



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

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POLICY, ECONOMICS AND STATISTICS DIVISION

Northern Ireland Farm Performance Indicators 2017/18



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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 2018.

It is hoped that farmers will find this performance data useful. 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.

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Director of Policy, Economics & Statistics Division

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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, 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 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, 2017/18

	GROSS MARGIN	
	AVERAGE	EXCELLENT
	£ per head	
Dairy Cows	1045	1171
Suckler Cows		
Non LFA	286	-
Disadvantaged Area	195	308
Severely Disadvantaged Area	182	284
Breeding Ewes		
Non LFA	59	102
Disadvantaged Area	46	68
Severely Disadvantaged Area (Cross-Bred Flocks)	37	65
Severely Disadvantaged Area (Hardy Hill Breeds)	19	50
Pigs - Birth to Bacon	47	-
	£ per hectare	
Crops		
Spring Barley	536	920
Winter Wheat	1178	-
Winter Barley	1080	-
Spring Wheat	463	-
Spring Oats	612	-
Winter Oats	952	-
Ware Potatoes	1611	-

- indicates no data available

AVERAGE GROSS MARGIN RESULTS, 2013/14 - 2017/18

	2013/14	2014/15	2015/16	2016/17	2017/18
	£ per head				
Dairy Cows	1052	877	510	582	1045
Suckler Cows					
Non LFA	145	172	217	239	286
Disadvantaged Area	169	186	184	252	195
Severely Disadvantaged Area	149	148	189	218	182
Breeding Ewes					
Non LFA	44	58	51	55	59
Disadvantaged Area	25	34	40	51	46
Severely Disadvantaged Area (Cross-Bred Flocks)	18	39	36	40	37
Severely Disadvantaged Area (Hardy Hill Breeds)	7	25	17	22	19
Pigs - Birth to Bacon	32	28	21	28	47
	£ per hectare				
Crops					
Spring Barley	727	578	448	605	536
Winter Wheat	1084	793	789	876	1178
Winter Barley	935	709	678	698	1080
Spring Wheat	944	-	-	573	463
Spring Oats	770	676	634	586	612
Winter Oats	1174	953	679	615	952
Ware Potatoes	2379	2582	3515	4562	1611

- indicates no data available

DAIRY COWS, 2017/18

	EXCELLENT	GOOD	MODERATE	POOR	AVERAGE	OWN FARM
% of survey farms ¹	13	34	36	16	100	
Average herd size	136	122	88	67	103	
ENTERPRISE OUTPUT	£ per cow					
Milk	2216	2220	1894	1553	2048	
Calves	104	111	93	115	105	
Herd replacement	-168	-179	-189	-158	-178	
Leasing receipts	-	-	-	-	-	
TOTAL ENTERPRISE OUTPUT	2152	2153	1798	1510	1975	
VARIABLE COSTS						
Concentrates	670	663	554	499	613	
Hay, silage, forage & grazing	149	179	168	144	167	
Vet, medicine & sundries	162	161	135	133	150	
Leasing costs	-	-	-	-	-	
TOTAL VARIABLE COSTS	981	1003	857	776	930	
Gross Margins - per cow	1171	1150	941	734	1045	
- per hectare	3062	2543	1834	1100	2170	
- per 1000 litres	158	152	143	135	149	
Milk yield per cow (litres)	7398	7554	6592	5430	7004	
Milk price per litre (pence)	30.0	29.4	28.7	28.6	29.2	
Concentrates per litre (kg)	0.39	0.39	0.37	0.37	0.38	
Concentrates price per tonne (£)	223	222	222	238	223	
Stocking rate (ce per ha) ²	2.61	2.21	1.95	1.50	2.08	
Nitrogen used per hectare (kg)	146	167	158	93	148	

¹ Classified by Gross Margin per hectare

² ce = Cow equivalent(s)

DAIRY CALVES REARED AS REPLACEMENTS, 2017/18

	EXCELLENT	GOOD	MODERATE	POOR	AVERAGE	OWN FARM
% of survey farms ¹	12	29	37	22	100	
	£ per hectare					
ENTERPRISE OUTPUT	2028	1713	1313	1128	1449	
VARIABLE COSTS						
Concentrates ²	568	591	580	619	593	
Hay, silage, forage & grazing	346	327	345	422	364	
Vet & medicine	77	78	48	78	68	
Sundries	58	120	89	75	88	
TOTAL VARIABLE COSTS	1049	1116	1062	1195	1113	
GROSS MARGIN	978	597	251	-67	337	
Concentrates per ce (kg) ³	733	727	929	920	842	
Concentrates price per tonne (£)	218	226	210	210	214	
Stocking rate (ce per ha)	2.75	2.31	1.97	2.07	2.19	
Price per calf bought/transferred-in (£)	117	122	109	96	110	
Price per heifer sold/transferred-out (£)	1066	1188	1028	943	1060	
Mortality (%)	1.1	5.5	4.0	3.7	3.9	

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, 2017/18

	AVERAGE	OWN FARM
% of survey farms¹	100	
	£ per hectare	
ENTERPRISE OUTPUT	1232	
VARIABLE COSTS		
Concentrates ²	486	
Hay, silage, forage & grazing	245	
Vet & medicine	44	
Sundries	45	
TOTAL VARIABLE COSTS	820	
GROSS MARGIN	412	
Concentrates per ce (kg)³	987	
Concentrates price per tonne (£)	211	
Stocking rate (ce per ha)	1.79	
Price per calf bought/transferred-in (£)	152	
Price per store sold (£)	752	
Mortality (%)	2.1	

¹ Classified by Gross Margin per hectare

² Includes milk fed to calves

³ ce = Cow equivalent(s)

DAIRY CALVES REARED AND SOLD AS FINISHED ANIMALS, 2017/18

	ABOVE AVERAGE	BELOW AVERAGE	AVERAGE	OWN FARM
% of survey farms¹	41	59	100	
	£ per hectare			
ENTERPRISE OUTPUT	1533	1112	1300	
VARIABLE COSTS				
Concentrates ²	386	472	434	
Hay, silage, forage & grazing	235	212	222	
Vet & medicine	34	40	37	
Sundries	55	26	39	
TOTAL VARIABLE COSTS	710	750	732	
GROSS MARGIN	823	362	567	
Concentrates per ce (kg)³	793	1316	1044	
Concentrates price per tonne (£)	192	201	197	
Stocking rate (ce per ha)	2.19	1.62	1.87	
Price per calf bought/transferred-in (£)	177	250	216	
Price per finished animal sold (£)	1038	1084	1061	
Mortality (%)	1.3	2.4	1.8	

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, 2017/18

	EXCELLENT	GOOD	MODERATE	POOR	AVERAGE	OWN FARM
% of survey farms ¹	18	29	35	18	100	
	£ per hectare					
ENTERPRISE OUTPUT	1567	1190	823	512	978	
VARIABLE COSTS						
Concentrates	374	374	315	229	328	
Hay, silage, forage & grazing	174	149	152	186	159	
Vet & medicine	45	38	38	30	38	
Sundries	23	26	20	19	22	
TOTAL VARIABLE COSTS	616	588	526	464	547	
GROSS MARGIN	951	602	297	48	431	
Concentrates per ce (kg)²	1352	1395	1268	1311	1330	
Concentrates price per tonne (£)	192	196	206	192	199	
Stocking rate (ce per ha)	1.44	1.37	1.20	0.91	1.24	
Price per calf bought/transferred-in (£)	545	487	510	549	513	
Price per store sold (£)	1023	924	903	748	904	
Mortality (%)	0.0	1.1	0.8	1.0	0.8	

¹ Classified by Gross Margin per hectare

² ce = Cow equivalent(s)

BEEF CALVES REARED AND SOLD AS FINISHED ANIMALS, 2017/18

	EXCELLENT	GOOD	MODERATE	POOR	AVERAGE	OWN FARM
% of survey farms¹	14	36	36	14	100	
	£ per hectare					
ENTERPRISE OUTPUT	1585	1329	903	752	1116	
VARIABLE COSTS						
Concentrates	394	441	369	422	406	
Hay, silage, forage & grazing	189	182	153	229	180	
Vet & medicine	55	37	27	35	36	
Sundries	43	19	38	26	30	
TOTAL VARIABLE COSTS	681	679	587	712	652	
GROSS MARGIN	904	650	316	40	464	
Concentrates per ce (kg)²	1103	1403	1654	1563	1451	
Concentrates price per tonne (£)	177	180	173	208	182	
Stocking rate (ce per ha)	1.89	1.73	1.29	1.30	1.52	
Price per calf bought/transferred-in (£)	622	540	522	564	557	
Price per finished animal sold (£)	1185	1137	1149	1109	1146	
Mortality (%)	0.4	0.9	1.0	1.3	0.8	

¹ Classified by Gross Margin per hectare

² ce = Cow equivalent(s)

FINISHING PURCHASED STORES, 2017/18

	ABOVE AVERAGE	BELOW AVERAGE	AVERAGE	OWN FARM
% of survey farms¹	56	44	100	
	£ per hectare			
ENTERPRISE OUTPUT	1462	1095	1301	
VARIABLE COSTS				
Concentrates	489	472	482	
Hay, silage, forage & grazing	142	142	142	
Vet & medicine	48	24	37	
Sundries	92	22	61	
TOTAL VARIABLE COSTS	771	661	722	
GROSS MARGIN	692	435	579	
Concentrates per ce (kg)²	1786	1867	1819	
Concentrates price per tonne (£)	173	187	178	
Stocking rate (ce per ha)	1.57	1.33	1.47	
Price per store bought (£)	788	848	814	
Price per finished animal sold (£)	1183	1226	1200	
Mortality (%)	0.8	0.3	0.6	

¹ Classified by Gross Margin per hectare

² ce = Cow equivalent(s)

SUCKLER COWS - NON LFA, 2017/18

	AVERAGE	OWN FARM	AVERAGE	OWN FARM
Number of cows per farm¹	44.4		44.4	
Hectares per farm	28.8		28.8	
	£ per hectare		£ per cow	
ENTERPRISE OUTPUT				
Calves	841		545	
Herd replacement	-41		-26	
TOTAL ENTERPRISE OUTPUT	800		519	
VARIABLE COSTS				
Concentrates	51		33	
Other purchased feed	7		4	
Hay, silage, forage & grazing	189		123	
Sundries	61		39	
Vet & medicines	52		34	
TOTAL VARIABLE COSTS	359		233	
GROSS MARGIN	441		286	
GROSS MARGIN PER COW EQUIVALENT	273		273	
Calves reared per cow	0.98		0.98	
Price per calf sold or transferred-out (£)	556		556	
Mortality - birth to weaning (%)	2.6		2.6	
Concentrates per cow (kg)	186		186	
Concentrates price per tonne (£)	178		178	
Cows per hectare	1.54		1.54	
Stocking rate (ce per ha)²	1.61		1.61	

¹ Classified by Gross Margin per hectare

² ce = Cow equivalent(s)

SUCKLER COWS - DISADVANTAGED AREA, 2017/18¹

	EXCELLENT	GOOD	MODERATE	POOR	AVERAGE	OWN FARM
% of survey farms ²	14	29	43	14	100	
Average herd size	45	74	30	45	47	
	£ per cow					
ENTERPRISE OUTPUT						
Calves	602	521	455	487	509	
Herd replacement	-62	-34	-69	-121	-59	
TOTAL ENTERPRISE OUTPUT	541	487	386	366	450	
VARIABLE COSTS						
Concentrates	72	32	63	71	51	
Hay, silage, forage & grazing	89	126	132	179	130	
Vet & medicine	29	41	35	91	45	
Sundries	42	23	31	34	29	
TOTAL VARIABLE COSTS	232	222	261	374	255	
GROSS MARGIN	308	265	125	-8	195	
GROSS MARGIN PER COW EQUIVALENT	287	252	120	-8	185	
Calves reared per cow	1.05	0.91	0.89	0.96	0.93	
Price per calf sold or transferred-out (£)	568	576	526	527	555	
Mortality - birth to weaning (%)	0.7	1.5	6.6	3.0	3.0	
Concentrates per cow (kg)	427	174	284	291	255	
Concentrates price per tonne (£)	169	179	201	209	188	

¹ ANC payments are excluded from this analysis

² Classified by Gross Margin per hectare

SUCKLER COWS - SEVERELY DISADVANTAGED AREA, 2017/18¹

	EXCELLENT	GOOD	MODERATE	POOR	AVERAGE	OWN FARM
% of survey farms ²	9	32	43	15	100	
Average herd size	33	36	42	29	37	
	£ per cow					
ENTERPRISE OUTPUT						
Calves	570	496	487	416	488	
Herd replacement	-47	-42	-59	-83	-55	
TOTAL ENTERPRISE OUTPUT	523	454	428	333	433	
VARIABLE COSTS						
Concentrates	41	47	53	70	52	
Hay, silage, forage & grazing	116	94	150	171	132	
Vet & medicine	43	27	44	47	39	
Sundries	39	27	26	33	28	
TOTAL VARIABLE COSTS	239	194	273	320	251	
GROSS MARGIN	284	260	156	13	182	
GROSS MARGIN PER COW EQUIVALENT	271	248	150	12	175	
Calves reared per cow	0.97	0.98	0.95	0.84	0.95	
Price per calf sold or transferred-out (£)	571	518	528	509	527	
Mortality - birth to weaning (%)	1.0	0.8	2.1	1.6	1.5	
Concentrates per cow (kg)	168	228	269	330	255	
Concentrates price per tonne (£)	203	196	192	211	197	

¹ ANC payments are excluded from this analysis

² Classified by Gross Margin per hectare

BREEDING EWES - NON LFA, 2017/18

	EXCELLENT	GOOD	MODERATE	POOR	AVERAGE	OWN FARM
% of survey farms ¹	15	33	36	15	100	
Number of ewes per farm	169	195	165	256	189	
	£ per ewe					
ENTERPRISE OUTPUT						
Lambs	147	128	103	90	115	
Wool	3	2	2	3	2	
Flock replacement	12	-8	-4	-13	-5	
TOTAL ENTERPRISE OUTPUT	163	122	101	80	112	
VARIABLE COSTS						
Concentrates	16	13	15	14	14	
Hay, silage, forage & grazing	26	21	15	23	20	
Vet, medicine & sundries	19	19	17	24	19	
TOTAL VARIABLE COSTS	61	53	47	61	54	
GROSS MARGIN	102	70	54	19	59	
Gross Margin (per hectare)	1059	608	372	133	459	
Price per lamb sold (£)	86	87	84	77	84	
Lambing percentage	198	160	140	139	155	
Lambs reared per 100 ewes	190	152	128	129	145	
Wool per ewe (kg)	3.6	2.8	2.8	3.4	3.0	
Wool price per kg (p)	90	81	74	86	81	
Concentrates per ewe (kg)	84	56	66	57	63	
Concentrates price per tonne (£)	189	222	222	215	215	
Ewes per hectare	10.44	8.73	6.89	6.94	7.83	
Stocking rate (ce per ha) ²	2.35	1.75	1.46	1.28	1.60	
Ewe mortality (%)	5.3	5.8	6.7	5.9	6.0	
Lamb mortality per 100 ewes	7.6	8.1	11.8	9.8	9.5	

¹ Classified by Gross Margin per hectare

² ce = Cow equivalent(s)

BREEDING EWES - DISADVANTAGED AREA, 2017/18¹

	EXCELLENT	GOOD	MODERATE	POOR	AVERAGE	OWN FARM
% of survey farms ²	14	36	29	21	100	
Number of ewes per farm	61	311	114	153	185	
	£ per ewe					
ENTERPRISE OUTPUT						
Lambs	120	105	104	62	98	
Wool	2	3	2	2	2	
Flock replacement	1	-8	-5	11	-4	
TOTAL ENTERPRISE OUTPUT	122	100	102	75	97	
VARIABLE COSTS						
Concentrates	11	12	14	24	15	
Hay, silage, forage & grazing	26	20	19	26	21	
Vet, medicine & sundries	17	14	15	16	15	
TOTAL VARIABLE COSTS	54	47	48	66	51	
GROSS MARGIN	68	53	54	9	46	
Price per lamb sold (£)	76	79	82	61	77	
Lambing percentage	182	150	157	143	152	
Lambs reared per 100 ewes	170	145	145	135	145	
Wool per ewe (kg)	2.6	3.5	2.7	3.0	3.2	
Wool price per kg (p)	64	76	82	61	74	
Concentrates per ewe (kg)	48	44	62	69	52	
Concentrates price per tonne (£)	227	224	217	244	228	
Ewes per hectare	11.66	8.56	5.48	7.14	7.63	
Stocking rate (ce per ha) ³	1.85	1.54	1.11	1.61	1.40	
Ewe mortality (%)	5.7	5.3	4.8	4.6	5.1	
Lamb mortality per 100 ewes	12.3	4.8	11.4	8.1	6.9	

¹ ANC payments 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), 2017/18¹

	EXCELLENT	GOOD	MODERATE	POOR	AVERAGE	OWN FARM
% of survey farms ²	18	28	43	13	100	
Number of ewes per farm	207	184	262	146	216	
	£ per ewe					
ENTERPRISE OUTPUT						
Lambs	122	111	84	91	97	
Wool	2	2	2	2	2	
Flock replacement	0	-3	-2	-12	-2	
TOTAL ENTERPRISE OUTPUT	124	111	84	80	97	
VARIABLE COSTS						
Concentrates	23	25	20	33	22	
Hay, silage, forage & grazing	21	24	19	23	21	
Vet, medicine & sundries	15	15	17	18	16	
TOTAL VARIABLE COSTS	59	64	55	74	59	
GROSS MARGIN	65	46	29	6	37	
Price per lamb sold (£)	79	78	75	72	77	
Lambing percentage	174	158	136	145	148	
Lambs reared per 100 ewes	169	150	128	131	140	
Wool per ewe (kg)	2.8	3.0	2.7	2.8	2.8	
Wool price per kg (p)	62	70	64	56	65	
Concentrates per ewe (kg)	104	107	85	121	97	
Concentrates price per tonne (£)	218	217	221	236	221	
Ewe mortality (%)	3.7	4.5	6.2	6.3	5.4	
Lamb mortality per 100 ewes	4.8	8.1	8.3	13.6	8.1	

¹ ANC payments are excluded from this analysis

² Classified by Gross Margin per ewe

BREEDING EWES - SEVERELY DISADVANTAGED AREA (HARDY HILL BREEDS), 2017/18¹

	EXCELLENT	GOOD	MODERATE	POOR	AVERAGE	OWN FARM
% of survey farms ²	22	30	30	17	100	
Number of ewes per farm	132	291	379	280	281	
	£ per ewe					
ENTERPRISE OUTPUT						
Lambs	100	66	55	28	59	
Wool	2	1	2	1	1	
Flock replacement	7	5	1	4	3	
TOTAL ENTERPRISE OUTPUT	109	73	57	33	63	
VARIABLE COSTS						
Concentrates	24	12	15	14	15	
Hay, silage, forage & grazing	22	14	15	21	16	
Vet, medicine & sundries	13	15	14	10	13	
TOTAL VARIABLE COSTS	60	41	43	46	45	
GROSS MARGIN	50	32	14	-13	19	
Price per lamb sold (£)	77	73	64	55	68	
Lambing percentage	159	122	109	94	116	
Lambs reared per 100 ewes	151	118	102	84	109	
Wool per ewe (kg)	3.0	2.3	2.5	2.4	2.5	
Wool price per kg (p)	54	61	61	50	58	
Concentrates per ewe (kg)	105	55	60	63	63	
Concentrates price per tonne (£)	226	214	205	226	215	
Ewe mortality (%)	7.4	6.8	6.4	13.7	7.9	
Lamb mortality per 100 ewes	7.6	4.5	7.1	10.1	6.8	

¹ ANC payments are excluded from this analysis

² Classified by Gross Margin per ewe

PIGS - BIRTH TO BACON, 2017/18

	ABOVE AVERAGE	BELOW AVERAGE	AVERAGE	OWN FARM
% of survey farms¹	71	29	100	
Number of finished pigs per farm	2998	2338	2810	
Number of sows per farm	123	112	120	
	£ per pig			
ENTERPRISE OUTPUT	131.49	132.95	131.83	
VARIABLE COSTS				
Concentrates	74.09	89.33	77.71	
Vet & medicine	4.77	1.89	4.08	
Sundries	3.47	3.22	3.41	
TOTAL VARIABLE COSTS	82.33	94.45	85.21	
GROSS MARGIN	49.16	38.50	46.63	
Price of meal equivalent per tonne (£)	247	260	251	
Meal equivalent per finished pig (kg)	300	343	310	
Litters per sow per year	2.0	2.0	2.0	
Live births per litter	14.6	11.0	13.6	
Pigs weaned per litter	12.9	10.4	12.2	
Pigs weaned per sow per year	25.8	21.0	24.5	
Price of finished pig sold (£)	131.46	132.74	131.78	
Mortality - suckers (%)	10.1	5.4	9.1	
Mortality - weaners (%)	2.8	0.8	2.3	

¹ Classified by Gross Margin per finished pig

SPRING BARLEY (2017 Crop)

	EXCELLENT	GOOD	MODERATE	POOR	AVERAGE	OWN FARM
% of survey farms¹	7	36	43	14	100	
Hectares per farm	19.2	19.0	12.6	7.7	14.6	
	£ per hectare					
ENTERPRISE OUTPUT						
Grain	941	787	567	384	690	
Straw	275	172	144	66	163	
TOTAL ENTERPRISE OUTPUT	1217	959	711	450	853	
VARIABLE COSTS						
Seed	57	65	74	64	67	
Fertilisers	97	109	136	157	122	
Sprays	116	92	101	93	98	
Sundries	26	29	27	64	31	
TOTAL VARIABLE COSTS	296	295	338	378	317	
GROSS MARGIN	920	663	372	72	536	
Grain (tonnes per ha)	6.11	5.58	4.15	2.83	4.90	
Straw (tonnes per ha)	3.39	2.26	1.97	1.16	2.18	
Fertilisers used per hectare (product weight, kg)	447	417	548	591	481	
Grain price per tonne (£)	154	141	137	136	141	
Straw price per tonne (£)	81	76	73	57	75	

¹ Classified by Gross Margin per hectare

WINTER WHEAT (2017 Crop)

	ABOVE AVERAGE	BELOW AVERAGE	AVERAGE	OWN FARM
% of survey farms¹	50	50	100	
Hectares per farm	17.3	6.4	11.9	
	£ per hectare			
ENTERPRISE OUTPUT				
Grain	1536	915	1368	
Straw	307	242	289	
TOTAL ENTERPRISE OUTPUT	1843	1157	1657	
VARIABLE COSTS				
Seed	82	67	78	
Fertilisers	175	139	166	
Sprays	185	196	188	
Sundries	49	41	47	
TOTAL VARIABLE COSTS	493	443	479	
GROSS MARGIN	1350	714	1178	
Grain (tonnes per ha)	10.12	6.18	9.05	
Straw (tonnes per ha)	4.12	2.80	3.77	
Fertilisers used per hectare (product weight, kg)	785	557	724	
Grain price per tonne (£)	152	148	151	
Straw price per tonne (£)	74	86	77	

¹ Classified by Gross Margin per hectare

WINTER BARLEY (2017 Crop)

	ABOVE AVERAGE	BELOW AVERAGE	AVERAGE	OWN FARM
% of survey farms¹	38	62	100	
Hectares per farm	24.7	11.2	16.4	
	£ per hectare			
ENTERPRISE OUTPUT				
Grain	1262	919	1118	
Straw	427	279	364	
TOTAL ENTERPRISE OUTPUT	1689	1198	1482	
VARIABLE COSTS				
Seed	73	68	71	
Fertilisers	166	155	161	
Sprays	153	138	147	
Sundries	24	21	22	
TOTAL VARIABLE COSTS	416	382	402	
GROSS MARGIN	1273	816	1080	
Grain (tonnes per ha)	8.30	6.47	7.53	
Straw (tonnes per ha)	5.47	3.82	4.77	
Fertilisers used per hectare (product weight, kg)	680	620	655	
Grain price per tonne (£)	152	140	148	
Straw price per tonne (£)	78	73	76	

¹ Classified by Gross Margin per hectare

SPRING WHEAT, SPRING OATS & WINTER OATS (2017 Crops)

	SPRING WHEAT	SPRING OATS	WINTER OATS	OWN FARM
% of survey farms¹	100	100	100	
Hectares per farm	15.4	17.4	7.6	
	£ per hectare			
ENTERPRISE OUTPUT				
Grain	741	776	1054	
Straw	121	86	247	
TOTAL ENTERPRISE OUTPUT	861	862	1301	
VARIABLE COSTS				
Seed	67	60	76	
Fertilisers	184	94	130	
Sprays	116	76	104	
Sundries	31	21	39	
TOTAL VARIABLE COSTS	399	250	349	
GROSS MARGIN	463	612	952	
Grain (tonnes per ha)	6.42	4.57	7.15	
Straw (tonnes per ha)	2.17	1.18	3.04	
Fertilisers used per hectare (product weight, kg)	805	354	561	
Grain price per tonne (£)	115	170	147	
Straw price per tonne (£)	56	73	81	

¹ Classified by Gross Margin per hectare

WARE POTATOES (2017 Crop)

	ABOVE AVERAGE	BELOW AVERAGE	AVERAGE	OWN FARM
% of survey farms¹	57	43	100	
Hectares per farm	8.6	9.3	8.9	
	£ per hectare			
ENTERPRISE OUTPUT				
Current Crop	4673	1737	3356	
VARIABLE COSTS				
Seed	488	597	537	
Fertilisers	365	385	374	
Sprays	321	341	330	
Contract/casual wages	457	223	352	
Sundries	184	114	153	
TOTAL VARIABLE COSTS	1815	1660	1745	
GROSS MARGIN	2859	78	1611	
Yield of ware per hectare (tonnes)	27	19	24	
Seed used per hectare (tonnes)	2.02	2.77	2.36	
Fertiliser used per hectare (product weight, kg)	1137	1172	1153	
Price per tonne ware (£)	154	84	128	

¹ Classified by Gross Margin per hectare

HAY, SILAGE, GRAZING & FORAGE CROPS, 2017/18

	Fertiliser	Seed	Purchased Hay, Silage & Straw	Contract Work	Casual Wages	Sprays	Sundries	Total Net Cost ¹
	£ per hectare							
8.0-19.9 Hectares	56.63	3.12	24.44	70.09	0.00	7.07	10.62	169.70
20.0-39.9 Hectares	75.90	3.22	17.63	76.32	0.57	6.10	7.14	186.87
40 and over Hectares	97.61	3.85	29.25	89.32	0.08	6.82	10.60	237.42
8 and over	94.72	3.77	27.90	87.66	0.13	6.75	10.22	231.02
2 + Over Cow Equivalents/ Hectare	138.49	5.51	55.11	150.69	0.00	8.45	21.99	380.23
1.5 - 1.9 Cow Equivalents/ Hectare	102.16	4.93	22.06	84.29	0.21	8.18	7.31	229.00
1.25-1.49 Cow Equivalents/ Hectare	70.61	1.86	16.95	60.66	0.12	5.10	5.53	160.67
Under 1.25 Cow Equivalents/ Hectare	55.22	1.72	13.83	43.40	0.18	4.23	4.57	122.93
	94.72	3.77	27.90	87.66	0.13	6.75	10.22	231.02

¹ Net of Hay, Silage and Straw Sold

FIXED COSTS DAIRY FARMS, 2017/18

	VERY SMALL	SMALL	MEDIUM	LARGE
Utilised agricultural area per farm	28.2	46.9	71.2	133.1
Adjusted forage area per farm	27.8	45.5	66.5	125.3
Total cow equivalents per farm	40.1	85.4	136.7	289.5
of which cattle	40.1	84.1	135.2	286.8
of which sheep	0.0	1.3	1.5	2.7
Stocking rate (ce per ha) ¹	1.4	1.9	2.1	2.3
	£ per farmed hectare			
Fixed costs (excluding labour)				
Conacre rent	23	73	80	145
Depreciation of fixed capital expenditure	103	142	214	252
Depreciation of machinery and equipment	76	151	169	179
Upkeep and running costs of machinery and equipment	168	185	192	221
Farm fuel	51	48	44	54
Rates	40	31	16	25
Building repairs	80	60	67	51
Miscellaneous	61	53	62	52
Total Fixed Costs (excluding labour)	601	743	843	978
LABOUR				
- Farmer and spouse	935	755	507	303
- Family (excluding farmer and spouse)	305	188	261	235
- Hired	5	5	10	48

¹ ce = Cow equivalent(s)

FIXED COSTS CATTLE & SHEEP FARMS, 2017/18

	SDA	DA	LFA	NON LFA
Utilised agricultural area per farm	92.5	68.3	82.7	60.1
Adjusted forage area per farm	62.2	64.3	63.1	55.5
Total cow equivalents per farm	80.7	91.5	85.1	85.4
of which cattle	47.7	70.2	56.8	66.8
of which sheep	33.0	21.3	28.3	18.6
Stocking rate (ce per ha) ¹	1.3	1.4	1.3	1.5
	£ per farmed hectare			
Fixed costs (excluding labour)				
Conacre rent	36	56	42	76
Depreciation of fixed capital expenditure	42	88	57	73
Depreciation of machinery and equipment	77	109	87	131
Upkeep and running costs of machinery and equipment	89	121	100	151
Farm fuel	5	8	6	11
Rates	7	16	10	15
Building repairs	32	47	37	59
Miscellaneous	24	37	29	50
Total Fixed Costs (excluding labour)	312	483	369	565
LABOUR				
- Farmer and spouse	261	395	306	431
- Family (excluding farmer and spouse)	39	70	49	124
- Hired	6	17	10	6

¹ ce = Cow equivalent(s)

FIXED COSTS CROPPING, MIXED LIVESTOCK & PIG FARMS, 2017/18

	CEREALS	GENERAL CROPPING	MIXED LIVESTOCK	PIGS
Utilised agricultural area per farm	77.0	70.1	79.9	30.3
Adjusted forage area per farm	5.3	9.8	56.2	27.9
Total cow equivalents per farm	11.9	5.5	97.3	36.6
of which cattle	10.7	5.5	87.8	17.7
of which sheep	1.2	0.0	9.5	18.8
Stocking rate (ce per ha) ¹	2.3	0.6	1.7	1.3
Fixed costs (excluding labour)	£ per farmed hectare			£ per 100 farm output
Conacre rent	119	145	66	0.71
Depreciation of fixed capital expenditure	66	3	188	7.20
Depreciation of machinery and equipment	308	140	211	2.08
Upkeep and running costs of machinery and equipment	197	261	192	2.59
Farm fuel	31	21	35	1.73
Rates	17	13	17	0.39
Building repairs	49	20	54	1.86
Miscellaneous	52	71	50	1.08
Total Fixed Costs (excluding labour)	839	674	812	17.65
LABOUR				
- Farmer and spouse	335	308	396	6.78
- Family (excluding farmer and spouse)	27	188	165	1.63
- Hired	31	3	117	0.39

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: aries; 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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