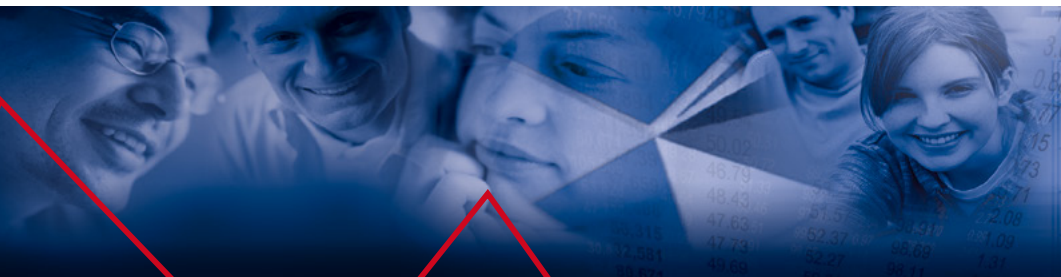


POLICY, ECONOMICS AND STATISTICS DIVISION

Northern Ireland Farm Performance Indicators 2019/20



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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 2020.

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 Myles Patton, whose contact details are shown on page 2.

Seamus McErlean

**Director of Policy, Economics & Statistics Division
Department of Agriculture, Environment and Rural Affairs
April 2021**

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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, 2019/20

	GROSS MARGIN	
	AVERAGE	EXCELLENT
	£ per head	
Dairy Cows	928	1150
Suckler Cows		
Non LFA	286	-
Disadvantaged Area	227	375
Severely Disadvantaged Area	190	347
Breeding Ewes		
Non LFA	58	78
Disadvantaged Area	39	79
Severely Disadvantaged Area (Cross-Bred Flocks)	40	73
Severely Disadvantaged Area (Hardy Hill Breeds)	20	55
Pigs - Birth to Bacon	43	-
	£ per hectare	
Crops		
Spring Barley	778	1019
Winter Wheat	1074	-
Winter Barley	952	-
Spring Wheat	817	-
Spring Oats	856	-
Winter Oats	906	-
Ware Potatoes	2897	-

- indicates no data available

AVERAGE GROSS MARGIN RESULTS, 2015/16 - 2019/20

	2015/16	2016/17	2017/18	2018/19	2019/20
	£ per head				
Dairy Cows	510	582	1045	986	928
Suckler Cows					
Non LFA	217	239	286	246	286
Disadvantaged Area	184	252	195	163	227
Severely Disadvantaged Area	189	218	182	140	190
Breeding Ewes					
Non LFA	51	55	59	53	58
Disadvantaged Area	40	51	46	36	39
Severely Disadvantaged Area (Cross-Bred Flocks)	36	40	37	32	40
Severely Disadvantaged Area (Hardy Hill Breeds)	17	22	19	16	20
Pigs - Birth to Bacon	21	28	47	36	43
	£ per hectare				
Crops					
Spring Barley	448	605	536	960	778
Winter Wheat	789	876	1178	1550	1074
Winter Barley	678	698	1080	1628	952
Spring Wheat	-	573	463	930	817
Spring Oats	634	586	612	833	856
Winter Oats	679	615	952	1349	906
Ware Potatoes	3515	4562	1611	5808	2897

- indicates no data available

DAIRY COWS, 2019/20

	EXCELLENT	GOOD	MODERATE	POOR	AVERAGE	OWN FARM
% of survey farms ¹	15	39	31	15	100	
Average herd size	159	128	81	64	109	
ENTERPRISE OUTPUT	£ per cow					
Milk	2401	2116	1688	1522	2026	
Calves	123	110	104	111	112	
Herd replacement	-157	-182	-159	-153	-169	
Leasing receipts	-	-	-	-	-	
TOTAL ENTERPRISE OUTPUT	2368	2044	1633	1480	1969	
VARIABLE COSTS						
Concentrates	771	700	551	552	668	
Hay, silage, forage & grazing	218	195	164	167	190	
Vet, medicine & sundries	228	191	146	129	183	
Leasing costs	-	-	-	-	-	
TOTAL VARIABLE COSTS	1217	1086	861	848	1042	
Gross Margins - per cow	1150	958	771	632	928	
- per hectare	2605	2130	1539	980	1944	
- per 1000 litres	133	124	122	111	125	
Milk yield per cow (litres)	8627	7739	6343	5708	7429	
Milk price per litre (pence)	27.8	27.3	26.6	26.7	27.3	
Concentrates per litre (kg)	0.36	0.36	0.34	0.37	0.36	
Concentrates price per tonne (£)	240	244	250	250	245	
Stocking rate (ce per ha) ²	2.26	2.22	2.00	1.55	2.09	
Nitrogen used per hectare (kg)	185	161	139	90	150	

¹ Classified by Gross Margin per hectare

² ce = Cow equivalent(s)

DAIRY CALVES REARED AS REPLACEMENTS, 2019/20

	EXCELLENT	GOOD	MODERATE	POOR	AVERAGE	OWN FARM
% of survey farms¹	17	31	42	11	100	
ENTERPRISE OUTPUT	£ per hectare					
	2206	1776	1662	867	1596	
VARIABLE COSTS						
Concentrates ²	640	608	672	475	611	
Hay, silage, forage & grazing	345	334	527	376	424	
Vet & medicine	47	59	63	39	55	
Sundries	83	87	117	148	112	
TOTAL VARIABLE COSTS	1114	1088	1380	1039	1201	
GROSS MARGIN	1092	688	283	-171	395	
Concentrates per ce (kg)³	903	732	739	733	758	
Concentrates price per tonne (£)	213	245	245	217	235	
Stocking rate (ce per ha)	2.30	2.31	2.33	2.01	2.26	
Price per calf bought/transferred-in (£)	115	132	111	111	116	
Price per heifer sold/transferred-out (£)	1120	1209	1052	833	1065	
Mortality (%)	0.5	2.4	2.9	1.5	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, 2019/20

	AVERAGE	OWN FARM
% of survey farms¹	100	
	£ per hectare	
ENTERPRISE OUTPUT	1306	
VARIABLE COSTS		
Concentrates ²	628	
Hay, silage, forage & grazing	271	
Vet & medicine	45	
Sundries	44	
TOTAL VARIABLE COSTS	988	
GROSS MARGIN	318	
Concentrates per ce (kg)³	1221	
Concentrates price per tonne (£)	221	
Stocking rate (ce per ha)	1.75	
Price per calf bought/transferred-in (£)	132	
Price per store sold (£)	833	
Mortality (%)	1.1	

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, 2019/20

	ABOVE AVERAGE	BELOW AVERAGE	AVERAGE	OWN FARM
% of survey farms¹	40	60	100	
	£ per hectare			
ENTERPRISE OUTPUT	1548	1180	1321	
VARIABLE COSTS				
Concentrates ²	371	520	463	
Hay, silage, forage & grazing	239	249	245	
Vet & medicine	42	29	34	
Sundries	96	23	51	
TOTAL VARIABLE COSTS	749	821	793	
GROSS MARGIN	799	359	528	
Concentrates per ce (kg)³	790	1264	1064	
Concentrates price per tonne (£)	221	236	231	
Stocking rate (ce per ha)	1.84	1.58	1.68	
Price per calf bought/transferred-in (£)	160	224	196	
Price per finished animal sold (£)	1019	1043	1033	
Mortality (%)	1.5	1.2	1.3	

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, 2019/20

	EXCELLENT	GOOD	MODERATE	POOR	AVERAGE	OWN FARM
% of survey farms¹	14	32	36	18	100	
	£ per hectare					
ENTERPRISE OUTPUT	852	621	606	401	606	
VARIABLE COSTS						
Concentrates	264	186	320	270	265	
Hay, silage, forage & grazing	139	115	150	121	133	
Vet & medicine	27	33	35	19	29	
Sundries	30	19	17	6	17	
TOTAL VARIABLE COSTS	460	354	522	416	444	
GROSS MARGIN	392	267	84	-16	161	
Concentrates per ce (kg)²	793	679	1394	1477	1075	
Concentrates price per tonne (£)	215	232	222	214	220	
Stocking rate (ce per ha)	1.52	1.16	1.03	0.85	1.11	
Price per calf bought/transferred-in (£)	520	544	565	568	549	
Price per store sold (£)	946	828	905	929	898	
Mortality (%)	0.5	2.1	1.7	0.7	1.4	

¹ Classified by Gross Margin per hectare

² ce = Cow equivalent(s)

BEEF CALVES REARED AND SOLD AS FINISHED ANIMALS, 2019/20

	EXCELLENT	GOOD	MODERATE	POOR	AVERAGE	OWN FARM
% of survey farms¹	15	31	38	15	100	
	£ per hectare					
ENTERPRISE OUTPUT	1450	1137	830	582	996	
VARIABLE COSTS						
Concentrates	417	359	286	355	342	
Hay, silage, forage & grazing	193	173	184	147	176	
Vet & medicine	51	36	33	24	35	
Sundries	25	23	34	37	29	
TOTAL VARIABLE COSTS	685	590	537	563	583	
GROSS MARGIN	764	547	292	19	413	
Concentrates per ce (kg)²	1222	1228	1102	1469	1217	
Concentrates price per tonne (£)	199	203	204	216	205	
Stocking rate (ce per ha)	1.69	1.43	1.26	1.12	1.36	
Price per calf bought/transferred-in (£)	564	640	611	502	599	
Price per finished animal sold (£)	1175	1141	1138	1020	1133	
Mortality (%)	0.7	0.6	0.7	1.5	0.7	

¹ Classified by Gross Margin per hectare

² ce = Cow equivalent(s)

FINISHING PURCHASED STORES, 2019/20

	ABOVE AVERAGE	BELOW AVERAGE	AVERAGE	OWN FARM
% of survey farms¹	38	63	100	
	£ per hectare			
ENTERPRISE OUTPUT	1215	615	918	
VARIABLE COSTS				
Concentrates	561	529	545	
Hay, silage, forage & grazing	147	179	163	
Vet & medicine	32	22	27	
Sundries	98	68	83	
TOTAL VARIABLE COSTS	838	798	818	
GROSS MARGIN	378	-184	99	
Concentrates per ce (kg)²	1675	2480	1975	
Concentrates price per tonne (£)	194	206	200	
Stocking rate (ce per ha)	1.71	1.03	1.37	
Price per store bought (£)	782	961	861	
Price per finished animal sold (£)	1062	1201	1121	
Mortality (%)	1.2	0.2	0.8	

¹ Classified by Gross Margin per hectare

² ce = Cow equivalent(s)

SUCKLER COWS - NON LFA, 2019/20

	AVERAGE	OWN FARM	AVERAGE	OWN FARM
Number of cows per farm¹	44.6		44.6	
Hectares per farm	31.3		31.3	
	£ per hectare		£ per cow	
ENTERPRISE OUTPUT				
Calves	795		558	
Herd replacement	-74		-52	
TOTAL ENTERPRISE OUTPUT	721		506	
VARIABLE COSTS				
Concentrates	38		27	
Other purchased feed	6		4	
Hay, silage, forage & grazing	172		121	
Sundries	57		40	
Vet & medicines	40		28	
TOTAL VARIABLE COSTS	314		220	
GROSS MARGIN	407		286	
GROSS MARGIN PER COW EQUIVALENT	270		270	
Calves reared per cow	0.99		0.99	
Price per calf sold or transferred-out (£)	567		567	
Mortality - birth to weaning (%)	2.6		2.6	
Concentrates per cow (kg)	129		129	
Concentrates price per tonne (£)	207		207	
Cows per hectare	1.43		1.43	
Stocking rate (ce per ha)²	1.51		1.51	

¹ Classified by Gross Margin per hectare

² ce = Cow equivalent(s)

SUCKLER COWS - DISADVANTAGED AREA, 2019/20¹

	EXCELLENT	GOOD	MODERATE	POOR	AVERAGE	OWN FARM
% of survey farms ²	17	35	26	22	100	
Average herd size	72	43	23	41	43	
	£ per cow					
ENTERPRISE OUTPUT						
Calves	643	588	475	541	578	
Herd replacement	-42	-57	-53	-151	-72	
TOTAL ENTERPRISE OUTPUT	600	531	423	390	506	
VARIABLE COSTS						
Concentrates	27	44	46	80	47	
Hay, silage, forage & grazing	115	122	150	218	144	
Vet & medicine	50	42	33	66	48	
Sundries	34	43	38	46	40	
TOTAL VARIABLE COSTS	226	251	266	410	279	
GROSS MARGIN	375	279	156	-21	227	
GROSS MARGIN PER COW EQUIVALENT	341	267	149	-19	213	
Calves reared per cow	0.99	1.05	0.93	0.96	1.00	
Price per calf sold or transferred-out (£)	637	595	505	592	592	
Mortality - birth to weaning (%)	1.0	0.8	5.1	2.5	1.8	
Concentrates per cow (kg)	112	185	215	303	192	
Concentrates price per tonne (£)	235	229	212	237	230	

¹ ANC payments are excluded from this analysis

² Classified by Gross Margin per hectare

SUCKLER COWS - SEVERELY DISADVANTAGED AREA, 2019/20¹

	EXCELLENT	GOOD	MODERATE	POOR	AVERAGE	OWN FARM
% of survey farms ²	12	23	58	7	100	
Average herd size	44	31	42	18	38	
	£ per cow					
ENTERPRISE OUTPUT						
Calves	597	593	476	366	512	
Herd replacement	-52	-57	-73	-81	-68	
TOTAL ENTERPRISE OUTPUT	545	537	403	285	444	
VARIABLE COSTS						
Concentrates	37	68	54	58	54	
Hay, silage, forage & grazing	98	104	140	211	130	
Vet & medicine	37	43	42	31	41	
Sundries	25	31	30	20	29	
TOTAL VARIABLE COSTS	197	246	266	320	254	
GROSS MARGIN	347	291	137	-35	190	
GROSS MARGIN PER COW EQUIVALENT	323	270	133	-34	182	
Calves reared per cow	0.96	1.04	0.92	0.83	0.95	
Price per calf sold or transferred-out (£)	632	574	541	453	558	
Mortality - birth to weaning (%)	1.6	0.4	2.1	1.6	1.7	
Concentrates per cow (kg)	166	286	240	262	239	
Concentrates price per tonne (£)	212	225	219	221	220	

¹ ANC payments are excluded from this analysis

² Classified by Gross Margin per hectare

BREEDING EWES - NON LFA, 2019/20

	EXCELLENT	GOOD	MODERATE	POOR	AVERAGE	OWN FARM
% of survey farms ¹	15	31	42	12	100	
Number of ewes per farm	266	149	214	89	188	
	£ per ewe					
ENTERPRISE OUTPUT						
Lambs	141	102	89	96	104	
Wool	3	2	1	2	2	
Flock replacement	6	13	7	-8	7	
TOTAL ENTERPRISE OUTPUT	150	117	97	89	113	
VARIABLE COSTS						
Concentrates	19	13	13	17	15	
Hay, silage, forage & grazing	29	22	19	15	22	
Vet, medicine & sundries	23	16	18	20	18	
TOTAL VARIABLE COSTS	72	51	50	52	55	
GROSS MARGIN	78	65	47	37	58	
Gross Margin (per hectare)	878	551	386	139	474	
Price per lamb sold (£)	87	82	79	79	82	
Lambing percentage	188	160	144	139	157	
Lambs reared per 100 ewes	182	151	135	126	148	
Wool per ewe (kg)	2.8	3.2	1.7	2.9	2.4	
Wool price per kg (p)	98	61	71	53	73	
Concentrates per ewe (kg)	79	45	49	54	55	
Concentrates price per tonne (£)	245	247	258	220	250	
Ewes per hectare	11.27	8.41	8.26	3.73	8.23	
Stocking rate (ce per ha) ²	2.59	1.70	1.65	0.85	1.71	
Ewe mortality (%)	4.0	4.6	5.6	5.2	5.0	
Lamb mortality per 100 ewes	6.7	8.5	9.9	13.1	9.0	

¹ Classified by Gross Margin per hectare

² ce = Cow equivalent(s)

BREEDING EWES - DISADVANTAGED AREA, 2019/20¹

	EXCELLENT	GOOD	MODERATE	POOR	AVERAGE	OWN FARM
% of survey farms ²	19	25	38	19	100	
Number of ewes per farm	66	82	154	134	116	
	£ per ewe					
ENTERPRISE OUTPUT						
Lambs	118	120	103	64	99	
Wool	2	1	1	1	1	
Flock replacement	7	-8	-7	-3	-5	
TOTAL ENTERPRISE OUTPUT	127	114	97	62	96	
VARIABLE COSTS						
Concentrates	14	19	17	17	17	
Hay, silage, forage & grazing	19	27	21	36	25	
Vet, medicine & sundries	16	11	14	20	15	
TOTAL VARIABLE COSTS	48	56	53	72	57	
GROSS MARGIN	79	58	45	-10	39	
Price per lamb sold (£)	79	80	78	66	76	
Lambing percentage	176	163	149	115	147	
Lambs reared per 100 ewes	167	155	140	110	139	
Wool per ewe (kg)	2.1	2.8	2.3	2.9	2.5	
Wool price per kg (p)	73	51	57	51	56	
Concentrates per ewe (kg)	54	72	68	51	64	
Concentrates price per tonne (£)	235	259	239	282	250	
Ewes per hectare	10.08	9.18	6.05	6.46	6.85	
Stocking rate (ce per ha) ³	2.03	1.66	1.27	1.52	1.44	
Ewe mortality (%)	4.5	4.0	7.9	4.0	6.0	
Lamb mortality per 100 ewes	9.5	8.2	8.8	4.5	7.8	

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), 2019/20¹

	EXCELLENT	GOOD	MODERATE	POOR	AVERAGE	OWN FARM
% of survey farms ²	13	32	45	11	100	
Number of ewes per farm	233	181	212	126	196	
	£ per ewe					
ENTERPRISE OUTPUT						
Lambs	141	108	82	88	99	
Wool	2	2	1	1	2	
Flock replacement	-25	-2	3	-12	-4	
TOTAL ENTERPRISE OUTPUT	117	107	87	77	97	
VARIABLE COSTS						
Concentrates	15	18	19	28	19	
Hay, silage, forage & grazing	16	23	22	19	21	
Vet, medicine & sundries	14	17	17	19	17	
TOTAL VARIABLE COSTS	45	58	58	66	57	
GROSS MARGIN	73	49	29	11	40	
Price per lamb sold (£)	80	78	74	81	77	
Lambing percentage	178	156	141	133	150	
Lambs reared per 100 ewes	169	150	131	118	141	
Wool per ewe (kg)	3.8	2.6	2.6	2.5	2.8	
Wool price per kg (p)	52	58	57	52	56	
Concentrates per ewe (kg)	62	71	65	115	70	
Concentrates price per tonne (£)	241	246	244	248	245	
Ewe mortality (%)	4.9	6.4	5.9	9.1	6.1	
Lamb mortality per 100 ewes	8.4	6.8	9.8	15.0	9.0	

¹ ANC payments are excluded from this analysis

² Classified by Gross Margin per ewe

BREEDING EWES - SEVERELY DISADVANTAGED AREA (HARDY HILL BREEDS), 2019/20¹

	EXCELLENT	GOOD	MODERATE	POOR	AVERAGE	OWN FARM
% of survey farms ²	28	17	44	11	100	
Number of ewes per farm	161	234	378	314	287	
	£ per ewe					
ENTERPRISE OUTPUT						
Lambs	90	92	51	28	60	
Wool	1	1	1	1	1	
Flock replacement	22	11	4	7	8	
TOTAL ENTERPRISE OUTPUT	113	104	56	37	69	
VARIABLE COSTS						
Concentrates	26	25	14	10	17	
Hay, silage, forage & grazing	19	26	14	23	18	
Vet, medicine & sundries	13	15	15	11	15	
TOTAL VARIABLE COSTS	58	66	44	44	49	
GROSS MARGIN	55	37	12	-8	20	
Price per lamb sold (£)	75	78	65	55	69	
Lambing percentage	160	148	111	96	122	
Lambs reared per 100 ewes	155	139	105	89	116	
Wool per ewe (kg)	2.9	2.1	2.5	2.4	2.5	
Wool price per kg (p)	52	56	52	49	52	
Concentrates per ewe (kg)	94	101	48	41	62	
Concentrates price per tonne (£)	255	238	251	241	248	
Ewe mortality (%)	6.0	3.3	6.8	13.9	7.0	
Lamb mortality per 100 ewes	4.2	8.5	5.6	7.8	6.0	

¹ ANC payments are excluded from this analysis

² Classified by Gross Margin per ewe

PIGS - BIRTH TO BACON, 2019/20

	ABOVE AVERAGE	BELOW AVERAGE	AVERAGE	OWN FARM
% of survey farms¹	43	57	100	
Number of finished pigs per farm	4161	3201	3612	
Number of sows per farm	163	131	144	
	£ per pig			
ENTERPRISE OUTPUT	131.85	127.93	129.86	
VARIABLE COSTS				
Concentrates	76.03	82.48	79.30	
Vet & medicine	2.43	4.19	3.32	
Sundries	3.27	5.12	4.21	
TOTAL VARIABLE COSTS	81.74	91.80	86.83	
GROSS MARGIN	50.11	36.13	43.03	
Price of meal equivalent per tonne (£)	256	273	265	
Meal equivalent per finished pig (kg)	297	302	300	
Litters per sow per year	2.1	1.9	2.0	
Live births per litter	13.5	13.5	13.5	
Pigs weaned per litter	12.7	12.3	12.5	
Pigs weaned per sow per year	27.3	23.9	25.5	
Price of finished pig sold (£)	132.03	127.68	129.73	
Mortality - suckers (%)	5.1	9.1	7.1	
Mortality - weaners (%)	3.7	3.3	3.5	

¹ Classified by Gross Margin per finished pig

SPRING BARLEY (2019 Crop)

	EXCELLENT	GOOD	MODERATE	POOR	AVERAGE	OWN FARM
% of survey farms¹	11	38	35	16	100	
Hectares per farm	17.9	17.1	9.9	7.8	13.1	
	£ per hectare					
ENTERPRISE OUTPUT						
Grain	1073	962	741	633	888	
Straw	254	243	170	133	215	
TOTAL ENTERPRISE OUTPUT	1327	1205	911	766	1103	
VARIABLE COSTS						
Seed	88	81	65	76	77	
Fertilisers	113	123	121	116	120	
Sprays	88	99	96	99	96	
Sundries	18	36	22	49	31	
TOTAL VARIABLE COSTS	307	338	305	340	325	
GROSS MARGIN	1019	867	607	426	778	
Grain (tonnes per ha)	7.16	5.99	4.61	4.75	5.68	
Straw (tonnes per ha)	3.24	2.86	2.26	2.53	2.72	
Fertilisers used per hectare (product weight, kg)	374	465	446	395	440	
Grain price per tonne (£)	150	161	161	133	156	
Straw price per tonne (£)	78	85	75	53	79	

¹ Classified by Gross Margin per hectare

WINTER WHEAT (2019 Crop)

	ABOVE AVERAGE	BELOW AVERAGE	AVERAGE	OWN FARM
% of survey farms¹	42	58	100	
Hectares per farm	19.4	9.3	13.5	
	£ per hectare			
ENTERPRISE OUTPUT				
Grain	1339	1151	1263	
Straw	388	273	342	
TOTAL ENTERPRISE OUTPUT	1726	1424	1605	
VARIABLE COSTS				
Seed	104	90	98	
Fertilisers	159	188	171	
Sprays	226	170	203	
Sundries	62	54	59	
TOTAL VARIABLE COSTS	551	502	531	
GROSS MARGIN	1175	923	1074	
Grain (tonnes per ha)	8.59	7.76	8.26	
Straw (tonnes per ha)	4.38	3.61	4.07	
Fertilisers used per hectare (product weight, kg)	650	701	671	
Grain price per tonne (£)	156	148	153	
Straw price per tonne (£)	89	76	84	

¹ Classified by Gross Margin per hectare

WINTER BARLEY (2019 Crop)

	ABOVE AVERAGE	BELOW AVERAGE	AVERAGE	OWN FARM
% of survey farms¹	48	52	100	
Hectares per farm	13.3	20.2	16.9	
	£ per hectare			
ENTERPRISE OUTPUT				
Grain	1258	932	1055	
Straw	428	298	347	
TOTAL ENTERPRISE OUTPUT	1686	1230	1403	
VARIABLE COSTS				
Seed	84	92	89	
Fertilisers	156	156	156	
Sprays	184	159	169	
Sundries	56	25	37	
TOTAL VARIABLE COSTS	479	433	450	
GROSS MARGIN	1207	797	952	
Grain (tonnes per ha)	8.61	6.23	7.13	
Straw (tonnes per ha)	4.92	3.46	4.01	
Fertilisers used per hectare (product weight, kg)	631	598	610	
Grain price per tonne (£)	146	150	148	
Straw price per tonne (£)	87	86	87	

¹ Classified by Gross Margin per hectare

SPRING WHEAT, SPRING OATS & WINTER OATS (2019 Crops)

	SPRING WHEAT	SPRING OATS	WINTER OATS	OWN FARM
% of survey farms¹	100	100	100	
Hectares per farm	3.2	14.8	9.6	
	£ per hectare			
ENTERPRISE OUTPUT				
Grain	1073	921	961	
Straw	225	170	288	
TOTAL ENTERPRISE OUTPUT	1298	1091	1249	
VARIABLE COSTS				
Seed	57	43	100	
Fertilisers	189	96	139	
Sprays	181	75	83	
Sundries	54	20	21	
TOTAL VARIABLE COSTS	481	234	343	
GROSS MARGIN	817	856	906	
Grain (tonnes per ha)	6.72	5.31	6.38	
Straw (tonnes per ha)	3.00	3.08	4.36	
Fertilisers used per hectare (product weight, kg)	695	334	514	
Grain price per tonne (£)	160	174	151	
Straw price per tonne (£)	75	55	66	

¹ Classified by Gross Margin per hectare

WARE POTATOES (2019 Crop)

	ABOVE AVERAGE	BELOW AVERAGE	AVERAGE	OWN FARM
% of survey farms¹	50	50	100	
Hectares per farm	9.2	17.1	13.1	
	£ per hectare			
ENTERPRISE OUTPUT				
Current Crop	6084	3977	4712	
VARIABLE COSTS				
Seed	556	591	579	
Fertilisers	393	400	398	
Sprays	304	448	398	
Contract/casual wages	757	157	367	
Sundries	114	52	74	
TOTAL VARIABLE COSTS	2124	1649	1815	
GROSS MARGIN	3959	2328	2897	
Yield of ware per hectare (tonnes)	32	22	26	
Seed used per hectare (tonnes)				
Fertiliser used per hectare	2.16	2.34	2.28	
(product weight, kg)	1204	1205	1204	
Price per tonne ware (£)	176	158	166	

¹ Classified by Gross Margin per hectare

HAY, SILAGE, GRAZING & FORAGE CROPS, 2019/20

	Fertiliser	Seed	Purchased Hay, Silage & Straw	Contract Work	Casual Wages	Sprays	Sundries	Total Net Cost ¹
	£ per hectare							
8.0-19.9 Hectares	68.94	4.65	13.35	85.24	0.00	6.58	6.52	185.27
20.0-39.9 Hectares	83.17	2.88	18.07	88.00	0.83	7.89	8.28	209.12
40 and over Hectares	103.15	4.53	14.13	101.70	0.13	7.21	10.30	240.61
8 and over	100.90	4.37	14.50	100.22	0.19	7.27	10.07	237.05
2 + Over Cow Equivalents/ Hectare	158.89	6.48	30.14	175.97	0.04	9.22	20.56	400.60
1.5 - 1.9 Cow Equivalents/ Hectare	108.35	6.92	13.56	107.55	0.30	9.13	10.37	256.12
1.25-1.49 Cow Equivalents/ Hectare	72.47	1.69	10.46	59.89	0.25	4.23	3.83	151.34
Under 1.25 Cow Equivalents/ Hectare	59.42	1.27	4.64	50.11	0.18	5.19	4.19	124.78
	100.90	4.37	14.50	100.22	0.19	7.27	10.07	237.05

¹ Net of Hay, Silage and Straw Sold

FIXED COSTS DAIRY FARMS, 2019/20

	VERY SMALL	SMALL	MEDIUM	LARGE
Utilised agricultural area per farm	23.6	51.7	71.9	120.7
Adjusted forage area per farm	23.4	48.4	66.6	114.8
Total cow equivalents per farm	44.9	89.1	135.6	255.7
of which cattle	44.9	85.4	133.0	254.4
of which sheep	0.0	3.7	2.6	1.3
Stocking rate (ce per ha) ¹	1.9	1.8	2.0	2.2
	£ per farmed hectare			
Fixed costs (excluding labour)				
Conacre rent	48	79	73	145
Depreciation of fixed capital expenditure	36	134	200	196
Depreciation of machinery and equipment	170	178	222	189
Upkeep and running costs of machinery and equipment	287	204	187	220
Farm fuel	93	54	56	61
Rates	55	28	26	21
Building repairs	79	48	73	54
Miscellaneous	84	52	53	54
Total Fixed Costs (excluding labour)	852	777	891	939
LABOUR				
- Farmer and spouse	1318	705	532	374
- Family (excluding farmer and spouse)	0	258	197	249
- Hired	5	5	23	37

¹ ce = Cow equivalent(s)

FIXED COSTS CATTLE & SHEEP FARMS, 2019/20

	SDA	DA	LFA	NON LFA
Utilised agricultural area per farm	96.4	68.7	85.2	63.3
Adjusted forage area per farm	66.2	63.1	64.9	57.3
Total cow equivalents per farm	80.5	87.2	83.2	89.2
of which cattle	46.1	69.5	55.5	72.4
of which sheep	34.4	17.7	27.7	16.8
Stocking rate (ce per ha) ¹	1.2	1.4	1.3	1.6
	£ per farmed hectare			
Fixed costs (excluding labour)				
Conacre rent	38	62	46	69
Depreciation of fixed capital expenditure	32	63	42	78
Depreciation of machinery and equipment	70	129	89	134
Upkeep and running costs of machinery and equipment	83	133	100	172
Farm fuel	6	9	7	13
Rates	6	16	9	15
Building repairs	29	36	31	58
Miscellaneous	24	42	30	51
Total Fixed Costs (excluding labour)	289	491	354	591
LABOUR				
- Farmer and spouse	269	417	317	487
- Family (excluding farmer and spouse)	46	114	68	136
- Hired	3	14	7	9

¹ ce = Cow equivalent(s)

FIXED COSTS CROPPING, MIXED LIVESTOCK & PIG FARMS, 2019/20

	CEREALS	GENERAL CROPPING	MIXED LIVESTOCK	PIGS
Utilised agricultural area per farm	86.1	52.2	96.4	12.4
Adjusted forage area per farm	4.7	11.7	67.2	10.7
Total cow equivalents per farm	2.1	4.5	128.4	11.1
of which cattle	0.0	4.5	108.7	8.9
of which sheep	2.1	0.0	19.7	2.2
Stocking rate (ce per ha) ¹	0.4	0.4	1.9	1.0
Fixed costs (excluding labour)	£ per farmed hectare			£ per 100 farm output
Conacre rent	120	297	113	0.30
Depreciation of fixed capital expenditure	77	35	238	5.06
Depreciation of machinery and equipment	187	413	262	2.01
Upkeep and running costs of machinery and equipment	197	378	236	2.19
Farm fuel	21	37	39	1.94
Rates	10	24	17	0.90
Building repairs	29	48	42	1.60
Miscellaneous	43	52	62	1.12
Total Fixed Costs (excluding labour)	683	1284	1010	15.11
LABOUR				
- Farmer and spouse	227	400	431	8.78
- Family (excluding farmer and spouse)	52	277	213	4.39
- Hired	27	4	86	1.46

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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