

Prifysgol  
Aberystwyth  
University

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**Wales Farm Income Booklet**  
**2009/10 Results**

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## **Foreword**

Aberystwyth University has been associated with land-based studies since 1878, and has established an enviable reputation for teaching and research. For three quarters of a century Aberystwyth University has also conducted the Farm Business Survey (FBS). The survey, recognised as the most authoritative of the financial position and economic performance of farms, serves two purposes. Firstly, it provides policy-makers with information on the economic state of the industry and secondly, it provides valuable comparative information for assessing the performance of individual farms.

This booklet is based on the full FBS which comprises information collected from over 550 randomly selected Welsh farms. The booklet is aimed at providing farmers with a user friendly benchmarking tool and incorporates the latest financial and physical information for the main farm types in Wales. The results shown are contrary to some aspects of FBS methodology and presentation of results, for example notional inputs such as rental value for owner occupied farms and unpaid labour have been taken out, whereas finance charges have been included, so that the figures represent actual costs incurred. This booklet only shows unpaid labour for reference purposes and also, only includes selected farm types. For undertaking detailed, comprehensive analysis and for year on year analysis on income trends please refer to the full results published as the annual report 'Farm Business Survey in Wales: Statistical Results' (available online).

The FBS unit gratefully acknowledges the many farmers throughout Wales who have generously made detailed business information available, the Welsh Assembly Government who finance the survey, and Farming Connect for the sponsorship of this booklet.

**The Farm Business Survey  
Institute of Biological, Environmental and  
Rural Sciences (IBERS)**

## **Introduction**

Farm profitability is central to any farm business, although farmers will have many other business and personal objectives. The variation in performance and return demonstrated in this booklet shows the scope for change. By comparing or 'benchmarking' farm performance, potential strengths and weaknesses within the farming operation can be identified. All producers should be aware of both their own production costs and how they compare with other farmers.

The results in this booklet are laid out as follows with data shown for the average and top third performers:

### **1. Whole Farm Data (Pages 5 – 16)**

A profit and loss account and summarised balance sheet for six different types of farm are presented, showing the average profit or loss for these farms and its equivalent per hectare. Also shown is the size and stocking of these farms and relevant key performance indicators.

### **2. Gross Margin Data (Pages 17 – 20)**

The booklet presents data for eight different farm enterprises. Gross margins compare income with the direct costs incurred for production. Care is needed when using gross margins since no account is taken of indirect production costs (overheads).

### **3. Production Costs Data (Pages 21 – 22)**

Production costs are presented for four farm outputs. These examine the total unit cost of production and, by allocating both direct and indirect costs (the latter being allocated on a livestock unit basis), the producer is better able to determine both the competitiveness and efficiency of the enterprise.

## DEFINITION OF TERMS AND EXPLANATORY NOTES

|   |   |
|---|---|
| <i>Effective Hectares (Eff. ha)</i>                           | Constitutes total farm area minus area occupied by roads, woodland, wasteland and buildings, and rough grazing expressed in terms of pasture equivalent.      |
| <i>Single Payment Scheme (SPS)</i>                            | Replaced all production linked subsidies as part of the restructuring of the CAP.   |
| <b>Farm Types</b>   |   |
| <i>Hill</i>   | Mainly in Severely Disadvantaged Area.  |
| <i>Upland</i>   | Mainly in Disadvantaged Area.   |
| <i>Lowland</i>  | Mainly outside Less Favoured Area.  |
| <b>Whole Farm Data</b>  |   |
| <i>Ranking of whole farm data</i>                             | Top producers are ranked by profit after rent and finance per effective hectare.  |
| <i>Indirect subsidies</i>                                     | Subsidies not subject to de-coupling e.g. Organic Scheme, Tir Gofal and ESA. Includes Tir Mynydd for lowland and all dairy farm types if applicable.          |
| <i>Other crop costs</i>                                       | Includes all arable and forage costs except for fertilisers and contracting, e.g. seeds, sprays, wrap, twine etc.   |
| <i>Allocatable contracting</i>                                | Contracting allocated to enterprises e.g. combining, shearing and slurry spreading.   |
| <i>General farm costs</i>                                     | Includes electric, telephone, licences, insurances, professional fees and subscriptions.  |
| <i>Miscellaneous income</i>                                   | Comprises contracting, cottage rents, wayleaves, and any other miscellaneous income. Includes revenue from other enterprises not shown.                       |
| <i>Owner equity</i>   | Net worth as percentage of total assets.  |
| <i>Stocking Rate (glu/adj.forage ha),</i>                     | Grazing Livestock Units per adjusted forage hectare of land.  |
| <i>Livestock Units (LU) and Grazing Livestock Units (GLU)</i> | Livestock numbers are converted to livestock units, based on estimated energy requirements, to calculate the total stocking of grazing livestock on the farm. |
| <i>Dairy other output</i>                                     | Net output from sales/purchases of cows and calves. Includes valuation changes.   |

|  |  |
|--|--|
| <i>Paid labour</i>                                     | Includes actual paid casual, part-time and whole-time labour.  |
| <i>Unpaid labour (not including farmer and spouse)</i> | Unpaid labour or labour receiving less remuneration than the market rate. Unpaid labour is not included in profit after rent and finance.  |
| <i>Land expenses</i>                                   | Repairs to building and land resources e.g. hedges, fences, walls, ditches and gates. Also includes water costs.   |
| <i>Finance</i>   | Includes bank charges, interest and lease/hire purchase interest. No capital repayments included.  |
| <b><i>Gross Margin Data</i></b>                        | On a per head basis, calculated by subtracting the direct (variable) costs from the relevant output.   |
| <i>Other livestock costs</i>                           | Purchased bedding materials, sales commission and other costs incurred specifically for livestock enterprises.   |
| <i>Forage variable costs / Forage</i>                  | Includes other crop costs for forage, fertilisers, forage contracting and grass keep.  |
| <b><i>Production Costs Data</i></b>                    | Calculated by dividing all variable and overhead costs by kilograms of meat (in liveweight terms) or litres of milk produced. Overheads are allocated on a livestock unit basis after a share for any arable and/or miscellaneous income enterprises have been deducted. Ranked by net margin. |
| <i>Herd / flock replacement</i>                        | Breeding livestock valuation change less culls, plus breeding stock purchases.   |
| <i>Power and machinery</i>                             | Includes machinery repairs, fuel, other contracting and machinery depreciation.  |
| <i>Buildings</i>                                       | Land expenses and building depreciation.   |
| <i>Net margin</i>                                      | Output less input/costs for enterprise.  |

## WHOLE FARM DATA

Number of farms : 125

|                                       | All farms<br>£/farm | All farms<br>£/eff.ha. | Top third<br>£/eff.ha. |
|---------------------------------------|---------------------|------------------------|------------------------|
| <b>OUTPUTS</b>                        |                     |                        |                        |
| Beef                                  | 35083               | 284                    | 352                    |
| Sheep                                 | 39811               | 322                    | 452                    |
| Crops and forage                      | 1827                | 15                     | 26                     |
| Single Payment Scheme                 | 37689               | 305                    | 365                    |
| Tir Mynydd                            | 4382                | 35                     | 41                     |
| Indirect subsidies                    | 5414                | 44                     | 65                     |
| Miscellaneous income                  | 4510                | 37                     | 54                     |
| <b>TOTAL OUTPUTS</b>                  | <b>128716</b>       | <b>1042</b>            | <b>1355</b>            |
| <b>INPUTS</b>                         |                     |                        |                        |
| Feeds                                 | 16010               | 130                    | 140                    |
| Tack and grass keep                   | 5432                | 44                     | 57                     |
| Veterinary and medicines              | 4626                | 37                     | 44                     |
| Other livestock costs                 | 6450                | 52                     | 63                     |
| Fertilisers                           | 7681                | 62                     | 74                     |
| Other crop costs                      | 1680                | 14                     | 20                     |
| Allocatable contracting               | 3506                | 28                     | 35                     |
| <b>TOTAL VARIABLE COSTS</b>           | <b>45385</b>        | <b>367</b>             | <b>433</b>             |
| Paid labour                           | 4074                | 33                     | 26                     |
| Other contracting / machinery hire    | 704                 | 6                      | 7                      |
| Fuel and repairs                      | 9076                | 73                     | 78                     |
| Machinery depreciation                | 10078               | 82                     | 97                     |
| General farming costs                 | 8350                | 68                     | 82                     |
| Land expenses                         | 3597                | 29                     | 36                     |
| Buildings depreciation                | 2813                | 23                     | 28                     |
| <b>TOTAL OVERHEAD COSTS</b>           | <b>38692</b>        | <b>314</b>             | <b>354</b>             |
| <b>TOTAL INPUTS</b>                   | <b>84077</b>        | <b>681</b>             | <b>787</b>             |
| <b>PROFIT BEFORE RENT AND FINANCE</b> | <b>44639</b>        | <b>361</b>             | <b>568</b>             |
| Rent                                  | 2524                | 20                     | 20                     |
| Finance                               | 3223                | 26                     | 20                     |
| <b>PROFIT AFTER RENT AND FINANCE</b>  | <b>38892</b>        | <b>315</b>             | <b>528</b>             |
| Unpaid labour                         | 5664                | 46                     | 63                     |

|                                | Owned         | Tenant        | Mixed         |
|--------------------------------|---------------|---------------|---------------|
|                                | £/farm        | £/farm        | £/farm        |
| <b>BALANCE SHEET</b>           |               |               |               |
| Number of farms by tenure type | 62            | 8             | 55            |
| TOTAL ASSETS                   | 932062        | 281745        | 836208        |
| TOTAL EXTERNAL LIABILITIES     | 59890         | 13267         | 77896         |
| <b>NET WORTH</b>               | <b>872172</b> | <b>268478</b> | <b>758312</b> |
| Owner equity (%)               | 94            | 95            | 91            |

|                                   | All farms     | Top third     |
|-----------------------------------|---------------|---------------|
|                                   | Hectares      | Hectares      |
| <b>PHYSICAL DATA</b>              |               |               |
| <b>LAND AREA</b>                  |               |               |
| Grassland and forage crops        | 109.59        | 97.27         |
| Cereals and other crops           | 1.20          | 1.41          |
| Rough grazing, fallow, woods etc. | 42.42         | 56.27         |
| <b>TOTAL AREA (actual)</b>        | <b>153.21</b> | <b>154.95</b> |
| <b>TOTAL AREA (effective)</b>     | <b>123.56</b> | <b>111.46</b> |

|                  | All farms | Top third |
|------------------|-----------|-----------|
|                  | Numbers   | Numbers   |
| <b>LIVESTOCK</b> |           |           |
| Suckler cows     | 46        | 44        |
| Other cattle     | 91        | 90        |
| Breeding sheep   | 628       | 715       |
| Other sheep      | 435       | 520       |

|                                       | All farms | Top third |
|---------------------------------------|-----------|-----------|
| <b>PERFORMANCE INDICATORS</b>         |           |           |
| Lambs reared (numbers per ewe)        | 1.22      | 1.26      |
| Finished lamb sales (numbers per ewe) | 0.92      | 0.96      |
| Finished lamb sales (£ per lamb)      | 59.80     | 60.50     |
| Calves reared (numbers per cow)       | 0.88      | 0.90      |
| Finished cattle sales (£ per head)    | 896       | 964       |
| Store cattle sales (£ per head)       | 705       | 780       |
| Stocking rate (glu/adj. forage ha.)   | 1.08      | 1.20      |

## WHOLE FARM DATA

Number of farms : 120

|                                       | All farms<br>£/farm | All farms<br>£/eff.ha. | Top third<br>£/eff.ha. |
|---------------------------------------|---------------------|------------------------|------------------------|
| <b>OUTPUTS</b>                        |                     |                        |                        |
| Beef                                  | 12142               | 82                     | 139                    |
| Sheep                                 | 46490               | 316                    | 497                    |
| Crops and forage                      | 985                 | 7                      | 6                      |
| Single Payment Scheme                 | 37017               | 251                    | 333                    |
| Tir Mynydd                            | 5689                | 39                     | 43                     |
| Indirect subsidies                    | 8238                | 56                     | 72                     |
| Miscellaneous income                  | 3767                | 26                     | 41                     |
| <b>TOTAL OUTPUTS</b>                  | <b>114328</b>       | <b>777</b>             | <b>1131</b>            |
| <b>INPUTS</b>                         |                     |                        |                        |
| Feeds                                 | 11983               | 81                     | 110                    |
| Tack and grass keep                   | 4880                | 33                     | 40                     |
| Veterinary and medicines              | 3690                | 25                     | 38                     |
| Other livestock costs                 | 4458                | 30                     | 43                     |
| Fertilisers                           | 5312                | 36                     | 52                     |
| Other crop costs                      | 1099                | 7                      | 13                     |
| Allocatable contracting               | 2385                | 16                     | 22                     |
| <b>TOTAL VARIABLE COSTS</b>           | <b>33807</b>        | <b>228</b>             | <b>318</b>             |
| Paid labour                           | 2994                | 20                     | 19                     |
| Other contracting / machinery hire    | 479                 | 3                      | 5                      |
| Fuel and repairs                      | 8074                | 55                     | 72                     |
| Machinery depreciation                | 8701                | 59                     | 69                     |
| General farming costs                 | 7725                | 52                     | 65                     |
| Land expenses                         | 2624                | 18                     | 26                     |
| Buildings depreciation                | 2362                | 16                     | 17                     |
| <b>TOTAL OVERHEAD COSTS</b>           | <b>32959</b>        | <b>223</b>             | <b>273</b>             |
| <b>TOTAL INPUTS</b>                   | <b>66766</b>        | <b>451</b>             | <b>591</b>             |
| <b>PROFIT BEFORE RENT AND FINANCE</b> | <b>47562</b>        | <b>326</b>             | <b>540</b>             |
| Rent                                  | 3071                | 21                     | 23                     |
| Finance                               | 2834                | 19                     | 16                     |
| <b>PROFIT AFTER RENT AND FINANCE</b>  | <b>41657</b>        | <b>286</b>             | <b>501</b>             |
| Unpaid labour                         | 4707                | 32                     | 45                     |



|                                | Owned<br>£/farm | Tenant<br>£/farm | Mixed<br>£/farm |
|--------------------------------|-----------------|------------------|-----------------|
| <b>BALANCE SHEET</b>           |                 |                  |                 |
| Number of farms by tenure type | 58              | 11               | 51              |
| TOTAL ASSETS                   | 914073          | 200377           | 660496          |
| TOTAL EXTERNAL LIABILITIES     | 63804           | 32463            | 64244           |
| <b>NET WORTH</b>               | <b>850269</b>   | <b>167914</b>    | <b>596252</b>   |
| Owner equity (%)               | 93              | 84               | 90              |

|                                   | All farms<br>Hectares | Top third<br>Hectares |
|-----------------------------------|-----------------------|-----------------------|
| <b>PHYSICAL DATA</b>              |                       |                       |
| <b>LAND AREA</b>                  |                       |                       |
| Grassland and forage crops        | 122.08                | 98.35                 |
| Cereals and other crops           | 0.35                  | 0.32                  |
| Rough grazing, fallow, woods etc. | 87.42                 | 31.09                 |
| <b>TOTAL AREA (actual)</b>        | <b>209.85</b>         | <b>129.76</b>         |
| <b>TOTAL AREA (effective)</b>     | <b>147.35</b>         | <b>107.49</b>         |

|                  | All farms<br>Numbers | Top third<br>Numbers |
|------------------|----------------------|----------------------|
| <b>LIVESTOCK</b> |                      |                      |
| Suckler cows     | 16                   | 19                   |
| Other cattle     | 31                   | 35                   |
| Breeding sheep   | 982                  | 896                  |
| Other sheep      | 618                  | 555                  |

|                                       | All farms | Top third |
|---------------------------------------|-----------|-----------|
| <b>PERFORMANCE INDICATORS</b>         |           |           |
| Lambs reared (numbers per ewe)        | 1.06      | 1.19      |
| Finished lamb sales (numbers per ewe) | 0.82      | 0.90      |
| Finished lamb sales (£ per lamb)      | 53.03     | 56.60     |
| Calves reared (numbers per cow)       | 0.88      | 0.92      |
| Finished cattle sales (£ per head)    | 924       | 873       |
| Store cattle sales (£ per head)       | 662       | 672       |
| Stocking rate (glu/adj. forage ha.)   | 0.77      | 0.96      |

## WHOLE FARM DATA

Number of farms : 95

|                                       | All farms<br>£/farm | All farms<br>£/eff.ha. | Top third<br>£/eff.ha. |
|---------------------------------------|---------------------|------------------------|------------------------|
| <b>OUTPUTS</b>                        |                     |                        |                        |
| Beef                                  | 35790               | 319                    | 443                    |
| Sheep                                 | 37311               | 333                    | 435                    |
| Crops and forage                      | 4159                | 37                     | 46                     |
| Single Payment Scheme                 | 32128               | 287                    | 363                    |
| Tir Mynydd                            | 2591                | 23                     | 23                     |
| Indirect subsidies                    | 4224                | 38                     | 39                     |
| Miscellaneous income                  | 6232                | 56                     | 115                    |
| <b>TOTAL OUTPUTS</b>                  | <b>122435</b>       | <b>1093</b>            | <b>1464</b>            |
| <b>INPUTS</b>                         |                     |                        |                        |
| Feeds                                 | 13126               | 117                    | 169                    |
| Tack and grass keep                   | 3116                | 28                     | 41                     |
| Veterinary and medicines              | 4106                | 37                     | 38                     |
| Other livestock costs                 | 5592                | 50                     | 59                     |
| Fertilisers                           | 7688                | 69                     | 82                     |
| Other crop costs                      | 2045                | 18                     | 22                     |
| Allocatable contracting               | 4619                | 41                     | 47                     |
| <b>TOTAL VARIABLE COSTS</b>           | <b>40292</b>        | <b>360</b>             | <b>458</b>             |
| Paid labour                           | 3637                | 32                     | 37                     |
| Other contracting / machinery hire    | 1038                | 9                      | 7                      |
| Fuel and repairs                      | 9768                | 87                     | 111                    |
| Machinery depreciation                | 9614                | 86                     | 89                     |
| General farming costs                 | 8621                | 77                     | 86                     |
| Land expenses                         | 3879                | 35                     | 41                     |
| Buildings depreciation                | 2780                | 25                     | 29                     |
| <b>TOTAL OVERHEAD COSTS</b>           | <b>39337</b>        | <b>351</b>             | <b>400</b>             |
| <b>TOTAL INPUTS</b>                   | <b>79629</b>        | <b>711</b>             | <b>858</b>             |
| <b>PROFIT BEFORE RENT AND FINANCE</b> | <b>42806</b>        | <b>382</b>             | <b>606</b>             |
| Rent                                  | 3762                | 34                     | 32                     |
| Finance                               | 2323                | 21                     | 15                     |
| <b>PROFIT AFTER RENT AND FINANCE</b>  | <b>36721</b>        | <b>327</b>             | <b>559</b>             |
| Unpaid labour                         | 4872                | 43                     | 59                     |

|                                | <b>Owned</b>  | <b>Tenant</b> | <b>Mixed</b>  |
|--------------------------------|---------------|---------------|---------------|
| <b>BALANCE SHEET</b>           | <b>£/farm</b> | <b>£/farm</b> | <b>£/farm</b> |
| Number of farms by tenure type | 46            | 8             | 41            |
| TOTAL ASSETS                   | 850976        | 173728        | 845442        |
| TOTAL EXTERNAL LIABILITIES     | 44287         | 14259         | 65651         |
| <b>NET WORTH</b>               | <b>806689</b> | <b>159469</b> | <b>779791</b> |
| Owner equity (%)               | 95            | 92            | 92            |

| <b>PHYSICAL DATA</b>              | <b>All farms</b> | <b>Top third</b> |
|-----------------------------------|------------------|------------------|
| <b>LAND AREA</b>                  | <b>Hectares</b>  | <b>Hectares</b>  |
| Grassland and forage crops        | 106.33           | 108.94           |
| Cereals and other crops           | 2.77             | 3.97             |
| Rough grazing, fallow, woods etc. | 9.49             | 11.83            |
| <b>TOTAL AREA (actual)</b>        | <b>118.59</b>    | <b>124.74</b>    |
| <b>TOTAL AREA (effective)</b>     | <b>112.11</b>    | <b>116.76</b>    |

| <b>LIVESTOCK</b> | <b>All farms</b> | <b>Top third</b> |
|------------------|------------------|------------------|
|                  | <b>Numbers</b>   | <b>Numbers</b>   |
| Suckler cows     | 35               | 35               |
| Other cattle     | 91               | 127              |
| Breeding sheep   | 511              | 568              |
| Other sheep      | 371              | 419              |

| <b>PERFORMANCE INDICATORS</b>         | <b>All farms</b> | <b>Top third</b> |
|---------------------------------------|------------------|------------------|
| Lambs reared (numbers per ewe)        | 1.32             | 1.45             |
| Finished lamb sales (numbers per ewe) | 1.23             | 1.36             |
| Finished lamb sales (£ per lamb)      | 64.88            | 71.49            |
| Calves reared (numbers per cow)       | 0.89             | 0.94             |
| Finished cattle sales (£ per head)    | 923              | 940              |
| Store cattle sales (£ per head)       | 674              | 718              |
| Stocking rate (glu/adj. forage ha.)   | 1.13             | 1.26             |

## WHOLE FARM DATA

Number of farms : 52

|                                       | All farms<br>£/farm | All farms<br>£/eff.ha. | Top third<br>£/eff.ha. |
|---------------------------------------|---------------------|------------------------|------------------------|
| <b>OUTPUTS</b>                        |                     |                        |                        |
| Beef                                  | 37739               | 411                    | 629                    |
| Sheep                                 | 26688               | 291                    | 378                    |
| Crops and forage                      | 8801                | 96                     | 61                     |
| Single Payment Scheme                 | 27204               | 296                    | 324                    |
| Indirect subsidies                    | 2990                | 33                     | 47                     |
| Miscellaneous income                  | 6497                | 71                     | 149                    |
| <b>TOTAL OUTPUTS</b>                  | <b>109919</b>       | <b>1198</b>            | <b>1588</b>            |
| <b>INPUTS</b>                         |                     |                        |                        |
| Feeds                                 | 10899               | 119                    | 160                    |
| Tack and grass keep                   | 1697                | 18                     | 31                     |
| Veterinary and medicines              | 2442                | 27                     | 35                     |
| Other livestock costs                 | 5162                | 56                     | 82                     |
| Fertilisers                           | 6837                | 74                     | 67                     |
| Other crop costs                      | 3067                | 33                     | 36                     |
| Allocatable contracting               | 3842                | 42                     | 46                     |
| <b>TOTAL VARIABLE COSTS</b>           | <b>33946</b>        | <b>369</b>             | <b>457</b>             |
| Paid labour                           | 1821                | 20                     | 17                     |
| Other contracting / machinery hire    | 954                 | 10                     | 7                      |
| Fuel and repairs                      | 7950                | 87                     | 89                     |
| Machinery depreciation                | 9395                | 102                    | 109                    |
| General farming costs                 | 8597                | 94                     | 98                     |
| Land expenses                         | 2842                | 31                     | 24                     |
| Buildings depreciation                | 2225                | 24                     | 30                     |
| <b>TOTAL OVERHEAD COSTS</b>           | <b>33784</b>        | <b>368</b>             | <b>374</b>             |
| <b>TOTAL INPUTS</b>                   | <b>67730</b>        | <b>737</b>             | <b>831</b>             |
| <b>PROFIT BEFORE RENT AND FINANCE</b> | <b>42189</b>        | <b>461</b>             | <b>757</b>             |
| Rent                                  | 4483                | 49                     | 39                     |
| Finance                               | 1746                | 19                     | 15                     |
| <b>PROFIT AFTER RENT AND FINANCE</b>  | <b>35960</b>        | <b>393</b>             | <b>703</b>             |
| Unpaid labour                         | 4001                | 44                     | 57                     |

|                                | Owned  | Tenant | Mixed  |
|--------------------------------|--------|--------|--------|
|                                | £/farm | £/farm | £/farm |
| <b>BALANCE SHEET</b>           |        |        |        |
| Number of farms by tenure type | 23     | 8      | 21     |
| TOTAL ASSETS                   | 706118 | 239709 | 860865 |
| TOTAL EXTERNAL LIABILITIES     | 24814  | 29563  | 42610  |

|                  |               |               |               |
|------------------|---------------|---------------|---------------|
| <b>NET WORTH</b> | <b>681304</b> | <b>210146</b> | <b>818255</b> |
| Owner equity (%) | 96            | 88            | 95            |

|                                   | All farms    | Top third    |
|-----------------------------------|--------------|--------------|
|                                   | Hectares     | Hectares     |
| <b>PHYSICAL DATA</b>              |              |              |
| <b>LAND AREA</b>                  |              |              |
| Grassland and forage crops        | 83.23        | 74.82        |
| Cereals and other crops           | 6.31         | 5.72         |
| Rough grazing, fallow, woods etc. | 6.33         | 3.98         |
| <b>TOTAL AREA (actual)</b>        | <b>95.87</b> | <b>84.52</b> |
| <b>TOTAL AREA (effective)</b>     | <b>91.85</b> | <b>81.90</b> |

|                  | All farms | Top third |
|------------------|-----------|-----------|
|                  | Numbers   | Numbers   |
| <b>LIVESTOCK</b> |           |           |
| Suckler cows     | 23        | 23        |
| Other cattle     | 110       | 126       |
| Breeding sheep   | 330       | 283       |
| Other sheep      | 271       | 282       |

|                                       | All farms | Top third |
|---------------------------------------|-----------|-----------|
| <b>PERFORMANCE INDICATORS</b>         |           |           |
| Lambs reared (numbers per ewe)        | 1.41      | 1.45      |
| Finished lamb sales (numbers per ewe) | 1.45      | 1.42      |
| Finished lamb sales (£ per lamb)      | 69.59     | 71.33     |
| Calves reared (numbers per cow)       | 0.88      | 0.89      |
| Finished cattle sales (£ per head)    | 930       | 980       |
| Store cattle sales (£ per head)       | 676       | 722       |
| Stocking rate (glu/adj. forage ha.)   | 1.32      | 1.45      |

## WHOLE FARM DATA

Number of farms : 66

|                                       | All farms<br>£/farm | All farms<br>£/eff. ha. | Top third<br>£/eff. ha. |
|---------------------------------------|---------------------|-------------------------|-------------------------|
| <b>OUTPUTS</b>                        |                     |                         |                         |
| Dairy - milk                          | 156172              | 1650                    | 2187                    |
| - other output                        | 1149                | 12                      | 69                      |
| Other cattle                          | 34519               | 365                     | 552                     |
| Sheep                                 | 10595               | 112                     | 81                      |
| Crops and forage                      | 3021                | 32                      | 26                      |
| Single Payment Scheme                 | 30286               | 320                     | 397                     |
| Indirect subsidies                    | 2778                | 29                      | 21                      |
| Miscellaneous income                  | 5059                | 53                      | 129                     |
| <b>TOTAL OUTPUTS</b>                  | <b>243579</b>       | <b>2573</b>             | <b>3462</b>             |
| <b>INPUTS</b>                         |                     |                         |                         |
| Feeds                                 | 59436               | 628                     | 798                     |
| Tack and grass keep                   | 7495                | 79                      | 113                     |
| Veterinary and medicines              | 7661                | 81                      | 93                      |
| Other livestock costs                 | 17440               | 184                     | 233                     |
| Fertilisers                           | 14420               | 152                     | 185                     |
| Other crop costs                      | 4005                | 42                      | 38                      |
| Allocatable contracting               | 10787               | 114                     | 98                      |
| <b>TOTAL VARIABLE COSTS</b>           | <b>121244</b>       | <b>1280</b>             | <b>1558</b>             |
| Paid labour                           | 9261                | 98                      | 74                      |
| Other contracting / machinery hire    | 997                 | 11                      | 12                      |
| Fuel and repairs                      | 13499               | 143                     | 145                     |
| Machinery depreciation                | 14443               | 153                     | 196                     |
| General farming costs                 | 14451               | 153                     | 171                     |
| Land expenses                         | 5631                | 60                      | 77                      |
| Buildings depreciation                | 7218                | 76                      | 88                      |
| <b>TOTAL OVERHEAD COSTS</b>           | <b>65500</b>        | <b>694</b>              | <b>763</b>              |
| <b>TOTAL INPUTS</b>                   | <b>186744</b>       | <b>1974</b>             | <b>2321</b>             |
| <b>PROFIT BEFORE RENT AND FINANCE</b> | <b>56835</b>        | <b>599</b>              | <b>1141</b>             |
| Rent                                  | 3681                | 39                      | 23                      |
| Finance                               | 6416                | 68                      | 31                      |
| <b>PROFIT AFTER RENT AND FINANCE</b>  | <b>46738</b>        | <b>492</b>              | <b>1087</b>             |
| Unpaid labour                         | 7541                | 80                      | 121                     |

|                                | Owned         | Tenant        | Mixed         |
|--------------------------------|---------------|---------------|---------------|
| <b>BALANCE SHEET</b>           | <b>£/farm</b> | <b>£/farm</b> | <b>£/farm</b> |
| Number of farms by tenure type | 37            | 2             | 27            |
| TOTAL ASSETS                   | 913009        | -             | 766333        |
| TOTAL EXTERNAL LIABILITIES     | 134045        | -             | 176880        |
| <b>NET WORTH</b>               | <b>778964</b> | <b>-</b>      | <b>589453</b> |
| Owner equity (%)               | 85            | -             | 77            |

| <b>PHYSICAL DATA</b>              | <b>All farms</b> | <b>Top third</b> |
|-----------------------------------|------------------|------------------|
| <b>LAND AREA</b>                  | <b>Hectares</b>  | <b>Hectares</b>  |
| Grassland and forage crops        | 89.55            | 75.92            |
| Cereals and other crops           | 2.16             | 0.92             |
| Rough grazing, fallow, woods etc. | 11.17            | 5.14             |
| <b>TOTAL AREA (actual)</b>        | <b>102.88</b>    | <b>81.98</b>     |
| <b>TOTAL AREA (effective)</b>     | <b>94.63</b>     | <b>77.93</b>     |

| <b>LIVESTOCK</b> | <b>All farms</b> | <b>Top third</b> |
|------------------|------------------|------------------|
|                  | <b>Numbers</b>   | <b>Numbers</b>   |
| Dairy cattle     | 108              | 112              |
| Suckler cows     | 2                | 4                |
| Other cattle     | 114              | 127              |
| Breeding sheep   | 189              | 112              |
| Other sheep      | 123              | 83               |

| <b>PERFORMANCE INDICATORS</b>        | <b>All farms</b> | <b>Top third</b> |
|--------------------------------------|------------------|------------------|
| Milk yield (litres per cow)          | 6588             | 6992             |
| Margin over concentrates (£ per cow) | 1001             | 1086             |
| Milk disposal (£ per cow)            | 1420             | 1492             |
| Milk price (pence per litre)         | 21.99            | 21.79            |
| Stocking rate (glu/adj. forage ha.)  | 1.82             | 2.05             |

## WHOLE FARM DATA

Number of farms : 55

|                                       | <b>All farms<br/>£/farm</b> | <b>All farms<br/>£/eff.ha.</b> | <b>Top third<br/>£/eff.ha.</b> |
|---------------------------------------|-----------------------------|--------------------------------|--------------------------------|
| <b>OUTPUTS</b>                        |                             |                                |                                |
| Dairy - milk                          | 224352                      | 2112                           | 2803                           |
| - other output                        | 4118                        | 39                             | 96                             |
| Other cattle                          | 36007                       | 339                            | 418                            |
| Sheep                                 | 2387                        | 22                             | 7                              |
| Crops and forage                      | 5859                        | 55                             | 43                             |
| Single Payment Scheme                 | 35162                       | 331                            | 396                            |
| Indirect subsidies                    | 2616                        | 25                             | 33                             |
| Miscellaneous income                  | 4447                        | 42                             | 35                             |
| <b>TOTAL OUTPUTS</b>                  | <b>314948</b>               | <b>2965</b>                    | <b>3831</b>                    |
| <b>INPUTS</b>                         |                             |                                |                                |
| Feeds                                 | 76154                       | 717                            | 846                            |
| Tack and grass keep                   | 6225                        | 59                             | 67                             |
| Veterinary and medicines              | 9702                        | 91                             | 95                             |
| Other livestock costs                 | 20928                       | 197                            | 199                            |
| Fertilisers                           | 14843                       | 140                            | 140                            |
| Other crop costs                      | 7492                        | 71                             | 73                             |
| Allocatable contracting               | 16443                       | 155                            | 189                            |
| <b>TOTAL VARIABLE COSTS</b>           | <b>151787</b>               | <b>1430</b>                    | <b>1609</b>                    |
| Paid labour                           | 18810                       | 177                            | 162                            |
| Other contracting / machinery hire    | 1757                        | 17                             | 16                             |
| Fuel and repairs                      | 17985                       | 169                            | 157                            |
| Machinery depreciation                | 15898                       | 150                            | 151                            |
| General farming costs                 | 18807                       | 177                            | 189                            |
| Land expenses                         | 5852                        | 55                             | 82                             |
| Buildings depreciation                | 7938                        | 75                             | 110                            |
| <b>TOTAL OVERHEAD COSTS</b>           | <b>87047</b>                | <b>820</b>                     | <b>867</b>                     |
| <b>TOTAL INPUTS</b>                   | <b>238834</b>               | <b>2250</b>                    | <b>2476</b>                    |
| <b>PROFIT BEFORE RENT AND FINANCE</b> | <b>76114</b>                | <b>715</b>                     | <b>1355</b>                    |
| Rent                                  | 6024                        | 57                             | 49                             |
| Finance                               | 10159                       | 96                             | 113                            |
| <b>PROFIT AFTER RENT AND FINANCE</b>  | <b>59931</b>                | <b>562</b>                     | <b>1193</b>                    |
| Unpaid labour                         | 10324                       | 97                             | 161                            |



|                                | Owned<br>£/farm | Tenant<br>£/farm | Mixed<br>£/farm |
|--------------------------------|-----------------|------------------|-----------------|
| <b>BALANCE SHEET</b>           |                 |                  |                 |
| Number of farms by tenure type | 21              | 7                | 27              |
| TOTAL ASSETS                   | 1283523         | 257579           | 1163741         |
| TOTAL EXTERNAL LIABILITIES     | 246891          | 33281            | 308034          |
| <b>NET WORTH</b>               | <b>1036632</b>  | <b>224298</b>    | <b>855707</b>   |
| Owner equity (%)               | 81              | 87               | 74              |

|                                   | All farms<br>Hectares | Top third<br>Hectares |
|-----------------------------------|-----------------------|-----------------------|
| <b>PHYSICAL DATA</b>              |                       |                       |
| <b>LAND AREA</b>                  |                       |                       |
| Grassland and forage crops        | 99.63                 | 98.66                 |
| Cereals and other crops           | 5.94                  | 2.59                  |
| Rough grazing, fallow, woods etc. | 5.72                  | 7.91                  |
| <b>TOTAL AREA (actual)</b>        | <b>111.29</b>         | <b>109.16</b>         |
| <b>TOTAL AREA (effective)</b>     | <b>106.24</b>         | <b>101.77</b>         |

|                  | All farms<br>Numbers | Top third<br>Numbers |
|------------------|----------------------|----------------------|
| <b>LIVESTOCK</b> |                      |                      |
| Dairy cattle     | 144                  | 164                  |
| Suckler cows     | 0                    | 0                    |
| Other cattle     | 130                  | 141                  |
| Breeding sheep   | 58                   | 46                   |
| Other sheep      | 26                   | 7                    |

|                                      | All farms | Top third |
|--------------------------------------|-----------|-----------|
| <b>PERFORMANCE INDICATORS</b>        |           |           |
| Milk yield (litres per cow)          | 6773      | 7146      |
| Margin over concentrates (£ per cow) | 1083      | 1266      |
| Milk disposal (£ per cow)            | 1530      | 1709      |
| Milk price (pence per litre)         | 23.00     | 24.37     |
| Stocking rate (glu/adj. forage ha.)  | 1.96      | 2.21      |

**GROSS MARGINS : HILL SHEEP**

|  | <b>All flocks</b> | <b>Top third</b> |
|--|-------------------|------------------|
| Number of flocks in sample                 | 223               | 74               |
| Flock size (ewes and ewe lambs put to ram) | 753               | 591              |
| Lambs reared (numbers per ewe)             | 1.14              | 1.35             |
| <b>ENTERPRISE OUTPUT</b>                   |                   |                  |
|  | <b>£ per ewe</b>  | <b>£ per ewe</b> |
| Lamb sales - store                         | 2.70              | 1.25             |
| - finished                                 | 46.22             | 66.52            |
| Other sheep sales                          | 11.78             | 17.90            |
| Wool sales                                 | 0.67              | 0.80             |
| Miscellaneous                              | 0.16              | 0.16             |
| Valuation change                           | 3.57              | 5.48             |
| Sheep purchases                            | -5.62             | -8.33            |
| <b>TOTAL ENTERPRISE OUTPUT</b>             | <b>59.48</b>      | <b>83.78</b>     |
| <b>VARIABLE COSTS</b>                      |                   |                  |
| Concentrates and bulk feed                 | 11.36             | 13.00            |
| Stock keep                                 | 3.04              | 2.49             |
| Veterinary and medicines                   | 3.82              | 4.53             |
| Other livestock costs                      | 3.87              | 4.88             |
| Allocatable contracting                    | 0.79              | 0.77             |
| Forage variable costs                      | 9.63              | 9.73             |
| <b>TOTAL VARIABLE COSTS</b>                | <b>32.51</b>      | <b>35.40</b>     |
| <b>GROSS MARGIN</b>                        | <b>26.97</b>      | <b>48.38</b>     |

**GROSS MARGINS : UPLAND SHEEP**

|  | <b>All flocks</b> | <b>Top third</b> |
|--|-------------------|------------------|
| Number of flocks in sample                 | 81                | 27               |
| Flock size (ewes and ewe lambs put to ram) | 512               | 552              |
| Lambs reared (numbers per ewe)             | 1.34              | 1.58             |
| <b>ENTERPRISE OUTPUT</b>                   |                   |                  |
|  | <b>£ per ewe</b>  | <b>£ per ewe</b> |
| Lamb sales - store                         | 1.62              | 0.95             |
| - finished                                 | 79.92             | 107.33           |
| Other sheep sales                          | 11.48             | 15.71            |
| Wool sales                                 | 0.81              | 0.85             |
| Miscellaneous                              | 0.01              | 0.03             |
| Valuation change                           | 6.02              | 14.69            |
| Sheep purchases                            | -15.47            | -25.15           |
| <b>TOTAL ENTERPRISE OUTPUT</b>             | <b>84.39</b>      | <b>114.41</b>    |
| <b>VARIABLE COSTS</b>                      |                   |                  |
| Concentrates and bulk feed                 | 13.67             | 15.23            |
| Stock keep                                 | 1.38              | 1.42             |
| Veterinary and medicines                   | 4.49              | 5.27             |
| Other livestock costs                      | 5.29              | 6.14             |
| Allocatable contracting                    | 0.96              | 0.98             |
| Forage variable costs                      | 13.96             | 16.00            |
| <b>TOTAL VARIABLE COSTS</b>                | <b>39.75</b>      | <b>45.04</b>     |
| <b>GROSS MARGIN</b>                        | <b>44.64</b>      | <b>69.37</b>     |

**GROSS MARGINS : LOWLAND SHEEP**

|  | <b>All flocks</b> | <b>Top third</b> |
|--|-------------------|------------------|
| Number of flocks in sample                 | 43                | 14               |
| Flock size (ewes and ewe lambs put to ram) | 354               | 463              |
| Lambs reared (numbers per ewe)             | 1.42              | 1.56             |
| <b>ENTERPRISE OUTPUT</b>                   | <b>£ per ewe</b>  | <b>£ per ewe</b> |
| Lamb sales - store                         | 0.27              | 0.40             |
| - finished                                 | 86.93             | 103.04           |
| Other sheep sales                          | 11.15             | 13.36            |
| Wool sales                                 | 0.85              | 0.82             |
| Miscellaneous                              | 0.00              | 0.00             |
| Valuation change                           | 5.53              | 10.21            |
| Sheep purchases                            | -15.35            | -20.66           |
| <b>TOTAL ENTERPRISE OUTPUT</b>             | <b>89.38</b>      | <b>107.17</b>    |
| <b>VARIABLE COSTS</b>                      |                   |                  |
| Concentrates and bulk feed                 | 12.33             | 13.41            |
| Stock keep                                 | 1.18              | 0.74             |
| Veterinary and medicines                   | 4.72              | 5.06             |
| Other livestock costs                      | 6.07              | 6.50             |
| Allocatable contracting                    | 1.23              | 0.81             |
| Forage variable costs                      | 12.82             | 10.33            |
| <b>TOTAL VARIABLE COSTS</b>                | <b>38.35</b>      | <b>36.85</b>     |
| <b>GROSS MARGIN</b>                        | <b>51.03</b>      | <b>70.32</b>     |

**GROSS MARGINS : LOWLAND SUCKLER COWS**

|                                    | <b>All herds</b> | <b>Top third</b> |
|------------------------------------|------------------|------------------|
| Number of herds in sample          | 20               | 7                |
| Herd size (breeding cows)          | 50               | 36               |
| Calves reared (numbers per cow)    | 0.91             | 0.98             |
| Finished cattle sales (£ per head) | 862              | 925              |
| Store cattle sales (£ per head)    | 735              | 699              |
| <b>ENTERPRISE OUTPUT</b>           | <b>£ per cow</b> | <b>£ per cow</b> |
| Calf and store cattle sales        | 374.25           | 593.32           |
| Bull and cow sales                 | 82.63            | 73.07            |
| Finished cattle sales              | 256.24           | 274.36           |
| Valuation change                   | 154.08           | 127.19           |
| Cattle purchases                   | -132.10          | -162.53          |
| <b>TOTAL ENTERPRISE OUTPUT</b>     | <b>735.10</b>    | <b>905.41</b>    |
| <b>VARIABLE COSTS</b>              |                  |                  |
| Concentrates and bulk feed         | 107.88           | 66.71            |
| Veterinary and medicines           | 26.55            | 27.09            |
| Other livestock costs              | 77.86            | 95.02            |
| Allocatable contracting            | 3.56             | 2.29             |
| Forage variable costs              | 168.63           | 151.77           |
| <b>TOTAL VARIABLE COSTS</b>        | <b>384.48</b>    | <b>342.88</b>    |
| <b>GROSS MARGIN</b>                | <b>350.62</b>    | <b>562.53</b>    |

**GROSS MARGINS : UPLAND SUCKLER COWS**

|                                    | <b>All herds</b> | <b>Top third</b> |
|------------------------------------|------------------|------------------|
| Number of herds in sample          | 47               | 16               |
| Herd size (breeding cows)          | 51               | 51               |
| Calves reared (numbers per cow)    | 0.86             | 0.89             |
| Finished cattle sales (£ per head) | 944              | 859              |
| Store cattle sales (£ per head)    | 692              | 719              |

|                                | <b>£ per cow</b> | <b>£ per cow</b> |
|--------------------------------|------------------|------------------|
| <b>ENTERPRISE OUTPUT</b>       |                  |                  |
| Calf and store cattle sales    | 452.88           | 490.32           |
| Bull and cow sales             | 73.42            | 81.32            |
| Finished cattle sales          | 327.15           | 263.32           |
| Valuation change               | 84.11            | 139.29           |
| Cattle purchases               | -196.93          | -187.03          |
| <b>TOTAL ENTERPRISE OUTPUT</b> | <b>740.63</b>    | <b>787.22</b>    |

|                             |               |               |
|-----------------------------|---------------|---------------|
| <b>VARIABLE COSTS</b>       |               |               |
| Concentrates and bulk feed  | 133.56        | 89.43         |
| Veterinary and medicines    | 43.36         | 29.94         |
| Other livestock costs       | 70.37         | 57.76         |
| Allocatable contracting     | 8.29          | 3.99          |
| Forage variable costs       | 184.25        | 139.61        |
| <b>TOTAL VARIABLE COSTS</b> | <b>439.83</b> | <b>320.73</b> |

|                     |               |               |
|---------------------|---------------|---------------|
| <b>GROSS MARGIN</b> | <b>300.80</b> | <b>466.49</b> |
|---------------------|---------------|---------------|

**GROSS MARGINS : HILL SUCKLER COWS**

|                                    | <b>All herds</b> | <b>Top third</b> |
|------------------------------------|------------------|------------------|
| Number of herds in sample          | 154              | 51               |
| Herd size (breeding cows)          | 42               | 38               |
| Calves reared (numbers per cow)    | 0.88             | 0.89             |
| Finished cattle sales (£ per head) | 844              | 914              |
| Store cattle sales (£ per head)    | 694              | 709              |

|                                | <b>£ per cow</b> | <b>£ per cow</b> |
|--------------------------------|------------------|------------------|
| <b>ENTERPRISE OUTPUT</b>       |                  |                  |
| Calf and store cattle sales    | 553.87           | 557.20           |
| Bull and cow sales             | 85.09            | 101.91           |
| Finished cattle sales          | 122.76           | 185.95           |
| Valuation change               | 98.33            | 141.92           |
| Cattle purchases               | -182.39          | -170.83          |
| <b>TOTAL ENTERPRISE OUTPUT</b> | <b>677.66</b>    | <b>816.15</b>    |

|                             |               |               |
|-----------------------------|---------------|---------------|
| <b>VARIABLE COSTS</b>       |               |               |
| Concentrates and bulk feed  | 157.36        | 130.89        |
| Veterinary and medicines    | 38.45         | 31.55         |
| Other livestock costs       | 69.29         | 73.95         |
| Allocatable contracting     | 4.28          | 3.64          |
| Forage variable costs       | 153.80        | 130.34        |
| <b>TOTAL VARIABLE COSTS</b> | <b>423.18</b> | <b>370.37</b> |

|                     |               |               |
|---------------------|---------------|---------------|
| <b>GROSS MARGIN</b> | <b>254.48</b> | <b>445.78</b> |
|---------------------|---------------|---------------|

**GROSS MARGINS : HILL AND UPLAND DAIRY**

|                                | <b>All herds</b> | <b>Top third</b> |
|--------------------------------|------------------|------------------|
| Number of herds in sample      | 62               | 21               |
| Herd size (dairy cows)         | 105              | 121              |
| Milk yield (litres per cow)    | 6660             | 7423             |
| Milk price (pence per litre)   | 22.10            | 22.65            |
| <b>ENTERPRISE OUTPUT</b>       | <b>£ per cow</b> | <b>£ per cow</b> |
| Milk                           | 1472.00          | 1681.48          |
| Calves                         | 93.25            | 106.20           |
| Bull and cow sales             | 120.94           | 137.17           |
| Valuation change               | 15.84            | 16.76            |
| Cattle purchases               | -229.09          | -253.57          |
| <b>TOTAL ENTERPRISE OUTPUT</b> | <b>1472.94</b>   | <b>1688.04</b>   |
| <b>VARIABLE COSTS</b>          |                  |                  |
| Concentrates and bulk feed     | 430.04           | 418.26           |
| Veterinary and medicines       | 53.06            | 56.64            |
| Other livestock costs          | 125.44           | 126.95           |
| Allocatable contracting        | 18.64            | 14.25            |
| Forage variable costs          | 162.66           | 187.18           |
| <b>TOTAL VARIABLE COSTS</b>    | <b>789.84</b>    | <b>803.28</b>    |
| <b>GROSS MARGIN</b>            | <b>683.10</b>    | <b>884.76</b>    |

**GROSS MARGINS : LOWLAND DAIRY**

|                                | <b>All herds</b> | <b>Top third</b> |
|--------------------------------|------------------|------------------|
| Number of herds in sample      | 51               | 17               |
| Herd size (dairy cows)         | 142              | 152              |
| Milk yield (litres per cow)    | 6667             | 7303             |
| Milk price (pence per litre)   | 23.22            | 24.55            |
| <b>ENTERPRISE OUTPUT</b>       | <b>£ per cow</b> | <b>£ per cow</b> |
| Milk                           | 1549.14          | 1792.65          |
| Calves                         | 85.39            | 105.55           |
| Bull and cow sales             | 122.98           | 159.19           |
| Valuation change               | 31.82            | 11.00            |
| Cattle purchases               | -215.67          | -215.94          |
| <b>TOTAL ENTERPRISE OUTPUT</b> | <b>1573.66</b>   | <b>1852.45</b>   |
| <b>VARIABLE COSTS</b>          |                  |                  |
| Concentrates and bulk feed     | 448.70           | 450.59           |
| Veterinary and medicines       | 57.35            | 57.04            |
| Other livestock costs          | 123.50           | 113.05           |
| Allocatable contracting        | 32.54            | 27.77            |
| Forage variable costs          | 162.83           | 174.16           |
| <b>TOTAL VARIABLE COSTS</b>    | <b>824.92</b>    | <b>822.61</b>    |
| <b>GROSS MARGIN</b>            | <b>748.74</b>    | <b>1029.84</b>   |

**LAMB PRODUCTION COSTS**

| <b>Pence per kg liveweight</b> | <b>All farms</b> | <b>Top third</b> | <b>Bottom third</b> |
|--------------------------------|------------------|------------------|---------------------|
| Number of farms                | 106              | 35               | 35                  |
| Feed                           | 29.84            | 27.29            | 35.42               |
| Veterinary and medicines       | 8.89             | 8.15             | 9.65                |
| Other livestock costs          | 13.60            | 13.47            | 13.86               |
| Forage                         | 22.28            | 19.50            | 22.07               |
| <b>TOTAL VARIABLE COSTS</b>    | <b>74.61</b>     | <b>68.41</b>     | <b>81.00</b>        |
| <b>FLOCK REPLACEMENT</b>       | <b>12.48</b>     | <b>7.94</b>      | <b>16.60</b>        |
| Paid labour                    | 5.15             | 2.44             | 7.80                |
| Power and machinery            | 33.23            | 25.58            | 41.52               |
| Buildings                      | 10.19            | 6.87             | 13.46               |
| General farm costs             | 14.65            | 10.89            | 18.41               |
| Rent                           | 5.30             | 3.74             | 7.87                |
| Finance                        | 3.70             | 2.49             | 5.84                |
| <b>TOTAL OVERHEAD COSTS</b>    | <b>72.22</b>     | <b>52.01</b>     | <b>94.90</b>        |
| <b>TOTAL COSTS</b>             | <b>159.31</b>    | <b>128.36</b>    | <b>192.50</b>       |
| <b>NET MARGIN</b>              | <b>1.39</b>      | <b>38.88</b>     | <b>-40.70</b>       |
| Lambs reared (numbers per ewe) | 1.31             | 1.43             | 1.16                |
| Flock size                     | 724              | 610              | 869                 |
| Average lamb liveweight (kg)   | 38.45            | 39.95            | 35.70               |

**MILK PRODUCTION COSTS**

| <b>Pence per litre</b>      | <b>All farms</b> | <b>Top third</b> | <b>Bottom third</b> |
|-----------------------------|------------------|------------------|---------------------|
| Number of farms             | 113              | 38               | 38                  |
| Feed                        | 6.32             | 5.47             | 7.20                |
| Veterinary and medicines    | 0.81             | 0.80             | 0.84                |
| Other livestock costs       | 2.32             | 1.99             | 2.62                |
| Forage                      | 2.34             | 2.07             | 2.69                |
| <b>TOTAL VARIABLE COSTS</b> | <b>11.79</b>     | <b>10.33</b>     | <b>13.35</b>        |
| <b>HERD REPLACEMENT</b>     | <b>1.24</b>      | <b>0.71</b>      | <b>1.91</b>         |
| Paid labour                 | 0.77             | 0.38             | 1.31                |
| Power and machinery         | 2.55             | 2.23             | 3.07                |
| Buildings                   | 0.93             | 0.83             | 1.23                |
| General farm costs          | 1.35             | 1.15             | 1.60                |
| Rent                        | 0.36             | 0.20             | 0.37                |
| Finance                     | 0.58             | 0.20             | 0.99                |
| <b>TOTAL OVERHEAD COSTS</b> | <b>6.54</b>      | <b>4.99</b>      | <b>8.57</b>         |
| <b>TOTAL COSTS</b>          | <b>19.57</b>     | <b>16.03</b>     | <b>23.83</b>        |
| <b>NET MARGIN</b>           | <b>4.16</b>      | <b>8.31</b>      | <b>-0.65</b>        |
| Margin over concentrates    | 16.29            | 17.59            | 15.09               |
| Milk price                  | 22.23            | 22.90            | 21.77               |

**BEEF PRODUCTION COSTS : SUCKLED CALF**

| pence per kg liveweight     | All farms     | Top third     | Bottom third   |
|-----------------------------|---------------|---------------|----------------|
| Number of farms             | 52            | 17            | 17             |
| Feed                        | 18.95         | 12.16         | 24.48          |
| Veterinary and medicines    | 10.96         | 8.20          | 12.64          |
| Other livestock costs       | 14.58         | 12.11         | 18.07          |
| Forage                      | 39.97         | 28.84         | 52.34          |
| <b>Total variable costs</b> | <b>84.46</b>  | <b>61.31</b>  | <b>107.53</b>  |
| <b>Herd replacement</b>     | <b>11.47</b>  | <b>0.67</b>   | <b>18.99</b>   |
| Paid labour                 | 8.22          | 2.55          | 11.83          |
| Power and machinery         | 54.74         | 40.49         | 76.71          |
| Buildings                   | 14.19         | 9.90          | 21.29          |
| General farm costs          | 23.26         | 19.93         | 29.51          |
| Rent                        | 6.79          | 7.08          | 8.21           |
| Finance                     | 4.67          | 2.57          | 7.37           |
| <b>Total overhead costs</b> | <b>111.87</b> | <b>82.52</b>  | <b>154.92</b>  |
| <b>Total costs</b>          | <b>207.80</b> | <b>144.50</b> | <b>281.44</b>  |
| <b>Margin</b>               | <b>-67.52</b> | <b>-1.91</b>  | <b>-139.85</b> |

Suckled calf production covers suckler cow and calf costs up to weaning.

**BEEF PRODUCTION COSTS : FINISHING**

| pence per kg liveweight     | All farms     | Top third     | Bottom third  |
|-----------------------------|---------------|---------------|---------------|
| Number of farms             | 23            | 8             | 8             |
| Feed                        | 37.26         | 35.16         | 39.43         |
| Veterinary and medicines    | 3.84          | 3.76          | 4.81          |
| Other livestock costs       | 18.24         | 17.20         | 17.94         |
| Forage                      | 34.10         | 25.29         | 45.98         |
| <b>Total variable costs</b> | <b>93.44</b>  | <b>81.41</b>  | <b>108.16</b> |
| Paid labour                 | 9.20          | 7.72          | 11.08         |
| Power and machinery         | 41.43         | 30.51         | 52.99         |
| Buildings                   | 10.44         | 8.55          | 11.26         |
| General farm costs          | 18.32         | 14.07         | 23.64         |
| Rent                        | 1.51          | 1.98          | 1.55          |
| Finance                     | 1.48          | 0.90          | 2.88          |
| <b>Total overhead costs</b> | <b>82.38</b>  | <b>63.73</b>  | <b>103.40</b> |
| <b>Total costs</b>          | <b>175.82</b> | <b>145.14</b> | <b>211.56</b> |
| <b>Margin</b>               | <b>-6.79</b>  | <b>43.77</b>  | <b>-40.45</b> |

Finishing enterprises include those purchasing young and forward store cattle, as well as those finishing weaned home-bred calves.

## **Farming Connect – supporting farming families**

Farming Connect is an integrated, high profile scheme which provides farm and forestry businesses in Wales with one-to-one support, guidance, advice and training. Many Farming Connect services such as our sector-specific Development Programmes are fully funded while others are subsidised by 80%, including the:

**Whole Farm Plan** – tailored to your needs, your plan can help you safeguard the future of your business, plan for the future and run your business more efficiently leading to higher returns. With the help of a Farming Connect regional co-ordinator, you can select the options you want to meet your specific requirements. These could include practical technical support, financial and business planning and advice on diversification. Farming Connect mentors can help you benchmark physical and financial performance against the average and top performing Welsh Farm Business Survey farms.

**Farm Advisory Service** – this confidential on-farm service looks at all aspects of Cross Compliance relating to your farm, including specialist advice on areas such as soils, manure storage, dirty water systems and animal welfare.

**Skills Development Programme** – your regional skills co-ordinator can arrange a skills assessment and provide access to courses throughout Wales on both practical and regulation-linked training.

Farming Connect regional teams are based at the Welsh Assembly Government's Divisional Offices in Caernarfon, Llandrindod Wells and Carmarthen. To register for services, farmers should call the Farming Connect Service Centre on 08456 000 813.

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