



Department of
**Agriculture, Environment
and Rural Affairs**

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CAP POLICY, ECONOMICS AND STATISTICS DIVISION

Northern Ireland Farm Performance Indicators 2016/17



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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 2017.

It is hoped that farmers will find this performance data useful. CAP Policy, Economics & Statistics Division, DAERA, 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.

PAUL CASKIE

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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 CAP Policy, Economics & Statistics Division of the Department of Agriculture, Environment and Rural Affairs (DAERA). 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.

Area Based Subsidy Payments

As area based subsidy schemes are decoupled from production and not linked to any particular enterprise, their associated payments are not included in enterprise output. 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 CAP Policy, Economics & Statistics Division, Room 814, Dundonald House, Upper Newtownards Road, Ballymiscaw, Belfast, BT4 3SB (Tel: 028 9052 4750) or on the Department of Agriculture, Environment and Rural Affairs web site at <http://www.daera-ni.gov.uk>

SUMMARY OF MAIN ENTERPRISE GROSS MARGINS, 2016/17

	GROSS MARGIN	
	AVERAGE	EXCELLENT
	£ per head	
Dairy Cows	582	794
Suckler Cows		
Non LFA	239	-
Disadvantaged Area	252	486
Severely Disadvantaged Area	218	349
Breeding Ewes		
Non LFA	55	67
Disadvantaged Area	51	67
Severely Disadvantaged Area (Cross-Bred Flocks)	40	77
Severely Disadvantaged Area (Hardy Hill Breeds)	22	48
Pigs - Birth to Bacon	28	-
	£ per hectare	
Crops		
Spring Barley	605	855
Winter Wheat	876	-
Winter Barley	698	-
Spring Wheat	573	-
Spring Oats	586	-
Winter Oats	615	-
Ware Potatoes	4562	-

- indicates no data available

AVERAGE GROSS MARGIN RESULTS, 2012/13 - 2016/17

	2012/13	2013/14	2014/15	2015/16	2016/17
	£ per head				
Dairy Cows	745	1052	877	510	582
Suckler Cows					
Non LFA	167	145	172	217	239
Disadvantaged Area	177	169	186	184	252
Severely Disadvantaged Area	136	149	148	189	218
Breeding Ewes					
Non LFA	43	44	58	51	55
Disadvantaged Area	33	25	34	40	51
Severely Disadvantaged Area (Cross-Bred Flocks)	26	18	39	36	40
Severely Disadvantaged Area (Hardy Hill Breeds)	9	7	25	17	22
Pigs - Birth to Bacon	21	32	28	21	28
	£ per hectare				
Crops					
Spring Barley	817	727	578	448	605
Winter Wheat	916	1084	793	789	876
Winter Barley	1020	935	709	678	698
Spring Wheat	1018	944	-	-	573
Spring Oats	707	770	676	634	586
Winter Oats	-	1174	953	679	615
Ware Potatoes	7322	2379	2582	3515	4562

- indicates no data available

DAIRY COWS, 2016/17

	EXCELLENT	GOOD	MODERATE	POOR	AVERAGE	OWN FARM
% of survey farms ¹	10	34	44	12	100	
Average herd size	131	112	87	69	98	
ENTERPRISE OUTPUT	£ per cow					
Milk	1672	1598	1315	1035	1450	
Calves	108	112	92	96	102	
Herd replacement	-149	-186	-169	-205	-176	
Leasing receipts	-	-	-	-	-	
TOTAL ENTERPRISE OUTPUT	1631	1523	1238	926	1376	
VARIABLE COSTS						
Concentrates	536	567	463	369	506	
Hay, silage, forage & grazing	167	160	142	153	153	
Vet, medicine & sundries	135	142	132	120	135	
Leasing costs	-	-	-	-	-	
TOTAL VARIABLE COSTS	837	868	737	643	794	
Gross Margins - per cow	794	654	501	283	582	
- per hectare	1863	1480	933	496	1193	
- per 1000 litres	109	88	78	55	85	
Milk yield per cow (litres)	7298	7446	6394	5148	6824	
Milk price per litre (pence)	22.9	21.5	20.6	20.1	21.2	
Concentrates per litre (kg)	0.36	0.36	0.34	0.33	0.35	
Concentrates price per tonne (£)	194	206	207	214	205	
Stocking rate (ce per ha) ²	2.35	2.26	1.86	1.76	2.05	
Nitrogen used per hectare (kg)	187	152	125	124	141	

¹ Classified by Gross Margin per hectare

² ce = Cow equivalent(s)

DAIRY CALVES REARED AS REPLACEMENTS, 2016/17

	EXCELLENT	GOOD	MODERATE	POOR	AVERAGE	OWN FARM
% of survey farms ¹	20	36	23	20	100	
	£ per hectare					
ENTERPRISE OUTPUT	1742	1349	1236	886	1296	
VARIABLE COSTS						
Concentrates ²	499	410	417	357	417	
Hay, silage, forage & grazing	247	288	299	330	292	
Vet & medicine	60	42	77	57	56	
Sundries	89	47	85	53	64	
TOTAL VARIABLE COSTS	896	787	879	798	829	
GROSS MARGIN	846	562	357	88	467	
Concentrates per ce (kg) ³	691	704	603	685	679	
Concentrates price per tonne (£)	201	191	216	209	201	
Stocking rate (ce per ha)	2.46	2.21	2.11	1.89	2.16	
Price per calf bought/transferred-in (£)	107	115	133	105	115	
Price per heifer sold/transferred-out (£)	1112	1084	1166	836	1052	
Mortality (%)	3.5	3.1	4.2	1.7	3.1	

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, 2016/17

	AVERAGE	OWN FARM
% of survey farms¹	100	
	£ per hectare	
ENTERPRISE OUTPUT	980	
VARIABLE COSTS		
Concentrates ²	321	
Hay, silage, forage & grazing	184	
Vet & medicine	39	
Sundries	27	
TOTAL VARIABLE COSTS	571	
GROSS MARGIN	409	
Concentrates per ce (kg) ³	683	
Concentrates price per tonne (£)	212	
Stocking rate (ce per ha)	1.65	
Price per calf bought/transferred-in (£)	153	
Price per store sold (£)	639	
Mortality (%)	1.0	

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, 2016/17

	ABOVE AVERAGE	BELOW AVERAGE	AVERAGE	OWN FARM
% of survey farms¹	44	56	100	
	£ per hectare			
ENTERPRISE OUTPUT	1845	1282	1526	
VARIABLE COSTS				
Concentrates ²	403	466	439	
Hay, silage, forage & grazing	245	206	223	
Vet & medicine	50	47	48	
Sundries	53	35	43	
TOTAL VARIABLE COSTS	751	754	752	
GROSS MARGIN	1094	528	774	
Concentrates per ce (kg)³	816	1087	956	
Concentrates price per tonne (£)	188	196	193	
Stocking rate (ce per ha)	2.14	1.74	1.91	
Price per calf bought/transferred-in (£)	143	179	162	
Price per finished animal sold (£)	1001	954	972	
Mortality (%)	2.4	6.2	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, 2016/17

	EXCELLENT	GOOD	MODERATE	POOR	AVERAGE	OWN FARM
% of survey farms¹	13	29	42	16	100	
	£ per hectare					
ENTERPRISE OUTPUT	1433	1053	789	462	891	
VARIABLE COSTS						
Concentrates	267	359	307	245	309	
Hay, silage, forage & grazing	202	122	148	185	152	
Vet & medicine	24	45	48	39	43	
Sundries	17	16	24	20	20	
TOTAL VARIABLE COSTS	509	542	528	489	524	
GROSS MARGIN	924	511	261	-27	367	
Concentrates per ce (kg)²	819	1356	1211	1162	1199	
Concentrates price per tonne (£)	198	188	184	183	186	
Stocking rate (ce per ha)	1.61	1.41	1.37	1.15	1.38	
Price per calf bought/transferred-in (£)	479	545	487	523	507	
Price per store sold (£)	1008	966	853	793	908	
Mortality (%)	1.1	0.6	0.6	2.8	0.9	

¹ Classified by Gross Margin per hectare

² ce = Cow equivalent(s)

BEEF CALVES REARED AND SOLD AS FINISHED ANIMALS, 2016/17

	EXCELLENT	GOOD	MODERATE	POOR	AVERAGE	OWN FARM
% of survey farms¹	13	27	46	15	100	
	£ per hectare					
ENTERPRISE OUTPUT	1535	1136	906	579	973	
VARIABLE COSTS						
Concentrates	378	241	331	281	313	
Hay, silage, forage & grazing	199	199	144	120	157	
Vet & medicine	39	31	42	25	37	
Sundries	29	26	22	27	25	
TOTAL VARIABLE COSTS	645	497	539	452	531	
GROSS MARGIN	890	639	368	127	443	
Concentrates per ce (kg)²	1303	866	1292	1363	1219	
Concentrates price per tonne (£)	157	164	169	170	166	
Stocking rate (ce per ha)	1.75	1.66	1.47	1.20	1.50	
Price per calf bought/transferred-in (£)	598	547	531	545	549	
Price per finished animal sold (£)	1137	1084	1024	1112	1067	
Mortality (%)	0.6	0.7	1.6	1.3	1.2	

¹ Classified by Gross Margin per hectare

² ce = Cow equivalent(s)

FINISHING PURCHASED STORES, 2016/17

	ABOVE AVERAGE	BELOW AVERAGE	AVERAGE	OWN FARM
% of survey farms¹	44	56	100	
	£ per hectare			
ENTERPRISE OUTPUT	1250	825	964	
VARIABLE COSTS				
Concentrates	482	389	420	
Hay, silage, forage & grazing	125	125	125	
Vet & medicine	32	34	33	
Sundries	13	72	52	
TOTAL VARIABLE COSTS	652	619	630	
GROSS MARGIN	599	206	334	
Concentrates per ce (kg)²	1535	1857	1718	
Concentrates price per tonne (£)	164	169	167	
Stocking rate (ce per ha)	1.90	1.22	1.44	
Price per store bought (£)	645	867	769	
Price per finished animal sold (£)	1015	1191	1120	
Mortality (%)	0.5	0.5	0.5	

¹ Classified by Gross Margin per hectare

² ce = Cow equivalent(s)

SUCKLER COWS - NON LFA, 2016/17

	AVERAGE	OWN FARM	AVERAGE	OWN FARM
Number of cows per farm¹	48.3		48.3	
Hectares per farm	32.4		32.4	
	£ per hectare		£ per cow	
ENTERPRISE OUTPUT				
Calves	767		514	
Herd replacement	-88		-59	
TOTAL ENTERPRISE OUTPUT	679		456	
VARIABLE COSTS				
Concentrates	42		28	
Other purchased feed	4		2	
Hay, silage, forage & grazing	175		117	
Sundries	54		36	
Vet & medicines	48		32	
TOTAL VARIABLE COSTS	323		217	
GROSS MARGIN	356		239	
GROSS MARGIN PER COW EQUIVALENT	227		227	
Calves reared per cow	0.97		0.97	
Price per calf sold or transferred-out (£)	544		544	
Mortality - birth to weaning (%)	3.8		3.8	
Concentrates per cow (kg)	166		166	
Concentrates price per tonne (£)	171		171	
Cows per hectare	1.49		1.49	
Stocking rate (ce per ha)²	1.57		1.57	

¹ Classified by Gross Margin per hectare

² ce = Cow equivalent(s)

SUCKLER COWS - DISADVANTAGED AREA, 2016/17

	EXCELLENT	GOOD	MODERATE	POOR	AVERAGE	OWN FARM
% of survey farms ¹	13	30	35	22	100	
Average herd size	53	64	30	38	45	
	£ per cow					
ENTERPRISE OUTPUT						
Calves	714	586	481	456	558	
Herd replacement	-70	-69	-54	-113	-74	
TOTAL ENTERPRISE OUTPUT	644	517	427	343	483	
VARIABLE COSTS						
Concentrates	35	39	45	70	45	
Hay, silage, forage & grazing	76	93	127	210	119	
Vet & medicine	28	36	28	73	39	
Sundries	19	28	22	38	27	
TOTAL VARIABLE COSTS	158	195	222	391	231	
GROSS MARGIN	486	321	205	-48	252	
GROSS MARGIN PER COW EQUIVALENT	460	303	201	-47	241	
Calves reared per cow	1.02	1.01	0.90	0.92	0.97	
Price per calf sold or transferred-out (£)	613	553	531	544	557	
Mortality - birth to weaning (%)	0.6	1.7	4.4	1.7	2.1	
Concentrates per cow (kg)	202	258	246	285	252	
Concentrates price per tonne (£)	169	151	181	194	169	

¹ Classified by Gross Margin per hectare

SUCKLER COWS - SEVERELY DISADVANTAGED AREA, 2016/17¹

	EXCELLENT	GOOD	MODERATE	POOR	AVERAGE	OWN FARM
% of survey farms ²	10	38	35	17	100	
Average herd size	49	44	36	26	38	
	£ per cow					
ENTERPRISE OUTPUT						
Calves	615	544	478	398	514	
Herd replacement	-47	-54	-57	-70	-56	
TOTAL ENTERPRISE OUTPUT	568	490	421	328	458	
VARIABLE COSTS						
Concentrates	62	42	67	64	55	
Hay, silage, forage & grazing	105	114	119	164	120	
Vet & medicine	34	39	49	35	41	
Sundries	17	23	26	23	23	
TOTAL VARIABLE COSTS	218	216	261	285	239	
GROSS MARGIN	349	273	160	43	218	
GROSS MARGIN PER COW EQUIVALENT	324	260	152	40	207	
Calves reared per cow	1.03	1.00	0.92	0.87	0.97	
Price per calf sold or transferred-out (£)	615	541	518	493	538	
Mortality - birth to weaning (%)	2.9	1.9	3.5	1.2	2.5	
Concentrates per cow (kg)	352	221	345	327	290	
Concentrates price per tonne (£)	173	183	193	189	186	

¹ ANC payments are excluded from this analysis

² Classified by Gross Margin per hectare

BREEDING EWES - NON LFA, 2016/17

	EXCELLENT	GOOD	MODERATE	POOR	AVERAGE	OWN FARM
% of survey farms ¹	12	31	50	8	100	
Number of ewes per farm	274	133	206	76	182	
	£ per ewe					
ENTERPRISE OUTPUT						
Lambs	119	112	92	103	102	
Wool	2	3	4	2	3	
Flock replacement	-3	3	1	-17	0	
TOTAL ENTERPRISE OUTPUT	118	119	97	88	105	
VARIABLE COSTS						
Concentrates	14	14	13	24	13	
Hay, silage, forage & grazing	16	21	19	23	19	
Vet, medicine & sundries	20	18	16	15	17	
TOTAL VARIABLE COSTS	50	54	48	63	50	
GROSS MARGIN	67	65	49	25	55	
Gross Margin (per hectare)	692	545	350	167	429	
Price per lamb sold (£)	82	82	71	71	76	
Lambing percentage	165	162	153	164	158	
Lambs reared per 100 ewes	156	153	144	157	149	
Wool per ewe (kg)	2.6	3.0	3.2	2.0	3.0	
Wool price per kg (p)	86	105	122	114	113	
Concentrates per ewe (kg)	65	56	57	103	59	
Concentrates price per tonne (£)	209	231	205	235	213	
Ewes per hectare	10.25	8.34	7.12	6.56	7.77	
Stocking rate (ce per ha) ²	1.59	1.73	1.43	1.71	1.53	
Ewe mortality (%)	2.4	5.6	5.2	1.3	4.7	
Lamb mortality per 100 ewes	8.3	9.3	9.2	6.6	9.0	

¹ Classified by Gross Margin per hectare

² ce = Cow equivalent(s)

BREEDING EWES - DISADVANTAGED AREA, 2016/17

	EXCELLENT	GOOD	MODERATE	POOR	AVERAGE	OWN FARM
% of survey farms ¹	16	32	37	16	100	
Number of ewes per farm	407	122	101	142	162	
	£ per ewe					
ENTERPRISE OUTPUT						
Lambs	117	102	102	72	104	
Wool	4	2	3	2	3	
Flock replacement	-7	1	-14	-2	-6	
TOTAL ENTERPRISE OUTPUT	114	106	91	72	101	
VARIABLE COSTS						
Concentrates	8	18	18	23	15	
Hay, silage, forage & grazing	23	14	15	26	19	
Vet, medicine & sundries	16	11	16	25	16	
TOTAL VARIABLE COSTS	47	42	49	75	50	
GROSS MARGIN	67	63	42	-3	51	
Price per lamb sold (£)	78	77	75	62	75	
Lambing percentage	153	155	155	134	151	
Lambs reared per 100 ewes	148	147	148	128	145	
Wool per ewe (kg)	4.1	2.6	2.7	2.7	3.2	
Wool price per kg (p)	102	91	97	80	97	
Concentrates per ewe (kg)	30	87	77	84	62	
Concentrates price per tonne (£)	215	192	192	261	209	
Ewes per hectare	8.84	6.55	6.00	6.92	7.19	
Stocking rate (ce per ha) ²	1.67	1.34	1.36	1.56	1.48	
Ewe mortality (%)	4.8	8.2	8.7	3.7	6.3	
Lamb mortality per 100 ewes	4.8	8.2	6.6	6.6	6.3	

¹ Classified by Gross Margin per hectare

² ce = Cow equivalent(s)

BREEDING EWES - SEVERELY DISADVANTAGED AREA (CROSS-BRED FLOCKS), 2016/17¹

	EXCELLENT	GOOD	MODERATE	POOR	AVERAGE	OWN FARM
% of survey farms ²	14	40	33	14	100	
Number of ewes per farm	237	178	179	242	196	
	£ per ewe					
ENTERPRISE OUTPUT						
Lambs	118	113	88	79	100	
Wool	2	3	3	1	2	
Flock replacement	4	0	-7	-13	-4	
TOTAL ENTERPRISE OUTPUT	124	116	83	67	99	
VARIABLE COSTS						
Concentrates	16	22	21	25	21	
Hay, silage, forage & grazing	18	22	22	13	20	
Vet, medicine & sundries	14	18	16	24	18	
TOTAL VARIABLE COSTS	48	62	59	62	59	
GROSS MARGIN	77	53	24	5	40	
Price per lamb sold (£)	77	79	73	77	77	
Lambing percentage	173	166	143	123	153	
Lambs reared per 100 ewes	168	158	134	114	145	
Wool per ewe (kg)	2.9	2.9	2.8	2.0	2.7	
Wool price per kg (p)	83	91	95	65	87	
Concentrates per ewe (kg)	72	106	97	111	98	
Concentrates price per tonne (£)	215	200	204	222	207	
Ewe mortality (%)	4.2	6.6	7.4	5.2	6.2	
Lamb mortality per 100 ewes	5.5	8.1	9.7	8.8	8.2	

¹ ANC payments are excluded from this analysis

² Classified by Gross Margin per ewe

BREEDING EWES - SEVERELY DISADVANTAGED AREA (HARDY HILL BREEDS), 2016/17¹

	EXCELLENT	GOOD	MODERATE	POOR	AVERAGE	OWN FARM
% of survey farms ²	18	41	18	23	100	
Number of ewes per farm	121	357	344	349	310	
	£ per ewe					
ENTERPRISE OUTPUT						
Lambs	103	69	82	36	66	
Wool	3	2	2	2	2	
Flock replacement	0	3	-3	0	1	
TOTAL ENTERPRISE OUTPUT	105	74	81	38	68	
VARIABLE COSTS						
Concentrates	24	13	27	16	17	
Hay, silage, forage & grazing	20	14	23	15	17	
Vet, medicine & sundries	13	13	14	12	13	
TOTAL VARIABLE COSTS	57	40	64	42	47	
GROSS MARGIN	48	34	17	-4	22	
Price per lamb sold (£)	79	69	82	57	71	
Lambing percentage	153	128	130	95	122	
Lambs reared per 100 ewes	145	121	123	87	115	
Wool per ewe (kg)	3.3	2.5	2.9	2.5	2.6	
Wool price per kg (p)	84	77	81	74	78	
Concentrates per ewe (kg)	111	60	125	63	77	
Concentrates price per tonne (£)	214	206	210	212	209	
Ewe mortality (%)	6.6	6.2	6.4	4.5	5.8	
Lamb mortality per 100 ewes	8.0	7.0	6.8	7.7	7.2	

¹ ANC payments are excluded from this analysis

² Classified by Gross Margin per ewe

PIGS - BIRTH TO BACON, 2016/17

	ABOVE AVERAGE	BELOW AVERAGE	AVERAGE	OWN FARM
% of survey farms¹	45	55	100	
Number of finished pigs per farm	3078	2332	2671	
Number of sows per farm	120	101	109	
	£ per pig			
ENTERPRISE OUTPUT	103.60	109.82	106.56	
VARIABLE COSTS				
Concentrates	63.75	78.38	70.71	
Vet & medicine	4.28	2.93	3.64	
Sundries	4.75	4.46	4.61	
TOTAL VARIABLE COSTS	72.78	85.77	78.97	
GROSS MARGIN	30.82	24.04	27.59	
Price of meal equivalent per tonne (£)	228	244	236	
Meal equivalent per finished pig (kg)	280	321	299	
Litters per sow per year	2.1	2.0	2.0	
Live births per litter	14.2	11.9	13.0	
Pigs weaned per litter	12.6	11.3	11.9	
Pigs weaned per sow per year	25.8	22.8	24.3	
Price of finished pig sold (£)	104.05	109.69	106.86	
Mortality - suckers (%)	11.2	4.6	8.2	
Mortality - weaners (%)	3.4	1.4	2.5	

¹ Classified by Gross Margin per finished pig

SPRING BARLEY (2016 Crop)

	EXCELLENT	GOOD	MODERATE	POOR	AVERAGE	OWN FARM
% of survey farms¹	17	24	39	20	100	
Hectares per farm	10.3	22.7	8.1	9.6	12.3	
	£ per hectare					
ENTERPRISE OUTPUT						
Grain	781	735	586	540	673	
Straw	329	222	201	178	226	
TOTAL ENTERPRISE OUTPUT	1111	957	787	718	899	
VARIABLE COSTS						
Seed	53	55	54	78	58	
Fertilisers	82	99	143	137	114	
Sprays	101	68	85	133	87	
Sundries	19	55	9	35	35	
TOTAL VARIABLE COSTS	256	278	291	383	294	
GROSS MARGIN	855	680	495	335	605	
Grain (tonnes per ha)	5.81	5.77	4.77	4.16	5.27	
Straw (tonnes per ha)	4.46	3.30	2.99	2.71	3.30	
Fertilisers used per hectare (product weight, kg)	321	402	592	531	459	
Grain price per tonne (£)	135	127	123	130	128	
Straw price per tonne (£)	74	67	67	65	68	

¹ Classified by Gross Margin per hectare

WINTER WHEAT (2016 Crop)

	ABOVE AVERAGE	BELOW AVERAGE	AVERAGE	OWN FARM
% of survey farms¹	42	58	100	
Hectares per farm	19.3	9.0	13.3	
	£ per hectare			
ENTERPRISE OUTPUT				
Grain	1205	903	1086	
Straw	221	298	251	
TOTAL ENTERPRISE OUTPUT	1425	1201	1337	
VARIABLE COSTS				
Seed	77	88	81	
Fertilisers	176	157	169	
Sprays	174	190	180	
Sundries	34	25	31	
TOTAL VARIABLE COSTS	461	458	460	
GROSS MARGIN	964	743	876	
Grain (tonnes per ha)	8.22	7.02	7.74	
Straw (tonnes per ha)	3.45	4.62	3.92	
Fertilisers used per hectare (product weight, kg)	714	645	687	
Grain price per tonne (£)	147	129	140	
Straw price per tonne (£)	64	64	64	

¹ Classified by Gross Margin per hectare

WINTER BARLEY (2016 Crop)

	ABOVE AVERAGE	BELOW AVERAGE	AVERAGE	OWN FARM
% of survey farms¹	52	48	100	
Hectares per farm	19.2	10.2	14.9	
	£ per hectare			
ENTERPRISE OUTPUT				
Grain	948	689	863	
Straw	239	206	228	
TOTAL ENTERPRISE OUTPUT	1187	895	1090	
VARIABLE COSTS				
Seed	76	74	76	
Fertilisers	156	126	146	
Sprays	144	116	135	
Sundries	32	41	35	
TOTAL VARIABLE COSTS	409	358	392	
GROSS MARGIN	778	537	698	
Grain (tonnes per ha)	7.07	5.36	6.51	
Straw (tonnes per ha)	3.33	3.12	3.26	
Fertilisers used per hectare (product weight, kg)	597	560	585	
Grain price per tonne (£)	134	129	133	
Straw price per tonne (£)	72	66	70	

¹ Classified by Gross Margin per hectare

SPRING WHEAT, SPRING OATS & WINTER OATS (2016 Crops)

	SPRING WHEAT	SPRING OATS	WINTER OATS	OWN FARM
% of survey farms¹	100	100	100	
Hectares per farm	14.8	12.5	6.6	
	£ per hectare			
ENTERPRISE OUTPUT				
Grain	788	740	717	
Straw	155	90	237	
TOTAL ENTERPRISE OUTPUT	944	830	953	
VARIABLE COSTS				
Seed	76	66	77	
Fertilisers	201	94	94	
Sprays	92	73	117	
Sundries	1	12	51	
TOTAL VARIABLE COSTS	370	245	338	
GROSS MARGIN	573	586	615	
Grain (tonnes per ha)	6.97	5.00	5.19	
Straw (tonnes per ha)	3.43	3.33	3.18	
Fertilisers used per hectare (product weight, kg)	712	347	392	
Grain price per tonne (£)	113	148	138	
Straw price per tonne (£)	45	27	74	

¹ Classified by Gross Margin per hectare

WARE POTATOES (2016 Crop)

	ABOVE AVERAGE	BELOW AVERAGE	AVERAGE	OWN FARM
% of survey farms¹	57	43	100	
Hectares per farm	16.8	7.8	12.9	
	£ per hectare			
ENTERPRISE OUTPUT				
Current Crop	6819	3935	6076	
VARIABLE COSTS				
Seed	474	486	477	
Fertilisers	375	342	367	
Sprays	341	295	329	
Contract / casual wages	219	230	222	
Sundries	93	197	120	
TOTAL VARIABLE COSTS	1501	1550	1514	
GROSS MARGIN	5318	2385	4562	
Yield of ware per hectare (tonnes)	31	20	28	
Seed used per hectare (tonnes)	2.38	2.18	2.33	
Fertiliser used per hectare (product weight, kg)	1189	1086	1162	
Price per tonne ware (£)	198	172	194	

¹ Classified by Gross Margin per hectare

HAY, SILAGE, GRAZING & FORAGE CROPS, 2016/17

	Fertiliser	Seed	Purchased Hay, Silage & Straw	Contract Work	Casual Wages	Sprays	Sundries	Total Net Cost ¹
	£ per hectare							
8.0-19.9 Hectares	54.78	4.31	24.90	57.19	0.00	8.79	4.88	154.84
20.0-39.9 Hectares	75.74	3.45	15.70	72.95	1.07	5.61	8.14	181.40
40 and over Hectares	90.47	3.46	21.26	80.84	0.11	5.90	8.72	210.53
8 and over	88.41	3.47	20.68	79.68	0.21	5.90	8.61	206.62
2 + Over Cow Equivalents/ Hectare	126.08	3.58	43.00	123.95	0.25	8.70	14.23	318.70
1.5 - 1.9 Cow Equivalents/ Hectare	97.12	5.07	19.43	90.88	0.17	5.83	9.19	227.65
1.25-1.49 Cow Equivalents/ Hectare	66.62	3.47	8.27	45.48	0.16	5.13	5.78	134.66
Under 1.25 Cow Equivalents/ Hectare	53.52	1.11	8.69	42.44	0.26	3.80	4.18	113.89
	88.41	3.47	20.68	79.68	0.21	5.90	8.61	206.62

¹ Net of Hay, Silage and Straw Sold

FIXED COSTS DAIRY FARMS, 2016/17

	VERY SMALL	SMALL	MEDIUM	LARGE
Utilised agricultural area per farm	28.3	46.5	70.8	132.1
Adjusted forage area per farm	27.2	44.6	66.5	124.8
Total cow equivalents per farm	39.1	86.5	134.7	284.3
of which cattle	39.1	85.3	131.9	282.4
of which sheep	0.0	1.2	2.8	1.9
Stocking rate (ce per ha) ¹	1.4	1.9	2.0	2.3
	£ per farmed hectare			
Fixed costs (excluding labour)				
Conacre rent	21	65	79	147
Depreciation of fixed capital expenditure	68	167	231	245
Depreciation of machinery and equipment	117	168	161	164
Upkeep and running costs of machinery and equipment	173	203	168	179
Farm fuel	52	49	42	49
Rates	42	32	15	22
Building repairs	54	50	52	49
Miscellaneous	57	52	49	48
Total Fixed Costs (excluding labour)	583	786	797	903
LABOUR				
- Farmer and spouse	959	710	516	299
- Family (excluding farmer and spouse)	112	179	178	230
- Hired	5	5	5	45

¹ ce = Cow equivalent(s)

FIXED COSTS CATTLE & SHEEP FARMS, 2016/17

	SDA	DA	LFA	NON LFA
Utilised agricultural area per farm	96.8	69.7	85.8	66.0
Adjusted forage area per farm	63.9	64.1	64.0	60.8
Total cow equivalents per farm	82.3	90.3	85.5	92.0
of which cattle	48.4	64.0	54.7	70.4
of which sheep	33.8	26.3	30.8	21.6
Stocking rate (ce per ha) ¹	1.3	1.4	1.3	1.5
	£ per farmed hectare			
Fixed costs (excluding labour)				
Conacre rent	28	59	38	95
Depreciation of fixed capital expenditure	41	82	54	67
Depreciation of machinery and equipment	72	107	83	118
Upkeep and running costs of machinery and equipment	86	115	95	124
Farm fuel	5	8	6	10
Rates	6	14	9	13
Building repairs	32	35	33	42
Miscellaneous	23	36	27	42
Total Fixed Costs (excluding labour)	293	456	346	512
LABOUR				
- Farmer and spouse	242	373	285	365
- Family (excluding farmer and spouse)	49	82	60	110
- Hired	4	16	8	11

¹ ce = Cow equivalent(s)

FIXED COSTS CROPPING, MIXED LIVESTOCK & PIG FARMS, 2016/17

	CEREALS	GENERAL CROPPING	MIXED LIVESTOCK	PIGS
Utilised agricultural area per farm	87.6	70.5	74.1	27.8
Adjusted forage area per farm	6.0	10.3	54.2	24.8
Total cow equivalents per farm	8.4	7.4	93.3	33.3
of which cattle	4.2	7.4	83.5	17.3
of which sheep	4.2	0.0	9.7	16.0
Stocking rate (ce per ha) ¹	1.4	0.7	1.7	1.3
Fixed costs (excluding labour)	£ per farmed hectare			£ per 100 farm output
Conacre rent	77	181	63	1.00
Depreciation of fixed capital expenditure	46	3	188	5.41
Depreciation of machinery and equipment	233	255	158	2.34
Upkeep and running costs of machinery and equipment	193	226	199	2.42
Farm fuel	16	11	32	2.09
Rates	15	9	18	0.39
Building repairs	19	23	52	1.19
Miscellaneous	41	55	61	1.25
Total Fixed Costs (excluding labour)	642	765	769	16.09
LABOUR				
- Farmer and spouse	275	309	413	7.82
- Family (excluding farmer and spouse)	37	146	179	0.17
- Hired	42	3	87	0.76

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. **Area based subsidy payments are 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. **Area based subsidy payments are 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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