

## 01.1 Dairy - Physical Data

	Physical Farm Size			
	Under 120ha	120 - 180ha	Over 180ha	Upper 25%*
Number of farms	12	14	16	11
Crops:	Hectares per Farm			
Wheat		3.0	0.6	
Barley	4.0	3.1	9.4	4.7
Oats & mixed cereals				
Potatoes				
Potato land let				
Oil seed rape				
Other cash crops		0.7	0.2	
Other cash crops land let				
Set-aside and fallow			0.2	
Roots and arable fodder	0.3	5.5	4.2	3.5
Grass principally for Hay	0.2	0.7	2.8	1.6
Silage	48.4	87.0	103.1	101.0
Grazing	32.7	47.0	126.5	107.0
Rough grazing	0.3	6.9	17.5	11.6
Total farm area	85.9	153.9	264.5	229.4
Total adjusted area	85.7	148.9	254.4	222.0
Total forage area	81.7	142.1	244.0	217.3

Proportion of rough grazing %	4	6	3
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Livestock:	Average numbers per farm			
Dairy cows	118	186	254	250
Rearing cows		6	9	3
Cattle over 2 years	29	41	43	45
Cattle 1 to 2 years	47	85	146	148
Cattle under 1 year	85	151	199	207
Ewes	3	19	57	23
Other sheep	6	24	77	42
	Units per farm			
Total grazing livestock units	199	330	464	457
GLU's per forage hectare	2.4	2.3	1.9	2.1
	%			
Dairy cows as % of GLU	59	56	55	55

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

## 01.2 Dairy - Farm Business Income (FBI) £ per farm

	Physical Farm Size			
	Under 120ha	120 - 180ha	Over 180ha	Upper 25%*
Number of farms	12	14	16	11
Size in hectares (adjusted)	85.7	148.9	254.4	222.0
Number of dairy cows	118	186	254	250
<b>Farm Output from:</b>	<b>Farm Business Income (FBI) £ per farm</b>			
Milk	343,009	599,041	708,098	713,868
Cattle	84,845	153,445	173,682	188,486
Sheep and wool	973	4,457	14,689	10,828
Other livestock	66	406	3	33
Cereals	4,569	10,091	10,660	5,513
Other crops	7,325	6,412	-2,792	-733
BPS & coupled payments~	18,064	33,218	54,354	49,185
LFASS	201	238	5,784	3,320
Sundry farm income	6,278	14,355	24,576	20,073
Diversification surplus	-876	3,631	4,341	2,454
<b>Output</b>	<b>464,454</b>	<b>825,294</b>	<b>993,395</b>	<b>993,027</b>
<b>Variable Costs:</b>				
Concentrates	141,568	274,062	268,501	274,318
Roughages	17,653	19,640	17,895	18,594
Keep taken	3,830	3,147	7,206	7,698
Vet and medicine	10,854	19,238	21,307	18,241
Sundry livestock expenses	26,503	45,348	51,730	48,874
Seeds	946	3,449	3,583	2,911
Fertiliser and lime	29,407	47,034	56,202	48,646
Crop sprays	1,398	4,457	2,524	1,090
Other crop expenses	3,270	7,057	7,322	7,462
<b>Total Variable Costs</b>	<b>235,429</b>	<b>423,432</b>	<b>436,270</b>	<b>427,834</b>
<b>Farm Gross Margin</b>	<b>229,025</b>	<b>401,862</b>	<b>557,125</b>	<b>565,193</b>
<b>Fixed Costs:</b>				
Paid labour	24,490	46,376	76,153	62,073
Power and machinery	75,385	94,771	121,290	106,810
Overheads	36,786	48,689	52,602	45,798
Depreciation	44,746	101,787	137,820	118,346
Rent and interest	7,653	32,970	33,692	15,553
<b>Total Fixed Costs</b>	<b>189,060</b>	<b>324,593</b>	<b>421,557</b>	<b>348,580</b>
<b>Farm Business Income (FBI)</b>	<b>39,965</b>	<b>77,269</b>	<b>135,568</b>	<b>216,613</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

### 01.3 Dairy - Profit £ per adj hectare

	Physical Farm Size			
	Under 120ha	120 - 180ha	Over 180ha	Upper 25%*
Number of farms	12	14	16	11
Size in hectares (adjusted)	85.7	148.9	254.4	222.0
Number of dairy cows	118	186	254	250
Farm Output from:	FBI £ per adjusted hectare			
Milk	4,003	4,022	2,784	3,216
Cattle	990	1,030	683	849
Sheep and wool	11	30	58	49
Other livestock	1	3		
Cereals	53	68	42	25
Other crops	85	43	-11	-3
BPS & coupled payments~	211	223	214	222
LFASS	2	2	23	15
Sundry farm income	73	96	97	90
Diversification surplus	-10	24	17	11
Output	5,419	5,541	3,907	4,474
Variable Costs:				
Concentrates	1,652	1,840	1,056	1,236
Roughages	206	132	70	84
Keep taken	45	21	28	35
Vet and medicine	127	129	84	82
Sundry livestock expenses	309	304	203	220
Seeds:	11	23	14	13
Fertiliser and lime	343	316	221	219
Crop sprays	16	30	10	5
Other crop expenses	38	47	29	34
Total Variable Costs	2,747	2,842	1,715	1,928
Farm Gross Margin	2,672	2,699	2,192	2,546
Fixed Costs:				
Paid labour	286	311	299	280
Power and machinery	880	636	477	481
Overheads	429	327	207	206
Depreciation	522	683	542	533
Rent and interest	89	221	132	70
Total Fixed Costs	2,206	2,178	1,657	1,570
Farm Business Income (FBI)	466	521	535	976

\* 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

## 01.4 Dairy - Profit as % output

	Physical Farm Size			
	Under 120ha	120 - 180ha	Over 180ha	Upper 25%*
Number of farms	12	14	16	11
Size in hectares (adjusted)	85.7	148.9	254.4	222.0
Number of dairy cows	118	186	254	250
Farm Output from:	FBI as % of output			
Milk	75	73	69	74
Cattle	18	19	17	19
Sheep and wool		1	1	1
Other livestock				
Cereals	1	1	1	1
Other crops	2	1		
BPS & coupled payments~	4	4	5	5
LFASS			1	
Sundry farm income	1	2	2	2
Diversification surplus				
Output	100	100	100	100
Variable Costs:				
Concentrates	30	33	27	28
Roughages	4	2	2	2
Keep taken	1		1	1
Vet and medicine	2	2	2	2
Sundry livestock expenses	6	5	5	5
Seeds:				
Fertiliser and lime	6	6	6	5
Crop sprays		1		
Other crop expenses	1	1	1	1
Total Variable Costs	50	50	44	44
Farm Gross Margin (FGM)^	50	50	56	56
Fixed Costs:				
Paid labour	5	6	8	6
Power and machinery	16	11	12	11
Overheads	8	6	5	5
Depreciation	10	12	14	12
Rent and interest	2	4	3	2
Total Fixed Costs	41	39	42	36
Farm Business Income (FBI)^	9	11	14	20

\* 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

## 01.5 Dairy - Sales & Purchases

	Physical Farm Size			
	Under 120ha	120 - 180ha	Over 180ha	Upper 25%*
Number of farms	12	14	16	11
<b>LIVESTOCK SALES</b>				
	Number per farm			
Dairy cows	68	49	62	63
Heifers in calf			1	
Stores over 1 year	18	51	73	66
Stores 6-12 months			5	
Calves	63	36	35	45
Fat cattle		26	24	33
Store lambs		1		
Fat lambs	2	22	78	36
Fat sheep	2	11	52	55
<b>Livestock: £ per head</b>				
Dairy cows	1,193	804	840	937
Heifers in calf	1,231	2,467	1,848	
Stores over 1 year	1,292	1,063	1,221	1,241
Stores 6-12 months	475	1,100	960	475
Calves	376	233	214	326
Fat cattle	1,314	1,656	1,551	1,606
Store lambs		239.38		
Fat lambs	125.23	117.45	113.71	126.01
Fat sheep	149.50	114.88	136.20	140.03

## LIVESTOCK PURCHASES

	Physical Farm Size			
	Under 120ha	120 - 180ha	Over 180ha	Upper 25%*
Number of farms	12	14	16	11
<b>Livestock: Number per farm</b>				
Dairy cows	2	2	5	5
Heifers in calf		5	1	1
Stores over 1 year		1	5	3
Stores 6-12 months				
Calves	1	6		4
Store lambs		5	37	40
<b>Livestock: £ per head</b>				
Dairy cows	1611	1861	1566	1567
Heifers in calf		1684	2189	2202
Stores over 1 year		1709	1406	1028
Stores 6-12 months			1080	1080
Calves	420	218	186	213
Store lambs		47.53	64.64	66.16

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

## 01.6 Dairy - Yield & Output

	Physical Farm Size			
	Under 120ha	120 - 180ha	Over 180ha	Upper 25%*
Number of farms	12	14	16	11
Yield:	Tonnes per hectare			
Wheat		9.8	8.0	
Barley	7.0	7.8	6.3	7.2
Oats and mixed cereals				
Potatoes				
Oil seed rape				
Crop output:	£ per hectare			
Wheat		2,043	1,669	
Barley	1,143	1,273	1,026	1,180
Oats and mixed cereals				
Potatoes				
Potato land let				
Oil seed rape				
Other cash crops		1,150	1,035	
Other cash crops land let				
Average prices (current crop year s	£ per tonne			
Wheat			209	
Barley	165		171	
Oats and mixed cereals				
Potatoes				
Oil seed rape				

### MILK AND GRAZING LIVESTOCK OUTPUT

	Physical Farm Size			
	Under 120ha	120 - 180ha	Over 180ha	Upper 25%*
Number of farms	12	14	16	11
Milk production:	Litres			
per farm	926,541	1,536,162	1,858,118	1,874,453
per cow	7,859	8,271	7,303	7,491
per forage hectare	11,342	10,808	7,616	8,626
	%			
% winter milk	48	50	48	51
	pence			
Price per litre	37.02	39.00	38.11	38.09
	£			
Milk output per cow	2,910	3,225	2,783	2,853
Grazing livestock output per forage	5,249	5,326	3,674	4,202

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

Farm Business Income (FBI) is the headline measure of farm income across the UK. FBI better reflects actual incomes of farm businesses and is, in most cases, similar to the net profit.