

POLICY, ECONOMICS AND STATISTICS DIVISION

Northern Ireland Farm Performance Indicators 2018/19



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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 2019.

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.

Seamus McErlean

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December 2019**

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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, 2018/19

	GROSS MARGIN	
	AVERAGE	EXCELLENT
	£ per head	
Dairy Cows	986	1216
Suckler Cows		
Non LFA	246	-
Disadvantaged Area	163	346
Severely Disadvantaged Area	140	289
Breeding Ewes		
Non LFA	53	87
Disadvantaged Area	36	76
Severely Disadvantaged Area (Cross-Bred Flocks)	32	68
Severely Disadvantaged Area (Hardy Hill Breeds)	16	49
Pigs - Birth to Bacon	36	-
	£ per hectare	
Crops		
Spring Barley	960	1352
Winter Wheat	1550	-
Winter Barley	1628	-
Spring Wheat	930	-
Spring Oats	833	-
Winter Oats	1349	-
Ware Potatoes	5808	-

- indicates no data available

AVERAGE GROSS MARGIN RESULTS, 2014/15 - 2018/19

	2014/15	2015/16	2016/17	2017/18	2018/19
	£ per head				
Dairy Cows	877	510	582	1045	986
Suckler Cows					
Non LFA	172	217	239	286	246
Disadvantaged Area	186	184	252	195	163
Severely Disadvantaged Area	148	189	218	182	140
Breeding Ewes					
Non LFA	58	51	55	59	53
Disadvantaged Area	34	40	51	46	36
Severely Disadvantaged Area (Cross-Bred Flocks)	39	36	40	37	32
Severely Disadvantaged Area (Hardy Hill Breeds)	25	17	22	19	16
Pigs - Birth to Bacon	28	21	28	47	36
	£ per hectare				
Crops					
Spring Barley	578	448	605	536	960
Winter Wheat	793	789	876	1178	1550
Winter Barley	709	678	698	1080	1628
Spring Wheat	-	-	573	463	930
Spring Oats	676	634	586	612	833
Winter Oats	953	679	615	952	1349
Ware Potatoes	2582	3515	4562	1611	5808

- indicates no data available

DAIRY COWS, 2018/19

	EXCELLENT	GOOD	MODERATE	POOR	AVERAGE	OWN FARM
% of survey farms ¹	12	42	33	13	100	
Average herd size	140	115	77	70	100	
ENTERPRISE OUTPUT	£ per cow					
Milk	2403	2234	1787	1497	2082	
Calves	115	110	93	102	106	
Herd replacement	-151	-167	-167	-200	-167	
Leasing receipts	-	-	-	-	-	
TOTAL ENTERPRISE OUTPUT	2367	2177	1713	1400	2020	
VARIABLE COSTS						
Concentrates	777	719	563	528	672	
Hay, silage, forage & grazing	212	215	182	143	199	
Vet, medicine & sundries	162	178	154	113	163	
Leasing costs	-	-	-	-	-	
TOTAL VARIABLE COSTS	1151	1112	899	783	1034	
Gross Margins - per cow	1216	1065	814	617	986	
- per hectare	2939	2318	1541	988	2035	
- per 1000 litres	144	138	130	116	136	
Milk yield per cow (litres)	8435	7718	6276	5301	7252	
Milk price per litre (pence)	28.5	28.9	28.5	28.2	28.7	
Concentrates per litre (kg)	0.39	0.37	0.35	0.38	0.37	
Concentrates price per tonne (£)	229	243	252	257	243	
Stocking rate (ce per ha) ²	2.42	2.18	1.89	1.60	2.06	
Nitrogen used per hectare (kg)	198	175	145	109	160	

¹ Classified by Gross Margin per hectare

² ce = Cow equivalent(s)

DAIRY CALVES REARED AS REPLACEMENTS, 2018/19

	EXCELLENT	GOOD	MODERATE	POOR	AVERAGE	OWN FARM
% of survey farms¹	14	21	52	12	100	
ENTERPRISE OUTPUT	£ per hectare					
	2112	1679	1408	1313	1539	
VARIABLE COSTS						
Concentrates ²	653	590	693	657	659	
Hay, silage, forage & grazing	466	381	378	618	437	
Vet & medicine	34	60	60	50	55	
Sundries	73	82	95	169	104	
TOTAL VARIABLE COSTS	1226	1113	1226	1493	1254	
GROSS MARGIN	886	566	182	-180	285	
Concentrates per ce (kg)³	1038	917	1007	949	981	
Concentrates price per tonne (£)	221	250	233	238	236	
Stocking rate (ce per ha)	2.15	1.98	2.09	2.27	2.11	
Price per calf bought/transferred-in (£)	130	148	123	91	122	
Price per heifer sold/transferred-out (£)	1194	1195	1061	929	1085	
Mortality (%)	1.5	2.5	3.2	0.4	2.2	

¹ Classified by Gross Margin per hectare

² Includes milk fed to calves

³ ce = Cow equivalent(s)

DAIRY CALVES REARED AND SOLD AS STORES, 2018/19

	AVERAGE	OWN FARM
% of survey farms¹	100	
	£ per hectare	
ENTERPRISE OUTPUT	1495	
VARIABLE COSTS		
Concentrates ²	625	
Hay, silage, forage & grazing	346	
Vet & medicine	50	
Sundries	53	
TOTAL VARIABLE COSTS	1074	
GROSS MARGIN	422	
Concentrates per ce (kg)³	1140	
Concentrates price per tonne (£)	225	
Stocking rate (ce per ha)	2.01	
Price per calf bought/transferred-in (£)	121	
Price per store sold (£)	788	
Mortality (%)	3.0	

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, 2018/19

	ABOVE AVERAGE	BELOW AVERAGE	AVERAGE	OWN FARM
% of survey farms ¹	50	50	100	
	£ per hectare			
ENTERPRISE OUTPUT	1553	1174	1369	
VARIABLE COSTS				
Concentrates ²	529	461	496	
Hay, silage, forage & grazing	279	258	269	
Vet & medicine	41	44	42	
Sundries	77	56	67	
TOTAL VARIABLE COSTS	925	819	874	
GROSS MARGIN	628	355	495	
Concentrates per ce (kg) ³	840	1143	967	
Concentrates price per tonne (£)	220	226	223	
Stocking rate (ce per ha)	2.10	1.59	1.85	
Price per calf bought/transferred-in (£)	135	275	200	
Price per finished animal sold (£)	1019	1125	1077	
Mortality (%)	1.0	1.3	1.1	

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, 2018/19

	EXCELLENT	GOOD	MODERATE	POOR	AVERAGE	OWN FARM
% of survey farms ¹	7	32	46	14	100	
	£ per hectare					
ENTERPRISE OUTPUT	1369	997	692	442	830	
VARIABLE COSTS						
Concentrates	373	277	325	279	310	
Hay, silage, forage & grazing	184	172	187	240	188	
Vet & medicine	20	33	34	68	36	
Sundries	12	30	23	26	25	
TOTAL VARIABLE COSTS	589	512	570	613	558	
GROSS MARGIN	780	485	123	-170	272	
Concentrates per ce (kg)²	1343	935	1172	1220	1115	
Concentrates price per tonne (£)	175	211	221	206	210	
Stocking rate (ce per ha)	1.59	1.41	1.20	1.11	1.30	
Price per calf bought/transferred-in (£)	509	516	524	543	522	
Price per store sold (£)	1031	929	910	765	918	
Mortality (%)	0.6	0.7	2.0	2.9	1.5	

¹ Classified by Gross Margin per hectare

² ce = Cow equivalent(s)

BEEF CALVES REARED AND SOLD AS FINISHED ANIMALS, 2018/19

	EXCELLENT	GOOD	MODERATE	POOR	AVERAGE	OWN FARM
% of survey farms ¹	12	36	42	9	100	
	£ per hectare					
ENTERPRISE OUTPUT	1708	1416	928	464	1167	
VARIABLE COSTS						
Concentrates	319	478	341	218	377	
Hay, silage, forage & grazing	261	212	191	133	203	
Vet & medicine	62	38	36	21	39	
Sundries	54	30	41	41	39	
TOTAL VARIABLE COSTS	696	757	609	412	657	
GROSS MARGIN	1012	659	319	51	510	
Concentrates per ce (kg) ²	898	1515	1328	898	1301	
Concentrates price per tonne (£)	191	198	203	226	200	
Stocking rate (ce per ha)	1.86	1.56	1.26	1.07	1.43	
Price per calf bought/transferred-in (£)	566	595	595	745	598	
Price per finished animal sold (£)	1272	1197	1182	1278	1207	
Mortality (%)	1.1	0.7	1.0	0.4	0.8	

¹ Classified by Gross Margin per hectare

² ce = Cow equivalent(s)

FINISHING PURCHASED STORES, 2018/19

	ABOVE AVERAGE	BELOW AVERAGE	AVERAGE	OWN FARM
% of survey farms¹	29	71	100	
	£ per hectare			
ENTERPRISE OUTPUT	1118	929	1000	
VARIABLE COSTS				
Concentrates	437	654	573	
Hay, silage, forage & grazing	156	237	207	
Vet & medicine	28	40	35	
Sundries	78	49	60	
TOTAL VARIABLE COSTS	699	979	874	
GROSS MARGIN	419	-50	125	
Concentrates per ce (kg)²	1459	2355	2008	
Concentrates price per tonne (£)	205	207	206	
Stocking rate (ce per ha)	1.42	1.34	1.37	
Price per store bought (£)	889	1008	960	
Price per finished animal sold (£)	1205	1407	1316	
Mortality (%)	0.3	1.0	0.7	

¹ Classified by Gross Margin per hectare

² ce = Cow equivalent(s)

SUCKLER COWS - NON LFA, 2018/19

	AVERAGE	OWN FARM	AVERAGE	OWN FARM
Number of cows per farm¹	41.8		41.8	
Hectares per farm	28.2		28.2	
	£ per hectare		£ per cow	
ENTERPRISE OUTPUT				
Calves	797		538	
Herd replacement	-51		-34	
TOTAL ENTERPRISE OUTPUT	746		503	
VARIABLE COSTS				
Concentrates	50		34	
Other purchased feed	7		5	
Hay, silage, forage & grazing	210		141	
Sundries	62		42	
Vet & medicines	52		35	
TOTAL VARIABLE COSTS	381		257	
GROSS MARGIN	364		246	
GROSS MARGIN PER COW EQUIVALENT	236		236	
Calves reared per cow	0.98		0.98	
Price per calf sold or transferred-out (£)	557		557	
Mortality - birth to weaning (%)	2.8		2.8	
Concentrates per cow (kg)	170		170	
Concentrates price per tonne (£)	200		200	
Cows per hectare	1.48		1.48	
Stocking rate (ce per ha)²	1.54		1.54	

¹ Classified by Gross Margin per hectare

² ce = Cow equivalent(s)

SUCKLER COWS - DISADVANTAGED AREA, 2018/19¹

	EXCELLENT	GOOD	MODERATE	POOR	AVERAGE	OWN FARM
% of survey farms ²	19	31	27	23	100	
Average herd size	51	46	33	40	42	
	£ per cow					
ENTERPRISE OUTPUT						
Calves	557	533	423	480	504	
Herd replacement	-32	-64	-65	-121	-69	
TOTAL ENTERPRISE OUTPUT	526	469	358	359	435	
VARIABLE COSTS						
Concentrates	33	48	55	96	56	
Hay, silage, forage & grazing	88	126	131	216	138	
Vet & medicine	33	38	37	63	42	
Sundries	25	39	38	36	35	
TOTAL VARIABLE COSTS	179	251	261	411	272	
GROSS MARGIN	346	219	97	-52	163	
GROSS MARGIN PER COW EQUIVALENT	336	205	94	-49	155	
Calves reared per cow	0.93	0.93	0.80	0.95	0.91	
Price per calf sold or transferred-out (£)	585	583	546	542	566	
Mortality - birth to weaning (%)	2.1	1.2	4.7	4.2	2.8	
Concentrates per cow (kg)	168	232	265	380	256	
Concentrates price per tonne (£)	196	205	203	227	210	

¹ ANC payments are excluded from this analysis

² Classified by Gross Margin per hectare

SUCKLER COWS - SEVERELY DISADVANTAGED AREA, 2018/19¹

	EXCELLENT	GOOD	MODERATE	POOR	AVERAGE	OWN FARM
% of survey farms ²	7	30	52	12	100	
Average herd size	36	35	33	19	32	
	£ per cow					
ENTERPRISE OUTPUT						
Calves	473	536	458	401	480	
Herd replacement	-21	-57	-54	-151	-59	
TOTAL ENTERPRISE OUTPUT	452	479	404	250	421	
VARIABLE COSTS						
Concentrates	49	53	64	106	62	
Hay, silage, forage & grazing	76	106	172	221	147	
Vet & medicine	17	36	48	34	41	
Sundries	20	31	33	25	31	
TOTAL VARIABLE COSTS	162	225	318	385	281	
GROSS MARGIN	289	254	86	-136	140	
GROSS MARGIN PER COW EQUIVALENT	271	242	84	-135	135	
Calves reared per cow	0.91	0.95	0.89	0.77	0.90	
Price per calf sold or transferred-out (£)	554	559	516	507	532	
Mortality - birth to weaning (%)	0.0	2.2	1.8	5.5	2.0	
Concentrates per cow (kg)	249	223	310	486	290	
Concentrates price per tonne (£)	198	225	205	216	211	

¹ ANC payments are excluded from this analysis

² Classified by Gross Margin per hectare

BREEDING EWES - NON LFA, 2018/19

	EXCELLENT	GOOD	MODERATE	POOR	AVERAGE	OWN FARM
% of survey farms ¹	18	25	39	18	100	
Number of ewes per farm	155	259	155	117	174	
	£ per ewe					
ENTERPRISE OUTPUT						
Lambs	149	101	92	88	104	
Wool	2	1	2	3	2	
Flock replacement	-2	4	9	-9	3	
TOTAL ENTERPRISE OUTPUT	149	107	103	81	109	
VARIABLE COSTS						
Concentrates	19	11	18	19	16	
Hay, silage, forage & grazing	26	22	22	28	23	
Vet, medicine & sundries	17	16	16	22	17	
TOTAL VARIABLE COSTS	61	48	57	69	56	
GROSS MARGIN	87	59	46	12	53	
Gross Margin (per hectare)	871	582	349	67	438	
Price per lamb sold (£)	98	80	85	75	85	
Lambing percentage	169	152	138	126	147	
Lambs reared per 100 ewes	160	141	129	116	137	
Wool per ewe (kg)	2.6	2.1	2.7	3.7	2.6	
Wool price per kg (p)	70	70	59	76	67	
Concentrates per ewe (kg)	76	47	66	67	61	
Concentrates price per tonne (£)	247	232	245	244	241	
Ewes per hectare	9.97	9.94	7.56	5.46	8.23	
Stocking rate (ce per ha) ²	1.82	1.60	1.56	1.20	1.54	
Ewe mortality (%)	3.6	4.1	5.3	11.3	5.3	
Lamb mortality per 100 ewes	8.9	11.2	8.7	10.2	9.8	

¹ Classified by Gross Margin per hectare

² ce = Cow equivalent(s)

BREEDING EWES - DISADVANTAGED AREA, 2018/19¹

	EXCELLENT	GOOD	MODERATE	POOR	AVERAGE	OWN FARM
% of survey farms ²	18	35	35	12	100	
Number of ewes per farm	31	241	128	168	155	
	£ per ewe					
ENTERPRISE OUTPUT						
Lambs	123	119	106	68	109	
Wool	2	3	2	2	2	
Flock replacement	10	-14	-7	-6	-10	
TOTAL ENTERPRISE OUTPUT	135	108	101	65	101	
VARIABLE COSTS						
Concentrates	18	12	25	33	19	
Hay, silage, forage & grazing	29	27	31	44	30	
Vet, medicine & sundries	12	12	18	25	16	
TOTAL VARIABLE COSTS	59	51	74	103	65	
GROSS MARGIN	76	56	26	-38	36	
Price per lamb sold (£)	88	82	81	69	81	
Lambing percentage	163	145	150	123	144	
Lambs reared per 100 ewes	153	139	143	116	137	
Wool per ewe (kg)	3.0	4.1	2.5	3.2	3.5	
Wool price per kg (p)	74	75	63	60	71	
Concentrates per ewe (kg)	74	45	97	82	66	
Concentrates price per tonne (£)	242	226	238	288	242	
Ewes per hectare	11.52	7.43	5.59	7.91	6.91	
Stocking rate (ce per ha) ³	2.51	1.49	1.19	2.02	1.46	
Ewe mortality (%)	3.2	7.6	5.7	5.4	6.6	
Lamb mortality per 100 ewes	10.8	6.0	7.3	6.9	6.6	

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), 2018/19¹

	EXCELLENT	GOOD	MODERATE	POOR	AVERAGE	OWN FARM
% of survey farms ²	23	31	33	13	100	
Number of ewes per farm	156	228	227	225	211	
	£ per ewe					
ENTERPRISE OUTPUT						
Lambs	135	100	86	71	97	
Wool	1	2	2	2	2	
Flock replacement	0	0	-7	-5	-3	
TOTAL ENTERPRISE OUTPUT	136	102	80	67	95	
VARIABLE COSTS						
Concentrates	26	22	20	28	23	
Hay, silage, forage & grazing	26	25	22	21	24	
Vet, medicine & sundries	17	15	18	18	16	
TOTAL VARIABLE COSTS	69	62	59	67	63	
GROSS MARGIN	68	40	21	0	32	
Price per lamb sold (£)	88	79	76	77	80	
Lambing percentage	175	149	136	120	145	
Lambs reared per 100 ewes	167	141	126	110	136	
Wool per ewe (kg)	2.4	2.9	2.5	2.9	2.7	
Wool price per kg (p)	58	60	63	57	60	
Concentrates per ewe (kg)	107	90	83	98	92	
Concentrates price per tonne (£)	232	233	233	244	234	
Ewe mortality (%)	3.3	6.5	7.2	5.5	6.1	
Lamb mortality per 100 ewes	8.3	7.1	9.2	10.7	8.6	

¹ ANC payments are excluded from this analysis

² Classified by Gross Margin per ewe

BREEDING EWES - SEVERELY DISADVANTAGED AREA (HARDY HILL BREEDS), 2018/19¹

	EXCELLENT	GOOD	MODERATE	POOR	AVERAGE	OWN FARM
% of survey farms ²	15	45	20	20	100	
Number of ewes per farm	170	309	318	181	264	
	£ per ewe					
ENTERPRISE OUTPUT						
Lambs	99	61	81	45	67	
Wool	1	2	2	1	2	
Flock replacement	6	6	-5	0	3	
TOTAL ENTERPRISE OUTPUT	106	69	78	46	71	
VARIABLE COSTS						
Concentrates	22	16	26	28	21	
Hay, silage, forage & grazing	25	15	28	24	20	
Vet, medicine & sundries	9	15	16	12	14	
TOTAL VARIABLE COSTS	56	47	70	65	56	
GROSS MARGIN	49	22	8	-19	16	
Price per lamb sold (£)	79	71	80	77	75	
Lambing percentage	147	116	136	90	120	
Lambs reared per 100 ewes	140	110	130	77	113	
Wool per ewe (kg)	2.4	2.7	2.9	2.5	2.7	
Wool price per kg (p)	58	60	55	53	58	
Concentrates per ewe (kg)	88	62	115	98	82	
Concentrates price per tonne (£)	244	228	223	255	232	
Ewe mortality (%)	4.5	6.6	4.3	6.6	5.9	
Lamb mortality per 100 ewes	6.8	5.2	6.1	12.6	6.6	

¹ ANC payments are excluded from this analysis

² Classified by Gross Margin per ewe

PIGS - BIRTH TO BACON, 2018/19

	ABOVE AVERAGE	BELOW AVERAGE	AVERAGE	OWN FARM
% of survey farms¹	56	44	100	
Number of finished pigs per farm	3125	1497	2402	
Number of sows per farm	124	79	104	
	£ per pig			
ENTERPRISE OUTPUT	125.96	124.65	125.59	
VARIABLE COSTS				
Concentrates	76.17	94.22	81.17	
Vet & medicine	3.58	3.01	3.42	
Sundries	4.85	4.38	4.72	
TOTAL VARIABLE COSTS	84.60	101.61	89.31	
GROSS MARGIN	41.36	23.05	36.28	
Price of meal equivalent per tonne (£)	258	272	262	
Meal equivalent per finished pig (kg)	295	347	309	
Litters per sow per year	2.0	1.8	2.0	
Live births per litter	14.4	11.6	13.5	
Pigs weaned per litter	12.9	10.8	12.3	
Pigs weaned per sow per year	26.3	19.8	24.1	
Price of finished pig sold (£)	125.84	124.64	125.50	
Mortality - suckers (%)	10.5	8.8	10.0	
Mortality - weaners (%)	3.2	2.2	2.9	

¹ Classified by Gross Margin per finished pig

SPRING BARLEY (2018 Crop)

	EXCELLENT	GOOD	MODERATE	POOR	AVERAGE	OWN FARM
% of survey farms¹	12	35	44	9	100	
Hectares per farm	28.4	20.2	10.8	10.0	16.1	
	£ per hectare					
ENTERPRISE OUTPUT						
Grain	1194	1050	826	686	992	
Straw	413	256	212	164	270	
TOTAL ENTERPRISE OUTPUT	1607	1306	1037	851	1262	
VARIABLE COSTS						
Seed	65	70	75	64	70	
Fertilisers	47	102	129	108	99	
Sprays	125	87	111	103	103	
Sundries	19	36	21	59	29	
TOTAL VARIABLE COSTS	255	296	336	334	302	
GROSS MARGIN	1352	1011	701	516	960	
Grain (tonnes per ha)	6.44	5.72	4.60	4.56	5.46	
Straw (tonnes per ha)	3.15	2.38	2.18	2.67	2.49	
Fertilisers used per hectare (product weight, kg)	238	385	483	404	385	
Grain price per tonne (£)	185	184	180	150	181	
Straw price per tonne (£)	131	108	97	62	108	

¹ Classified by Gross Margin per hectare

WINTER WHEAT (2018 Crop)

	ABOVE AVERAGE	BELOW AVERAGE	AVERAGE	OWN FARM
% of survey farms¹	56	44	100	
Hectares per farm	21.5	15.7	18.9	
	£ per hectare			
ENTERPRISE OUTPUT				
Grain	1698	1286	1546	
Straw	541	428	499	
TOTAL ENTERPRISE OUTPUT	2238	1713	2044	
VARIABLE COSTS				
Seed	93	89	91	
Fertilisers	167	175	170	
Sprays	240	176	216	
Sundries	25	3	16	
TOTAL VARIABLE COSTS	525	443	494	
GROSS MARGIN	1714	1271	1550	
Grain (tonnes per ha)	9.28	7.42	8.59	
Straw (tonnes per ha)	4.08	3.27	3.78	
Fertilisers used per hectare (product weight, kg)	764	687	736	
Grain price per tonne (£)	183	173	180	
Straw price per tonne (£)	132	131	132	

¹ Classified by Gross Margin per hectare

WINTER BARLEY (2018 Crop)

	ABOVE AVERAGE	BELOW AVERAGE	AVERAGE	OWN FARM
% of survey farms¹	52	48	100	
Hectares per farm	14.2	9.1	11.8	
	£ per hectare			
ENTERPRISE OUTPUT				
Grain	1713	1148	1505	
Straw	654	378	552	
TOTAL ENTERPRISE OUTPUT	2368	1526	2057	
VARIABLE COSTS				
Seed	93	93	93	
Fertilisers	161	145	155	
Sprays	175	152	166	
Sundries	21	4	15	
TOTAL VARIABLE COSTS	450	394	429	
GROSS MARGIN	1918	1132	1628	
Grain (tonnes per ha)	8.96	6.45	8.03	
Straw (tonnes per ha)	5.16	3.33	4.49	
Fertilisers used per hectare (product weight, kg)	663	602	641	
Grain price per tonne (£)	191	178	187	
Straw price per tonne (£)	127	113	123	

¹ Classified by Gross Margin per hectare

SPRING WHEAT, SPRING OATS & WINTER OATS (2018 Crops)

	SPRING WHEAT	SPRING OATS	WINTER OATS	OWN FARM
% of survey farms¹	100	100	100	
Hectares per farm	8.2	16.1	7.3	
	£ per hectare			
ENTERPRISE OUTPUT				
Grain	1069	1020	1336	
Straw	257	129	406	
TOTAL ENTERPRISE OUTPUT	1326	1149	1742	
VARIABLE COSTS				
Seed	97	84	121	
Fertilisers	165	110	132	
Sprays	112	108	134	
Sundries	21	13	7	
TOTAL VARIABLE COSTS	395	316	393	
GROSS MARGIN	930	833	1349	
Grain (tonnes per ha)	6.89	4.82	6.63	
Straw (tonnes per ha)	3.68	1.81	4.03	
Fertilisers used per hectare (product weight, kg)	700	396	532	
Grain price per tonne (£)	155	211	202	
Straw price per tonne (£)	70	71	101	

¹ Classified by Gross Margin per hectare

WARE POTATOES (2018 Crop)

	ABOVE AVERAGE	BELOW AVERAGE	AVERAGE	OWN FARM
% of survey farms¹	50	50	100	
Hectares per farm	7.9	4.5	6.2	
	£ per hectare			
ENTERPRISE OUTPUT				
Current Crop	10215	3582	7826	
VARIABLE COSTS				
Seed	745	328	595	
Fertilisers	360	368	363	
Sprays	342	241	305	
Contract/casual wages	845	51	559	
Sundries	242	113	196	
TOTAL VARIABLE COSTS	2534	1101	2018	
GROSS MARGIN	7682	2480	5808	
Yield of ware per hectare (tonnes)	32	13	25	
Seed used per hectare (tonnes)	2.76	2.24	2.58	
Fertiliser used per hectare (product weight, kg)	1218	1060	1161	
Price per tonne ware (£)	289	238	280	

¹ Classified by Gross Margin per hectare

HAY, SILAGE, GRAZING & FORAGE CROPS, 2018/19

	Fertiliser	Seed	Purchased Hay, Silage & Straw	Contract Work	Casual Wages	Sprays	Sundries	Total Net Cost ¹
	£ per hectare							
8.0-19.9 Hectares	70.61	6.89	31.95	69.60	0.00	3.25	7.12	187.61
20.0-39.9 Hectares	91.48	3.79	28.87	94.20	0.73	6.18	6.48	230.39
40 and over Hectares	111.45	6.41	31.43	108.66	0.10	6.53	10.28	273.82
8 and over	108.77	6.12	31.14	106.64	0.17	6.46	9.81	268.03
2 + Over Cow Equivalents/ Hectare	160.85	8.52	61.51	193.93	0.08	8.75	19.72	450.59
1.5 - 1.9 Cow Equivalents/ Hectare	115.87	6.93	31.04	85.98	0.19	7.22	9.34	256.18
1.25-1.49 Cow Equivalents/ Hectare	81.98	4.72	6.02	78.42	0.23	4.84	4.62	180.23
Under 1.25 Cow Equivalents/ Hectare	63.86	3.59	15.54	58.55	0.22	4.25	3.41	148.98
	108.77	6.12	31.14	106.64	0.17	6.46	9.81	268.03

¹ Net of Hay, Silage and Straw Sold

FIXED COSTS DAIRY FARMS, 2018/19

	VERY SMALL	SMALL	MEDIUM	LARGE
Utilised agricultural area per farm	23.7	49.0	74.1	124.0
Adjusted forage area per farm	23.6	47.0	67.6	117.9
Total cow equivalents per farm	44.3	84.8	137.4	265.6
of which cattle	44.3	81.1	135.4	264.4
of which sheep	0.0	3.7	2.1	1.1
Stocking rate (ce per ha) ¹	1.9	1.8	2.0	2.3
	£ per farmed hectare			
Fixed costs (excluding labour)				
Conacre rent	41	67	83	142
Depreciation of fixed capital expenditure	79	140	197	209
Depreciation of machinery and equipment	171	167	198	213
Upkeep and running costs of machinery and equipment	207	207	214	228
Farm fuel	97	50	54	61
Rates	61	27	21	27
Building repairs	112	74	79	59
Miscellaneous	83	56	50	56
Total Fixed Costs (excluding labour)	851	787	895	995
LABOUR				
- Farmer and spouse	1194	723	498	346
- Family (excluding farmer and spouse)	0	235	233	237
- Hired	5	5	9	51

¹ ce = Cow equivalent(s)

FIXED COSTS CATTLE & SHEEP FARMS, 2018/19

	SDA	DA	LFA	NON LFA
Utilised agricultural area per farm	95.0	64.0	82.5	62.4
Adjusted forage area per farm	65.6	60.1	63.3	58.2
Total cow equivalents per farm	80.3	86.4	82.8	90.1
of which cattle	47.1	64.6	54.2	72.9
of which sheep	33.2	21.8	28.6	17.2
Stocking rate (ce per ha) ¹	1.2	1.4	1.3	1.5
Fixed costs (excluding labour)	£ per farmed hectare			
Conacre rent	38	55	43	74
Depreciation of fixed capital expenditure	40	81	53	81
Depreciation of machinery and equipment	74	126	91	141
Upkeep and running costs of machinery and equipment	90	143	106	148
Farm fuel	6	9	7	11
Rates	6	17	10	15
Building repairs	37	46	40	59
Miscellaneous	25	43	30	51
Total Fixed Costs (excluding labour)	315	522	380	580
LABOUR				
- Farmer and spouse	268	423	316	431
- Family (excluding farmer and spouse)	44	102	63	145
- Hired	2	16	6	15

¹ ce = Cow equivalent(s)

FIXED COSTS CROPPING, MIXED LIVESTOCK & PIG FARMS, 2018/19

	CEREALS	GENERAL CROPPING	MIXED LIVESTOCK	PIGS
Utilised agricultural area per farm	130.9	51.8	76.8	28.6
Adjusted forage area per farm	11.2	10.1	52.9	26.1
Total cow equivalents per farm	12.2	6.6	99.0	33.2
of which cattle	7.8	6.6	92.8	17.3
of which sheep	4.4	0.0	6.2	15.9
Stocking rate (ce per ha) ¹	1.1	0.7	1.9	1.3
Fixed costs (excluding labour)	£ per farmed hectare			£ per 100 farm output
Conacre rent	155	153	82	0.70
Depreciation of fixed capital expenditure	101	12	235	7.65
Depreciation of machinery and equipment	259	354	231	2.38
Upkeep and running costs of machinery and equipment	215	376	243	2.37
Farm fuel	22	39	41	2.35
Rates	9	24	23	0.44
Building repairs	33	34	61	1.90
Miscellaneous	36	73	54	1.11
Total Fixed Costs (excluding labour)	830	1065	969	18.91
LABOUR				
- Farmer and spouse	236	400	468	7.36
- Family (excluding farmer and spouse)	89	253	182	1.86
- Hired	36	4	123	0.42

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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