Farm Business Survey PHYSICAL DATA Dairy - 2020 Crop Year

Barley		Physical Farm Size			
Crops:		Under 100ha	100 - 150ha	Over 150ha	Upper 25%*
Wheat       0.6       3.0       0.0         Barley       0.9       2.5       5.5         Oats & mixed cereals       Potatoes       Potatoes         Potato land let       0.1       Potato land let         Oil seed rape       0.5       3.5         Other cash crops       0.5       3.5         Other cash crops land let       0.5       3.5         Set-aside and fallow       0.5       3.5         Roots and arable fodder       1.5       5.5       11.5         Grass principally for Hay       0.5       3.5       2.5         Silage       46.3       48.5       119.6       99         Grazing       0.8       6.3       21.2       1.2         Rough grazing       0.8       6.3       21.2       1.2         Total farm area       76.2       122.0       261.1       199         Total doughted area       73.9       114.7       248.9       18         Total forage area       73.9       114.7       240.4       18         Proportion of rough grazing %       1       5       8         Livestock:       Average numbers per farm         Dairy cows       125	Number of farms	13	8	19	10
Barley	Crops:		Hectares	per Farm	
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       1:         Grass principally for Hay       0.5       3.5       2         Silage       46.3       48.5       119.6       9:         Grazing       26.1       58.7       96.8       7:         Rough grazing       0.8       6.3       21.2       12         Total farm area       76.2       122.0       261.1       19         Total adjusted area       75.5       117.2       248.9       18         Total forage area       73.9       114.7       240.4       18         Proportion of rough grazing %       1       5       8         Livestock:       Average numbers per farm         Dairy cows       125       123       293       2         Rearing cows       15       10         Cattle over 2 years       24       12       34         Cattle over 2 years       24       12       34         Cattle under 1	Wheat	0.6		3.0	0.3
Potatoes   Potato land let   Oil seed rape   Other cash crops   Other cash crops   Other cash crops   Other cash crops   Other cash delto   Set-aside and fallow   Roots and arable fodder   1.5   5.5   11.5   1:	Barley	0.9	2.5	5.5	1.5
Potato land let   Oil seed rape   Other cash crops   Other cash crops   Other cash crops   Other cash crops land let   Set-aside and fallow   Roots and arable fodder   1.5   5.5   11.5   1.5	Oats & mixed cereals				
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       1:         Grass principally for Hay       0.5       3.6       3.2	Potatoes				
Other cash crops       Other cash crops land let         Set-aside and fallow       1.5       5.5       11.5       1.5         Grass principally for Hay       0.5       3.5       3.5         Silage       46.3       48.5       119.6       9.9         Grazing       26.1       58.7       96.8       7.9         Rough grazing       0.8       6.3       21.2       1.2         Total farm area       76.2       122.0       261.1       199         Total djusted area       75.5       117.2       248.9       185         Total forage area       73.9       114.7       240.4       186         Proportion of rough grazing %       1       5       8         Livestock:       Average numbers per farm         Dairy cows       125       123       293       2         Rearing cows       15       10 </td <td>Potato land let</td> <td></td> <td></td> <td></td> <td></td>	Potato land let				
Other cash crops land let       Set-aside and fallow         Roots and arable fodder       1.5       5.5       11.5       1:         Grass principally for Hay       0.5       3.5       2         Silage       46.3       48.5       119.6       9:         Grazing       26.1       58.7       96.8       7!         Rough grazing       0.8       6.3       21.2       1.4         Total farm area       76.2       122.0       261.1       19!         Total adjusted area       75.5       117.2       248.9       18!         Total forage area       73.9       114.7       240.4       18!         Proportion of rough grazing %       1       5       8         Livestock:       Average numbers per farm         Dairy cows       125       123       293       2         Rearing cows       15       10	Oil seed rape				
Set-aside and fallow       1.5       5.5       11.5       1:         Grass principally for Hay       0.5       3.5       3.5         Silage       46.3       48.5       119.6       9:         Grazing       26.1       58.7       96.8       7!         Rough grazing       0.8       6.3       21.2       12         Total farm area       76.2       122.0       261.1       19:         Total adjusted area       75.5       117.2       248.9       18:         Total forage area       73.9       114.7       240.4       18:         Proportion of rough grazing %       1       5       8         Livestock:       Average numbers per farm         Dairy cows       125       123       293       2         Rearing cows       15       10       <	Other cash crops				
Set-aside and fallow       1.5       5.5       11.5       1:         Grass principally for Hay       0.5       3.5       3.5         Silage       46.3       48.5       119.6       9:         Grazing       26.1       58.7       96.8       7!         Rough grazing       0.8       6.3       21.2       12         Total farm area       76.2       122.0       261.1       19:         Total adjusted area       75.5       117.2       248.9       18:         Total forage area       73.9       114.7       240.4       18:         Proportion of rough grazing %       1       5       8         Livestock:       Average numbers per farm         Dairy cows       125       123       293       2         Rearing cows       15       10       <	Other cash crops land let				
Grass principally for Hay       0.5       3.5       3.5         Silage       46.3       48.5       119.6       99.8         Rough grazing       0.8       6.3       21.2       14         Total farm area       76.2       122.0       261.1       199.         Total adjusted area       75.5       117.2       248.9       188.         Proportion of rough grazing %       1       5       8         Livestock:       Average numbers per farm         Dairy cows       125       123       293       2         Rearing cows       15       10         Cattle over 2 years       24       12       34         Cattle 1 to 2 years       46       64       83         Cattle under 1 year       69       97       177       1         Ewes       4       106       36         Other sheep       11       102       45         Units per farm         Total grazing livestock units       197       233       444       3         GLU's per forage hectare       2.7       2.0       1.8       2	·				
Silage       46.3       48.5       119.6       99         Rough grazing       0.8       6.3       21.2       12         Total farm area       76.2       122.0       261.1       199         Total adjusted area       75.5       117.2       248.9       189         Total forage area       73.9       114.7       240.4       189         Proportion of rough grazing %       1       5       8         Livestock:       Average numbers per farm         Dairy cows       125       123       293       2         Rearing cows       15       10 <td>Roots and arable fodder</td> <td>1.5</td> <td>5.5</td> <td>11.5</td> <td>11.0</td>	Roots and arable fodder	1.5	5.5	11.5	11.0
Silage       46.3       48.5       119.6       99.8         Grazing       26.1       58.7       96.8       79.8         Rough grazing       0.8       6.3       21.2       12.0         Total farm area       76.2       122.0       261.1       199.         Total adjusted area       75.5       117.2       248.9       189.         Total forage area       73.9       114.7       240.4       189.         Proportion of rough grazing %       1       5       8         Livestock:       Average numbers per farm         Dairy cows       125       123       293       2         Rearing cows       15       10	Grass principally for Hay		0.5	3.5	2.2
Rough grazing   26.1   58.7   96.8   79.8   79.8   79.8   79.5   79.8		46.3	48.5	119.6	93.9
Rough grazing       0.8       6.3       21.2       14         Total farm area       76.2       122.0       261.1       195         Total adjusted area       75.5       117.2       248.9       185         Total forage area       73.9       114.7       240.4       185         Proportion of rough grazing %       1       5       8         Livestock:       Average numbers per farm         Dairy cows       125       123       293       2         Rearing cows       15       10       10       10       2         Cattle over 2 years       24       12       34	_	26.1	58.7	96.8	75.9
Total farm area       76.2       122.0       261.1       199         Total adjusted area       75.5       117.2       248.9       188         Total forage area       73.9       114.7       240.4       188         Proportion of rough grazing %       1       5       8         Livestock:       Average numbers per farm         Dairy cows       125       123       293       2         Rearing cows       15       10       10       2         Cattle over 2 years       24       12       34       34         Cattle 1 to 2 years       46       64       83       3         Cattle under 1 year       69       97       177       1         Ewes       4       106       36         Other sheep       11       102       45         Units per farm         Total grazing livestock units       197       233       444       3         GLU's per forage hectare       2.7       2.0       1.8       3	_	0.8	6.3	21.2	14.2
Total forage area       73.9       114.7       240.4       188         Proportion of rough grazing %       1       5       8         Livestock:       Average numbers per farm         Dairy cows       125       123       293       2         Rearing cows       15       10 <td></td> <td>76.2</td> <td></td> <td></td> <td>199.0</td>		76.2			199.0
Total forage area       73.9       114.7       240.4       188         Proportion of rough grazing %       1       5       8         Livestock:       Average numbers per farm         Dairy cows       125       123       293       2         Rearing cows       15       10 <td>Total adjusted area</td> <td>75.5</td> <td>117.2</td> <td>248.9</td> <td>189.8</td>	Total adjusted area	75.5	117.2	248.9	189.8
Livestock:       Average numbers per farm         Dairy cows       125       123       293       2         Rearing cows       15       10       10         Cattle over 2 years       24       12       34         Cattle 1 to 2 years       46       64       83         Cattle under 1 year       69       97       177       1         Ewes       4       106       36         Other sheep       11       102       45         Units per farm         Total grazing livestock units       197       233       444       3         GLU's per forage hectare       2.7       2.0       1.8       3	•	73.9	114.7	240.4	188.0
Livestock:       Average numbers per farm         Dairy cows       125       123       293       2         Rearing cows       15       10       10         Cattle over 2 years       24       12       34         Cattle 1 to 2 years       46       64       83         Cattle under 1 year       69       97       177       1         Ewes       4       106       36         Other sheep       11       102       45         Units per farm         Total grazing livestock units       197       233       444       3         GLU's per forage hectare       2.7       2.0       1.8       3					
Dairy cows       125       123       293       2         Rearing cows       15       10         Cattle over 2 years       24       12       34         Cattle 1 to 2 years       46       64       83         Cattle under 1 year       69       97       177       1         Ewes       4       106       36         Other sheep       11       102       45         Units per farm         Total grazing livestock units       197       233       444       3         GLU's per forage hectare       2.7       2.0       1.8       3	Proportion of rough grazing %	1	5	8	7
Rearing cows       15       10         Cattle over 2 years       24       12       34         Cattle 1 to 2 years       46       64       83         Cattle under 1 year       69       97       177       1         Ewes       4       106       36         Other sheep       11       102       45         Units per farm         Total grazing livestock units       197       233       444       3         GLU's per forage hectare       2.7       2.0       1.8       3	Livestock:		Average num	bers per farm	
Cattle over 2 years       24       12       34         Cattle 1 to 2 years       46       64       83         Cattle under 1 year       69       97       177       1         Ewes       4       106       36         Other sheep       11       102       45         Units per farm         Total grazing livestock units       197       233       444       3         GLU's per forage hectare       2.7       2.0       1.8       3	Dairy cows	125	123	293	221
Cattle 1 to 2 years       46       64       83         Cattle under 1 year       69       97       177       1         Ewes       4       106       36         Other sheep       11       102       45         Units per farm         Total grazing livestock units       197       233       444       3         GLU's per forage hectare       2.7       2.0       1.8       3	Rearing cows		15	10	18
Cattle under 1 year       69       97       177       1         Ewes       4       106       36         Other sheep       11       102       45         Units per farm         Total grazing livestock units       197       233       444       3         GLU's per forage hectare       2.7       2.0       1.8       3	Cattle over 2 years	24	12	34	16
Ewes       4       106       36         Other sheep       11       102       45         Units per farm         Total grazing livestock units       197       233       444       3         GLU's per forage hectare       2.7       2.0       1.8       3	Cattle 1 to 2 years	46	64	83	73
Other sheep         11         102         45           Units per farm           Total grazing livestock units         197         233         444         3           GLU's per forage hectare         2.7         2.0         1.8         3	Cattle under 1 year	69	97	177	132
Total grazing livestock units  197 233 444 3 GLU's per forage hectare  2.7 2.0 1.8	Ewes	4	106	36	94
Total grazing livestock units 197 233 444 3 GLU's per forage hectare 2.7 2.0 1.8	Other sheep	11	102	45	99
GLU's per forage hectare 2.7 2.0 1.8		Units per farm			
	Total grazing livestock units	197	233	444	352
%	GLU's per forage hectare	2.7	2.0	1.8	1.9
			9	6	
Dairy cows as % of GLU 63 53 66	Dairy cows as % of GLU	63	53	66	63

 $<sup>^{\</sup>star}$  Upper 25% based on FBI as a % of Output

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

Duny 2020 Grop redi	Physical Farm Size			
	Under 100ha	•	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		
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 ERL as a % of Output		3.,532		. 32,0.0

<sup>\*</sup> Upper 25% based on FBI as a % of Output

 $<sup>\</sup>sim$  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

Dairy - 2020 Crop Year						
	Physical Farm Size					
	Under 100ha	100 - 150ha	Over 150ha	Upper 25%		
Number of farms	13	8	19	1		
Size in hectares (adjusted)	75.5	117.2	248.9	189		

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 adjus	ted 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

<sup>\*</sup> Upper 25% based on FBI as a % of Output

 $<sup>\</sup>sim$  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

Daily - 2020 Crop Teal	Physical Farm Size				
	Under 100ha 100 - 150ha Over 150ha Upper 25%				
Number of farms	13	8 - 150Ha	19		
Number of farms	13	0	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 o	utput		
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~	5	7	6	6	
LFASS					
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					

<sup>\*</sup> Upper 25% based on FBI as a % of Output

 $<sup>\</sup>sim$  Includes payments from the Basic Payment Scheme, Scottish Suckler Beef Support Scheme and Scottish Upland Sheep Support

<sup>^</sup>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

Daily 2020 Crop redi	Physical Farm Size			
	Under 100ha	•		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

 $<sup>^{\</sup>star}$  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 pe	r 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 h	ectare	
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:		Litre	es		
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	
		pen	ce		
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	

 $<sup>^{\</sup>star}$  Upper 25% based on FBI as a % of Output