



Department of  
**Agriculture and  
Rural Development**

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POLICY AND ECONOMICS DIVISION





# Northern Ireland Farm Performance Indicators 2005/06







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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 and analysed to provide benchmarking data against which farmers can compare the results of their own enterprises and businesses.

Until 1992, 'Farm Management Standards' were published in the Department of Agriculture's publication 'Agriculture in Northern Ireland'. Following the withdrawal from publication of 'Agriculture in Northern Ireland' the ranges in the performances of farm enterprises recorded in the FBS have been published in the annual report 'Farm Incomes in Northern Ireland'. With the renewed interest and focus on farm performance, it was decided that this new booklet, introduced in 2003, should be produced and contain farm performance data for a greater range of enterprises.

This Farm Performance Indicators publication presents a range of physical and financial performances for each of the main farm enterprises 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 2006 which is the first year of the introduction of the Single Farm Payment under CAP reform.

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.

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**Director of Policy and Economics**

**Department of Agriculture and Rural Development**

**November 2006**

## **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 400 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 2005/06 covers the first 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 Margins 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. In consequence, care must be taken when endeavouring to improve performance and it may be worthwhile to seek advice to ensure that proposals are sound and do not have a deleterious 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](http://www.dardni.gov.uk).



## SUMMARY OF MAIN ENTERPRISE GROSS MARGINS 2005/06

	GROSS MARGIN	
	AVERAGE	EXCELLENT
	£ per head	
<b>Dairy Cows</b>	635	722
<b>Suckler Cows</b>		
<b>Non LFA</b>	100	-
<b>Disadvantaged Area</b>	91	171
<b>Severely Disadvantaged Area</b>	71	144
<b>Breeding Ewes</b>		
<b>Non LFA</b>	31	37
<b>Disadvantaged Area</b>	29	44
<b>Severely Disadvantaged Area (Cross-Bred Flocks)</b>	26	58
<b>Severely Disadvantaged Area (Hardy Hill Breeds)</b>	8	26
<b>Pigs - Birth to Bacon</b>	20	-
	£ per hectare	
<b>Crops</b>		
<b>Spring Barley</b>	353	509
<b>Winter Wheat</b>	612	-
<b>Winter Barley</b>	528	-
<b>Ware Potatoes</b>	2271	-

- indicates no data available

## AVERAGE GROSS MARGIN RESULTS 2001/02 - 2005/06

	2001/02	2002/03	2003/04	2004/05	2005/06
	£ per head				
<b>Dairy Cows</b>	716	500	633	700	635
<b>Suckler Cows</b>					
<b>Non LFA</b>	340	282	431	269	100
<b>Disadvantaged Area</b>	294	290	357	295	91
<b>Severely Disadvantaged Area</b>	263	289	292	290	71
<b>Breeding Ewes</b>					
<b>Non LFA</b>	48	46	44	48	31
<b>Disadvantaged Area</b>	48	47	57	56	29
<b>Severely Disadvantaged Area (Cross-Bred Flocks)</b>	47	37	47	49	26
<b>Severely Disadvantaged Area (Hardy Hill Breeds)</b>	32	31	31	36	8
<b>Pigs - Birth to Bacon</b>	19	15	16	17	20
	£ per hectare				
<b>Crops</b>					
<b>Spring Barley</b>	581	461	633	549	353
<b>Winter Wheat</b>	583	659	775	720	612
<b>Winter Barley</b>	550	607	874	738	528
<b>Spring Oats</b>	-	593	749	-	-
<b>Ware Potatoes</b>	1582	1618	2939	1841	2271

- indicates no data available

## DAIRY COWS 2005/06

	EXCELLENT	GOOD	MODERATE	POOR	AVERAGE	OWN FARM
% of survey farms <sup>1</sup>	16	33	35	16	100	
Average herd size	103	72	63	44	69	
<b>ENTERPRISE OUTPUT</b>	<b>£ per cow</b>					
Milk	1192	1122	1012	898	1081	
Calves	59	61	60	57	60	
Herd replacement	-66	-83	-93	-90	-83	
Dairy premium	-	-	-	-	-	
Leasing receipts	-	-	-	-	-	
<b>TOTAL ENTERPRISE OUTPUT</b>	<b>1185</b>	<b>1100</b>	<b>979</b>	<b>865</b>	<b>1058</b>	
<b>VARIABLE COSTS</b>						
Concentrates	280	243	228	214	244	
Hay, silage, forage & grazing	103	108	99	90	102	
Vet, medicine and sundries	74	68	78	61	72	
Leasing costs	6	3	8	-	5	
<b>TOTAL VARIABLE COSTS</b>	<b>463</b>	<b>422</b>	<b>413</b>	<b>365</b>	<b>423</b>	
Gross Margins - per cow	722	678	566	500	635	
- per hectare	1740	1410	1030	645	1232	
- per 1000 litres	109	108	99	98	105	
Milk yield per cow (litres)	6645	6249	5695	5115	6052	
Milk price per litre (pence)	17.9	18.0	17.8	17.5	17.9	
Concentrates per litre (kg)	0.29	0.26	0.27	0.28	0.27	
Concentrates price per tonne (£)	142	141	141	142	142	
Stocking rate (ce per ha)	2.41	2.08	1.82	1.29	1.94	
Nitrogen used per hectare (kg)	196	173	152	101	158	

<sup>1</sup> Classified by Gross Margin per hectare

## DAIRY CALVES REARED AS REPLACEMENTS, 2005/06

	EXCELLENT	GOOD	MODERATE	POOR	AVERAGE	OWN FARM
% of survey farms	16	47	21	16	100	
	£ per hectare					
<b>ENTERPRISE OUTPUT</b>	795	841	565	629	743	
<b>VARIABLE COSTS</b>						
Concentrates <sup>1</sup>	214	266	263	390	288	
Hay, silage, forage & grazing	152	253	199	242	232	
Vet and medicine	13	41	24	49	37	
Sundries	13	40	32	56	40	
<b>TOTAL VARIABLE COSTS</b>	392	600	518	737	597	
<b>GROSS MARGIN</b>	403	241	47	-108	146	
Concentrates per ce (kg)	441	556	687	1241	712	
Concentrates price per tonne (£)	142	136	120	131	132	
Stocking rate (ce per ha)	1.96	2.28	2.29	2.13	2.23	
Price per calf bought/transferred-in (£)	67	72	74	66	71	
Price per heifer sold/transferred-out (£)	595	604	579	608	600	
Mortality %	1.0	1.2	4.6	0.7	1.7	

<sup>1</sup> Includes milk fed to calves

## DAIRY CALVES REARED AND SOLD AS STORES, 2005/06

	ABOVE AVERAGE	BELOW AVERAGE	AVERAGE	OWN FARM
% of survey farms	46	54	100	
	£ per hectare			
<b>ENTERPRISE OUTPUT</b>	<b>834</b>	<b>456</b>	<b>626</b>	
<b>VARIABLE COSTS</b>				
Concentrates <sup>1</sup>	280	249	263	
Hay, silage, forage & grazing	125	183	157	
Vet and medicine	21	36	29	
Sundries	12	12	12	
<b>TOTAL VARIABLE COSTS</b>	<b>438</b>	<b>480</b>	<b>461</b>	
<b>GROSS MARGIN</b>	<b>396</b>	<b>-24</b>	<b>165</b>	
Concentrates per ce (kg)	900	795	840	
Concentrates price per tonne (£)	126	133	130	
Stocking rate (ce per ha)	1.77	1.94	1.87	
Price per calf bought/transferred-in (£)	80	109	96	
Price per store sold (£)	417	377	392	
Mortality %	-	1.9	1.1	

<sup>1</sup> Includes milk fed to calves

## DAIRY CALVES REARED AND SOLD AS FINISHED ANIMALS, 2005/06

	EXCELLENT	GOOD	MODERATE	POOR	TOTAL	OWN FARM
% of survey farms	23	23	39	15	100	
	£ per hectare					
ENTERPRISE OUTPUT	1123	659	597	617	691	
<b>VARIABLE COSTS</b>						
Concentrates <sup>1</sup>	446	223	249	338	283	
Hay, silage, forage & grazing	126	189	153	152	162	
Vet and medicine	36	18	36	44	31	
Sundries	32	6	26	49	24	
<b>TOTAL VARIABLE COSTS</b>	640	436	464	583	500	
<b>GROSS MARGIN</b>	483	223	133	34	191	
Concentrates per ce (kg)	1035	703	882	1056	897	
Concentrates price per tonne (£)	133	138	140	108	128	
Stocking rate (ce per ha)	2.44	1.69	1.50	2.53	1.90	
Price per calf bought/transferred-in (£)	81	92	64	80	81	
Price per finished animal sold (£)	523	532	533	501	525	
Mortality %	0.6	1.3	0.6	0.6	0.9	

<sup>1</sup> Includes milk fed to calves

## BEEF CALVES REARED AND SOLD AS STORES, 2005/06

	EXCELLENT	GOOD	MODERATE	POOR	AVERAGE	OWN FARM
% of survey farms	11	27	49	13	100	
	£ per hectare					
ENTERPRISE OUTPUT	1236	783	387	301	529	
<b>VARIABLE COSTS</b>						
Concentrates <sup>1</sup>	270	195	181	291	209	
Hay, silage, forage & grazing	138	94	84	144	101	
Vet and medicine	132	47	24	37	40	
Sundries	50	28	14	24	22	
<b>TOTAL VARIABLE COSTS</b>	590	364	303	496	372	
<b>GROSS MARGIN</b>	646	419	84	-195	157	
Concentrates per ce (kg)	1517	1090	1047	1232	1138	
Concentrates price per tonne (£)	110	127	129	128	126	
Stocking rate (ce per ha)	1.60	1.40	1.30	1.82	1.43	
Price per calf bought/transferred-in (£)	274	284	284	287	284	
Price per store sold (£)	491	475	440	413	449	
Mortality %	-	0.5	1.0	0.5	0.7	

<sup>1</sup> Includes milk fed to calves

## BEEF CALVES REARED AND SOLD AS FINISHED ANIMALS, 2005/06

	EXCELLENT	GOOD	MODERATE	POOR	AVERAGE	OWN FARM
% of survey farms	13	34	42	11	100	
	£ per hectare					
ENTERPRISE OUTPUT	1020	653	451	317	585	
<b>VARIABLE COSTS</b>						
Concentrates <sup>1</sup>	352	213	176	217	217	
Hay, silage, forage & grazing	115	94	94	95	97	
Vet and medicine	19	22	27	18	23	
Sundries	9	15	14	22	14	
<b>TOTAL VARIABLE COSTS</b>	495	344	311	352	351	
<b>GROSS MARGIN</b>	525	309	140	-35	234	
Concentrates per ce (kg)	1881	1122	1017	1152	1198	
Concentrates price per tonne (£)	109	121	123	126	119	
Cow equivalents per hectare	1.72	1.54	1.39	1.50	1.50	
Price per calf bought/transferred-in (£)	250	272	300	298	280	
Price per finished animal sold (£)	617	622	596	567	607	
Mortality %	0.2	0.2	0.8	0.8	0.5	

<sup>1</sup> Includes milk fed to calves



## FINISHING PURCHASED STORES, 2005/06

	ABOVE AVERAGE	BELOW AVERAGE	AVERAGE	OWN FARM
% of survey farms	38	62	100	
	£ per hectare			
<b>ENTERPRISE OUTPUT</b>	668	362	472	
<b>VARIABLE COSTS</b>				
Concentrates <sup>1</sup>	250	196	215	
Hay, silage, forage & grazing	152	72	101	
Vet and medicine	33	25	28	
Sundries	24	24	24	
<b>TOTAL VARIABLE COSTS</b>	459	317	368	
<b>GROSS MARGIN</b>	209	45	104	
Concentrates per ce (kg)	1342	1334	1337	
Concentrates price per tonne (£)	94	106	101	
Stocking rate (ce per ha)	1.94	1.38	1.58	
Price per store bought (£)	475	462	468	
Price per finished animal sold (£)	673	614	642	
Mortality %	0.1	0.3	0.2	

<sup>1</sup> Includes milk fed to calves

## SUCKLER COWS - NON LFA, 2005/06

	AVERAGE	OWN FARM	AVERAGE	OWN FARM
Number of cows per farm <sup>1</sup>	37.7		37.7	
Hectares per farm	24.3		24.3	
<b>ENTERPRISE OUTPUT</b>	<b>£ per hectare</b>		<b>£ per cow</b>	
Calves	401		259	
Herd replacement	-65		-42	
<b>TOTAL ENTERPRISE OUTPUT</b>	<b>336</b>		<b>217</b>	
<b>VARIABLE COSTS</b>				
Concentrates	27		18	
Other purchased feed	1		1	
Hay,silage,forage and grazing	92		60	
Sundries	25		16	
Vet and medicines	34		22	
Leasing costs	-		-	
<b>TOTAL VARIABLE COSTS</b>	<b>179</b>		<b>117</b>	
<b>GROSS MARGIN</b>	<b>157</b>		<b>100</b>	
<b>GROSS MARGIN PER COW EQUIVALENT</b>	<b>97</b>		<b>97</b>	
Calves reared per cow	0.87		0.87	
Price per calf sold or transferred-out ( £ )	311		311	
Mortality - birth to weaning %	3.4		3.4	
Concentrates per cow ( kg )	156		156	
Concentrates price per tonne ( £ )	114		114	
Cows per hectare	1.55		1.55	
CEs per hectare	1.61		1.61	

<sup>1</sup> Classified by Gross Margin per hectare

## SUCKLER COWS - DISADVANTAGED AREA 2005/06<sup>1</sup>

	EXCELLENT	GOOD	MODERATE	POOR	AVERAGE	OWN FARM
% of survey farms <sup>2</sup>	10	38	38	14	100	
Average herd size	43	51	44	38	46	
	£ per cow					
<b>ENTERPRISE OUTPUT</b>						
Calves	360	278	255	223	270	
Herd replacement	-42	-36	-45	-28	-39	
Leasing receipts	-	-	-	-	-	
<b>TOTAL ENTERPRISE OUTPUT</b>	<b>318</b>	<b>242</b>	<b>210</b>	<b>195</b>	<b>231</b>	
<b>VARIABLE COSTS</b>						
Concentrates	25	22	33	41	29	
Hay, silage, forage & grazing	93	52	84	115	75	
Vet and medicine	20	12	19	47	20	
Sundries	9	13	19	24	16	
Leasing costs	-	-	-	-	-	
<b>TOTAL VARIABLE COSTS</b>	<b>147</b>	<b>99</b>	<b>155</b>	<b>227</b>	<b>140</b>	
<b>GROSS MARGIN</b>	<b>171</b>	<b>143</b>	<b>55</b>	<b>-32</b>	<b>91</b>	
<b>GROSS MARGIN PER COW EQUIVALENT</b>	<b>148</b>	<b>140</b>	<b>52</b>	<b>-31</b>	<b>87</b>	
Calves reared per cow	1.05	0.97	1.01	0.89	0.98	
Price per calf sold or transferred-out (£)	353	306	254	251	284	
Mortality - birth to weaning %	-	1.7	0.8	1.0	1.2	
Concentrates per cow (kg)	181	170	281	329	231	
Concentrates price per tonne (£)	140	126	117	125	123	

<sup>1</sup> LFA Compensatory Allowances are excluded from this analysis

<sup>2</sup> Classified by Gross Margin per hectare

## SUCKLER COWS - SEVERELY DISADVANTAGED AREA, 2005/06<sup>1</sup>

	EXCELLENT	GOOD	MODERATE	POOR	AVERAGE	OWN FARM
% of survey farms <sup>2</sup>	15	31	39	15	100	
Average herd size	68	52	41	37	47	
	£ per cow					
<b>ENTERPRISE OUTPUT</b>						
Calves	304	269	248	225	264	
Herd replacement	-38	-42	-50	-65	-47	
Leasing receipts	-	-	-	-	-	
<b>TOTAL ENTERPRISE OUTPUT</b>	<b>266</b>	<b>227</b>	<b>198</b>	<b>160</b>	<b>217</b>	
<b>VARIABLE COSTS</b>						
Concentrates	31	31	36	46	34	
Hay, silage, forage & grazing	57	62	90	115	76	
Vet and medicine	18	16	24	34	21	
Sundries	16	14	13	15	14	
Leasing costs	-	2	-	-	1	
<b>TOTAL VARIABLE COSTS</b>	<b>122</b>	<b>125</b>	<b>163</b>	<b>210</b>	<b>146</b>	
<b>GROSS MARGIN</b>	<b>144</b>	<b>102</b>	<b>35</b>	<b>-50</b>	<b>71</b>	
<b>GROSS MARGIN PER COW EQUIVALENT</b>	<b>135</b>	<b>96</b>	<b>33</b>	<b>-46</b>	<b>66</b>	
Calves reared per cow	0.96	0.94	0.87	0.89	0.92	
Price per calf sold or transferred-out (£)	301	301	281	258	290	
Mortality - birth to weaning %	3.3	3.4	2.3	4.9	3.2	
Concentrates per cow (kg)	279	242	265	329	267	
Concentrates price per tonne (£)	110	126	122	140	123	

<sup>1</sup> LFA Compensatory Allowances are excluded from this analysis

<sup>2</sup> Classified by Gross Margin per hectare

## BREEDING EWES - NON LFA, 2005/06

	EXCELLENT	GOOD	MODERATE	POOR	AVERAGE	OWN FARM
% of survey farms <sup>1</sup>	11	47	21	21	100	
Number of ewes per farm	145	181	198	61	156	
	£ per ewe					
<b>ENTERPRISE OUTPUT</b>						
Lambs	73.94	67.62	42.23	54.77	60.4	
Wool	1.96	2.06	1.25	1.30	1.77	
Flock replacement	-8.09	-5.14	-0.42	-8.79	-4.47	
<b>TOTAL ENTERPRISE OUTPUT</b>	<b>67.81</b>	<b>64.54</b>	<b>43.06</b>	<b>47.28</b>	<b>57.70</b>	
<b>VARIABLE COSTS</b>						
Concentrates	6.09	5.82	8.91	9	6.93	
Hay, silage, forage & grazing	14.94	13.85	5.96	17.67	12.16	
Vet, medicine and sundries	10.20	9.14	5.20	4.74	7.83	
<b>TOTAL VARIABLE COSTS</b>	<b>31.23</b>	<b>28.81</b>	<b>20.07</b>	<b>31.41</b>	<b>26.92</b>	
<b>GROSS MARGIN</b>	<b>36.58</b>	<b>35.73</b>	<b>22.99</b>	<b>15.87</b>	<b>30.78</b>	
Price per lamb sold (£)	53.34	50.79	44.22	45.88	49.57	
Lambing percentage	157	154	124	131	144	
Lambs reared per 100 ewes	151	145	115	121	136	
Wool per ewe (kg)	2.6	3.1	2.4	2.2	2.8	
Wool per kg (p)	75	67	52	60	64	
Concentrates per ewe (kg)	53	53	68	65	58	
Concentrates price per tonne (£)	115	111	131	138	120	
Ewes per hectare	11.39	8.88	8.58	6.47	8.72	
Stocking rate (ce per ha)	2.26	1.98	1.89	1.71	1.95	
Ewe mortality %	4.5	3.7	5.9	7.4	4.7	
Lamb mortality per 100 ewes	5.9	8.5	9.5	10.3	8.7	

<sup>1</sup> Classified by Gross Margin per hectare

## BREEDING EWES - DISADVANTAGED AREA, 2005/06<sup>1</sup>

	EXCELLENT	GOOD	MODERATE	POOR	AVERAGE	OWN FARM
% of survey farms <sup>2</sup>	19	19	50	12	100	
Number of ewes per farm	61	203	146	102	135	
	£ per ewe					
<b>ENTERPRISE OUTPUT</b>						
Lambs	60.47	63.00	59.38	48.72	59.49	
Wool	2.12	1.39	1.68	1.48	1.62	
Flock replacement	-1.90	-2.20	-2.96	-7.81	-3.11	
<b>TOTAL ENTERPRISE OUTPUT</b>	<b>60.69</b>	<b>62.19</b>	<b>58.10</b>	<b>42.39</b>	<b>58.00</b>	
<b>VARIABLE COSTS</b>						
Concentrates	1.28	13.72	10.29	8.80	10.35	
Hay, silage, forage & grazing	11.48	13.21	13.65	12.36	13.22	
Vet, medicine and sundries	3.92	6.14	6.01	5.58	5.83	
<b>TOTAL VARIABLE COSTS</b>	<b>16.68</b>	<b>33.07</b>	<b>29.95</b>	<b>26.74</b>	<b>29.40</b>	
<b>GROSS MARGIN</b>	<b>44.01</b>	<b>29.12</b>	<b>28.15</b>	<b>15.65</b>	<b>28.60</b>	
Price per lamb sold (£)	48.26	49.17	46.16	44.95	47.10	
Lambing percentage	141	146	145	112	142	
Lambs reared per 100 ewes	130	139	138	108	135	
Wool per ewe (kg)	3.1	2.1	2.8	2.4	2.6	
Wool per kg (p)	69	66	60	61	62	
Concentrates per ewe (kg)	8	91	78	57	74	
Concentrates price per tonne (£)	157	148	128	155	137	
Ewes per hectare	10.31	10.27	7.74	8.61	8.60	
Stocking rate (ce per ha)	2.00	1.80	1.63	1.71	1.70	
Ewe mortality %	4.9	5.3	4.0	3.0	4.3	
Lamb mortality per 100 ewes	10.3	7.2	7.0	3.9	7.1	

<sup>1</sup> LFA Compensatory Allowances are excluded from this analysis

<sup>2</sup> Classified by Gross Margin per hectare

## BREEDING EWES - SEVERELY DISADVANTAGED AREA (CROSS-BRED FLOCKS), 2005/06<sup>1</sup>

	EXCELLENT	GOOD	MODERATE	POOR	AVERAGE	OWN FARM
% of survey farms <sup>2</sup>	7	42	41	10	100	
Number of ewes per farm	87	258	166	131	195	
	£ per ewe					
<b>ENTERPRISE OUTPUT</b>						
Lambs	88.46	59.14	57.65	33.11	57.86	
Wool	1.61	1.77	1.81	1.19	1.74	
Flock replacement	-5.46	1.20	-4.03	-2.83	-1.13	
<b>TOTAL ENTERPRISE OUTPUT</b>	<b>84.61</b>	<b>62.11</b>	<b>55.43</b>	<b>31.47</b>	<b>58.47</b>	
<b>VARIABLE COSTS</b>						
Concentrates	6.57	9.34	14.55	12.05	11.27	
Hay, silage, forage & grazing	14.61	11.88	17.34	11.93	13.90	
Vet, medicine and sundries	4.95	5.95	8.72	7.90	7.02	
<b>TOTAL VARIABLE COSTS</b>	<b>26.13</b>	<b>27.17</b>	<b>40.61</b>	<b>31.88</b>	<b>32.19</b>	
<b>GROSS MARGIN</b>	<b>58.48</b>	<b>34.94</b>	<b>14.82</b>	<b>-0.41</b>	<b>26.28</b>	
Price per lamb sold (£)	49.51	43.46	45.25	40.68	44.39	
Lambing percentage	190	154	145	106	149	
Lambs reared per 100 ewes	180	148	137	99	142	
Wool per ewe (kg)	2.2	2.7	3.0	2.1	2.8	
Wool per kg (p)	74	66	60	56	63	
Concentrates per ewe (kg)	49	69	106	85	83	
Concentrates price per tonne (£)	135	129	135	142	133	
Ewe mortality %	4.6	3.7	3.8	4.4	3.8	
Lamb mortality per 100 ewes	10.3	6.7	7.4	7.2	7.1	

<sup>1</sup> LFA Compensatory Allowances are excluded from this analysis

<sup>2</sup> Classified by Gross Margin per ewe

## BREEDING EWES - SEVERELY DISADVANTAGED AREA (HARDY HILL BREEDS), 2005/06<sup>1</sup>

	EXCELLENT	GOOD	MODERATE	POOR	AVERAGE	OWN FARM
% of survey farms <sup>2</sup>	11	19	59	11	100	
Number of ewes per farm	143	357	269	218	266	
	£ per ewe					
<b>ENTERPRISE OUTPUT</b>						
Lambs	55.01	38.78	35.07	18.05	35.64	
Wool	1.36	1.59	1.53	1.56	1.54	
Flock replacement	2.42	2.74	-0.40	-0.38	0.55	
<b>TOTAL ENTERPRISE OUTPUT</b>	<b>58.79</b>	<b>43.11</b>	<b>36.20</b>	<b>19.23</b>	<b>37.73</b>	
<b>VARIABLE COSTS</b>						
Concentrates	10.97	10.94	8.98	5.59	9.28	
Hay, silage, forage & grazing	14.52	10.74	13.74	14.27	13.09	
Vet, medicine and sundries	7.68	7.27	7.33	6.38	7.26	
<b>TOTAL VARIABLE COSTS</b>	<b>33.17</b>	<b>28.95</b>	<b>30.05</b>	<b>26.24</b>	<b>29.63</b>	
<b>GROSS MARGIN</b>	<b>25.62</b>	<b>14.16</b>	<b>6.15</b>	<b>-7.01</b>	<b>8.10</b>	
Price per lamb sold (£)	43.41	43.11	39.02	31.39	40.35	
Lambing percentage	158	128	121	97	123	
Lambs reared per 100 ewes	151	120	113	88	115	
Wool per ewe (kg)	2.1	3.0	2.6	3.3	2.7	
Wool per kg (p)	64	52	59	47	56	
Concentrates per ewe (kg)	85	79	64	39	67	
Concentrates price per tonne (£)	129	136	135	145	135	
Ewe mortality %	10.7	3.1	6.5	6.9	6.0	
Lamb mortality per 100 ewes	7.4	8.0	7.8	9.5	8.0	

<sup>1</sup> LFA Compensatory Allowances are excluded from this analysis

<sup>2</sup> Classified by Gross Margin per ewe



## PIGS - BIRTH TO BACON, 2005/06

	ABOVE AVERAGE	BELOW AVERAGE	AVERAGE	OWN FARM
% of survey farms <sup>1</sup>	50	50	100	
Number of finished pigs per farm	1029	1797	1413	
Number of sows per farm	62	102	82	
	£ per pig			
<b>ENTERPRISE OUTPUT</b>	<b>79.24</b>	<b>73.87</b>	<b>75.83</b>	
<b>VARIABLE COSTS</b>				
Feedingstuffs	49.86	52.89	51.79	
Vet and medicine	1.15	1.45	1.34	
Sundries	3.80	1.72	2.48	
<b>TOTAL VARIABLE COSTS</b>	<b>54.81</b>	<b>56.06</b>	<b>55.61</b>	
<b>GROSS MARGIN</b>	<b>24.43</b>	<b>17.81</b>	<b>20.22</b>	
Price of meal equivalent per tonne (£)	151	177	167	
Meal equivalent per finished pig (kg)	330	298	310	
Litters per sow per year	1.8	1.9	1.9	
Live births per litter	10.7	9.9	10.2	
Pigs weaned per litter	9.7	9.9	9.8	
Pigs weaned per sow per year	18.0	18.4	18.3	
Price of finished pig sold (£)	79.25	73.91	75.84	
Mortality - suckers %	10.0	3.8	6.2	
Mortality - weaners %	5.2	2.5	3.5	

<sup>1</sup> Classified by Gross Margin per finished pig

## SPRING BARLEY (2005 Crop)

	EXCELLENT	GOOD	MODERATE	POOR	AVERAGE	OWN FARM
% of survey farms	12	30	37	21	100	
Hectares per farm	10.3	15.8	7.9	6.7	10.3	
	£ per hectare					
<b>ENTERPRISE OUTPUT</b>						
Grain	543	454	339	246	403	
Straw	192	165	142	129	156	
<b>TOTAL ENTERPRISE OUTPUT</b>	<b>736</b>	<b>619</b>	<b>480</b>	<b>375</b>	<b>560</b>	
<b>VARIABLE COSTS</b>						
Seed	48	52	41	39	47	
Fertilisers	80	81	71	76	78	
Sprays	67	73	62	52	66	
Sundries	29	12	14	23	16	
<b>TOTAL VARIABLE COSTS</b>	<b>226</b>	<b>218</b>	<b>188</b>	<b>191</b>	<b>207</b>	
<b>GROSS MARGIN</b>	<b>509</b>	<b>401</b>	<b>293</b>	<b>184</b>	<b>353</b>	
Grain (tonnes per ha)	6.63	5.32	4.30	2.95	4.86	
Straw (tonnes per ha)	7.42	4.13	3.30	2.80	4.10	
<b>Fertilisers used per hectare</b> (product weight, kg)	<b>608</b>	<b>526</b>	<b>456</b>	<b>473</b>	<b>508</b>	
Grain per tonne (£)	82	85	79	83	83	
Straw per tonne (£)	26	40	43	46	38	

## WINTER WHEAT (2005 Crop)

	ABOVE AVERAGE	BELOW AVERAGE	AVERAGE	OWN FARM
% of survey farms	50	50	100	
Hectares per farm	21.0	4.9	12.9	
	£ per hectare			
<b>ENTERPRISE OUTPUT</b>				
Grain	731	553	697	
Straw	195	217	199	
<b>TOTAL ENTERPRISE OUTPUT</b>	<b>925</b>	<b>770</b>	<b>896</b>	
<b>VARIABLE COSTS</b>				
Seed	61	55	59	
Fertilisers	82	100	86	
Sprays	119	95	115	
Sundries	23	31	25	
<b>TOTAL VARIABLE COSTS</b>	<b>285</b>	<b>280</b>	<b>285</b>	
<b>GROSS MARGIN</b>	<b>640</b>	<b>490</b>	<b>612</b>	
Grain (tonnes per ha)	8.47	6.87	8.17	
Straw (tonnes per ha)	6.15	7.51	6.41	
Fertilisers used per hectare (product weight, kg)	943	712	899	
Grain per tonne (£)	86	81	85	
Straw per tonne (£)	32	29	31	

## WINTER BARLEY (2005 Crop)

	ABOVE AVERAGE	BELOW AVERAGE	AVERAGE	OWN FARM
% of survey farms	38	62	100	
Hectares per farm	6.2	11.1	9.3	
	£ per hectare			
<b>ENTERPRISE OUTPUT</b>				
Grain	676	498	543	
Straw	195	221	214	
<b>TOTAL ENTERPRISE OUTPUT</b>	<b>871</b>	<b>719</b>	<b>757</b>	
<b>VARIABLE COSTS</b>				
Seed	50	48	48	
Fertilisers	75	93	88	
Sprays	75	87	84	
Sundries	34	1	9	
<b>TOTAL VARIABLE COSTS</b>	<b>234</b>	<b>229</b>	<b>229</b>	
<b>GROSS MARGIN</b>	<b>637</b>	<b>490</b>	<b>528</b>	
Grain (tonnes per ha)	7.22	5.93	6.26	
Straw (tonnes per ha)	6.80	6.20	6.35	
Fertilisers used per hectare (product weight, kg)	738	655	676	
Grain per tonne (£)	94	84	87	
Straw per tonne (£)	29	36	34	

## WARE POTATOES (2005 Crop)

	ABOVE AVERAGE	BELOW AVERAGE	AVERAGE	OWN FARM
% of survey farms	43	57	100	
Hectares per farm	4.9	8.0	6.7	
	£ per hectare			
<b>ENTERPRISE OUTPUT</b>				
Current Crop	3935	3131	3386	
<b>VARIABLE COSTS</b>				
Seed	214	410	348	
Fertilisers	153	135	140	
Sprays	220	269	254	
Contract / casual wages	74	289	221	
Sundries	45	202	152	
<b>TOTAL VARIABLE COSTS</b>	706	1305	1115	
<b>GROSS MARGIN</b>	3229	1826	2271	
Yield of ware per hectare (tonnes)	32	28	29	
Seed used per hectare (tonnes)	2.40	2.12	2.21	
Fertiliser used per hectare (product weight, kg)	919	940	934	
Price per tonne ware (£)	119	109	113	

## HAY, SILAGE, GRAZING AND FORAGE CROPS 2005/06

	Fertiliser	Seed	Purchased* Hay, Silage & Straw	Contract Work	Casual Wages	Sprays	Sundries	Total Net Cost
	£ per hectare							
8.0-19.9 Hectares	75.65	4.57	3.47	71.25	0.08	3.21	2.18	160.40
20.0-39.9 Hectares	74.12	3.32	9.38	51.08	1.39	4.48	2.93	146.70
40 and over Hectares	68.55	3.34	8.91	42.58	0.67	3.00	3.99	131.02
8 and over	69.43	3.36	8.89	44.21	0.76	3.20	3.81	133.64
2 + Over Cow Equivalents/ Hectare	103.14	6.48	18.26	68.96	0.50	4.44	6.95	208.67
1.5 - 1.9 Cow Equivalents/ Hectare	70.45	2.54	5.22	39.80	0.60	3.08	2.50	124.20
1.25-1.49 Cow Equivalents/ Hectare	49.84	1.88	4.76	36.76	0.75	2.34	1.96	98.29
Under 1.25 Cow Equivalents/ Hectare	36.13	1.26	3.92	22.68	1.28	2.26	2.50	70.02
	69.43	3.36	8.89	44.21	0.76	3.20	3.81	133.64

\*Net of Hay, Silage and Straw Sold

## FIXED COSTS DAIRY FARMS 2005/06

	VERY SMALL	SMALL	MEDIUM	LARGE
Utilised agricultural area per farm	28.2	43.1	64.2	124.5
Adjusted forage area per farm	27.4	41.1	60.6	119.6
Total cow equivalents per farm	46.1	79.6	138.2	258.1
of which cattle	45.8	79.1	135.2	254.0
of which sheep	0.2	0.5	3.0	4.1
Stocking rate C.E. per hectare	1.7	1.9	2.3	2.2
	£ per farmed hectare			
Fixed costs (excluding labour)				
Conacre rent	37	33	42	88
Depreciation of fixed capital expenditure	108	87	123	113
Depreciation of machinery and equipment	151	98	138	132
Upkeep and running costs of machinery and equipment	129	140	133	110
Farm fuel	30	33	35	26
Rates	19	18	15	15
Building repairs	32	44	39	36
Miscellaneous	49	45	41	34
<b>Total Fixed Costs (excluding labour)</b>	<b>555</b>	<b>497</b>	<b>565</b>	<b>553</b>
<b>LABOUR</b>				
- Farmer and spouse	666	530	374	218
- Family (exclud. farmer and spouse)	87	148	212	186
- Hired	6	4	14	32

## FIXED COSTS CATTLE & SHEEP FARMS 2005/06

	SDA	DA	LFA	NON LFA
Utilised agricultural area per farm	102.7	63.4	88.4	51.3
Adjusted forage area per farm	65.6	58.5	62.9	48.0
Total cow equivalents per farm	89.0	93.1	90.5	87.2
of which cattle	56.6	77.2	64.1	79.6
of which sheep	32.4	16.0	26.4	7.6
Stocking rate C.E. per hectare	1.4	1.6	1.4	1.8
	£ per farmed hectare			
Fixed costs (excluding labour)				
Conacre rent	20	44	27	45
Depreciation of fixed capital expenditure	36	49	40	34
Depreciation of machinery and equipment	55	93	65	67
Upkeep and running costs of machinery and equipment	53	86	62	89
Farm fuel	4	8	5	15
Rates	4	10	5	14
Building repairs	21	31	23	36
Miscellaneous	17	29	20	37
<b>Total Fixed Costs (excluding labour)</b>	<b>210</b>	<b>351</b>	<b>247</b>	<b>336</b>
<b>LABOUR</b>				
- Farmer and spouse	179	338	221	320
- Family (exclud. farmer and spouse)	32	90	47	113
- Hired	7	2	6	65



## FIXED COSTS CROPPING, MIXED LIVESTOCK 2005/06

	CEREALS	GENERAL CROPPING	MIXED LIVESTOCK	PIGS & POULTRY
Utilised agricultural area per farm	63.0	54.5	67.0	( * )
Adjusted forage area per farm	7.3	22.7	57.0	
Total cow equivalents per farm	15.0	45.6	103.7	
of which cattle	11.9	32.1	46.4	
of which sheep	3.1	13.4	57.3	
Stocking rate C.E. per hectare	2.1	2.0	1.8	
	£ per farmed hectare			
Fixed costs (excluding labour)				
Conacre rent	5	63	70	
Depreciation of fixed capital expenditure	26	178	68	
Depreciation of machinery and equipment	184	207	123	
Upkeep and running costs of machinery and equipment	109	216	85	
Farm fuel	11	33	9	
Rates	14	10	6	
Building repairs	27	45	27	
Miscellaneous	39	46	30	
<b>Total Fixed Costs (excluding labour)</b>	<b>415</b>	<b>797</b>	<b>419</b>	
<b>LABOUR</b>				
- Farmer and spouse	396	425	307	
- Family (exclud. farmer and spouse)	2	257	33	
- Hired	3	54	27	

( \* ) Insufficient number of farms in this farm type. Disclosure of data withheld on grounds of confidentiality.

## TERMS AND DEFINITIONS

**Enterprise output of a livestock enterprise** is the total of livestock and product sales; transfers to other enterprises; produce consumed in the farmhouse and by farm workers; subsidies; compensation payments and net leasing receipts and closing valuation 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** 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, concentrate feedingstuffs, veterinary and leasing costs.

**Feedingstuffs:** 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; market value of home-grown cereals fed.

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

**Fertilisers:** expenditure on fertilisers and lime.

**Gross Margin** of an enterprise is its enterprise output less its variable costs. For a livestock enterprise the variable costs include the allocated variable costs of grass and other forage crops.

**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**

More than two-thirds of 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 total SGM from cattle and sheep. They are further subdivided 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**

More than two-thirds of total SGM from cereals, oilseeds, peas and beans harvested dry and set-aside.

### **General Cropping**

Farms which do not qualify as Cereals farms but have more than two-thirds of total SGM from arable crops (including field scale vegetables) or in a mixture of arable and horticultural crops.

**Mixed Livestock**

Crops account for one-third, but less than two-thirds of total SGM and livestock account for one-third, but less than two-thirds of total SGM.

**Pigs and Poultry**

More than two-thirds of total SGM from pigs and/or poultry.

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