
Number of ewes per farm	279	331	116	345	280	
	£ per ewe					
ENTERPRISE OUTPUT						
Lambs	95	76	98	51	76	
Wool	3	3	3	3	3	
Flock replacement	14	5	2	10	7	
TOTAL ENTERPRISE OUTPUT	112	84	103	64	86	
VARIABLE COSTS						
Concentrates	24	15	26	22	19	
Hay, silage, forage & grazing	15	14	33	26	18	
Vet, medicine and sundries	14	12	20	12	13	
TOTAL VARIABLE COSTS	53	41	79	60	50	
GROSS MARGIN	59	43	24	4	36	
Price per lamb sold (£)	83	77	83	76	78	
Lambing percentage	140	132	149	111	130	
Lambs reared per 100 ewes	136	122	142	102	122	
Wool per ewe (kg)	2.6	2.6	3.8	2.9	2.8	
Wool price per kg (p)	104	118	85	97	107	
Concentrates per ewe (kg)	99	68	122	99	84	
Concentrates price per tonne (£)	226	219	217	219	220	
Ewe mortality (%)	5.5	7.7	4.1	4.9	6.4	
Lamb mortality per 100 ewes	4.3	9.6	6.9	8.9	8.3	

¹ LFA Compensatory Allowances are excluded from this analysis

² Classified by Gross Margin per ewe

PIGS - BIRTH TO BACON, 2011/12

	ABOVE AVERAGE	BELOW AVERAGE	AVERAGE	OWN FARM
% of survey farms ¹	44	56	100	
Number of finished pigs per farm	3634	1674	2545	
Number of sows per farm	154	97	122	
	£ per pig			
ENTERPRISE OUTPUT	105.22	110.02	106.97	
VARIABLE COSTS				
Feedingstuffs	73.59	89.04	79.24	
Vet and medicine	2.37	2.26	2.33	
Sundries	4.35	2.63	3.72	
TOTAL VARIABLE COSTS	80.31	93.93	85.29	
GROSS MARGIN	24.91	16.09	21.68	
Price of meal equivalent per tonne (£)	253	284	265	
Meal equivalent per finished pig (kg)	291	314	299	
Litters per sow per year	2.2	1.9	2.1	
Live births per litter	12.6	10.3	11.7	
Pigs weaned per litter	11.0	9.5	10.4	
Pigs weaned per sow per year	24.6	17.9	21.7	
Price of finished pig sold (£)	105.23	110.07	107.11	
Mortality - suckers (%)	13.6	8.8	11.9	
Mortality - weaners (%)	2.8	2.9	2.8	

¹ Classified by Gross Margin per finished pig

SPRING BARLEY (2011 Crop)

	EXCELLENT	GOOD	MODERATE	POOR	AVERAGE	OWN FARM
% of survey farms ¹	17	27	40	16	100	
Hectares per farm	17.2	10.2	13.2	16.4	13.6	
	£ per hectare					
ENTERPRISE OUTPUT						
Grain	1020	896	745	539	797	
Straw	253	190	166	133	184	
TOTAL ENTERPRISE OUTPUT	1273	1086	911	672	981	
VARIABLE COSTS						
Seed	64	72	65	72	68	
Fertilisers	104	131	156	123	133	
Sprays	81	78	81	83	81	
Sundries	38	25	23	20	26	
TOTAL VARIABLE COSTS	287	306	325	298	308	
GROSS MARGIN	986	780	586	374	673	
Grain (tonnes per ha)	6.33	5.73	5.00	3.75	5.21	
Straw (tonnes per ha)	4.40	3.19	3.01	2.12	3.19	
Fertilisers used per hectare (product weight, kg)	378	424	503	409	442	
Grain price per tonne (£)	161	156	149	144	153	
Straw price per tonne (£)	58	59	55	63	58	

¹ Classified by Gross Margin per hectare

WINTER WHEAT (2011 Crop)

	EXCELLENT	GOOD	MODERATE	POOR	AVERAGE	OWN FARM
% of survey farms ¹	12	42	34	12	100	
Hectares per farm	66.5	20.8	20.9	12.7	25.1	
	£ per hectare					
ENTERPRISE OUTPUT						
Grain	1761	1449	1276	952	1465	
Straw	107	249	201	173	188	
TOTAL ENTERPRISE OUTPUT	1868	1698	1477	1125	1653	
VARIABLE COSTS						
Seed	45	61	83	63	63	
Fertilisers	133	207	208	251	187	
Sprays	197	150	165	151	169	
Sundries	55	62	36	2	49	
TOTAL VARIABLE COSTS	430	480	492	467	468	
GROSS MARGIN	1438	1218	985	658	1185	
Grain (tonnes per ha)	9.74	8.80	8.03	6.09	8.71	
Straw (tonnes per ha)	2.04	4.42	4.31	3.00	3.58	
Fertilisers used per hectare (product weight, kg)	424	766	698	850	647	
Grain price per tonne (£)	181	165	159	156	168	
Straw price per tonne (£)	52	56	47	58	52	

¹ Classified by Gross Margin per hectare

WINTER BARLEY (2011 Crop)

	EXCELLENT	GOOD	MODERATE	POOR	AVERAGE	OWN FARM
% of survey farms ¹	20	33	33	14	100	
Hectares per farm	24.0	11.1	8.7	14.5	13.3	
	£ per hectare					
ENTERPRISE OUTPUT						
Grain	1452	1150	1073	847	1198	
Straw	354	298	221	207	288	
TOTAL ENTERPRISE OUTPUT	1806	1448	1294	1054	1486	
VARIABLE COSTS						
Seed	80	74	71	89	78	
Fertilisers	212	162	182	213	192	
Sprays	127	122	134	100	123	
Sundries	15	18	39	-	19	
TOTAL VARIABLE COSTS	434	376	426	402	412	
GROSS MARGIN	1372	1072	868	652	1074	
Grain (tonnes per ha)	8.65	7.06	6.93	5.86	7.43	
Straw (tonnes per ha)	5.71	4.94	3.24	3.37	4.62	
Fertilisers used per hectare (product weight, kg)	736	590	550	672	646	
Grain price per tonne (£)	168	163	155	145	161	
Straw price per tonne (£)	62	60	68	61	62	

¹ Classified by Gross Margin per hectare

SPRING WHEAT, SPRING OATS & WINTER OATS (2011 Crops)

	SPRING WHEAT	SPRING OATS	WINTER OATS	OWN FARM
% of survey farms ¹	100	100	100	
Hectares per farm	15.8	19.8	7.3	
	£ per hectare			
ENTERPRISE OUTPUT				
Grain	872	1033	1376	
Straw	177	57	262	
TOTAL ENTERPRISE OUTPUT	1049	1090	1638	
VARIABLE COSTS				
Seed	87	78	61	
Fertilisers	195	85	121	
Sprays	102	75	90	
Sundries	14	5	164	
TOTAL VARIABLE COSTS	398	243	436	
GROSS MARGIN	651	847	1202	
Grain (tonnes per ha)	6.51	5.35	7.69	
Straw (tonnes per ha)	3.59	1.08	5.61	
Fertilisers used per hectare (product weight, kg)	641	281	437	
Grain price per tonne (£)	132	194	187	
Straw price per tonne (£)	49	52	48	

¹ Classified by Gross Margin per hectare

WARE POTATOES (2011 Crop)

	ABOVE AVERAGE	BELOW AVERAGE	AVERAGE	OWN FARM
% of survey farms ¹	44	56	100	
Hectares per farm	15.2	14.1	14.6	
	£ per hectare			
ENTERPRISE OUTPUT				
Current Crop	3766	2889	3294	
VARIABLE COSTS				
Seed	392	587	497	
Fertilisers	426	334	377	
Sprays	261	281	272	
Contract / casual wages	357	194	269	
Sundries	186	134	158	
TOTAL VARIABLE COSTS	1622	1530	1573	
GROSS MARGIN	2144	1359	1721	
Yield of ware per hectare (tonnes)	31	32	32	
Seed used per hectare (tonnes)	2.27	2.83	2.57	
Fertiliser used per hectare (product weight, kg)	1033	956	992	
Price per tonne ware (£)	114	85	99	

¹ Classified by Gross Margin per hectare

HAY, SILAGE, GRAZING AND FORAGE CROPS 2011/12

	Fertiliser	Seed	Purchased Hay, Silage & Straw	Contract Work	Casual Wages	Sprays	Sundries	Total Net Cost ¹
		£ per hectare						
8.0-19.9 Hectares	73.56	10.80	26.87	68.71	-	5.75	6.27	191.96
20.0-39.9 Hectares	103.67	3.36	14.57	76.81	1.01	4.69	4.58	208.68
40 and over Hectares	118.00	5.53	17.78	67.98	0.33	5.49	8.23	222.95
8 and over	115.79	5.37	17.56	68.95	0.40	5.41	7.80	220.94
2 + Over Cow Equivalents/ Hectare	170.26	10.27	35.85	110.06	0.27	9.77	14.64	350.96
1.5 - 1.9 Cow Equivalents/ Hectare	122.73	5.15	13.81	64.56	0.38	4.12	4.96	215.29
1.25-1.49 Cow Equivalents/ Hectare	76.65	1.12	9.72	48.26	0.57	3.51	5.34	145.17
Under 1.25 Cow Equivalents/ Hectare	64.47	2.13	4.61	36.75	0.50	2.79	4.40	114.97
	115.79	5.37	17.56	68.95	0.40	5.41	7.80	220.94

¹ Net of Hay, Silage and Straw Sold

FIXED COSTS DAIRY FARMS 2011/12

	VERY SMALL	SMALL	MEDIUM	LARGE
Utilised agricultural area per farm	32.0	44.3	67.1	139.9
Adjusted forage area per farm	30.9	42.4	60.9	127.9
Total cow equivalents per farm	42.4	77.9	131.6	305.5
of which cattle	42.4	76.8	131.6	302.5
of which sheep	-	1.1	-	3.0
Stocking rate (C.E. per hectare)	1.4	1.8	2.2	2.4
	£ per farmed hectare			
Fixed costs (excluding labour)				
Conacre rent	36	44	66	124
Depreciation of fixed capital expenditure	69	146	174	219
Depreciation of machinery and equipment	96	186	218	180
Upkeep and running costs of machinery and equipment	185	197	201	199
Farm fuel	51	47	48	52
Rates	29	26	17	23
Building repairs	66	67	78	68
Miscellaneous	61	53	47	36
Total Fixed Costs (excluding labour)	592	766	849	901
LABOUR				
- Farmer and spouse	702	648	458	250
- Family (exclud. farmer and spouse)	115	120	267	212
- Hired	8	19	12	14

FIXED COSTS CATTLE & SHEEP FARMS 2011/12

	SDA	DA	LFA	NON LFA
Utilised agricultural area per farm	108.7	63.7	91.1	60.9
Adjusted forage area per farm	67.8	57.9	63.9	54.6
Total cow equivalents per farm	85.1	91.7	87.7	94.8
of which cattle	51.5	72.3	59.6	79.0
of which sheep	33.7	19.4	28.1	15.9
Stocking rate (C.E. per hectare)	1.3	1.6	1.4	1.7
	£ per farmed hectare			
Fixed costs (excluding labour)				
Conacre rent	27	27	27	70
Depreciation of fixed capital expenditure	37	78	49	68
Depreciation of machinery and equipment	69	124	84	136
Upkeep and running costs of machinery and equipment	83	141	99	142
Farm fuel	5	11	7	13
Rates	5	15	8	15
Building repairs	24	43	29	41
Miscellaneous	21	36	25	36
Total Fixed Costs (excluding labour)	272	474	327	520
LABOUR				
- Farmer and spouse	195	379	245	355
- Family (exclud. farmer and spouse)	49	94	61	135
- Hired	3	20	8	30

FIXED COSTS CROPPING, MIXED LIVESTOCK & PIG FARMS 2011/12

	CEREALS	GENERAL CROPPING	MIXED LIVESTOCK	PIGS
Utilised agricultural area per farm	80.0	109.7	76.7	24.9
Adjusted forage area per farm	15.2	17.6	53.3	23.2
Total cow equivalents per farm	13.0	22.7	98.3	33.9
of which cattle	3.9	20.2	80.6	22.9
of which sheep	9.1	2.5	17.8	11.1
Stocking rate (C.E. per hectare)	0.9	1.3	1.8	1.5
	£ per farmed hectare			£ per 100 farm output
Fixed costs (excluding labour)				
Conacre rent	80	144	73	0.58
Depreciation of fixed capital expenditure	27	28	81	3.14
Depreciation of machinery and equipment	166	241	259	2.43
Upkeep and running costs of machinery and equipment	147	262	274	2.52
Farm fuel	9	21	25	2.49
Rates	8	8	15	0.29
Building repairs	28	55	50	1.29
Miscellaneous	28	56	45	1.06
Total Fixed Costs (excluding labour)	492	814	821	13.81
LABOUR				
- Farmer and spouse	340	191	353	8.00
- Family (exclud. farmer and spouse)	54	95	176	0.74
- Hired	4	59	33	2.31

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	Farm on which dairy cows account for more than two-thirds of the total Standard Output (SO).
Cattle and Sheep	Farms which do not qualify as Dairy farms but have more than two-thirds of their total SO from grazing livestock (cattle and sheep). They are further sub-divided into farms where more than half of the land farmed is in Less Favoured Areas (LFA) and Lowland (those which have less than 50% of land in the LFA) categories.
Cereals	Farms on which cereals and combinable crops account for more than two-thirds of the total SO.
General Cropping	Farms which do not qualify as cereals farms but have more than two-thirds of the total SO in arable, including field scale vegetable, crops or in a mixture of arable and horticultural crops where arable crops account for more than one-third of the total SO and no other grouping accounts for more than one-third.
Pigs	Farms of which pigs account for more than two-thirds of total SO.
Mixed Livestock	Farms that have no dominant enterprise and do not fit into the above categories.

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