

## 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.

## 02.1 Specialist Beef - Physical Data

	Physical Farm Size			
	Under 100 ha	100 - 170 ha	Over 170 ha	Upper 25%*
Number of farms	25	32	34	23
Crops:	Hectares per Farm			
Wheat				
Barley	3.6	8.8	12.0	4.8
Oats & mixed cereals	0.5	0.2	1.3	0.4
Potatoes				
Potato land let				
Oil seed rape				
Other cash crops				
Other cash crops land let			0.8	
Set-aside and fallow	0.2	0.1	0.5	0.2
Roots and arable fodder	0.4	2.2	2.5	1.6
Grass principally for Hay	2.6	2.0	3.3	3.7
Silage	23.2	31.0	48.3	30.5
Grazing	32.2	70.8	141.4	67.9
Rough grazing	16.4	38.8	87.0	25.7
Total farm area	79.1	153.9	297.1	134.8
Total adjusted area	67.2	128.1	235.8	117.9
Total forage area	62.9	119.0	221.1	112.5
Livestock:	Average numbers per farm			
Rearing cows	43	83	116	70
Cattle over 2 years	6	9	13	7
Cattle 1 to 2 years	29	39	84	38
Cattle under 1 year	48	79	134	74
Ewes	63	140	232	88
Other sheep	90	161	311	111
	Units per farm			
Total grazing livestock units	83	141	233	119
GLU's per forage hectare	1.3	1.2	1.1	1.1

\* 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.

## 02.2 Specialist Beef - Farm Business Income (FBI) £ per farm

	Physical Farm Size			
	Under 100 ha	100 - 170 ha	Over 170 ha	Upper 25%*
Number of farms	25	32	34	23
Size in hectares (adjusted)	67.2	128.1	235.8	117.9
Proportion of rough grazing	15	20	19	16
Farm Output from:	Farm Business Income (FBI) £ per Farm			
Milk				
Cattle	59,757	97,057	187,291	94,878
Sheep and wool	12,885	22,692	43,853	16,491
Other livestock	416	255	98	55
Cereals	4,265	10,941	13,992	5,311
Other crops	1,777	714	3,931	1,682
BPS & coupled payments~	20,658	37,474	62,623	34,281
LFASS	3,685	8,491	12,750	7,375
Sundry farm income	12,435	13,710	17,878	19,308
Diversification surplus	1,131	4,689	4,008	2,846
Output	117,009	196,023	346,424	182,227
Variable Costs:				
Concentrates	17,161	22,875	53,334	17,666
Roughages	3,623	4,767	8,080	3,529
Keep taken	1,856	1,190	4,565	849
Vet and medicine	3,526	6,610	11,539	4,868
Sundry livestock expenses	5,663	9,817	14,212	7,129
Seeds	1,041	2,253	3,290	1,656
Fertiliser and lime	7,557	16,423	25,784	10,474
Crop sprays	605	1,345	2,294	674
Other crop expenses	1,996	3,001	3,779	2,499
Total Variable Costs	43,028	68,281	126,877	49,344
Farm Gross Margin	73,981	127,742	219,547	132,883
Fixed Costs:				
Paid labour	743	6,053	20,080	4,737
Power and machinery	19,288	29,404	44,554	23,380
Overheads	14,992	21,667	32,320	20,208
Depreciation	25,978	38,338	65,105	37,331
Rent and interest	4,667	12,613	11,307	4,285
Total Fixed Costs	65,668	108,075	173,366	89,941
Farm Business Income (FBI)	8,313	19,667	46,181	42,942

\* 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



## 02.3 Specialist Beef - Profit £ per adj hectare

	Physical Farm Size			
	Under 100 ha	100 - 170 ha	Over 170 ha	Upper 25%*
Number of farms	25	32	34	23
Size in hectares (adjusted)	67.2	128.1	235.8	117.9
Proportion of rough grazing	15	20	19	16
Farm Output from:	FBI £ per adjusted hectare			
Milk				
Cattle	889	758	794	804
Sheep and wool	192	177	186	140
Other livestock	6	2		
Cereals	63	85	59	45
Other crops	26	6	17	14
BPS & coupled payments~	307	293	266	291
LFASS	55	66	54	63
Sundry farm income	185	107	76	164
Diversification surplus	17	37	17	24
<b>Output</b>	<b>1,740</b>	<b>1,531</b>	<b>1,469</b>	<b>1,545</b>
Variable Costs:				
Concentrates	255	179	226	150
Roughages	54	37	34	30
Keep taken	28	9	19	7
Vet and medicine	52	52	49	41
Sundry livestock expenses	84	77	60	60
Seeds:	15	18	14	14
Fertiliser and lime	112	128	109	89
Crop sprays	9	11	10	6
Other crop expenses	30	23	16	21
<b>Total Variable Costs</b>	<b>639</b>	<b>534</b>	<b>537</b>	<b>418</b>
<b>Farm Gross Margin</b>	<b>1,101</b>	<b>997</b>	<b>932</b>	<b>1,127</b>
Fixed Costs:				
Paid labour	11	47	85	40
Power and machinery	287	230	189	198
Overheads	223	169	137	171
Depreciation	387	299	276	317
Rent and interest	69	98	48	36
<b>Total Fixed Costs</b>	<b>977</b>	<b>843</b>	<b>735</b>	<b>762</b>
<b>Farm Business Income (FBI)</b>	<b>124</b>	<b>154</b>	<b>197</b>	<b>365</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

## 02.4 Specialist Beef - Profit as % output

	Physical Farm Size			
	Under 100 ha	100 - 170 ha	Over 170 ha	Upper 25%*
Number of farms	25	32	34	23
Size in hectares (adjusted)	67.2	128.1	235.8	117.9
Proportion of rough grazing	15	20	19	16
Farm Output from:	FBI as % of output			
Milk				
Cattle	52	50	53	52
Sheep and wool	11	12	13	9
Other livestock				
Cereals	4	6	4	3
Other crops	2		1	1
BPS & coupled payments~	18	19	18	19
LFASS	3	4	4	4
Sundry farm income	11	7	5	11
Diversification surplus	1	2	1	2
Output	100	100	100	100
Variable Costs:				
Concentrates	15	12	15	10
Roughages	3	2	2	2
Keep taken	2	1	1	
Vet and medicine	3	3	3	3
Sundry livestock expenses	5	5	4	4
Seeds:	1	1	1	1
Fertiliser and lime	6	8	7	6
Crop sprays	1	1	1	
Other crop expenses	2	2	1	1
Total Variable Costs	38	35	35	27
Farm Gross Margin (FGM)^	62	65	65	73
Fixed Costs:				
Paid labour	1	3	6	3
Power and machinery	16	15	13	13
Overheads	13	11	9	11
Depreciation	22	20	19	20
Rent and interest	4	6	3	2
Total Fixed Costs	56	55	50	49
Farm Business Income (FBI)^	6	10	15	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

## 02.5 Specialist Beef - Sales & Purchases

	Physical Farm Size			
	Under 100 ha	100 - 170 ha	Over 170 ha	Upper 25%*
Number of farms	25	32	34	23
<b>LIVESTOCK SALES</b>	<b>Number per farm</b>			
Rearing cows	5	10	18	8
Heifers in calf			2	1
Stores over 1 year	25	42	45	35
Stores 6-12 months	13	17	16	9
Calves		1	1	1
Fat cattle	15	12	67	16
Store lambs	8	42	38	21
Fat lambs	66	113	244	86
Fat sheep	41	21	100	20
	<b>£ per head</b>			
Rearing cows	1,253	1,287	1,311	1,268
Heifers in calf			1,729	1,733
Stores over 1 year	1,325	1,232	1,339	1,349
Stores 6-12 months	989	1,060	1,100	1,088
Calves	250	542	366	400
Fat cattle	1,655	1,703	1,782	1,720
Store lambs	96.89	79.45	82.39	85.20
Fat lambs	114.20	117.86	120.49	116.80
Fat sheep	116.47	118.18	129.05	138.56

### LIVESTOCK PURCHASES

	Physical Farm Size			
	Under 100 ha	100 - 170 ha	Over 170 ha	Upper 25%*
Number of farms	25	32	34	23
<b>Livestock:</b>	<b>Number per farm</b>			
Rearing cows	1	1		
Heifers in calf	1	1	1	
Stores over 1 year	9	1	23	1
Stores 6-12 months	7		12	1
Calves		4	2	
Store lambs	31	4	125	9
<b>Livestock:</b>	<b>£ per head</b>			
Rearing cows	1,498	1,839	1,880	2,000
Heifers in calf	1,162	1,121	1,847	1,646
Stores over 1 year	918	1,337	1,134	1,400
Stores 6-12 months	894	491	1,017	770
Calves	386	261	353	421
Store lambs	80.93	43.39	80.11	53.82

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

## 02.6 Specialist Beef - Yield & Output

	Physical Farm Size			
	Under 100 ha	100 - 170 ha	Over 170 ha	Upper 25%*
Number of farms	25	32	34	23
Crop yield:	Tonnes per hectare			
Wheat				
Barley	6.2	5.7	5.8	6.0
Oats and mixed cereals	5.5	5.2	7.9	5.6
Potatoes				
Oil seed rape				
Crop output:	£ per hectare			
Wheat				
Barley	1,058	1,230	996	1,025
Oats and mixed cereals	900	909	1,578	940
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	176	332	218	192
Oats and mixed cereals	181	230	210	181
Potatoes				
Oil seed rape				

## 02.7 Specialist Beef - Livestock Performance

SHEEP PERFORMANCE				
	Physical Farm Size			
	Under 100 ha	100 - 170 ha	Over 170 ha	Upper 25%*
Number of farms	25	32	34	23
	Number per farm			
Ewes to ram	61	151	260	91
Ewe deaths	4	9	16	4
Lambs marked	94	210	352	133
Lambs disposed	90	205	347	129
Cast ewes sold	16	26	47	13
	% Ewes to ram			
Ewe deaths	6	6	6	5
Lambs marked	155	139	136	146
Lambs disposed	149	136	134	142
Cast ewes sold	27	17	18	14

BEEF PERFORMANCE				
	Physical Farm Size			
	Under 100 ha	100 - 170 ha	Over 170 ha	Upper 25%*
Number of farms	25	32	34	23
	Number per farm			
Breeding females	47	81	126	74
Births	39	68	95	64
	% Breeding females			
Birth rate	83	84	75	87

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

### 03.1 Mixed Cattle Sheep - Physical Data

	% Rough grazing			
	Under 25 %	25 - 80 %	Over 80 %	Upper 25%*
Number of farms	16	21	15	13
Crops:	Hectares per farm			
Wheat		0.1	0.2	
Barley	5.8	5.4	2.2	1.8
Oats & mixed cereals	1.0			
Potatoes				
Potato land let				
Oil seed rape			0.2	
Other cash crops				
Other cash crops land let				
Set-aside and fallow	0.5		0.1	
Roots and arable fodder	2.1	1.5	2.2	1.7
Grass principally for Hay	5.5	1.4	0.5	4.6
Silage	19.6	19.9	19.3	14.4
Grazing	85.2	97.5	59.0	62.0
Rough grazing	9.5	231.6	1570.4	650.9
Total farm area	129.2	357.4	1654.1	735.4
Total adjusted area	123.9	196.0	291.3	141.3
Total forage area	116.6	190.5	288.6	139.5
Livestock:	Average numbers per farm			
Rearing cows	33	50	43	36
Cattle over 2 years	3	5	6	2
Cattle 1 to 2 years	15	18	15	9
Cattle under 1 year	30	49	37	31
Ewes	350	561	608	398
Other sheep	354	600	605	332
	Units per farm			
Total grazing livestock units	98	158	151	100
GLU's per forage hectare	0.8	0.8	0.5	0.7

\* 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.

### 03.2 Mixed Cattle Sheep - Farm Business Income (FBI) £ per farm

	% Rough grazing			
	Under 25 %	25 - 80 %	Over 80 %	Upper 25%*
Number of farms	16	21	15	13
Size in hectares (adjusted)	123.9	196.0	291.3	141.3
Ewe equivalents	596	939	934	669
Proportion of rough grazing	6	63	92	40
Farm Output from:	Farm Business Income (FBI) £ per Farm			
Milk				
Cattle	45,777	56,251	41,674	37,584
Sheep and wool	57,058	59,877	55,373	41,937
Other livestock	674	115	22	531
Cereals	7,620	4,733	3,632	1,601
Other crops	4,052	1,367	766	529
BSP & coupled payments~	29,574	40,410	54,436	34,676
LFASS	4,460	10,632	19,599	9,163
Sundry farm income	3,585	34,618	13,652	21,951
Diversification surplus	4,631	-5	1,211	3,118
Output	157,431	207,998	190,365	151,090
Variable Costs:				
Concentrates	21,137	28,931	25,467	16,207
Roughages	3,640	4,720	6,675	4,780
Keep taken	1,496	3,142	4,788	1,741
Vet and medicine	6,433	9,057	8,060	5,146
Sundry livestock expenses	9,023	10,959	10,822	7,412
Seeds	1,473	2,685	1,271	1,344
Fertiliser and lime	11,228	13,213	12,841	8,629
Crop sprays	921	1,436	868	468
Other crop expenses	990	2,666	1,246	1,545
Total Variable Costs	56,341	76,809	72,038	47,272
Farm Gross Margin	101,090	131,189	118,327	103,818
Fixed Costs:				
Paid labour	6,328	10,094	14,010	7,617
Power and machinery	21,911	28,621	24,769	18,662
Overheads	17,310	23,783	20,044	16,084
Depreciation	25,564	45,379	29,233	24,518
Rent and interest	8,046	12,378	10,652	3,781
Total Fixed Costs	79,159	120,255	98,708	70,662
Farm Business Income (FBI)	21,931	10,934	19,619	33,156

\* 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.

### 03.3 Mixed Cattle Sheep - Profit £ per adj hectare

	% Rough grazing			
	Under 25 %	25 - 80 %	Over 80 %	Upper 25%*
Number of farms	16	21	15	13
Size in hectares (adjusted)	123.9	196.0	291.3	141.3
Ewe equivalents	596	939	934	669
Proportion of rough grazing	6	63	92	40
Farm Output from:	FBI £ per adjusted hectare			
Milk				
Cattle	369	287	143	266
Sheep and wool	460	305	190	297
Other livestock	5	1		4
Cereals	61	24	12	11
Other crops	33	7	3	4
BSP & coupled payments~	239	206	187	245
LFASS	36	54	67	65
Sundry farm income	29	177	47	155
Diversification surplus	37		4	22
Output	1,269	1,061	653	1,069
Variable Costs:				
Concentrates	171	148	87	115
Roughages	29	24	23	34
Keep taken	12	16	16	12
Vet and medicine	52	46	28	36
Sundry livestock expenses	73	56	37	52
Seeds:	12	14	4	10
Fertiliser and lime	91	67	44	61
Crop sprays	7	7	3	3
Other crop expenses	8	14	4	11
Total Variable Costs	455	392	246	334
Farm Gross Margin	814	669	407	735
Fixed Costs:				
Paid labour	51	51	48	54
Power and machinery	177	146	85	132
Overheads	140	121	69	114
Depreciation	206	232	100	174
Rent and interest	65	63	37	27
Total Fixed Costs	639	613	339	501
Farm Business Income (FBI)	175	56	68	234

\* 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



### 03.4 Mixed Cattle Sheep - Profit as % output

	% Rough grazing			
	Under 25 %	25 - 80 %	Over 80 %	Upper 25%*
Number of farms	16	21	15	13
Size in hectares (adjusted)	123.9	196.0	291.3	141.3
Ewe equivalents	596	939	934	669
Proportion of rough grazing	6	63	92	40
Farm Output from:	FBI as % of output			
Milk				
Cattle	29	27	22	25
Sheep and wool	35	28	30	28
Other livestock				
Cereals	5	2	2	1
Other crops	3	1		
BSP & coupled payments~	19	19	29	23
LFASS	3	5	10	6
Sundry farm income	2	17	7	15
Diversification surplus	3		1	2
Output	100	100	100	100
Variable Costs:				
Concentrates	13	14	13	11
Roughages	2	2	4	3
Keep taken	1	2	3	1
Vet and medicine	4	4	4	3
Sundry livestock expenses	6	5	6	5
Seeds:	1	1	1	1
Fertiliser and lime	7	6	7	6
Crop sprays	1	1		
Other crop expenses	1	1	1	1
Total Variable Costs	36	36	39	31
Farm Gross Margin (FGM)^	64	64	61	69
Fixed Costs:				
Paid labour	4	5	7	5
Power and machinery	14	14	13	12
Overheads	11	11	11	11
Depreciation	16	22	15	16
Rent and interest	5	6	6	3
Total Fixed Costs	50	58	52	47
Farm Business Income (FBI)^	14	6	9	22

\* 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

### 03.5 Mixed Cattle Sheep - Sales & Purchases

	% Rough grazing			
	Under 25 %	25 - 80 %	Over 80 %	Upper 25%*
Number of farms	16	21	15	13
<b>LIVESTOCK SALES</b>	<b>Number per farm</b>			
Rearing cows	8	7	6	7
Stores over 1 year	17	24	14	19
Weaned calves	16	16	18	12
Draft ewes	10	28	44	23
Other ewes	92	120	93	59
Store lambs	38	156	149	111
Fat lambs	368	216	83	212
Fat sheep	75	111	193	55
	<b>£ per head</b>			
Rearing cows	1,386	1,325	1,115	1,341
Stores over 1 year	1,231	1,088	1,324	1,115
Weaned calves	1,042	1,243	938	951
Draft ewes	144.34	86.91	101.87	76.29
Other ewes	83.02	61.76	70.12	85.60
Store lambs	79.91	75.12	68.63	70.68
Fat lambs	109.64	110.97	105.29	110.60
Fat sheep	137.55	112.38	117.56	126.23

#### LIVESTOCK PURCHASES

	% Rough grazing			
	Under 25 %	25 - 80 %	Over 80 %	Upper 25%*
Number of farms	16	21	15	13
<b>Livestock:</b>	<b>Number per farm</b>			
Rearing cows	1	2		1
Stores over 1 year		4		1
Weaned calves	5			
Breeding ewes	55	21	3	24
Store lambs	14	6	25	6
	<b>£ per head</b>			
Rearing cows	1,654	1,256	1,586	1,111
Stores over 1 year		1,250	1,192	1,063
Weaned calves	837		786	
Breeding ewes	118.70	108.14	111.01	156.05
Store lambs	101.27	35.11	87.71	116.26

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

### 03.6 Mixed Cattle Sheep - Yield & Output

	% Rough grazing			
	Under 25 %	25 - 80 %	Over 80 %	Upper 25%*
Number of farms	16	21	15	13
Crop yield:	Tonnes per hectare			
Wheat		8.6	9.4	
Barley	6.3	4.9	6.9	5.5
Oats and mixed cereals	6.2			
Potatoes				
Oil seed rape			4.2	
Crop output:	£ per hectare			
Wheat		1698	1929	
Barley	1127	837	1498	902
Oats and mixed cereals	1021			
Potatoes				
Potato land let				
Oil seed rape			1631	
Other cash crops				
Other cash crops land let				
Average prices (current crop year)	£ per tonne			
Wheat		198	205	
Barley	202	194	267	170
Oats and mixed cereals				
Potatoes				
Oil seed rape				

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

### 03.7 Mixed Cattle Sheep - Livestock Performance

SHEEP PERFORMANCE				
	Physical Farm Size			
	Under 25 %	25 - 80 %	Over 80 %	Upper 25%*
Number of farms	16	21	15	13
Number per farm				
Ewes to ram	358	573	626	395
Ewe deaths	18	31	26	21
Lambs marked	584	713	633	506
Lambs disposed	559	681	580	473
Cast ewes sold	92	120	93	59
% Ewes to ram				
Ewe deaths	5	5	4	5
Lambs marked	163	124	101	128
Lambs disposed	156	119	93	120
Cast ewes sold	26	21	15	15

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

BEEF PERFORMANCE				
	Physical Farm Size			
	Under 25 %	25 - 80 %	Over 80 %	Upper 25%*
Number of farms	16	21	15	13
Number per farm				
Breeding females	30	52	41	36
Births	19	43	30	28
% Breeding females				
Birth rate	63	83	73	78

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

## 04.1 Specialist Sheep - Physical Data

	Farm location		
	Northern Area	Southern Area	Upper 25%*
Number of farms	15	20	9
Crops:	Hectares per farm		
Wheat			
Barley	0.5	0.4	
Oats & mixed cereals		0.2	
Potatoes			
Potato land let			
Oil seed rape			
Other cash crops		1.8	
Other cash crops land let			
Set-aside and fallow		1.7	0.8
Roots and arable fodder	0.2	0.7	
Grass principally for Hay	0.8	1.8	1.3
Silage	4.0	7.2	3.8
Grazing	31.3	71.7	41.2
Rough grazing	1208.6	636.3	1434.5
Total farm area	1245.4	721.8	1481.6
Total adjusted area	142.7	272.1	138.3
Total forage area	142.2	268.2	137.5
Livestock:	Average numbers per farm		
Rearing cows	3	12	1
Cattle over 2 years		2	
Cattle 1 to 2 years		2	
Cattle under 1 year	2	7	1
Ewes	594	780	739
Other sheep	394	674	486
	Units per farm		
Total grazing livestock units	81	128	95
GLU's per forage hectare	0.6	0.5	0.7

\* 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.

## 04.2 Specialist Sheep - Farm Business Income (FBI) £ per farm

	Farm location		
	Northern Area	Southern Area	Upper 25%*
Number of farms	15	20	9
Size in hectares (adjusted)	142.7	272.1	138.3
Number of ewes tugged	595	767	744
Ewe equivalents	615	871	743
Proportion of rough grazing	81	69	87
<b>Farm Output from:</b>	<b>Farm Business Income (FBI) £ per farm</b>		
Milk			
Cattle	1,798	6,996	522
Sheep and wool	20,720	59,991	28,289
Other livestock		-14	-2
Cereals	328	907	
Other crops	317	3,602	55
BSP & coupled payments~	27,904	42,160	34,227
LFASS	9,682	15,251	13,714
Sundry farm income	5,572	7,150	6,587
Diversification surplus	524	2,532	1,438
<b>Output</b>	<b>66,845</b>	<b>138,575</b>	<b>84,830</b>
Variable Costs:			
Concentrates	5,117	14,716	7,852
Roughages	1,113	2,422	287
Keep taken	2,818	3,967	2,988
Vet and medicine	4,369	9,287	5,960
Sundry livestock expenses	4,428	9,254	5,608
Seeds	343	336	33
Fertiliser and lime	1,447	4,854	2,355
Crop sprays	148	649	159
Other crop expenses	210	526	53
<b>Total Variable Costs</b>	<b>19,993</b>	<b>46,011</b>	<b>25,295</b>
<b>Farm Gross Margin</b>	<b>46,852</b>	<b>92,564</b>	<b>59,535</b>
Fixed Costs:			
Paid labour	11,635	13,513	12,155
Power and machinery	9,298	22,365	9,664
Overheads	9,614	21,446	10,457
Depreciation	14,864	27,452	12,510
Rent and interest	658	5,331	613
<b>Total Fixed Costs</b>	<b>46,069</b>	<b>90,107</b>	<b>45,399</b>
<b>Farm Business Income (FBI)</b>	<b>783</b>	<b>2,457</b>	<b>14,136</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

### 04.3 Specialist Sheep - FBI £ per adj hectare

	Farm location		
	Northern Area	Southern Area	Upper 25%*
Number of farms	15	20	9
Size in hectares (adjusted)	142.7	272.1	138.3
Number of ewes tupped	595	767	744
Ewe equivalents	615	871	743
Proportion of rough grazing	81	69	87
Farm Output from:	FBI £ per adjusted hectare		
Milk			
Cattle	13	26	4
Sheep and wool	145	220	204
Other livestock			
Cereals	2	3	
Other crops	2	13	
BSP & coupled payments~	196	155	247
LFASS	68	56	99
Sundry farm income	39	26	48
Diversification surplus	4	9	10
Output	469	508	612
Variable Costs:			
Concentrates	36	54	57
Roughages	8	9	2
Keep taken	20	15	22
Vet and medicine	31	34	43
Sundry livestock expenses	31	34	41
Seeds:	2	1	
Fertiliser and lime	10	18	17
Crop sprays	1	2	1
Other crop expenses	1	2	
Total Variable Costs	140	169	183
Farm Gross Margin	329	339	429
Fixed Costs:			
Paid labour	82	50	88
Power and machinery	65	82	70
Overheads	67	79	76
Depreciation	104	101	90
Rent and interest	5	20	4
Total Fixed Costs	323	332	328
Farm Business Income (FBI)	6	7	101

\* 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

#### 04.4 Specialist Sheep - FBI as % output

	Farm location		
	Northern Area	Southern Area	Upper 25%*
Number of farms	15	20	9
Size in hectares (adjusted)	142.7	272.1	138.3
Number of ewes tugged	595	767	744
Ewe equivalents	615	871	743
Proportion of rough grazing	81	69	87
Farm Output from:	FBI as % output		
Milk			
Cattle	3	5	1
Sheep and wool	29	44	33
Other livestock			
Cereals		1	
Other crops		3	
BSP & coupled payments~	43	31	40
LFASS	14	11	16
Sundry farm income	8	5	8
Diversification surplus	1	2	2
Output	100	100	100
Variable Costs:			
Concentrates	8	11	9
Roughages	2	2	
Keep taken	4	3	4
Vet and medicine	7	7	7
Sundry livestock expenses	7	7	7
Seeds:	1		
Fertiliser and lime	2	4	3
Crop sprays			
Other crop expenses			
Total Variable Costs	30	33	30
Farm Gross Margin (FGM)^	70	67	70
Fixed Costs:			
Paid labour	17	10	14
Power and machinery	14	16	11
Overheads	14	15	12
Depreciation	22	20	15
Rent and interest	1	4	1
Total Fixed Costs	69	65	54
Farm Business Income (FBI)^	1	2	16

\* 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



## 04.5 Specialist Sheep - Sales & Purchases

	Farm location		
	Northern Area	Southern Area	Upper 25%*
Number of farms	15	20	9
<b>LIVESTOCK SALES</b>			
	Number per farm		
Rearing cows		2	
Stores over 1 year		2	1
Weaned calves	2	1	
Draft ewes	11	50	21
Other ewes	45	121	43
Store lambs	223	283	228
Fat lambs	6	175	73
Fat sheep	22	89	38
	£ per head		
Rearing cows	1,406	927	885
Stores over 1 year	732	925	822
Weaned calves	832	1,017	
Draft ewes	86.24	96.00	83.85
Other ewes	61.78	69.22	61.94
Store lambs	59.26	74.82	62.68
Fat lambs	105.47	104.38	98.03
Fat sheep	135.84	96.11	93.00

### LIVESTOCK PURCHASES

	Farm location		
	Northern Area	Southern Area	Upper 25%*
Number of farms	15	20	9
<b>Livestock:</b>			
	Number per farm		
Rearing cows			
Stores over 1 year			
Weaned calves			
Breeding ewes	2	23	4
Store lambs		2	
	£ per head		
Rearing cows		1,671	
Stores over 1 year			
Weaned calves			
Breeding ewes	159.94	148.49	151.69
Store lambs		78.89	

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

## 04.6 Specialist Sheep - Yield & Output

	Farm location		
	Northern Area	Southern Area	Upper 25%*
Number of farms	15	20	9
Crop yield:	Tonnes per hectare		
Wheat			
Barley	4.3	8.6	
Oats and mixed cereals		6.6	
Potatoes			
Oil seed rape			
Crop output:	£ per hectare		
Wheat			
Barley	705	1964	
Oats and mixed cereals		1319	
Potatoes			
Potato land let			
Oil seed rape			
Other cash crops			
Other cash crops land let			
Average prices (current crop year)	£ per tonne		
Wheat			
Barley		227	
Oats and mixed cereals		200	
Potatoes			
Oil seed rape			

## SHEEP PERFORMANCE

	Farm location		
	Northern Area	Southern Area	Upper 25%*
Number of farms	15	20	9
	Number per farm		
Ewes to ram	595	767	744
Ewe deaths	47	29	61
Lambs marked	442	796	565
Lambs disposed	410	769	521
Cast ewes sold	45	121	43
	% Ewes to ram		
Ewe deaths	8	4	8
Lambs marked	74	104	76
Lambs disposed	69	100	70
Cast ewes sold	8	16	6

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

## 05.1 Specialist Cereals - Physical Data

	Physical Farm Size			
	Under 150 ha	150 - 200 ha	Over 200 ha	Upper 25%*
Number of farms	16	13	13	11
Crops:	Hectares per Farm			
Wheat	18.3	35.0	85.8	44.8
Barley	53.7	78.2	95.0	54.6
Oats & mixed cereals	4.4	4.0	9.1	6.2
Potatoes				
Potato land let	0.6	2.5	0.2	
Oil seed rape	4.2	16.5	37.2	19.7
Other cash crops		7.8	1.7	6.9
Other cash crops land let	3.7	6.2	4.6	7.3
Set-aside and fallow	4.7	6.6	8.6	5.7
Roots and arable fodder	0.1	0.3	1.0	0.4
Grass principally for Hay	1.6	1.3	1.9	0.7
Silage	3.3	6.1	13.5	7.2
Grazing	16.2	14.3	33.0	23.1
Rough grazing	2.9	1.6	1.4	1.6
Total farm area	113.7	180.4	293.0	178.2
Total adjusted area	112.2	179.3	292.0	176.9
Total forage area	22.4	22.5	49.9	31.8
Livestock:	Average numbers per farm			
Rearing cows	2	1	11	4
Cattle over 2 years	2		6	1
Cattle 1 to 2 years	7	18	45	12
Cattle under 1 year	3	6	15	5
Ewes	6		29	11
Other sheep	8	4	44	19
	Units per farm			
Total grazing livestock units	10	14	52	16
GLU's per forage hectare	0.5	0.6	1.0	0.5

\* 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.

## 05.2 Specialist Cereals - Farm Business Income (FBI) £ per farm

	Physical Farm Size			
	Under 150 ha	150 - 200 ha	Over 200 ha	Upper 25%*
Number of farms	16	13	13	11
Size in hectares (adjusted)	112.2	179.3	292.0	176.9
Farm Output from:	Farm Business Income (FBI) £ per farm			
Milk				
Cattle	12,372	12,761	46,051	11,551
Sheep and wool	1,039	704	6,518	2,676
Other livestock		144		
Cereals	113,397	179,365	313,823	183,004
Other crops	13,980	56,147	85,934	54,197
BPS & coupled payments~	24,411	38,662	62,015	39,129
LFASS	48		243	
Sundry farm income	17,409	143,995	30,012	119,243
Diversification surplus	16,008	10,197	19,413	24,540
Output	198,664	441,975	564,009	434,340
Variable Costs:				
Concentrates	3,403	6,336	21,103	2,581
Roughages	184	607	863	70
Keep taken	87		746	193
Vet and medicine	357	124	1,912	630
Sundry livestock expenses	486	712	2,243	524
Seeds	9,164	14,452	22,856	13,733
Fertiliser and lime	40,819	71,923	110,164	68,107
Crop sprays	13,534	26,520	39,713	24,059
Other crop expenses	3,930	4,734	11,989	3,684
Total Variable Costs	71,964	125,408	211,589	113,581
Farm Gross Margin	126,700	316,567	352,420	320,759
Fixed Costs:				
Paid labour	9,138	26,840	44,579	28,015
Power and machinery	37,262	63,173	84,112	53,051
Overheads	26,707	39,101	42,445	32,998
Depreciation	34,925	74,555	90,479	72,049
Rent and interest	8,424	21,926	38,351	16,786
Total Fixed Costs	116,456	225,595	299,966	202,899
Farm Business Income (FBI)	10,244	90,972	52,454	117,860

\* 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

### 05.3 Specialist Cereals - FBI £ per adj hectare

	Physical Farm Size			
	Under 150 ha	150 - 200 ha	Over 200 ha	Upper 25%*
Number of farms	16	13	13	11
Size in hectares (adjusted)	112.2	179.3	292.0	176.9
Farm Output from:	FBI £ per adjusted hectare			
Milk				
Cattle	110	71	158	65
Sheep and wool	9	4	22	15
Other livestock		1		
Cereals	1,011	1,000	1,075	1,034
Other crops	125	313	294	306
BPS & coupled payments~	218	216	212	221
LFASS			1	
Sundry farm income	155	803	103	674
Diversification surplus	143	57	66	139
Output	1,771	2,465	1,931	2,454
Variable Costs:				
Concentrates	30	35	72	15
Roughages	2	3	3	
Keep taken	1		3	1
Vet and medicine	3	1	7	4
Sundry livestock expenses	4	4	8	3
Seeds:	82	81	78	78
Fertiliser and lime	364	401	377	385
Crop sprays	121	148	136	136
Other crop expenses	35	26	41	21
Total Variable Costs	642	699	725	643
Farm Gross Margin	1,129	1,766	1,206	1,811
Fixed Costs:				
Paid labour	81	150	153	158
Power and machinery	332	352	288	300
Overheads	238	218	145	186
Depreciation	311	416	310	407
Rent and interest	75	122	131	95
Total Fixed Costs	1,037	1,258	1,027	1,146
Farm Business Income (FBI)	92	508	179	665

\* 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

## 05.4 Specialist Cereals - FBI as % output

	Physical Farm Size			
	Under 150 ha	150 - 200 ha	Over 200 ha	Upper 25%*
Number of farms	16	13	13	11
Size in hectares (adjusted)	112.2	179.3	292.0	176.9
Farm Output from:	FBI as % of output			
Milk				
Cattle	6	3	8	3
Sheep and wool	1		1	1
Other livestock				
Cereals	56	40	56	41
Other crops	7	13	15	12
BPS & coupled payments~	12	9	11	9
LFASS				
Sundry farm income	9	33	5	27
Diversification surplus	8	2	3	6
Output	100	100	100	100
Variable Costs:				
Concentrates	2	1	4	1
Roughages				
Keep taken				
Vet and medicine				
Sundry livestock expenses				
Seeds:	5	3	4	3
Fertiliser and lime	21	16	20	16
Crop sprays	7	6	7	6
Other crop expenses	2	1	2	1
Total Variable Costs	37	27	37	27
Farm Gross Margin (FGM)^	63	73	63	73
Fixed Costs:				
Paid labour	5	6	8	6
Power and machinery	19	14	15	12
Overheads	13	9	8	8
Depreciation	18	17	16	17
Rent and interest	4	5	7	4
Total Fixed Costs	59	51	54	47
Farm Business Income (FBI)^	4	22	9	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

## 05.5 Specialist Cereals - Sales & Purchases

	Physical Farm Size			
	Under 150 ha	150 - 200 ha	Over 200 ha	Upper 25%*
Number of farms	16	13	13	11
<b>LIVESTOCK SALES</b>	<b>Number per farm</b>			
Rearing cows	1	1	1	1
Heifers in calf				
Stores over 1 year	1			
Stores 6-12 months	1	2	2	
Calves				
Fat cattle	8	18	38	7
Store lambs			5	
Fat lambs	1		48	21
Fat sheep	7	12	7	3
	<b>£ per head</b>			
Rearing cows	1,848	2,009	1,413	1,487
Heifers in calf				
Stores over 1 year	1,358		946	
Stores 6-12 months	909	825	899	
Calves	500		275	
Fat cattle	1,811	1,871	1,829	1,911
Store lambs			83.82	
Fat lambs	121.50		114.44	114.53
Fat sheep	121.17	145.09	100.83	100.83

### LIVESTOCK PURCHASES

	Physical Farm Size			
	Under 150 ha	150 - 200 ha	Over 200 ha	Upper 25%*
Number of farms	16	13	13	11
<b>Livestock:</b>	<b>Number per farm</b>			
Rearing cows				
Heifers in calf				
Stores over 1 year	3	10	17	
Stores 6-12 months	4	7	16	3
Calves				
Store lambs		12		
<b>Livestock:</b>	<b>£ per head</b>			
Rearing cows				
Heifers in calf				
Stores over 1 year	863	1,362	1,156	
Stores 6-12 months	669	1,192	1,145	1,176
Calves				
Store lambs		87.82		

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

## 05.6 Specialist Cereals - Yield & Output

	Physical Farm Size			
	Under 150 ha	150 - 200 ha	Over 200 ha	Upper 25%*
Number of farms	16	13	13	11
Crop yield:	Tonnes per hectare			
Wheat	9.2	9.8	9.0	9.9
Barley	6.7	7.1	6.9	6.9
Oats and mixed cereals	6.5	8.1	6.0	7.1
Potatoes				
Oil seed rape	4.6	4.0	3.7	4.2
Crop output:	£ per hectare			
Wheat	1819	1885	1859	1985
Barley	1387	1371	1502	1561
Oats and mixed cereals	1232	1490	1285	1425
Potatoes				
Potato land let	989	768	843	
Oil seed rape	1738	1668	1478	1752
Other cash crops		1120	1349	1154
Other cash crops land let	398	660	757	532
Average prices (current crop year sales):	£ per tonne			
Wheat	203	193	200	200
Barley	215	194	223	225
Oats and mixed cereals	188	183	193	185
Potatoes				
Oil seed rape	372	416	397	426

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



## 06.1 General Cropping - Physical Data

	Physical Farm Size			
	Under 150 ha	150 - 250 ha	Over 250 ha	Upper 25%*
Number of farms	10	8	6	6
Crops:	Hectares per Farm			
Wheat	20.1	48.5	44.7	49.6
Barley	35.8	47.9	112.5	18.1
Oats & mixed cereals	3.7	6.3	7.9	14.2
Potatoes	2.2		79.0	15.9
Potato land let	8.2	20.6	7.3	8.0
Oil seed rape	0.6	14.7	12.3	9.3
Other cash crops	2.0	4.7	8.6	8.0
Other cash crops land let	5.0	27.0	7.4	21.8
Set-aside and fallow	3.3	8.0	7.6	4.0
Roots and arable fodder			0.7	
Grass principally for Hay	0.1	0.5	0.2	
Silage	4.5	4.2	0.5	1.1
Grazing	8.3	12.2	24.9	9.8
Rough grazing	2.8	0.7	1.4	4.0
Total farm area	96.6	195.3	315.0	163.8
Total adjusted area	94.5	194.8	315.1	160.8
Total forage area	13.7	17.2	27.7	12.1
Livestock:	Average numbers per farm			
Rearing cows	5	9		
Cattle over 2 years		1		
Cattle 1 to 2 years	7	12	4	5
Cattle under 1 year	5	9	14	
Ewes		13		
Other sheep		31		
	Units per farm			
Total grazing livestock units	10	23	8	3
GLU's per forage hectare	0.7	1.3	0.3	0.3

\* 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.

## 06.2 General Cropping - Farm Business Income (FBI) £ per farm

	Physical Farm Size			
	Under 150 ha	150 - 250 ha	Over 250 ha	Upper 25%*
Number of farms	10	8	6	6
Size in hectares (adjusted)	94.5	194.8	315.1	160.8
Farm Output from:	Farm Business Income (FBI) £ per farm			
Milk				
Cattle	8,701	17,219	4,182	3,390
Sheep and wool		4,843		
Other livestock		-121		
Cereals	111,175	176,087	255,957	169,129
Other crops	50,824	87,011	775,558	221,818
BPS & coupled payments~	20,505	42,170	57,026	33,553
LFASS				
Sundry farm income	14,496	36,014	33,186	32,223
Diversification surplus	7,663	8,025	7,109	12,001
Output	213,364	371,248	1,133,018	472,114
Variable Costs:				
Concentrates	3,014	3,960	1,241	768
Roughages	500	436	115	
Keep taken				
Vet and medicine	367	1,049	105	82
Sundry livestock expenses	315	1,798	225	466
Seeds	8,639	12,761	43,046	16,316
Fertiliser and lime	33,402	55,140	103,457	47,825
Crop sprays	11,545	27,844	71,158	26,215
Other crop expenses	6,106	7,325	23,724	12,142
Total Variable Costs	63,888	110,313	243,071	103,814
Farm Gross Margin	149,476	260,935	889,947	368,300
Fixed Costs:				
Paid labour	2,727	13,289	145,891	25,552
Power and machinery	33,733	55,571	191,209	72,241
Overheads	19,730	37,741	77,018	34,263
Depreciation	33,480	71,461	221,015	49,251
Rent and interest	7,775	17,217	81,233	15,485
Total Fixed Costs	97,445	195,279	716,366	196,792
Farm Business Income (FBI)	52,031	65,656	173,581	171,508

\* 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

### 06.3 General Cropping - FBI £ per adj hectare

	Physical Farm Size			
	Under 150 ha	150 - 250 ha	Over 250 ha	Upper 25%*
Number of farms	10	8	6	6
Size in hectares (adjusted)	94.5	194.8	315.1	160.8
Farm Output from:	FBI £ per adjusted hectare			
Milk				
Cattle	92	88	13	21
Sheep and wool		25		
Other livestock		-1		
Cereals	1,176	904	812	1,052
Other crops	538	447	2,461	1,379
BPS & coupled payments~	217	216	181	209
LFASS				
Sundry farm income	153	185	105	200
Diversification surplus	81	41	23	75
Output	2,257	1,905	3,595	2,936
Variable Costs:				
Concentrates	32	20	4	5
Roughages	5	2		
Keep taken				
Vet and medicine	4	5		1
Sundry livestock expenses	3	9	1	3
Seeds:	91	65	137	101
Fertiliser and lime	353	283	328	297
Crop sprays	122	143	226	163
Other crop expenses	65	38	75	76
Total Variable Costs	675	565	771	646
Farm Gross Margin	1,582	1,340	2,824	2,290
Fixed Costs:				
Paid labour	29	68	463	159
Power and machinery	357	285	607	449
Overheads	209	194	244	213
Depreciation	354	367	701	306
Rent and interest	82	88	258	96
Total Fixed Costs	1,031	1,002	2,273	1,223
Farm Business Income (FBI)	551	338	551	1,067

\* 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

## 06.4 General Cropping - FBI as % output

	Physical Farm Size			
	Under 150 ha	150 - 250 ha	Over 250 ha	Upper 25%*
Number of farms	10	8	6	6
Size in hectares (adjusted)	94.5	194.8	315.1	160.8
Farm Output from:	FBI as % of output			
Milk				
Cattle	4	5		1
Sheep and wool		1		
Other livestock				
Cereals	52	47	23	36
Other crops	25	24	67	47
BPS & coupled payments~	10	11	5	7
LFASS				
Sundry farm income	7	10	3	7
Diversification surplus	4	2	1	3
Output	100	100	100	100
Variable Costs:				
Concentrates	1	1		
Roughages				
Keep taken				
Vet and medicine				
Sundry livestock expenses				
Seeds:	4	3	4	3
Fertiliser and lime	16	15	9	10
Crop sprays	5	8	6	6
Other crop expenses	3	2	2	3
Total Variable Costs	29	29	21	22
Farm Gross Margin (FGM)^	71	71	79	78
Fixed Costs:				
Paid labour	1	4	13	5
Power and machinery	16	15	17	15
Overheads	9	10	7	7
Depreciation	16	19	20	10
Rent and interest	4	5	7	3
Total Fixed Costs	46	53	64	40
Farm Business Income (FBI)	25	18	15	38

\* 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

## 06.5 General Cropping - Sales & Purchases

	Physical Farm Size			
	Under 150 ha	150 - 250 ha	Over 250 ha	Upper 25%*
Number of farms	10	8	6	6
<b>LIVESTOCK SALES</b>	<b>Number per farm</b>			
Rearing cows	1	1		
Heifers in calf				
Stores over 1 year		10		6
Stores 6-12 months				
Calves				
Fat cattle	5	9	12	
Store lambs		11		
Fat lambs		10		
Fat sheep		33		
	<b>£ per head</b>			
Rearing cows	1,017	1,244		
Heifers in calf				
Stores over 1 year	1,250	1,423		1,532
Stores 6-12 months				
Calves				
Fat cattle	1,921	1,746	1,536	
Store lambs		121.39		
Fat lambs		139.41		
Fat sheep		158.87		
<b>LIVESTOCK PURCHASES</b>				
	Physical Farm Size			
	Under 150 ha	150 - 250 ha	Over 250 ha	Upper 25%*
Number of farms	10	8	6	6
<b>Livestock:</b>	<b>Number per farm</b>			
Rearing cows				
Heifers in calf				
Stores over 1 year	7	8	8	4
Stores 6-12 months			1	
Calves		1		
Store lambs		35		
<b>Livestock:</b>	<b>£ per head</b>			
Rearing cows		2,450		
Heifers in calf				
Stores over 1 year	1,273	1,296	1,137	983
Stores 6-12 months		1,400	1,292	
Calves		395		
Store lambs		93.91		

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

## 06.6 General Cropping - Yield & Output

	Physical Farm Size			
	Under 150 ha	150 - 250 ha	Over 250 ha	Upper 25%*
Number of farms	10	8	6	6
Crop yield:	Tonnes per hectare			
Wheat	10.8	8.9	9.8	10.9
Barley	7.5	7.4	6.5	8.6
Oats and mixed cereals	7.0	6.6	8.4	7.7
Potatoes	53.2		41.5	39.2
Oil seed rape	3.4	3.3	4.2	4.5
Crop output:	£ per hectare			
Wheat	2227	1877	1870	2173
Barley	1712	1578	1401	2007
Oats and mixed cereals	1423	1549	1914	1793
Potatoes	11955		8857	9960
Potato land let	1186	1495	1155	874
Oil seed rape	1586	1324	1600	1714
Other cash crops	805	1612	851	668
Other cash crops land let	915	825	995	934
Average prices (current crop year sale:	£ per tonne			
Wheat	202	216	190	195
Barley	232	215	215	242
Oats and mixed cereals	203	233	226	234
Potatoes	223		192	228
Oil seed rape	469	401	382	400

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

## 07.1 Mixed Farms - Physical Data

	Physical Farm Size			
	Under 120 ha	120 - 200 ha	Over 200 ha	Upper 25%*
Number of farms	22	31	37	23
Crops:	Hectares per Farm			
Wheat	1.6	8.0	21.1	10.6
Barley	18.4	47.6	82.4	43.8
Oats & mixed cereals	2.4	3.1	3.9	4.5
Potatoes				
Potato land let	0.1	1.1	3.7	2.3
Oil seed rape		2.4	8.4	3.5
Other cash crops		0.6	1.9	1.4
Other cash crops land let	0.7	1.5	2.8	2.1
Set-aside and fallow	1.1	4.1	9.3	4.5
Roots and arable fodder	1.2	2.9	2.8	2.0
Grass principally for Hay	4.4	4.4	7.2	6.2
Silage	12.4	22.9	38.4	25.9
Grazing	42.0	58.5	106.5	55.6
Rough grazing	2.6	7.6	39.3	6.4
Total farm area	86.9	164.7	327.7	168.8
Total adjusted area	84.8	159.0	297.6	164.4
Total forage area	60.7	90.6	164.2	91.7
Livestock:	Average numbers per farm			
Rearing cows	14	53	89	43
Cattle over 2 years	9	12	22	9
Cattle 1 to 2 years	30	47	110	54
Cattle under 1 year	22	52	91	50
Ewes	103	163	110	119
Other sheep	149	229	202	172
	Units per farm			
Total grazing livestock units	67	129	207	114
GLU's per forage hectare	1.1	1.4	1.3	1.2

\* 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.

## 07.2 Mixed Farms - Farm Business Income (FBI) £ per farm

	Physical Farm Size			
	Under 120 ha	120 - 200 ha	Over 200 ha	Upper 25%*
Number of farms	22	31	37	23
Size in hectares (adjusted)	84.8	159.0	297.6	164.4
Farm Output from:	Farm Business Income (FBI) £ per Farm			
Milk				
Cattle	44,595	92,692	194,773	99,849
Sheep and wool	19,786	29,836	32,277	24,627
Other livestock	-4	-7	32,509	24,837
Cereals	29,675	87,951	161,364	89,031
Other crops	4,799	14,525	30,994	18,360
BPS & coupled payments~	20,586	39,961	74,987	42,047
LFASS	274	1,828	5,133	2,023
Sundry farm income	9,806	8,688	70,813	28,965
Diversification surplus	3,056	6,673	21,451	16,971
Output	132,573	282,147	624,302	346,710
Variable Costs:				
Concentrates	17,797	32,202	76,381	40,632
Roughages	1,798	3,139	6,341	1,946
Keep taken	1,187	2,142	4,349	1,736
Vet and medicine	3,914	5,777	9,075	4,289
Sundry livestock expenses	5,877	8,592	17,148	10,195
Seeds	2,657	8,336	16,040	7,818
Fertiliser and lime	17,494	39,542	70,799	37,294
Crop sprays	2,515	8,602	23,588	9,074
Other crop expenses	2,081	4,667	10,372	4,086
Total Variable Costs	55,321	112,999	234,093	117,071
Farm Gross Margin	77,252	169,148	390,209	229,639
Fixed Costs:				
Paid labour	3,742	7,750	53,613	20,335
Power and machinery	22,904	38,202	84,361	42,478
Overheads	18,508	25,726	48,144	25,278
Depreciation	30,840	46,020	101,411	47,354
Rent and interest	4,642	13,993	26,936	10,140
Farm Business Income (FBI) is the h	80,636	131,691	314,465	145,586
Farm Business Income (FBI)	-3,384	37,457	75,744	84,053

\* 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



### 07.3 Mixed Farms - Profit £ per adj hectare

	Physical Farm Size			
	Under 120 ha	120 - 200 ha	Over 200 ha	Upper 25%*
Number of farms	22	31	37	23
Size in hectares (adjusted)	84.8	159.0	297.6	164.4
Farm Output from:	FBI £ per adjusted hectare			
Milk				
Cattle	526	583	654	607
Sheep and wool	233	188	108	150
Other livestock			109	151
Cereals	350	553	542	542
Other crops	57	91	104	112
BPS & coupled payments~	243	251	252	256
LFASS	3	12	17	12
Sundry farm income	116	55	238	176
Diversification surplus	36	42	72	103
Output	1,563	1,775	2,098	2,109
Variable Costs:				
Concentrates	210	203	257	247
Roughages	21	20	21	12
Keep taken	14	13	15	11
Vet and medicine	46	36	30	26
Sundry livestock expenses	69	54	58	62
Seeds:	31	52	54	48
Fertiliser and lime	206	249	238	227
Crop sprays	30	54	79	55
Other crop expenses	25	29	35	25
Total Variable Costs	652	711	787	712
Farm Gross Margin	911	1,064	1,311	1,397
Fixed Costs:				
Paid labour	44	49	180	124
Power and machinery	270	240	283	258
Overheads	218	162	162	154
Depreciation	364	290	341	288
Rent and interest	55	88	91	62
Farm Business Income (FBI) is th	951	828	1,057	886
Farm Business Income (FBI)	-40	236	255	511

\* 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

## 07.4 Mixed Farms - Profit as % output

	Physical Farm Size			
	Under 120 ha	120 - 200 ha	Over 200 ha	Upper 25%*
Number of farms	22	31	37	23
Size in hectares (adjusted)	84.8	159.0	297.6	164.4
Farm Output from:	FBI as % of output			
Milk				
Cattle	36	35	32	30
Sheep and wool	15	11	5	7
Other livestock			5	7
Cereals	22	31	26	26
Other crops	4	5	5	5
BPS & coupled payments~	16	14	12	12
LFASS		1	1	1
Sundry farm income	7	3	11	8
Diversification surplus	2	2	3	5
Output	100	100	100	100
Variable Costs:				
Concentrates	13	11	12	12
Roughages	1	1	1	1
Keep taken	1	1	1	1
Vet and medicine	3	2	1	1
Sundry livestock expenses	4	3	3	3
Seeds:	2	3	3	2
Fertiliser and lime	13	14	11	11
Crop sprays	2	3	4	3
Other crop expenses	2	2	2	1
Total Variable Costs	41	40	38	35
Farm Gross Margin (FGM)^	59	60	62	65
Fixed Costs:				
Paid labour	3	3	9	6
Power and machinery	17	14	14	12
Overheads	14	9	8	7
Depreciation	23	16	16	14
Rent and interest	4	5	4	3
Farm Business Income (FBI) is tl	61	47	51	42
Farm Business Income (FBI)^	0	13	11	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

## 07.5 Mixed Farms - Sales & Purchases

	Physical Farm Size			
	Under 120 ha	120 - 200 ha	Over 200 ha	Upper 25%*
Number of farms	22	31	37	23
<b>LIVESTOCK SALES</b>				
	Number per farm			
Rearing cows	5	9	27	16
Heifers in calf	2		1	
Stores over 1 year	7	18	25	11
Stores 6-12 months	1	10	15	2
Calves			7	5
Fat cattle	30	54	140	70
Store lambs	33	20	11	
Fat lambs	125	118	102	113
Fat sheep	70	126	179	84
Livestock:	£ per head			
Rearing cows	1,331	1,332	1,436	1,450
Heifers in calf	1,343	1,916	2,604	
Stores over 1 year	1,238	1,378	1,230	1,402
Stores 6-12 months	1,223	966	1,225	1,213
Calves	151	345	846	861
Fat cattle	1,814	1,781	1,841	1,762
Store lambs	90.00	80.61	96.15	
Fat lambs	117.15	115.68	117.35	117.72
Fat sheep	128.01	127.47	142.67	131.27

### LIVESTOCK PURCHASES

	Physical Farm Size			
	Under 120 ha	120 - 200 ha	Over 200 ha	Upper 25%*
Number of farms	22	31	37	23
<b>Livestock:</b>				
	Number per farm			
Rearing cows		1	1	
Heifers in calf			1	1
Stores over 1 year	15	30	64	14
Stores 6-12 months	4	16	45	30
Calves	3	4	4	5
Farm Business Income (FBI) is the	55	88	175	63
Livestock:	£ per head			
Rearing cows	3541	1735	2172	2397
Heifers in calf		2496	2119	2181
Stores over 1 year	1467	1269	1478	1291
Stores 6-12 months	937	1047	1078	1143
Calves	298	449	428	374
Store lambs	76.18	60.79	60.09	58.60

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

## 07.6 Mixed Farms - Yield & Output

	Physical Farm Size			
	Under 120 ha	120 - 200 ha	Over 200 ha	Upper 25%*
Number of farms	22	31	37	23
Crop yield:	Tonnes per hectare			
Wheat	11.4	9.7	9.2	9.7
Barley	6.5	6.6	6.9	6.7
Oats and mixed cereals	8	6.7	5.9	7
Potatoes				
Oil seed rape		4.6	3.6	4.1
Crop output:	£ per hectare			
Wheat	2,204	2,080	1,872	2,039
Barley	1,237	1,392	1,424	1,376
Oats and mixed cereals	1,474	1,646	1,219	1,593
Potatoes				
Potato land let	1,041	854	1,200	925
Oil seed rape		1,784	1,514	1,759
Other cash crops		974	841	828
Other cash crops land let	55	552	1,121	894
Average prices (current crop year sales):	£ per tonne			
Wheat	226	214	204	210
Barley	204	228	222	217
Oats and mixed cereals	192	253	216	231
Potatoes				
Oil seed rape		390	431	428

### MILK AND GRAZING LIVESTOCK OUTPUT

	Physical Farm Size			
	Under 120 ha	120 - 200 ha	Over 200 ha	Upper 25%*
Number of farms	22	31	37	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 hectare	1,061	1,353	1,383	1,357

### LIVESTOCK PERFORMANCE

	Physical Farm Size			
	Under 120 ha	120 - 200 ha	Over 200 ha	Upper 25%*
Number of farms	22	31	37	23
	Number per farm			
Ewes to ram	109	195	117	148

Ewe deaths	7	13	5	6
Lambs marked	167	252	170	192
Lambs disposed	161	240	167	183
Cast ewes sold	32	38	45	30

% Ewes to ram				
Ewe deaths	6	7	4	4
Lambs marked	153	129	145	130
Lambs disposed	148	123	143	124
Cast ewes sold	29	19	39	20

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