

Farm Business Survey

**CROP YIELD & PRICES**

Dairy - 2019 Crop Year

	Physical Farm Size			
	Under 100ha	100 - 150ha	Over 150ha	Upper 25%*
Number of farms	12	9	20	11
<b>Yield:</b>	<b>Tonnes per hectare</b>			
Wheat		6.8	9.4	9.4
Barley	7.8	5.5	5.9	6.0
Oats and mixed cereals				
Potatoes				
Oil seed rape				
<b>Crop output:</b>	<b>£ per hectare</b>			
Wheat		1,027	1,413	1,403
Barley	937	721	760	777
Oats and mixed cereals				
Potatoes				
Potato land let				
Oil seed rape				
Other cash crops				
Other cash crops land let				
<b>Average prices (current crop year sales)</b>	<b>£ per tonne</b>			
Wheat				
Barley	115			
Oats and mixed cereals				
Potatoes				
Oil seed rape				

**MILK AND GRAZING LIVESTOCK OUTPUT**

Dairy - 2019 Crop Year

	Physical Farm Size			
	Under 100ha	100 - 150ha	Over 150ha	Upper 25%*
Number of farms	12	9	20	11
<b>Milk production:</b>	<b>Litres</b>			
per farm	1,013,447	1,162,940	1,950,602	1,760,213
per cow	8,460	8,073	7,509	7,678
per forage hectare	13,714	9,601	7,612	8,018
	<b>%</b>			
% winter milk	51	49	49	49
	<b>pence</b>			
Price per litre	27.16	27.30	28.47	29.31
	<b>£</b>			
Milk output per cow	2,298	2,204	2,138	2,250
Grazing livestock output per forage hecta	4,402	3,338	2,583	2,758

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

Farm Business Survey

LIVESTOCK SALES	Dairy - 2019 Crop Year			
	Physical Farm Size			
	Under 100ha	100 - 150ha	Over 150ha	Upper 25%*
Number of farms	12	9	20	11
<b>Livestock:</b>	<b>Number per farm</b>			
Dairy cows	31	40	58	53
Heifers in calf		2	1	2
Stores over 1 year	17	72	43	66
Stores 6-12 months	9	1	2	2
Calves	29	31	37	35
Fat cattle	4	1	22	7
Store lambs			3	
Fat lambs		131	56	107
Fat sheep	1	81	6	42
<b>Livestock:</b>	<b>£ per head</b>			
Dairy cows	637	582	596	562
Heifers in calf	1,187	1,157	1,284	1,232
Stores over 1 year	832	961	753	880
Stores 6-12 months	297	517	633	657
Calves	211	210	121	96
Fat cattle	1,037	1,096	1,169	1,138
Store lambs			62.88	
Fat lambs	84.00	78.10	75.88	79.55
Fat sheep	87.33	87.98	90.76	87.35

LIVESTOCK PURCHASES	Dairy - 2019 Crop Year			
	Physical Farm Size			
	Under 100ha	100 - 150ha	Over 150ha	Upper 25%*
Number of farms	12	9	20	11
<b>Livestock:</b>	<b>Number per farm</b>			
Dairy cows	8	6	1	1
Heifers in calf	1	5	16	20
Stores over 1 year			2	3
Stores 6-12 months				
Calves			2	2
Store lambs	7	18	3	10
<b>Livestock:</b>	<b>£ per head</b>			
Dairy cows	1558	1647	1495	1593
Heifers in calf	1000	1427	1107	1085
Stores over 1 year		987	662	684
Stores 6-12 months		220		
Calves			208	211
Store lambs	53.00	25.77	59.00	25.77

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

Farm Business Survey  
 Farm Business Income as a % of output  
 Dairy - 2019 Crop Year

	Physical Farm Size			
	Under 100ha	100 - 150ha	Over 150ha	Upper 25%*
Number of farms	12	9	20	11
Size in hectares (adjusted)	74.9	124.1	268.5	226.2
Number of dairy cows	120	144	260	229
<b>Farm Output from:</b>	<b>% of output</b>			
Milk	78	69	74	77
Cattle	14	16	13	12
Sheep and wool		3	1	1
Other livestock				
Cereals			2	1
Other crops	2	1	1	1
BPS & coupled payments~	4	7	6	6
LFASS			1	
Sundry farm income	1	3	1	1
Diversification surplus		1	1	1
<b>Output</b>	<b>100</b>	<b>100</b>	<b>100</b>	<b>100</b>
<b>Variable Costs:</b>				
Concentrates	36	27	30	27
Roughages	4	3	3	3
Keep taken		1	1	1
Vet and medicine	4	3	3	3
Sundry livestock expenses	7	5	6	6
Seeds:		1		
Fertiliser and lime	4	5	5	4
Crop sprays				
Other crop expenses	1	1	1	
<b>Total Variable Costs</b>	<b>56</b>	<b>46</b>	<b>49</b>	<b>44</b>
<b>Farm Gross Margin (FGM)^</b>	<b>44</b>	<b>54</b>	<b>51</b>	<b>56</b>
<b>Fixed Costs:</b>				
Paid labour	4	10	9	10
Power and machinery	14	12	14	13
Overheads	7	6	5	5
Depreciation	13	13	11	10
Rent and interest	4	1	5	4
<b>Total Fixed Costs</b>	<b>42</b>	<b>42</b>	<b>44</b>	<b>42</b>
<b>Farm Business Income (FBI)^</b>	<b>2</b>	<b>12</b>	<b>7</b>	<b>14</b>

\* 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 Support

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

Farm Business Survey  
 Farm Business Income - £ per adjusted hectare  
 Dairy - 2019 Crop Year

	Physical Farm Size			
	Under 100ha	100 - 150ha	Over 150ha	Upper 25%*
Number of farms	12	9	20	11
Size in hectares (adjusted)	74.9	124.1	268.5	226.2
Number of dairy cows	120	144	260	229
<b>Farm Output from:</b>	<b>£ per adjusted hectare</b>			
Milk	3,676	2,559	2,068	2,280
Cattle	658	604	377	355
Sheep and wool	10	95	20	41
Other livestock	1			
Cereals	12	17	42	26
Other crops	85	46	24	25
BPS & coupled payments~	195	248	182	175
LFASS		9	17	11
Sundry farm income	53	119	20	41
Diversification surplus	19	24	23	25
<b>Output</b>	<b>4,709</b>	<b>3,722</b>	<b>2,774</b>	<b>2,979</b>
<b>Variable Costs:</b>				
Concentrates	1,701	1,017	830	814
Roughages	177	101	72	76
Keep taken	18	31	16	26
Vet and medicine	177	120	70	77
Sundry livestock expenses	309	201	168	170
Seeds:	14	19	12	11
Fertiliser and lime	207	183	127	122
Crop sprays	13	12	12	10
Other crop expenses	38	19	16	12
<b>Total Variable Costs</b>	<b>2,654</b>	<b>1,704</b>	<b>1,323</b>	<b>1,318</b>
<b>Farm Gross Margin</b>	<b>2,055</b>	<b>2,018</b>	<b>1,451</b>	<b>1,661</b>
<b>Fixed Costs:</b>				
Paid labour	169	380	238	298
Power and machinery	655	445	398	382
Overheads	309	231	150	143
Depreciation	616	487	302	311
Rent and interest	203	55	142	123
<b>Total Fixed Costs</b>	<b>1,952</b>	<b>1,598</b>	<b>1,229</b>	<b>1,258</b>
<b>Farm Business Income (FBI)</b>	<b>102</b>	<b>420</b>	<b>221</b>	<b>403</b>

\* 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 Support

Farm Business Survey  
 Farm Business Income - £ Per Farm  
 Dairy - 2019 Crop Year

	Physical Farm Size			
	Under 100ha	100 - 150ha	Over 150ha	Upper 25%*
Number of farms	12	9	20	11
Size in hectares (adjusted)	74.9	124.1	268.5	226.2
Number of dairy cows	120	144	260	229
<b>Farm Output from:</b>	<b>£ per Farm</b>			
Milk	275,300	317,525	555,268	515,812
Cattle	49,274	74,963	101,138	80,288
Sheep and wool	724	11,835	5,479	9,375
Other livestock	94	16	69	21
Cereals	911	2,094	11,319	5,843
Other crops	6,349	5,719	6,388	5,713
BPS & coupled payments~ LFASS	14,590	30,755	48,978	39,550
		1,175	4,659	2,427
Sundry farm income	4,007	14,760	5,330	9,360
Diversification surplus	1,428	3,012	6,175	5,551
<b>Output</b>	<b>352,677</b>	<b>461,854</b>	<b>744,803</b>	<b>673,940</b>
<b>Variable Costs:</b>				
Concentrates	127,384	126,173	222,909	184,219
Roughages	13,270	12,565	19,399	17,162
Keep taken	1,334	3,895	4,309	5,958
Vet and medicine	13,224	14,857	18,750	17,351
Sundry livestock expenses	23,155	24,932	45,195	38,366
Seeds	1,051	2,343	3,333	2,467
Fertiliser and lime	15,531	22,717	34,032	27,512
Crop sprays	948	1,543	3,105	2,292
Other crop expenses	2,882	2,398	4,280	2,799
<b>Total Variable Costs</b>	<b>198,779</b>	<b>211,423</b>	<b>355,312</b>	<b>298,126</b>
<b>Farm Gross Margin</b>	<b>153,898</b>	<b>250,431</b>	<b>389,491</b>	<b>375,814</b>
<b>Fixed Costs:</b>				
Paid labour	12,674	47,182	63,868	67,506
Power and machinery	49,086	55,179	106,762	86,492
Overheads	23,163	28,686	40,393	32,404
Depreciation	46,138	60,462	81,003	70,250
Rent and interest	15,177	6,858	38,003	27,926
<b>Total Fixed Costs</b>	<b>146,238</b>	<b>198,367</b>	<b>330,029</b>	<b>284,578</b>
<b>Farm Business Income (FBI)</b>	<b>7,660</b>	<b>52,064</b>	<b>59,462</b>	<b>91,236</b>

\* 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 Support

Farm Business Survey  
 PHYSICAL DATA  
 Dairy - 2019 Crop Year

	Physical Farm Size			
	Under 100ha	100 - 150ha	Over 150ha	Upper 25%*
Number of farms	12	9	20	11
<b>Crops:</b>	<b>Hectares per Farm</b>			
Wheat		0.2	3.1	1.0
Barley	1.0	2.6	9.2	5.7
Oats & mixed cereals				
Potatoes				
Potato land let				
Oil seed rape				
Other cash crops				
Other cash crops land let				
Set-aside and fallow		0.1		
Roots and arable fodder	2.1	9.8	4.4	6.5
Grass principally for Hay		1.2	2.9	2.2
Silage	45.3	49.1	115.2	97.6
Grazing	26.3	59.5	122.8	107.6
Rough grazing	0.8	7.6	27.1	16.0
Total farm area	75.5	130.0	284.7	236.6
Total adjusted area	74.9	124.1	268.5	226.2
Total forage area	73.9	121.1	256.3	219.5

Proportion of rough grazing %	1	6	9	7
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Livestock:	Average numbers per farm			
	Dairy cows	120	144	260
Rearing cows		17	11	18
Cattle over 2 years	24	16	45	26
Cattle 1 to 2 years	34	68	87	82
Cattle under 1 year	70	109	157	140
Ewes	4	94	56	79
Other sheep	5	82	67	77
	<b>Units per farm</b>			
Total grazing livestock units	185	263	420	374
GLU's per forage hectare	2.5	2.2	1.6	1.7
	<b>%</b>			
Dairy cows as % of GLU	65	55	62	61

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