

Farm Business Survey
 PHYSICAL DATA
 Dairy - 2018 Crop Year

	Physical Farm Size			
	Under 100ha	100 - 150ha	Over 150ha	Upper 25%*
Number of farms	12	13	20	12
Crops:	Hectares per Farm			
Wheat		0.1	1.2	1.4
Barley	1.2	3.5	7.5	3.5
Oats & mixed cereals				
Potatoes				
Potato land let				
Oil seed rape				
Other cash crops				
Other cash crops land let				
Set-aside and fallow				
Roots and arable fodder	2.1	5.6	10.8	10.5
Grass principally for Hay		1.3	2.8	1.8
Silage	45.8	44.3	104.5	76.5
Grazing	24.8	62.9	111.6	85.4
Rough grazing	0.9	8.0	26.9	17.0
Total farm area	74.8	125.8	265.4	196.0
Total adjusted area	74.1	120.0	249.3	185.0
Total forage area	72.9	116.4	240.5	180.1

Proportion of rough grazing %	1	6	9	8
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Livestock:	Average numbers per farm			
Dairy cows	121	139	258	211
Rearing cows		9	10	11
Cattle over 2 years	17	22	41	23
Cattle 1 to 2 years	40	69	97	74
Cattle under 1 year	76	103	163	125
Ewes	5	92	45	83
Other sheep	6	106	52	90
	Units per farm			
Total grazing livestock units	187	256	422	339
GLU's per forage hectare	2.6	2.2	1.8	1.9
	%			
Dairy cows as % of GLU	65	54	61	62

* Upper 25% based on FBI as a % of Output

Farm Business Survey
Farm Business Income - £ per Farm
Dairy - 2018 Crop Year

	Physical Farm Size			
	Under 100ha	100 - 150ha	Over 150ha	Upper 25%*
Number of farms	12	13	20	12
Size in hectares (adjusted)	74.1	120	249.3	185
Number of dairy cows	121	139	258	211
Farm Output from:	£ per Farm			
Milk	281,464	273,753	560,994	482,742
Cattle	39,549	80,584	80,169	74,582
Sheep and wool	670	9,394	4,370	8,563
Other livestock	290	19	73	27
Cereals	1,223	4,414	9,797	6,809
Other crops	4,850	2,750	7,429	5,831
BPS & coupled payments~	16,879	28,427	49,492	38,532
LFASS	130	2,487	5,830	3,515
Sundry farm income	3,200	12,369	6,537	10,199
Diversification surplus	-1,172	4,032	3,524	3,740
Output	347,083	418,230	728,215	634,540
Variable Costs:				
Concentrates	131,430	117,662	198,239	145,933
Roughages	15,325	15,930	23,868	23,212
Keep taken	2,349	2,864	5,048	4,095
Vet and medicine	14,628	12,872	18,615	14,481
Sundry livestock expenses	23,972	21,420	42,957	36,021
Seeds	1,561	1,748	4,522	3,203
Fertiliser and lime	14,611	21,011	33,226	25,794
Crop sprays	832	1,242	2,648	2,278
Other crop expenses	2,636	1,915	4,244	2,891
Total Variable Costs	207,346	196,664	333,367	257,909
Farm Gross Margin	139,737	221,566	394,848	376,631
Fixed Costs:				
Paid labour	12,512	36,471	60,921	57,807
Power and machinery	50,587	52,394	93,947	72,144
Overheads	24,109	25,739	42,828	32,736
Depreciation	44,209	53,694	81,533	64,949
Rent and interest	13,072	7,822	33,012	19,688
Total Fixed Costs	144,490	176,120	312,241	247,324
Farm Business Income (FBI)	-4,753	45,446	82,607	129,307

* Upper 25% based on FBI as a % of Output

~ Includes payments from the Basic Payment Scheme, Scottish Suckler Beef Support Scheme and Scottish Upland Sheep

Farm Business Survey
Farm Business Income- £ per adjusted hectare
Dairy - 2018 Crop Year

	Physical Farm Size			
	Under 100ha	100 - 150ha	Over 150ha	Upper 25%*
Number of farms	12	13	20	12
Size in hectares (adjusted)	74.1	120	249.3	185
Number of dairy cows	121	139	258	211
Farm Output from:	£ per adjusted hectare			
Milk	3,798	2,281	2,251	2,610
Cattle	534	672	322	403
Sheep and wool	9	78	18	46
Other livestock	4			
Cereals	16	37	39	37
Other crops	65	23	30	32
BPS & coupled payments~	228	237	199	208
LFASS	2	21	23	19
Sundry farm income	43	103	26	55
Diversification surplus	-16	34	14	20
Output	4,683	3,485	2,922	3,430
Variable Costs:				
Concentrates	1,773	980	795	789
Roughages	207	133	96	125
Keep taken	32	24	20	22
Vet and medicine	197	107	75	78
Sundry livestock expenses	323	178	172	195
Seeds:	21	15	18	17
Fertiliser and lime	197	175	133	139
Crop sprays	11	10	11	12
Other crop expenses	36	16	17	16
Total Variable Costs	2,798	1,639	1,337	1,394
Farm Gross Margin	1,886	1,846	1,584	2,036
Fixed Costs:				
Paid labour	169	304	244	313
Power and machinery	683	437	377	390
Overheads	325	214	172	177
Depreciation	597	447	327	351
Rent and interest	176	65	132	106
Total Fixed Costs	1,950	1,468	1,253	1,337
Farm Business Income (FBI)	-64	379	331	699

* Upper 25% based on FBI as a % of Output

~ Includes payments from the Basic Payment Scheme, Scottish Suckler Beef Support Scheme and Scottish Upland She

Farm Business Survey
Farm Business Income as a % of output
Dairy - 2018 Crop Year

	Physical Farm Size			
	Under 100ha	100 - 150ha	Over 150ha	Upper 25%*
Number of farms	12	13	20	12
Size in hectares (adjusted)	74.1	120	249.3	185
Number of dairy cows	121	139	258	211
Farm Output from:	% of output			
Milk	82	65	77	75
Cattle	11	19	11	12
Sheep and wool		2	1	1
Other livestock				
Cereals		1	1	1
Other crops	1	1	1	1
BPS & coupled payments~	5	7	7	6
LFASS		1	1	1
Sundry farm income	1	3	1	2
Diversification surplus		1		1
Output	100	100	100	100
Variable Costs:				
Concentrates	39	29	26	23
Roughages	4	4	3	4
Keep taken	1	1	1	1
Vet and medicine	4	3	3	2
Sundry livestock expenses	7	5	6	6
Seeds:			1	1
Fertiliser and lime	4	5	5	4
Crop sprays				
Other crop expenses	1		1	
Total Variable Costs	60	47	46	41
Farm Gross Margin (FGM)^	40	53	54	59
Fixed Costs:				
Paid labour	4	9	8	9
Power and machinery	14	12	13	12
Overheads	7	6	6	5
Depreciation	13	13	11	10
Rent and interest	4	2	5	3
Total Fixed Costs	42	42	43	39
Farm Business Income (FBI)^	0	11	11	20

* Upper 25% based on FBI as a % of Output

~ Includes payments from the Basic Payment Scheme, Scottish Suckler Beef Support Scheme and Scottish Upland Sheep

^If a positive FGM or FBI is not achieved, a zero is recorded in the above table

Farm Business Survey

LIVESTOCK SALES

Dairy - 2018 Crop Year

	Physical Farm Size			
	Under 100ha	100 - 150ha	Over 150ha	Upper 25%*
Number of farms	12	13	20	12
Livestock:	Number per farm			
Dairy cows	31	34	61	53
Heifers in calf	1	3	1	2
Stores over 1 year	19	55	55	55
Stores 6-12 months			2	2
Calves	37	30	46	47
Fat cattle	3	1	17	4
Store lambs				
Fat lambs		61	38	65
Fat sheep	1	45	8	29
Livestock:	£ per head			
Dairy cows	660	661	556	566
Heifers in calf	1,263	1,167	1,568	1,106
Stores over 1 year	896	876	785	837
Stores 6-12 months		200	720	726
Calves	162	216	129	155
Fat cattle	1,386	913	1,089	868
Store lambs				
Fat lambs	77.00	80.32	78.79	81.66
Fat sheep	84.80	93.02	84.32	93.00

LIVESTOCK PURCHASES

Dairy - 2018 Crop Year

	Physical Farm Size			
	Under 100ha	100 - 150ha	Over 150ha	Upper 25%*
Number of farms	12	13	20	12
Livestock:	Number per farm			
Dairy cows	6	5	3	3
Heifers in calf	4	1	1	1
Stores over 1 year	1	3		2
Stores 6-12 months				
Calves		1	2	1
Store lambs		13		8
Livestock:	£ per head			
Dairy cows	967	1,443	1,233	1,326
Heifers in calf	1,407	1,250	1,471	1,232
Stores over 1 year	1,000	992		1,010
Stores 6-12 months				
Calves	288	200	257	200
Store lambs		26.43		26.43

* Upper 25% based on FBI as a % of Output

Farm Business Survey

CROP YIELD & PRICES

Dairy - 2018 Crop Year

	Physical Farm Size			
	Under 100ha	100 - 150ha	Over 150ha	Upper 25%*
Number of farms	12	13	20	12
Yield:	Tonnes per hectare			
Wheat		8.2	9.3	9.3
Barley	5.7	6.7	5.9	7.2
Oats and mixed cereals				
Potatoes				
Oil seed rape				
Crop output:	£ per hectare			
Wheat		1,496	1,686	1,686
Barley	1,024	1,203	1,030	1,291
Oats and mixed cereals				
Potatoes				
Potato land let				
Oil seed rape				
Other cash crops				
Other cash crops land let				
Average prices (current crop year sales):	£ per tonne			
Wheat				
Barley			138	
Oats and mixed cereals				
Potatoes				
Oil seed rape				

MILK AND GRAZING LIVESTOCK OUTPUT

Dairy - 2018 Crop Year

	Physical Farm Size			
	Under 100ha	100 - 150ha	Over 150ha	Upper 25%*
Number of farms	12	13	20	12
Milk production:	Litres			
per farm	1,032,039	1,001,162	1,946,956	1,650,012
per cow	8,502	7,227	7,542	7,814
per forage hectare	14,154	8,603	8,094	9,161
	%			
% winter milk	52	50	50	49
	pence			
Price per litre	27.27	27.35	28.82	29.27
	£			
Milk output per cow	2,319	1,976	2,173	2,286
Grazing livestock output per forage hectare	4,412	3,126	2,684	3,142

* Upper 25% based on FBI as a % of Output