

Farm Business Survey
 PHYSICAL DATA
 Dairy - 2021 Crop Year

	Physical Farm Size			
	Under 120ha	120 - 180ha	Over 180ha	Upper 25%*
Number of farms	16	13	16	12
Crops:	Hectares per Farm			
Wheat		4.5	0.6	0.6
Barley	1.6	4.0	6.7	2.4
Oats & mixed cereals			0.3	
Potatoes				
Potato land let				
Oil seed rape				
Other cash crops			0.5	0.5
Other cash crops land let				
Set-aside and fallow			0.2	
Roots and arable fodder	1.9	4.1	4.8	2.8
Grass principally for Hay	0.2	1.9	4.4	3.7
Silage	40.8	83.2	120.2	90.7
Grazing	46.7	47.9	117.2	90.6
Rough grazing	0.7	8.3	18.0	11.9
Total farm area	91.9	153.9	272.9	203.2
Total adjusted area	91.5	147.9	262.7	195.8
Total forage area	89.9	139.4	254.5	192.4

Proportion of rough grazing %	1	5	7	5
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Livestock:	Average numbers per farm			
	Dairy cows	150	180	287
Rearing cows		6	9	11
Cattle over 2 years	18	29	45	29
Cattle 1 to 2 years	45	87	101	79
Cattle under 1 year	92	142	174	128
Ewes	34	26	48	54
Other sheep	63	30	82	77
	Units per farm			
Total grazing livestock units	231	315	462	363
GLU's per forage hectare	2.6	2.3	1.8	1.9
	%			
Dairy cows as % of GLU	65	57	62	63

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

Farm Business Survey
 Farm Business Income £ Per Farm
 Dairy - 2021 Crop Year

	Physical Farm Size			
	Under 120ha	120 - 180ha	Over 180ha	Upper 25%*
Number of farms	16	13	16	12
Size in hectares (adjusted)	91.5	147.9	262.7	195.8
Number of dairy cows	150	180	287	230
Farm Output from:	£ per Farm			
Milk	330,027	482,802	686,157	571,253
Cattle	69,510	119,468	142,950	100,563
Sheep and wool	6,839	5,456	8,912	9,875
Other livestock	55	290	23	27
Cereals	1,864	18,113	9,905	3,607
Other crops	2,860	4,040	7,081	6,891
BPS & coupled payments~	19,969	33,260	51,896	38,920
LFASS	1,807	258	5,513	3,456
Sundry farm income	8,082	16,029	15,586	9,206
Diversification surplus	8,401	5,998	5,138	7,734
Output	449,414	685,714	933,161	751,532
Variable Costs:				
Concentrates	134,410	207,116	220,862	156,272
Roughages	12,804	17,536	19,421	18,761
Keep taken	4,251	2,306	4,657	5,925
Vet and medicine	11,770	20,287	20,807	16,368
Sundry livestock expenses	23,382	38,157	48,409	36,385
Seeds	811	3,302	3,171	1,349
Fertiliser and lime	14,883	27,263	28,574	18,344
Crop sprays	744	4,487	2,486	1,359
Other crop expenses	1,700	3,832	4,944	2,247
Total Variable Costs	204,755	324,286	353,331	257,010
Farm Gross Margin	244,659	361,428	579,830	494,522
Fixed Costs:				
Paid labour	19,450	43,583	76,256	57,598
Power and machinery	55,315	76,192	110,752	82,582
Overheads	23,345	37,205	50,878	35,686
Depreciation	42,071	85,017	106,844	71,816
Rent and interest	14,653	18,089	28,501	21,072
Total Fixed Costs	154,834	260,086	373,231	268,754
Farm Business Income (FBI)	89,825	101,342	206,599	225,768

* 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 - 2021 Crop Year

	Physical Farm Size			
	Under 120ha	120 - 180ha	Over 180ha	Upper 25%*
Number of farms	16	13	16	12
Size in hectares (adjusted)	91.5	147.9	262.7	195.8
Number of dairy cows	150	180	287	230
Farm Output from:	£ per adjusted hectare			
Milk	3,608	3,264	2,612	2,917
Cattle	760	808	544	514
Sheep and wool	75	37	34	50
Other livestock	1	2		
Cereals	20	122	38	18
Other crops	31	27	27	35
BPS & coupled payments~	218	225	198	199
LFASS	20	2	21	18
Sundry farm income	88	108	59	47
Diversification surplus	92	41	20	39
Output	4,913	4,636	3,553	3,837
Variable Costs:				
Concentrates	1,469	1,400	841	798
Roughages	140	119	74	96
Keep taken	46	16	18	30
Vet and medicine	129	137	79	84
Sundry livestock expenses	256	258	184	186
Seeds:	9	22	12	7
Fertiliser and lime	163	184	109	94
Crop sprays	8	30	9	7
Other crop expenses	19	26	19	11
Total Variable Costs	2,239	2,192	1,345	1,313
Farm Gross Margin	2,674	2,444	2,208	2,524
Fixed Costs:				
Paid labour	213	295	290	294
Power and machinery	605	515	422	422
Overheads	255	252	194	182
Depreciation	460	575	407	367
Rent and interest	160	122	108	108
Total Fixed Costs	1,693	1,759	1,421	1,373
Farm Business Income (FBI)	981	685	787	1,151

* 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 - 2021 Crop Year

	Physical Farm Size			
	Under 120ha	120 - 180ha	Over 180ha	Upper 25%*
Number of farms	16	13	16	12
Size in hectares (adjusted)	91.5	147.9	262.7	195.8
Number of dairy cows	150	180	287	230
Farm Output from:	% of output			
Milk	74	70	72	78
Cattle	15	17	15	13
Sheep and wool	2	1	1	1
Other livestock				
Cereals		3	1	
Other crops	1	1	1	1
BPS & coupled payments~ LFASS	4	5	6	5
Sundry farm income	2	2	2	1
Diversification surplus	2	1	1	1
Output	100	100	100	100
Variable Costs:				
Concentrates	30	30	24	21
Roughages	3	3	2	2
Keep taken	1			1
Vet and medicine	3	3	2	2
Sundry livestock expenses	5	6	5	5
Seeds:				
Fertiliser and lime	3	4	3	2
Crop sprays		1		
Other crop expenses		1	1	
Total Variable Costs	45	48	37	33
Farm Gross Margin (FGM)^	55	52	63	67
Fixed Costs:				
Paid labour	4	6	8	8
Power and machinery	12	11	12	11
Overheads	5	5	5	5
Depreciation	9	12	11	10
Rent and interest	3	3	3	3
Total Fixed Costs	33	37	39	37
Farm Business Income (FBI)^	22	15	24	30

* 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 - 2021 Crop Year

	Physical Farm Size			
	Under 120ha	120 - 180ha	Over 180ha	Upper 25%*
Number of farms	16	13	16	12
Livestock:	Number per farm			
Dairy cows	36	43	66	49
Heifers in calf	3	1	3	3
Stores over 1 year	23	53	55	40
Stores 6-12 months	1	2	37	22
Calves	36	45	54	47
Fat cattle	2	22	15	9
Store lambs		3		
Fat lambs	16	32	61	53
Fat sheep	31	8	18	18
Livestock:	£ per head			
Dairy cows	696	722	714	683
Heifers in calf	1,273	1,565	1,489	1,349
Stores over 1 year	1,032	957	965	955
Stores 6-12 months	788	669	914	993
Calves	278	256	177	223
Fat cattle	1,255	1,359	1,370	1,400
Store lambs		105.20		
Fat lambs	117.69	109.02	112.31	113.56
Fat sheep	128.48	134.09	115.57	126.99

LIVESTOCK PURCHASES

Dairy - 2021 Crop Year

	Physical Farm Size			
	Under 120ha	120 - 180ha	Over 180ha	Upper 25%*
Number of farms	16	13	16	12
Livestock:	Number per farm			
Dairy cows	34	7	2	4
Heifers in calf	1	2	6	7
Stores over 1 year		3	5	1
Stores 6-12 months		1	1	
Calves		6		3
Store lambs	7	5	13	
Livestock:	£ per head			
Dairy cows	927	1703	1420	1698
Heifers in calf	1550	1773	1542	1536
Stores over 1 year		1583	677	1534
Stores 6-12 months		878	730	898
Calves	300	253	559	254
Store lambs	75.00	42.29	82.28	

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

Farm Business Survey
CROP YIELD & PRICES
Dairy - 2021 Crop Year

	Physical Farm Size			
	Under 120ha	120 - 180ha	Over 180ha	Upper 25%*
Number of farms	16	13	16	12
Yield:	Tonnes per hectare			
Wheat		11.8	9.6	9.6
Barley	6.3	9.4	7.2	5.8
Oats and mixed cereals			5.7	
Potatoes				
Oil seed rape				
Crop output:	£ per hectare			
Wheat		2,518	1,811	1,811
Barley	1,160	1,700	1,290	1,081
Oats and mixed cereals			780	
Potatoes				
Potato land let				
Oil seed rape				
Other cash crops			611	611
Other cash crops land let				
Average prices (current crop year)	£ per tonne			
Wheat			180	180
Barley		177	133	
Oats and mixed cereals				
Potatoes				
Oil seed rape				

MILK AND GRAZING LIVESTOCK OUTPUT

Dairy - 2019 Crop Year

	Physical Farm Size			
	Under 120ha	120 - 180ha	Over 180ha	Upper 25%*
Number of farms	16	13	16	12
Milk production:	Litres			
per farm	1,053,278	1,557,664	2,077,895	1,734,630
per cow	7,024	8,657	7,241	7,555
per forage hectare	11,720	11,172	8,165	9,016
	%			
% winter milk	52	49	49	51
	pence			
Price per litre	31.36	31.00	33.03	32.95
	£			
Milk output per cow	2,201	2,683	2,391	2,488
Grazing livestock output per for	4,522	4,359	3,293	3,543

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