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POLICY AND ECONOMICS DIVISION

Northern Ireland Farm Performance Indicators 2014/15



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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 2015.

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

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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 360 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 2014/15 covers the tenth 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 (Tel: 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, 2014/15

	GROSS MARGIN	
	AVERAGE	EXCELLENT
	£ per head	
Dairy Cows	877	1126
Suckler Cows		
Non LFA	172	-
Disadvantaged Area	186	262
Severely Disadvantaged Area	148	276
Breeding Ewes		
Non LFA	58	75
Disadvantaged Area	34	72
Severely Disadvantaged Area (Cross-Bred Flocks)	39	64
Severely Disadvantaged Area (Hardy Hill Breeds)	25	46
Pigs - Birth to Bacon	28	-
	£ per hectare	
Crops		
Spring Barley	578	857
Winter Wheat	793	-
Winter Barley	709	-
Spring Wheat	-	-
Spring Oats	676	-
Winter Oats	953	-
Ware Potatoes	2582	-

- indicates no data available

AVERAGE GROSS MARGIN RESULTS, 2010/11 - 2014/15

	2010/11	2011/12	2012/13	2013/14	2014/15
	£ per head				
Dairy Cows	892	967	745	1052	877
Suckler Cows					
Non LFA	111	151	167	145	172
Disadvantaged Area	164	181	177	169	186
Severely Disadvantaged Area	141	154	136	149	148
Breeding Ewes					
Non LFA	59	69	43	44	58
Disadvantaged Area	46	58	33	25	34
Severely Disadvantaged Area (Cross-Bred Flocks)	40	55	26	18	39
Severely Disadvantaged Area (Hardy Hill Breeds)	33	36	9	7	25
Pigs - Birth to Bacon	28	22	21	32	28
	£ per hectare				
Crops					
Spring Barley	677	673	817	727	578
Winter Wheat	1243	1185	916	1084	793
Winter Barley	981	1074	1020	935	709
Spring Wheat	821	651	1018	944	-
Spring Oats	896	847	707	770	676
Winter Oats	1031	1202	-	1174	953
Ware Potatoes	3161	1721	7322	2379	2582

- indicates no data available

DAIRY COWS, 2014/15

	EXCELLENT	GOOD	MODERATE	POOR	AVERAGE	OWN FARM
% of survey farms ¹	9	34	45	11	100	
Average herd size	95	143	79	97	104	
ENTERPRISE OUTPUT	£ per cow					
Milk	2050	2245	1736	1510	1976	
Calves	117	89	92	85	92	
Herd replacement	-140	-186	-174	-200	-179	
Leasing receipts	-	-	-	-	-	
TOTAL ENTERPRISE OUTPUT	2027	2148	1654	1396	1889	
VARIABLE COSTS						
Concentrates	562	776	554	588	661	
Hay, silage, forage & grazing	196	213	187	172	198	
Vet, medicine & sundries	144	166	141	136	152	
Leasing costs	-	-	-	-	-	
TOTAL VARIABLE COSTS	902	1154	882	896	1012	
Gross Margins - per cow	1126	994	772	500	877	
- per hectare	2780	2242	1500	781	1807	
- per 1000 litres	161	128	122	90	126	
Milk yield per cow (litres)	6997	7784	6314	5582	6980	
Milk price per litre (pence)	29.3	28.8	27.5	27.1	28.3	
Concentrates per litre (kg)	0.33	0.38	0.36	0.43	0.37	
Concentrates price per tonne (£)	237	245	236	242	241	
Stocking rate (ce per ha) ²	2.47	2.26	1.94	1.56	2.06	
Nitrogen used per hectare (kg)	195	183	138	120	157	

¹ Classified by Gross Margin per hectare

² ce = Cow equivalent(s)

DAIRY CALVES REARED AS REPLACEMENTS, 2014/15

	EXCELLENT	GOOD	MODERATE	POOR	AVERAGE	OWN FARM
% of survey farms¹	20	35	31	14	100	
	£ per hectare					
ENTERPRISE OUTPUT	1774	1512	1058	1435	1428	
VARIABLE COSTS						
Concentrates ²	569	540	489	793	591	
Hay, silage, forage & grazing	331	417	339	534	403	
Vet & medicine	63	51	44	62	54	
Sundries	45	43	41	119	60	
TOTAL VARIABLE COSTS	1008	1051	913	1508	1109	
GROSS MARGIN	766	461	145	-73	319	
Concentrates per ce (kg)³	736	706	889	1081	846	
Concentrates price per tonne (£)	225	238	235	232	232	
Stocking rate (ce per ha)	2.32	2.12	1.89	2.13	2.10	
Price per calf bought/transferred-in (£)	107	109	104	97	104	
Price per heifer sold/transferred-out (£)	1085	1092	912	1027	1036	
Mortality (%)	2.2	2.2	2.3	2.6	2.3	

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, 2014/15

	AVERAGE	OWN FARM
% of survey farms¹	100	
	£ per hectare	
ENTERPRISE OUTPUT	1251	
VARIABLE COSTS		
Concentrates ²	469	
Hay, silage, forage & grazing	239	
Vet & medicine	46	
Sundries	36	
TOTAL VARIABLE COSTS	790	
GROSS MARGIN	461	
Concentrates per ce (kg) ³	896	
Concentrates price per tonne (£)	223	
Stocking rate (ce per ha)	1.85	
Price per calf bought/transferred-in (£)	140	
Price per store sold (£)	669	
Mortality (%)	0.5	

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, 2014/15

	ABOVE AVERAGE	BELOW AVERAGE	AVERAGE	OWN FARM
% of survey farms¹	60	40	100	
	£ per hectare			
ENTERPRISE OUTPUT	1489	1445	1475	
VARIABLE COSTS				
Concentrates ²	466	722	547	
Hay, silage, forage & grazing	229	296	250	
Vet & medicine	47	57	50	
Sundries	35	42	38	
TOTAL VARIABLE COSTS	777	1117	884	
GROSS MARGIN	712	328	591	
Concentrates per ce (kg)³	1092	1465	1223	
Concentrates price per tonne (£)	201	198	200	
Stocking rate (ce per ha)	1.85	2.17	1.95	
Price per calf bought/transferred-in (£)	161	118	145	
Price per finished animal sold (£)	998	833	940	
Mortality (%)	2.0	8.4	4.3	

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, 2014/15

	EXCELLENT	GOOD	MODERATE	POOR	AVERAGE	OWN FARM
% of survey farms¹	21	28	41	10	100	
	£ per hectare					
ENTERPRISE OUTPUT	1548	1309	829	1212	1110	
VARIABLE COSTS						
Concentrates	298	388	268	619	327	
Hay, silage, forage & grazing	192	158	143	268	163	
Vet & medicine	46	39	35	142	45	
Sundries	22	20	22	49	23	
TOTAL VARIABLE COSTS	558	605	468	1079	558	
GROSS MARGIN	990	704	361	133	552	
Concentrates per ce (kg)²	1047	1171	1002	1469	1103	
Concentrates price per tonne (£)	197	203	217	212	208	
Stocking rate (ce per ha)	1.44	1.63	1.21	1.99	1.41	
Price per calf bought/transferred-in (£)	559	500	506	507	514	
Price per store sold (£)	940	930	913	831	917	
Mortality (%)	1.2	0.1	0.7	1.2	0.6	

¹ Classified by Gross Margin per hectare

² ce = Cow equivalent(s)

BEEF CALVES REARED AND SOLD AS FINISHED ANIMALS, 2014/15

	EXCELLENT	GOOD	MODERATE	POOR	AVERAGE	OWN FARM
% of survey farms¹	18	27	35	20	100	
	£ per hectare					
ENTERPRISE OUTPUT	1472	1103	802	644	976	
VARIABLE COSTS						
Concentrates	342	250	311	430	321	
Hay, silage, forage & grazing	205	228	193	167	200	
Vet & medicine	33	37	34	29	34	
Sundries	12	29	30	22	25	
TOTAL VARIABLE COSTS	593	544	568	648	580	
GROSS MARGIN	879	559	234	-4	395	
Concentrates per ce (kg)²	1218	802	1335	1677	1197	
Concentrates price per tonne (£)	174	192	192	185	187	
Stocking rate (ce per ha)	1.61	1.54	1.20	1.37	1.41	
Price per calf bought/transferred-in (£)	562	551	529	464	534	
Price per finished animal sold (£)	1132	1112	1061	941	1076	
Mortality (%)	0.5	0.4	1.4	2.1	1.0	

¹ Classified by Gross Margin per hectare

² ce = Cow equivalent(s)

FINISHING PURCHASED STORES, 2014/15

	ABOVE AVERAGE	BELOW AVERAGE	AVERAGE	OWN FARM
% of survey farms¹	50	50	100	
	£ per hectare			
ENTERPRISE OUTPUT	1109	634	888	
VARIABLE COSTS				
Concentrates	489	437	465	
Hay, silage, forage & grazing	178	224	199	
Vet & medicine	40	28	35	
Sundries	47	62	54	
TOTAL VARIABLE COSTS	754	750	752	
GROSS MARGIN	355	-117	136	
Concentrates per ce (kg)²	1839	2154	1954	
Concentrates price per tonne (£)	170	197	181	
Stocking rate (ce per ha)	1.55	1.02	1.30	
Price per store bought (£)	738	764	748	
Price per finished animal sold (£)	1066	1227	1118	
Mortality (%)	0.1	0.2	0.1	

¹ Classified by Gross Margin per hectare

² ce = Cow equivalent(s)

SUCKLER COWS - NON LFA, 2014/15

	AVERAGE	OWN FARM	AVERAGE	OWN FARM
Number of cows per farm¹	44.8		44.8	
Hectares per farm	31.5		31.5	
	£ per hectare		£ per cow	
ENTERPRISE OUTPUT				
Calves	682		479	
Herd replacement	-93		-65	
TOTAL ENTERPRISE OUTPUT	589		414	
VARIABLE COSTS				
Concentrates	39		27	
Other purchased feed	10		7	
Hay, silage, forage & grazing	206		145	
Sundries	49		34	
Vet & medicines	41		28	
TOTAL VARIABLE COSTS	344		242	
GROSS MARGIN	245		172	
GROSS MARGIN PER COW EQUIVALENT	166		166	
Calves reared per cow	0.93		0.93	
Price per calf sold or transferred-out (£)	518		518	
Mortality - birth to weaning (%)	2.4		2.4	
Concentrates per cow (kg)	151		151	
Concentrates price per tonne (£)	179		179	
Cows per hectare	1.42		1.42	
Stocking rate (ce per ha)²	1.48		1.48	

¹ Classified by Gross Margin per hectare

² ce = Cow equivalent(s)

SUCKLER COWS - DISADVANTAGED AREA, 2014/15¹

	EXCELLENT	GOOD	MODERATE	POOR	AVERAGE	OWN FARM
% of survey farms ²	17	35	30	17	100	
Average herd size	52	51	40	29	44	
	£ per cow					
ENTERPRISE OUTPUT						
Calves	533	483	478	421	485	
Herd replacement	-34	-56	-95	-85	-65	
TOTAL ENTERPRISE OUTPUT	499	427	384	335	420	
VARIABLE COSTS						
Concentrates	44	46	39	50	44	
Hay, silage, forage & grazing	121	116	128	148	124	
Vet & medicine	40	29	46	51	38	
Sundries	32	20	37	20	27	
TOTAL VARIABLE COSTS	237	211	250	268	234	
GROSS MARGIN	262	216	134	67	186	
GROSS MARGIN PER COW EQUIVALENT	241	206	130	63	177	
Calves reared per cow	0.95	1.00	0.93	0.90	0.96	
Price per calf sold or transferred-out (£)	544	499	496	505	509	
Mortality - birth to weaning (%)	1.0	0.7	1.5	5.5	1.5	
Concentrates per cow (kg)	266	225	186	249	226	
Concentrates price per tonne (£)	165	190	199	199	187	

¹ LFA Compensatory Allowances are excluded from this analysis

² Classified by Gross Margin per hectare

SUCKLER COWS - SEVERELY DISADVANTAGED AREA, 2014/15¹

	EXCELLENT	GOOD	MODERATE	POOR	AVERAGE	OWN FARM
% of survey farms ²	9	31	48	12	100	
Average herd size	37	47	31	27	36	
	£ per cow					
ENTERPRISE OUTPUT						
Calves	563	510	443	352	473	
Herd replacement	-26	-60	-67	-112	-64	
TOTAL ENTERPRISE OUTPUT	537	451	375	240	408	
VARIABLE COSTS						
Concentrates	75	47	69	80	62	
Hay, silage, forage & grazing	135	137	140	148	139	
Vet & medicine	36	33	34	42	34	
Sundries	15	23	28	28	25	
TOTAL VARIABLE COSTS	261	240	271	298	260	
GROSS MARGIN	276	211	104	-58	148	
GROSS MARGIN PER COW EQUIVALENT	260	198	99	-56	140	
Calves reared per cow	0.96	0.99	0.90	0.72	0.93	
Price per calf sold or transferred-out (£)	589	538	505	500	527	
Mortality - birth to weaning (%)	0.5	1.5	1.5	6.0	1.7	
Concentrates per cow (kg)	352	225	322	373	291	
Concentrates price per tonne (£)	212	204	213	213	210	

¹ LFA Compensatory Allowances are excluded from this analysis

² Classified by Gross Margin per hectare

BREEDING EWES - NON LFA, 2014/15

	EXCELLENT	GOOD	MODERATE	POOR	AVERAGE	OWN FARM
% of survey farms ¹	10	29	52	10	100	
Number of ewes per farm	490	151	208	50	204	
	£ per ewe					
ENTERPRISE OUTPUT						
Lambs	106	117	101	86	105	
Wool	5	4	3	3	4	
Flock replacement	15	3	-8	-15	-1	
TOTAL ENTERPRISE OUTPUT	127	124	96	74	109	
VARIABLE COSTS						
Concentrates	7	16	14	11	13	
Hay, silage, forage & grazing	25	18	22	23	22	
Vet, medicine & sundries	20	18	14	12	16	
TOTAL VARIABLE COSTS	52	52	51	46	51	
GROSS MARGIN	75	72	45	28	58	
Gross Margin (per hectare)	828	573	337	190	470	
Price per lamb sold (£)	80	83	78	76	80	
Lambing percentage	161	167	151	138	157	
Lambs reared per 100 ewes	157	158	140	126	148	
Wool per ewe (kg)	4.4	3.1	2.8	2.6	3.3	
Wool price per kg (p)	121	113	104	119	112	
Concentrates per ewe (kg)	31	60	59	43	53	
Concentrates price per tonne (£)	200	241	235	237	232	
Ewes per hectare	11.04	7.92	7.46	6.85	8.16	
Stocking rate (ce per ha) ²	2.28	1.70	1.35	1.49	1.59	
Ewe mortality (%)	2.6	4.6	6.2	10.1	5.1	
Lamb mortality per 100 ewes	3.9	8.4	11.5	12.1	9.1	

¹ Classified by Gross Margin per hectare

² ce = Cow equivalent(s)

BREEDING EWES - DISADVANTAGED AREA, 2014/15¹

	EXCELLENT	GOOD	MODERATE	POOR	AVERAGE	OWN FARM
% of survey farms ²	11	33	44	11	100	
Number of ewes per farm	63	125	96	195	113	
	£ per ewe					
ENTERPRISE OUTPUT						
Lambs	111	104	82	78	91	
Wool	4	2	3	3	3	
Flock replacement	4	-5	-2	1	-3	
TOTAL ENTERPRISE OUTPUT	118	100	83	82	91	
VARIABLE COSTS						
Concentrates	10	18	16	19	17	
Hay, silage, forage & grazing	24	21	25	32	25	
Vet, medicine & sundries	12	14	13	26	16	
TOTAL VARIABLE COSTS	46	53	54	77	57	
GROSS MARGIN	72	48	30	4	34	
Price per lamb sold (£)	80	80	77	65	76	
Lambing percentage	167	145	126	146	139	
Lambs reared per 100 ewes	156	136	117	140	131	
Wool per ewe (kg)	3.4	1.9	2.8	2.6	2.5	
Wool price per kg (p)	108	115	109	116	112	
Concentrates per ewe (kg)	48	73	66	75	69	
Concentrates price per tonne (£)	210	236	216	253	231	
Ewes per hectare	10.28	7.72	6.19	7.77	7.17	
Stocking rate (ce per ha) ³	2.06	1.55	1.32	1.79	1.51	
Ewe mortality (%)	8.7	4.8	11.0	2.1	6.9	
Lamb mortality per 100 ewes	11.1	9.2	8.7	6.2	8.5	

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), 2014/15¹

	EXCELLENT	GOOD	MODERATE	POOR	AVERAGE	OWN FARM
% of survey farms ²	13	42	29	16	100	
Number of ewes per farm	301	110	219	356	206	
	£ per ewe					
ENTERPRISE OUTPUT						
Lambs	104	110	92	80	95	
Wool	3	3	3	2	3	
Flock replacement	1	5	1	-14	-2	
TOTAL ENTERPRISE OUTPUT	107	118	96	68	95	
VARIABLE COSTS						
Concentrates	12	25	20	18	19	
Hay, silage, forage & grazing	19	23	27	19	22	
Vet, medicine & sundries	13	15	16	15	15	
TOTAL VARIABLE COSTS	44	64	63	52	57	
GROSS MARGIN	64	55	32	16	39	
Price per lamb sold (£)	69	77	76	72	74	
Lambing percentage	164	166	149	132	151	
Lambs reared per 100 ewes	156	158	139	123	142	
Wool per ewe (kg)	2.6	2.7	2.9	2.2	2.6	
Wool price per kg (p)	108	102	99	95	100	
Concentrates per ewe (kg)	51	104	84	78	80	
Concentrates price per tonne (£)	236	234	233	236	235	
Ewe mortality (%)	4.4	4.9	4.3	5.5	4.8	
Lamb mortality per 100 ewes	7.9	7.9	9.6	8.6	8.6	

¹ LFA Compensatory Allowances are excluded from this analysis

² Classified by Gross Margin per ewe

BREEDING EWES - SEVERELY DISADVANTAGED AREA (HARDY HILL BREEDS), 2014/15¹

	EXCELLENT	GOOD	MODERATE	POOR	AVERAGE	OWN FARM
% of survey farms ²	23	27	42	8	100	
Number of ewes per farm	337	250	278	218	280	
	£ per ewe					
ENTERPRISE OUTPUT						
Lambs	83	68	69	30	70	
Wool	2	3	3	2	3	
Flock replacement	-2	9	-2	10	1	
TOTAL ENTERPRISE OUTPUT	84	79	69	42	74	
VARIABLE COSTS						
Concentrates	15	16	17	15	16	
Hay, silage, forage & grazing	14	16	25	22	20	
Vet, medicine & sundries	9	13	15	11	13	
TOTAL VARIABLE COSTS	38	46	58	47	49	
GROSS MARGIN	46	34	11	-5	25	
Price per lamb sold (£)	72	67	67	60	68	
Lambing percentage	131	127	127	109	127	
Lambs reared per 100 ewes	121	121	120	90	119	
Wool per ewe (kg)	2.3	2.3	2.6	3.2	2.5	
Wool price per kg (p)	95	112	110	74	104	
Concentrates per ewe (kg)	67	62	69	62	66	
Concentrates price per tonne (£)	225	223	233	240	229	
Ewe mortality (%)	9.2	4.5	6.5	11.3	7.0	
Lamb mortality per 100 ewes	9.9	5.4	6.6	19.3	8.0	

¹ LFA Compensatory Allowances are excluded from this analysis

² Classified by Gross Margin per ewe

PIGS - BIRTH TO BACON, 2014/15

	ABOVE AVERAGE	BELOW AVERAGE	AVERAGE	OWN FARM
% of survey farms¹	67	33	100	
Number of finished pigs per farm	1503	1513	1506	
Number of sows per farm	76	86	79	
	£ per pig			
ENTERPRISE OUTPUT	120.07	118.43	119.52	
VARIABLE COSTS				
Concentrates	78.00	98.78	84.96	
Vet & medicine	2.82	3.47	3.04	
Sundries	3.33	3.61	3.43	
TOTAL VARIABLE COSTS	84.15	105.86	91.42	
GROSS MARGIN	35.92	12.57	28.10	
Price of meal equivalent per tonne (£)	263	313	281	
Meal equivalent per finished pig (kg)	297	315	303	
Litters per sow per year	2.0	1.8	1.9	
Live births per litter	12.1	11.5	11.9	
Pigs weaned per litter	10.8	10.4	10.7	
Pigs weaned per sow per year	21.6	19.2	20.7	
Price of finished pig sold (£)	119.78	118.89	119.49	
Mortality - suckers (%)	10.4	5.9	8.9	
Mortality - weaners (%)	2.5	1.3	2.1	

¹ Classified by Gross Margin per finished pig

SPRING BARLEY (2014 Crop)

	EXCELLENT	GOOD	MODERATE	POOR	AVERAGE	OWN FARM
% of survey farms¹	11	28	49	11	100	
Hectares per farm	10.6	22.4	14.8	10.9	16.0	
	£ per hectare					
ENTERPRISE OUTPUT						
Grain	853	764	657	588	708	
Straw	346	238	190	163	218	
TOTAL ENTERPRISE OUTPUT	1199	1002	846	751	927	
VARIABLE COSTS						
Seed	68	66	67	75	67	
Fertilisers	118	152	147	191	150	
Sprays	123	102	97	131	103	
Sundries	33	36	18	26	27	
TOTAL VARIABLE COSTS	341	356	330	422	348	
GROSS MARGIN	857	646	516	329	578	
Grain (tonnes per ha)	6.62	5.82	5.37	4.81	5.60	
Straw (tonnes per ha)	5.19	3.66	3.45	2.80	3.61	
Fertilisers used per hectare (product weight, kg)	430	526	506	608	516	
Grain price per tonne (£)	129	131	122	122	126	
Straw price per tonne (£)	67	65	55	58	60	

¹ Classified by Gross Margin per hectare

WINTER WHEAT (2014 Crop)

	ABOVE AVERAGE	BELOW AVERAGE	AVERAGE	OWN FARM
% of survey farms¹	47	53	100	
Hectares per farm	20.4	12.4	16.2	
	£ per hectare			
ENTERPRISE OUTPUT				
Grain	1174	859	1046	
Straw	217	258	233	
TOTAL ENTERPRISE OUTPUT	1390	1117	1279	
VARIABLE COSTS				
Seed	97	87	93	
Fertilisers	217	199	210	
Sprays	144	179	158	
Sundries	14	41	25	
TOTAL VARIABLE COSTS	472	506	486	
GROSS MARGIN	918	611	793	
Grain (tonnes per ha)	8.88	6.71	8.00	
Straw (tonnes per ha)	3.45	4.26	3.78	
Fertilisers used per hectare (product weight, kg)	805	682	755	
Grain price per tonne (£)	132	128	131	
Straw price per tonne (£)	63	61	62	

¹ Classified by Gross Margin per hectare

WINTER BARLEY (2014 Crop)

	ABOVE AVERAGE	BELOW AVERAGE	AVERAGE	OWN FARM
% of survey farms¹	50	50	100	
Hectares per farm	9.6	23.8	16.7	
	£ per hectare			
ENTERPRISE OUTPUT				
Grain	938	836	866	
Straw	334	231	260	
TOTAL ENTERPRISE OUTPUT	1273	1067	1126	
VARIABLE COSTS				
Seed	70	90	84	
Fertilisers	160	193	184	
Sprays	124	134	131	
Sundries	25	16	18	
TOTAL VARIABLE COSTS	378	432	417	
GROSS MARGIN	894	635	709	
Grain (tonnes per ha)	6.95	6.60	6.70	
Straw (tonnes per ha)	5.22	3.52	4.01	
Fertilisers used per hectare (product weight, kg)	588	687	658	
Grain price per tonne (£)	135	127	129	
Straw price per tonne (£)	64	65	65	

¹ Classified by Gross Margin per hectare

SPRING WHEAT, SPRING OATS & WINTER OATS (2014 Crops)

	SPRING WHEAT	SPRING OATS	WINTER OATS	OWN FARM
% of survey farms¹	-	100	100	
Hectares per farm	-	11.9	6.2	
	£ per hectare			
ENTERPRISE OUTPUT				
Grain	-	800	986	
Straw	-	165	285	
TOTAL ENTERPRISE OUTPUT	-	966	1271	
VARIABLE COSTS				
Seed	-	69	75	
Fertilisers	-	112	112	
Sprays	-	78	115	
Sundries	-	31	15	
TOTAL VARIABLE COSTS	-	290	318	
GROSS MARGIN	-	676	953	
Grain (tonnes per ha)	-	5.44	6.84	
Straw (tonnes per ha)	-	3.78	4.62	
Fertilisers used per hectare (product weight, kg)	-	373	433	
Grain price per tonne (£)	-	147	144	
Straw price per tonne (£)	-	44	62	

¹ Classified by Gross Margin per hectare

WARE POTATOES (2014 Crop)

	ABOVE AVERAGE	BELOW AVERAGE	AVERAGE	OWN FARM
% of survey farms¹	25	75	100	
Hectares per farm	4.3	15.8	12.9	
	£ per hectare			
ENTERPRISE OUTPUT				
Current Crop	6716	3742	3990	
VARIABLE COSTS				
Seed	548	331	349	
Fertilisers	301	362	357	
Sprays	457	320	331	
Contract / casual wages	134	219	212	
Sundries	206	155	160	
TOTAL VARIABLE COSTS	1646	1387	1408	
GROSS MARGIN	5071	2356	2582	
Yield of ware per hectare (tonnes)	22	34	33	
Seed used per hectare (tonnes)	2.33	2.31	2.31	
Fertiliser used per hectare (product weight, kg)	837	1043	1026	
Price per tonne ware (£)	268	100	110	

¹ Classified by Gross Margin per hectare

HAY, SILAGE, GRAZING & FORAGE CROPS, 2014/15

	Fertiliser	Seed	Purchased Hay, Silage & Straw	Contract Work	Casual Wages	Sprays	Sundries	Total Net Cost ¹
	£ per hectare							
8.0-19.9 Hectares	87.52	13.69	19.93	74.68	-	7.53	12.80	216.16
20.0-39.9 Hectares	99.13	5.71	10.97	90.00	0.57	5.69	6.48	218.39
40 and over Hectares	124.90	8.42	20.57	91.07	0.11	8.04	11.80	264.41
8 and over	121.49	8.19	19.50	90.71	0.16	7.77	11.23	258.59
2 + Over Cow Equivalents/ Hectare	183.32	15.13	44.98	161.53	-	11.68	23.11	439.51
1.5 - 1.9 Cow Equivalents/ Hectare	128.62	8.28	14.35	93.60	0.32	7.61	8.70	261.31
1.25-1.49 Cow Equivalents/ Hectare	86.33	5.43	9.13	45.44	0.20	6.94	6.22	159.65
Under 1.25 Cow Equivalents/ Hectare	67.98	2.32	4.97	39.25	0.10	4.26	4.70	122.30
	121.49	8.19	19.50	90.71	0.16	7.77	11.23	258.59

¹ Net of Hay, Silage and Straw Sold

FIXED COSTS DAIRY FARMS, 2014/15

	VERY SMALL	SMALL	MEDIUM	LARGE
Utilised agricultural area per farm	30.2	46.6	67.5	129.6
Adjusted forage area per farm	29.1	43.7	64.7	120.2
Total cow equivalents per farm	44.5	83.1	133.8	275.7
of which cattle	44.5	81.8	133.1	273.8
of which sheep	-	1.3	0.7	1.9
Stocking rate (ce per ha)¹	1.5	1.9	2.1	2.3
	£ per farmed hectare			
Fixed costs (excluding labour)				
Conacre rent	20	56	67	132
Depreciation of fixed capital expenditure	95	171	231	232
Depreciation of machinery and equipment	80	166	192	191
Upkeep and running costs of machinery and equipment	204	210	200	215
Farm fuel	60	54	50	59
Rates	51	28	21	19
Building repairs	53	69	81	54
Miscellaneous	63	60	56	47
Total Fixed Costs (excluding labour)	626	814	897	950
LABOUR				
- Farmer and spouse	818	657	450	286
- Family (excluding farmer and spouse)	235	106	189	196
- Hired	8	5	57	58

¹ ce = Cow equivalent(s)

FIXED COSTS CATTLE & SHEEP FARMS, 2014/15

	SDA	DA	LFA	NON LFA
Utilised agricultural area per farm	108.5	68.2	92.7	66.0
Adjusted forage area per farm	64.7	61.6	63.5	59.5
Total cow equivalents per farm	83.0	90.0	85.8	95.2
of which cattle	48.0	67.4	55.6	75.5
of which sheep	35.0	22.6	30.1	19.7
Stocking rate (ce per ha) ¹	1.3	1.5	1.4	1.6
	£ per farmed hectare			
Fixed costs (excluding labour)				
Conacre rent	30	52	37	76
Depreciation of fixed capital expenditure	37	89	52	76
Depreciation of machinery and equipment	60	111	75	121
Upkeep and running costs of machinery and equipment	84	126	96	148
Farm fuel	5	11	7	12
Rates	5	16	8	13
Building repairs	26	54	34	38
Miscellaneous	20	42	26	43
Total Fixed Costs (excluding labour)	268	502	335	528
LABOUR				
- Farmer and spouse	203	380	254	348
- Family (excluding farmer and spouse)	43	72	51	146
- Hired	4	15	7	27

¹ ce = Cow equivalent(s)

FIXED COSTS CROPPING, MIXED LIVESTOCK & PIG FARMS, 2014/15

	CEREALS	GENERAL CROPPING	MIXED LIVESTOCK	PIGS
Utilised agricultural area per farm	89.7	55.1	76.5	29.3
Adjusted forage area per farm	8.6	8.8	52.4	26.2
Total cow equivalents per farm	11.2	10.7	92.4	37.5
of which cattle	4.2	10.7	83.0	24.8
of which sheep	7.0	-	9.3	12.7
Stocking rate (ce per ha) ¹	1.3	1.2	1.8	1.4
Fixed costs (excluding labour)	£ per farmed hectare			£ per 100 farm output
Conacre rent	101	171	52	0.85
Depreciation of fixed capital expenditure	43	23	102	4.69
Depreciation of machinery and equipment	206	226	207	1.59
Upkeep and running costs of machinery and equipment	167	273	208	2.90
Farm fuel	14	15	32	2.17
Rates	11	11	12	0.38
Building repairs	15	27	44	1.76
Miscellaneous	32	47	49	1.03
Total Fixed Costs (excluding labour)	588	792	706	15.38
LABOUR				
- Farmer and spouse	273	387	364	7.83
- Family (excluding farmer and spouse)	43	82	221	0.24
- Hired	13	4	36	1.49

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 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 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.

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