

## 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		1.0	0.5	
Barley	0.2	5.5	6.9	0.4
Oats & mixed cereals			0.1	
Potatoes				
Potato land let				
Oil seed rape				
Other cash crops			0.2	
Other cash crops land let				
Set-aside and fallow			0.2	
Roots and arable fodder	0.6	8.8	5.8	5.3
Grass principally for Hay	1.2	3.0	2.5	3.9
Silage	53.1	64.3	106.2	81.1
Grazing	41.8	55.6	132.4	99.2
Rough grazing	0.7	8.2	15.7	14.8
Total farm area	97.6	146.4	270.5	204.7
Total adjusted area	97.0	139.8	261.4	195.1
Total forage area	96.9	133.3	253.5	194.7

Proportion of rough grazing %	1	6	6	7
-------------------------------	---	---	---	---

Livestock:	Average numbers per farm			
Dairy cows	174	169	264	210
Rearing cows		6	10	11
Cattle over 2 years	11	25	56	35
Cattle 1 to 2 years	55	115	164	150
Cattle under 1 year	121	137	236	191
Ewes	5	84	41	81
Other sheep	5	114	59	111
	Units per farm			
Total grazing livestock units	259	327	504	418
GLU's per forage hectare	2.7	2.5	2.0	2.1
	%			
Dairy cows as % of GLU	67	52	52	50

\* 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.

## 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)	97.0	139.8	261.4	195.1
Number of dairy cows	174	169	264	210
<b>Farm Output from:</b>	<b>Farm Business Income (FBI) £ per Farm</b>			
Milk	569,161	493,684	843,687	598,979
Cattle	128,352	161,909	273,732	224,385
Sheep and wool	1,044	18,730	8,465	17,025
Other livestock	95	138	49	-7
Cereals	196	8,238	7,895	331
Other crops	-3,218	-6,254	-6,449	-6,778
BPS & coupled payments~	20,050	35,935	55,135	46,081
LFASS	370	566	5,824	3,826
Sundry farm income	7,333	12,454	26,918	16,589
Diversification surplus	-1,950	1,962	10,264	1,648
<b>Output</b>	<b>721,433</b>	<b>727,362</b>	<b>1,225,520</b>	<b>902,079</b>
<b>Variable Costs:</b>				
Concentrates	183,638	211,179	300,732	215,494
Roughages	34,471	13,163	35,636	25,118
Keep taken	3,416	4,622	7,035	4,243
Vet and medicine	13,699	19,391	22,362	16,125
Sundry livestock expenses	39,678	38,544	60,970	40,612
Seeds	585	2,870	3,779	1,307
Fertiliser and lime	17,693	30,660	41,336	32,381
Crop sprays	649	2,678	3,338	1,223
Other crop expenses	2,880	4,263	5,494	3,675
<b>Total Variable Costs</b>	<b>296,709</b>	<b>327,370</b>	<b>480,682</b>	<b>340,178</b>
<b>Farm Gross Margin</b>	<b>424,724</b>	<b>399,992</b>	<b>744,838</b>	<b>561,901</b>
<b>Fixed Costs:</b>				
Paid labour	41,678	56,321	91,413	71,110
Power and machinery	90,751	83,004	131,421	91,294
Overheads	32,242	42,431	60,705	40,986
Depreciation	64,989	79,614	156,318	101,369
Rent and interest	12,058	23,733	36,948	6,352
<b>Total Fixed Costs</b>	<b>241,718</b>	<b>285,103</b>	<b>476,805</b>	<b>311,111</b>
<b>Farm Business Income (FBI)</b>	<b>183,006</b>	<b>114,889</b>	<b>268,033</b>	<b>250,790</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 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.

### 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)	97.0	139.8	261.4	195.1
Number of dairy cows	174	169	264	210
<b>Farm Output from:</b>	<b>FBI £ per adjusted hectare</b>			
Milk	5,865	3,530	3,228	3,070
Cattle	1,323	1,158	1,047	1,150
Sheep and wool	11	134	32	87
Other livestock	1	1		
Cereals	2	59	30	2
Other crops	-33	-45	-25	-35
BPS & coupled payments~	207	257	211	236
LFASS	4	4	22	20
Sundry farm income	76	89	103	85
Diversification surplus	-20	14	39	8
<b>Output</b>	<b>7,436</b>	<b>5,201</b>	<b>4,687</b>	<b>4,623</b>
<b>Variable Costs:</b>				
Concentrates	1,892	1,510	1,151	1,105
Roughages	355	94	136	129
Keep taken	35	33	27	22
Vet and medicine	141	139	86	83
Sundry livestock expenses	409	276	233	208
Seeds:	6	21	14	7
Fertiliser and lime	182	219	158	166
Crop sprays	7	19	13	6
Other crop expenses	30	30	21	19
<b>Total Variable Costs</b>	<b>3,057</b>	<b>2,341</b>	<b>1,839</b>	<b>1,745</b>
<b>Farm Gross Margin</b>	<b>4,379</b>	<b>2,860</b>	<b>2,848</b>	<b>2,878</b>
<b>Fixed Costs:</b>				
Paid labour	429	403	350	364
Power and machinery	935	594	503	468
Overheads	332	303	232	210
Depreciation	670	569	598	520
Rent and interest	124	170	141	33
<b>Total Fixed Costs</b>	<b>2,490</b>	<b>2,039</b>	<b>1,824</b>	<b>1,595</b>
<b>Farm Business Income (FBI)</b>	<b>1,889</b>	<b>821</b>	<b>1,024</b>	<b>1,283</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 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.

## 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)	97.0	139.8	261.4	195.1
Number of dairy cows	174	169	264	210
<b>Farm Output from:</b>	<b>FBI % of output</b>			
Milk	80	68	67	68
Cattle	18	22	22	25
Sheep and wool		3	1	2
Other livestock				
Cereals		1	1	
Other crops		-1	-1	-1
BPS & coupled payments~ LFASS	3	5	4	5
Sundry farm income	1	2	2	2
Diversification surplus			1	
<b>Output</b>	<b>100</b>	<b>100</b>	<b>100</b>	<b>100</b>
<b>Variable Costs:</b>				
Concentrates	25	29	25	24
Roughages	5	2	3	3
Keep taken		1	1	
Vet and medicine	2	3	2	2
Sundry livestock expenses	5	5	5	5
<b>Seeds:</b>				
Fertiliser and lime	2	4	3	4
Crop sprays				
Other crop expenses		1		
<b>Total Variable Costs</b>	<b>39</b>	<b>45</b>	<b>39</b>	<b>38</b>
<b>Farm Gross Margin (FGM)^</b>	<b>61</b>	<b>55</b>	<b>61</b>	<b>62</b>
<b>Fixed Costs:</b>				
Paid labour	6	8	7	8
Power and machinery	13	11	11	10
Overheads	4	6	5	5
Depreciation	9	11	13	11
Rent and interest	2	3	3	1
<b>Total Fixed Costs</b>	<b>34</b>	<b>39</b>	<b>39</b>	<b>35</b>
<b>Farm Business Income (FBI)^</b>	<b>27</b>	<b>16</b>	<b>22</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

## 01.5 Dairy - Sales & Purchases

LIVESTOCK SALES				
	Physical Farm Size			
	Under 120ha	120 - 180ha	Over 180ha	Upper 25%*
Number of farms	12	14	16	11
<b>Livestock:</b>	<b>Number per farm</b>			
Dairy cows	35	36	56	37
Heifers in calf	1	2		1
Stores over 1 year	20	61	101	87
Stores 6-12 months	6	8	16	15
Calves	89	24	37	39
Fat cattle		16	12	13
Store lambs		1		
Fat lambs	5	110	42	97
Fat sheep	2	54	18	41
<b>Livestock:</b>	<b>£ per head</b>			
Dairy cows	1,032	1,059	1,055	1,099
Heifers in calf	1,711	1,599	2,000	1,500
Stores over 1 year	1,458	1,387	1,278	1,319
Stores 6-12 months	886	756	858	800
Calves	383	282	260	304
Fat cattle		1,846	1,634	1,925
Store lambs		114.46		
Fat lambs	140.51	137.23	133.89	136.77
Fat sheep	176.08	147.62	123.01	143.63

  

LIVESTOCK PURCHASES				
	Physical Farm Size			
	Under 120ha	120 - 180ha	Over 180ha	Upper 25%*
Number of farms	12	14	16	11
<b>Livestock:</b>	<b>Number per farm</b>			
Dairy cows	1		1	
Heifers in calf			3	
Stores over 1 year		13	2	9
Stores 6-12 months			1	
Calves		2		2
Store lambs		58	14	35
<b>Livestock:</b>	<b>£ per head</b>			
Dairy cows	1169	2078	2284	2078
Heifers in calf			1993	
Stores over 1 year		1514	1601	1514
Stores 6-12 months		952	1186	1142
Calves		289	925	388
Store lambs		105.28	68.71	109.23

\* 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
<b>Yield:</b>	<b>Tonnes per hectare</b>			
Wheat		9.6	9.1	
Barley	6.2	7.0	6.0	4.9
Oats and mixed cereals			5.5	
Potatoes				
Oil seed rape				
<b>Crop output:</b>	<b>£ per hectare</b>			
Wheat		1,776	1,653	
Barley	1,043	1,178	1,010	835
Oats and mixed cereals			830	
Potatoes				
Potato land let				
Oil seed rape				
Other cash crops			678	
Other cash crops land let				
<b>Average prices (current crop year)</b>	<b>£ per tonne</b>			
Wheat			184	
Barley			186	
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
<b>Milk production:</b>	<b>Litres</b>			
per farm	1,384,837	1,179,777	2,112,171	1,479,332
per cow	7,953	6,972	8,011	7,055
per forage hectare	14,298	8,848	8,332	7,599
	<b>%</b>			
% winter milk	54	50	47	48
	<b>pence</b>			
Price per litre	41.09	41.83	39.92	40.46
	<b>£</b>			
Milk output per cow	3,268	2,917	3,200	2,856
Grazing livestock output per forage	7,212	5,057	4,441	4,317

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