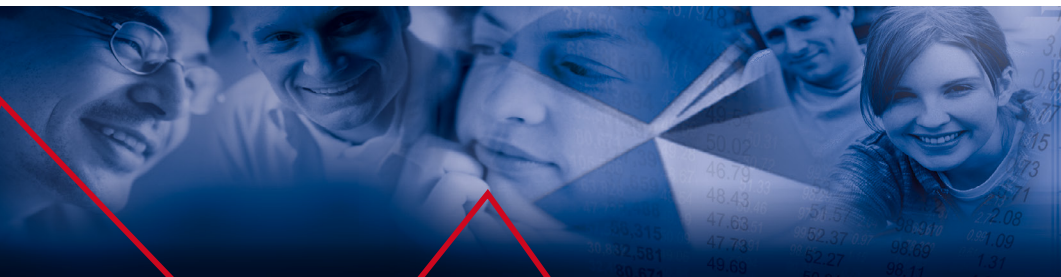


POLICY, ECONOMICS AND STATISTICS DIVISION

Northern Ireland Farm Performance Indicators 2021/22



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Foreword

The principal function of the Farm Business Survey (FBS) is to inform the UK Government 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 2022.

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
February 2023**

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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 approximately 350 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 555, 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, 2021/22

	GROSS MARGIN	
	AVERAGE	EXCELLENT
	£ per head	
Dairy Cows	1181	1406
Suckler Cows		
Non LFA	321	-
Disadvantaged Area	294	-
Severely Disadvantaged Area	191	384
Breeding Ewes		
Non LFA	92	-
Disadvantaged Area	83	-
Severely Disadvantaged Area (Cross-Bred Flocks)	74	112
Severely Disadvantaged Area (Hardy Hill Breeds)	42	-
Pigs - Birth to Bacon	33	-
	AVERAGE	ABOVE AVERAGE
	£ per hectare	
Crops		
Spring Barley	1158	1351
Winter Wheat	1811	1935
Winter Barley	1453	1728
Spring Wheat	-	-
Spring Oats	-	-
Winter Oats	1303	-
Ware Potatoes	3198	-

- indicates no data available

AVERAGE GROSS MARGIN RESULTS, 2017/18 - 2021/22

	2017/18	2018/19	2019/20	2020/21	2021/22
	£ per head				
Dairy Cows	1045	986	928	927	1181
Suckler Cows					
Non LFA	286	246	286	336	321
Disadvantaged Area	195	163	227	282	294
Severely Disadvantaged Area	182	140	190	216	191
Breeding Ewes					
Non LFA	59	53	58	68	92
Disadvantaged Area	46	36	39	57	83
Severely Disadvantaged Area (Cross-Bred Flocks)	37	32	40	60	74
Severely Disadvantaged Area (Hardy Hill Breeds)	19	16	20	51	42
Pigs - Birth to Bacon	47	36	43	45	33
	£ per hectare				
Crops					
Spring Barley	536	960	778	969	1158
Winter Wheat	1178	1550	1074	1150	1811
Winter Barley	1080	1628	952	938	1453
Spring Wheat	463	930	817	-	-
Spring Oats	612	833	856	840	-
Winter Oats	952	1349	906	1285	1303
Ware Potatoes	1611	5808	2897	2346	3198

- indicates no data available

DAIRY COWS, 2021/22

	EXCELLENT	GOOD	MODERATE	POOR	AVERAGE	OWN FARM
% of survey farms ¹	12	36	39	13	100	
Average herd size	128	126	82	54	100	
ENTERPRISE OUTPUT						
Milk	2955	2539	2139	1591	2408	
Calves	133	113	121	104	118	
Herd replacement	-195	-160	-153	-140	-162	
Leasing receipts	-	-	-	-	-	
TOTAL ENTERPRISE OUTPUT	2892	2492	2106	1555	2364	
VARIABLE COSTS						
Concentrates	1019	826	696	527	793	
Hay, silage, forage & grazing	215	214	175	158	198	
Vet, medicine & sundries	251	202	167	115	192	
Leasing costs	-	-	-	-	-	
TOTAL VARIABLE COSTS	1485	1242	1039	800	1183	
Gross Margins - per cow	1406	1250	1068	755	1181	
- per hectare	3701	2957	2091	1212	2574	
- per 1000 litres	161	159	157	146	158	
Milk yield per cow (litres)	8719	7848	6792	5172	7454	
Milk price per litre (pence)	33.9	32.4	31.5	30.8	32.3	
Concentrates per litre (kg)	0.39	0.35	0.35	0.36	0.36	
Concentrates price per tonne (£)	301	289	280	278	288	
Stocking rate (ce per ha) ²	2.63	2.37	1.96	1.60	2.18	
Nitrogen used per hectare (kg)	178	171	137	93	150	

¹ Classified by Gross Margin per hectare

² ce = Cow equivalent(s)

DAIRY CALVES REARED AS REPLACEMENTS, 2021/22

	ABOVE AVERAGE	BELOW AVERAGE	AVERAGE	OWN FARM
% of survey farms¹	54	46	100	
ENTERPRISE OUTPUT	2316	1775	1984	
VARIABLE COSTS				
Concentrates ²	680	772	737	
Hay, silage, forage & grazing	444	539	502	
Vet & medicine	64	72	69	
Sundries	102	200	162	
TOTAL VARIABLE COSTS	1290	1583	1470	
GROSS MARGIN	1027	192	514	
Concentrates per ce (kg)³	608	835	740	
Concentrates price per tonne (£)	297	281	287	
Stocking rate (ce per ha)	2.43	2.13	2.25	
Price per calf bought/transferred-in (£)	119	139	130	
Price per heifer sold/transferred-out (£)	1181	1176	1178	
Mortality (%)	1.7	2.2	2.0	

¹ Classified by Gross Margin per hectare

² Includes milk fed to calves

³ ce = Cow equivalent(s)

DAIRY CALVES REARED AND SOLD AS STORES, 2021/22

	AVERAGE	OWN FARM
% of survey farms¹	100	
	£ per hectare	
ENTERPRISE OUTPUT	1526	
VARIABLE COSTS		
Concentrates ²	698	
Hay, silage, forage & grazing	299	
Vet & medicine	45	
Sundries	37	
TOTAL VARIABLE COSTS	1078	
GROSS MARGIN	447	
Concentrates per ce (kg)³	1032	
Concentrates price per tonne (£)	272	
Stocking rate (ce per ha)	1.89	
Price per calf bought/transferred-in (£)	148	
Price per store sold (£)	848	
Mortality (%)	1.5	

¹ Classified by Gross Margin per hectare

² Includes milk fed to calves

³ ce = Cow equivalent(s)

DAIRY CALVES REARED AND SOLD AS FINISHED ANIMALS, 2021/22

	ABOVE AVERAGE	BELOW AVERAGE	AVERAGE	OWN FARM
% of survey farms¹	44	56	100	
ENTERPRISE OUTPUT	1953	1483	1677	
VARIABLE COSTS				
Concentrates ²	557	649	611	
Hay, silage, forage & grazing	267	319	297	
Vet & medicine	50	39	43	
Sundries	83	47	62	
TOTAL VARIABLE COSTS	957	1053	1013	
GROSS MARGIN	996	430	664	
Concentrates per ce (kg)³	908	896	901	
Concentrates price per tonne (£)	262	266	264	
Stocking rate (ce per ha)	2.15	2.01	2.07	
Price per calf bought/transferred-in (£)	173	160	166	
Price per finished animal sold (£)	1151	1193	1172	
Mortality (%)	1.4	3.0	2.3	

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, 2021/22

	ABOVE AVERAGE	BELOW AVERAGE	AVERAGE	OWN FARM
% of survey farms¹	50	50	100	
ENTERPRISE OUTPUT	1574	599	1041	
VARIABLE COSTS				
Concentrates	448	322	379	
Hay, silage, forage & grazing	195	212	204	
Vet & medicine	82	25	51	
Sundries	41	19	29	
TOTAL VARIABLE COSTS	766	578	663	
GROSS MARGIN	808	20	377	
Concentrates per ce (kg)²	1050	1164	1099	
Concentrates price per tonne (£)	243	249	246	
Stocking rate (ce per ha)	1.74	1.10	1.39	
Price per calf bought/transferred-in (£)	609	696	642	
Price per store sold (£)	1080	1022	1056	
Mortality (%)	2.0	1.2	1.7	

¹ Classified by Gross Margin per hectare

² ce = Cow equivalent(s)

BEEF CALVES REARED AND SOLD AS FINISHED ANIMALS, 2021/22

	EXCELLENT	GOOD	MODERATE	POOR	AVERAGE	OWN FARM
% of survey farms¹	13	29	45	13	100	
ENTERPRISE OUTPUT	2183	1604	1041	614	1218	
VARIABLE COSTS						
Concentrates	430	501	344	315	375	
Hay, silage, forage & grazing	240	182	175	176	185	
Vet & medicine	42	53	39	19	39	
Sundries	77	25	26	31	33	
TOTAL VARIABLE COSTS	789	761	585	540	632	
GROSS MARGIN	1394	844	456	73	586	
Concentrates per ce (kg)²	929	1198	1117	1152	1102	
Concentrates price per tonne (£)	215	242	255	270	248	
Stocking rate (ce per ha)	1.90	1.70	1.18	1.01	1.33	
Price per calf bought/transferred-in (£)	635	619	589	715	614	
Price per finished animal sold (£)	1420	1414	1342	1396	1375	
Mortality (%)	0.5	0.8	1.7	2.7	1.3	

¹ Classified by Gross Margin per hectare

² ce = Cow equivalent(s)

FINISHING PURCHASED STORES, 2021/22

	ABOVE AVERAGE	BELOW AVERAGE	AVERAGE	OWN FARM
% of survey farms¹	50	50	100	
	£ per hectare			
ENTERPRISE OUTPUT	1439	1577	1532	
VARIABLE COSTS				
Concentrates	442	773	666	
Hay, silage, forage & grazing	162	296	253	
Vet & medicine	33	48	43	
Sundries	65	70	68	
TOTAL VARIABLE COSTS	702	1187	1030	
GROSS MARGIN	737	390	503	
Concentrates per ce (kg)²	1232	2168	1894	
Concentrates price per tonne (£)	255	206	216	
Stocking rate (ce per ha)	1.37	1.59	1.52	
Price per store bought (£)	908	1058	1008	
Price per finished animal sold (£)	1323	1608	1503	
Mortality (%)	0.2	0.7	0.6	

¹ Classified by Gross Margin per hectare

² ce = Cow equivalent(s)

SUCKLER COWS - NON LFA, 2021/22

	AVERAGE	OWN FARM	AVERAGE	OWN FARM
Number of cows per farm¹	43.3		43.3	
Hectares per farm	29.1		29.1	
	£ per hectare		£ per cow	
ENTERPRISE OUTPUT				
Calves	910		610	
Herd replacement	-61		-41	
TOTAL ENTERPRISE OUTPUT	849		569	
VARIABLE COSTS				
Concentrates	47		32	
Other purchased feed	8		6	
Hay, silage, forage & grazing	200		134	
Sundries	72		48	
Vet & medicines	42		28	
TOTAL VARIABLE COSTS	370		248	
GROSS MARGIN	479		321	
GROSS MARGIN PER COW EQUIVALENT	301		301	
Calves reared per cow	0.96		0.96	
Price per calf sold or transferred-out (£)	633		633	
Mortality - birth to weaning (%)	1.7		1.7	
Concentrates per cow (kg)	128		128	
Concentrates price per tonne (£)	248		248	
Cows per hectare	1.49		1.49	
Stocking rate (ce per ha)²	1.59		1.59	

¹ Classified by Gross Margin per hectare

² ce = Cow equivalent(s)

SUCKLER COWS - DISADVANTAGED AREA, 2021/22¹

	ABOVE AVERAGE	BELOW AVERAGE	AVERAGE	OWN FARM
% of survey farms ²	39	61	100	
Average herd size	65	35	47	
	£ per cow			
ENTERPRISE OUTPUT				
Calves	642	603	624	
Herd replacement	-33	-82	-56	
TOTAL ENTERPRISE OUTPUT	609	521	569	
VARIABLE COSTS				
Concentrates	33	61	46	
Hay, silage, forage & grazing	127	175	149	
Vet & medicine	41	52	46	
Sundries	28	40	33	
TOTAL VARIABLE COSTS	230	328	274	
GROSS MARGIN	379	193	294	
GROSS MARGIN PER COW EQUIVALENT	361	188	283	
Calves reared per cow	0.96	0.97	0.96	
Price per calf sold or transferred-out (£)	674	629	654	
Mortality - birth to weaning (%)	2.2	2.4	2.3	
Concentrates per cow (kg)	141	218	176	
Concentrates price per tonne (£)	230	265	250	

¹ ANC payments are excluded from this analysis

² Classified by Gross Margin per hectare

SUCKLER COWS - SEVERELY DISADVANTAGED AREA, 2021/22¹

	EXCELLENT	GOOD	MODERATE	POOR	AVERAGE	OWN FARM
% of survey farms ²	14	31	42	14	100	
Average herd size	21	32	50	27	37	
	£ per cow					
ENTERPRISE OUTPUT						
Calves	698	623	530	459	560	
Herd replacement	-34	-56	-70	-86	-65	
TOTAL ENTERPRISE OUTPUT	664	566	460	372	495	
VARIABLE COSTS						
Concentrates	83	80	61	103	72	
Hay, silage, forage & grazing	125	121	169	183	154	
Vet & medicine	30	37	40	62	41	
Sundries	42	42	36	34	38	
TOTAL VARIABLE COSTS	280	281	305	383	304	
GROSS MARGIN	384	286	155	-10	191	
GROSS MARGIN PER COW EQUIVALENT	357	262	150	-10	182	
Calves reared per cow	0.95	0.92	0.91	0.70	0.90	
Price per calf sold or transferred-out (£)	697	659	585	619	618	
Mortality - birth to weaning (%)	2.9	2.9	3.8	3.0	3.4	
Concentrates per cow (kg)	315	331	222	319	268	
Concentrates price per tonne (£)	260	237	265	275	257	

¹ ANC payments are excluded from this analysis

² Classified by Gross Margin per hectare

BREEDING EWES - NON LFA, 2021/22

	ABOVE AVERAGE	BELOW AVERAGE	AVERAGE	OWN FARM
% of survey farms¹	38	62	100	
Number of ewes per farm	335	121	203	
	£ per ewe			
ENTERPRISE OUTPUT				
Lambs	146	143	145	
Wool	0	1	0	
Flock replacement	5	4	4	
TOTAL ENTERPRISE OUTPUT	151	147	150	
VARIABLE COSTS				
Concentrates	13	17	15	
Hay, silage, forage & grazing	23	22	23	
Vet, medicine & sundries	21	17	20	
TOTAL VARIABLE COSTS	58	57	57	
GROSS MARGIN	94	90	92	
Gross Margin (per hectare)	962	562	738	
Price per lamb sold (£)	108	103	106	
Lambing percentage	162	164	163	
Lambs reared per 100 ewes	153	152	153	
Wool per ewe (kg)	1.1	2.7	1.7	
Wool price per kg (p)	12	26	20	
Concentrates per ewe (kg)	39	58	46	
Concentrates price per tonne (£)	315	292	304	
Ewes per hectare	10.28	5.82	8.01	
Stocking rate (ce per ha)²	1.77	1.36	1.56	
Ewe mortality (%)	4.7	5.5	5.0	
Lamb mortality per 100 ewes	8.7	12.6	10.2	

¹ Classified by Gross Margin per hectare

² ce = Cow equivalent(s)

BREEDING EWES - DISADVANTAGED AREA, 2021/2022

	ABOVE AVERAGE	BELOW AVERAGE	AVERAGE	OWN FARM
% of survey farms ²	44	56	100	
Average ewes per farm	321	131	216	
ENTERPRISE OUTPUT				
Lamb	146	124	138	
Wool	1	1	1	
Flock replacement	1	9	4	
TOTAL ENTERPRISE OUTPUT	148	133	143	
VARIABLE COSTS				
Concentrates	17	16	17	
Hay, silage, forage & grazing	26	27	27	
Vet & medicine & sundries	18	15	17	
TOTAL VARIABLE COSTS	61	58	60	
GROSS MARGIN	87	75	83	
Price per lamb sold (£)	104	91	101	
Lambing percentage	165	178	170	
Lambs reared per 100 ewes	150	168	156	
Wool per ewe (kg)	2.2	2.1	2.1	
Wool price per kg (p)	46	26	40	
Concentrates per ewe (kg)	50	46	49	
Concentrates price per tonne (£)	276	316	288	
Ewes per hectare	7.95	5.77	7.05	
Stocking rate (ce per ha) ³	1.59	1.44	1.53	
Ewe mortality (%)	7.1	5.0	6.4	
Lamb mortality per 100 ewes	15.3	9.3	13.2	

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), 2021/22¹

	EXCELLENT	GOOD	MODERATE	POOR	AVERAGE	OWN FARM
% of survey farms ²	18	39	25	18	100	
Number of ewes per farm	223	195	202	106	186	
	£ per ewe					
ENTERPRISE OUTPUT						
Lambs	147	140	115	134	134	
Wool	0	1	0	0	0	
Flock replacement	17	10	11	-26	8	
TOTAL ENTERPRISE OUTPUT	164	150	126	108	143	
VARIABLE COSTS						
Concentrates	16	26	25	41	25	
Hay, silage, forage & grazing	21	25	25	19	23	
Vet, medicine & sundries	16	20	22	27	20	
TOTAL VARIABLE COSTS	53	71	71	88	69	
GROSS MARGIN	112	80	55	20	74	
Price per lamb sold (£)	100	108	105	109	105	
Lambing percentage	175	160	146	138	157	
Lambs reared per 100 ewes	166	152	133	127	147	
Wool per ewe (kg)	2.8	3.0	0.7	1.4	2.1	
Wool price per kg (p)	13	21	39	22	20	
Concentrates per ewe (kg)	51	90	85	143	86	
Concentrates price per tonne (£)	255	273	280	283	274	
Ewe mortality (%)	4.0	4.7	7.3	9.1	5.7	
Lamb mortality per 100 ewes	8.4	8.3	13.0	10.6	9.8	

¹ ANC payments are excluded from this analysis

² Classified by Gross Margin per ewe

BREEDING EWES - SEVERELY DISADVANTAGED AREA (HARDY HILL BREEDS), 2021/22¹

	ABOVE AVERAGE	BELOW AVERAGE	AVERAGE	OWN FARM
% of survey farms ²	52	48	100	
Number of ewes per farm	274	318	295	
	£ per ewe			
ENTERPRISE OUTPUT				
Lambs	123	70	96	
Wool	0	0	0	
Flock replacement	2	7	4	
TOTAL ENTERPRISE OUTPUT	125	77	100	
VARIABLE COSTS				
Concentrates	22	23	22	
Hay, silage, forage & grazing	22	19	21	
Vet, medicine & sundries	15	17	16	
TOTAL VARIABLE COSTS	58	59	59	
GROSS MARGIN	67	18	42	
Price per lamb sold (£)	107	83	97	
Lambing percentage	143	112	127	
Lambs reared per 100 ewes	135	104	119	
Wool per ewe (kg)	2.8	1.4	2.1	
Wool price per kg (p)	14	23	17	
Concentrates per ewe (kg)	75	70	72	
Concentrates price per tonne (£)	278	276	277	
Ewe mortality (%)	6.0	6.0	6.0	
Lamb mortality per 100 ewes	8.0	7.5	7.7	

¹ ANC payments are excluded from this analysis

² Classified by Gross Margin per ewe

PIGS - BIRTH TO BACON, 2021/22

	ABOVE AVERAGE	BELOW AVERAGE	AVERAGE	OWN FARM
% of survey farms¹	50	50	100	
Number of finished pigs per farm	4261	2552	3406	
Number of sows per farm	160	107	134	
	£ per pig			
ENTERPRISE OUTPUT	146.13	135.37	142.10	
VARIABLE COSTS				
Concentrates	95.78	108.78	100.65	
Vet & medicine	4.17	2.77	3.65	
Sundries	5.38	4.16	4.92	
TOTAL VARIABLE COSTS	105.33	115.71	109.22	
GROSS MARGIN	40.80	19.66	32.88	
Price of meal equivalent per tonne (£)	308	328	316	
Meal equivalent per finished pig (kg)	311	331	319	
Litters per sow per year	2.1	1.9	2.0	
Live births per litter	14.6	15.4	14.9	
Pigs weaned per litter	13.1	13.5	13.2	
Pigs weaned per sow per year	27.4	25.0	26.4	
Price of finished pig sold (£)	146.09	135.41	142.04	
Mortality - suckers (%)	8.7	12.7	10.2	
Mortality - weaners (%)	2.8	3.3	3.0	

¹ Classified by Gross Margin per finished pig

SPRING BARLEY (2021 Crop)

	ABOVE AVERAGE	BELOW AVERAGE	AVERAGE	OWN FARM
% of survey farms¹	57	43	100	
Hectares per farm	11.9	10.9	11.5	
ENTERPRISE OUTPUT				
Grain	1399	1002	1236	
Straw	312	261	291	
TOTAL ENTERPRISE OUTPUT	1711	1263	1528	
VARIABLE COSTS				
Seed	79	67	74	
Fertilisers	129	165	144	
Sprays	117	124	120	
Sundries	35	28	32	
TOTAL VARIABLE COSTS	361	384	370	
GROSS MARGIN	1351	880	1158	
Grain (tonnes per ha)	6.39	5.07	5.85	
Straw (tonnes per ha)	2.73	2.67	2.71	
Fertilisers used per hectare (product weight, kg)	459	524	486	
Grain price per tonne (£)	219	198	211	
Straw price per tonne (£)	114	98	108	

¹ Classified by Gross Margin per hectare

WINTER WHEAT (2021 Crop)

	ABOVE AVERAGE	BELOW AVERAGE	AVERAGE	OWN FARM
% of survey farms ¹	46	54	100	
Hectares per farm	18.1	6.0	11.6	
ENTERPRISE OUTPUT				
Grain	1969	1610	1869	
Straw	491	377	459	
TOTAL ENTERPRISE OUTPUT	2459	1987	2328	
VARIABLE COSTS				
Seed	106	98	104	
Fertilisers	175	181	177	
Sprays	221	168	206	
Sundries	22	50	30	
TOTAL VARIABLE COSTS	524	497	517	
GROSS MARGIN	1935	1490	1811	
Grain (tonnes per ha)	10.25	8.21	9.68	
Straw (tonnes per ha)	5.70	3.68	5.14	
Fertilisers used per hectare (product weight, kg)	749	648	721	
Grain price per tonne (£)	192	196	193	
Straw price per tonne (£)	86	103	89	

¹ Classified by Gross Margin per hectare

WINTER BARLEY (2021 Crop)

	ABOVE AVERAGE	BELOW AVERAGE	AVERAGE	OWN FARM
% of survey farms¹	58	42	100	
Hectares per farm	8.7	15.9	11.8	
ENTERPRISE OUTPUT				
Grain	1652	1277	1437	
Straw	524	366	433	
TOTAL ENTERPRISE OUTPUT	2176	1643	1871	
VARIABLE COSTS				
Seed	77	81	80	
Fertilisers	158	140	148	
Sprays	168	147	156	
Sundries	44	27	34	
TOTAL VARIABLE COSTS	448	395	418	
GROSS MARGIN	1728	1248	1453	
Grain (tonnes per ha)	8.66	6.36	7.35	
Straw (tonnes per ha)	4.92	3.96	4.37	
Fertilisers used per hectare (product weight, kg)	638	517	569	
Grain price per tonne (£)	191	201	196	
Straw price per tonne (£)	106	92	99	

¹ Classified by Gross Margin per hectare

SPRING WHEAT, SPRING OATS & WINTER OATS (2021 Crops)

	SPRING WHEAT	SPRING OATS	WINTER OATS	OWN FARM
% of survey farms¹	-	-	100	
Hectares per farm	-	-	4.5	
	£ per hectare			
ENTERPRISE OUTPUT				
Grain	-	-	1331	
Straw	-	-	393	
TOTAL ENTERPRISE OUTPUT	-	-	1724	
VARIABLE COSTS				
Seed	-	-	100	
Fertilisers	-	-	144	
Sprays	-	-	98	
Sundries	-	-	80	
TOTAL VARIABLE COSTS	-	-	422	
GROSS MARGIN	-	-	1303	
Grain (tonnes per ha)	-	-	7.43	
Straw (tonnes per ha)	-	-	4.41	
Fertilisers used per hectare (product weight, kg)	-	-	513	
Grain price per tonne (£)	-	-	179	
Straw price per tonne (£)	-	-	89	

¹ Classified by Gross Margin per hectare

WARE POTATOES (2021 Crop)

	AVERAGE	OWN FARM
% of survey farms¹	100	
Hectares per farm	9.9	
	£ per hectare	
ENTERPRISE OUTPUT		
Current Crop	5295	
VARIABLE COSTS		
Seed	500	
Fertilisers	467	
Sprays	461	
Contract/casual wages	329	
Sundries	341	
TOTAL VARIABLE COSTS	2097	
GROSS MARGIN	3198	
Yield of ware per hectare (tonnes)	30	
Seed used per hectare (tonnes)	2.33	
Fertiliser used per hectare (product weight, kg)	1295	
Price per tonne ware (£)	165	

¹ Classified by Gross Margin per hectare

HAY, SILAGE, GRAZING & FORAGE CROPS, 2021/22

	Fertiliser	Seed	Purchased Hay, Silage & Straw	Contract Work	Casual Wages	Sprays	Sundries	Total Net Cost ¹
	£ per hectare							
8.0-19.9 Hectares	99.25	2.89	18.62	112.73	0.00	6.20	7.17	245.06
20.0-39.9 Hectares	110.75	6.39	11.11	109.50	0.20	8.72	12.49	259.07
40 and over Hectares	115.02	6.49	22.26	114.65	0.14	8.38	11.63	278.46
8 and over	114.30	6.44	20.81	113.98	0.15	8.40	11.69	275.64
2 + Over Cow Equivalents/ Hectare	177.26	8.81	41.60	178.61	0.24	10.05	20.10	436.66
1.5 - 1.9 Cow Equivalents/ Hectare	120.28	8.57	18.84	142.75	0.00	11.57	13.07	315.08
1.25-1.49 Cow Equivalents/ Hectare	86.14	3.74	8.91	60.76	0.35	4.75	3.73	168.37
Under 1.25 Cow Equivalents/ Hectare	58.89	3.28	8.45	47.53	0.08	5.48	6.28	129.52
	114.30	6.44	20.81	113.98	0.15	8.40	11.69	275.64

¹ Net of Hay, Silage and Straw Sold

FIXED COSTS DAIRY FARMS, 2021/22

	VERY SMALL	SMALL	MEDIUM	LARGE
Utilised agricultural area per farm	28.4	56.7	72.3	123.0
Adjusted forage area per farm	28.3	52.5	64.7	114.6
Total cow equivalents per farm	45.3	91.8	141.0	268.2
of which cattle	45.3	86.2	139.3	266.9
of which sheep	0.0	5.6	1.8	1.3
Stocking rate (ce per ha) ¹	1.6	1.8	2.2	2.3
	£ per farmed hectare			
Fixed costs (excluding labour)				
Conacre rent	28	71	91	161
Depreciation of fixed capital expenditure	62	125	102	186
Depreciation of machinery and equipment	395	223	211	233
Upkeep and running costs of machinery and equipment	294	202	216	228
Farm fuel	96	55	74	95
Rates	34	26	28	34
Building repairs	50	62	126	88
Miscellaneous	80	55	46	60
Total Fixed Costs (excluding labour)	1039	819	894	1084
LABOUR				
- Farmer and spouse	1056	682	460	371
- Family (excluding farmer and spouse)	0	239	184	222
- Hired	5	5	3	68

¹ ce = Cow equivalent(s)

FIXED COSTS CATTLE & SHEEP FARMS, 2021/22

	SDA	DA	LFA	NON LFA
Utilised agricultural area per farm	92.8	75.3	85.7	63.9
Adjusted forage area per farm	64.1	69.2	66.1	59.4
Total cow equivalents per farm	82.3	90.9	85.8	93.3
of which cattle	46.7	70.5	56.3	82.4
of which sheep	35.6	20.4	29.5	10.9
Stocking rate (ce per ha) ¹	1.3	1.3	1.3	1.6
Fixed costs (excluding labour)	£ per farmed hectare			
Conacre rent	50	58	53	89
Depreciation of fixed capital expenditure	35	49	40	62
Depreciation of machinery and equipment	78	160	107	134
Upkeep and running costs of machinery and equipment	98	144	114	162
Farm fuel	7	10	8	18
Rates	7	13	9	18
Building repairs	45	52	47	67
Miscellaneous	28	39	32	52
Total Fixed Costs (excluding labour)	348	524	410	602
LABOUR				
- Farmer and spouse	292	349	312	460
- Family (excluding farmer and spouse)	35	123	66	110
- Hired	2	18	8	57

¹ ce = Cow equivalent(s)

FIXED COSTS CROPPING, MIXED LIVESTOCK & PIG FARMS, 2021/22

	CEREALS	GENERAL CROPPING	MIXED LIVESTOCK	PIGS
Utilised agricultural area per farm	131.3	61.7	112.8	28.6
Adjusted forage area per farm	5.6	13.5	75.7	24.5
Total cow equivalents per farm	3.3	22.0	161.1	30.7
of which cattle	0.0	22.0	132.8	16.6
of which sheep	3.3	0.0	28.2	14.1
Stocking rate (ce per ha) ¹	0.6	1.6	2.1	1.3
	£ per farmed hectare			£ per 100 farm output
Fixed costs (excluding labour)				
Conacre rent	122	182	99	0.52
Depreciation of fixed capital expenditure	152	76	187	6.31
Depreciation of machinery and equipment	478	172	313	4.04
Upkeep and running costs of machinery and equipment	241	334	226	2.67
Farm fuel	12	35	56	2.36
Rates	11	22	10	0.37
Building repairs	30	32	59	1.08
Miscellaneous	39	84	59	1.18
Total Fixed Costs (excluding labour)	1085	936	1010	18.51
LABOUR				
- Farmer and spouse	257	506	318	6.25
- Family (excluding farmer and spouse)	0	200	184	3.03
- Hired	66	5	83	0.88

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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