

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~ LFASS	16,689	29,332	48,361	38,140
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~ LFASS	221	250	194	201
		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

Farm Business Survey

PHYSICAL DATA

Specialist Beef with Sheep - 2020 Crop Year

	Physical Farm Size			
	Under 100 ha	100 - 170 ha	Over 170 ha	Upper 25%*
Number of farms	29	30	31	23
Crops:	Hectares per Farm			
Wheat				
Barley	3.8	10.8	15.4	7.1
Oats & mixed cereals	0.3	1.2	2.1	0.7
Potatoes				
Potato land let				
Oil seed rape				
Other cash crops				
Other cash crops land let				
Set-aside and fallow	0.1	0.2	0.6	0.3
Roots and arable fodder	0.3	2.2	1.8	1.1
Grass principally for Hay	1.3	1.9	4.9	2.1
Silage	22.5	34.5	57.6	31.1
Grazing	33.4	69.6	134.0	60.2
Rough grazing	22.7	34.0	110.8	24.6
Total farm area	84.4	154.4	327.2	127.2
Total adjusted area	66.8	129.7	248.5	109.4
Total forage area	62.7	117.6	230.3	101.3
Livestock:	Average numbers per farm			
Rearing cows	48	86	127	62
Cattle over 2 years	5	9	18	9
Cattle 1 to 2 years	25	34	59	37
Cattle under 1 year	48	92	122	70
Ewes	62	111	246	84
Other sheep	78	114	222	85
	Units per farm			
Total grazing livestock units	81	139	220	111
GLU's per forage hectare	1.3	1.2	1.0	1.1

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

Farm Business Survey
 Farm Business Income - £ per Farm
 Specialist Beef with Sheep - 2020 Crop Year

	Physical Farm Size			
	Under 100 ha	100 - 170 ha	Over 170 ha	Upper 25%*
Number of farms	29	30	31	23
Size in hectares (adjusted)	66.8	129.7	248.5	109.4
Proportion of rough grazing	19	18	21	17
Farm Output from:	£ per farm			
Milk				
Cattle	50,529	84,523	134,452	67,356
Sheep and wool	10,947	14,250	29,866	12,740
Other livestock	-1	-21	5	-16
Cereals	3,173	9,901	14,157	6,031
Other crops	866	2,102	6,084	2,520
BPS & coupled payments~	20,793	37,422	63,392	30,653
LFASS	2,333	4,135	8,231	3,157
Sundry farm income	7,659	17,176	12,453	11,637
Diversification surplus	1,355	2,944	7,812	3,972
Output	97,654	172,432	276,452	138,050
Variable Costs:				
Concentrates	12,830	20,822	36,190	14,441
Roughages	2,586	3,500	3,309	2,034
Keep taken	1,528	1,103	3,060	909
Vet and medicine	3,595	6,399	9,133	4,050
Sundry livestock expenses	4,937	9,032	12,647	6,163
Seeds	843	2,311	2,934	1,298
Fertiliser and lime	6,638	11,062	18,885	8,667
Crop sprays	514	1,767	2,388	968
Other crop expenses	1,642	2,381	3,146	1,711
Total Variable Costs	35,113	58,377	91,692	40,241
Farm Gross Margin	62,541	114,055	184,760	97,809
Fixed Costs:				
Paid labour	2,161	7,793	23,404	3,862
Power and machinery	14,806	23,897	38,505	17,387
Overheads	13,360	20,357	29,594	16,667
Depreciation	19,034	28,623	51,629	21,445
Rent and interest	2,404	6,035	11,539	2,804
Total Fixed Costs	51,765	86,705	154,671	62,165
Farm Business Income (FBI)	10,776	27,350	30,089	35,644

* 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
 Specialist Beef with Sheep - 2020 Crop Year

	Physical Farm Size			
	Under 100 ha	100 - 170 ha	Over 170 ha	Upper 25%*
Number of farms	29	30	31	23
Size in hectares (adjusted)	66.8	129.7	248.5	109.4
Proportion of rough grazing	19	18	21	17
Farm Output from:	£ per adjusted hectare			
Milk				
Cattle	756	651	541	616
Sheep and wool	164	110	120	116
Other livestock				
Cereals	47	76	57	55
Other crops	13	16	24	23
BPS & coupled payments~	311	288	255	280
LFASS	35	32	33	29
Sundry farm income	115	132	50	106
Diversification surplus	20	23	31	36
Output	1,461	1,328	1,111	1,261
Variable Costs:				
Concentrates	192	160	146	132
Roughages	39	27	13	19
Keep taken	23	9	12	8
Vet and medicine	54	49	37	37
Sundry livestock expenses	74	70	51	56
Seeds:	13	18	12	12
Fertiliser and lime	99	85	76	79
Crop sprays	8	14	10	9
Other crop expenses	25	18	13	16
Total Variable Costs	527	450	370	368
Farm Gross Margin	934	878	741	893
Fixed Costs:				
Paid labour	32	60	94	35
Power and machinery	222	184	155	159
Overheads	200	157	119	152
Depreciation	285	221	208	196
Rent and interest	36	47	46	26
Total Fixed Costs	775	669	622	568
Farm Business Income (FBI)	159	209	119	325

* 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
 Specialist Beef with Sheep - 2020 Crop Year

	Physical Farm Size			
	Under 100 ha	100 - 170 ha	Over 170 ha	Upper 25%*
Number of farms	29	30	31	23
Size in hectares (adjusted)	66.8	129.7	248.5	109.4
Proportion of rough grazing	19	18	21	17
Farm Output from:	% of Output			
Milk				
Cattle	53	49	48	50
Sheep and wool	11	8	11	9
Other livestock				
Cereals	3	6	5	4
Other crops	1	1	2	2
BPS & coupled payments~	21	22	23	22
LFASS	2	2	3	2
Sundry farm income	8	10	5	8
Diversification surplus	1	2	3	3
Output	100	100	100	100
Variable Costs:				
Concentrates	13	12	13	10
Roughages	3	2	1	1
Keep taken	2	1	1	1
Vet and medicine	4	4	3	3
Sundry livestock expenses	5	5	5	4
Seeds:	1	1	1	1
Fertiliser and lime	7	6	7	6
Crop sprays	1	1	1	1
Other crop expenses	2	1	1	1
Total Variable Costs	38	33	33	28
Farm Gross Margin (FGM)^	62	67	67	72
Fixed Costs:				
Paid labour	2	5	8	3
Power and machinery	15	14	14	13
Overheads	14	12	11	12
Depreciation	19	17	19	16
Rent and interest	2	3	4	2
Total Fixed Costs	52	51	56	46
Farm Business Income (FBI)^	10	16	11	26

* 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

Specialist Beef with Sheep - 2020 Crop Year

	Physical Farm Size			
	Under 100 ha	100 - 170 ha	Over 170 ha	Upper 25%*
Number of farms	29	30	31	23
Livestock:	Number per farm			
Rearing cows	7	12	33	9
Heifers in calf				
Stores over 1 year	32	43	58	35
Stores 6-12 months	8	18	28	6
Calves	2		14	2
Fat cattle	10	15	32	18
Store lambs	4	14	31	9
Fat lambs	70	123	208	104
Fat sheep	20	19	42	12
	£ per head			
Rearing cows	950	931	1,303	971
Heifers in calf	1,277	1,300	1,198	
Stores over 1 year	1,083	995	921	1,072
Stores 6-12 months	832	896	928	937
Calves	390	350	396	415
Fat cattle	1,327	1,298	1,335	1,302
Store lambs	70.40	75.94	77.82	76.89
Fat lambs	96.20	92.84	90.48	95.66
Fat sheep	98.74	96.45	95.60	81.81

LIVESTOCK PURCHASES

Specialist Beef with Sheep - 2020 Crop Year

	Physical Farm Size			
	Under 100 ha	100 - 170 ha	Over 170 ha	Upper 25%*
Number of farms	29	30	31	23
Livestock:	Number per farm			
Rearing cows	1	2	1	1
Heifers in calf		1	1	
Stores over 1 year	3	1	1	1
Stores 6-12 months	6	4		7
Calves	1	7	2	4
Store lambs	7	1	2	
	£ per head			
Rearing cows	1,386	1,300	1,540	1,314
Heifers in calf	1,304	1,180	1,335	1,249
Stores over 1 year	814	1,066	965	976
Stores 6-12 months	800	609	582	807
Calves	284	280	358	310
Store lambs	43.11	62.00	74.00	

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

Farm Business Survey

CROP YIELD & PRICES

Specialist Beef with Sheep - 2020 Crop Year

Physical Farm Size				
	Under 100 ha	100 - 170 ha	Over 170 ha	Upper 25%*
Number of farms	29	30	31	23
Crop yield: Tonnes per hectare				
Wheat				
Barley	6.2	5.8	6.1	5.8
Oats and mixed cereals	4.3	5.4	6.1	5.6
Potatoes				
Oil seed rape				
Crop output: £ per hectare				
Wheat				
Barley	602	663	784	760
Oats and mixed cereals		721	728	751
Potatoes				
Potato land let				
Oil seed rape				
Other cash crops				
Other cash crops land let				
Average prices (current crop) £ per tonne				
Wheat				
Barley	150	184	148	149
Oats and mixed cereals		123	128	124
Potatoes				
Oil seed rape				

SHEEP PERFORMANCE

Specialist Beef with Sheep - 2020 Crop Year

Physical Farm Size				
	Under 100 ha	100 - 170 ha	Over 170 ha	Upper 25%*
Number of farms	29	30	31	23
Number per farm				
Ewes to ram	40	68	213	64
Ewe deaths	5	8	16	6
Lambs marked	106	164	318	128
Lambs disposed	104	161	311	127
Cast ewes sold	5	17	38	7
% Ewes to ram				
Ewe deaths	7	7	7	8
Lambs marked	142	143	141	150
Lambs disposed	150	144	131	151
Cast ewes sold	17	16	26	30

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

Farm Business Survey

PHYSICAL DATA

Mixed Cattle and Sheep - 2020 Crop Year

	% Rough grazing			
	Under 25 %	25 - 80 %	Over 80 %	Upper 25%*
Number of farms	17	19	16	13
Crops:	Hectares per farm			
Wheat				
Barley	3.4	3.4	1.0	1.2
Oats & mixed cereals		0.5		
Potatoes				
Potato land let				
Oil seed rape				
Other cash crops				
Other cash crops land let	1.8			
Set-aside and fallow	0.4			
Roots and arable fodder	4.1	0.8	2.0	1.1
Grass principally for Hay	3.1	3.5	0.6	2.9
Silage	21.6	24.7	23.8	17.4
Grazing	88.4	102.7	56.2	45.5
Rough grazing	11.8	193.4	1543.7	629.6
Total farm area	134.6	329.0	1627.3	697.7
Total adjusted area	127.1	185.8	205.0	126.0
Total forage area	121.4	181.9	204.0	124.8

Livestock:	Average numbers per farm			
Rearing cows	40	65	50	34
Cattle over 2 years	2	9	7	2
Cattle 1 to 2 years	23	18	17	9
Cattle under 1 year	40	57	44	30
Ewes	365	452	614	376
Other sheep	388	436	594	331
	Units per farm			
Total grazing livestock units	117	153	160	96
GLU's per forage hectare	1.0	0.8	0.8	0.8

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

Farm Business Survey
 Farm Business Income - £ per Farm
 Mixed Cattle and Sheep - 2020 Crop Year

	% Rough grazing			
	Under 25 %	25 - 80 %	Over 80 %	Upper 25%*
Number of farms	17	19	16	13
Size in hectares (adjusted)	127.1	185.8	205.0	126.0
Ewe equivalents	668	940	991	629
Proportion of rough grazing	9	54	92	49
Farm Output from:	£ per farm			
Milk				
Cattle	41,681	52,872	38,968	26,470
Sheep and wool	48,841	47,220	48,206	33,691
Other livestock	904	88	-37	687
Cereals	2,860	2,623	628	730
Other crops	1,882	-747	323	404
BSP & coupled payments~	29,104	44,033	56,208	32,310
LFASS	2,982	6,374	9,272	4,693
Sundry farm income	4,359	15,981	18,162	20,281
Diversification surplus	4,724	1,299	313	2,604
Output	137,337	169,743	172,043	121,870
Variable Costs:				
Concentrates	16,079	20,305	17,763	12,690
Roughages	3,008	2,673	6,511	2,712
Keep taken	2,130	1,707	4,927	953
Vet and medicine	4,902	5,582	6,392	4,211
Sundry livestock expenses	9,648	8,713	10,445	6,217
Seeds	1,284	1,683	1,151	740
Fertiliser and lime	6,849	8,293	8,343	4,206
Crop sprays	750	769	222	277
Other crop expenses	625	1,737	865	642
Total Variable Costs	45,275	51,462	56,619	32,648
Farm Gross Margin	92,062	118,281	115,424	89,222
Fixed Costs:				
Paid labour	5,254	9,276	11,045	6,078
Power and machinery	17,130	22,094	21,621	15,238
Overheads	18,679	18,819	19,426	14,321
Depreciation	21,830	29,586	29,428	21,034
Rent and interest	6,694	10,986	9,243	3,399
Total Fixed Costs	69,587	90,761	90,763	60,070
Farm Business Income (FBI)	22,475	27,520	24,661	29,152

* 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
 Mixed Cattle and Sheep - 2020 Crop Year

	% Rough grazing			
	Under 25 %	25 - 80 %	Over 80 %	Upper 25%*
Number of farms	17	19	16	13
Size in hectares (adjusted)	127.1	185.8	205.0	126.0
Ewe equivalents	668	940	991	629
Proportion of rough grazing	9	54	92	49
Farm Output from: £ per adjusted hectare				
Milk				
Cattle	328	285	190	210
Sheep and wool	384	254	235	267
Other livestock	7			5
Cereals	23	14	3	6
Other crops	15	-4	2	3
BSP & coupled payments~	229	237	274	256
LFASS	23	34	45	37
Sundry farm income	34	86	89	161
Diversification surplus	37	7	2	21
Output	1,080	913	840	966
Variable Costs:				
Concentrates	127	109	87	101
Roughages	24	14	32	22
Keep taken	17	9	24	8
Vet and medicine	39	30	31	33
Sundry livestock expenses	76	47	51	49
Seeds:	10	9	6	6
Fertiliser and lime	54	45	41	33
Crop sprays	6	4	1	2
Other crop expenses	5	9	4	5
Total Variable Costs	358	276	277	259
Farm Gross Margin	722	637	563	707
Fixed Costs:				
Paid labour	41	50	54	48
Power and machinery	135	119	105	121
Overheads	147	101	95	114
Depreciation	172	159	144	167
Rent and interest	53	59	45	27
Total Fixed Costs	548	488	443	477
Farm Business Income (FBI)	174	149	120	230

* 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
 Mixed Cattle and Sheep - 2020 Crop Year

	% Rough grazing			
	Under 25 %	25 - 80 %	Over 80 %	Upper 25%*
Number of farms	17	19	16	13
Size in hectares (adjusted)	127.1	185.8	205.0	126.0
Ewe equivalents	668	940	991	629
Proportion of rough grazing	9	54	92	49
Farm Output from:	% of output			
Milk				
Cattle	31	30	23	20
Sheep and wool	36	28	28	28
Other livestock	1			1
Cereals	2	2		1
Other crops	1			
BSP & coupled payments~	21	26	33	27
LFASS	2	4	5	4
Sundry farm income	3	9	11	17
Diversification surplus	3	1		2
Output	100	100	100	100
Variable Costs:				
Concentrates	12	12	10	10
Roughages	2	2	4	2
Keep taken	2	1	3	1
Vet and medicine	4	3	4	3
Sundry livestock expenses	7	5	6	5
Seeds:	1	1	1	1
Fertiliser and lime	5	5	5	3
Crop sprays	1			
Other crop expenses		1	1	1
Total Variable Costs	34	30	34	26
Farm Gross Margin (FGM)^	66	70	66	74
Fixed Costs:				
Paid labour	4	5	6	5
Power and machinery	12	13	13	13
Overheads	14	11	11	12
Depreciation	16	17	17	17
Rent and interest	5	6	5	3
Total Fixed Costs	51	52	52	50
Farm Business Income (FBI)^	15	18	14	24

* 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

Mixed Cattle and Sheep - 2020 Crop Year

	% Rough grazing			
	Under 25 %	25 - 80 %	Over 80 %	Upper 25%*
Number of farms	17	19	16	13
Livestock:	Number per farm			
Rearing cows	7	7	9	5
Stores over 1 year	37	11	19	13
Weaned calves	7	40	18	16
Draft ewes	38	25	39	8
Other ewes	75	79	74	59
Store lambs	121	101	150	84
Fat lambs	263	262	160	225
Fat sheep	48	83	137	35
	£ per head			
Rearing cows	810	960	938	816
Stores over 1 year	1,030	887	1,042	968
Weaned calves	876	776	828	863
Draft ewes	115.80	84.74	124.04	220.47
Other ewes	70.68	67.55	61.45	69.61
Store lambs	66.42	61.67	64.19	65.63
Fat lambs	87.88	87.34	81.94	84.91
Fat sheep	99.62	96.22	94.69	99.86

LIVESTOCK PURCHASES

Mixed Cattle and Sheep - 2020 Crop Year

	% Rough grazing			
	Under 25 %	25 - 80 %	Over 80 %	Upper 25%*
Number of farms	17	19	16	13
Livestock:	Number per farm			
Rearing cows	2	1		1
Stores over 1 year	15	9	3	
Weaned calves	4			
Breeding ewes	34	24	7	27
Store lambs	2		30	
	£ per head			
Rearing cows	1,391	1,195	1,056	1,337
Stores over 1 year	918	1,047	1,398	625
Weaned calves	779	965	640	
Breeding ewes	111.12	123.13	78.55	119.23
Store lambs	56.07		59.81	27.50

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

Farm Business Survey

CROP YIELD & PRICES

Mixed Cattle and Sheep - 2020 Crop Year

	% Rough grazing			
	Under 25 %	25 - 80 %	Over 80 %	Upper 25%*
Number of farms	17	19	16	13
Crop yield:	Tonnes per hectare			
Wheat				
Barley	6.5	5.2	5.0	4.8
Oats and mixed cereals		5.0		
Potatoes	35.6			
Oil seed rape				
Crop output:	£ per hectare			
Wheat				
Barley	840	668	639	602
Oats and mixed cereals		699		
Potatoes	13,194			
Potato land let				
Oil seed rape				
Other cash crops				
Other cash crops land let	457			
Average prices (current crop year sales)	£ per tonne			
Wheat				
Barley	133	126		120
Oats and mixed cereals		130		
Potatoes	418			
Oil seed rape				

SHEEP PERFORMANCE

Mixed Cattle and Sheep - 2020 Crop Year

	% Rough grazing			
	Under 25 %	25 - 80 %	Over 80 %	Upper 25%*
Number of farms	17	19	16	13
	Number per farm			
Ewes to ram	387	462	607	381
Ewe deaths	19	30	46	28
Lambs marked	572	626	667	470
Lambs disposed	555	605	622	457
Cast ewes sold	75	79	74	59
	% Ewes to ram			
Ewe deaths	5	6	8	7
Lambs marked	148	136	110	123
Lambs disposed	143	131	103	120
Cast ewes sold	19	17	12	15

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

Farm Business Survey

PHYSICAL DATA

Specialist Sheep LFA - 2020 Crop Year

	Farm location		
	Northern Area	Southern Area	Upper 25%*
Number of farms	14	12	7
Crops:	Hectares per farm		
Wheat			
Barley		0.4	
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	0.1	0.6	
Grass principally for Hay	0.9	1.8	1.2
Silage	5.1	5.7	5.0
Grazing	42.8	62.3	33.1
Rough grazing	1365.6	524.0	547.7
Total farm area	1414.5	594.8	587.0
Total adjusted area	195.1	175.3	117.1
Total forage area	195.1	174.9	117.1

Livestock:	Average numbers per farm		
Rearing cows	7	5	1
Cattle over 2 years	1	1	
Cattle 1 to 2 years	1	1	
Cattle under 1 year	5	3	1
Ewes	709	716	533
Other sheep	1121	640	474
	Units per farm		
Total grazing livestock units	140	109	78
GLU's per forage hectare	0.7	0.6	0.7

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

Farm Business Survey
 Farm Business Income - £ per farm
 Specialist Sheep LFA - 2020 Crop Year

	Farm location		
	Northern Area	Southern Area	Upper 25%*
Number of farms	14	12	7
Size in hectares (adjusted)	195.1	175.3	117.1
Number of ewes tugged	693	723	544
Ewe equivalents	759	756	544
Proportion of rough grazing	91	74	80
Farm Output from:	£ per farm		
Milk			
Cattle	3,551	1,231	383
Sheep and wool	27,861	56,299	44,459
Other livestock	-91	25	-64
Cereals		330	
Other crops	44	434	510
BPS & coupled payments~	35,491	34,924	27,783
LFASS	4,890	5,036	3,706
Sundry farm income	7,408	11,291	7,507
Diversification surplus	15	-5	776
Output	79,169	109,565	85,060
Variable Costs:			
Concentrates	8,049	10,399	7,682
Roughages	1,556	1,173	660
Keep taken	3,720	2,698	3,662
Vet and medicine	5,197	5,741	4,866
Sundry livestock expenses	4,684	7,509	4,991
Seeds	70	676	373
Fertiliser and lime	1,512	2,668	1,752
Crop sprays	115	183	176
Other crop expenses	68	132	103
Total Variable Costs	24,971	31,179	24,265
Farm Gross Margin	54,198	78,386	60,795
Fixed Costs:			
Paid labour	19,074	7,994	8,020
Power and machinery	9,119	11,922	6,750
Overheads	9,087	21,544	12,805
Depreciation	11,697	18,271	10,212
Rent and interest	1,929	4,635	1,317
Total Fixed Costs	50,906	64,366	39,104
Farm Business Income (FBI)	3,292	14,020	21,691

* 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
 Specialist Sheep LFA - 2020 Crop Year

	Farm location		
	Northern Area	Southern Area	Upper 25%*
Number of farms	14	12	7
Size in hectares (adjusted)	195.1	175.3	117.1
Number of ewes tupp	693	723	544
Ewe equivalents	759	756	544
Proportion of rough grazing	91	74	80
Farm Output from:	£ per adjusted hectare		
Milk			
Cattle	18	7	3
Sheep and wool	143	321	380
Other livestock			-1
Cereals		2	
Other crops		2	4
BPS & coupled payments~	182	199	237
LFASS	25	29	32
Sundry farm income	38	64	64
Diversification surplus			7
Output	406	624	726
Variable Costs:			
Concentrates	41	59	66
Roughages	8	7	6
Keep taken	19	15	31
Vet and medicine	27	33	42
Sundry livestock expenses	24	43	43
Seeds:		4	3
Fertiliser and lime	8	15	15
Crop sprays	1	1	2
Other crop expenses		1	1
Total Variable Costs	128	178	209
Farm Gross Margin	278	446	517
Fixed Costs:			
Paid labour	98	46	68
Power and machinery	47	68	58
Overheads	47	123	109
Depreciation	60	104	87
Rent and interest	10	26	11
Total Fixed Costs	262	367	333
Farm Business Income (FBI)	16	79	184

* 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
 Specialist Sheep LFA - 2020 Crop Year

	Farm location		
	Northern Area	Southern Area	Upper 25%*
Number of farms	14	12	7
Size in hectares (adjusted)	195.1	175.3	117.1
Number of ewes tuppied	693	723	544
Ewe equivalents	759	756	544
Proportion of rough grazing	91	74	80
Farm Output from:	% of output		
Milk			
Cattle	4	1	
Sheep and wool	35	51	52
Other livestock			
Cereals			
Other crops			1
BPS & coupled payments~	46	33	33
LFASS	6	5	4
Sundry farm income	9	10	9
Diversification surplus			1
Output	100	100	100
Variable Costs:			
Concentrates	10	9	9
Roughages	2	1	1
Keep taken	5	2	4
Vet and medicine	7	5	6
Sundry livestock expenses	6	7	6
Seeds:		1	
Fertiliser and lime	2	2	2
Crop sprays			
Other crop expenses			
Total Variable Costs	32	28	29
Farm Gross Margin (FGM)^	68	72	71
Fixed Costs:			
Paid labour	24	7	9
Power and machinery	12	11	8
Overheads	11	20	15
Depreciation	15	17	12
Rent and interest	2	4	2
Total Fixed Costs	64	59	46
Farm Business Income (FBI)^	4	13	25

* 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

Specialist Sheep LFA - 2020 Crop Year

	Farm location		
	Northern Area	Southern Area	Upper 25%*
Number of farms	14	12	7
Livestock:	Number per farm		
Rearing cows	1		
Stores over 1 year		1	
Weaned calves	4	1	1
Draft ewes	25	43	23
Other ewes	77	114	98
Store lambs	293	211	166
Fat lambs	22	285	234
Fat sheep	20	76	57
	£ per head		
Rearing cows	833	756	
Stores over 1 year	665	882	912
Weaned calves	694	859	859
Draft ewes	75.09	84.78	87.81
Other ewes	56.84	58.68	57.54
Store lambs	57.74	62.74	60.93
Fat lambs	81.52	76.76	77.78
Fat sheep	98.24	89.84	90.88

LIVESTOCK PURCHASES

Specialist Sheep LFA - 2020 Crop Year

	Farm location		
	Northern Area	Southern Area	Upper 25%*
Number of farms	14	12	7
Livestock:	Number per farm		
Rearing cows			
Stores over 1 year		1	
Weaned calves			
Breeding ewes	9	22	
Store lambs	8		
	£ per head		
Rearing cows	1,044	2,073	
Stores over 1 year	929	1,385	1,480
Weaned calves	575		
Breeding ewes	93.6	112.22	
Store lambs	51.72		

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

Farm Business Survey
 CROP YIELD & PRICES
 Specialist Sheep LFA - 2020 Crop Year

	Farm location		
	Northern Area	Southern Area	Upper 25%*
Number of farms	14	12	7
Crop yield:	Tonnes per hectare		
Wheat			
Barley		6.5	
Oats and mixed cereals			
Potatoes			
Oil seed rape			
Crop output:	£ per hectare		
Wheat			
Barley		839	
Oats and mixed cereals			
Potatoes			
Potato land let			
Oil seed rape			
Other cash crops			
Other cash crops land let			
Average prices (current crop)	£ per tonne		
Wheat			
Barley			
Oats and mixed cereals			
Potatoes			
Oil seed rape			

SHEEP PERFORMANCE			
Specialist Sheep LFA - 2020 (Farm location		
	Northern Area	Southern Area	Upper 25%*
Number of farms	14	12	7
	Number per farm		
Ewes to ram	693	723	544
Ewe deaths	36	35	23
Lambs marked	633	839	641
Lambs disposed	586	797	618
Cast ewes sold	77	114	98
	% Ewes to ram		
Ewe deaths	5	5	4
Lambs marked	91	116	118
Lambs disposed	84	110	114
Cast ewes sold	11	16	18

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

Specialist Cereals

Farm Business Survey

PHYSICAL DATA

Specialist Cereals - 2020 Crop Year

	Physical Farm Size			
	Under 120 ha	120 - 180 ha	Over 180 ha	Upper 25%*
Number of farms	14	10	20	11
Crops:	Hectares per Farm			
Wheat	10.2	33.6	48.0	36.2
Barley	46.7	57.5	94.8	51.8
Oats & mixed cereals	4.6	18.4	12.4	9.7
Potatoes				
Potato land let	4.0	2.1	1.0	4.6
Oil seed rape	2.9	7.6	24.9	12.1
Other cash crops		0.4	7.1	4.8
Other cash crops land let	1.8		4.3	3.7
Set-aside and fallow	4.7	6.2	11.7	9.2
Roots and arable fodder	0.6	0.3	0.9	0.7
Grass principally for Hay	2.9	0.4	1.9	0.2
Silage	1.2	7.6	7.4	1.5
Grazing	13.1	12.9	16.7	7.4
Rough grazing	7.5	0.4	2.2	1.2
Total farm area	100.2	147.4	233.3	143.1
Total adjusted area	95.2	147.2	231.5	142.3
Total forage area	20.2	21.4	27.4	10.1
Livestock:	Average numbers per farm			
Rearing cows		3		
Cattle over 2 years		1	1	
Cattle 1 to 2 years	3	22	32	11
Cattle under 1 year		3	4	
Ewes	6	1	19	
Other sheep	10	2	45	
	Units per farm			
Total grazing livestock units	4	18	28	7
GLU's per forage hectare	0.2	0.8	1.0	0.7

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

Farm Business Survey
 Farm Business Income - £ per Farm
 Specialist Cereals - 2020 Crop Year

	Physical Farm Size			
	Under 120 ha	120 - 180 ha	Over 180 ha	Upper 25%*
Number of farms	14	10	20	11
Size in hectares (adjusted)	95.2	147.2	231.5	142.3
Farm Output from:	£ per farm			
Milk				
Cattle	2,363	9,108	11,742	2,757
Sheep and wool	1,518	286	5,741	
Other livestock	12			
Cereals	67,860	142,626	181,253	131,724
Other crops	19,056	29,070	63,603	44,200
BPS & coupled payments~	20,520	32,891	48,409	30,850
LFASS		85		
Sundry farm income	20,103	8,126	88,149	64,527
Diversification surplus	7,565	8,901	12,886	16,501
Output	138,997	231,093	411,783	290,559
Variable Costs:				
Concentrates	797	2,645	8,774	603
Roughages		4	317	
Keep taken			104	
Vet and medicine	70	232	812	17
Sundry livestock expenses	258	278	1,148	101
Seeds	5,066	9,721	16,435	9,984
Fertiliser and lime	13,202	26,128	41,175	24,667
Crop sprays	7,153	16,437	25,728	18,943
Other crop expenses	2,542	3,639	7,599	3,466
Total Variable Costs	29,088	59,084	102,092	57,781
Farm Gross Margin	109,909	172,009	309,691	232,778
Fixed Costs:				
Paid labour	7,487	4,682	27,787	11,485
Power and machinery	29,189	29,591	56,192	32,418
Overheads	17,231	19,217	32,754	23,426
Depreciation	23,837	40,434	71,449	43,167
Rent and interest	4,922	4,448	20,767	6,517
Total Fixed Costs	82,666	98,372	208,949	117,013
Farm Business Income (FBI)	27,243	73,637	100,742	115,765

* 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
 Specialist Cereals - 2020 Crop Year

	Physical Farm Size			
	Under 120 ha	120 - 180 ha	Over 180 ha	Upper 25%*
Number of farms	14	10	20	11
Size in hectares (adjusted)	95.2	147.2	231.5	142.3
Farm Output from:	£ per adjusted hectare			
Milk				
Cattle	25	62	51	19
Sheep and wool	16	2	25	
Other livestock				
Cereals	713	969	783	926
Other crops	200	197	275	311
BPS & coupled payments~	216	223	209	217
LFASS		1		
Sundry farm income	211	55	381	453
Diversification surplus	80	60	56	116
Output	1,461	1,569	1,780	2,042
Variable Costs:				
Concentrates	8	18	38	4
Roughages			1	
Keep taken				
Vet and medicine	1	2	4	
Sundry livestock expenses	3	2	5	1
Seeds:	53	66	71	70
Fertiliser and lime	139	177	178	173
Crop sprays	75	112	111	133
Other crop expenses	27	25	33	24
Total Variable Costs	306	402	441	405
Farm Gross Margin	1,155	1,167	1,339	1,637
Fixed Costs:				
Paid labour	79	32	120	81
Power and machinery	307	201	243	228
Overheads	181	131	141	165
Depreciation	251	275	309	303
Rent and interest	52	30	90	46
Total Fixed Costs	870	669	903	823
Farm Business Income (FBI)	285	498	436	814

* 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
 Specialist Cereals - 2020 Crop Year

	Physical Farm Size			
	Under 120 ha	120 - 180 ha	Over 180 ha	Upper 25%*
Number of farms	14	10	20	11
Size in hectares (adjusted)	95.2	147.2	231.5	142.3
Farm Output from:	% of output			
Milk				
Cattle	2	4	3	1
Sheep and wool	1		1	
Other livestock				
Cereals	49	61	45	45
Other crops	14	13	15	15
BPS & coupled payments~	15	14	12	11
LFASS				
Sundry farm income	14	4	21	22
Diversification surplus	5	4	3	6
Output	100	100	100	100
Variable Costs:				
Concentrates	1	1	2	
Roughages				
Keep taken				
Vet and medicine				
Sundry livestock expenses				
Seeds:	4	4	4	3
Fertiliser and lime	9	11	10	8
Crop sprays	5	7	6	7
Other crop expenses	2	2	2	1
Total Variable Costs	21	25	24	19
Farm Gross Margin (FGM)^	79	75	76	81
Fixed Costs:				
Paid labour	5	2	7	4
Power and machinery	21	13	14	11
Overheads	12	8	8	8
Depreciation	17	17	17	15
Rent and interest	4	2	5	2
Total Fixed Costs	59	42	51	40
Farm Business Income (FBI)^	20	33	25	41

* 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

Specialist Cereals - 2020 Crop Year

	Physical Farm Size			
	Under 120 ha	120 - 180 ha	Over 180 ha	Upper 25%*
Number of farms	14	10	20	11
Livestock:	Number per farm			
Rearing cows				
Heifers in calf				
Stores over 1 year		2		
Stores 6-12 months				
Calves				
Fat cattle	3	7	27	3
Store lambs			1	
Fat lambs		3	35	
Fat sheep	21		48	
	£ per head			
Rearing cows		1,208		
Heifers in calf				
Stores over 1 year		1,075	999	
Stores 6-12 months		1,075		
Calves				
Fat cattle	1,549	1,584	1,386	1,549
Store lambs			68.00	
Fat lambs		96.28	87.52	
Fat sheep	108.18	125.00	117.45	

LIVESTOCK PURCHASES

Specialist Cereals - 2020 Crop Year

	Physical Farm Size			
	Under 120 ha	120 - 180 ha	Over 180 ha	Upper 25%*
Number of farms	14	10	20	11
Livestock:	Number per farm			
Rearing cows				
Heifers in calf				
Stores over 1 year	3	2	26	4
Stores 6-12 months		4	4	
Calves				
Store lambs	15		52	
	£ per head			
Rearing cows				
Heifers in calf				
Stores over 1 year	767	1,105	972	767
Stores 6-12 months		852	880	
Calves				
Store lambs	51.01		49.63	

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

Farm Business Survey

CROP YIELD & PRICES

Specialist Cereals - 2020 Crop Year

	Physical Farm Size			
	Under 120 ha	120 - 180 ha	Over 180 ha	Upper 25%*
Number of farms	14	10	20	11
Crop yield:	Tonnes per hectare			
Wheat	8.1	9.0	8.3	8.6
Barley	7.0	7.6	7.0	7.5
Oats and mixers	7.5	7.9	5.4	7.7
Potatoes				
Oil seed rape	3.9	4.6	3.7	4.8
Crop output:	£ per hectare			
Wheat	1,501	1,624	1,508	1,633
Barley	999	1,084	1,031	1,140
Oats and mixers	1,279	1,433	894	1,400
Potatoes				
Potato land let	868	1,667	884	1,076
Oil seed rape	1,566	1,637	1,388	1,772
Other cash crops		981	1,050	1,178
Other cash crops	458		953	621
Average prices	£ per tonne			
Wheat	188	179	189	198
Barley	143	145	148	153
Oats and mixers	170	178	163	178
Potatoes				
Oil seed rape	398	354	371	369

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

Farm Business Survey

PHYSICAL DATA

General Cropping - 2020 Crop Year

	Physical Farm Size			
	Under 150 ha	150 - 250 ha	Over 250 ha	Upper 25%*
Number of farms	9	8	12	8
Crops:	Hectares per farm			
Wheat	27.8	41.3	36.1	37.4
Barley	35.9	56.2	122.8	35.2
Oats & mixed cereals	11.0	3.5	7.1	11.3
Potatoes	8.5	1.3	70.8	4.8
Potato land let	5.0	9.9	9.6	8.2
Oil seed rape	0.4	8.3	19.3	1.4
Other cash crops	0.7	7.2	3.1	6.1
Other cash crops land let	4.4	10.0	10.6	7.1
Set-aside and fallow	4.1	9.1	14.9	6.1
Roots and arable fodder		1.6	0.8	0.7
Grass principally for Hay		0.6		0.1
Silage	1.4	7.7	5.8	1.0
Grazing	3.4	37.1	32.2	33.7
Rough grazing	0.7	0.2	3.5	
Total farm area	103.3	194.0	336.6	153.1
Total adjusted area	102.8	193.9	334.1	153.0
Total forage area	5.0	47.2	40.0	35.5

Livestock:	Average numbers per farm			
Rearing cows		8	19	1
Cattle over 2 years	1	1	2	1
Cattle 1 to 2 years	5	10	17	4
Cattle under 1 year		7	14	1
Ewes		11	7	
Other sheep		33	6	
	Units per farm			
Total grazing livestock units	4	18	32	4
GLU's per forage hectare	0.8	0.4	0.8	0.1

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

Farm Business Survey
 Farm Business Income - £ per farm
 General Cropping - 2020 Crop Year

	Physical Farm Size			
	Under 150 ha	150 - 250 ha	Over 250 ha	Upper 25%*
Number of farms	9	8	12	8
Size in hectares (adjusted)	102.8	193.9	334.1	153
Farm Output from:	£ per farm			
Milk				
Cattle	2,982	8,534	21,512	3,833
Sheep and wool		928	1,044	
Other livestock		154		
Cereals	103,174	117,493	208,546	109,626
Other crops	58,559	68,341	668,894	64,946
BPS & coupled payments~	21,882	41,999	59,154	33,373
LFASS			146	
Sundry farm income	41,862	29,584	48,247	21,258
Diversification surplus	11,614	8,304	13,514	14,977
Output	240,073	275,337	1,021,057	248,013
Variable Costs:				
Concentrates	900	2,695	7,369	940
Roughages	91	228	492	109
Keep taken			228	
Vet and medicine	78	1,511	1,227	436
Sundry livestock expenses	156	1,036	1,715	259
Seeds	10,932	8,070	96,383	9,616
Fertiliser and lime	19,101	27,490	81,357	21,642
Crop sprays	16,382	18,594	73,372	14,997
Other crop expenses	4,770	6,543	26,570	4,225
Total Variable Costs	52,410	66,167	288,713	52,224
Farm Gross Margin	187,663	209,170	732,344	195,789
Fixed Costs:				
Paid labour	8,787	10,567	129,820	3,597
Power and machinery	36,126	47,069	165,557	41,718
Overheads	17,551	31,408	71,442	23,178
Depreciation	41,802	47,177	165,038	39,253
Rent and interest	10,893	17,161	107,594	6,001
Total Fixed Costs	115,159	153,382	639,451	113,747
Farm Business Income (FBI)	72,504	55,788	92,893	82,042

* 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
 General Cropping - 2020 Crop Year

	Physical Farm Size			
	Under 150 ha	150 - 250 ha	Over 250 ha	Upper 25%*
Number of farms	9	8	12	8
Size in hectares (adjusted)	102.8	193.9	334.1	153
Farm Output from:	£ per adjusted hectare			
Milk				
Cattle	29	44	64	25
Sheep and wool		5	3	
Other livestock		1		
Cereals	1,004	606	624	716
Other crops	570	352	2,002	424
BPS & coupled payments~	213	217	177	218
LFASS				
Sundry farm income	407	153	144	139
Diversification surplus	113	43	40	98
Output	2,336	1,421	3,054	1,620
Variable Costs:				
Concentrates	9	14	22	6
Roughages	1	1	1	1
Keep taken			1	
Vet and medicine	1	8	4	3
Sundry livestock expenses	2	5	5	2
Seeds:	106	42	288	63
Fertiliser and lime	186	142	243	141
Crop sprays	159	96	220	98
Other crop expenses	46	34	80	28
Total Variable Costs	510	342	864	342
Farm Gross Margin	1,826	1,079	2,190	1,278
Fixed Costs:				
Paid labour	85	54	389	24
Power and machinery	351	243	495	273
Overheads	171	162	214	151
Depreciation	407	243	494	257
Rent and interest	106	89	322	39
Total Fixed Costs	1,120	791	1,914	744
Farm Business Income (FBI)	706	288	276	534

* 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
 General Cropping - 2020 Crop Year

	Physical Farm Size			
	Under 150 ha	150 - 250 ha	Over 250 ha	Upper 25%*
Number of farms	9	8	12	8
Size in hectares (adjusted)	102.8	193.9	334.1	153
Farm Output from:	% of output			
Milk				
Cattle	1	3	2	2
Sheep and wool				
Other livestock				
Cereals	44	43	20	44
Other crops	24	25	66	26
BPS & coupled payments~	9	15	6	13
LFASS				
Sundry farm income	17	11	5	9
Diversification surplus	5	3	1	6
Output	100	100	100	100
Variable Costs:				
Concentrates		1	1	
Roughages				
Keep taken				
Vet and medicine		1		
Sundry livestock expenses				
Seeds:	5	3	9	4
Fertiliser and lime	8	10	8	9
Crop sprays	7	7	7	6
Other crop expenses	2	2	3	2
Total Variable Costs	22	24	28	21
Farm Gross Margin (FGM)^	78	76	72	79
Fixed Costs:				
Paid labour	4	4	13	1
Power and machinery	15	17	16	17
Overheads	7	11	7	9
Depreciation	17	17	16	16
Rent and interest	5	6	11	2
Total Fixed Costs	48	55	63	45
Farm Business Income (FBI)^	30	21	9	34

* 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

General Cropping - 2020 Crop Year

	Physical Farm Size			
	Under 150 ha	150 - 250 ha	Over 250 ha	Upper 25%*
Number of farms	9	8	12	8
Livestock:	Number per farm			
Rearing cows		1	3	
Heifers in calf				
Stores over 1 year		9	13	
Stores 6-12 months				
Calves				
Fat cattle	8	1	20	7
Store lambs				
Fat lambs		8	11	
Fat sheep		3		
	£ per head			
Rearing cows		931	1,039	1,151
Heifers in calf				
Stores over 1 year		931	1,118	
Stores 6-12 months		790	1,201	
Calves				
Fat cattle	1,412	1,075	1,297	1,380
Store lambs				
Fat lambs		89.54	100.66	
Fat sheep		81.33		

LIVESTOCK PURCHASES

General Cropping - 2020 Crop Year

	Physical Farm Size			
	Under 150 ha	150 - 250 ha	Over 250 ha	Upper 25%*
Number of farms	9	8	12	8
Livestock:	Number per farm			
Rearing cows				
Heifers in calf				
Stores over 1 year	6	6	5	5
Stores 6-12 months			17	
Calves				
Store lambs		44		
	£ per head			
Rearing cows		1,283	1,120	
Heifers in calf			1,050	
Stores over 1 year	997	690	961	978
Stores 6-12 months			725	
Calves		251	410	
Store lambs		41.68		

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

Farm Business Survey

CROP YIELD & PRICES

General Cropping - 2020 Crop Year

	Physical Farm Size			
	Under 150 ha	150 - 250 ha	Over 250 ha	Upper 25%*
Number of farms	9	8	12	8
Crop yield:	Tonnes per hectare			
Wheat	9.5	7.6	9.9	8.5
Barley	7.5	7.3	7.3	7.3
Oats and mixed cereals	8.2	5.3	7.8	7.6
Potatoes	53.7	66.4	42.7	55
Oil seed rape	4.1	4.4	4.4	4.6
Crop output:	£ per hectare			
Wheat	1,670	1,363	1,635	1,494
Barley	1,127	1,042	1,138	1,095
Oats and mixed cereals	1,482	754	1,328	1,344
Potatoes	4,865	12,963	8,245	4,781
Potato land let	1,035	1,172	1,087	1,210
Oil seed rape	1,517	1,553	1,596	1,666
Other cash crops	1,155	1,045	1,246	1,044
Other cash crops land let	750	601	647	738
Average prices (current crop year)	£ per tonne			
Wheat	174	179	164	175
Barley	151	140	158	150
Oats and mixed cereals	181	142	152	172
Potatoes	76	187	208	63
Oil seed rape	371	355	362	360

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

Farm Business Survey

PHYSICAL DATA

Mixed Farms - 2020 Crop Year

	Physical Farm Size			
	Under 120 ha	120 - 200 ha	Over 200 ha	Upper 25%*
Number of farms	27	35	30	23
Crops:	Hectares per farm			
Wheat	0.8	7.9	26.2	9.4
Barley	20.9	58.2	77.7	44.9
Oats & mixed cereals	1.3	2.9	4.4	2.0
Potatoes			1.2	0.7
Potato land let	0.6	1.0	5.3	1.6
Oil seed rape		3.0	6.7	2.1
Other cash crops	2.1	0.5	1.1	0.5
Other cash crops land let	1.4	2.7	4.2	2.8
Set-aside and fallow	2.3	8.5	8.3	3.7
Roots and arable fodder	1.2	2.4	2.5	0.7
Grass principally for Hay	1.3	3.8	3.4	2.0
Silage	14.5	21.5	35.9	20.9
Grazing	38.7	38.3	95.0	59.4
Rough grazing	3.2	8.8	12.6	7.5
Total farm area	88.3	159.5	284.5	158.2
Total adjusted area	86.1	152.4	276.2	152.1
Total forage area	56.8	67.7	141	84.3
Livestock:	Average numbers per farm			
Rearing cows	21	41	91	50
Cattle over 2 years	10	10	16	12
Cattle 1 to 2 years	35	66	91	51
Cattle under 1 year	30	66	106	76
Ewes	62	94	189	101
Other sheep	109	108	211	149
	Units per farm			
Total grazing livestock units	72	121	207	125
GLU's per forage hectare	1.3	1.8	1.5	1.5

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

Farm Business Survey
 Farm Business Income - £ per farm
 Mixed Farms - 2020 Crop Year

	Physical Farm Size			
	Under 120 ha	120 - 200 ha	Over 200 ha	Upper 25%*
Number of farms	27	35	30	23
Size in hectares (adjusted)	86.1	152.4	276.2	152.1
Farm Output from:	£ per farm			
Milk				
Cattle	44,044	106,053	138,395	99,504
Sheep and wool	12,961	14,248	28,717	20,767
Other livestock	137	18,945	2,010	78
Cereals	21,964	75,654	121,442	64,437
Other crops	6,017	15,377	52,609	26,213
BPS and coupled payments~	20,886	36,191	67,323	37,640
LFASS	363	714	1,811	905
Sundry farm income	3,058	17,691	40,177	18,821
Diversification surplus	5,039	6,800	19,215	9,054
Output	114,468	291,671	471,698	277,419
Variable Costs:				
Concentrates	17,061	47,820	43,762	32,338
Roughages	1,631	4,373	3,291	3,917
Keep taken	723	1,414	2,720	889
Vet and medicine	3,019	5,245	7,431	4,316
Sundry livestock expenses	4,261	9,648	9,359	6,767
Seeds	2,949	7,598	11,803	6,389
Fertiliser and lime	9,048	19,026	37,423	18,901
Crop sprays	2,605	8,943	16,991	8,471
Other crop expenses	1,357	4,887	6,945	3,399
Total Variable Costs	42,653	108,955	139,724	85,387
Farm Gross Margin	71,815	182,716	331,973	192,032
Fixed Costs:				
Paid labour	3,771	15,356	31,821	9,166
Power and machinery	19,311	38,982	58,644	29,557
Overheads	17,470	25,292	40,493	23,361
Depreciation	20,676	38,773	81,152	42,450
Rent and interest	3,229	9,998	15,430	5,354
Total Fixed Costs	64,457	128,400	227,539	109,888
Farm Business Income (FBI)	7,359	54,316	104,434	82,144

* 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
 Mixed Farms - 2020 Crop Year

	Physical Farm Size			
	Under 120 ha	120 - 200 ha	Over 200 ha	Upper 25%*
Number of farms	27	35	30	23
Size in hectares (adjusted)	86.1	152.4	276.2	152.1
Farm Output from:	£ per adjusted hectare			
Milk				
Cattle	511	696	501	654
Sheep and wool	150	94	104	137
Other livestock	2	124	7	1
Cereals	255	497	440	424
Other crops	70	101	190	172
BPS and coupled payments~	242	238	244	247
LFASS	4	5	7	6
Sundry farm income	35	116	145	124
Diversification surplus	58	45	70	60
Output	1,329	1,914	1,708	1,823
Variable Costs:				
Concentrates	198	314	158	213
Roughages	19	29	12	26
Keep taken	8	9	10	6
Vet and medicine	35	34	27	28
Sundry livestock expenses	49	63	34	44
Seeds:	34	50	43	42
Fertiliser and lime	105	125	135	124
Crop sprays	30	59	62	56
Other crop expenses	16	32	25	22
Total Variable Costs	495	715	506	561
Farm Gross Margin	834	1,199	1,202	1,262
Fixed Costs:				
Paid labour	44	101	115	60
Power and machinery	224	256	212	194
Overheads	203	166	147	154
Depreciation	240	254	294	279
Rent and interest	37	66	56	35
Total Fixed Costs	748	843	824	722
Farm Business Income (FBI)	85	356	378	540

* 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
 Mixed Farms - 2020 Crop Year

	Physical Farm Size			
	Under 120 ha	120 - 200 ha	Over 200 ha	Upper 25%*
Number of farms	27	35	30	23
Size in hectares (adjusted)	86.1	152.4	276.2	152.1
Farm Output from:	% of output			
Milk				
Cattle	40	38	30	37
Sheep and wool	11	5	6	7
Other livestock		6		
Cereals	19	26	26	23
Other crops	5	5	11	9
BPS and coupled payments~ LFASS	18	12	14	14
Sundry farm income	3	6	9	7
Diversification surplus	4	2	4	3
Output	100	100	100	100
Variable Costs:				
Concentrates	15	16	9	12
Roughages	1	1	1	1
Keep taken	1		1	
Vet and medicine	3	2	2	2
Sundry livestock expenses	4	3	2	2
Seeds:	3	3	3	2
Fertiliser and lime	8	7	8	7
Crop sprays	2	3	4	3
Other crop expenses	1	2	1	1
Total Variable Costs	38	37	31	30
Farm Gross Margin (FGM)^	62	63	69	70
Fixed Costs:				
Paid labour	3	5	7	3
Power and machinery	17	13	12	11
Overheads	15	9	9	8
Depreciation	18	13	17	15
Rent and interest	3	3	3	2
Total Fixed Costs	56	43	48	39
Farm Business Income (FBI)^	6	20	21	31

* 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

Mixed Farms - 2020 Crop Year

	Physical Farm Size			
	Under 120 ha	120 - 200 ha	Over 200 ha	Upper 25%*
Number of farms	27	35	30	23
Livestock:	Number per farm			
Rearing cows	4	9	20	10
Heifers in calf		1	1	
Stores over 1 year	6	7	16	10
Stores 6-12 months	5	3	8	3
Calves	1	2		
Fat cattle	48	145	117	116
Store lambs	19	17	1	13
Fat lambs	66	97	242	118
Fat sheep	23	53	99	32
	£ per head			
Rearing cows	1,145	1,289	928	1,018
Heifers in calf	1,770	1,591	1,595	1,340
Stores over 1 year	1,123	1,086	1,076	1,080
Stores 6-12 months	905	870	829	852
Calves	310	391	259	305
Fat cattle	1,380	1,276	1,315	1,221
Store lambs	70.93	66.67	82.21	65.52
Fat lambs	92.37	90.16	90.86	93.58
Fat sheep	108.21	110.01	113.65	108.96

LIVESTOCK PURCHASES

Mixed Farms - 2020 Crop Year

	Physical Farm Size			
	Under 120 ha	120 - 200 ha	Over 200 ha	Upper 25%*
	27	35	30	23
Livestock:	Number per farm			
Rearing cows			2	1
Heifers in calf			1	
Stores over 1 year	18	29	31	17
Stores 6-12 months	21	98	29	67
Calves	4	1	4	1
Store lambs	22	76	62	32
	£ per head			
Rearing cows	1,938	2,279	990	2,047
Heifers in calf	1,680	1,517	1,748	2,010
Stores over 1 year	1,089	981	969	853
Stores 6-12 months	929	828	792	766
Calves	269	523	282	315
Store lambs	65.99	59.34	64.43	50.52

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

Farm Business Survey
CROP YIELD & PRICES
Mixed Farms - 2020 Crop Year

	Physical Farm Size			
	Under 120 ha	120 - 200 ha	Over 200 ha	Upper 25%*
Number of farms	27	35	30	23
Crop yield:	Tonnes per hectare			
Wheat	7.1	9.1	8.2	9.2
Barley	7	7.4	6.8	7.3
Oats and mixed cereals	5.7	7.2	7	7
Potatoes			56.9	56.9
Oil seed rape		3.8	4.4	4.3
Crop output:	£ per hectare			
Wheat	1,148	1,555	1,492	1,644
Barley	955	1,031	996	1,039
Oats and mixed cereals	829	1,102	1,116	1,055
Potatoes			10,523	10,523
Potato land let	1,320	1,213	933	1,220
Oil seed rape		1,341	1,606	1,502
Other cash crops		88	4,896	5,898
Other cash crops land let	355	909	470	865
Average prices (current crop year sales):	£ per tonne			
Wheat	161	171	184	181
Barley	142	143	154	148
Oats and mixed cereals	148	151	162	152
Potatoes			153	153
Oil seed rape		357	360	350

MILK AND GRAZING LIVESTOCK OUTPUT
Mixed Farms - 2020 Crop Year

	Physical Farm Size			
	Under 120 ha	120 - 200 ha	Over 200 ha	Upper 25%*
Number of farms	27	35	30	23
Milk production:	Litres			
per farm				
per cow				
per forage hectare				
				%
% winter milk				
				pence
Price per litre				
				£
Milk output per cow				
Grazing livestock output per forage	1,004	1,778	1,185	1,426

SHEEP PERFORMANCE
Mixed Farms - 2020 Crop Year

	Physical Farm Size			
	Under 120 ha	120 - 200 ha	Over 200 ha	Upper 25%*
Number of farms	27	35	30	23
	Number per farm			
Ewes to ram	68	93	206	103
Ewe deaths	3	7	9	5
Lambs marked	105	142	284	163
Lambs disposed	101	136	281	161
Cast ewes sold	14	22	38	16
	% Ewes to ram			
Ewe deaths	5	8	4	4
Lambs marked	155	153	138	158
Lambs disposed	149	147	137	157
Cast ewes sold	21	24	19	16

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