

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
<b>Crops:</b>	<b>Hectares per Farm</b>			
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
<b>Farm Output from:</b>	<b>£ per Farm</b>			
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
<b>Output</b>	<b>449,414</b>	<b>685,714</b>	<b>933,161</b>	<b>751,532</b>
<b>Variable Costs:</b>				
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
<b>Total Variable Costs</b>	<b>204,755</b>	<b>324,286</b>	<b>353,331</b>	<b>257,010</b>
<b>Farm Gross Margin</b>	<b>244,659</b>	<b>361,428</b>	<b>579,830</b>	<b>494,522</b>
<b>Fixed Costs:</b>				
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
<b>Total Fixed Costs</b>	<b>154,834</b>	<b>260,086</b>	<b>373,231</b>	<b>268,754</b>
<b>Farm Business Income (FBI)</b>	<b>89,825</b>	<b>101,342</b>	<b>206,599</b>	<b>225,768</b>

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

~ Includes payments from the Basic Payment Scheme, Scottish Suckler Beef Support Scheme and Scottish Upland Sheep Support

Farm Business Survey  
 Farm Business Income - £ per 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
<b>Farm Output from:</b>	<b>£ per adjusted hectare</b>			
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
<b>Output</b>	<b>4,913</b>	<b>4,636</b>	<b>3,553</b>	<b>3,837</b>
<b>Variable Costs:</b>				
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
<b>Total Variable Costs</b>	<b>2,239</b>	<b>2,192</b>	<b>1,345</b>	<b>1,313</b>
<b>Farm Gross Margin</b>	<b>2,674</b>	<b>2,444</b>	<b>2,208</b>	<b>2,524</b>
<b>Fixed Costs:</b>				
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
<b>Total Fixed Costs</b>	<b>1,693</b>	<b>1,759</b>	<b>1,421</b>	<b>1,373</b>
<b>Farm Business Income (FBI)</b>	<b>981</b>	<b>685</b>	<b>787</b>	<b>1,151</b>

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

~ Includes payments from the Basic Payment Scheme, Scottish Suckler Beef Support Scheme and Scottish Upland Sheep Support

Farm Business Survey  
 Farm Business Income 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
<b>Farm Output from:</b>	<b>% of output</b>			
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
<b>Output</b>	<b>100</b>	<b>100</b>	<b>100</b>	<b>100</b>
<b>Variable Costs:</b>				
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	
<b>Total Variable Costs</b>	<b>45</b>	<b>48</b>	<b>37</b>	<b>33</b>
<b>Farm Gross Margin (FGM)^</b>	<b>55</b>	<b>52</b>	<b>63</b>	<b>67</b>
<b>Fixed Costs:</b>				
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
<b>Total Fixed Costs</b>	<b>33</b>	<b>37</b>	<b>39</b>	<b>37</b>
<b>Farm Business Income (FBI)^</b>	<b>22</b>	<b>15</b>	<b>24</b>	<b>30</b>

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

~ Includes payments from the Basic Payment Scheme, Scottish Suckler Beef Support Scheme and Scottish Upland Sheep Support

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

Farm Business Survey  
LIVESTOCK SALES  
Dairy - 2021 Crop Year

	Physical Farm Size			
	Under 120ha	120 - 180ha	Over 180ha	Upper 25%*
Number of farms	16	13	16	12
<b>Livestock:</b>	<b>Number per farm</b>			
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
<b>Livestock:</b>	<b>£ per head</b>			
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
<b>Livestock:</b>	<b>Number per farm</b>			
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	
<b>Livestock:</b>	<b>£ per head</b>			
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
<b>Yield:</b>	<b>Tonnes per hectare</b>			
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				
<b>Crop output:</b>	<b>£ per hectare</b>			
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				
<b>Average prices (current crop year)</b>	<b>£ per tonne</b>			
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
<b>Milk production:</b>	<b>Litres</b>			
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
	<b>%</b>			
% winter milk	52	49	49	51
	<b>pence</b>			
Price per litre	31.36	31.00	33.03	32.95
	<b>£</b>			
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

Farm Business Survey

PHYSICAL DATA

Specialist Beef with Sheep - 2021 Crop Year

	Physical Farm Size			
	Under 100 ha	100 - 170 ha	Over 170 ha	Upper 25%*
Number of farms	31	35	32	25
<b>Crops:</b>	<b>Hectares per Farm</b>			
Wheat			0.1	
Barley	4.3	8.0	14.7	6.0
Oats & mixed cereals	0.1	0.1	1.3	0.1
Potatoes				
Potato land let				
Oil seed rape				
Other cash crops				
Other cash crops land let				
Set-aside and fallow	0.1	0.1	6.6	
Roots and arable fodder	0.5	2.4	2.0	1.0
Grass principally for Hay	1.7	2.7	7.6	2.9
Silage	21.1	29.7	46.4	27.8
Grazing	32.1	75.0	137.5	61.5
Rough grazing	20.5	34.7	126.9	22.3
Total farm area	80.4	152.7	343.1	121.6
Total adjusted area	64.6	130.3	248.9	105.5
Total forage area	60.0	122.1	226.1	99.3

Livestock:	Average numbers per farm			
	Rearing cows	45	86	118
Cattle over 2 years	4	8	15	6
Cattle 1 to 2 years	25	42	54	36
Cattle under 1 year	45	89	107	58
Ewes	59	132	248	74
Other sheep	70	136	254	73
	<b>Units per farm</b>			
Total grazing livestock units	77	146	205	104
GLU's per forage hectare	1.3	1.2	0.9	1.0

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

Farm Business Survey  
 Farm Business Income - £ per Farm  
 Specialist Beef with Sheep - 2021 Crop Year

	Physical Farm Size			
	Under 100 ha	100 - 170 ha	Over 170 ha	Upper 25%*
Number of farms	31	35	32	25
Size in hectares (adjusted)	64.6	130.3	248.9	105.5
Proportion of rough grazing	18	18	21	16
Farm Output from:	£ per farm			
Milk				
Cattle	48,682	93,160	129,982	67,672
Sheep and wool	11,164	20,647	36,052	13,323
Other livestock	-1	250	31	-20
Cereals	4,099	9,157	17,094	6,118
Other crops	1,222	925	4,806	1,830
BPS & coupled payments~	20,473	37,764	61,243	30,439
LFASS	4,109	8,280	12,978	5,523
Sundry farm income	7,299	19,161	10,654	11,145
Diversification surplus	1,984	1,888	12,016	5,200
<b>Output</b>	<b>99,031</b>	<b>191,232</b>	<b>284,856</b>	<b>141,230</b>
Variable Costs:				
Concentrates	12,932	24,943	35,010	14,000
Roughages	3,921	4,780	4,588	2,104
Keep taken	1,758	1,382	2,456	792
Vet and medicine	3,196	6,757	8,396	3,799
Sundry livestock expenses	5,236	8,979	12,647	5,801
Seeds	1,026	1,756	3,611	1,401
Fertiliser and lime	6,396	11,633	18,410	7,410
Crop sprays	532	1,083	2,336	780
Other crop expenses	1,257	2,014	2,422	1,292
<b>Total Variable Costs</b>	<b>36,254</b>	<b>63,327</b>	<b>89,876</b>	<b>37,379</b>
<b>Farm Gross Margin</b>	<b>62,777</b>	<b>127,905</b>	<b>194,980</b>	<b>103,851</b>
Fixed Costs:				
Paid labour	1,399	8,214	19,315	3,478
Power and machinery	15,369	26,775	33,107	17,468
Overheads	12,394	20,896	27,394	14,167
Depreciation	21,149	38,781	48,926	23,942
Rent and interest	3,058	6,121	13,476	3,242
<b>Total Fixed Costs</b>	<b>53,369</b>	<b>100,787</b>	<b>142,218</b>	<b>62,297</b>
<b>Farm Business Income (FBI)</b>	<b>9,408</b>	<b>27,118</b>	<b>52,762</b>	<b>41,554</b>

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

~ Includes payments from the Basic Payment Scheme, Scottish Suckler Beef Support Scheme and Scottish Upland Sheep Support

Farm Business Survey  
 Farm Business Income - £ per adjusted hectare  
 Specialist Beef with Sheep - 2021 Crop Year

	Physical Farm Size			
	Under 100 ha	100 - 170 ha	Over 170 ha	Upper 25%*
Number of farms	31	35	32	25
Size in hectares (adjusted)	64.6	130.3	248.9	105.5
Proportion of rough grazing	18	18	21	16
<b>Farm Output from:</b>	<b>£ per adjusted hectare</b>			
Milk				
Cattle	754	715	522	641
Sheep and wool	173	158	145	126
Other livestock		2		
Cereals	63	70	69	58
Other crops	19	7	19	17
BPS & coupled payments~	317	290	246	289
LFASS	64	64	52	52
Sundry farm income	113	147	43	106
Diversification surplus	31	14	48	49
<b>Output</b>	<b>1,534</b>	<b>1,467</b>	<b>1,144</b>	<b>1,338</b>
Variable Costs:				
Concentrates	200	191	141	133
Roughages	61	37	18	20
Keep taken	27	11	10	8
Vet and medicine	49	52	34	36
Sundry livestock expenses	81	69	51	55
Seeds:	16	13	15	13
Fertiliser and lime	99	89	74	70
Crop sprays	8	8	9	7
Other crop expenses	19	15	10	12
<b>Total Variable Costs</b>	<b>560</b>	<b>485</b>	<b>362</b>	<b>354</b>
<b>Farm Gross Margin</b>	<b>974</b>	<b>982</b>	<b>782</b>	<b>984</b>
Fixed Costs:				
Paid labour	22	63	78	33
Power and machinery	238	206	133	166
Overheads	192	160	110	134
Depreciation	328	298	197	227
Rent and interest	47	47	54	31
<b>Total Fixed Costs</b>	<b>827</b>	<b>774</b>	<b>572</b>	<b>591</b>
<b>Farm Business Income (FBI)</b>	<b>147</b>	<b>208</b>	<b>210</b>	<b>393</b>

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

~ Includes payments from the Basic Payment Scheme, Scottish Suckler Beef Support Scheme and Scottish Upland Sheep Support

Farm Business Survey  
 Farm Business Income as a % of output  
 Specialist Beef with Sheep - 2021 Crop Year

	Physical Farm Size			
	Under 100 ha	100 - 170 ha	Over 170 ha	Upper 25%*
Number of farms	31	35	32	25
Size in hectares (adjusted)	64.6	130.3	248.9	105.5
Proportion of rough grazing	18	18	21	16
<b>Farm Output from:</b>	<b>% of Output</b>			
Milk				
Cattle	50	49	45	48
Sheep and wool	11	11	13	9
Other livestock				
Cereals	4	5	6	4
Other crops	1		2	1
BPS & coupled payments~	21	20	21	22
LFASS	4	4	5	4
Sundry farm income	7	10	4	8
Diversification surplus	2	1	4	4
<b>Output</b>	<b>100</b>	<b>100</b>	<b>100</b>	<b>100</b>
<b>Variable Costs:</b>				
Concentrates	13	13	12	10
Roughages	4	2	2	1
Keep taken	2	1	1	1
Vet and medicine	3	4	3	3
Sundry livestock expenses	5	5	4	4
Seeds:	1	1	1	1
Fertiliser and lime	6	6	6	5
Crop sprays	1	1	1	1
Other crop expenses	1	1	1	1
<b>Total Variable Costs</b>	<b>36</b>	<b>34</b>	<b>31</b>	<b>27</b>
<b>Farm Gross Margin (FGM)^</b>	<b>64</b>	<b>66</b>	<b>69</b>	<b>73</b>
<b>Fixed Costs:</b>				
Paid labour	1	4	7	2
Power and machinery	16	14	12	12
Overheads	13	11	10	10
Depreciation	21	20	17	17
Rent and interest	3	3	5	2
<b>Total Fixed Costs</b>	<b>54</b>	<b>52</b>	<b>51</b>	<b>43</b>
<b>Farm Business Income (FBI)^</b>	<b>10</b>	<b>14</b>	<b>18</b>	<b>30</b>

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

~ Includes payments from the Basic Payment Scheme, Scottish Suckler Beef Support Scheme and Scottish Upland Sheep Support

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

Farm Business Survey

LIVESTOCK SALES

Specialist Beef with Sheep - 2021 Crop Year

	Physical Farm Size			
	Under 100 ha	100 - 170 ha	Over 170 ha	Upper 25%*
Number of farms	31	35	32	25
<b>Livestock:</b>	<b>Number per farm</b>			
Rearing cows	7	13	21	10
Heifers in calf			1	
Stores over 1 year	27	42	32	28
Stores 6-12 months	9	21	42	15
Calves	1		1	
Fat cattle	12	14	29	14
Store lambs	17	29	20	13
Fat lambs	53	125	211	76
Fat sheep	11	10	31	11
	<b>£ per head</b>			
Rearing cows	1,030	1,063	1,004	1,012
Heifers in calf		1,334	1,400	1,375
Stores over 1 year	1,097	1,081	1,087	1,084
Stores 6-12 months	880	896	979	949
Calves	299	363	326	365
Fat cattle	1,392	1,450	1,467	1,353
Store lambs	76.69	76.85	86.21	73.96
Fat lambs	111.84	111.51	110.65	110.71
Fat sheep	110.05	100.80	113.05	112.01

LIVESTOCK PURCHASES

Specialist Beef with Sheep - 2021 Crop Year

	Physical Farm Size			
	Under 100 ha	100 - 170 ha	Over 170 ha	Upper 25%*
Number of farms	31	35	32	25
<b>Livestock:</b>	<b>Number per farm</b>			
Rearing cows	1	1	1	1
Heifers in calf	1	1		1
Stores over 1 year	3	2	4	2
Stores 6-12 months	6	1		
Calves	1	6	1	2
Store lambs	2	3	4	
<b>Livestock:</b>	<b>£ per head</b>			
Rearing cows	1,577	1,745	1,712	1,975
Heifers in calf	1,219	1,676	1,570	1,440
Stores over 1 year	961	1,159	1,092	969
Stores 6-12 months	816	719	1,000	
Calves	362	347	387	370
Store lambs	72.21	64.28	80.83	

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

Farm Business Survey  
 CROP YIELD & PRICES  
 Specialist Beef with Sheep - 2021 Crop Year

	Physical Farm Size			
	Under 100 ha	100 - 170 ha	Over 170 ha	Upper 25%*
Number of farms	31	35	32	25
<b>Crop yield:</b>	<b>Tonnes per hectare</b>			
Wheat			4.1	
Barley	5.7	6.4	6.0	5.9
Oats and mixed cereals	4.8	6.0	6.8	6.0
Potatoes				
Oil seed rape				
<b>Crop output:</b>	<b>£ per hectare</b>			
Wheat			879	
Barley	931.8	1137.5	1064.6	1006.5
Oats and mixed cereals	642	774	972.4	774
Potatoes				
Potato land let				
Oil seed rape				
Other cash crops				
Other cash crops land let			725	
<b>Average prices (current crop year sales):</b>	<b>£ per tonne</b>			
Wheat			216	
Barley	157	232	187	164
Oats and mixed cereals		130	150	130
Potatoes				
Oil seed rape				

Farm Business Survey  
 CROP YIELD & PRICES  
 Specialist Beef with Sheep - 2021 Crop Year

**SHEEP PERFORMANCE**

	Physical Farm Size			
	Under 100 ha	100 - 170 ha	Over 170 ha	Upper 25%*

Number of farms	31	35	32	25
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**Number per farm**

Ewes to ram	68	134	265	74
Ewe deaths	5	7	18	4
Lambs marked	100	208	359	115
Lambs disposed	98	204	354	113
Cast ewes sold	10	26	73	22

**% Ewes to ram**

Ewe deaths	7	5	7	6
Lambs marked	147	156	135	156
Lambs disposed	143	152	134	153
Cast ewes sold	14	19	28	29

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

**BEEF PERFORMANCE**

Specialist Beef with Sheep - 2021 Crop Year

	Physical Farm Size			
	Under 100 ha	100 - 170 ha	Over 170 ha	Upper 25%*

Number of farms	31	35	32	25
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**Number per farm**

Breeding cow / In-calf heifers	47	89	130	66
Births	39	80	107	60
Reared	31	69	89	48

**% Breeding cow number**

Birth rate	85	90	82	91
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\* Upper 25% based on FBI as a % of Output

Farm Business Survey

PHYSICAL DATA

Mixed Cattle and Sheep - 2021 Crop Year

	% Rough grazing			
	Under 25 %	25 - 80 %	Over 80 %	Upper 25%*
Number of farms	15	19	18	13
<b>Crops:</b>	<b>Hectares per farm</b>			
Wheat				
Barley	4.9	4.4	0.8	0.9
Oats & mixed cereals				
Potatoes				
Potato land let				
Oil seed rape				
Other cash crops				
Other cash crops land let				
Set-aside and fallow	0.3			
Roots and arable fodder	2.8	1.1	1.6	1.0
Grass principally for Hay	6.2	2.3	0.2	4.7
Silage	20.3	27.4	17.9	16.8
Grazing	82.9	115.4	55.4	47.8
Rough grazing	10.3	212.8	1449.3	681.7
Total farm area	127.7	363.4	1525.2	752.9
Total adjusted area	121.4	219.7	318.7	145.3
Total forage area	116.2	215.3	318.0	144.4

Livestock:	Average numbers per farm			
	Rearing cows	40	76	45
Cattle over 2 years	3	10	7	3
Cattle 1 to 2 years	16	18	11	7
Cattle under 1 year	40	61	36	29
Ewes	378	543	678	412
Other sheep	411	524	594	353
	<b>Units per farm</b>			
Total grazing livestock units	116	175	156	99
GLU's per forage hectare	1.0	0.8	0.5	0.7

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

Farm Business Survey  
 Farm Business Income - £ per Farm  
 Mixed Cattle and Sheep - 2021 Crop Year

	% Rough grazing			
	Under 25 %	25 - 80 %	Over 80 %	Upper 25%*
Number of farms	15	19	18	13
Size in hectares (adjusted)	121.4	219.7	318.7	145.3
Ewe equivalents	675	1,114	1,014	662
Proportion of rough grazing	7	58	93	55
<b>Farm Output from:</b>	<b>£ per farm</b>			
Milk				
Cattle	43,874	66,307	31,380	27,964
Sheep and wool	58,608	62,724	47,898	40,207
Other livestock	768	-61	-177	623
Cereals	5,024	4,744	733	988
Other crops	1,552	1,869	286	1,225
BSP & coupled payments~	29,143	51,342	56,651	35,219
LFASS	4,509	12,630	23,844	11,979
Sundry farm income	3,141	21,959	12,190	11,544
Diversification surplus	5,374	1,706	-2,509	1,600
<b>Output</b>	<b>151,993</b>	<b>223,220</b>	<b>170,296</b>	<b>131,349</b>
Variable Costs:				
Concentrates	20,782	26,109	18,581	12,711
Roughages	3,296	5,673	5,725	3,161
Keep taken	2,598	2,179	5,157	1,536
Vet and medicine	5,529	8,306	6,657	4,731
Sundry livestock expenses	8,889	9,608	9,466	6,240
Seeds	1,742	1,903	935	809
Fertiliser and lime	7,771	11,015	7,743	5,633
Crop sprays	929	1,094	1,080	181
Other crop expenses	844	1,502	632	706
<b>Total Variable Costs</b>	<b>52,380</b>	<b>67,389</b>	<b>55,976</b>	<b>35,708</b>
<b>Farm Gross Margin</b>	<b>99,613</b>	<b>155,831</b>	<b>114,320</b>	<b>95,641</b>
Fixed Costs:				
Paid labour	2,743	9,840	12,246	4,189
Power and machinery	18,719	26,122	22,486	15,025
Overheads	16,040	24,119	22,583	14,883
Depreciation	23,345	43,003	34,138	21,154
Rent and interest	7,196	15,940	8,476	4,809
<b>Total Fixed Costs</b>	<b>68,043</b>	<b>119,024</b>	<b>99,929</b>	<b>60,060</b>
<b>Farm Business Income (FBI)</b>	<b>31,570</b>	<b>36,807</b>	<b>14,391</b>	<b>35,581</b>

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

~ Includes payments from the Basic Payment Scheme, Scottish Suckler Beef Support Scheme and Scottish Upland Sheep Support

Farm Business Survey  
 Farm Business Income - £ per adjusted hectare  
 Mixed Cattle and Sheep - 2021 Crop Year

	% Rough grazing			
	Under 25 %	25 - 80 %	Over 80 %	Upper 25%*
Number of farms	15	19	18	13
Size in hectares (adjusted)	121.4	219.7	318.7	145.3
Ewe equivalents	675	1,114	1,014	662
Proportion of rough grazing	7	58	93	55
<b>Farm Output from:</b>	<b>£ per adjusted hectare</b>			
Milk				
Cattle	361	302	98	192
Sheep and wool	483	285	150	277
Other livestock	6		-1	4
Cereals	41	22	2	7
Other crops	13	9	1	8
BSP & coupled payments~	240	234	178	242
LFASS	37	57	75	82
Sundry farm income	26	100	38	79
Diversification surplus	44	8	-8	11
<b>Output</b>	<b>1,251</b>	<b>1,017</b>	<b>533</b>	<b>902</b>
Variable Costs:				
Concentrates	171	119	58	87
Roughages	27	26	18	22
Keep taken	21	10	16	11
Vet and medicine	46	38	21	33
Sundry livestock expenses	73	44	30	43
Seeds:	14	9	3	6
Fertiliser and lime	64	50	24	39
Crop sprays	8	5	3	1
Other crop expenses	7	7	2	5
<b>Total Variable Costs</b>	<b>431</b>	<b>308</b>	<b>175</b>	<b>247</b>
<b>Farm Gross Margin</b>	<b>820</b>	<b>709</b>	<b>358</b>	<b>655</b>
Fixed Costs:				
Paid labour	23	45	38	29
Power and machinery	154	119	71	103
Overheads	132	110	71	102
Depreciation	192	196	107	146
Rent and interest	59	73	27	33
<b>Total Fixed Costs</b>	<b>560</b>	<b>543</b>	<b>314</b>	<b>413</b>
<b>Farm Business Income (FBI)</b>	<b>260</b>	<b>166</b>	<b>44</b>	<b>242</b>

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

~ Includes payments from the Basic Payment Scheme, Scottish Suckler Beef Support Scheme and Scottish Upland Sheep Support

Farm Business Survey  
 Farm Business Income as a % of output  
 Mixed Cattle and Sheep - 2021 Crop Year

	% Rough grazing			
	Under 25 %	25 - 80 %	Over 80 %	Upper 25%*
Number of farms	15	19	18	13
Size in hectares (adjusted)	121.4	219.7	318.7	145.3
Ewe equivalents	675	1,114	1,014	662
Proportion of rough grazing	7	58	93	55
Farm Output from:	% of output			
Milk				
Cattle	29	30	18	21
Sheep and wool	38	27	29	31
Other livestock	1			
Cereals	3	2		1
Other crops	1	1		1
BSP & coupled payments~	19	23	33	27
LFASS	3	6	14	9
Sundry farm income	2	10	7	9
Diversification surplus	4	1	-1	1
<b>Output</b>	<b>100</b>	<b>100</b>	<b>100</b>	<b>100</b>
Variable Costs:				
Concentrates	14	12	11	10
Roughages	2	3	3	2
Keep taken	2	1	3	1
Vet and medicine	4	4	4	4
Sundry livestock expenses	6	4	6	5
Seeds:	1	1	1	1
Fertiliser and lime	5	5	5	4
Crop sprays	1		1	
Other crop expenses	1	1		1
<b>Total Variable Costs</b>	<b>36</b>	<b>31</b>	<b>34</b>	<b>28</b>
<b>Farm Gross Margin (FGM)^</b>	<b>64</b>	<b>69</b>	<b>66</b>	<b>72</b>
Fixed Costs:				
Paid labour	2	4	7	3
Power and machinery	12	12	13	11
Overheads	11	11	13	11
Depreciation	15	19	20	16
Rent and interest	5	7	5	4
<b>Total Fixed Costs</b>	<b>45</b>	<b>53</b>	<b>58</b>	<b>45</b>
<b>Farm Business Income (FBI)^</b>	<b>19</b>	<b>16</b>	<b>8</b>	<b>27</b>

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

~ Includes payments from the Basic Payment Scheme, Scottish Suckler Beef Support Scheme and Scottish Upland Sheep Support

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

Farm Business Survey

LIVESTOCK SALES

Mixed Cattle and Sheep - 2021 Crop Year

	% Rough grazing			
	Under 25 %	25 - 80 %	Over 80 %	Upper 25%*
Number of farms	15	19	18	13
<b>Livestock:</b>	<b>Number per farm</b>			
Rearing cows	5	7	7	3
Stores over 1 year	25	19	12	12
Weaned calves	12	33	13	17
Draft ewes	20	26	33	4
Other ewes	82	139	85	86
Store lambs	108	155	194	151
Fat lambs	288	276	82	197
Fat sheep	77	68	109	24
	<b>£ per head</b>			
Rearing cows	923	1,033	907	968
Stores over 1 year	1,013	979	1,134	932
Weaned calves	861	877	857	857
Draft ewes	90.06	123.29	97.28	113.00
Other ewes	87.23	77.04	69.84	69.93
Store lambs	86.55	76.85	71.48	81.00
Fat lambs	102.70	106.30	100.02	100.50
Fat sheep	118.28	111.70	111.47	100.56

LIVESTOCK PURCHASES

Mixed Cattle and Sheep - 2021 Crop Year

	% Rough grazing			
	Under 25 %	25 - 80 %	Over 80 %	Upper 25%*
Number of farms	15	19	18	13
<b>Livestock:</b>	<b>Number per farm</b>			
Rearing cows	2	3	1	1
Stores over 1 year	3	6	1	4
Weaned calves	7	1		
Breeding ewes	36	55	4	25
Store lambs	30		30	6
	<b>£ per head</b>			
Rearing cows	1,490	1,557	1,732	1,302
Stores over 1 year	966	1,042	1,415	984
Weaned calves	542	651	383	
Breeding ewes	130.19	145.88	121.12	134.53
Store lambs	85.53		86.37	87.50

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

Farm Business Survey  
 CROP YIELD & PRICES  
 Mixed Cattle and Sheep - 2021 Crop Year

	% Rough grazing			
	Under 25 %	25 - 80 %	Over 80 %	Upper 25%*
Number of farms	15	19	18	13
<b>Crop yield:</b>	<b>Tonnes per hectare</b>			
Wheat				
Barley	5.5	6.2	5.2	6.6
Oats and mixed cereals				
Potatoes				
Oil seed rape				
<b>Crop output:</b>	<b>£ per hectare</b>			
Wheat				
Barley	1,024	1,084	950	1,153
Oats and mixed cereals				
Potatoes				
Potato land let				
Oil seed rape				
Other cash crops				
Other cash crops land let				
<b>Average prices (current crop yea</b>	<b>£ per tonne</b>			
Wheat				
Barley	197	164		168
Oats and mixed cereals				
Potatoes				
Oil seed rape				

Farm Business Survey  
 CROP YIELD & PRICES  
 Mixed Cattle and Sheep - 2021 Crop Year

SHEEP PERFORMANCE				
	% Rough grazing			
	Under 25 %	25 - 80 %	Over 80 %	Upper 25%*
Number of farms	15	19	18	13
Number per farm				
Ewes to ram	399	542	673	413
Ewe deaths	20	36	36	20
Lambs marked	574	729	648	506
Lambs disposed	540	701	587	486
Cast ewes sold	82	139	85	86
% Ewes to ram				
Ewe deaths	5	7	5	5
Lambs marked	144	134	96	122
Lambs disposed	135	129	87	117
Cast ewes sold	21	26	13	21

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

BEEF PERFORMANCE				
Mixed Cattle and Sheep - 2021 Crop Year				
	Under 25 %	25 - 80 %	Over 80 %	Upper 25%*
Number of farms	15	19	18	13
Number per farm				
Breeding cow / In-calf heifers	42	85	48	35
Births	37	74	40	31
Reared	27	65	32	28
% Breeding cow number				
Birth rate	89	86	82	89

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

Farm Business Survey

PHYSICAL DATA

Specialist Sheep LFA - 2021 Crop Year

	Farm location		
	Northern Area	Southern Area	Upper 25%*
Number of farms	11	15	7
<b>Crops:</b>	<b>Hectares per farm</b>		
Wheat			
Barley	1.4	0.3	
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		1.0	
Grass principally for Hay	1.8	3.2	2.4
Silage	4.6	8.0	7.3
Grazing	50.5	68.6	37.9
Rough grazing	1446.9	429.9	1383.3
Total farm area	1505.2	511.0	1430.9
Total adjusted area	201.8	158.8	130.9
Total forage area	200.4	158.5	130.9

Livestock:	Average numbers per farm		
	Northern Area	Southern Area	Upper 25%*
Rearing cows	7	3	4
Cattle over 2 years	1	1	1
Cattle 1 to 2 years	2	1	1
Cattle under 1 year	5	4	5
Ewes	726	665	753
Other sheep	522	624	575
	<b>Units per farm</b>		
Total grazing livestock units	106	104	107
GLU's per forage hectare	0.5	0.7	0.8

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

Farm Business Survey  
 Farm Business Income - £ per farm  
 Specialist Sheep LFA - 2021 Crop Year

	Farm location		
	Northern Area	Southern Area	Upper 25%*
Number of farms	11	15	7
Size in hectares (adjusted)	201.8	158.8	130.9
Number of ewes tuppied	723	664	763
Ewe equivalents	777	689	781
Proportion of rough grazing	84	63	82
<b>Farm Output from:</b>	<b>£ per farm</b>		
Milk			
Cattle	4,774	1,561	1,807
Sheep and wool	32,003	58,146	45,988
Other livestock	-89	217	-139
Cereals	758	179	
Other crops	616	2,741	1,446
BPS & coupled payments~	36,477	33,084	37,003
LFASS	11,800	8,449	13,241
Sundry farm income	4,547	8,503	6,297
Diversification surplus	1,854	1,305	1,928
<b>Output</b>	<b>92,740</b>	<b>114,185</b>	<b>107,571</b>
Variable Costs:			
Concentrates	6,983	11,182	7,332
Roughages	1,463	2,087	1,091
Keep taken	4,267	1,991	2,482
Vet and medicine	5,211	5,758	5,066
Sundry livestock expenses	4,499	7,804	5,454
Seeds	422	578	277
Fertiliser and lime	2,122	3,952	2,991
Crop sprays	115	495	113
Other crop expenses	214	252	73
<b>Total Variable Costs</b>	<b>25,296</b>	<b>34,099</b>	<b>24,879</b>
<b>Farm Gross Margin</b>	<b>67,444</b>	<b>80,086</b>	<b>82,692</b>
Fixed Costs:			
Paid labour	16,200	10,120	14,677
Power and machinery	9,997	13,760	8,293
Overheads	11,784	20,402	10,625
Depreciation	14,298	21,665	14,528
Rent and interest	1,145	3,727	503
<b>Total Fixed Costs</b>	<b>53,424</b>	<b>69,674</b>	<b>48,626</b>
<b>Farm Business Income (FBI)</b>	<b>14,020</b>	<b>10,412</b>	<b>34,066</b>

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

~ Includes payments from the Basic Payment Scheme, Scottish Suckler Beef Support Scheme and Scottish Upland Sheep Support

Farm Business Survey  
 Farm Business Income - £ per adjusted hectare  
 Specialist Sheep LFA - 2021 Crop Year

	Farm location		
	Northern Area	Southern Area	Upper 25%*
Number of farms	11	15	7
Size in hectares (adjusted)	201.8	158.8	130.9
Number of ewes tugged	723	664	763
Ewe equivalents	777	689	781
Proportion of rough grazing	84	63	82
<b>Farm Output from:</b>	<b>£ per adjusted hectare</b>		
Milk			
Cattle	24	10	14
Sheep and wool	159	366	351
Other livestock		1	-1
Cereals	4	1	
Other crops	3	17	11
BPS & coupled payments~	181	208	283
LFASS	58	53	101
Sundry farm income	23	54	48
Diversification surplus	9	8	15
<b>Output</b>	<b>461</b>	<b>718</b>	<b>822</b>
Variable Costs:			
Concentrates	35	70	56
Roughages	7	13	8
Keep taken	21	13	19
Vet and medicine	26	36	39
Sundry livestock expenses	22	49	42
Seeds:	2	4	2
Fertiliser and lime	11	25	23
Crop sprays	1	3	1
Other crop expenses	1	2	1
<b>Total Variable Costs</b>	<b>126</b>	<b>215</b>	<b>191</b>
<b>Farm Gross Margin</b>	<b>335</b>	<b>503</b>	<b>631</b>
Fixed Costs:			
Paid labour	80	64	112
Power and machinery	50	87	63
Overheads	58	128	81
Depreciation	71	136	111
Rent and interest	6	23	4
<b>Total Fixed Costs</b>	<b>265</b>	<b>438</b>	<b>371</b>
<b>Farm Business Income (FBI)</b>	<b>70</b>	<b>65</b>	<b>260</b>

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

~ Includes payments from the Basic Payment Scheme, Scottish Suckler Beef Support Scheme and Scottish Upland Sheep Support

Farm Business Survey  
 Farm Business Income as a % of output  
 Specialist Sheep LFA - 2021 Crop Year

	Farm location		
	Northern Area	Southern Area	Upper 25%*
Number of farms	11	15	7
Size in hectares (adjusted)	201.8	158.8	130.9
Number of ewes tuppied	723	664	763
Ewe equivalents	777	689	781
Proportion of rough grazing	84	63	82
<b>Farm Output from:</b>	<b>% of output</b>		
Milk			
Cattle	5	1	2
Sheep and wool	33	52	43
Other livestock			
Cereals	1		
Other crops	1	2	1
BPS & coupled payments~	40	30	34
LFASS	13	7	12
Sundry farm income	5	7	6
Diversification surplus	2	1	2
<b>Output</b>	<b>100</b>	<b>100</b>	<b>100</b>
Variable Costs:			
Concentrates	8	10	7
Roughages	2	2	1
Keep taken	5	2	2
Vet and medicine	6	5	5
Sundry livestock expenses	5	7	5
Seeds:		1	
Fertiliser and lime	2	3	3
Crop sprays			
Other crop expenses			
<b>Total Variable Costs</b>	<b>27</b>	<b>30</b>	<b>23</b>
<b>Farm Gross Margin (FGM)^</b>	<b>73</b>	<b>70</b>	<b>77</b>
Fixed Costs:			
Paid labour	17	9	14
Power and machinery	11	12	8
Overheads	13	18	10
Depreciation	15	19	14
Rent and interest	1	3	
<b>Total Fixed Costs</b>	<b>58</b>	<b>61</b>	<b>45</b>
<b>Farm Business Income (FBI)^</b>	<b>15</b>	<b>9</b>	<b>32</b>

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

~ Includes payments from the Basic Payment Scheme, Scottish Suckler Beef Support Scheme and Scottish Upland Sheep Support

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

Farm Business Survey

LIVESTOCK SALES

Specialist Sheep LFA - 2021 Crop Year

	Farm location		
	Northern Area	Southern Area	Upper 25%*
Number of farms	11	15	7
<b>Livestock:</b>	<b>Number per farm</b>		
Rearing cows	1		
Stores over 1 year	2	1	2
Weaned calves	4	1	2
Draft ewes	7	38	13
Other ewes	69	112	65
Store lambs	326	215	258
Fat lambs	19	266	186
Fat sheep	17	58	16
	<b>£ per head</b>		
Rearing cows	914		983
Stores over 1 year	872	845	937
Weaned calves	804	623	812
Draft ewes	55.51	96.23	68.17
Other ewes	64.85	68.48	64.15
Store lambs	66.93	71.32	72.39
Fat lambs	109.01	90.09	89.48
Fat sheep	110.94	108.22	113.52

LIVESTOCK PURCHASES

Specialist Sheep LFA - 2021 Crop Year

	Farm location		
	Northern Area	Southern Area	Upper 25%*
Number of farms	11	15	7
<b>Livestock:</b>	<b>Number per farm</b>		
Rearing cows			
Stores over 1 year	1		1
Weaned calves			
Breeding ewes	2	18	
Store lambs	14	9	
	<b>£ per head</b>		
Rearing cows	1,150		
Stores over 1 year	1,265	1,214	1,599
Weaned calves			
Breeding ewes	127.37	184.46	
Store lambs	65.22	62.15	

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

Farm Business Survey  
 CROP YIELD & PRICES  
 Specialist Sheep LFA - 2021 Crop Year

	Farm location		
	Northern Area	Southern Area	Upper 25%*
Number of farms	11	15	7
<b>Crop yield:</b>	<b>Tonnes per hectare</b>		
Wheat			
Barley	3.1	6.5	
Oats and mixed cereals			
Potatoes	25.7		
Oil seed rape			
<b>Crop output:</b>	<b>£ per hectare</b>		
Wheat			
Barley	549	1409	
Oats and mixed cereals			
Potatoes	9006		
Potato land let			
Oil seed rape			
Other cash crops			
Other cash crops land let			
<b>Average prices (current crop year sales)</b>	<b>£ per tonne</b>		
Wheat			
Barley		220	
Oats and mixed cereals			
Potatoes	351		
Oil seed rape			

**SHEEP PERFORMANCE**

Specialist Sheep LFA - 2018 Crop Year

	Farm location		
	Northern Area	Southern Area	Upper 25%*
Number of farms	11	15	7

Specialist Sheep LFA - 2021 Crop Year

	Number per farm		
Ewes to ram	723	664	763
Ewe deaths	66	57	99
Lambs marked	627	791	713
Lambs disposed	594	762	680
Cast ewes sold	69	112	65

	% Ewes to ram		
Ewe deaths	9	9	13
Lambs marked	87	119	94
Lambs disposed	82	115	89
Cast ewes sold	10	17	8

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

## Specialist Cereals

### Farm Business Survey

#### PHYSICAL DATA

#### Specialist Cereals - 2021 Crop Year

	Physical Farm Size			
	Under 120 ha	120 - 180 ha	Over 180 ha	Upper 25%*
Number of farms	14	13	18	12
<b>Crops:</b>	<b>Hectares per Farm</b>			
Wheat	13.1	26.8	60.5	38.2
Barley	48.5	59.1	89.3	48.4
Oats & mixed cereals	4.6	14.7	10.9	10.5
Potatoes				
Potato land let	2.8	1.9	1.6	2.3
Oil seed rape	2.2	7.5	24.7	12.6
Other cash crops		0.8	6.2	2.4
Other cash crops land let	3.9	6.8	6.8	9.8
Set-aside and fallow	5.1	5.5	8.9	6.9
Roots and arable fodder	0.5	0.2	1.0	0.5
Grass principally for Hay	2.3	2.0	2.2	0.5
Silage	1.2	8.6	6.4	0.8
Grazing	13.3	15.3	14.3	8.9
Rough grazing	3.3	0.7	2.5	1.2
Total farm area	100.8	149.9	235.3	143.0
Total adjusted area	99.0	149.4	233.3	142.1
Total forage area	18.8	26.3	24.5	10.9

<b>Livestock:</b>	<b>Average numbers per farm</b>			
Rearing cows	1	4		
Cattle over 2 years	1	1		
Cattle 1 to 2 years	2	17	33	5
Cattle under 1 year	1	6	2	
Ewes	8	14	18	
Other sheep	7	11	51	
	<b>Units per farm</b>			
Total grazing livestock units	4	19	27	3
GLU's per forage hectare	0.2	0.7	1.1	0.2

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

Farm Business Survey  
 Farm Business Income - £ per Farm  
 Specialist Cereals - 2021 Crop Year

	Physical Farm Size			
	Under 120 ha	120 - 180 ha	Over 180 ha	Upper 25%*
Number of farms	14	13	18	12
Size in hectares (adjusted)	99.0	149.4	233.3	142.1
<b>Farm Output from:</b>	<b>£ per farm</b>			
Milk				
Cattle	3,736	11,998	20,405	
Sheep and wool	1,183	1,743	6,084	
Other livestock			-2	
Cereals	81,159	143,054	233,338	144,576
Other crops	18,365	35,418	80,557	51,397
BPS & coupled payments~ LFASS	21,141	32,998	48,702	31,171
		80		
Sundry farm income	23,932	9,005	112,085	73,420
Diversification surplus	3,888	8,294	12,990	10,123
<b>Output</b>	<b>153,404</b>	<b>242,590</b>	<b>514,159</b>	<b>310,687</b>
Variable Costs:				
Concentrates	1,400	4,618	12,773	
Roughages		362	188	
Keep taken	101	115	168	
Vet and medicine	136	892	867	
Sundry livestock expenses	257	1,042	1,372	
Seeds	5,690	10,360	16,815	9,788
Fertiliser and lime	12,515	25,846	39,104	22,051
Crop sprays	8,843	17,183	28,626	18,859
Other crop expenses	2,861	3,758	7,820	2,601
<b>Total Variable Costs</b>	<b>31,803</b>	<b>64,176</b>	<b>107,733</b>	<b>53,299</b>
<b>Farm Gross Margin</b>	<b>121,601</b>	<b>178,414</b>	<b>406,426</b>	<b>257,388</b>
Fixed Costs:				
Paid labour	8,690	5,216	31,367	10,800
Power and machinery	29,823	34,304	68,324	42,403
Overheads	18,571	21,400	32,788	24,382
Depreciation	29,857	43,438	90,294	46,258
Rent and interest	5,037	6,278	21,399	7,060
<b>Total Fixed Costs</b>	<b>91,978</b>	<b>110,636</b>	<b>244,172</b>	<b>130,903</b>
<b>Farm Business Income (FBI)</b>	<b>29,623</b>	<b>67,778</b>	<b>162,254</b>	<b>126,485</b>

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

~ Includes payments from the Basic Payment Scheme, Scottish Suckler Beef Support Scheme and Scottish Upland Sheep Support

Farm Business Survey  
 Farm Business Income - £ per adjusted hectare  
 Specialist Cereals - 2021 Crop Year

	Physical Farm Size			
	Under 120 ha	120 - 180 ha	Over 180 ha	Upper 25%*
Number of farms	14	13	18	12
Size in hectares (adjusted)	99.0	149.4	233.3	142.1
<b>Farm Output from:</b>	<b>£ per adjusted hectare</b>			
Milk				
Cattle	38	80	87	
Sheep and wool	12	12	26	
Other livestock				
Cereals	820	957	1,000	1,018
Other crops	186	237	345	362
BPS & coupled payments~	214	221	209	219
LFASS		1		
Sundry farm income	242	60	480	517
Diversification surplus	39	56	56	71
<b>Output</b>	<b>1,551</b>	<b>1,624</b>	<b>2,203</b>	<b>2,187</b>
Variable Costs:				
Concentrates	14	31	55	
Roughages		2	1	
Keep taken	1	1	1	
Vet and medicine	1	6	4	
Sundry livestock expenses	3	7	6	
Seeds:	57	69	72	69
Fertiliser and lime	126	173	168	155
Crop sprays	89	115	123	133
Other crop expenses	29	25	34	18
<b>Total Variable Costs</b>	<b>320</b>	<b>429</b>	<b>464</b>	<b>375</b>
<b>Farm Gross Margin</b>	<b>1,231</b>	<b>1,195</b>	<b>1,739</b>	<b>1,812</b>
Fixed Costs:				
Paid labour	88	35	134	76
Power and machinery	301	230	293	298
Overheads	188	143	141	172
Depreciation	302	291	387	326
Rent and interest	51	42	92	50
<b>Total Fixed Costs</b>	<b>930</b>	<b>741</b>	<b>1,047</b>	<b>922</b>
<b>Farm Business Income (FBI)</b>	<b>301</b>	<b>454</b>	<b>692</b>	<b>890</b>

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

~ Includes payments from the Basic Payment Scheme, Scottish Suckler Beef Support Scheme and Scottish Upland Sheep Support

Farm Business Survey  
 Farm Business Income as a % of output  
 Specialist Cereals - 2021 Crop Year

	Physical Farm Size			
	Under 120 ha	120 - 180 ha	Over 180 ha	Upper 25%*
Number of farms	14	13	18	12
Size in hectares (adjusted)	99.0	149.4	233.3	142.1
<b>Farm Output from:</b>	<b>% of output</b>			
Milk				
Cattle	2	5	4	
Sheep and wool	1	1	1	
Other livestock				
Cereals	53	58	46	47
Other crops	12	15	16	17
BPS & coupled payments~ LFASS	14	14	9	10
Sundry farm income	16	4	22	24
Diversification surplus	3	3	3	3
<b>Output</b>	<b>100</b>	<b>100</b>	<b>100</b>	<b>100</b>
Variable Costs:				
Concentrates	1	2	2	
Roughages				
Keep taken				
Vet and medicine				
Sundry livestock expenses				
Seeds:	4	4	3	3
Fertiliser and lime	8	11	8	7
Crop sprays	6	7	6	6
Other crop expenses	2	2	2	1
<b>Total Variable Costs</b>	<b>21</b>	<b>26</b>	<b>21</b>	<b>17</b>
<b>Farm Gross Margin (FGM)^</b>	<b>79</b>	<b>74</b>	<b>79</b>	<b>83</b>
Fixed Costs:				
Paid labour	6	2	6	3
Power and machinery	19	14	13	14
Overheads	12	9	6	8
Depreciation	19	18	18	15
Rent and interest	3	3	4	2
<b>Total Fixed Costs</b>	<b>59</b>	<b>46</b>	<b>47</b>	<b>42</b>
<b>Farm Business Income (FBI)^</b>	<b>20</b>	<b>28</b>	<b>32</b>	<b>41</b>

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

~ Includes payments from the Basic Payment Scheme, Scottish Suckler Beef Support Scheme and Scottish Upland Sheep Support

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

Farm Business Survey

LIVESTOCK SALES

Specialist Cereals - 2021 Crop Year

	Physical Farm Size			
	Under 120 ha	120 - 180 ha	Over 180 ha	Upper 25%*
Number of farms	14	13	18	12
<b>Livestock:</b>	<b>Number per farm</b>			
Rearing cows		1		
Heifers in calf				
Stores over 1 year		4	1	
Stores 6-12 months				
Calves				
Fat cattle	4	11	33	
Store lambs				
Fat lambs	4	15	33	
Fat sheep	6	4	44	
	<b>£ per head</b>			
Rearing cows	1,342	1,398		
Heifers in calf				
Stores over 1 year		1,185	979	
Stores 6-12 months				
Calves				
Fat cattle	1,583	1,537	1,572	
Store lambs				
Fat lambs	123.73	120.44	111.84	
Fat sheep	110.00	119.34	120.65	

LIVESTOCK PURCHASES

Specialist Cereals - 2021 Crop Year

	Physical Farm Size			
	Under 120 ha	120 - 180 ha	Over 180 ha	Upper 25%*
Number of farms	14	13	18	12
<b>Livestock:</b>	<b>Number per farm</b>			
Rearing cows				
Heifers in calf				
Stores over 1 year	3		28	
Stores 6-12 months		10	4	
Calves				
Store lambs		1	56	
	<b>£ per head</b>			
Rearing cows	2,742			
Heifers in calf				
Stores over 1 year	784		1,001	
Stores 6-12 months		928	999	
Calves	200	820		
Store lambs		30.00	67.81	

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

Farm Business Survey  
 CROP YIELD & PRICES  
 Specialist Cereals - 2021 Crop Year

	Physical Farm Size			
	Under 120 ha	120 - 180 ha	Over 180 ha	Upper 25%*
Number of farms	14	13	18	12
<b>Crop yield:</b>	<b>Tonnes per hectare</b>			
Wheat	8.7	8.5	8.1	8.1
Barley	5.9	6.7	6.3	6.5
Oats and mixed cereals	6.1	6.5	5.8	5.7
Potatoes				
Oil seed rape	2.9	3.6	4.0	4.3
<b>Crop output:</b>	<b>£ per hectare</b>			
Wheat	1,803	1,773	1,825	1,884
Barley	1,101	1,295	1,231	1,236
Oats and mixed cereals	1,094	1,284	1,195	1,215
Potatoes				
Potato land let	946	1,090	800	1,060
Oil seed rape	1,602	2,167	2,087	2,362
Other cash crops		1,216	1,029	1,199
Other cash crops land let	498	349	779	513
<b>Average prices (current crop ye</b>	<b>£ per tonne</b>			
Wheat	196	200	217	225
Barley	184	193	194	191
Oats and mixed cereals	179	193	193	206
Potatoes				
Oil seed rape	550	598	505	551

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

Farm Business Survey

PHYSICAL DATA

General Cropping - 2021 Crop Year

	Physical Farm Size			
	Under 150 ha	150 - 250 ha	Over 250 ha	Upper 25%*
Number of farms	10	9	10	8
<b>Crops:</b>	<b>Hectares per farm</b>			
Wheat	31.5	47.7	41.6	42.2
Barley	32.5	62.8	119.8	35.1
Oats & mixed cereals	11.8	7.6	5.6	10.7
Potatoes	7.1	5.6	71.0	7.1
Potato land let	6.7	14.1	8.4	8.8
Oil seed rape	0.4	16.0	16.8	7.8
Other cash crops	1.6	6.2	6.2	4.3
Other cash crops land let	6.1	5.3	6.3	6.8
Set-aside and fallow	3.7	9.5	12.5	6.1
Roots and arable fodder		0.3		
Grass principally for Hay		1.6		
Silage	1.3	6.2	2.3	1.8
Grazing	4.9	12.2	32.8	6.3
Rough grazing	1.7	0.4	3.1	1.8
Total farm area	109.3	195.5	326.4	138.8
Total adjusted area	108.0	195.4	324.6	137.3
Total forage area	6.6	20.5	36.4	8.4
<b>Livestock:</b>	<b>Average numbers per farm</b>			
Rearing cows		17	20	3
Cattle over 2 years	1	1	2	
Cattle 1 to 2 years	4	12	9	3
Cattle under 1 year		12	30	
Ewes		13		
Other sheep		43		
	<b>Units per farm</b>			
Total grazing livestock units	4	29	32	4
GLU's per forage hectare	0.5	1.4	0.9	0.5

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

Farm Business Survey  
 Farm Business Income - £ per farm  
 General Cropping - 2021 Crop Year

	Physical Farm Size			
	Under 150 ha	150 - 250 ha	Over 250 ha	Upper 25%*
Number of farms	10	9	10	8
Size in hectares (adjusted)	108	195.4	324.6	137.3
<b>Farm Output from:</b>	<b>£ per farm</b>			
Milk				
Cattle	3,583	13,405	17,441	
Sheep and wool		4,176		
Other livestock		41		
Cereals	112,272	174,987	234,693	137,401
Other crops	56,733	117,157	653,558	82,098
BPS & coupled payments~	23,082	41,208	58,641	29,244
LFASS			247	
Sundry farm income	39,584	27,804	47,402	37,069
Diversification surplus	8,939	9,201	15,020	11,161
<b>Output</b>	<b>244,193</b>	<b>387,979</b>	<b>1,027,002</b>	<b>296,973</b>
Variable Costs:				
Concentrates	954	5,257	5,624	
Roughages	121	1,196	354	
Keep taken			60	
Vet and medicine	92	1,502	1,306	
Sundry livestock expenses	153	2,208	1,280	
Seeds	10,721	17,569	109,092	12,832
Fertiliser and lime	16,951	27,002	61,223	21,270
Crop sprays	12,767	21,891	68,747	15,287
Other crop expenses	3,347	8,046	19,066	3,920
<b>Total Variable Costs</b>	<b>45,106</b>	<b>84,671</b>	<b>266,752</b>	<b>53,309</b>
<b>Farm Gross Margin</b>	<b>199,087</b>	<b>303,308</b>	<b>760,250</b>	<b>243,664</b>
Fixed Costs:				
Paid labour	7,268	12,045	134,651	2,299
Power and machinery	46,635	61,884	155,773	54,249
Overheads	23,796	35,927	68,669	26,005
Depreciation	46,836	60,377	175,707	43,522
Rent and interest	10,279	21,097	90,935	11,325
<b>Total Fixed Costs</b>	<b>134,814</b>	<b>191,330</b>	<b>625,735</b>	<b>137,400</b>
<b>Farm Business Income (FBI)</b>	<b>64,273</b>	<b>111,978</b>	<b>134,515</b>	<b>106,264</b>

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

~ Includes payments from the Basic Payment Scheme, Scottish Suckler Beef Support Scheme and Scottish Upland Sheep Support

Farm Business Survey  
 Farm Business Income - £ per adjusted hectare  
 General Cropping - 2021 Crop Year

	Physical Farm Size			
	Under 150 ha	150 - 250 ha	Over 250 ha	Upper 25%*
Number of farms	10	9	10	8
Size in hectares (adjusted)	108	195.4	324.6	137.3
<b>Farm Output from:</b>	<b>£ per adjusted hectare</b>			
Milk				
Cattle	33	69	54	
Sheep and wool		21		
Other livestock				
Cereals	1,039	895	723	1,000
Other crops	525	600	2,013	598
BPS & coupled payments~	214	211	181	213
LFASS			1	
Sundry farm income	366	142	146	270
Diversification surplus	83	47	46	81
<b>Output</b>	<b>2,260</b>	<b>1,985</b>	<b>3,164</b>	<b>2,162</b>
Variable Costs:				
Concentrates	9	27	17	
Roughages	1	6	1	
Keep taken				
Vet and medicine	1	8	4	
Sundry livestock expenses	1	11	4	
Seeds:	99	90	336	93
Fertiliser and lime	157	138	189	155
Crop sprays	118	112	212	111
Other crop expenses	31	41	59	29
<b>Total Variable Costs</b>	<b>417</b>	<b>433</b>	<b>822</b>	<b>388</b>
<b>Farm Gross Margin</b>	<b>1,843</b>	<b>1,552</b>	<b>2,342</b>	<b>1,774</b>
Fixed Costs:				
Paid labour	67	62	415	17
Power and machinery	432	317	480	395
Overheads	220	184	212	189
Depreciation	433	309	541	317
Rent and interest	95	108	280	82
<b>Total Fixed Costs</b>	<b>1,247</b>	<b>980</b>	<b>1,928</b>	<b>1,000</b>
<b>Farm Business Income (FBI)</b>	<b>596</b>	<b>572</b>	<b>414</b>	<b>774</b>

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

~ Includes payments from the Basic Payment Scheme, Scottish Suckler Beef Support Scheme and Scottish Upland Sheep Support

Farm Business Survey  
 Farm Business Income as a % of output  
 General Cropping - 2021 Crop Year

	Physical Farm Size			
	Under 150 ha	150 - 250 ha	Over 250 ha	Upper 25%*
Number of farms	10	9	10	8
Size in hectares (adjusted)	108	195.4	324.6	137.3
<b>Farm Output from:</b>	<b>% of output</b>			
Milk				
Cattle	1	3	2	
Sheep and wool		1		
Other livestock				
Cereals	47	45	23	46
Other crops	23	30	64	28
BPS & coupled payments~	9	11	6	10
LFASS				
Sundry farm income	16	7	5	12
Diversification surplus	4	2	1	4
<b>Output</b>	<b>100</b>	<b>100</b>	<b>100</b>	<b>100</b>
Variable Costs:				
Concentrates		1	1	
Roughages				
Keep taken				
Vet and medicine				
Sundry livestock expenses		1		
Seeds:	4	5	11	4
Fertiliser and lime	7	7	6	7
Crop sprays	5	6	7	5
Other crop expenses	1	2	2	1
<b>Total Variable Costs</b>	<b>17</b>	<b>22</b>	<b>27</b>	<b>17</b>
<b>Farm Gross Margin (FGM)^</b>	<b>83</b>	<b>78</b>	<b>73</b>	<b>83</b>
Fixed Costs:				
Paid labour	3	3	13	1
Power and machinery	19	16	15	18
Overheads	10	9	7	9
Depreciation	19	16	17	15
Rent and interest	4	5	9	4
<b>Total Fixed Costs</b>	<b>55</b>	<b>49</b>	<b>61</b>	<b>47</b>
<b>Farm Business Income (FBI)^</b>	<b>28</b>	<b>29</b>	<b>12</b>	<b>36</b>

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

~ Includes payments from the Basic Payment Scheme, Scottish Suckler Beef Support Scheme and Scottish Upland Sheep Support

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

Farm Business Survey

LIVESTOCK SALES

General Cropping - 2021 Crop Year

	Physical Farm Size			
	Under 150 ha	150 - 250 ha	Over 250 ha	Upper 25%*
Number of farms	10	9	10	8
<b>Livestock:</b>	<b>Number per farm</b>			
Rearing cows		2	2	
Heifers in calf				
Stores over 1 year		5	11	
Stores 6-12 months				
Calves				
Fat cattle	6	11	8	
Store lambs				
Fat lambs		43		
Fat sheep		19		
	<b>£ per head</b>			
Rearing cows		1,018	1,168	
Heifers in calf				
Stores over 1 year		1,045	1,271	
Stores 6-12 months				
Calves		350		
Fat cattle	1,558	1,425	1,476	
Store lambs				
Fat lambs		108.46		
Fat sheep		124.82		

LIVESTOCK PURCHASES

General Cropping - 2021 Crop Year

	Physical Farm Size			
	Under 150 ha	150 - 250 ha	Over 250 ha	Upper 25%*
Number of farms	10	9	10	8
<b>Livestock:</b>	<b>Number per farm</b>			
Rearing cows		1		
Heifers in calf				
Stores over 1 year	7	3		
Stores 6-12 months		2	10	
Calves		1		
Store lambs		46		
	<b>£ per head</b>			
Rearing cows		2,167	1,584	
Heifers in calf				
Stores over 1 year	1,043	1,209	868	
Stores 6-12 months		1,064	857	
Calves		306	269	
Store lambs		72.63		

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

Farm Business Survey

**CROP YIELD & PRICES**

General Cropping - 2021 Crop Year

	Physical Farm Size			
	Under 150 ha	150 - 250 ha	Over 250 ha	Upper 25%*
Number of farms	10	9	10	8
<b>Crop yield:</b>	<b>Tonnes per hectare</b>			
Wheat	9	8.2	8.8	9
Barley	6.7	6.9	6.7	7.1
Oats and mixed cereals	6.5	7.8	6.5	7.6
Potatoes	48.5	38.4	41.1	48.2
Oil seed rape	2.7	4.1	4.2	4.2
<b>Crop output:</b>	<b>£ per hectare</b>			
Wheat	1,777	1,637	1,721	1,765
Barley	1,249	1,374	1,281	1,336
Oats and mixed cereals	1,302	1,447	1,137	1,483
Potatoes	4,799	7,213	8,139	4,395
Potato land let	974	1,477	1,172	1,613
Oil seed rape	1,300	2,173	1,993	2,235
Other cash crops	1,913	1,094	919	1,517
Other cash crops land let	628	517	574	614
<b>Average prices (current crop year sales)</b>	<b>£ per tonne</b>			
Wheat	197	194	201	191
Barley	185	195	190	181
Oats and mixed cereals	191	188	164	177
Potatoes	110	194	210	97
Oil seed rape	478	521	426	529

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

Farm Business Survey  
 PHYSICAL DATA  
 Mixed Farms - 2021 Crop Year

	Physical Farm Size			
	Under 120 ha	120 - 200 ha	Over 200 ha	Upper 25%*
Number of farms	31	31	28	23
<b>Crops:</b>	<b>Hectares per farm</b>			
Wheat	2.7	5.8	29.5	3.8
Barley	20.0	50.8	74.9	39.5
Oats & mixed cereals	2.9	3.1	3.1	1.9
Potatoes				
Potato land let	0.6	1.6	4.9	1.0
Oil seed rape		1.2	5.0	1.2
Other cash crops		0.1	0.4	
Other cash crops land let	3.3	2.3	9.8	2.6
Set-aside and fallow	1.7	4.7	6.7	3.4
Roots and arable fodder	1.1	2.9	1.8	0.6
Grass principally for Hay	1.6	4.1	3.6	3.0
Silage	14.6	20.1	29.9	17.3
Grazing	36.3	53.5	98.7	63.4
Rough grazing	4.2	11.3	10.6	8.6
Total farm area	89	161.5	278.9	146.3
Total adjusted area	86.2	152.2	272.1	140.6
Total forage area	55	82.4	137.9	86.9

	Average numbers per farm			
	Under 120 ha	120 - 200 ha	Over 200 ha	Upper 25%*
<b>Livestock:</b>	<b>Units per farm</b>			
Rearing cows	19	49	95	40
Cattle over 2 years	4	9	14	7
Cattle 1 to 2 years	32	75	84	51
Cattle under 1 year	28	61	110	51
Ewes	79	113	168	77
Other sheep	138	150	216	120
Total grazing livestock units	66	134	204	101
GLU's per forage hectare	1.2	1.6	1.5	1.2

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

Farm Business Survey  
 Farm Business Income - £ per farm  
 Mixed Farms - 2021 Crop Year

	Physical Farm Size			
	Under 120 ha	120 - 200 ha	Over 200 ha	Upper 25%*
Number of farms	31	31	28	23
Size in hectares (adjusted)	86.2	152.2	272.1	140.6
<b>Farm Output from:</b>	<b>£ per farm</b>			
<b>Milk</b>				
Cattle	46,539	109,689	144,828	83,539
Sheep and wool	17,141	21,594	31,583	18,044
Other livestock	23	14,445	3,586	-300
Cereals	34,644	77,512	157,207	59,178
Other crops	6,879	14,154	38,875	13,768
BPS and coupled payments~	20,722	38,187	67,037	33,939
LFASS	718	1,872	3,028	2,021
Sundry farm income	4,088	16,540	44,771	16,894
Diversification surplus	3,648	8,066	14,672	7,337
<b>Output</b>	<b>134,401</b>	<b>302,060</b>	<b>505,587</b>	<b>234,421</b>
<b>Variable Costs:</b>				
Concentrates	20,617	52,944	49,533	26,847
Roughages	1,673	6,936	6,771	4,921
Keep taken	1,356	1,818	3,374	722
Vet and medicine	2,712	4,942	7,907	3,932
Sundry livestock expenses	4,594	10,627	8,841	5,975
Seeds	2,872	6,648	9,929	4,454
Fertiliser and lime	10,271	18,108	35,189	14,138
Crop sprays	2,989	8,453	17,400	5,793
Other crop expenses	1,436	4,038	8,647	2,560
<b>Total Variable Costs</b>	<b>48,519</b>	<b>114,515</b>	<b>147,591</b>	<b>69,342</b>
<b>Farm Gross Margin</b>	<b>85,882</b>	<b>187,545</b>	<b>357,996</b>	<b>165,079</b>
<b>Fixed Costs:</b>				
Paid labour	4,746	13,106	31,069	4,949
Power and machinery	20,374	38,847	69,384	27,978
Overheads	17,453	25,913	49,299	21,206
Depreciation	25,024	41,556	91,382	35,291
Rent and interest	3,751	8,739	19,084	3,782
<b>Total Fixed Costs</b>	<b>71,348</b>	<b>128,161</b>	<b>260,218</b>	<b>93,207</b>
<b>Farm Business Income (FBI)</b>	<b>14,535</b>	<b>59,384</b>	<b>97,777</b>	<b>71,872</b>

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

~ Includes payments from the Basic Payment Scheme, Scottish Suckler Beef Support Scheme

Farm Business Survey  
 Farm Business Income - £ per adjusted hectare  
 Mixed Farms - 2021 Crop Year

	Physical Farm Size			
	Under 120 ha	120 - 200 ha	Over 200 ha	Upper 25%*
Number of farms	31	31	28	23
Size in hectares (adjusted)	86.2	152.2	272.1	140.6
<b>Farm Output from:</b>	<b>£ per adjusted hectare</b>			
Milk				
Cattle	540	721	532	594
Sheep and wool	199	142	116	128
Other livestock		95	13	-2
Cereals	402	509	578	421
Other crops	80	93	143	98
BPS and coupled payments~	240	251	246	241
LFASS	8	12	11	14
Sundry farm income	47	109	165	120
Diversification surplus	42	53	54	52
<b>Output</b>	<b>1,559</b>	<b>1,985</b>	<b>1,858</b>	<b>1,668</b>
Variable Costs:				
Concentrates	239	348	182	191
Roughages	19	46	25	35
Keep taken	16	12	12	5
Vet and medicine	31	32	29	28
Sundry livestock expenses	53	70	32	43
Seeds:	33	44	36	32
Fertiliser and lime	119	119	129	101
Crop sprays	35	56	64	41
Other crop expenses	17	27	32	18
<b>Total Variable Costs</b>	<b>563</b>	<b>753</b>	<b>543</b>	<b>493</b>
<b>Farm Gross Margin</b>	<b>997</b>	<b>1,233</b>	<b>1,316</b>	<b>1,175</b>
Fixed Costs:				
Paid labour	55	86	114	35
Power and machinery	236	255	255	199
Overheads	203	170	181	151
Depreciation	290	273	336	251
Rent and interest	44	57	70	27
<b>Total Fixed Costs</b>	<b>828</b>	<b>842</b>	<b>956</b>	<b>663</b>
<b>Farm Business Income (FBI)</b>	<b>169</b>	<b>390</b>	<b>359</b>	<b>511</b>

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

~ Includes payments from the Basic Payment Scheme, Scottish Suckler Beef Support Scheme and Scottish Upland Sheep Support

Farm Business Survey  
 Farm Business Income as a % of output  
 Mixed Farms - 2021 Crop Year

	Physical Farm Size			
	Under 120 ha	120 - 200 ha	Over 200 ha	Upper 25%*
Number of farms	31	31	28	23
Size in hectares (adjusted)	86.2	152.2	272.1	140.6
Farm Output from:	% of output			
Milk				
Cattle	34	35	28	36
Sheep and wool	13	7	6	8
Other livestock		5	1	
Cereals	26	26	31	25
Other crops	5	5	8	6
BPS and coupled payments~	15	13	13	14
LFASS	1	1	1	1
Sundry farm income	3	5	9	7
Diversification surplus	3	3	3	3
Output	100	100	100	100
Variable Costs:				
Concentrates	15	18	10	11
Roughages	1	2	1	2
Keep taken	1	1	1	
Vet and medicine	2	2	2	2
Sundry livestock expenses	3	4	2	3
Seeds:	2	2	2	2
Fertiliser and lime	8	6	7	6
Crop sprays	2	3	3	2
Other crop expenses	1	1	2	1
Total Variable Costs	35	39	30	29
Farm Gross Margin (FGM)^	65	61	70	71
Fixed Costs:				
Paid labour	4	4	6	2
Power and machinery	15	13	14	12
Overheads	13	9	10	9
Depreciation	19	14	18	15
Rent and interest	3	3	4	2
Total Fixed Costs	54	43	52	40
Farm Business Income (FBI)^	11	18	18	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 - 2021 Crop Year

	Physical Farm Size			
	Under 120 ha	120 - 200 ha	Over 200 ha	Upper 25%*
Number of farms	31	31	28	23
<b>Livestock:</b>	<b>Number per farm</b>			
Rearing cows	4	8	21	7
Heifers in calf		1	1	
Stores over 1 year	9	7	15	7
Stores 6-12 months	5	11	14	3
Calves	1		1	
Fat cattle	42	120	106	74
Store lambs	14	29	14	24
Fat lambs	77	116	186	76
Fat sheep	62	85	113	34
	<b>£ per head</b>			
Rearing cows	1,264	1,029	1,080	1,101
Heifers in calf	1,980	1,581	1,925	1,711
Stores over 1 year	1,145	1,086	1,080	1,113
Stores 6-12 months	949	904	881	972
Calves	384		283	254
Fat cattle	1,557	1,473	1,453	1,448
Store lambs	81.5	45.5	64.28	47.06
Fat lambs	114.54	110.37	110.45	116.98
Fat sheep	123.44	120.73	120.25	122.94

**LIVESTOCK PURCHASES**  
Mixed Farms - 2021 Crop Year

	Physical Farm Size			
	Under 120 ha	120 - 200 ha	Over 200 ha	Upper 25%*
	31	31	28	23
<b>Livestock:</b>	<b>Number per farm</b>			
Rearing cows		1	1	1
Heifers in calf		1		1
Stores over 1 year	24	72	29	48
Stores 6-12 months	9	30	18	5
Calves	4	1	5	3
Store lambs	49	118	77	15
	<b>£ per head</b>			
Rearing cows	1,499	2,617	1,828	2,516
Heifers in calf	1,576	1,581		1,631
Stores over 1 year	1,094	897	1,067	855
Stores 6-12 months	900	1,064	835	1,016
Calves	335	287	523	291
Store lambs	81.91	66.47	73.15	68.24

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

Farm Business Survey  
 CROP YIELD & PRICES  
 Mixed Farms - 2021 Crop Year

	Physical Farm Size			
	Under 120 ha	120 - 200 ha	Over 200 ha	Upper 25%*
Number of farms	31	31	28	23
<b>Crop yield:</b>	<b>Tonnes per hectare</b>			
Wheat	9.9	8.5	8.7	8.6
Barley	6.9	6.7	6.6	6.4
Oats and mixed cereals	7	6.7	5.3	6.6
Potatoes				
Oil seed rape		3.8	4.3	4.6
<b>Crop output:</b>	<b>£ per hectare</b>			
Wheat	2,017	1,714	1,924	2,113
Barley	1,301	1,256	1,299	1,241
Oats and mixed cereals	1,017	1,145	1,090	1,025
Potatoes				
Potato land let	1,323	1,208	1,044	1,302
Oil seed rape		1,734	2,197	2,191
Other cash crops		1,081	778	
Other cash crops land let	64	981	697	698
<b>Average prices (current crop year sales):</b>	<b>£ per tonne</b>			
Wheat	202	197	201	222
Barley	190	188	197	193
Oats and mixed cereals	168	188	216	164
Potatoes				
Oil seed rape		459	511	474

**MILK AND GRAZING LIVESTOCK OUTPUT**

Mixed Farms - 2021 Crop Year

	Physical Farm Size			
	Under 120 ha	120 - 200 ha	Over 200 ha	Upper 25%*
Number of farms	31	31	28	23
<b>Milk production:</b>	<b>Litres</b>			
per farm				
per cow				
per forage hectare				
				<b>%</b>
% winter milk				
				<b>pence</b>
Price per litre				
				<b>£</b>
Milk output per cow				
Grazing livestock output per forage hectare	1,157	1,593	1,280	1,168

Farm Business Survey  
 CROP YIELD & PRICES  
 Mixed Farms - 2021 Crop Year

**SHEEP PERFORMANCE**

Physical Farm Size  
 Under 120 ha | 120 - 200 ha | over 200 ha | upper 25%\*

Number of farms	31	31	28	23
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Number per farm

Ewes to ram	89	120	184	86
Ewe deaths	4	10	9	4
Lambs marked	139	179	260	139
Lambs disposed	129	175	253	135
Cast ewes sold	31	28	34	26

% Ewes to ram

Ewe deaths	5	8	5	5
Lambs marked	155	149	141	162
Lambs disposed	144	146	137	157
Cast ewes sold	35	23	18	31

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

**BEEF PERFORMANCE**

Mixed Farms - 2021 Crop Year

Under 120 ha | 120 - 200 ha | over 200 ha | upper 25%\*

Number of farms	31	31	28	23
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Number per farm

Breeding cow / In-c	21	53	103	44
Births	10	35	77	26
Reared	8	29	69	22

% Breeding cow number

Birth rate	47	66	75	59
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\* Upper 25% based on FBI as a % of Output