

Farm Business Survey
 PHYSICAL DATA
 Dairy - 2020 Crop Year

	Physical Farm Size			
	Under 100ha	100 - 150ha	Over 150ha	Upper 25%*
Number of farms	13	8	19	10
Crops:	Hectares per Farm			
Wheat	0.6		3.0	0.3
Barley	0.9	2.5	5.5	1.5
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	1.5	5.5	11.5	11.0
Grass principally for Hay		0.5	3.5	2.2
Silage	46.3	48.5	119.6	93.9
Grazing	26.1	58.7	96.8	75.9
Rough grazing	0.8	6.3	21.2	14.2
Total farm area	76.2	122.0	261.1	199.0
Total adjusted area	75.5	117.2	248.9	189.8
Total forage area	73.9	114.7	240.4	188.0

Proportion of rough grazing %	1	5	8	7
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Livestock:	Average numbers per farm			
	Dairy cows	125	123	293
Rearing cows		15	10	18
Cattle over 2 years	24	12	34	16
Cattle 1 to 2 years	46	64	83	73
Cattle under 1 year	69	97	177	132
Ewes	4	106	36	94
Other sheep	11	102	45	99
	Units per farm			
Total grazing livestock units	197	233	444	352
GLU's per forage hectare	2.7	2.0	1.8	1.9
	%			
Dairy cows as % of GLU	63	53	66	63

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

Farm Business Survey
 Farm Business Income £ Per Farm
 Dairy - 2020 Crop Year

	Physical Farm Size			
	Under 100ha	100 - 150ha	Over 150ha	Upper 25%*
Number of farms	13	8	19	10
Size in hectares (adjusted)	75.5	117.2	248.9	189.8
Number of dairy cows	125	123	293	221
Farm Output from:	£ per Farm			
Milk	295,500	257,956	649,036	502,135
Cattle	45,219	80,192	98,304	71,551
Sheep and wool	1,613	15,883	5,374	13,619
Other livestock	154	-7	101	5
Cereals	1,330	2,115	8,878	1,685
Other crops	2,001	1,990	4,555	5,735
BPS & coupled payments~	16,689	29,332	48,361	38,140
LFASS		1,094	2,382	1,543
Sundry farm income	2,732	7,836	7,407	7,969
Diversification surplus	2,492	-2,368	7,131	515
Output	367,730	394,023	831,529	642,897
Variable Costs:				
Concentrates	130,895	107,682	212,071	139,985
Roughages	14,396	8,912	16,509	11,572
Keep taken	1,255	3,328	2,697	3,661
Vet and medicine	12,360	12,743	22,816	14,852
Sundry livestock expenses	24,309	23,490	51,483	36,720
Seeds	711	2,313	3,253	1,494
Fertiliser and lime	11,505	18,443	34,462	25,743
Crop sprays	819	1,242	2,891	921
Other crop expenses	1,977	1,477	3,815	2,327
Total Variable Costs	198,227	179,630	349,997	237,275
Farm Gross Margin	169,503	214,393	481,532	405,622
Fixed Costs:				
Paid labour	11,185	37,203	78,034	64,615
Power and machinery	58,536	46,022	98,740	69,586
Overheads	21,897	26,549	51,892	40,235
Depreciation	43,255	45,618	86,622	61,695
Rent and interest	14,622	4,619	27,817	16,812
Total Fixed Costs	149,495	160,011	343,105	252,943
Farm Business Income (FBI)	20,008	54,382	138,427	152,679

* 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 adjusted hectare
 Dairy - 2020 Crop Year

	Physical Farm Size			
	Under 100ha	100 - 150ha	Over 150ha	Upper 25%*
Number of farms	13	8	19	10
Size in hectares (adjusted)	75.5	117.2	248.9	189.8
Number of dairy cows	125	123	293	221
Farm Output from:	£ per adjusted hectare			
Milk	3,913	2,201	2,607	2,645
Cattle	599	684	395	377
Sheep and wool	21	136	22	72
Other livestock	2			
Cereals	18	18	36	9
Other crops	27	17	18	30
BPS & coupled payments~	221	250	194	201
LFASS		9	10	8
Sundry farm income	36	67	30	42
Diversification surplus	33	-20	29	3
Output	4,870	3,362	3,341	3,387
Variable Costs:				
Concentrates	1,733	919	852	737
Roughages	191	76	66	61
Keep taken	17	28	11	19
Vet and medicine	164	109	92	78
Sundry livestock expenses	322	200	207	193
Seeds:	9	20	13	8
Fertiliser and lime	152	157	138	136
Crop sprays	11	11	12	5
Other crop expenses	26	13	15	12
Total Variable Costs	2,625	1,533	1,406	1,249
Farm Gross Margin	2,245	1,829	1,935	2,138
Fixed Costs:				
Paid labour	148	317	313	340
Power and machinery	775	393	397	367
Overheads	290	227	208	212
Depreciation	573	389	348	325
Rent and interest	194	39	112	89
Total Fixed Costs	1,980	1,365	1,378	1,333
Farm Business Income (FBI)	265	464	557	805

* 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 as a % of output
 Dairy - 2020 Crop Year

	Physical Farm Size			
	Under 100ha	100 - 150ha	Over 150ha	Upper 25%*
Number of farms	13	8	19	10
Size in hectares (adjusted)	75.5	117.2	248.9	189.8
Number of dairy cows	125	123	293	221
Farm Output from:	% of output			
Milk	80	66	77	79
Cattle	12	20	12	11
Sheep and wool		4	1	2
Other livestock				
Cereals		1	1	
Other crops	1	1	1	1
BPS & coupled payments~ LFASS	5	7	6	6
Sundry farm income	1	2	1	1
Diversification surplus	1	-1	1	
Output	100	100	100	100
Variable Costs:				
Concentrates	36	27	26	22
Roughages	4	2	2	2
Keep taken		1		1
Vet and medicine	3	3	3	2
Sundry livestock expenses	7	6	6	6
Seeds:		1		
Fertiliser and lime	3	5	4	4
Crop sprays				
Other crop expenses	1			
Total Variable Costs	54	45	41	37
Farm Gross Margin (FGM)^	46	55	59	63
Fixed Costs:				
Paid labour	3	9	9	10
Power and machinery	16	12	12	11
Overheads	6	7	6	6
Depreciation	12	12	10	10
Rent and interest	4	1	3	3
Total Fixed Costs	41	41	40	40
Farm Business Income (FBI)^	5	14	19	23

* 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
LIVESTOCK SALES
Dairy - 2020 Crop Year

	Physical Farm Size			
	Under 100ha	100 - 150ha	Over 150ha	Upper 25%*
Number of farms	13	8	19	10
Livestock:	Number per farm			
Dairy cows	29	24	67	40
Heifers in calf	1	4	2	3
Stores over 1 year	20	66	50	52
Stores 6-12 months		2	4	4
Calves	44	30	43	38
Fat cattle	4		13	7
Store lambs				
Fat lambs	10	123	45	115
Fat sheep	7	40	2	25
Livestock:	£ per head			
Dairy cows	630	676	707	629
Heifers in calf	1,232	1,644	1,250	1,646
Stores over 1 year	897	987	894	965
Stores 6-12 months	654	924	857	956
Calves	211	252	137	167
Fat cattle	1,036		1,235	1,324
Store lambs			73.78	
Fat lambs	81.80	92.77	87.80	90.98
Fat sheep	97.20	104.47	112.68	104.29

LIVESTOCK PURCHASES

Dairy - 2020 Crop Year

	Physical Farm Size			
	Under 100ha	100 - 150ha	Over 150ha	Upper 25%*
Number of farms	13	8	19	10
Livestock:	Number per farm			
Dairy cows	2	7	30	30
Heifers in calf	7	10	7	11
Stores over 1 year				
Stores 6-12 months				
Calves			1	1
Store lambs	23	20		12
Livestock:	£ per head			
Dairy cows	1260	1636	1150	1177
Heifers in calf	1357	1311	1285	1244
Stores over 1 year			880	
Stores 6-12 months				
Calves			278	278
Store lambs	61.09	32.84		32.84

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

Farm Business Survey
CROP YIELD & PRICES
Dairy - 2020 Crop Year

	Physical Farm Size			
	Under 100ha	100 - 150ha	Over 150ha	Upper 25%*
Number of farms	13	8	19	10
Yield:	Tonnes per hectare			
Wheat	7.7		8.8	7.7
Barley	4.1	6.6	6.2	6.5
Oats and mixed cereals				
Potatoes				
Oil seed rape				
Crop output:	£ per hectare			
Wheat	1,293		1,493	1,293
Barley	525	842	789	845
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			140	140
Oats and mixed cereals				
Potatoes				
Oil seed rape				

MILK AND GRAZING LIVESTOCK OUTPUT

Dairy - 2020 Crop Year

	Physical Farm Size			
	Under 100ha	100 - 150ha	Over 150ha	Upper 25%*
Number of farms	13	8	19	10
Milk production:	Litres			
per farm	1,059,541	967,055	2,244,806	1,725,345
per cow	8,498	7,860	7,671	7,810
per forage hectare	14,332	8,432	9,339	9,178
	%			
% winter milk	49	49	49	49
	pence			
Price per litre	27.88	26.67	28.91	29.10
	£			
Milk output per cow	2,370	2,097	2,218	2,273
Grazing livestock output per forage hectare	4,631	3,087	3,132	3,124

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