

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
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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
Farm Output from:	Farm Business Income (FBI) £ per Farm			
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
Output	721,433	727,362	1,225,520	902,079
Variable Costs:				
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
Total Variable Costs	296,709	327,370	480,682	340,178
Farm Gross Margin	424,724	399,992	744,838	561,901
Fixed Costs:				
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
Total Fixed Costs	241,718	285,103	476,805	311,111
Farm Business Income (FBI)	183,006	114,889	268,033	250,790

* 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
Farm Output from:	FBI £ per adjusted hectare			
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
Output	7,436	5,201	4,687	4,623
Variable Costs:				
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
Total Variable Costs	3,057	2,341	1,839	1,745
Farm Gross Margin	4,379	2,860	2,848	2,878
Fixed Costs:				
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
Total Fixed Costs	2,490	2,039	1,824	1,595
Farm Business Income (FBI)	1,889	821	1,024	1,283

* 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
Farm Output from:	FBI % of output			
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	
Output	100	100	100	100
Variable Costs:				
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
Seeds:				
Fertiliser and lime	2	4	3	4
Crop sprays				
Other crop expenses		1		
Total Variable Costs	39	45	39	38
Farm Gross Margin (FGM)^	61	55	61	62
Fixed Costs:				
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
Total Fixed Costs	34	39	39	35
Farm Business Income (FBI)^	27	16	22	27

* 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
Livestock:	Number per farm			
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
Livestock:	£ per head			
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
Livestock:	Number per farm			
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
Livestock:	£ per head			
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
Yield:	Tonnes per hectare			
Wheat		9.6	9.1	
Barley	6.2	7.0	6.0	4.9
Oats and mixed cereals			5.5	
Potatoes				
Oil seed rape				
Crop output:	£ per hectare			
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				
Average prices (current crop year)	£ per tonne			
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
Milk production:	Litres			
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
	%			
% winter milk	54	50	47	48
	pence			
Price per litre	41.09	41.83	39.92	40.46
	£			
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

02.1 Specialist Beef - Physical Data

	Physical Farm Size			
	Under 100 ha	100 - 170 ha	Over 170 ha	Upper 25%*
Number of farms	29	30	41	25
Crops:	Hectares per Farm			
Wheat				
Barley	5.3	6.6	13.2	7.9
Oats & mixed cereals	0.7	0.3	2.4	0.5
Potatoes				
Potato land let				
Oil seed rape				
Other cash crops				
Other cash crops land let			0.5	
Set-aside and fallow	0.1		0.6	
Roots and arable fodder	0.5	2.0	3.5	1.7
Grass principally for Hay	2.8	1.9	3.4	3.4
Silage	21.5	31.8	42.9	28.5
Grazing	36.6	72.4	133.5	63.9
Rough grazing	11.8	35.4	552.3	380.7
Total farm area	79.3	150.4	752.3	486.6
Total adjusted area	70.9	127.2	339.4	202.8
Total forage area	64.8	120.2	322.6	194.3
Livestock:	Average numbers per farm			
Rearing cows	44	75	116	63
Cattle over 2 years	8	9	16	10
Cattle 1 to 2 years	28	42	80	52
Cattle under 1 year	41	69	122	68
Ewes	52	127	253	97
Other sheep	79	175	311	126
	Units per farm			
Total grazing livestock units	81	135	232	125
GLU's per forage hectare	1.2	1.1	0.7	0.6

* 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	29	30	41	25
Size in hectares (adjusted)	70.9	127.2	339.4	202.8
Proportion of rough grazing	11	18	24	20
Farm Output from:	Farm Business Income (FBI) £ per Farm			
Milk				
Cattle	74,944	107,847	214,861	126,162
Sheep and wool	15,487	24,527	50,543	22,524
Other livestock	1,002	5	154	27
Cereals	6,192	7,823	16,516	9,043
Other crops	358	-109	1,850	2,196
BPS & coupled payments~	21,066	36,505	67,270	38,258
LFASS	4,084	8,075	16,153	9,414
Sundry farm income	10,920	14,408	19,612	19,498
Diversification surplus	674	4,862	8,208	6,444
Output	134,727	203,943	395,167	233,566
Variable Costs:				
Concentrates	17,419	25,921	50,875	28,886
Roughages	3,416	6,181	7,239	4,250
Keep taken	1,528	1,792	5,909	3,475
Vet and medicine	3,814	6,445	11,792	5,414
Sundry livestock expenses	6,648	9,987	15,887	8,309
Seeds	1,139	1,773	3,333	1,698
Fertiliser and lime	6,171	9,807	21,292	9,327
Crop sprays	815	1,089	2,418	901
Other crop expenses	2,227	2,429	3,661	3,227
Total Variable Costs	43,177	65,424	122,406	65,487
Farm Gross Margin	91,550	138,519	272,761	168,079
Fixed Costs:				
Paid labour	1,159	6,447	23,564	7,414
Power and machinery	18,378	32,833	47,577	26,667
Overheads	19,162	25,323	36,306	22,362
Depreciation	27,931	37,259	65,139	32,847
Rent and interest	5,226	11,924	13,143	6,931
Total Fixed Costs	71,856	113,786	185,729	96,221
Farm Business Income (FBI)	19,694	24,733	87,032	71,858

* 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	29	30	41	25
Size in hectares (adjusted)	70.9	127.2	339.4	202.8
Proportion of rough grazing	11	18	24	20
Farm Output from:	FBI £ per adjusted hectare			
Milk				
Cattle	1,057	848	633	622
Sheep and wool	218	193	149	111
Other livestock	14			
Cereals	87	61	49	45
Other crops	5	-1	5	11
BPS & coupled payments~	297	287	198	189
LFASS	58	63	48	46
Sundry farm income	154	113	58	96
Diversification surplus	9	38	24	32
Output	1,899	1,602	1,164	1,152
Variable Costs:				
Concentrates	246	204	150	142
Roughages	48	49	21	21
Keep taken	22	14	17	17
Vet and medicine	54	51	35	27
Sundry livestock expenses	94	79	47	41
Seeds:	16	14	10	8
Fertiliser and lime	87	77	63	46
Crop sprays	11	9	7	4
Other crop expenses	31	19	11	16
Total Variable Costs	609	516	361	322
Farm Gross Margin	1,290	1,086	803	830
Fixed Costs:				
Paid labour	16	51	69	37
Power and machinery	259	258	140	131
Overheads	270	199	107	110
Depreciation	394	293	192	162
Rent and interest	74	94	39	34
Total Fixed Costs	1,013	895	547	474
Farm Business Income (FBI)	277	191	256	356

* 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	29	30	41	25
Size in hectares (adjusted)	70.9	127.2	339.4	202.8
Proportion of rough grazing	11	18	24	20
Farm Output from:	FBI £ per adjusted hectare			
Milk				
Cattle	57	53	53	54
Sheep and wool	11	12	13	10
Other livestock	1			
Cereals	5	4	4	4
Other crops				1
BPS & coupled payments~	16	18	17	16
LFASS	3	4	4	4
Sundry farm income	8	7	5	8
Diversification surplus		2	2	3
Output	100	100	100	100
Variable Costs:				
Concentrates	13	13	13	12
Roughages	3	3	2	2
Keep taken	1	1	1	1
Vet and medicine	3	3	3	2
Sundry livestock expenses	5	5	4	4
Seeds:	1	1	1	1
Fertiliser and lime	5	5	5	4
Crop sprays	1	1	1	
Other crop expenses	2	1	1	1
Total Variable Costs	34	33	31	27
Farm Gross Margin (FGM)^	66	67	69	73
Fixed Costs:				
Paid labour	1	3	6	3
Power and machinery	14	16	12	11
Overheads	14	12	9	10
Depreciation	21	18	16	14
Rent and interest	4	6	3	3
Total Fixed Costs	54	55	46	41
Farm Business Income (FBI)^	12	12	23	32

* 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

LIVESTOCK SALES				
	Physical Farm Size			
	Under 100 ha	100 - 170 ha	Over 170 ha	Upper 25%*
Number of farms	29	30	41	25
Livestock:	Number per farm			
Rearing cows	7	12	23	11
Heifers in calf				1
Stores over 1 year	19	38	56	28
Stores 6-12 months	11	23	17	18
Calves				
Fat cattle	17	15	58	36
Store lambs	10	34	57	20
Fat lambs	63	98	222	112
Fat sheep	47	42	96	65
		£ per head		
Rearing cows	1,544	1,420	1,476	1,457
Heifers in calf	3,373	2,382	1,887	2,034
Stores over 1 year	1,504	1,375	1,403	1,591
Stores 6-12 months	1,400	1,174	1,050	1,133
Calves	680	161	240	
Fat cattle	1,764	2,049	2,008	2,046
Store lambs	118.96	102.05	93.86	99.29
Fat lambs	129.90	129.57	133.10	136.62
Fat sheep	136.62	142.88	157.54	155.98

LIVESTOCK PURCHASES				
	Physical Farm Size			
	Under 100 ha	100 - 170 ha	Over 170 ha	Upper 25%*
Number of farms	29	30	41	25
Livestock:	Number per farm			
Rearing cows	1		1	
Heifers in calf		1	1	
Stores over 1 year	9	1	3	2
Stores 6-12 months	2	8	30	25
Calves		4	2	
Store lambs	46	9	111	83
Livestock:	£ per head			
Rearing cows	1,861	2,420	1,721	2,663
Heifers in calf	2,234	1,520	1,961	1,939
Stores over 1 year	1,115	1,795	1,887	1,231
Stores 6-12 months	711	1,048	1,119	1,168
Calves	335	378	386	354
Store lambs	77.98	96.40	88.05	85.85

* 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	29	30	41	25
Crop yield:	Tonnes per hectare			
Wheat				
Barley	6.3	5.9	6.0	6.5
Oats and mixed cereals	5.2	5.4	6.2	5.4
Potatoes				
Oil seed rape				
Crop output:	£ per hectare			
Wheat				
Barley	1,055	1,137	1,035	1,085
Oats and mixed cereals	791	840	1,173	837
Potatoes				
Potato land let				
Oil seed rape				
Other cash crops				
Other cash crops land let				
Average prices (current crop year sale)	£ per tonne			
Wheat				
Barley	162	246	176	158
Oats and mixed cereals	153	150	216	153
Potatoes				
Oil seed rape				
Cattle over 2 years	8	9	16	10
Cattle 1 to 2 years	28	42	80	52
Cattle under 1 year	41	69	122	68
Ewes	52	127	253	97
Other sheep	79	175	311	126
	Units per farm			
Total grazing livestock units	81	135	232	125
GLU's per forage hectare	1.2	1.1	0.7	0.6

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

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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	29	30	41	25
Number per farm				
Ewes to ram	57	138	260	98
Ewe deaths	3	11	16	7
Lambs marked	83	213	354	143
Lambs disposed	81	205	346	142
Cast ewes sold	10	25	58	14
% Ewes to ram				
Ewe deaths	5	8	6	7
Lambs marked	145	154	136	145
Lambs disposed	143	149	133	145
Cast ewes sold	17	18	22	14

BEEF PERFORMANCE				
	Physical Farm Size			
	Under 100 ha	100 - 170 ha	Over 170 ha	Upper 25%*
Number of farms	29	30	41	25
Number per farm				
Breeding females	47	83	124	61
Births	40	69	96	48
% Breeding females				
Birth rate	86	83	77	78

* 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	12	19	11	11
Crops:	Hectares per farm			
Wheat				
Barley	4.6	3.9	0.9	0.5
Oats & mixed cereals		0.2		
Potatoes				
Potato land let				
Oil seed rape				
Other cash crops				
Other cash crops land let				
Set-aside and fallow	0.3		0.1	
Roots and arable fodder	2.8	2.7	0.8	1.1
Grass principally for Hay	6.4	0.4	0.6	4.4
Silage	16.2	25.0	23.0	16.2
Grazing	82.9	98.5	65.0	78.9
Rough grazing	7.2	198.3	1623.1	552.6
Total farm area	120.4	329.0	1713.5	653.7
Total adjusted area	115.2	201.6	313.3	170.1
Total forage area	110.3	197.4	312.3	169.6
Livestock:	Average numbers per farm			
Rearing cows	26	50	48	34
Cattle over 2 years	3	2	4	2
Cattle 1 to 2 years	14	18	25	11
Cattle under 1 year	21	43	37	29
Ewes	330	538	723	431
Other sheep	357	531	779	452
	Units per farm			
Total grazing livestock units	89	146	181	109
GLU's per forage hectare	0.8	0.7	0.6	0.6

* 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	12	19	11	11
Size in hectares (adjusted)	115.2	201.6	313.3	170.1
Ewe equivalents	525	914	1,083	683
Proportion of rough grazing	5	59	89	45
Farm Output from:	Farm Business Income (FBI) £ per farm			
Milk				
Cattle	41,191	65,276	58,213	47,160
Sheep and wool	60,480	74,656	80,277	59,898
Other livestock	-84	153	1	
Cereals	5,227	3,941	1,281	517
Other crops	-42	-3,358	-1,356	-76
BSP & coupled payments~	26,541	40,431	59,658	37,020
LFASS	4,096	10,413	21,143	9,927
Sundry farm income	3,740	37,791	18,835	20,414
Diversification surplus	13,634	4,200	-3,646	7,645
Output	154,783	233,503	234,406	182,505
Variable Costs:				
Concentrates	17,353	31,533	25,951	15,313
Roughages	4,357	6,365	7,436	5,705
Keep taken	1,273	2,933	8,544	2,810
Vet and medicine	7,703	8,979	9,024	6,047
Sundry livestock expenses	9,463	11,971	14,912	9,890
Seeds	1,350	2,025	1,185	946
Fertiliser and lime	7,566	10,830	8,664	5,626
Crop sprays	850	1,144	415	486
Other crop expenses	1,167	1,400	887	745
Total Variable Costs	51,082	77,180	77,018	47,568
Farm Gross Margin	103,701	156,323	157,388	134,937
Fixed Costs:				
Paid labour	8,272	10,773	20,584	9,613
Power and machinery	22,855	27,892	29,980	20,273
Overheads	18,578	30,404	24,001	23,234
Depreciation	22,451	53,909	36,857	26,413
Rent and interest	7,433	13,355	12,966	5,939
Total Fixed Costs	79,589	136,333	124,388	85,472
Farm Business Income (FBI)	24,112	19,990	33,000	49,465

* 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

03.3 Mixed Cattle Sheep - Profit £ per adj hectare

	% Rough grazing			
	Under 25 %	25 - 80 %	Over 80 %	Upper 25%*
Number of farms	12	19	11	11
Size in hectares (adjusted)	115.2	201.6	313.3	170.1
Ewe equivalents	525	914	1,083	683
Proportion of rough grazing	5	59	89	45
Farm Output from:	FBI £ per adjusted hectare			
Milk				
Cattle	358	324	186	277
Sheep and wool	525	370	256	352
Other livestock	-1	1		
Cereals	45	20	4	3
Other crops		-17	-4	
BSP & coupled payments~	230	201	190	218
LFASS	36	52	67	58
Sundry farm income	32	187	60	120
Diversification surplus	118	21	-12	45
Output	1,343	1,159	747	1,073
Variable Costs:				
Concentrates	151	156	83	90
Roughages	38	32	24	34
Keep taken	11	15	27	17
Vet and medicine	67	45	29	36
Sundry livestock expenses	82	59	48	58
Seeds:	12	10	4	6
Fertiliser and lime	66	54	28	33
Crop sprays	7	6	1	3
Other crop expenses	10	7	3	4
Total Variable Costs	444	384	247	281
Farm Gross Margin	899	775	500	792
Fixed Costs:				
Paid labour	72	53	66	57
Power and machinery	198	138	96	119
Overheads	161	151	77	137
Depreciation	195	267	118	155
Rent and interest	65	66	41	35
Total Fixed Costs	691	675	398	503
Farm Business Income (FBI)	208	100	102	289

* 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	12	19	11	11
Size in hectares (adjusted)	115.2	201.6	313.3	170.1
Ewe equivalents	525	914	1,083	683
Proportion of rough grazing	5	59	89	45
Farm Output from:	FBI % of output			
Milk				
Cattle	27	28	25	26
Sheep and wool	38	31	35	33
Other livestock				
Cereals	3	2	1	
Other crops		-1	-1	
BSP & coupled payments~	17	17	25	20
LFASS	3	4	9	5
Sundry farm income	2	16	8	11
Diversification surplus	9	2	-2	4
Output	100	100	100	100
Variable Costs:				
Concentrates	11	14	11	8
Roughages	3	3	3	3
Keep taken	1	1	4	2
Vet and medicine	5	4	4	3
Sundry livestock expenses	6	5	6	5
Seeds:	1	1	1	1
Fertiliser and lime	5	5	4	3
Crop sprays	1			
Other crop expenses	1	1		
Total Variable Costs	34	34	33	25
Farm Gross Margin (FGM)^	66	66	67	75
Fixed Costs:				
Paid labour	5	5	9	5
Power and machinery	15	12	13	11
Overheads	12	13	10	13
Depreciation	15	23	16	14
Rent and interest	5	6	6	3
Total Fixed Costs	52	59	54	46
Farm Business Income (FBI)^	14	7	13	29

* 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

LIVESTOCK SALES				
	% Rough grazing			
	Under 25 %	25 - 80 %	Over 80 %	Upper 25%*
Number of farms	12	19	11	11
Livestock:	Number per farm			
Rearing cows	5	14	7	9
Stores over 1 year	19	23	19	24
Weaned calves	12	26	16	17
Draft ewes	30	10	43	28
Other ewes	75	105	141	85
Store lambs	106	154	146	121
Fat lambs	275	239	183	199
Fat sheep	47	76	137	53
	£ per head			
Rearing cows	1,145	1,244	1,423	1,160
Stores over 1 year	1,396	1,320	1,494	1,292
Weaned calves	1,427	1,139	1,183	1,105
Draft ewes	169.15	140.48	116.00	155.27
Other ewes	109.32	92.64	84.22	92.83
Store lambs	85.93	108.23	89.90	92.31
Fat lambs	125.64	129.17	118.08	123.06
Fat sheep	154.82	141.81	132.25	133.19

LIVESTOCK PURCHASES				
	% Rough grazing			
	Under 25 %	25 - 80 %	Over 80 %	Upper 25%*
Number of farms	12	19	11	11
Livestock:	Number per farm			
Rearing cows	1	2		1
Stores over 1 year		2	2	
Weaned calves	6			
Breeding ewes	28	19	20	23
Store lambs	4	4	18	7
	£ per head			
Rearing cows	1,576	1,773	2,840	1,685
Stores over 1 year		1,710	1,954	
Weaned calves	1,026		900	
Breeding ewes	206.03	177.10	102.00	152.68
Store lambs	86.81	98.54	88.93	91.50

* 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	12	19	11	11
Crop yield:	Tonnes per hectare			
Wheat			8.1	
Barley	5.8	5.7	7.9	5.8
Oats and mixed cereals		6.0		
Potatoes				
Oil seed rape			3.9	
Crop output:	£ per hectare			
Wheat			1644	
Barley	1125	941	1407	987
Oats and mixed cereals		996		
Potatoes				
Potato land let				
Oil seed rape			1772	
Other cash crops				
Other cash crops land let				
Average prices (current crop year)	£ per tonne			
Wheat			203	
Barley	215	164	225	
Oats and mixed cereals		205		
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	12	19	11	11
Number per farm				
Ewes to ram	351	569	746	442
Ewe deaths	11	29	37	22
Lambs marked	554	661	801	570
Lambs disposed	538	640	738	549
Cast ewes sold	75	105	141	85
% Ewes to ram				
Ewe deaths	3	5	5	5
Lambs marked	158	116	107	129
Lambs disposed	154	113	99	124
Cast ewes sold	21	19	19	19

* 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	12	19	11	11
Number per farm				
Breeding females	26	53	48	36
Births	17	45	40	29
% Breeding females				
Birth rate	65	84	82	81

* 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	20	26	12
Crops:	Hectares per farm		
Wheat			
Barley		0.2	
Oats & mixed cereals		0.1	
Potatoes			
Potato land let			
Oil seed rape			
Other cash crops			
Other cash crops land let			
Set-aside and fallow		0.9	0.6
Roots and arable fodder	0.1	0.6	0.3
Grass principally for Hay	0.9	2.3	1.8
Silage	4.2	9.9	5.8
Grazing	38.3	68.2	40.0
Rough grazing	1174.8	468.9	1523.7
Total farm area	1218.3	551.1	1572.2
Total adjusted area	151.0	224.4	210.6
Total forage area	150.9	223.3	210.0
Livestock:	Average numbers per farm		
Rearing cows	5	10	9
Cattle over 2 years		1	
Cattle 1 to 2 years	1	2	1
Cattle under 1 year	3	5	5
Ewes	620	617	814
Other sheep	400	540	513
	Units per farm		
Total grazing livestock units	85	104	113
GLU's per forage hectare	0.6	0.5	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.

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

	Farm location		
	Northern Area	Southern Area	Upper 25%*
Number of farms	20	26	12
Size in hectares (adjusted)	151.0	224.4	210.6
Number of ewes tugged	600	616	787
Ewe equivalents	657	692	882
Proportion of rough grazing	84	48	80
Farm Output from:	Farm Business Income (FBI) £ per farm		
Milk			
Cattle	3,356	7,371	6,445
Sheep and wool	26,644	62,518	38,885
Other livestock		247	236
Cereals		358	
Other crops	128	3,590	659
BSP & coupled payments~	28,261	33,960	36,509
LFASS	10,178	11,514	15,256
Sundry farm income	5,179	5,005	3,651
Diversification surplus	1,797	1,908	2,490
Output	75,543	126,471	104,131
Variable Costs:			
Concentrates	5,608	11,323	6,805
Roughages	1,306	1,661	1,268
Keep taken	3,078	5,018	5,719
Vet and medicine	4,071	7,695	6,166
Sundry livestock expenses	6,090	8,723	7,688
Seeds	152	457	81
Fertiliser and lime	1,539	3,472	1,478
Crop sprays	47	220	94
Other crop expenses	203	245	85
Total Variable Costs	22,094	38,814	29,384
Farm Gross Margin	53,449	87,657	74,747
Fixed Costs:			
Paid labour	8,721	9,249	12,309
Power and machinery	9,782	17,240	11,398
Overheads	12,080	19,467	13,257
Depreciation	17,850	28,893	15,480
Rent and interest	961	5,236	619
Total Fixed Costs	49,394	80,085	53,063
Farm Business Income (FBI)	4,055	7,572	21,684

* 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	20	26	12
Size in hectares (adjusted)	151.0	224.4	210.6
Number of ewes tupped	600	616	787
Ewe equivalents	657	692	882
Proportion of rough grazing	84	48	80
Farm Output from:	FBI £ per adjusted hectare		
Milk			
Cattle	22	33	31
Sheep and wool	176	279	185
Other livestock		1	1
Cereals		2	
Other crops	1	16	3
BSP & coupled payments~	187	151	173
LFASS	67	51	72
Sundry farm income	34	22	17
Diversification surplus	12	9	12
Output	499	564	494
Variable Costs:			
Concentrates	37	50	32
Roughages	9	7	6
Keep taken	20	22	27
Vet and medicine	27	34	29
Sundry livestock expenses	40	39	37
Seeds:	1	2	
Fertiliser and lime	10	15	7
Crop sprays		1	
Other crop expenses	1	1	
Total Variable Costs	145	171	138
Farm Gross Margin	354	393	356
Fixed Costs:			
Paid labour	58	41	58
Power and machinery	65	77	54
Overheads	80	87	63
Depreciation	118	129	74
Rent and interest	6	23	3
Total Fixed Costs	327	357	252
Farm Business Income (FBI)	27	36	104

* 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	20	26	12
Size in hectares (adjusted)	151.0	224.4	210.6
Number of ewes tugged	600	616	787
Ewe equivalents	657	692	882
Proportion of rough grazing	84	48	80
Farm Output from:	FBI % of output		
Milk			
Cattle	4	6	6
Sheep and wool	33	50	37
Other livestock			
Cereals			
Other crops		3	1
BSP & coupled payments~	38	28	35
LFASS	13	9	15
Sundry farm income	7	4	4
Diversification surplus	2	2	2
Output	100	100	100
Variable Costs:			
Concentrates	7	9	7
Roughages	2	1	1
Keep taken	4	4	5
Vet and medicine	5	6	6
Sundry livestock expenses	8	7	7
Seeds:			
Fertiliser and lime	2	3	1
Crop sprays			
Other crop expenses			
Total Variable Costs	29	31	28
Farm Gross Margin (FGM)^	71	69	72
Fixed Costs:			
Paid labour	12	7	12
Power and machinery	13	14	11
Overheads	16	15	13
Depreciation	24	23	15
Rent and interest	1	4	1
Total Fixed Costs	65	63	51
Farm Business Income (FBI)^	6	6	21

* 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

LIVESTOCK SALES			
	Farm location		
	Northern Area	Southern Area	Upper 25%*
Number of farms	20	26	12
Livestock:	Number per farm		
Rearing cows	1	1	1
Stores over 1 year	1	1	2
Weaned calves	2	6	5
Draft ewes	12	53	16
Other ewes	51	104	65
Store lambs	226	218	236
Fat lambs	16	148	55
Fat sheep	11	65	40
	£ per head		
Rearing cows	1,129	908	987
Stores over 1 year	926	1,334	1,081
Weaned calves	984	799	792
Draft ewes	101.07	182.11	108.47
Other ewes	68.28	94.44	78.35
Store lambs	69.81	83.42	72.93
Fat lambs	118.74	126.87	125.04
Fat sheep	109.30	120.39	112.47

LIVESTOCK PURCHASES			
	Farm location		
	Northern Area	Southern Area	Upper 25%*
Number of farms	20	26	12
Livestock:	Number per farm		
Rearing cows	1		1
Stores over 1 year	1		
Weaned calves			
Breeding ewes	1	30	10
Store lambs		6	
	£ per head		
Rearing cows	1,378	1,519	1,391
Stores over 1 year	1,455	1,359	900
Weaned calves	450		
Breeding ewes	110.97	157.34	173.46
Store lambs		61.76	

* 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	20	26	12
Crop yield:	Tonnes per hectare		
Wheat			
Barley		8.2	
Oats and mixed cereals		4.4	
Potatoes			
Oil seed rape			
Crop output:	£ per hectare		
Wheat			
Barley		1536	
Oats and mixed cereals		676	
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		188	
Oats and mixed cereals		155	
Potatoes			
Oil seed rape			

SHEEP PERFORMANCE

	Farm location		
	Northern Area	Southern Area	Upper 25%*
Number of farms	20	26	12
	Number per farm		
Ewes to ram	600	616	787
Ewe deaths	41	30	54
Lambs marked	420	670	560
Lambs disposed	396	651	540
Cast ewes sold	51	104	65
	% Ewes to ram		
Ewe deaths	7	5	7
Lambs marked	70	109	71
Lambs disposed	66	106	69
Cast ewes sold	8	17	8

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

05.1 Specialist Cereals - Physical Data

	Physical Farm Size			
	Under 150 ha	150 - 250 ha	Over 250 ha	Upper 25%*
Number of farms	10	10	10	8
Crops:	Hectares per Farm			
Wheat	21.1	58.1	101.2	42.6
Barley	47.6	61.2	88.0	33.7
Oats & mixed cereals	6.4	6.5	21.7	10.0
Potatoes			0.9	
Potato land let	0.6	1.6	3.0	0.6
Oil seed rape	4.8	24.6	35.3	13.1
Other cash crops		10.9	12.0	6.3
Other cash crops land let	1.4	4.6	7.2	1.6
Set-aside and fallow	4.7	6.2	12.4	3.4
Roots and arable fodder				
Grass principally for Hay	1.9	0.5	0.2	0.4
Silage	0.1	6.9	7.6	1.0
Grazing	11.5	9.0	22.6	6.5
Rough grazing	4.4	0.3	1.0	0.5
Total farm area	104.5	190.4	313.1	119.7
Total adjusted area	102.0	190.3	312.3	119.3
Total forage area	15.5	16.6	30.6	8.0
Livestock:	Average numbers per farm			
Rearing cows			11	
Cattle over 2 years		1	5	
Cattle 1 to 2 years	4	23	31	11
Cattle under 1 year	2	8	12	3
Ewes	8		10	
Other sheep	9		19	
	Units per farm			
Total grazing livestock units	5	18	37	8
GLU's per forage hectare	0.3	1.1	1.2	1.0

* 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 - 250 ha	Over 250 ha	Upper 25%*
Number of farms	10	10	10	8
Size in hectares (adjusted)	102.0	190.3	312.3	119.3
Farm Output from:	Farm Business Income (FBI) £ per Farm			
Milk				
Cattle	5,182	10,505	45,720	5,915
Sheep and wool	1,429		2,361	
Other livestock				
Cereals	91,758	185,853	257,179	124,757
Other crops	28,071	70,624	90,076	49,368
BPS & coupled payments~	22,456	41,209	66,552	26,487
LFASS		31		
Sundry farm income	15,786	146,615	30,964	95,583
Diversification surplus	18,267	20,403	16,958	28,972
Output	182,949	475,240	509,810	331,082
Variable Costs:				
Concentrates	2,674	2,875	16,162	2,362
Roughages	375	259	955	428
Keep taken			979	
Vet and medicine	111	170	1,607	124
Sundry livestock expenses	397	331	3,244	329
Seeds	6,823	16,278	25,019	9,878
Fertiliser and lime	26,242	43,719	79,002	33,231
Crop sprays	13,483	30,014	34,874	22,872
Other crop expenses	4,828	5,439	10,261	4,079
Total Variable Costs	54,933	99,085	172,103	73,303
Farm Gross Margin	128,016	376,155	337,707	257,779
Fixed Costs:				
Paid labour	8,617	46,521	24,291	23,906
Power and machinery	40,150	71,654	87,373	49,092
Overheads	23,364	52,819	48,817	36,881
Depreciation	31,932	88,201	99,037	52,242
Rent and interest	5,973	28,792	42,157	11,468
Total Fixed Costs	110,036	287,987	301,675	173,589
Farm Business Income (FBI)	17,980	88,168	36,032	84,190

* 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 - 250 ha	Over 250 ha	Upper 25%*
Number of farms	10	10	10	8
Size in hectares (adjusted)	102.0	190.3	312.3	119.3
Farm Output from:	FBI £ per adjusted hectare			
Milk				
Cattle	51	55	146	50
Sheep and wool	14		8	
Other livestock				
Cereals	899	977	823	1,046
Other crops	275	371	288	414
BPS & coupled payments~	220	217	213	222
LFASS				
Sundry farm income	155	770	99	801
Diversification surplus	179	107	54	243
Output	1,793	2,497	1,631	2,776
Variable Costs:				
Concentrates	26	15	52	20
Roughages	4	1	3	4
Keep taken			3	
Vet and medicine	1	1	5	1
Sundry livestock expenses	4	2	10	3
Seeds:	67	86	80	83
Fertiliser and lime	257	230	253	279
Crop sprays	132	158	112	192
Other crop expenses	47	29	33	34
Total Variable Costs	538	522	551	616
Farm Gross Margin	1,255	1,975	1,080	2,160
Fixed Costs:				
Paid labour	84	244	78	200
Power and machinery	394	377	280	412
Overheads	229	278	156	309
Depreciation	313	464	317	438
Rent and interest	59	151	135	96
Total Fixed Costs	1,079	1,514	966	1,455
Farm Business Income (FBI)	176	461	114	705

* 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 - 250 ha	Over 250 ha	Upper 25%*
Number of farms	10	10	10	8
Size in hectares (adjusted)	102.0	190.3	312.3	119.3
Farm Output from:	FBI % of Output			
Milk				
Cattle	3	2	9	2
Sheep and wool	1			
Other livestock				
Cereals	49	38	50	37
Other crops	15	15	18	15
BPS & coupled payments~	12	9	13	8
LFASS				
Sundry farm income	9	31	6	29
Diversification surplus	10	4	3	9
Output	100	100	100	100
Variable Costs:				
Concentrates	1	1	3	1
Roughages				
Keep taken				
Vet and medicine				
Sundry livestock expenses			1	
Seeds:	4	3	5	3
Fertiliser and lime	14	9	15	10
Crop sprays	7	6	7	7
Other crop expenses	3	1	2	1
Total Variable Costs	29	20	33	22
Farm Gross Margin (FGM)^	71	80	67	78
Fixed Costs:				
Paid labour	5	10	5	7
Power and machinery	22	15	17	15
Overheads	13	11	10	11
Depreciation	17	19	19	16
Rent and interest	3	6	8	3
Total Fixed Costs	60	61	59	52
Farm Business Income (FBI)^	11	19	8	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

LIVESTOCK SALES				
	Physical Farm Size			
	Under 150 ha	150 - 250 ha	Over 250 ha	Upper 25%*
Number of farms	10	10	10	8
Livestock:	Number per farm			
Rearing cows			1	
Heifers in calf				
Stores over 1 year				
Stores 6-12 months				
Calves				
Fat cattle	4	10	46	5
Store lambs				
Fat lambs	13		4	
Fat sheep				
	£ per head			
Rearing cows			1,600	
Heifers in calf				
Stores over 1 year				
Stores 6-12 months				
Calves				
Fat cattle	1,461	2,015	1,906	1,461
Store lambs				
Fat lambs	136.40		122.15	
Fat sheep			134.60	
LIVESTOCK PURCHASES				
	Physical Farm Size			
	Under 150 ha	150 - 250 ha	Over 250 ha	Upper 25%*
Number of farms	10	10	10	8
Livestock:	Number per farm			
Rearing cows				
Heifers in calf				
Stores over 1 year		6	13	
Stores 6-12 months	6	6	20	6
Calves				
Store lambs				
Livestock:	£ per head			
Rearing cows				
Heifers in calf				
Stores over 1 year		1,265	1,307	
Stores 6-12 months	488	1,089	1,208	488
Calves				
Store lambs				

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

05.6 Specialist Cereals - Yield & Output

	Physical Farm Size			
	Under 150 ha	150 - 250 ha	Over 250 ha	Upper 25%*
Number of farms	10	10	10	8
Crop yield:	Tonnes per hectare			
Wheat	6.9	9.2	6.8	8.6
Barley	6.1	6.3	5.9	6.0
Oats and mixed cereals	7.6	7.8	4.8	7.8
Potatoes			27.4	
Oil seed rape	3.8	3.7	2.6	4.0
Crop output:	£ per hectare			
Wheat	1380	1780	1373	1684
Barley	1120	1194	1125	1130
Oats and mixed cereals	1452	1446	914	1496
Potatoes			9438	
Potato land let	1241	795	1507	1241
Oil seed rape	1729	1937	1109	2217
Other cash crops		927	1069	830
Other cash crops land let	618	399	624	618
Average prices (current crop year sales):	£ per tonne			
Wheat	200	198	209	197
Barley	185	190	191	192
Oats and mixed cereals	209	187	189	199
Potatoes			500	
Oil seed rape	456	529	407	577

* 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	11	12	4	7
Crops:	Hectares per Farm			
Wheat	21.5	49.9	38.1	27.7
Barley	34.1	58.7	106.4	42.1
Oats & mixed cereals	4.6	5.1		10.8
Potatoes+	2.6	2.8		2.7
Potato land let	8.1	12.5	23.1	9.9
Oil seed rape	2.8	10.4	5.9	1.3
Other cash crops	5.2	3.3	10.8	2.2
Other cash crops land let	4.3	17.3	7.1	11.5
Set-aside and fallow	3.5	9.3	4.8	3.5
Roots and arable fodder	0.2	0.7	10.2	
Grass principally for	0.1	2.0	1.8	
Hay				
Silage	4.8	4.2	3.5	4.5
Grazing	8.1	24.4	106.9	9.5
Rough grazing	0.9	1.9	4.9	1.5
Total farm area	100.8	202.5	323.5	127.2
Total adjusted area	100.2	201.0	323.0	126.4
Total forage area	13.7	31.7	126.8	14.7
Livestock:	Average numbers per farm			
Rearing cows	4	7	3	6
Cattle over 2 years	1	1		1
Cattle 1 to 2 years	15	9	1	17
Cattle under 1 year	3	7	3	5
Ewes	1	8	6	
Other sheep		21	4	
	Units per farm			
Total grazing livestock units	14	17	5	18
GLU's per forage hectare	1.0	0.5		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.

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	11	12	4	7
Size in hectares (adjusted)	100.2	201.0	323.0	126.4
Farm Output from:	Farm Business Income (FBI) £ per Farm			
Milk				
Cattle	19,244	15,172	3,324	27,191
Sheep and wool	66	2,666	1,206	
Other livestock		-87		
Cereals	83,639	161,987	184,405	121,666
Other crops+	64,968	112,675	170,714	69,651
BPS & coupled payments~	21,222	42,800	69,875	28,214
LFASS			23	
Sundry farm income	22,359	37,916	15,445	16,731
Diversification surplus	9,589	7,883	-19,869	9,016
Output	221,087	381,012	425,123	272,469
Variable Costs:				
Concentrates	3,157	3,856	876	4,128
Roughages	227	649	700	332
Keep taken			122	
Vet and medicine	349	742	230	462
Sundry livestock expenses	962	1,816	195	1,593
Seeds	9,173	20,121	13,212	9,998
Fertiliser and lime	21,730	45,745	71,105	25,440
Crop sprays	10,852	25,732	21,327	12,025
Other crop expenses	4,342	9,974	8,851	7,910
Total Variable Costs	50,792	108,635	116,618	61,888
Farm Gross Margin	170,295	272,377	308,505	210,581
Fixed Costs:				
Paid labour	5,912	25,934	10,343	3,428
Power and machinery	37,623	74,128	97,842	44,072
Overheads	23,807	38,789	53,547	23,645
Depreciation	45,130	77,054	60,195	30,934
Rent and interest	10,631	18,432	17,753	12,548
Total Fixed Costs	123,103	234,337	239,680	114,627
Farm Business Income (FBI)	47,192	38,040	68,825	95,954

* 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

+ Excludes seed potatoes

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	11	12	4	7
Size in hectares (adjusted)	100.2	201.0	323.0	126.4
Farm Output from:	FBI £ per adjusted hectare			
Milk				
Cattle	192	75	10	215
Sheep and wool	1	13	4	
Other livestock				
Cereals	835	806	571	962
Other crops+	649	561	529	551
BPS & coupled payments~	212	213	216	223
LFASS				
Sundry farm income	223	189	48	132
Diversification surplus	96	39	-62	71
Output	2,208	1,896	1,316	2,154
Variable Costs:				
Concentrates	32	19	3	33
Roughages	2	3	2	3
Keep taken				
Vet and medicine	3	4	1	4
Sundry livestock expenses	10	9	1	13
Seeds:	92	100	41	79
Fertiliser and lime	217	228	220	201
Crop sprays	108	128	66	95
Other crop expenses	43	50	27	63
Total Variable Costs	507	541	361	491
Farm Gross Margin	1,701	1,355	955	1,663
Fixed Costs:				
Paid labour	59	129	32	27
Power and machinery	376	369	303	349
Overheads	238	193	166	187
Depreciation	451	383	186	245
Rent and interest	106	92	55	99
Total Fixed Costs	1,230	1,166	742	907
Farm Business Income (FBI)	471	189	213	756

* 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

+ Excludes seed potatoes

06.4 General Cropping - FBI as % output

	Physical Farm Size			
	Under 150 ha	150 - 250 ha	Over 250 ha	Upper 25%*
Number of farms	11	12	4	7
Size in hectares (adjusted)	100.2	201.0	323.0	126.4
Farm Output from:	FBI % of Output			
Milk				
Cattle	9	4	1	10
Sheep and wool		1		
Other livestock				
Cereals	38	43	43	45
Other crops+	30	31	39	26
BPS & coupled payments~	10	11	16	10
LFASS				
Sundry farm income	10	10	4	6
Diversification surplus	4	2	-5	3
Output	100	100	100	100
Variable Costs:				
Concentrates	1	1		2
Roughages				
Keep taken				
Vet and medicine				
Sundry livestock expenses				1
Seeds:	4	5	3	4
Fertiliser and lime	10	12	17	9
Crop sprays	5	7	5	4
Other crop expenses	2	3	2	3
Total Variable Costs	22	28	27	23
Farm Gross Margin (FGM)^	78	72	73	77
Fixed Costs:				
Paid labour	3	7	2	1
Power and machinery	17	19	23	16
Overheads	11	10	13	9
Depreciation	20	20	14	11
Rent and interest	5	5	4	5
Total Fixed Costs	56	61	56	42
Farm Business Income (FBI)	22	11	17	35

* 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

+ Excludes seed potatoes

06.5 General Cropping - Sales & Purchases

LIVESTOCK SALES				
	Physical Farm Size			
	Under 150 ha	150 - 250 ha	Over 250 ha	Upper 25%*
Number of farms	11	12	4	7
Livestock:	Number per farm			
Rearing cows	2	1	1	3
Heifers in calf				
Stores over 1 year	9	6		16
Stores 6-12 months	2		2	4
Calves				
Fat cattle	8	5	1	9
Store lambs			3	
Fat lambs		16	5	
Fat sheep		14		
	£ per head			
Rearing cows	2,037	1,267	1,133	2,037
Heifers in calf				
Stores over 1 year	1,627	1,645		1,682
Stores 6-12 months	1,383		1,089	1,383
Calves				
Fat cattle	2,157	1,990	1,892	1,993
Store lambs			103.61	
Fat lambs	154.75	144.99	144.54	
Fat sheep		157.43		

LIVESTOCK PURCHASES				
	Physical Farm Size			
	Under 150 ha	150 - 250 ha	Over 250 ha	Upper 25%*
Number of farms	11	12	4	7
Livestock:	Number per farm			
Rearing cows				
Heifers in calf				
Stores over 1 year	4	6		10
Stores 6-12 months	2			
Calves				
Store lambs		23	2	
Livestock:	£ per head			
Rearing cows		1,933	1,450	
Heifers in calf				
Stores over 1 year	1,371	1,531	1,184	1,383
Stores 6-12 months	1,265	1,470		
Calves		471		
Store lambs		104.24	76.79	

* 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	11	12	4	7
Crop yield:	Tonnes per hectare			
Wheat	7.2	6.9	6.9	8.2
Barley	6.8	7.1	6.9	7.0
Oats and mixed cereals	6.7	6.7		7.1
Potatoes+	45.9	51.3		41.6
Oil seed rape	3.8	3.7	3.2	2.6
Crop output:	£ per hectare			
Wheat	1423	1442	1366	1735
Barley	1372	1426	1267	1393
Oats and mixed cereals	1374	1291		1381
Potatoes+	11627	12048		9610
Potato land let	1343	1422	1359	1310
Oil seed rape	1608	1532	1554	1228
Other cash crops	914	1307	1452	768
Other cash crops land let	1495	866	2848	1310
Average prices (current crop year sales):	£ per tonne			
Wheat	197	212	200	216
Barley	204	204	185	201
Oats and mixed cereals	213	192		199
Potatoes+	253	235		231
Oil seed rape	428	415	389	471

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

+ Excludes seed potatoes

07.1 Mixed Farms - Physical Data

	Physical Farm Size			
	Under 120 ha	120 - 200 ha	Over 200 ha	Upper 25%*
Number of farms	24	37	37	25
Crops:	Hectares per Farm			
Wheat	1.5	7.0	15.1	9.7
Barley	21.2	54.6	70.9	46.8
Oats & mixed cereals	1.5	3.4	3.9	4.9
Potatoes				
Potato land let	0.1	1.0	2.6	2.1
Oil seed rape		1.2	4.3	2.1
Other cash crops		0.8	0.3	1.0
Other cash crops land let		1.2	4.2	2.4
Set-aside and fallow	1.7	4.5	9.0	5.0
Roots and arable fodder	0.2	1.5	2.7	0.8
Grass principally for Hay	1.7	3.1	6.8	4.6
Silage	16.4	24.6	40.8	26.3
Grazing	41.6	52.7	134.4	59.7
Rough grazing	0.4	6.3	41.3	17.5
Total farm area	86.3	161.9	336.3	182.9
Total adjusted area	86.1	157.3	305.1	169.8
Total forage area	60.1	83.5	194.8	95.9

	Average numbers per farm			
	Livestock:			
Rearing cows	12	46	94	39
Cattle over 2 years	11	8	28	12
Cattle 1 to 2 years	25	49	83	50
Cattle under 1 year	22	53	95	51
Ewes	106	132	131	94
Other sheep	115	181	216	153
	Units per farm			
Total grazing livestock units	62	115	204	107
GLU's per forage hectare	1.0	1.4	1.0	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.

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	24	37	37	25
Size in hectares (adjusted)	86.1	157.3	305.1	169.8
Farm Output from:	Farm Business Income (FBI) £ per Farm			
Milk				
Cattle	45,666	121,345	199,342	121,859
Sheep and wool	18,909	27,263	41,459	21,879
Other livestock	48	6	1,337	6
Cereals	25,602	82,766	119,318	79,098
Other crops	9,313	18,008	35,102	29,306
BPS & coupled payments~	20,031	39,303	75,374	42,446
LFASS	143	1,660	5,041	1,984
Sundry farm income	4,312	11,681	47,506	21,794
Diversification surplus	4,918	8,329	9,802	12,527
Output	128,942	310,362	534,281	330,899
Variable Costs:				
Concentrates	17,718	28,795	54,582	22,792
Roughages	2,050	2,034	6,853	1,869
Keep taken	1,319	2,595	3,129	2,056
Vet and medicine	3,531	5,516	9,917	5,194
Sundry livestock expenses	5,971	9,107	13,509	8,330
Seeds	3,242	7,840	11,581	7,749
Fertiliser and lime	12,947	33,725	39,260	31,910
Crop sprays	3,570	10,109	17,159	11,086
Other crop expenses	1,765	5,105	6,417	4,486
Total Variable Costs	52,114	104,825	162,406	95,471
Farm Gross Margin	76,828	205,536	371,875	235,428
Fixed Costs:				
Paid labour	3,721	6,671	42,257	8,781
Power and machinery	26,593	42,748	70,293	44,205
Overheads	20,019	29,493	46,910	31,594
Depreciation	31,695	50,994	125,832	52,462
Rent and interest	5,675	16,366	27,978	11,760
Total Fixed Costs	87,704	146,271	313,270	148,803
Farm Business Income (FBI)	-10,876	59,265	58,605	86,626

* 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	24	37	37	25
Size in hectares (adjusted)	86.1	157.3	305.1	169.8
Farm Output from:	FBI £ per adj hectare			
Milk				
Cattle	530	772	653	717
Sheep and wool	220	173	136	129
Other livestock	1		4	
Cereals	297	526	391	466
Other crops	108	115	115	173
BPS & coupled payments~	233	250	247	250
LFASS	2	11	17	12
Sundry farm income	50	74	156	128
Diversification surplus	57	53	32	74
Output	1,497	1,973	1,751	1,948
Variable Costs:				
Concentrates	206	183	179	134
Roughages	24	13	22	11
Keep taken	15	17	10	12
Vet and medicine	41	35	33	31
Sundry livestock expenses	69	58	44	49
Seeds:	38	50	38	46
Fertiliser and lime	150	214	129	188
Crop sprays	41	64	56	65
Other crop expenses	20	32	21	26
Total Variable Costs	605	667	532	562
Farm Gross Margin	892	1,307	1,219	1,386
Fixed Costs:				
Paid labour	43	42	138	52
Power and machinery	309	272	230	260
Overheads	232	188	154	186
Depreciation	368	324	412	309
Rent and interest	66	104	92	69
Total Fixed Costs	1,019	930	1,027	876
Farm Business Income (FBI)	-126	377	192	510

* 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	24	37	37	25
Size in hectares (adjusted)	86.1	157.3	305.1	169.8
Farm Output from:	FBI % of output			
Milk				
Cattle	34	38	36	37
Sheep and wool	15	9	8	7
Other livestock				
Cereals	20	27	22	24
Other crops	7	6	7	9
BPS & coupled payments~	16	13	14	13
LFASS		1	1	1
Sundry farm income	3	4	9	7
Diversification surplus	4	3	2	4
Output	100	100	100	100
Variable Costs:				
Concentrates	14	9	10	7
Roughages	2	1	1	1
Keep taken	1	1	1	1
Vet and medicine	3	2	2	2
Sundry livestock expenses	5	3	3	3
Seeds:	3	3	2	2
Fertiliser and lime	10	11	7	10
Crop sprays	3	3	3	3
Other crop expenses	1	2	1	1
Total Variable Costs	42	35	30	30
Farm Gross Margin (FGM)^	58	65	70	70
Fixed Costs:				
Paid labour	3	2	8	3
Power and machinery	21	14	13	13
Overheads	16	10	9	10
Depreciation	25	16	24	16
Rent and interest	4	5	5	4
Total Fixed Costs	69	47	59	46
Farm Business Income (FBI)^	0	18	11	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

07.5 Mixed Farms - Sales & Purchases

LIVESTOCK SALES	Physical Farm Size			
	Under 120 ha	120 - 200 ha	Over 200 ha	Upper 25%*
Number of farms	24	37	37	25
Livestock:	Number per farm			
Rearing cows	6	10	23	14
Heifers in calf			1	
Stores over 1 year				
Stores 6-12 months	3	5	7	2
Calves			1	
Fat cattle	22	57	89	49
Store lambs	19	37	19	29
Fat lambs	112	83	127	53
Fat sheep	43	90	165	80
Livestock:	£ per head			
Rearing cows	1,376	1,540	1,587	1,571
Heifers in calf	1,460	2,441	2,331	
Stores over 1 year	1,334	1,501	1,322	1,423
Stores 6-12 months	1,272	888	1,083	1,381
Calves	639	338	525	904
Fat cattle	2,026	1,962	2,048	1,883
Store lambs	104.68	102.75	104.51	100.73
Fat lambs	129.96	132.10	131.61	128.10
Fat sheep	152.36	144.90	158.88	143.82

LIVESTOCK PURCHASES	Physical Farm Size			
	Under 120 ha	120 - 200 ha	Over 200 ha	Upper 25%*
Number of farms	24	37	37	25
Livestock:	Number per farm			
Rearing cows		1		1
Heifers in calf			1	
Stores over 1 year	12	24	38	15
Stores 6-12 months	7	20	25	21
Calves	12	4	8	5
Store lambs	41	70	154	64
Livestock:	£ per head			
Rearing cows	2100	2187	1831	1867
Heifers in calf		1400	2492	2450
Stores over 1 year	1704	1449	1705	1430
Stores 6-12 months	983	1189	1002	1088
Calves	354	471	718	473
Store lambs	101.77	72.99	70.52	68.24

* 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	24	37	37	25
Crop yield:	Tonnes per hectare			
Wheat	8.8	7.6	8.9	8.5
Barley	5.5	6.7	6.6	6.4
Oats and mixed cereals	5.2	6.2	6.3	5.8
Potatoes				
Oil seed rape		4.4	4.8	5.9
Crop output:	£ per hectare			
Wheat	2,144	1,542	1,703	1,643
Barley	988	1,251	1,258	1,238
Oats and mixed cereals	1,001	1,116	1,129	1,062
Potatoes				
Potato land let	1,085	990	2,165	2,015
Oil seed rape		1,758	2,107	2,573
Other cash crops		1,117	520	1,033
Other cash crops land let		620	1,272	1,082
Average prices (current crop year sales):	£ per tonne			
Wheat	273	203	198	199
Barley	184	193	199	199
Oats and mixed cereals	202	185	184	187
Potatoes				
Oil seed rape		395	438	426

07.7 Mixed Farms - Sheep Performance

LIVESTOCK PERFORMANCE	Physical Farm Size			
	Under 120 ha	120 - 200 ha	Over 200 ha	Upper 25%*
Number of farms	24	37	37	25
	Number per farm			
Ewes to ram	106	142	146	100
Ewe deaths	5	4	6	4
Lambs marked	158	208	214	155
Lambs disposed	149	197	208	149
Cast ewes sold	27	28	37	29
	% Ewes to ram			
Ewe deaths	4	3	4	4
Lambs marked	158	208	208	155
Lambs disposed	141	139	142	148
Cast ewes sold	25	20	25	29

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