



Department of
**Agriculture and
Rural Development**

www.dardni.gov.uk

AN ROINN

**Talmhaíochta agus
Forbartha Tuaithe**

MÁNNYSTRIE O

**Fairms an
Kintra Fordèrin**

POLICY AND ECONOMICS DIVISION

Northern Ireland Farm Performance Indicators 2012/13



CONTENTS

Page No

● Foreword	1
● Northern Ireland Farm Performance Indicators	3
● Summary of Main Enterprise Gross Margins 2012/13	6
● Average Gross Margin Results 2008/09 - 2012/13	7

Cattle

● Dairy Cows	8
● Dairy Calves Reared as Replacements	9
● Dairy Calves Reared and Sold as Stores	10
● Dairy Calves Reared and Sold as Finished Animals	11
● Beef Calves Reared and Sold as Stores	12
● Beef Calves Reared and Sold as Finished Animals	13
● Finishing Purchased Stores	14
● Suckler Cows - Non LFA	15
● Suckler Cows - Disadvantaged Area	16
● Suckler Cows - Severely Disadvantaged Area	17

Sheep

● Breeding Ewes - Non LFA	18
● Breeding Ewes - Disadvantaged Area	19
● Breeding Ewes - Severely Disadvantaged Area (Cross-Bred Flocks)	20
● Breeding Ewes - Severely Disadvantaged Area (Hardy Hill Breeds)	21

CONTENTS

Page No

● Pigs - Birth to Bacon	22
--------------------------------	----

Crops

● Spring Barley	23
● Winter Wheat	24
● Winter Barley	25
● Spring Wheat, Spring Oats & Winter Oats	26
● Ware Potatoes	27
● Hay, Silage, Grazing & Forage Crops	28

Fixed Costs

● Dairy Farms	29
● Cattle & Sheep Farms	30
● Cropping, Mixed Livestock & Pig Farms	31

● Terms and Definitions	32
--------------------------------	----

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 2013.

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.

NORMAN FULTON

Director of Policy and Economics

Department of Agriculture and Rural Development

November 2013

Any comments or enquiries about this publication should be addressed to:

Paul Keatley
Room 811A
Dundonald House
Upper Newtownards Road
Ballymiscaw
BELFAST
BT4 3SB

Tel: 028 9052 4063

Fax: 028 9052 4676

Email: Paul.Keatley@dardni.gov.uk

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 four 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 2012/13 covers the eighth 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, Room 814, Dundonald House, Upper Newtownards Road, Ballymiscaw, Belfast BT4 3SB (028 9052 4750) or on the Department of Agriculture and Rural Development web site at www.dardni.gov.uk.

SUMMARY OF MAIN ENTERPRISE GROSS MARGINS, 2012/13

	GROSS MARGIN	
	AVERAGE	EXCELLENT
	£ per head	
Dairy Cows	745	919
Suckler Cows		
Non LFA	167	-
Disadvantaged Area	177	276
Severely Disadvantaged Area	136	266
Breeding Ewes		
Non LFA	43	63
Disadvantaged Area	33	51
Severely Disadvantaged Area (Cross-Bred Flocks)	26	67
Severely Disadvantaged Area (Hardy Hill Breeds)	9	31
Pigs - Birth to Bacon	21	-
	£ per hectare	
Crops		
Spring Barley	817	1048
Winter Wheat	916	-
Winter Barley	1020	1260
Spring Wheat	1018	-
Spring Oats	982	-
Winter Oats	-	-
Ware Potatoes	7322	-

- indicates no data available

AVERAGE GROSS MARGIN RESULTS, 2008/09 - 2012/13

	2008/09	2009/10	2010/11	2011/12	2012/13
	£ per head				
Dairy Cows	670	514	892	967	745
Suckler Cows					
Non LFA	141	130	111	151	167
Disadvantaged Area	142	126	164	181	177
Severely Disadvantaged Area	90	119	141	154	136
Breeding Ewes					
Non LFA	48	55	59	69	43
Disadvantaged Area	45	53	46	58	33
Severely Disadvantaged Area (Cross-Bred Flocks)	24	29	40	55	26
Severely Disadvantaged Area (Hardy Hill Breeds)	11	22	33	36	9
Pigs - Birth to Bacon	20	40	28	22	21
	£ per hectare				
Crops					
Spring Barley	386	381	677	673	817
Winter Wheat	711	583	1243	1185	916
Winter Barley	763	588	981	1074	1020
Spring Wheat	-	462	821	651	1018
Spring Oats	439	516	896	847	707
Winter Oats	613	-	1031	1202	-
Ware Potatoes	3651	1646	3161	1721	7322

- indicates no data available

DAIRY COWS, 2012/13

	EXCELLENT	GOOD	MODERATE	POOR	AVERAGE	OWN FARM
% of survey farms ¹	17	31	37	15	100	
Average herd size	138	106	75	68	94	
ENTERPRISE OUTPUT	£ per cow					
Milk	2071	1768	1621	1256	1748	
Calves	99	97	99	84	97	
Herd replacement	-163	-146	-214	-148	-171	
Leasing receipts	-	-	-	-	-	
TOTAL ENTERPRISE OUTPUT	2007	1718	1505	1193	1674	
VARIABLE COSTS						
Concentrates	749	587	581	490	617	
Hay, silage, forage & grazing	186	173	189	162	180	
Vet, medicine & sundries	153	129	126	115	133	
Leasing costs	-	-	-	-	-	
TOTAL VARIABLE COSTS	1088	889	896	767	929	
Gross Margins						
- per cow	919	829	609	426	745	
- per hectare	2416	1741	1164	674	1541	
- per 1000 litres	118	122	96	86	111	
Milk yield per cow (litres)	7785	6784	6317	4949	6707	
Milk price per litre (pence)	26.6	26.1	25.7	25.4	26.1	
Concentrates per litre (kg)	0.37	0.33	0.36	0.38	0.35	
Concentrates price per tonne (£)	253	252	251	252	252	
Stocking rate (ce per ha)²	2.63	2.10	1.91	1.58	2.07	
Nitrogen used per hectare (kg)	174	159	143	115	150	

¹ Classified by Gross Margin per hectare

² ce = cow equivalent(s)

DAIRY CALVES REARED AS REPLACEMENTS, 2012/13

	EXCELLENT	GOOD	MODERATE	POOR	AVERAGE	OWN FARM
% of survey farms ¹	14	27	43	16	100	
	£ per hectare					
ENTERPRISE OUTPUT	1852	1475	990	1093	1243	
VARIABLE COSTS						
Concentrates ²	579	618	428	533	512	
Hay, silage, forage & grazing	348	294	343	540	367	
Vet & medicine	55	49	53	41	51	
Sundries	56	44	45	69	51	
TOTAL VARIABLE COSTS	1039	1005	870	1183	980	
GROSS MARGIN	813	470	120	-90	263	
Concentrates per ce (kg) ³	576	770	564	683	632	
Concentrates price per tonne (£)	255	239	274	268	260	
Stocking rate (ce per ha)	2.65	2.05	2.08	2.16	2.17	
Price per calf bought/transferred-in (£)	102	116	100	91	102	
Price per heifer sold/transferred-out (£)	1107	995	965	921	993	
Mortality (%)	2.0	2.4	2.6	1.0	2.1	

¹ Classified by Gross Margin per hectare

² Includes milk fed to calves

³ ce = cow equivalent(s)

DAIRY CALVES REARED AND SOLD AS STORES, 2012/13

	AVERAGE	OWN FARM
% of survey farms ¹	100	
ENTERPRISE OUTPUT	£ per hectare 1285	
VARIABLE COSTS		
Concentrates ²	598	
Hay, silage, forage & grazing	205	
Vet & medicine	66	
Sundries	35	
TOTAL VARIABLE COSTS	905	
GROSS MARGIN	380	
Concentrates per ce (kg) ³	1220	
Concentrates price per tonne (£)	228	
Stocking rate (ce per ha)	1.86	
Price per calf bought/transferred-in (£)	144	
Price per store sold (£)	667	
Mortality (%)	2.2	

¹ Classified by Gross Margin per hectare

² Includes milk fed to calves

³ ce = cow equivalent(s)

DAIRY CALVES REARED AND SOLD AS FINISHED ANIMALS, 2012/13

	ABOVE AVERAGE	BELOW AVERAGE	AVERAGE	OWN FARM
% of survey farms ¹	69	31	100	
ENTERPRISE OUTPUT	£ per hectare			
	1777	1404	1680	
VARIABLE COSTS				
Concentrates ²	760	785	766	
Hay, silage, forage & grazing	233	267	242	
Vet & medicine	40	47	42	
Sundries	46	39	44	
TOTAL VARIABLE COSTS	1079	1139	1095	
GROSS MARGIN	697	265	586	
Concentrates per ce (kg) ³	1361	1564	1409	
Concentrates price per tonne (£)	228	240	231	
Stocking rate (ce per ha)	2.14	1.90	2.08	
Price per calf bought/transferred-in (£)	161	163	161	
Price per finished animal sold (£)	949	893	939	
Mortality (%)	4.8	1.4	4.0	

¹ Classified by Gross Margin per hectare

² Includes milk fed to calves

³ ce = cow equivalent(s)

BEEF CALVES REARED AND SOLD AS STORES, 2012/13

	EXCELLENT	GOOD	MODERATE	POOR	AVERAGE	OWN FARM
% of survey farms ¹	14	17	59	10	100	
ENTERPRISE OUTPUT	£ per hectare					
	1829	1327	782	628	941	
VARIABLE COSTS						
Concentrates	418	365	280	407	319	
Hay, silage, forage & grazing	160	145	122	106	127	
Vet & medicine	81	43	32	34	38	
Sundries	23	8	21	34	21	
TOTAL VARIABLE COSTS	682	561	455	580	505	
GROSS MARGIN	1146	765	327	48	435	
Concentrates per ce (kg) ²	1260	1169	1070	1338	1138	
Concentrates price per tonne (£)	230	226	226	243	229	
Stocking rate (ce per ha)	1.44	1.38	1.14	1.23	1.21	
Price per calf bought/transferred-in (£)	457	419	441	478	444	
Price per store sold (£)	861	926	832	786	849	
Mortality (%)	0.3	0.3	1.3	-	0.8	

¹ Classified by Gross Margin per hectare

² ce = cow equivalent(s)

BEEF CALVES REARED AND SOLD AS FINISHED ANIMALS, 2012/13

	EXCELLENT	GOOD	MODERATE	POOR	AVERAGE	OWN FARM
% of survey farms ¹	18	24	42	16	100	
ENTERPRISE OUTPUT	£ per hectare					
	1753	1474	957	642	1149	
VARIABLE COSTS						
Concentrates	529	529	421	488	476	
Hay, silage, forage & grazing	232	234	184	145	196	
Vet & medicine	56	30	33	28	35	
Sundries	25	23	34	22	28	
TOTAL VARIABLE COSTS	842	816	672	683	735	
GROSS MARGIN	911	658	285	-41	414	
Concentrates per ce (kg) ²	1363	1426	1294	1833	1422	
Concentrates price per tonne (£)	222	204	228	222	219	
Stocking rate (ce per ha)	1.74	1.81	1.38	1.19	1.51	
Price per calf bought/transferred-in (£)	502	468	496	482	488	
Price per finished animal sold (£)	1134	1077	1097	1029	1091	
Mortality (%)	0.5	0.4	0.9	1.4	0.8	

¹ Classified by Gross Margin per hectare

² ce = cow equivalent(s)

FINISHING PURCHASED STORES, 2012/13

	ABOVE AVERAGE	BELOW AVERAGE	AVERAGE	OWN FARM
% of survey farms ¹	50	50	100	
	£ per hectare			
ENTERPRISE OUTPUT	1571	688	1264	
VARIABLE COSTS				
Concentrates	691	488	620	
Hay, silage, forage & grazing	194	170	185	
Vet & medicine	40	38	40	
Sundries	36	50	41	
TOTAL VARIABLE COSTS	961	746	886	
GROSS MARGIN	610	-58	378	
Concentrates per ce (kg) ²	2034	1961	2014	
Concentrates price per tonne (£)	214	224	217	
Stocking rate (ce per ha)	1.56	1.11	1.41	
Price per store bought (£)	756	686	738	
Price per finished animal sold (£)	1245	972	1165	
Mortality (%)	0.4	0.3	0.4	

¹ Classified by Gross Margin per hectare

² ce = cow equivalent(s)

SUCKLER COWS - NON LFA, 2012/13

	AVERAGE	OWN FARM	AVERAGE	OWN FARM
Number of cows per farm ¹	42.3		42.3	
Hectares per farm	30.0		30.0	
ENTERPRISE OUTPUT	£ per hectare		£ per cow	
Calves	619		438	
Herd replacement	-76		-54	
TOTAL ENTERPRISE OUTPUT	542		384	
VARIABLE COSTS				
Concentrates	36		25	
Other purchased feed	4		3	
Hay, silage, forage & grazing	185		131	
Sundries	39		28	
Vet & medicines	43		30	
TOTAL VARIABLE COSTS	307		217	
GROSS MARGIN	235		167	
GROSS MARGIN PER COW EQUIVALENT	157		157	
Calves reared per cow	0.99		0.99	
Price per calf sold or transferred-out (£)	455		455	
Mortality - birth to weaning (%)	2.6		2.6	
Concentrates per cow (kg)	130		130	
Concentrates price per tonne (£)	195		195	
Cows per hectare	1.41		1.41	
Stocking rate (ce per ha) ²	1.50		1.50	

¹ Classified by Gross Margin per hectare

² ce = cow equivalent(s)

SUCKLER COWS - DISADVANTAGED AREA, 2012/13¹

	EXCELLENT	GOOD	MODERATE	POOR	AVERAGE	OWN FARM
% of survey farms ²	14	29	33	24	100	
Average herd size	102	28	43	34	45	
	£ per cow					
ENTERPRISE OUTPUT						
Calves	511	436	408	482	459	
Herd replacement	-5	11	-55	-85	-32	
TOTAL ENTERPRISE OUTPUT	506	447	353	397	427	
VARIABLE COSTS						
Concentrates	64	63	53	87	64	
Hay, silage, forage & grazing	121	130	105	199	132	
Vet & medicine	28	25	26	57	32	
Sundries	18	17	30	19	22	
TOTAL VARIABLE COSTS	230	235	214	363	250	
GROSS MARGIN	276	212	139	35	177	
GROSS MARGIN PER COW EQUIVALENT	259	200	135	31	167	
Calves reared per cow	0.99	1.02	0.90	1.02	0.97	
Price per calf sold or transferred-out (£)	510	460	442	487	476	
Mortality - birth to weaning (%)	1.9	2.3	5.2	1.7	3.0	
Concentrates per cow (kg)	274	355	247	353	294	
Concentrates price per tonne (£)	231	176	203	246	215	

¹ LFA Compensatory Allowances are excluded from this analysis

² Classified by Gross Margin per hectare

SUCKLER COWS - SEVERELY DISADVANTAGED AREA, 2012/13¹

	EXCELLENT	GOOD	MODERATE	POOR	AVERAGE	OWN FARM
% of survey farms ²	8	41	40	11	100	
Average herd size	53	44	36	19	39	
	£ per cow					
ENTERPRISE OUTPUT						
Calves	540	441	408	350	435	
Herd replacement	-25	-41	-39	-71	-40	
TOTAL ENTERPRISE OUTPUT	515	400	369	280	394	
VARIABLE COSTS						
Concentrates	87	49	76	106	66	
Hay, silage, forage & grazing	108	121	153	174	135	
Vet & medicine	40	27	44	38	35	
Sundries	14	20	25	31	22	
TOTAL VARIABLE COSTS	249	217	298	350	258	
GROSS MARGIN	266	183	70	-70	136	
GROSS MARGIN PER COW EQUIVALENT	248	169	66	-65	126	
Calves reared per cow	0.97	0.93	0.90	0.84	0.92	
Price per calf sold or transferred-out (£)	531	465	456	451	469	
Mortality - birth to weaning (%)	2.7	2.5	2.9	7.5	2.9	
Concentrates per cow (kg)	371	201	325	499	282	
Concentrates price per tonne (£)	231	230	227	212	227	

¹ LFA Compensatory Allowances are excluded from this analysis

² Classified by Gross Margin per hectare

BREEDING EWES - NON LFA, 2012/13

	EXCELLENT	GOOD	MODERATE	POOR	AVERAGE	OWN FARM
% of survey farms ¹	18	17	48	17	100	
Number of ewes per farm	148	125	203	264	190	
	£ per ewe					
ENTERPRISE OUTPUT						
Lambs	106	87	94	102	97	
Wool	4	4	5	4	4	
Flock replacement	1	8	-8	-18	-7	
TOTAL ENTERPRISE OUTPUT	111	98	91	88	94	
VARIABLE COSTS						
Concentrates	19	9	15	25	17	
Hay, silage, forage & grazing	19	23	17	28	21	
Vet, medicine & sundries	10	13	14	12	13	
TOTAL VARIABLE COSTS	48	45	46	65	51	
GROSS MARGIN	63	54	45	24	43	
Gross Margin (per hectare)	715	452	302	178	324	
Price per lamb sold (£)	79	75	71	75	73	
Lambing percentage	158	149	148	140	148	
Lambs reared per 100 ewes	152	138	139	133	139	
Wool per ewe (kg)	3.3	2.9	3.4	2.9	3.2	
Wool price per kg (p)	124	127	138	130	133	
Concentrates per ewe (kg)	64	37	60	87	64	
Concentrates price per tonne (£)	252	237	250	256	251	
Ewes per hectare	11.42	8.45	6.79	7.51	7.55	
Stocking rate (ce per ha)²	2.20	1.50	1.35	1.58	1.49	
Ewe mortality (%)	3.7	5.0	5.1	4.3	4.7	
Lamb mortality per 100 ewes	6.1	11.4	9.3	7.0	8.6	

¹ Classified by Gross Margin per hectare

² ce = cow equivalent(s)

BREEDING EWES - DISADVANTAGED AREA, 2012/13¹

	EXCELLENT	GOOD	MODERATE	POOR	AVERAGE	OWN FARM
% of survey farms ²	20	35	20	25	100	
Number of ewes per farm	236	134	120	87	140	
	£ per ewe					
ENTERPRISE OUTPUT						
Lambs	102	95	74	52	87	
Wool	4	3	4	4	3	
Flock replacement	-7	-8	-2	4	-5	
TOTAL ENTERPRISE OUTPUT	98	90	76	60	85	
VARIABLE COSTS						
Concentrates	15	21	31	21	21	
Hay, silage, forage & grazing	20	16	13	27	19	
Vet, medicine & sundries	11	12	19	11	13	
TOTAL VARIABLE COSTS	46	49	63	59	52	
GROSS MARGIN	51	41	13	1	33	
Price per lamb sold (£)	74	76	64	61	72	
Lambing percentage	154	145	145	134	146	
Lambs reared per 100 ewes	146	136	136	113	136	
Wool per ewe (kg)	3.0	2.6	3.4	3.4	3.0	
Wool price per kg (p)	120	106	108	124	114	
Concentrates per ewe (kg)	62	87	129	48	80	
Concentrates price per tonne (£)	245	233	238	304	244	
Ewes per hectare	8.70	7.90	6.00	8.51	7.81	
Stocking rate (ce per ha) ³	1.83	1.57	1.43	2.05	1.69	
Ewe mortality (%)	8.7	8.1	4.4	6.4	7.4	
Lamb mortality per 100 ewes	7.4	8.9	9.2	21.5	10.4	

¹ LFA Compensatory Allowances are excluded from this analysis

² Classified by Gross Margin per hectare

³ ce = cow equivalent(s)

BREEDING EWES - SEVERELY DISADVANTAGED AREA (CROSS-BRED FLOCKS), 2012/13¹

	EXCELLENT	GOOD	MODERATE	POOR	AVERAGE	OWN FARM
% of survey farms ²	15	43	27	15	100	
Number of ewes per farm	128	202	137	244	179	
	£ per ewe					
ENTERPRISE OUTPUT						
Lambs	111	96	87	79	92	
Wool	2	4	3	3	3	
Flock replacement	7	-1	-1	-25	-5	
TOTAL ENTERPRISE OUTPUT	120	99	89	57	91	
VARIABLE COSTS						
Concentrates	21	27	25	24	25	
Hay, silage, forage & grazing	20	23	28	24	24	
Vet, medicine & sundries	12	15	18	15	15	
TOTAL VARIABLE COSTS	53	64	71	64	64	
GROSS MARGIN	67	35	18	-7	26	
Price per lamb sold (£)	75	70	70	71	71	
Lambing percentage	171	161	156	128	154	
Lambs reared per 100 ewes	166	153	144	120	146	
Wool per ewe (kg)	2.6	2.9	2.7	2.0	2.7	
Wool price per kg (p)	92	124	101	130	117	
Concentrates per ewe (kg)	93	109	105	104	105	
Concentrates price per tonne (£)	225	245	242	234	240	
Ewe mortality (%)	2.8	6.3	6.7	4.9	5.7	
Lamb mortality per 100 ewes	5.8	8.3	11.4	7.6	8.5	

¹ LFA Compensatory Allowances are excluded from this analysis

² Classified by Gross Margin per ewe

BREEDING EWES - SEVERELY DISADVANTAGED AREA (HARDY HILL BREEDS), 2012/13¹

	EXCELLENT	GOOD	MODERATE	POOR	AVERAGE	OWN FARM
% of survey farms ²	11	48	22	19	100	
Number of ewes per farm	433	261	150	394	280	
	£ per ewe					
ENTERPRISE OUTPUT						
Lambs	62	65	78	41	60	
Wool	3	3	3	3	3	
Flock replacement	7	4	2	-2	3	
TOTAL ENTERPRISE OUTPUT	72	72	83	41	65	
VARIABLE COSTS						
Concentrates	21	23	37	19	23	
Hay, silage, forage & grazing	8	19	15	29	19	
Vet, medicine & sundries	12	12	27	11	14	
TOTAL VARIABLE COSTS	41	54	79	59	56	
GROSS MARGIN	31	18	3	-18	9	
Price per lamb sold (£)	69	67	73	68	68	
Lambing percentage	132	129	141	107	125	
Lambs reared per 100 ewes	122	122	130	95	116	
Wool per ewe (kg)	2.2	2.8	2.5	2.8	2.7	
Wool price per kg (p)	118	107	127	95	107	
Concentrates per ewe (kg)	80	95	147	80	95	
Concentrates price per tonne (£)	227	235	250	238	237	
Ewe mortality (%)	3.2	6.5	6.1	11.6	7.2	
Lamb mortality per 100 ewes	9.7	7.7	10.6	12.2	9.6	

¹ LFA Compensatory Allowances are excluded from this analysis

² Classified by Gross Margin per ewe

PIGS - BIRTH TO BACON, 2012/13

	ABOVE AVERAGE	BELOW AVERAGE	AVERAGE	OWN FARM
% of survey farms ¹	50	50	100	
Number of finished pigs per farm	2360	1723	2041	
Number of sows per farm	112	90	101	
	£ per pig			
ENTERPRISE OUTPUT	111.63	116.89	113.85	
VARIABLE COSTS				
Feedingstuffs	79.99	96.39	86.91	
Vet & medicine	3.25	3.38	3.30	
Sundries	4.39	1.37	3.12	
TOTAL VARIABLE COSTS	87.63	101.14	93.33	
GROSS MARGIN	24.00	15.75	20.52	
Price of meal equivalent per tonne (£)	273	303	286	
Meal equivalent per finished pig (kg)	293	318	304	
Litters per sow per year	2.0	2.0	2.0	
Live births per litter	11.9	10.6	11.3	
Pigs weaned per litter	10.8	9.8	10.3	
Pigs weaned per sow per year	21.4	19.7	20.6	
Price of finished pig sold (£)	111.35	117.74	114.43	
Mortality - suckers (%)	9.3	8.9	9.1	
Mortality - weaners (%)	3.2	3.9	3.5	

¹ Classified by Gross Margin per finished pig

SPRING BARLEY (2012 Crop)

	EXCELLENT	GOOD	MODERATE	POOR	AVERAGE	OWN FARM
% of survey farms ¹	18	27	38	17	100	
Hectares per farm	25.7	16.4	9.0	8.8	14.0	
	£ per hectare					
ENTERPRISE OUTPUT						
Grain	1105	898	827	552	914	
Straw	281	231	186	195	233	
TOTAL ENTERPRISE OUTPUT	1386	1129	1013	747	1147	
VARIABLE COSTS						
Seed	77	63	69	78	71	
Fertilisers	140	148	159	124	145	
Sprays	100	86	98	75	92	
Sundries	21	9	25	49	21	
TOTAL VARIABLE COSTS	339	306	350	326	330	
GROSS MARGIN	1048	823	663	422	817	
Grain (tonnes per ha)	5.84	4.81	4.61	3.18	4.94	
Straw (tonnes per ha)	4.14	3.40	2.84	3.62	3.53	
Fertilisers used per hectare (product weight, kg)	479	461	495	401	470	
Grain price per tonne (£)	189	186	180	174	185	
Straw price per tonne (£)	68	68	66	54	66	

¹ Classified by Gross Margin per hectare

WINTER WHEAT (2012 Crop)

	ABOVE AVERAGE	BELOW AVERAGE	AVERAGE	OWN FARM
% of survey farms ¹	40	60	100	
Hectares per farm	9.0	17.8	14.3	
	£ per hectare			
ENTERPRISE OUTPUT				
Grain	1441	1045	1144	
Straw	348	254	278	
TOTAL ENTERPRISE OUTPUT	1790	1298	1422	
VARIABLE COSTS				
Seed	96	77	82	
Fertilisers	164	228	212	
Sprays	169	168	168	
Sundries	34	47	44	
TOTAL VARIABLE COSTS	463	520	506	
GROSS MARGIN	1327	778	916	
Grain (tonnes per ha)	7.97	5.42	6.06	
Straw (tonnes per ha)	5.48	3.84	4.25	
Fertilisers used per hectare (product weight, kg)	569	784	730	
Grain price per tonne (£)	181	193	189	
Straw price per tonne (£)	64	66	65	

¹ Classified by Gross Margin per hectare

WINTER BARLEY (2012 Crop)

	EXCELLENT	GOOD	MODERATE	POOR	AVERAGE	OWN FARM
% of survey farms ¹	16	42	26	16	100	
Hectares per farm	27.3	12.7	8.9	5.8	12.9	
	£ per hectare					
ENTERPRISE OUTPUT						
Grain	1411	1193	916	738	1183	
Straw	298	274	292	191	280	
TOTAL ENTERPRISE OUTPUT	1710	1467	1209	929	1463	
VARIABLE COSTS						
Seed	75	79	59	79	74	
Fertilisers	198	219	222	219	213	
Sprays	130	143	94	129	129	
Sundries	46	12	36	4	27	
TOTAL VARIABLE COSTS	449	453	412	431	443	
GROSS MARGIN	1260	1014	797	498	1020	
Grain (tonnes per ha)	6.82	6.60	4.93	5.07	6.26	
Straw (tonnes per ha)	4.71	3.74	4.33	3.14	4.13	
Fertilisers used per hectare (product weight, kg)	678	746	764	701	724	
Grain price per tonne (£)	207	181	186	145	189	
Straw price per tonne (£)	63	73	68	61	68	

¹ Classified by Gross Margin per hectare

SPRING WHEAT, SPRING OATS & WINTER OATS (2012 Crops)

	SPRING WHEAT	SPRING OATS	WINTER OATS	OWN FARM
% of survey farms ¹	100	100	-	
Hectares per farm	15.7	5.8	-	
	£ per hectare			
ENTERPRISE OUTPUT				
Grain	1158	972	-	
Straw	234	286	-	
TOTAL ENTERPRISE OUTPUT	1392	1258	-	
VARIABLE COSTS				
Seed	85	84	-	
Fertilisers	165	122	-	
Sprays	106	62	-	
Sundries	18	8	-	
TOTAL VARIABLE COSTS	374	276	-	
GROSS MARGIN	1018	982	-	
Grain (tonnes per ha)	6.49	4.63	-	
Straw (tonnes per ha)	4.05	4.87	-	
Fertilisers used per hectare (product weight, kg)	580	405	-	
Grain price per tonne (£)	176	212	-	
Straw price per tonne (£)	57	59	-	

¹ Classified by Gross Margin per hectare

- Indicates no data available

WARE POTATOES (2012 Crop)

	ABOVE AVERAGE	BELOW AVERAGE	AVERAGE	OWN FARM
% of survey farms ¹	38	62	100	
Hectares per farm	19.0	9.9	13.3	
	£ per hectare			
ENTERPRISE OUTPUT				
Current Crop	10951	6119	8701	
VARIABLE COSTS				
Seed	272	330	299	
Fertilisers	389	337	365	
Sprays	291	276	284	
Contract / casual wages	136	330	226	
Sundries	52	380	204	
TOTAL VARIABLE COSTS	1140	1652	1378	
GROSS MARGIN	9811	4467	7322	
Yield of ware per hectare (tonnes)	31	24	28	
Seed used per hectare (tonnes)	2.21	1.98	2.10	
Fertiliser used per hectare (product weight, kg)	1093	849	979	
Price per tonne ware (£)	342	286	322	

¹ Classified by Gross Margin per hectare

HAY, SILAGE, GRAZING & FORAGE CROPS, 2012/13

	Fertiliser	Seed	Purchased Hay, Silage & Straw	Contract Work	Casual Wages	Sprays	Sundries	Total Net Cost ¹
		£ per hectare						
8.0-19.9 Hectares	82.29	6.18	17.29	52.87	-	4.58	9.34	172.55
20.0-39.9 Hectares	103.32	3.21	22.47	71.64	4.13	3.94	6.01	213.46
40 and over Hectares	122.05	5.31	31.85	82.94	0.34	5.17	9.08	255.85
8 and over	119.52	5.10	30.66	81.33	0.73	5.03	8.76	250.22
2 + Over Cow Equivalents/ Hectare	156.95	8.02	58.16	125.47	0.81	7.50	14.56	370.61
1.5 - 1.9 Cow Equivalents/ Hectare	125.66	4.80	20.27	74.06	0.39	4.47	5.73	235.30
1.25-1.49 Cow Equivalents/ Hectare	87.49	3.41	14.90	52.38	0.35	2.89	4.35	163.19
Under 1.25 Cow Equivalents/ Hectare	65.13	1.50	7.16	32.57	1.27	2.79	5.55	114.74
	119.52	5.10	30.66	81.33	0.73	5.03	8.76	250.22

¹ Net of Hay, Silage and Straw Sold

FIXED COSTS DAIRY FARMS, 2012/13

	VERY SMALL	SMALL	MEDIUM	LARGE
Utilised agricultural area per farm	31.8	44.7	66.3	132.0
Adjusted forage area per farm	30.0	42.7	61.6	122.6
Total cow equivalents per farm	42.6	77.6	128.8	284.1
of which cattle	42.6	76.7	128.3	281.5
of which sheep	-	0.8	0.6	2.6
Stocking rate (ce per ha) ¹	1.4	1.8	2.1	2.3
	£ per farmed hectare			
Fixed costs (excluding labour)				
Conacre rent	35	47	66	124
Depreciation of fixed capital expenditure	81	140	198	205
Depreciation of machinery and equipment	132	154	212	164
Upkeep and running costs of machinery and equipment	191	199	209	206
Farm fuel	54	51	53	60
Rates	30	26	17	20
Building repairs	45	49	74	51
Miscellaneous	58	53	57	43
Total Fixed Costs (excluding labour)	626	719	886	873
LABOUR				
- Farmer and spouse	781	705	501	288
- Family (excluding farmer and spouse)	112	110	230	243
- Hired	7	5	43	21

¹ ce = cow equivalent(s)

FIXED COSTS CATTLE & SHEEP FARMS, 2012/13

	SDA	DA	LFA	NON LFA
Utilised agricultural area per farm	102.3	62.1	86.4	63.2
Adjusted forage area per farm	64.9	56.5	61.6	56.0
Total cow equivalents per farm	83.7	87.9	85.4	90.4
of which cattle	51.0	66.1	57.0	68.2
of which sheep	32.7	21.8	28.4	22.2
Stocking rate (ce per ha) ¹	1.3	1.6	1.4	1.6
Fixed costs (excluding labour)	£ per farmed hectare			
Conacre rent	28	32	29	76
Depreciation of fixed capital expenditure	39	82	52	54
Depreciation of machinery and equipment	69	114	82	144
Upkeep and running costs of machinery and equipment	85	138	100	149
Farm fuel	6	11	7	14
Rates	5	17	8	13
Building repairs	28	44	32	46
Miscellaneous	21	36	26	41
Total Fixed Costs (excluding labour)	281	474	336	537
LABOUR				
- Farmer and spouse	217	414	273	374
- Family (excluding farmer and spouse)	47	72	54	88
- Hired	4	18	8	18

¹ ce = cow equivalent(s)

FIXED COSTS CROPPING, MIXED LIVESTOCK & PIG FARMS, 2012/13

	CEREALS	GENERAL CROPPING	MIXED LIVESTOCK	PIGS
Utilised agricultural area per farm	88.9	65.3	80.9	31.8
Adjusted forage area per farm	5.0	7.3	53.8	26.5
Total cow equivalents per farm	7.0	5.5	100.0	39.6
of which cattle	4.3	5.5	79.4	25.9
of which sheep	2.7	-	20.5	13.7
Stocking rate (ce per ha) ¹	1.4	0.8	1.9	1.5
	£ per farmed hectare			£ per 100 farm output
Fixed costs (excluding labour)				
Conacre rent	47	147	56	0.86
Depreciation of fixed capital expenditure	77	32	81	2.86
Depreciation of machinery and equipment	326	288	229	2.39
Upkeep and running costs of machinery and equipment	267	324	193	3.20
Farm fuel	13	18	26	2.34
Rates	13	9	13	0.46
Building repairs	40	23	49	1.21
Miscellaneous	43	50	54	1.01
Total Fixed Costs (excluding labour)	826	891	701	14.33
LABOUR				
- Farmer and spouse	303	291	343	9.15
- Family (excluding farmer and spouse)	22	74	203	0.16
- Hired	12	25	39	1.45

¹ ce = cow equivalent(s)

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 Less Favoured Areas 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 four years for self propelled machinery and seven 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 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 on 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.

Policy and Economics Division
Department of Agriculture and Rural Development
Dundonald House
Upper Newtownards Road
Ballymiscaw
BELFAST BT4 3SB



Department of
**Agriculture and
Rural Development**

www.dardni.gov.uk

AN ROINN

**Talmhaíochta agus
Forbartha Tuaithe**

MÁINNSTRÍE O

**Fairms an
Kintra Fordèrin**



**INVESTORS
IN PEOPLE**

ISBN 978-1-84807-434-7

DMS 13.14.149