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Farm business analysis (pd)

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Farm Business Statistics  
for  
South East England

Supplement for 1975

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FOREWORD

This booklet presents average financial data for 1973-74 and the three year period 1971-74, and average physical data for 1973-74. Premium figures, calculated from the most profitable 50% of farms in each group, are also given for 1971-74. All the information is derived from the Farm Management Survey.

Since there are twenty-two farm type and size groups it is inevitable that some groups contain relatively few farms. Where there are less than about six per group, comparisons must be made only with considerable caution especially as there may be a large variation between farms within these groups. Small sample sizes for some groups represent the penalty of having a large number of narrowly defined groups selected from a total of about 200 farms. However this is preferred to the alternative of having fewer, more broadly defined groups with larger samples in each, but covering wider differences in enterprise combinations and farm size. Individual enterprise yields and outputs are presented as whole-survey averages on page 48.

We would like to thank the many farmers in Kent, Surrey and Sussex who have co-operated in the Survey and thus made possible this report.

J.P.G. WEBSTER  
February 1975

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### Method of Farm Classification

The classification of farms is based on the relative contribution to the Total Standard Output of four main types of enterprise: Milk (i.e. Dairy Cows), Sheep plus Cattle, Pigs plus Poultry, and Arable (crops other than forage). The Standard Output figures for each enterprise are given on page 52.

1. If over 60% of total Standard Output comes from a single one of the above four categories, the farm is classified in group 1, 2, 3, 4, 5, 6, 13, 15, 19, 20 or 21.
2. If over 75% of total Standard Output comes from any two categories combined, and neither is less than 30%, most farms will be in groups 7, 8, 9, 10, 11, 16 or 22.
3. If over 80% of total Standard Output comes from three categories combined, with none less than 20%, most farms will be in groups 12, 17 or 18.
4. If the Total Standard Output exceeds £45,000 and not less than 50% of it is derived from crops other than fruit and vegetables, farms are included in a separate group (14, large-scale: mainly arable).
5. The breakdown of Standard Output for each of these farm groups is given on the next page, together with the average farm size in acres, and the average Standard Output per acre - which is an indication of the intensity of the system.

A small proportion of farms will not fit into any of these groups; such farms should be compared with standard from the group whose Standard Output is nearest. The standards can be "blended" if a farm is borderline between two groups, taking farm size into consideration also. The Standards are merely a guide.

Premium Farm figures are the averages for the 50% of farms showing the highest Management and Investment Income per acre and/or Return on Capital over the three-year period. Where, near the median, the two measures showed a different order of profitability, the Return on Capital order was normally taken. Occasionally, where differences between farms near the median were small, more than half the farms were used in order to derive the Premium figures - especially in the case of groups with only a small sample of farms.

Production Pattern for each Farm Type 1971/74

Farm Type	Av. ac.	S.O. p.acre	% Standard Output from:				Page
			Milk	S/C	P/P	Crops	
1. Predom.Milk - under 125 acres.	76	133	84	12	2	2	4
2. Predom.Milk - 125 - 200 acs.	158	110	78	16	-	6	6
3. Predom.Milk - over 200 acs.	330	95	70	16	-	14	8
4. Predom.Arable - under 250 acs.	148	54	1	20	1	78	10
5. Predom. Arable - 250 - 450 acs.	340	61	-	16	-	84	12
6. Predom.Arable - over 450 acs.	662	55	8	14	-	78	14
7. Milk & Arable - under 250 acs.	183	98	50	10	2	38	16
8. Milk & Arable - 250 - 450 acs.	366	71	48	19	-	33	18
9. Milk & Arable - over 450 acs.	740	66	42	14	-	44	20
10. Sh./Cattle & Ar. - under 250 acs.	148	46	-	47	-	53	22
11. Sh./Cattle & Ar. - over 250 acs.	484	54	-	45	-	55	24
12. Milk Sheep/Cattle and Arable	412	91	47	25	-	28	26
13. Predominantly Sheep/Cattle	221	52	-	72	3	25	28
14. Large-Scale: mainly Arable.	1240	69	14	13	3	70	30
15. Predominantly Pigs/Poultry.	153	193	2	4	68	26	32
16. Arable and Pigs/Poultry	170	134	-	10	48	42	34
17. Sh./Cattle,Pigs/Poultry & Ar.	235	81	-	37	36	37	36
18. Milk,Pigs/Poultry & Arable	281	135	35	7	37	21	38
19. Intensive Arable - Fruit	188	105	-	4	-	96(74 <sup>1</sup> )	40
20. Intensive Arable - Hops/Fruit	264	107	-	11	3	86(61 <sup>1</sup> )	42
21. Intensive Arable - Field Veg.	241	110	-	-	11	89(48 <sup>2</sup> )	44
22. Intensive Arable - Hops/Fruit & Milk	208	158	47	13	-	40(35 <sup>1</sup> )	46

1 - % Fruit and/or Hops

2 - % Potatoes & Vegetable  
Crops

FINANCIAL RESULTS & per acre

	Average 1973-74	Average 1971-74	Premium Farms 1971-74
No. of Farm Records	9	29	15
Average Acreage	82	76	83
<u>GROSS OUTPUT</u>			
Cattle	30.7	28.2	32.7
Sheep & Wool	-	-	-
Pigs	-	-	-
Poultry & Eggs	0.4	2.7	2.5
Milk	<u>133.5</u>	<u>124.3</u>	<u>123.1</u>
<u>Total Livestock</u>	<u>164.6</u>	<u>155.2</u>	<u>158.3</u>
Cereals (inc.Straw)	-	0.4	0.7
Fruit & Hops	-	-	-
Other Crops	<u>5.0</u>	<u>1.8</u>	<u>2.8</u>
<u>Total Crops</u>	<u>5.0</u>	<u>2.2</u>	<u>3.5</u>
Forage & Tillage Vln.Chgs. (-)	0.8	1.0	0.9
Other Receipts	<u>2.0</u>	<u>2.0</u>	<u>1.5</u>
<u>GROSS OUTPUT</u>	<u>170.8</u>	<u>160.4</u>	<u>164.2</u>
<u>NET OUTPUT</u>	<u>109.3</u>	<u>110.2</u>	<u>114.8</u>
<u>GROSS MARGIN</u>	<u>84.3</u>	<u>90.1</u>	<u>94.5</u>

Farm Type: Predominantly Milk under 125 acres.

	Average 1973-74	Average 1971-74	Premium Farms 1971-74
<u>INPUTS</u>			
Bought Feed	60.6	49.5	48.7
Bought Seed	1.0	0.7	0.7
Fertilisers	5.5	5.8	5.7
Casual Labour	4.6	3.2	3.8
Contract Work	4.3	3.5	3.5
Misc.Variable costs	<u>10.6</u>	<u>7.6</u>	<u>7.3</u>
<u>Total Variable Costs</u>	<u>86.6</u>	<u>70.3</u>	<u>69.7</u>
Regular labour - paid	9.6	8.5	8.3
"    "    - unpaid	16.2	15.9	15.0
Machinery Depreciation	8.4	6.1	5.2
Fuel & Oil	5.1	4.4	4.5
Mach.Repairs,Veh.Tax & Insce.	8.1	7.2	7.0
Rent & Rates	12.7	10.7	10.6
General Overhead Costs	<u>8.8</u>	<u>10.9</u>	<u>11.3</u>
<u>Total Fixed Costs</u>	<u>68.9</u>	<u>63.7</u>	<u>61.9</u>
<u>TOTAL INPUTS</u>	<u>155.5</u>	<u>134.0</u>	<u>131.6</u>
Value of Home-Grown Cereals used on Farm	-	N.A.	N.A.

	Average 1973-74	Average 1971-74	Premium 1971-74
<u>PROFITABILITY</u> £ per acre			
MANAGEMENT & INVESTMENT INCOME.	15.4	26.4	32.6
NET FARM INCOME	30.2	41.1	46.7
RETURN ON TENANT'S CAPITAL	11%	21%	27%

TENANT'S CAPITAL £ per acre

Livestock	104.6	88.0	89.3
Crops & Cultivations	7.4	7.7	7.4
Stores, etc.,	10.2	7.1	6.2
Machinery & Equipment	40.8	34.9	28.0
<b>TOTAL</b>	<u>163.0</u>	<u>117.7</u>	<u>130.9</u>

Descriptive Statistics

1973-74

% of Land in:			
Cereals		-	
Hops & Fruit		-	
Other Crops		2	
Forage		98	
Bare Fallow		-	
<u>Grazing Livestock Units</u>	Number per 100 acres		As %
Dairy Cows	68		76
Other Cattle	20		24
Sheep	-		-
<b>Total</b>	<u>88</u>		<u>100</u>

Farm Type: Predominantly Milk under 125 acres.

EFFICIENCY STANDARDS

	Average 1973-74	Premium 1971-74
Adjusted Gross Output per acre (£)	170	166
Standard Output per acre (£)	155	133
Output from Forage per Farm Forage Acre (£)	158	159
Grazing Livestock Output (less concentrate) per adjusted forage acre (£)	78	95
Forage Acres per Grazing Livestock Unit	-	-
Adjusted Forage Acres per Grazing Livestock Unit	1.7	1.6
Gross Margin per £100 Labour (£)	287	N.A.
Labour Cost per 100 Standard Man- Days (£)	414	364
Machinery Costs per 1000 Tractor Hours (£):		
Licences, Insce, Repairs	709	455
Fuel and Electricity	487	484
Contract	394	381
Depreciation	676	426
<b>Total</b>	<u>2266</u>	<u>1746</u>
Gross Margin per £100 Machinery Costs (£)	380	N.A.
Gross Margin per £100 Labour & Machinery Costs (£)	153	N.A.

FINANCIAL RESULTS £ per acre

	Average 1973-74	Average 1971-74	Premium Farms 1971-74
No. of Farm Records	11	31	16
Average Acreage	157	158	159
<u>GROSS OUTPUT</u>			
Cattle	30.4	26.9	29.4
Sheep & Wool	-	0.3	0.5
Pigs	-	-	-
Poultry & Eggs	0.4	0.6	1.1
Milk	<u>114.4</u>	<u>97.5</u>	<u>104.0</u>
<u>Total Livestock</u>	<u>145.2</u>	<u>125.3</u>	<u>135.0</u>
Cereals (inc.Straw)	2.7	2.5	2.4
Fruit & Hops	-	-	-
Other Crops	<u>0.5</u>	<u>1.0</u>	<u>0.5</u>
<u>Total Crops</u>	<u>3.2</u>	<u>3.5</u>	<u>2.9</u>
Forage & Tillage Vln.Chgs.	0.3	0.1	0.5
Other Receipts	<u>2.0</u>	<u>1.6</u>	<u>1.3</u>
<u>GROSS OUTPUT</u>	<u>150.7</u>	<u>130.5</u>	<u>139.7</u>
<u>NET OUTPUT</u>	<u>106.3</u>	<u>97.1</u>	<u>109.2</u>
<u>GROSS MARGIN</u>	<u>84.9</u>	<u>79.5</u>	<u>93.3</u>

Farm Type :Predominantly Milk 125-200 acres.

	Average 1973-74	Average 1971-74	Premium Farms 1971-74
<u>INPUTS</u>			
Bought Feed	43.1	32.3	29.3
Bought Seed	1.2	1.1	1.2
Fertilisers	8.9	7.8	8.2
Casual Labour	1.2	1.3	0.7
Contract Work	3.9	3.1	1.9
Misc.Variable costs	<u>7.4</u>	<u>5.4</u>	<u>5.1</u>
<u>Total Variable Costs</u>	<u>65.7</u>	<u>51.0</u>	<u>46.4</u>
Regular labour - paid	16.3	14.2	14.3
" " - unpaid	8.4	7.2	7.7
Machinery Depreciation	7.0	5.3	5.3
Fuel & Oil	4.5	3.8	3.4
Mach.Repairs,Veh.Tax & Insce.	6.2	5.2	4.6
Rent & Rates	10.2	9.0	8.5
General Overhead Costs	<u>6.4</u>	<u>7.4</u>	<u>6.9</u>
<u>Total Fixed Costs</u>	<u>59.0</u>	<u>52.1</u>	<u>50.7</u>
<u>TOTAL INPUTS</u>	<u>124.7</u>	<u>103.1</u>	<u>97.1</u>
Value of Home-Grown Cereals used on Farm	<u>4.0</u>	<u>N.A.</u>	<u>N.A.</u>



	Average 1973-74	Average 1971-74	Premium 1971-74
<u>PROFITABILITY £ per acre</u>			
MANAGEMENT & INVESTMENT INCOME.	25.9	27.4	42.6
NET FARM INCOME	32.2	33.2	48.3
RETURN ON TENANT'S CAPITAL	13%	22%	38%

TENANT'S CAPITAL £ per acre

Livestock	100.5	75.0	69.6
Crops & Cultivations	7.8	9.8	12.2
Stores, etc.,	4.9	4.1	3.6
Machinery & Equipment	<u>29.8</u>	<u>26.9</u>	<u>27.9</u>
<u>TOTAL</u>	<u>143.0</u>	<u>115.8</u>	<u>113.3</u>

Descriptive Statistics

1973-74

% of Land in: Cereals		9	
Hops & Fruit		-	
Other Crops		-	
Forage		91	
Bare Fallow		-	
<u>Grazing Livestock Units</u>	Number per 100 acres		As %
Dairy Cows	54		68
Other Cattle	28		32
Sheep	-		-
<u>Total</u>	<u>82</u>		<u>100</u>

Farm Type: Predominantly Milk 125-200 acres.

EFFICIENCY STANDARDS

	Average 1973-74	Premium 1971-74
Adjusted Gross Output per acre (£)	152	141
Standard Output per acre (£)	132	109
Output from Forage per Farm Forage Acre (£)	161	142
Grazing Livestock Output (less concentrate) per adjusted forage acre (£)	103	116
Forage Acres per Grazing Livestock Unit	-	-
Adjusted Forage Acres per Grazing Livestock Unit	1.4	1.5
Gross Margin per £100 Labour (£)	348	N.A.
Labour Cost per 100 Standard Man- Days (£)	374	343
Machinery Costs per 1000 Tractor Hours (£):		
Licences, Insc, Repairs	554	308
Fuel and Electricity	399	327
Contract	344	218
Depreciation	<u>609</u>	<u>439</u>
<u>Total</u>	<u>1906</u>	<u>1292</u>
Gross Margin per £100 Machinery Costs (£)	450	N.A.
Gross Margin per £100 Labour & Machinery Costs (£)	186	N.A.

Enterprise Yield and Output figures are shown as whole-survey averages on page...48...

FINANCIAL RESULTS £ per acre

	Average 1973-74	Average 1971-74	Premium Farms 1971-74
No. of Farm Records	15	45	20
Average Acreage	334	330	347
<u>GROSS OUTPUT</u>			
Cattle	24.8	25.7	31.2
Sheep & Wool	1.5	1.0	0.7
Pigs	-	-	-
Poultry & Eggs	-	-	-
Milk	91.5	81.3	88.5
<u>Total Livestock</u>	<u>117.8</u>	<u>108.0</u>	<u>120.4</u>
Cereals (inc.Straw)	13.0	8.6	8.7
Fruit & Hops	-	-	-
Other Crops	0.7	0.4	0.3
<u>Total Crops</u>	<u>13.7</u>	<u>9.0</u>	<u>9.0</u>
Forage & Tillage Vln.Chgs.	0.6	0.1	0.4
Other Receipts	2.4	1.6	1.5
<u>GROSS OUTPUT</u>	<u>134.5</u>	<u>118.7</u>	<u>131.3</u>
<u>NET OUTPUT</u>	<u>103.9</u>	<u>94.0</u>	<u>103.7</u>
<u>GROSS MARGIN</u>	<u>83.5</u>	<u>77.8</u>	<u>86.7</u>

Farm Type: Predominantly Milk over 200 acres.

	Average 1973-74	Average 1971-74	Premium Farms 1971-74
<u>INPUTS</u>			
Bought Feed	28.6	22.9	26.1
Bought Seed	2.0	1.8	1.5
Fertilisers	8.5	7.3	7.4
Casual Labour	1.7	1.7	2.2
Contract Work	2.5	1.9	2.5
Misc.Variable costs	7.8	5.2	4.9
<u>Total Variable Costs</u>	<u>51.1</u>	<u>40.8</u>	<u>44.6</u>
Regular labour - paid	21.8	18.2	16.0
" " - unpaid	2.3	2.4	2.9
Machinery Depreciation	5.4	4.7	4.5
Fuel & Oil	3.4	3.0	2.9
Mach.Repairs,Veh.Tax & Insce.	6.0	4.7	4.1
Rent & Rates	9.3	8.3	8.0
General Overhead Costs	7.9	7.6	7.4
<u>Total Fixed Costs</u>	<u>56.1</u>	<u>48.9</u>	<u>45.8</u>
<u>TOTAL INPUTS</u>	<u>107.2</u>	<u>89.7</u>	<u>90.4</u>
Value of Home-Grown Cereals used on Farm	9.3	N.A.	N.A.

	Average 1973-74	Average 1971-74	Premium 1971-74
<u>PROFITABILITY £ per acre</u>			
MANAGEMENT & INVESTMENT INCOME.	27.3	29.0	40.9
NET FARM INCOME	29.1	30.7	42.6
RETURN ON TENANT'S CAPITAL	22%	27%	38%

TENANT'S CAPITAL £ per acre

Livestock	77.2	63.7	66.5
Crops & Cultivations	14.6	12.7	9.4
Stores, etc.,	8.3	5.7	6.0
Machinery & Equipment	29.9	26.0	24.9
<b>TOTAL</b>	<u>130.0</u>	<u>108.1</u>	<u>106.8</u>

Descriptive Statistics

1973-74

% of Land in:			
Cereals		28	
Hops & Fruit		-	
Other Crops		1	
Forage		70	
Bare Fallow		1	
<u>Grazing Livestock Units</u>	Number per 100 acres		As %
Dairy Cows	41		66
Other Cattle	19		30
Sheep	2		4
<b>Total</b>	<u>62</u>		<u>100</u>

Farm Type: Predominantly Milk over 200 acres.

EFFICIENCY STANDARDS

	Average 1973-74	Premium 1971-74
Adjusted Gross Output per acre (£)	142	135
Standard Output per acre (£)	115	96
Output from Forage per Farm Forage Acre (£)	166	146
Grazing Livestock Output (less concentrate) per adjusted forage acre (£)	106	109
Forage Acres per Grazing Livestock Unit	-	-
Adjusted Forage Acres per Grazing Livestock Unit	1.3	1.4
Gross Margin per £100 Labour (£)	350	N.A.
Labour Cost per 100 Standard Man- Days (£)	460	369
Machinery Costs per 1000 Tractor Hours (£):		
Licences, Inscs, Repairs	535	355
Fuel and Electricity	308	299
Contract	212	257
Depreciation	495	412
<b>Total</b>	<u>1550</u>	<u>1323</u>
Gross Margin per £100 Machinery Costs (£)	499	N.A.
Gross Margin per £100 Labour & Machinery Costs (£)	199	N.A.

FINANCIAL RESULTS £ per acre

	Average 1973-74	Average 1971-74	Premium Farms 1971-74
No. of Farm Records	9	30	13
Average Acreage	149	148	156
<u>GROSS OUTPUT</u>			
Cattle	6.9	7.2	7.7
Sheep & Wool	9.6	7.0	9.1
Pigs	1.7	1.2	1.6
Poultry & Eggs	-	6.2	2.2
Milk	3.2	1.0	-
<u>Total Livestock</u>	<u>21.4</u>	<u>22.6</u>	<u>20.6</u>
Cereals (inc.Straw)	46.3	30.4	33.0
Fruit & Hops	1.7	1.5	2.3
Other Crops	16.4	13.4	12.4
<u>Total Crops</u>	<u>64.4</u>	<u>45.3</u>	<u>47.7</u>
Forage & Tillage Vln.Chgs.	0.2	0.4	0.7
Other Receipts	2.6	2.4	2.6
<u>GROSS OUTPUT</u>	<u>88.6</u>	<u>70.7</u>	<u>71.6</u>
<u>NET OUTPUT</u>	<u>81.9</u>	<u>62.0</u>	<u>65.5</u>
<u>GROSS MARGIN</u>	<u>66.2</u>	<u>48.8</u>	<u>52.6</u>

Farm Type: Predominantly Arable under 250 acres.

	Average 1973-74	Average 1971-74	Premium Farms 1971-74
<u>INPUTS</u>			
Bought Feed	3.9	5.6	3.2
Bought Seed	2.7	3.1	3.0
Fertilisers	6.4	5.2	5.6
Casual Labour	2.4	2.0	1.6
Contract Work	3.1	2.8	2.5
Misc.Variable costs	3.9	3.3	3.2
<u>Total Variable Costs</u>	<u>22.4</u>	<u>22.0</u>	<u>19.1</u>
Regular labour - paid	7.8	6.0	4.7
" " - unpaid	11.4	9.3	9.2
Machinery Depreciation	4.2	3.6	2.7
Fuel & Oil	2.2	2.3	1.9
Mach.Repairs,Vch.Tax & Insee.	3.4	3.6	2.9
Rent & Rates	9.5	8.1	7.1
General Overhead Costs	5.4	4.5	4.1
<u>Total Fixed Costs</u>	<u>43.9</u>	<u>37.4</u>	<u>32.6</u>
<u>TOTAL INPUTS</u>	<u>66.3</u>	<u>59.4</u>	<u>51.7</u>
Value of Home-Grown Cereals used on Farm	1.9	N.A.	N.A.

	Average 1973-74	Average 1971-74	Premium 1971-74
<u>PROFITABILITY £ per acre</u>			
MANAGEMENT & INVESTMENT INCOME.	22.4	11.3	20.0
NET FARM INCOME	31.2	17.8	27.3
RETURN ON TENANT'S CAPITAL	31%	18%	31%

TENANT'S CAPITAL £ per acre

Livestock	19.1	14.1	16.2
Crops & Cultivations	27.5	22.6	26.6
Stores, etc.,	5.5	3.7	4.3
Machinery & Equipment	18.5	19.6	14.3
<u>TOTAL</u>	<u>70.6</u>	<u>60.0</u>	<u>61.4</u>

Descriptive Statistics

	1973-74	
% of Land in:		
Cereals		51
Hops & Fruit		2
Other Crops		7
Forage		37
Bare Fallow		3

<u>Grazing Livestock Units</u>	Number per 100 acres	As %
Dairy Cows	2	9
Other Cattle	7	42
Sheep	10	49
<u>Total</u>	<u>19</u>	<u>100</u>

Farm Type Predominantly Arable under 250 acres.

EFFICIENCY STANDARDS

	Average 1973-74	Premium 1971-74
Adjusted Gross Output per acre (£)	88	71
Standard Output per acre (£)	59	55
Output from Forage per Farm Forage Acre (£)	109	74
Grazing Livestock Output (less concentrate) per adjusted forage acre (£)	69	N.A.
Forage Acres per Grazing Livestock Unit	-	-
Adjusted Forage Acres per Grazing Livestock Unit	1.4	1.5
Gross Margin per £100 Labour (£)	386	N.A.
Labour Cost per 100 Standard Man- Days (£)	553	407
Machinery Costs per 1000 Tractor Hours (£):		
Licences, Insce, Repairs	350	238
Fuel and Electricity	234	203
Contract	290	209
Depreciation	442	280
<u>  Total</u>	<u>1316</u>	<u>930</u>
Gross Margin per £100 Machinery Costs (£)	609	N.A.
Gross Margin per £100 Labour & Machinery Costs (£)	226	N.A.

FINANCIAL RESULTS £ per acre

	Average 1973-74	Average 1971-74	Premium Farms 1971-74
No. of Farm Records	10	31	15
Average Acreage	324	340	352
<u>GROSS OUTPUT</u>			
Cattle	6.7	6.7	5.2
Sheep & Wool	5.4	4.7	5.2
Pigs	-	0.2	-
Poultry & Eggs	-	-	-
Milk	-	-	-
<u>Total Livestock</u>	<u>12.1</u>	<u>11.6</u>	<u>10.4</u>
Cereals (inc.Straw)	57.5	40.2	42.1
Fruit & Hops	0.9	0.8	1.1
Other Crops	<u>33.3</u>	<u>22.3</u>	<u>35.0</u>
<u>Total Crops</u>	<u>91.7</u>	<u>63.3</u>	<u>78.2</u>
Forage & Tillage Vln.Chgs.	-	(-) 0.1	0.1
Other Receipts	<u>3.8</u>	<u>2.8</u>	<u>3.2</u>
<u>GROSS OUTPUT</u>	<u>107.6</u>	<u>77.6</u>	<u>91.9</u>
<u>NET OUTPUT</u>	<u>99.4</u>	<u>70.5</u>	<u>83.5</u>
<u>GROSS MARGIN</u>	<u>78.7</u>	<u>54.6</u>	<u>65.3</u>

Farm Type: Predominantly Arable 250-450 acres.

	Average 1973-74	Average 1971-74	Premium Farms 1971-74
<u>INPUTS</u>			
Bought Feed	1.5	1.7	1.4
Bought Seed	6.6	5.4	6.9
Fertilisers	8.5	6.5	6.3
Casual Labour	3.6	2.5	3.4
Contract Work	2.2	2.0	2.4
Misc.Variable costs	<u>6.5</u>	<u>4.8</u>	<u>6.1</u>
<u>Total Variable Costs</u>	<u>28.9</u>	<u>22.9</u>	<u>26.5</u>
Regular labour - paid	13.0	11.4	12.8
" " - unpaid	3.1	2.5	2.7
Machinery Depreciation	5.7	4.2	4.5
Fuel & Oil	2.5	2.3	2.4
Mach.Repairs,Veh.Tax & Insce.	4.8	4.2	4.3
Rent & Rates	10.0	8.2	9.3
General Overhead Costs	<u>4.2</u>	<u>3.7</u>	<u>3.3</u>
<u>Total Fixed Costs</u>	<u>43.3</u>	<u>36.5</u>	<u>39.3</u>
<u>TOTAL INPUTS</u>	<u>72.2</u>	<u>59.4</u>	<u>65.8</u>
Value of Home-Grown Cereals used on Farm	<u>2.0</u>	<u>N.A.</u>	<u>N.A.</u>

	Average 1973-74	Average 1971-74	Premium 1971-74
<u>PROFITABILITY £ per acre</u>			
MANAGEMENT & INVESTMENT INCOME.	35.4	18.1	25.9
NET FARM INCOME	38.1	20.2	28.3
RETURN ON TENANT'S CAPITAL	45%	25%	41%

TENANT'S CAPITAL £ per acre

Livestock	16.3	13.5	10.9
Crops & Cultivations	31.0	24.4	22.9
Stores, etc.,	10.6	7.0	8.8
Machinery & Equipment	<u>30.0</u>	<u>24.5</u>	<u>26.8</u>
<u>TOTAL</u>	<u>87.9</u>	<u>69.4</u>	<u>69.4</u>

Descriptive Statistics

1973-74

% of Land in:			
Cereals		60	
Hops & Fruit		-	
Other Crops		19	
Forage		19	
Bare Fallow		2	
<u>Grazing Livestock Units</u>	Number per 100 acres		As %
Dairy Cows	-		-
Other Cattle	6		60
Sheep	8		40
<u>Total</u>	<u>14</u>		<u>100</u>

Farm Type: Predominantly Arable 250-450 acres.

EFFICIENCY STANDARDS

	Average 1973-74	Premium 1971-74
Adjusted Gross Output per acre (£)	106	90
Standard Output per acre (£)	76	70
Output from Forage per Farm Forage Acre (£)	64	93
Grazing Livestock Output (less concentrate) per adjusted forage acre (£)	41	N.A.
Forage Acres per Grazing Livestock Unit	-	-
Adjusted Forage Acres per Grazing Livestock Unit	1.7	1.0
Gross Margin per £100 Labour (£)	416	N.A.
Labour Cost per 100 Standard Man- Days (£)	521	462
Machinery Costs per 1000 Tractor Hours (£):		
Licences, Inscce, Repairs	471	339
Fuel and Electricity	247	246
Contract	201	223
Depreciation	<u>560</u>	<u>420</u>
<u>Total</u>	<u>1479</u>	<u>1228</u>
Gross Margin per £100 Machinery Costs (£)	572	N.A.
Gross Margin per £100 Labour & Machinery Costs (£)	235	N.A.

FINANCIAL RESULTS & per acre

	Average 1973-74	Average 1971-74	Premium Farms 1971-74
No. of Farm Records	5	16	8
Average Acreage	633	662	751
<u>GROSS OUTPUT</u>			
Cattle	6.7	6.0	4.1
Sheep & Wool	4.1	3.7	4.5
Pigs	-	-	-
Poultry & Eggs	-	-	-
Milk	<u>11.6</u>	<u>5.4</u>	<u>1.7</u>
<u>Total Livestock</u>	<u>22.4</u>	<u>15.1</u>	<u>10.3</u>
Cereals (inc.Straw)	57.5	39.5	45.3
Fruit & Hops	-	0.1	0.1
Other Crops	<u>13.0</u>	<u>14.3</u>	<u>16.3</u>
<u>Total Crops</u>	<u>70.5</u>	<u>53.9</u>	<u>61.7</u>
Forage & Tillage Vln.Chgs.	0.4	0.7	0.8
Other Receipts	0.8	0.6	0.6
<u>GROSS OUTPUT</u>	<u>94.1</u>	<u>70.3</u>	<u>73.4</u>
<u>NET OUTPUT</u>	<u>84.6</u>	<u>64.0</u>	<u>68.5</u>
<u>GROSS MARGIN</u>	<u>68.0</u>	<u>50.6</u>	<u>54.5</u>

Farm Type:Predominantly Arable over 450 acres.

	Average 1973-74	Average 1971-74	Premium Farms 1971-74
<u>INPUTS</u>			
Bought Feed	4.5	2.5	1.2
Bought Seed	5.0	3.8	3.7
Fertilisers	8.1	6.5	7.2
Casual Labour	2.0	2.1	1.9
Contract Work	1.7	1.4	1.5
Misc.Variable costs	4.8	3.5	3.5
<u>Total Variable Costs</u>	<u>26.1</u>	<u>19.8</u>	<u>19.0</u>
Regular labour - paid	12.0	9.6	7.9
"    - unpaid	1.3	1.7	1.5
Machinery Depreciation	4.6	3.7	4.0
Fuel & Oil	2.0	1.9	1.8
Mach.Repairs,Veh.Tax & Insce.	4.1	3.7	3.8
Rent & Rates	8.6	8.3	8.9
General Overhead Costs	4.5	3.2	3.7
<u>Total Fixed Costs</u>	<u>37.1</u>	<u>32.1</u>	<u>31.6</u>
<u>TOTAL INPUTS</u>	<u>63.2</u>	<u>51.9</u>	<u>50.6</u>
Value of Home-Grown Cereals used on Farm	<u>2.7</u>	<u>N.A.</u>	<u>N.A.</u>



	Average 1973-74	Average 1971-74	Premium 1971-74
<u>PROFITABILITY</u> £ per acre			
MANAGEMENT & INVESTMENT INCOME.	30.9	18.5	22.8
NET FARM INCOME	31.9	19.4	23.3
RETURN ON TENANT'S CAPITAL	34%	26%	31%

TENANT'S CAPITAL £ per acre

Livestock	20.9	13.8	10.4
Crops & Cultivations	41.3	30.9	30.8
Stores, etc.,	5.4	5.2	7.0
Machinery & Equipment	26.1	21.3	21.8
<u>TOTAL</u>	<u>93.7</u>	<u>71.2</u>	<u>70.0</u>

Descriptive Statistics

1973-74

% of Land in:			
Cereals		62	
Hops & Fruit		-	
Other Crops		10	
Forage		27	
Bare Fallow		1	
<u>Grazing Livestock Units</u>	Number per 100 acres		As %
Dairy Cows	6		27
Other Cattle	7		31
Sheep	9		42
<u>Total</u>	<u>22</u>		<u>100</u>

Farm Type: Predominantly Arable over 450 acres.

EFFICIENCY STANDARDS

	Average 1973-74	Premium 1971-74
Adjusted Gross Output per acre (£)	96	74
Standard Output per acre (£)	71	54
Output from Forage per Farm Forage Acre (£)	82	41
Grazing Livestock Output (less concentrate) per adjusted forage acre (£)	57	N.A.
Forage Acres per Grazing Livestock Unit	-	-
Adjusted Forage Acres per Grazing Livestock Unit	1.3	1.2
Gross Margin per £100 Labour (£)	530	N.A.
Labour Cost per 100 Standard Man- Days (£)	452	341
Machinery Costs per 1000 Tractor Hours (£):		
Licences, Insce, Repairs	423	386
Fuel and Electricity	208	250
Contract	141	174
Depreciation	485	403
<u>Total</u>	<u>1257</u>	<u>1213</u>
Gross Margin per £100 Machinery Costs (£)	561	N.A.
Gross Margin per £100 Labour & Machinery Costs (£)	248	N.A.

FINANCIAL RESULTS & per acre

	Average 1973-74	Average 1971-74	Premium Farms 1971-74
No. of Farm Records	6	17	9
Average Acreage	180	183	188
<u>GROSS OUTPUT</u>			
Cattle	16.6	15.3	10.0
Sheep & Wool	1.9	1.2	1.2
Pigs	2.6	3.4	4.6
Poultry & Eggs	-	-	-
Milk	56.5	51.9	52.8
<u>Total Livestock</u>	<u>77.6</u>	<u>71.8</u>	<u>68.6</u>
Cereals (inc.Straw)	40.4	26.0	28.9
Fruit & Hops	0.5	0.2	-
Other Crops	28.4	19.3	14.9
<u>Total Crops</u>	<u>69.3</u>	<u>45.5</u>	<u>43.8</u>
Forage & Tillage Vln.Chgs.	0.8	1.0	2.1
Other Receipts	2.8	2.2	1.8
<u>GROSS OUTPUT</u>	<u>150.5</u>	<u>120.5</u>	<u>116.3</u>
<u>NET OUTPUT</u>	<u>120.3</u>	<u>97.6</u>	<u>96.4</u>
<u>GROSS MARGIN</u>	<u>94.8</u>	<u>79.6</u>	<u>80.9</u>

Farm Type: Milk and Arable under 250 acres.

	Average 1973-74	Average 1971-74	Premium Farms 1971-74
<u>INPUTS</u>			
Bought Feed	24.9	18.6	15.3
Bought Seed	5.3	4.3	4.6
Fertilisers	9.0	7.7	7.2
Casual Labour	4.4	2.9	1.9
Contract Work	2.8	1.3	1.1
Misc.Variable costs	9.4	6.1	5.3
<u>Total Variable Costs</u>	<u>55.8</u>	<u>40.9</u>	<u>35.4</u>
Regular labour - paid	25.1	20.2	17.6
" " - unpaid	7.0	6.5	5.8
Machinery Depreciation	6.1	5.3	5.1
Fuel & Oil	4.7	3.7	3.2
Mach.Repairs,Vch.Tax & Insce.	6.2	5.8	6.3
Rent & Rates	8.4	7.1	6.9
General Overhead Costs	7.1	6.7	6.4
<u>Total Fixed Costs</u>	<u>64.7</u>	<u>55.3</u>	<u>51.3</u>
<u>TOTAL INPUTS</u>	<u>120.5</u>	<u>96.2</u>	<u>86.7</u>
Value of Home-Grown Cereals used on Farm	5.8	N.A.	N.A.

	Average 1973-74	Average 1971-74	Premium 1971-74
<u>PROFITABILITY</u> £ per acre			
MANAGEMENT & INVESTMENT INCOME.	30.1	24.3	29.5
NET FARM INCOME	36.6	30.0	35.0
RETURN ON TENANT'S CAPITAL	24%	24%	30%

<u>TENANT'S CAPITAL</u> £ per acre			
Livestock	56.4	44.2	39.2
Crops & Cultivations	25.5	19.6	23.4
Stores, etc.,	8.6	6.3	4.9
Machinery & Equipment	33.1	31.0	29.5
<u>TOTAL</u>	<u>123.6</u>	<u>101.1</u>	<u>97.0</u>

<u>Descriptive Statistics</u>		1973-74	
% of Land in:	Cereals	44	
	Hops & Fruit	-	
	Other Crops	12	
	Forage	44	
	Bare Fallow	-	
<u>Grazing Livestock Units</u>	Number per 100 acres		As %
	Dairy Cows	26	66
	Other Cattle	14	29
	Sheep	2	5
<u>Total</u>	<u>42</u>	<u>100</u>	

Farm Type : Milk and Arable under 250 acres.

<u>EFFICIENCY STANDARDS</u>		
	Average 1973-74	Premium 1971-74
Adjusted Gross Output per acre (£)	153	119
Standard Output per acre (£)	111	96
Output from Forage per Farm Forage Acre (£)	168	152
Grazing Livestock Output (less concentrate) per adjusted forage acre (£)	92	N.A.
Forage Acres per Grazing Livestock Unit	-	-
Adjusted Forage Acres per Grazing Livestock Unit	1.5	1.2
Gross Margin per £100 Labour (£)	287	N.A.
Labour Cost per 100 Standard Man- Days (£)	580	478
Machinery Costs per 1000 Tractor Hours (£):		
	Licences, Insce, Repairs	482 475
	Fuel and Electricity	360 287
	Contract	226 97
	Depreciation	<u>507</u> <u>532</u>
	<u>Total</u>	<u>1575</u> <u>1391</u>
Gross Margin per £100 Machinery Costs (£)	573	N.A.
Gross Margin per £100 Labour & Machinery Costs (£)	179	N.A.

FINANCIAL RESULTS & per acre

	Average 1973-74	Average 1971-74	Premium Farms 1971-74
No. of Farm Records	5	16	7
Average Acreage	377	366	368
<u>GROSS OUTPUT</u>			
Cattle	20.1	20.5	19.4
Sheep & Wool	0.1	-	-
Pigs	-	-	-
Poultry & Eggs	2.0	1.1	1.0
Milk	<u>47.6</u>	<u>41.5</u>	<u>41.9</u>
<u>Total Livestock</u>	<u>69.8</u>	<u>63.1</u>	<u>62.3</u>
Cereals (inc.Straw)	27.3	18.2	23.8
Fruit & Hops	-	-	-
Other Crops	<u>3.1</u>	<u>2.0</u>	<u>1.7</u>
<u>Total Crops</u>	<u>30.4</u>	<u>20.2</u>	<u>25.5</u>
Forage & Tillage Vln.Chgs.(-)	0.2	0.1	0.7
Other Receipts	<u>1.8</u>	<u>1.1</u>	<u>0.9</u>
<u>GROSS OUTPUT</u>	<u>101.8</u>	<u>84.5</u>	<u>89.4</u>
<u>NET OUTPUT</u>	<u>82.2</u>	<u>70.8</u>	<u>76.6</u>
<u>GROSS MARGIN</u>	<u>65.0</u>	<u>58.0</u>	<u>63.9</u>

Farm Type: Milk and Arable 250-450 acres.

	Average 1973-74	Average 1971-74	Premium Farms 1971-74
<u>INPUTS</u>			
Bought Feed	16.9	11.4	10.1
Bought Seed	2.7	2.4	2.8
Fertilisers	7.8	6.2	6.2
Casual Labour	1.6	1.0	0.7
Contract Work	2.0	1.4	1.6
Misc.Variable costs	<u>5.8</u>	<u>4.1</u>	<u>4.2</u>
<u>Total Variable Costs</u>	<u>36.8</u>	<u>26.5</u>	<u>25.6</u>
Regular labour - paid	16.2	13.4	11.2
"    "    - unpaid	2.0	1.9	2.7
Machinery Depreciation	4.6	3.8	3.7
Fuel & Oil	3.1	2.6	2.7
Mach.Repairs,Veh.Tax & Insce.	4.2	3.9	3.6
Rent & Rates	7.9	6.7	6.6
General Overhead Costs	<u>5.0</u>	<u>5.2</u>	<u>5.4</u>
<u>Total Fixed Costs</u>	<u>43.0</u>	<u>37.5</u>	<u>35.9</u>
<u>TOTAL INPUTS</u>	<u>79.8</u>	<u>64.0</u>	<u>61.5</u>
Value of Home-Grown Cereals used on Farm	<u>9.5</u>	<u>N.A.</u>	<u>N.A.</u>

	Average 1973-74	Average 1971-74	Premium 1971-74
<u>PROFITABILITY £ per acre</u>			
MANAGEMENT & INVESTMENT INCOME.	22.0	20.4	27.9
NET FARM INCOME	24.0	22.4	30.6
RETURN ON TENANT'S CAPITAL	22%	25%	33%

TENANT'S CAPITAL £ per acre

Livestock	52.0	41.8	39.8
Crops & Cultivations	15.2	13.5	13.9
Stores, etc.,	7.5	5.2	5.9
Machinery & Equipment	25.5	21.5	21.1
<u>TOTAL</u>	<u>100.2</u>	<u>82.0</u>	<u>80.7</u>

Descriptive Statistics

	1973-74	
% of Land in:		
Cereals		47
Hops & Fruit		-
Other Crops		11
Forage		52
Bare Fallow		-
<u>Grazing Livestock Units</u>	Number per 100 acres	As %
Dairy Cows	21	56
Other Cattle	17	44
Sheep	-	-
<u>Total</u>	<u>38</u>	<u>100</u>

Farm Type: Milk and Arable 250-450 acres.

EFFICIENCY STANDARDS

	Average 1973-74	Premium 1971-74
Adjusted Gross Output per acre (£)	108	91
Standard Output per acre (£)	88	70
Output from Forage per Farm Forage Acre (£)	136	123
Grazing Livestock Output (less concentrate) per adjusted forage acre (£)	107	N.A.
Forage Acres per Grazing Livestock Unit	-	-
Adjusted Forage Acres per Grazing Livestock Unit	1.3	1.4
Gross Margin per £100 Labour (£)	365	N.A.
Labour Cost per 100 Standard Man- Days (£)	493	336
Machinery Costs per 1000 Tractor Hours (£):		
Licences, Insce, Repairs	452	273
Fuel and Electricity	332	328
Contract	233	185
Depreciation	504	387
<u>Total</u>	<u>1521</u>	<u>1173</u>
Gross Margin per £100 Machinery Costs (£)	464	N.A.
Gross Margin per £100 Labour & Machinery Costs (£)	201	N.A.

FINANCIAL RESULTS £ per acre

	Average 1973-74	Average 1971-74	Premium Farms 1971-74
No. of Farm Records	10	28	14
Average Acreage	706	740	792
<u>GROSS OUTPUT</u>			
Cattle	15.2	15.2	16.8
Sheep & Wool	0.6	0.9	1.0
Pigs	-	-	-
Poultry & Eggs	3.7	2.0	2.6
Milk	<u>37.9</u>	<u>33.0</u>	<u>34.7</u>
<u>Total Livestock</u>	<u>57.4</u>	<u>51.1</u>	<u>55.1</u>
Cereals (inc.Straw)	41.4	27.9	29.4
Fruit & Hops	-	0.1	-
Other Crops	<u>8.8</u>	<u>5.7</u>	<u>6.1</u>
<u>Total Crops</u>	<u>50.2</u>	<u>33.7</u>	<u>35.5</u>
Forage & Tillage Vln.Chgs.(-)	0.3	0.2	0.1
Other Receipts	<u>1.7</u>	<u>0.9</u>	<u>1.1</u>
<u>GROSS OUTPUT</u>	<u>109.0</u>	<u>85.9</u>	<u>91.8</u>
<u>NET OUTPUT</u>	<u>93.1</u>	<u>73.0</u>	<u>79.4</u>
<u>GROSS MARGIN</u>	<u>78.4</u>	<u>60.7</u>	<u>67.5</u>

Farm Type:Milk and Arable over 450 acres.

	Average 1973-74	Average 1971-74	Premium Farms 1971-74
<u>INPUTS</u>			
Bought Feed	12.2	10.1	9.6
Bought Seed	3.7	2.9	2.7
Fertilisers	8.0	6.9	7.0
Casual Labour	0.5	0.5	0.3
Contract Work	1.7	1.5	1.3
Misc.Variable costs	<u>4.5</u>	<u>3.4</u>	<u>3.3</u>
<u>Total Variable Costs</u>	<u>30.6</u>	<u>25.3</u>	<u>24.2</u>
Regular labour - paid	18.9	15.6	16.4
" " - unpaid	1.6	1.4	1.0
Machinery Depreciation	5.0	3.9	4.4
Fuel & Oil	2.5	2.3	2.3
Mach.Repairs,Veh.Tax & Insce.	4.6	4.2	4.3
Rent & Rates	9.1	8.0	8.2
General Overhead Costs	<u>4.6</u>	<u>4.4</u>	<u>4.6</u>
<u>Total Fixed Costs</u>	<u>46.3</u>	<u>39.8</u>	<u>41.2</u>
<u>TOTAL INPUTS</u>	<u>76.9</u>	<u>65.1</u>	<u>65.4</u>
Value of Home-Grown Cereals used on Farm	<u>5.1</u>	<u>N.A.</u>	<u>N.A.</u>

	Average 1973-74	Average 1971-74	Premium 1971-74
<u>PROFITABILITY</u> £ per acre			
MANAGEMENT & INVESTMENT INCOME.	32.1	20.9	26.2
NET FARM INCOME	32.9	21.7	26.8
RETURN ON TENANT'S CAPITAL	34%	26%	32%

TENANT'S CAPITAL £ per acre

Livestock	39.8	32.6	33.2
Crops & Cultivations	25.8	19.8	19.8
Stores, etc.,	6.8	4.8	4.3
Machinery & Equipment	<u>23.4</u>	<u>19.7</u>	<u>21.6</u>
<b>TOTAL</b>	<b><u>95.8</u></b>	<b><u>76.9</u></b>	<b><u>78.9</u></b>

Descriptive Statistics

1973-74

% of Land in:			
Cereals		50	
Hops & Fruit		-	
Other Crops		7	
Forage		42	
Bare Fallow		1	
<u>Grazing Livestock Units</u>	Number per 100 acres		As %
Dairy Cows	18		61
Other Cattle	11		35
Sheep	1		4
<b>Total</b>	<b><u>30</u></b>		<b><u>100</u></b>

Farm Type: Milk and Arable over 450 acres.

EFFICIENCY STANDARDS

	Average 1973-74	Premium 1971-74
Adjusted Gross Output per acre (£)	113	92
Standard Output per acre (£)	86	71
Output from Forage per Farm Forage Acre (£)	132	127
Grazing Livestock Output (less concentrate) per adjusted forage acre (£)	89	N.A.
Forage Acres per Grazing Livestock Unit	-	-
Adjusted Forage Acres per Grazing Livestock Unit	1.4	1.4
Gross Margin per £100 Labour (£)	379	N.A.
Labour Cost per 100 Standard Man- Days (£)	544	473
Machinery Costs per 1000 Tractor Hours (£):		
Licences, Inscce, Repairs	462	343
Fuel and Electricity	262	326
Contract	169	160
Depreciation	<u>527</u>	<u>487</u>
<b>Total</b>	<b><u>1420</u></b>	<b><u>1316</u></b>
Gross Margin per £100 Machinery Costs (£)	570	N.A.
Gross Margin per £100 Labour & Machinery Costs (£)	223	N.A.

FINANCIAL RESULTS £ per acre

	Average 1973-74	Average 1971-74	Premium Farms 1971-74
No. of Farm Records	13	39	17
Average Acreage	143	148	161
<u>GROSS OUTPUT</u>			
Cattle	13.2	12.0	15.6
Sheep & Wool	16.3	12.7	11.6
Pigs	0.2	0.2	0.2
Poultry & Eggs	-	-	-
Milk	-	-	-
<u>Total Livestock</u>	<u>29.7</u>	<u>24.9</u>	<u>27.4</u>
Cereals (inc.Straw)	33.0	22.4	27.3
Fruit & Hops	0.9	0.6	0.7
Other Crops	<u>7.1</u>	<u>4.6</u>	<u>7.3</u>
<u>Total Crops</u>	<u>41.0</u>	<u>27.6</u>	<u>35.3</u>
Forage & Tillage Vln.Chgs.(-)	0.1	0.1	0.3
Other Receipts	<u>4.1</u>	<u>2.9</u>	<u>3.5</u>
<u>GROSS OUTPUT</u>	<u>74.7</u>	<u>55.5</u>	<u>66.5</u>
<u>NET OUTPUT</u>	<u>69.9</u>	<u>51.3</u>	<u>62.2</u>
<u>GROSS MARGIN</u>	<u>58.3</u>	<u>41.3</u>	<u>51.6</u>

Farm Type: Sheep/Cattle & Arable under 250 acres.

	Average 1973-74	Average 1971-74	Premium Farms 1971-74
<u>INPUTS</u>			
Bought Feed	2.6	2.2	2.2
Bought Seed	2.3	2.0	2.1
Fertilisers	4.8	4.1	4.8
Casual Labour	1.1	1.0	0.9
Contract Work	2.7	2.3	2.1
Misc.Variable costs	<u>3.0</u>	<u>2.5</u>	<u>2.8</u>
<u>Total Variable Costs</u>	<u>16.5</u>	<u>14.1</u>	<u>14.9</u>
Regular labour - paid	4.0	3.1	4.7
" " - unpaid	9.5	8.2	8.3
Machinery Depreciation	4.2	3.2	3.2
Fuel & Oil	2.2	1.9	1.8
Mach.Repairs,Veh.Tax & Insee.	3.4	3.0	3.2
Rent & Rates	8.8	6.8	6.2
General Overhead Costs	<u>4.8</u>	<u>4.0</u>	<u>3.9</u>
<u>Total Fixed Costs</u>	<u>36.9</u>	<u>30.2</u>	<u>31.3</u>
<u>TOTAL INPUTS</u>	<u>53.4</u>	<u>44.3</u>	<u>46.2</u>
Value of Home-Grown Cereals used on Farm	<u>3.6</u>	<u>N.A.</u>	<u>N.A.</u>



	Average 1973-74	Average 1971-74	Premium 1971-74
<u>PROFITABILITY £ per acre</u>			
MANAGEMENT & INVESTMENT INCOME.	21.5	11.2	20.3
NET FARM INCOME	28.5	17.5	27.3
RETURN ON TENANT'S CAPITAL	28%	17%	29%
<u>TENANT'S CAPITAL £ per acre</u>			
Livestock	33.1	25.9	29.1
Crops & Cultivations	19.8	16.3	19.1
Stores, etc.,	4.6	3.0	3.4
Machinery & Equipment	20.0	17.1	16.5
<b>TOTAL</b>	<b>77.5</b>	<b>62.3</b>	<b>68.1</b>

<u>Descriptive Statistics</u>		1973-74	
% of Land in:	Cereals	39	
	Hops & Fruit	1	
	Other Crops	3	
	Forage	55	
	Bare Fallow	2	
<u>Grazing Livestock Units</u>	Number per 100 acres	As %	
	Dairy Cows	-	
	Other Cattle	13	36
	Sheep	20	64
<b>Total</b>	<b>33</b>	<b>100</b>	

Farm Type: Sheep/Cattle & Arable under 250 acres.

<u>EFFICIENCY STANDARDS</u>		
	Average 1973-74	Premium 1971-74
Adjusted Gross Output per acre (£)	75	66
Standard Output per acre (£)	53	52
Output from Forage per Farm Forage Acre (£)	68	69
Grazing Livestock Output (less concentrate) per adjusted forage acre (£)	63	N.A.
Forage Acres per Grazing Livestock Unit	-	-
Adjusted Forage Acres per Grazing Livestock Unit	1.4	1.2
Gross Margin per £100 Labour (£)	465	N.A.
Labour Cost per 100 Standard Man- Days (£)	446	408
Machinery Costs per 1000 Tractor Hours (£):		
	Licences, Insce, Repairs	402 265
	Fuel and Electricity	258 245
	Contract	323 233
	Depreciation	496 370
	<b>Total</b>	<b>1479 1113</b>
Gross Margin per £100 Machinery Costs (£)	486	N.A.
Gross Margin per £100 Labour & Machinery Costs (£)	222	N.A.

FINANCIAL RESULTS £ per acre

	Average 1973-74	Average 1971-74	Premium Farms 1971-74
No. of Farm Records	16	47	22
Average Acreage	474	484	541
<u>GROSS OUTPUT</u>			
Cattle	20.2	18.4	13.9
Sheep & Wool	15.9	13.0	19.1
Pigs	-	0.2	0.2
Poultry & Eggs	-	0.2	0.5
Milk	-	-	-
<u>Total Livestock</u>	<u>36.1</u>	<u>31.8</u>	<u>33.7</u>
Cereals (inc.Straw)	45.2	28.8	27.4
Fruit & Hops	0.6	0.2	-
Other Crops	9.6	7.1	10.3
<u>Total Crops</u>	<u>55.4</u>	<u>36.1</u>	<u>37.7</u>
Forage & Tillage Vln.Chgs.	0.3	0.4	0.7
Other Receipts	2.2	1.2	0.8
<u>GROSS OUTPUT</u>	<u>94.0</u>	<u>69.5</u>	<u>72.9</u>
<u>NET OUTPUT</u>	<u>85.2</u>	<u>62.4</u>	<u>66.2</u>
<u>GROSS MARGIN</u>	<u>70.2</u>	<u>50.6</u>	<u>54.6</u>

Farm Type: Sheep/Cattle & Arable over 250 acres.

	Average 1973-74	Average 1971-74	Premium Farms 1971-74
<u>INPUTS</u>			
Bought Feed	5.5	4.2	3.8
Bought Seed	3.3	2.9	2.9
Fertilisers	6.6	5.4	5.0
Casual Labour	2.0	1.6	1.9
Contract Work	1.8	1.4	1.2
Misc.Variable costs	4.7	3.4	3.5
<u>Total Variable Costs</u>	<u>23.9</u>	<u>18.9</u>	<u>18.3</u>
Regular labour - paid	9.5	8.9	7.7
" " - unpaid	3.3	2.7	2.8
Machinery Depreciation	5.0	3.9	3.4
Fuel & Oil	2.2	2.1	2.0
Mach.Repairs,Veh.Tax & Insce.	3.6	3.3	3.2
Rent & Rates	9.9	8.2	9.0
General Overhead Costs	5.2	4.1	3.6
<u>Total Fixed Costs</u>	<u>38.7</u>	<u>33.2</u>	<u>31.7</u>
<u>TOTAL INPUTS</u>	<u>62.6</u>	<u>52.1</u>	<u>50.0</u>
Value of Home-Grown Cereals used on Farm	5.0	N.A.	N.A.

	Average 1973-74	Average 1971-74	Premium 1971-74
<u>PROFITABILITY £ per acre</u>			
MANAGEMENT & INVESTMENT INCOME.	31.5	17.4	22.9
NET FARM INCOME	33.6	19.3	24.9
RETURN ON TENANT'S CAPITAL	34%	22%	32%

TENANT'S CAPITAL £ per acre

Livestock	45.6	34.9	32.6
Crops & Cultivations	23.1	19.2	16.7
Stores, etc.,	7.0	4.7	4.2
Machinery & Equipment	23.8	20.7	17.4
<b>TOTAL</b>	<b>99.5</b>	<b>79.5</b>	<b>70.9</b>

Descriptive Statistics

1973-74

% of Land in:			
Cereals		48	
Hops & Fruit		-	
Other Crops		5	
Forage		47	
Bare Fallow		-	
<u>Grazing Livestock Units</u>	Number per 100 acres		As %
Dairy Cows	-		-
Other Cattle	21		50
Sheep	21		50
<b>Total</b>	<b>42</b>		<b>100</b>

Farm Type : Sheep/Cattle & Arable over 250 acres.

EFFICIENCY STANDARDS

	Average 1973-74	Premium 1971-74
Adjusted Gross Output per acre (£)	97	74
Standard Output per acre (£)	66	56
Output from Forage per Farm Forage Acre (£)	82	69
Grazing Livestock Output (less concentrate) per adjusted forage acre (£)	61	N.A.
Forage Acres per Grazing Livestock Unit	-	-
Adjusted Forage Acres per Grazing Livestock Unit	1.1	1.1
Gross Margin per £100 Labour (£)	493	N.A.
Labour Cost per 100 Standard Man- Days (£)	454	379
Machinery Costs per 1000 Tractor Hours (£):		
Licences, Inscce, Repairs	394	281
Fuel and Electricity	241	247
Contract	195	166
Depreciation	534	353
<b>Total</b>	<b>1364</b>	<b>1047</b>
Gross Margin per £100 Machinery Costs (£)	576	N.A.
Gross Margin per £100 Labour & Machinery Costs (£)	263	N.A.

FINANCIAL RESULTS & per acre

	Average	Average	Premium
	1973-74	1971-74	Farms 1971-74
No. of Farm Records	14	33	16
Average Acreage	441	412	375
<u>GROSS OUTPUT</u>			
Cattle	22.7	23.9	25.8
Sheep & Wool	2.4	2.5	2.8
Pigs	-	-	-
Poultry & Eggs	0.2	0.1	0.1
Milk	56.2	47.3	51.6
<u>Total Livestock</u>	<u>81.5</u>	<u>73.8</u>	<u>80.3</u>
Cereals (inc.Straw)	22.3	16.6	18.6
Fruit & Hops	1.6	1.6	1.1
Other Crops	3.6	3.2	3.1
<u>Total Crops</u>	<u>27.5</u>	<u>21.4</u>	<u>22.8</u>
Forage & Tillage Vln.Chgs.	0.5	0.4	0.8
Other Receipts	2.3	1.8	1.7
<u>GROSS OUTPUT</u>	<u>111.8</u>	<u>97.4</u>	<u>105.6</u>
<u>NET OUTPUT</u>	<u>89.3</u>	<u>78.8</u>	<u>86.5</u>
<u>GROSS MARGIN</u>	<u>71.8</u>	<u>64.3</u>	<u>73.2</u>

Farm Type: Milk, Sheep/Cattle & Arable.

	Average	Average	Premium
	1973-74	1971-74	Farms 1971-74
<u>INPUTS</u>			
Bought Feed	20.5	16.6	17.0
Bought Seed	2.0	2.0	2.1
Fertilisers	8.1	7.1	6.3
Casual Labour	1.9	1.7	1.3
Contract Work	1.4	1.1	1.3
Misc.Variable costs	6.1	4.7	4.5
<u>Total Variable Costs</u>	<u>40.0</u>	<u>33.2</u>	<u>32.5</u>
Regular labour - paid	19.0	16.1	16.0
" " - unpaid	2.8	2.7	3.3
Machinery Depreciation	4.5	4.1	3.9
Fuel & Oil	3.2	2.9	2.8
Mach.Repairs,Veh.Tax & Inscce.	4.5	4.2	3.9
Rent & Rates	8.5	7.6	7.4
General Overhead Costs	5.6	5.2	5.5
<u>Total Fixed Costs</u>	<u>48.1</u>	<u>42.8</u>	<u>42.8</u>
<u>TOTAL INPUTS</u>	<u>88.1</u>	<u>76.0</u>	<u>75.3</u>
Value of Home-Grown Cereals used on Farm	10.1	N.A.	N.A.

	Average 1973-74	Average 1971-74	Premium 1971-74
<u>PROFITABILITY</u> £ per acre			
MANAGEMENT & INVESTMENT INCOME.	23.7	21.5	30.5
NET FARM INCOME	25.8	23.5	34.7
RETURN ON TENANT'S CAPITAL	22%	23%	31%

TENANT'S CAPITAL £ per acre

Livestock	66.6	52.9	54.2
Crops & Cultivations	13.9	13.2	11.6
Stores, etc.,	8.4	5.7	6.0
Machinery & Equipment	<u>26.8</u>	<u>24.8</u>	<u>23.7</u>
<u>TOTAL</u>	<u>115.7</u>	<u>96.6</u>	<u>95.5</u>

Descriptive Statistics

1973-74

% of Land in:			
Cereals	37		
Hops & Fruit	1		
Other Crops	2		
Forage	59		
Bare Fallow	1		
<u>Grazing Livestock Units</u>	Number per 100 acres	As %	
Dairy Cows	25	52	
Other Cattle	19	41	
Sheep	5	7	
<u>Total</u>	<u>49</u>	<u>100</u>	

Farm Type: Milk, Sheep/Cattle & Arable.

EFFICIENCY STANDARDS

	Average 1973-74	Premium 1971-74
Adjusted Gross Output per acre (£)	119	109
Standard Output per acre (£)	100	82
Output from Forage per Farm Forage Acre (£)	140	139
Grazing Livestock Output (less concentrate) per adjusted forage acre (£)	85	N.A.
Forage Acres per Grazing Livestock Unit	-	-
Adjusted Forage Acres per Grazing Livestock Unit	1.3	1.4
Gross Margin per £100 Labour (£)	317	N.A.
Labour Cost per 100 Standard Man- Days (£)	472	418
Machinery Costs per 1000 Tractor Hours (£):		
Licences, Insce, Repairs	437	295
Fuel and Electricity	313	307
Contract	136	183
Depreciation	<u>441</u>	<u>390</u>
<u>Total</u>	<u>1327</u>	<u>1175</u>
Gross Margin per £100 Machinery Costs (£)	546	N.A.
Gross Margin per £100 Labour & Machinery Costs (£)	198	N.A.

FINANCIAL RESULTS £ per acre

	Average 1973-74	Average 1971-74	Premium Farms 1971-74
No. of Farm Records	13	39	17
Average Acreage	222	221	334
<u>GROSS OUTPUT</u>			
Cattle	23.9	24.6	16.7
Sheep & Wool	21.5	18.3	28.6
Pigs	-	0.1	0.1
Poultry & Eggs	4.4	3.2	1.6
Milk	-	-	-
<u>Total Livestock</u>	<u>49.8</u>	<u>46.2</u>	<u>47.0</u>
Cereals (inc.Straw)	16.8	10.6	13.9
Fruit & Hops	-	-	-
Other Crops	7.0	4.3	9.0
<u>Total Crops</u>	<u>23.8</u>	<u>14.9</u>	<u>22.9</u>
Forage & Tillage Vln.Chgs.	0.6	0.3	0.4
Other Receipts	2.3	1.5	0.6
<u>GROSS OUTPUT</u>	<u>76.5</u>	<u>62.9</u>	<u>70.9</u>
<u>NET OUTPUT</u>	<u>65.0</u>	<u>54.0</u>	<u>63.2</u>
<u>GROSS MARGIN</u>	<u>53.6</u>	<u>45.0</u>	<u>52.8</u>

Farm Type: Predominantly Sheep/Cattle.

	Average 1973-74	Average 1971-74	Premium Farms 1971-74
<u>INPUTS</u>			
Bought Feed	9.6	7.4	6.0
Bought Seed	1.9	1.5	1.8
Fertilisers	3.3	2.7	2.8
Casual Labour	1.9	1.9	2.4
Contract Work	1.6	1.2	1.5
Misc.Variable costs	4.6	3.3	3.7
<u>Total Variable Costs</u>	<u>22.9</u>	<u>18.0</u>	<u>18.2</u>
Regular labour - paid	2.9	3.1	4.4
" " - unpaid	9.1	7.6	5.7
Machinery Depreciation	3.8	2.8	2.8
Fuel & Oil	2.1	1.9	2.0
Mach.Repairs,Veh.Tax & Insce.	3.7	3.0	3.1
Rent & Rates	9.3	7.6	8.0
General Overhead Costs	3.8	3.5	3.1
<u>Total Fixed Costs</u>	<u>34.7</u>	<u>29.5</u>	<u>29.1</u>
<u>TOTAL INPUTS</u>	<u>57.6</u>	<u>47.5</u>	<u>47.3</u>
Value of Home-Grown Cereals used on Farm	2.5	N.A.	N.A.

	Average 1973-74	Average 1971-74	Premium 1971-74
<b>PROFITABILITY £ per acre</b>			
MANAGEMENT & INVESTMENT INCOME.	18.8	15.5	23.6
NET FARM INCOME	24.6	20.9	26.9
RETURN ON TENANT'S CAPITAL	23%	22%	37%

**TENANT'S CAPITAL £ per acre**

Livestock	61.3	48.0	41.1
Crops & Cultivations	11.4	9.3	8.1
Stores, etc.,	3.4	2.3	2.0
Machinery & Equipment	17.2	14.4	13.6
<b>TOTAL</b>	<b>93.3</b>	<b>74.0</b>	<b>64.8</b>

**Descriptive Statistics**

1973-74

% of Land in:			
Cereals		19	
Hops & Fruit		-	
Other Crops		3	
Forage		77	
Bare Fallow		1	
<b>Grazing Livestock Units</b>	<b>Number per 100 acres</b>	<b>As %</b>	
Dairy Cows	-	-	
Other Cattle	27	41	
Sheep	30	59	
<b>Total</b>	<b>57</b>	<b>100</b>	

**Farm Type: Predominantly Sheep/Cattle.**

**EFFICIENCY STANDARDS**

	Average 1973-74	Premium 1971-74
Adjusted Gross Output per acre (£)	76	72
Standard Output per acre (£)	55	53
Output from Forage per Farm Forage Acre (£)	62	60
Grazing Livestock Output (less concentrate) per adjusted forage acre (£)	57	N.A.
Forage Acres per Grazing Livestock Unit	-	-
Adjusted Forage Acres per Grazing Livestock Unit	1.6	1.4
Gross Margin per £100 Labour (£)	419	N.A.
Labour Cost per 100 Standard Man- Days (£)	419	346
Machinery Costs per 1000 Tractor Hours (£):		
Licences, Insce, Repairs	425	298
Fuel and Electricity	239	234
Contract	190	194
Depreciation	425	326
<b>Total</b>	<b>1279</b>	<b>1052</b>
Gross Margin per £100 Machinery Costs (£)	520	N.A.
Gross Margin per £100 Labour & Machinery Costs (£)	215	N.A.

FINANCIAL RESULTS £ per acre

	Average 1973-74	Average 1971-74	Premium Farms 1971-74
No. of Farm Records	11	35	16
Average Acreage	1303	1240	1299
<u>GROSS OUTPUT</u>			
Cattle	9.0	7.6	8.9
Sheep & Wool	3.5	3.2	2.8
Pigs	0.2	2.2	0.3
Poultry & Eggs	0.3	2.2	0.8
Milk	7.6	12.7	13.1
<u>Total Livestock</u>	<u>20.6</u>	<u>27.9</u>	<u>25.9</u>
Cereals (inc.Straw)	59.1	34.8	37.6
Fruit & Hops	1.6	9.8	3.2
Other Crops	24.5	15.9	21.0
<u>Total Crops</u>	<u>85.2</u>	<u>60.5</u>	<u>61.8</u>
Forage & Tillage Vln.Chgs.	-	0.7	0.7
Other Receipts	0.7	0.6	0.5
<u>GROSS OUTPUT</u>	<u>106.5</u>	<u>89.7</u>	<u>88.9</u>
<u>NET OUTPUT</u>	<u>98.8</u>	<u>79.7</u>	<u>80.9</u>
<u>GROSS MARGIN</u>	<u>78.3</u>	<u>59.5</u>	<u>63.3</u>

Farm Type: Large Scale - mainly Arable.

	Average 1973-74	Average 1971-74	Premium Farms 1971-74
<u>INPUTS</u>			
Bought Feed	4.2	6.8	4.7
Bought Seed	3.4	3.1	3.2
Fertilisers	7.6	6.6	6.5
Casual Labour	4.3	5.3	4.0
Contract Work	2.4	1.9	1.7
Misc.Variable costs	6.3	6.4	5.5
<u>Total Variable Costs</u>	<u>28.2</u>	<u>30.1</u>	<u>25.6</u>
Regular labour - paid	12.2	13.3	11.7
" " - unpaid	0.8	0.6	0.7
Machinery Depreciation	4.0	3.7	3.4
Fuel & Oil	2.0	2.5	2.2
Mach.Repairs,Veh.Tax & Insce.	4.5	4.2	3.8
Rent & Rates	10.4	9.4	9.0
General Overhead Costs	4.7	4.4	4.1
<u>Total Fixed Costs</u>	<u>38.6</u>	<u>38.1</u>	<u>34.9</u>
<u>TOTAL INPUTS</u>	<u>66.8</u>	<u>68.2</u>	<u>60.5</u>
Value of Home-Grown Cereals used on Farm	2.7	N.A.	N.A.



	Average 1973-74	Average 1971-74	Premium 1971-74
<u>PROFITABILITY</u> £ per acre			
MANAGEMENT & INVESTMENT INCOME.	39.7	21.4	28.4
NET FARM INCOME	39.9	21.7	28.7
RETURN ON TENANT'S CAPITAL	46%	28%	37%

TENANT'S CAPITAL £ per acre

Livestock	20.3	20.0	19.7
Crops & Cultivations	39.5	29.8	30.3
Stores, etc.,	8.2	6.5	5.5
Machinery & Equipment	<u>20.9</u>	<u>19.6</u>	<u>18.8</u>
<u>TOTAL</u>	<u>88.9</u>	<u>75.9</u>	<u>74.3</u>

Descriptive Statistics

1973-74

% of Land in:		
Cereals		64
Hops & Fruit		-
Other Crops		13
Forage		22
Bare Fallow		1

Grazing Livestock Units

	Number per 100 acres	As %
Dairy Cows	4.	23
Other Cattle	8	48
Sheep	7	29
<u>Total</u>	<u>19</u>	<u>100</u>

Farm Type: Large Scale - mainly Arable.

EFFICIENCY STANDARDS

	Average 1973-74	Premium 1971-74
Adjusted Gross Output per acre (£)	109	91
Standard Output per acre (£)	77	70
Output from Forage per Farm Forage Acre (£)	115	110
Grazing Livestock Output (less concentrate) per adjusted forage acre (£)	73	N.A.
Forage Acres per Grazing Livestock Unit	-	-
Adjusted Forage Acres per Grazing Livestock Unit	1.1	1.9
Gross Margin per £100 Labour (£)	555	N.A.
Labour Cost per 100 Standard Man- Days (£)	372	316
Machinery Costs per 1000 Tractor Hours (£):		
Licences, Insc, Repairs	431	287
Fuel and Electricity	200	237
Contract	225	167
Depreciation	<u>391</u>	<u>310</u>
<u>Total</u>	<u>1247</u>	<u>1001</u>
Gross Margin per £100 Machinery Costs (£)	642	N.A.
Gross Margin per £100 Labour & Machinery Costs (£)	279	N.A.

Enterprise Yield and Output figures are shown as whole-survey averages on page.....

FINANCIAL RESULTS £ per acre

	Average 1973-74	Average 1971-74	Premium Farms 1971-74
No. of Farm Records	7	26	12
Average Acreage	158	153	151
<u>GROSS OUTPUT</u>			
Cattle	9.8	6.3	3.0
Sheep & Wool	4.0	2.5	-
Pigs	131.9	120.5	159.9
Poultry & Eggs	60.6	30.3	17.6
Milk	-	5.4	-
<u>Total Livestock</u>	<u>206.3</u>	<u>165.0</u>	<u>180.5</u>
Cereals (inc.Straw)	20.6	13.9	15.4
Fruit & Hops	33.6	24.0	52.0
Other Crops	39.0	29.0	45.8
<u>Total Crops</u>	<u>93.2</u>	<u>66.9</u>	<u>113.2</u>
Forage & Tillage Vln.Chgs.	0.2	(-) 0.3	(-) 0.5
Other Receipts	3.7	3.4	3.5
<u>GROSS OUTPUT</u>	<u>303.4</u>	<u>235.0</u>	<u>296.7</u>
<u>NET OUTPUT</u>	<u>215.5</u>	<u>158.1</u>	<u>224.1</u>
<u>GROSS MARGIN</u>	<u>170.9</u>	<u>124.8</u>	<u>175.0</u>

Farm Type: Predominantly Pigs & Poultry.

	Average 1973-74	Average 1971-74	Premium Farms 1971-74
<u>INPUTS</u>			
Bought Feed	82.3	72.2	66.2
Bought Seed	5.6	4.7	6.3
Fertilisers	5.6	5.7	6.6
Casual Labour	14.7	11.8	20.6
Contract Work	3.1	2.5	1.4
Misc.Variable costs	21.2	13.3	20.5
<u>Total Variable Costs</u>	<u>132.5</u>	<u>110.2</u>	<u>121.6</u>
Regular labour - paid	29.2	23.9	29.9
" " - unpaid	7.8	11.2	11.8
Machinery Depreciation	12.5	8.9	13.3
Fuel & Oil	8.0	7.4	9.9
Mach.Repairs,Veh.Tax & Insce.	8.9	7.7	9.8
Rent & Rates	12.7	10.5	11.4
General Overhead Costs	11.1	10.0	10.5
<u>Total Fixed Costs</u>	<u>90.2</u>	<u>79.6</u>	<u>96.6</u>
<u>TOTAL INPUTS</u>	<u>222.7</u>	<u>189.8</u>	<u>218.2</u>
Value of Home-Grown Cereals used on Farm	25.9	N.A.	N.A.

	Average 1973-74	Average 1971-74	Premium 1971-74
<u>PROFITABILITY £ per acre</u>			
MANAGEMENT & INVESTMENT INCOME.	80.7	45.2	78.4
NET FARM INCOME	88.5	52.6	86.0
RETURN ON TENANT'S CAPITAL	45%	29%	45%

TENANT'S CAPITAL £ per acre

Livestock	64.2	54.2	61.1
Crops & Cultivations	26.6	26.6	33.3
Stores, etc.,	14.4	8.1	9.4
Machinery & Equipment	58.4	48.0	66.9
<u>TOTAL</u>	<u>163.6</u>	<u>136.9</u>	<u>170.7</u>

Descriptive Statistics

1973-74

% of Land in:			
Cereals		51	
Hops & Fruit		3	
Other Crops		13	
Forage		29	
Bare Fallow		4	
<u>Grazing Livestock Units</u>	Number per 100 acres		As %
Dairy Cows	-		-
Other Cattle	8		83
Sheep	2		17
<u>Total</u>	<u>10</u>		<u>100</u>

Farm Type: Predominantly Pigs/Poultry.

EFFICIENCY STANDARDS

	Average 1973-74	Premium 1971-74
Adjusted Gross Output per acre (£)	326	315
Standard Output per acre (£)	235	249
Output from Forage per Farm Forage Acre (£)	58	73
Grazing Livestock Output (less concentrate) per adjusted forage acre (£)	49	N.A.
Forage Acres per Grazing Livestock Unit	-	-
Adjusted Forage Acres per Grazing Livestock Unit	1.9	1.7
Gross Margin per £100 Labour (£)	335	N.A.
Labour Cost per 100 Standard Man- Days (£)	466	465
Machinery Costs per 1000 Tractor Hours (£):		
Licences, Insce, Repairs	702	416
Fuel and Electricity	589	648
Contract	330	288
Depreciation	906	796
<u>Total</u>	<u>2527</u>	<u>2148</u>
Gross Margin per £100 Machinery Costs (£)	539	N.A.
Gross Margin per £100 Labour & Machinery Costs (£)	204	N.A.

FINANCIAL RESULTS £ per acre

	Average 1973-74	Average 1971-74	Premium Farms 1971-74
No. of Farm Records	11	34	15
Average Acreage	168	170	153
<u>GROSS OUTPUT</u>			
Cattle	5.3	4.5	5.4
Sheep & Wool	6.2	6.0	4.0
Pigs	60.3	45.7	67.0
Poultry & Eggs	62.6	45.4	65.3
Milk	7.9	2.6	-
<u>Total Livestock</u>	<u>142.3</u>	<u>104.2</u>	<u>141.7</u>
Cereals (inc.Straw)	23.4	17.8	21.7
Fruit & Hops	45.2	21.8	32.6
Other Crops	30.4	26.8	40.3
<u>Total Crops</u>	<u>99.0</u>	<u>66.4</u>	<u>94.6</u>
Forage & Tillage Vln.Chgs.	0.5	(-) 0.2	(-) 0.1
Other Receipts	3.9	2.1	3.2
<u>GROSS OUTPUT</u>	<u>245.7</u>	<u>172.5</u>	<u>239.4</u>
<u>NET OUTPUT</u>	<u>181.9</u>	<u>122.7</u>	<u>176.3</u>
<u>GROSS MARGIN</u>	<u>135.1</u>	<u>92.3</u>	<u>136.9</u>

Farm Type :Arable, Pigs & Poultry.

	Average 1973-74	Average 1971-74	Premium Farms 1971-74
<u>INPUTS</u>			
Bought Feed	59.6	46.2	58.5
Bought Seed	4.2	3.7	4.7
Fertilisers	5.0	4.9	5.0
Casual Labour	15.6	10.8	14.5
Contract Work	4.3	3.5	5.0
Misc.Variable costs	21.8	11.2	14.8
<u>Total Variable Costs</u>	<u>110.5</u>	<u>80.3</u>	<u>102.5</u>
Regular labour - paid	22.9	17.4	22.2
" " - unpaid	7.8	7.4	6.6
Machinery Depreciation	9.3	6.6	9.5
Fuel & Oil	6.2	5.1	6.8
Mach.Repairs,Veh.Tax & Inscce.	9.1	6.6	8.9
Rent & Rates	14.0	10.0	12.0
General Overhead Costs	9.0	7.4	10.0
<u>Total Fixed Costs</u>	<u>78.3</u>	<u>60.5</u>	<u>76.0</u>
<u>TOTAL INPUTS</u>	<u>188.8</u>	<u>140.8</u>	<u>178.5</u>
Value of Home-Grown Cereals used on Farm	22.4	N.A.	N.A.

	Average 1973-74	Average 1971-74	Premium 1971-74
<u>PROFITABILITY £ per acre</u>			
MANAGEMENT & INVESTMENT INCOME.	56.8	31.8	61.0
NET FARM INCOME	64.3	38.7	67.6
RETURN ON TENANT'S CAPITAL	38%	25%	42%

TENANT'S CAPITAL £ per acre

Livestock	46.6	35.3	45.1
Crops & Cultivations	32.0	26.1	33.8
Stores, etc.,	14.7	7.5	9.7
Machinery & Equipment	<u>44.7</u>	<u>34.8</u>	<u>46.4</u>
<b>TOTAL</b>	<b><u>138.0</u></b>	<b><u>103.6</u></b>	<b><u>135.0</u></b>

Descriptive Statistics

1973-74

% of Land in:	Cereals	49	
	Hops & Fruit	8	
	Other Crops	13	
	Forage	29	
	Bare Fallow	1	
<u>Grazing Livestock Units</u>	Number per 100 acres		As %
	Dairy Cows	2	11
	Other Cattle	4	22
	Sheep	10	67
	<b>Total</b>	<b><u>16</u></b>	<b><u>100</u></b>

Farm Type: Arable, Pigs/Poultry.

EFFICIENCY STANDARDS

	Average 1973-74	Premium 1971-74
Adjusted Gross Output per acre (£)	264	254
Standard Output per acre (£)	143	174
Output from Forage per Farm Forage Acre (£)	79	98
Grazing Livestock Output (less concentrate) per adjusted forage acre (£)	57	N.A.
Forage Acres per Grazing Livestock Unit	-	-
Adjusted Forage Acres per Grazing Livestock Unit	1.8	1.3
Gross Margin per £100 Labour (£)	339	N.A.
Labour Cost per 100 Standard Man- Days (£)	422	403
Machinery Costs per 1000 Tractor Hours (£):		
Licences, Insce, Repairs	613	566
Fuel and Electricity	444	536
Contract	384	305
Depreciation	<u>644</u>	<u>653</u>
<b>Total</b>	<b><u>2085</u></b>	<b><u>2060</u></b>
Gross Margin per £100 Machinery Costs (£)	478	N.A.
Gross Margin per £100 Labour & Machinery Costs (£)	190	N.A.

FINANCIAL RESULTS £ per acre

	Average 1973-74	Average 1971-74	Premium Farms 1971-74
No. of Farm Records	6	18	8
Average Acreage	261	235	138
<u>GROSS OUTPUT</u>			
Cattle	5.5	9.1	15.0
Sheep & Wool	15.9	12.0	12.4
Pigs	14.8	14.1	11.5
Poultry & Eggs	18.3	19.9	38.0
Milk	-	-	-
<u>Total Livestock</u>	<u>54.5</u>	<u>55.1</u>	<u>76.9</u>
Cereals (inc.Straw)	31.9	19.9	17.6
Fruit & Hops	1.0	1.1	2.4
Other Crops	3.0	2.8	3.7
<u>Total Crops</u>	<u>35.9</u>	<u>23.8</u>	<u>23.7</u>
Forage & Tillage Vln.Chgs.(-)	0.4	(-) 0.3	(-) 0.9
Other Receipts	1.8	1.6	1.8
<u>GROSS OUTPUT</u>	<u>91.8</u>	<u>80.2</u>	<u>101.5</u>
<u>NET OUTPUT</u>	<u>69.3</u>	<u>57.9</u>	<u>70.5</u>
<u>GROSS MARGIN</u>	<u>52.6</u>	<u>45.4</u>	<u>56.7</u>

Farm Type: Sheep/Cattle, Pigs/Poultry & Arable.

	Average 1973-74	Average 1971-74	Premium Farms 1971-74
<u>INPUTS</u>			
Bought Feed	19.6	20.2	28.9
Bought Seed	2.9	2.1	2.1
Fertilisers	5.4	4.0	3.1
Casual Labour	4.2	2.6	2.9
Contract Work	1.6	2.0	2.9
Misc. Variable costs	5.5	3.8	4.9
<u>Total Variable Costs</u>	<u>39.2</u>	<u>34.7</u>	<u>44.8</u>
Regular labour - paid	4.0	7.2	7.8
" " - unpaid	7.3	6.9	8.7
Machinery Depreciation	3.8	3.7	3.5
Fuel & Oil	2.7	2.4	2.6
Mach.Repairs, Veh. Tax & Insce.	4.4	3.9	4.1
Rent & Rates	8.5	6.8	6.3
General Overhead Costs	4.5	3.7	4.2
<u>Total Fixed Costs</u>	<u>35.2</u>	<u>34.6</u>	<u>37.2</u>
<u>TOTAL INPUTS</u>	<u>74.4</u>	<u>69.3</u>	<u>82.0</u>
Value of Home-Grown Cereals used on Farm	7.8	N.A.	N.A.

	Average 1973-74	Average 1971-74	Premium 1971-74
<u>PROFITABILITY £ per acre</u>			
MANAGEMENT & INVESTMENT INCOME.	17.3	10.8	19.6
NET FARM INCOME	24.6	17.7	28.3
RETURN ON TENANT'S CAPITAL	22%	14%	26%

TENANT'S CAPITAL £ per acre

Livestock	31.2	29.8	37.6
Crops & Cultivations	17.9	15.3	11.5
Stores, etc.,	5.9	5.0	6.0
Machinery & Equipment	21.8	21.3	20.7
<b>TOTAL</b>	<b>76.8</b>	<b>71.4</b>	<b>75.8</b>

Descriptive Statistics

1973-74

% of Land in:		
Cereals		47
Hops & Fruit		1
Other Crops		3
Forage		49
Bare Fallow		-

<u>Grazing Livestock Units</u>	Number per 100 acres	As %
Dairy Cows	-	-
Other Cattle	6	17
Sheep	31	83
<b>Total</b>	<b>37</b>	<b>100</b>

Farm Type: Sheep/Cattle, Pigs/Poultry & Arable.

EFFICIENCY STANDARDS

	Average 1973-74	Premium 1971-74
Adjusted Gross Output per acre (£)	98	108
Standard Output per acre (£)	88	89
Output from Forage per Farm Forage Acre (£)	48	61
Grazing Livestock Output (less concentrate) per adjusted forage acre (£)	31	N.A.
Forage Acres per Grazing Livestock Unit	-	-
Adjusted Forage Acres per Grazing Livestock Unit	1.4	1.4
Gross Margin per £100 Labour (£)	365	N.A.
Labour Cost per 100 Standard Man- Days (£)	377	312
Machinery Costs per 1000 Tractor Hours (£):		
Licences, Insc, Repairs	447	384
Fuel and Electricity	290	312
Contract	141	202
Depreciation	381	274
<b>Total</b>	<b>1259</b>	<b>1172</b>
Gross Margin per £100 Machinery Costs (£)	422	N.A.
Gross Margin per £100 Labour & Machinery Costs (£)	192	N.A.

FINANCIAL RESULTS & per acre

	Average 1973-74	Average 1971-74	Premium Farms 1971-74
No. of Farm Records	3	11	5
Average Acreage	246	281	317
<u>GROSS OUTPUT</u>			
Cattle	21.8	19.0	19.1
Sheep & Wool	-	-	-
Pigs	95.9	57.0	62.8
Poultry & Eggs	0.5	6.9	3.9
Milk	<u>74.7</u>	<u>59.6</u>	<u>51.2</u>
<u>Total Livestock</u>	<u>192.9</u>	<u>142.5</u>	<u>137.0</u>
Cereals (inc.Straw)	9.2	8.9	9.0
Fruit & Hops	-	-	-
Other Crops	<u>8.8</u>	<u>8.6</u>	<u>9.5</u>
<u>Total Crops</u>	<u>18.0</u>	<u>17.5</u>	<u>18.5</u>
Forage & Tillage Vln.Chgs. (-)	0.7	0.3	(-) 0.2
Other Receipts	<u>1.3</u>	<u>0.6</u>	<u>0.6</u>
<u>GROSS OUTPUT</u>	<u>211.5</u>	<u>160.9</u>	<u>155.9</u>
<u>NET OUTPUT</u>	<u>121.6</u>	<u>103.2</u>	<u>104.3</u>
<u>GROSS MARGIN</u>	<u>95.6</u>	<u>84.4</u>	<u>87.0</u>

Farm Type :Milk,Pigs/Poultry & Arable.

	Average 1973-74	Average 1971-74	Premium Farms 1971-74
<u>INPUTS</u>			
Bought Feed	86.0	54.9	48.5
Bought Seed	3.8	2.8	3.1
Fertilisers	8.9	7.6	6.9
Casual Labour	1.8	2.1	2.3
Contract Work	2.2	1.4	1.3
Misc.Variable costs	<u>13.0</u>	<u>7.7</u>	<u>6.8</u>
<u>Total Variable Costs</u>	<u>115.7</u>	<u>76.5</u>	<u>68.9</u>
Regular labour - paid	29.6	23.8	23.9
" " - unpaid	3.6	4.2	2.1
Machinery Depreciation	7.3	5.4	4.7
Fuel & Oil	5.1	4.4	4.7
Mach.Repairs,Veh.Tax & Insce.	8.9	7.2	7.3
Rent & Rates	14.8	11.6	11.0
General Overhead Costs	<u>9.2</u>	<u>9.4</u>	<u>8.3</u>
<u>Total Fixed Costs</u>	<u>78.5</u>	<u>66.0</u>	<u>62.0</u>
<u>TOTAL INPUTS</u>	<u>194.2</u>	<u>142.5</u>	<u>130.9</u>
Value of Home-Grown Cereals used on Farm	<u>25.5</u>	<u>N.A.</u>	<u>N.A.</u>



	Average 1973-74	Average 1971-74	Premium 1971-74
<b>PROFITABILITY £ per acre</b>			
MANAGEMENT & INVESTMENT INCOME.	17.2	18.3	25.1
NET FARM INCOME	20.8	22.5	27.1
RETURN ON TENANT'S CAPITAL	12%	12%	22%

TENANT'S CAPITAL £ per acre

Livestock	92.3	63.4	60.6
Crops & Cultivations	13.4	12.8	13.9
Stores, etc.,	16.1	10.0	9.2
Machinery & Equipment	37.0	31.1	27.9
<b>TOTAL</b>	<u>158.8</u>	<u>117.3</u>	<u>111.6</u>

Descriptive Statistics

1973-74

% of Land in:			
Cereals		41	
Hops & Fruit		-	
Other Crops		3	
Forage		56	
Bare Fallow		-	
<u>Grazing Livestock Units</u>	Number per 100 acres		As %
Dairy Cows	29		65
Other Cattle	16		35
Sheep	-		-
<b>Total</b>	<u>45</u>		<u>100</u>

Farm Type: Milk, Pigs/Poultry and Arable.

EFFICIENCY STANDARDS

	Average 1973-74	Premium 1971-74
Adjusted Gross Output per acre (£)	237	168
Standard Output per acre (£)	184	142
Output from Forage per Farm Forage Acre (£)	177	135
Grazing Livestock Output (less concentrate) per adjusted forage acre (£)	122	N.A.
Forage Acres per Grazing Livestock Unit	-	-
Adjusted Forage Acres per Grazing Livestock Unit	1.3	1.3
Gross Margin per £100 Labour (£)	283	N.A.
Labour Cost per 100 Standard Man- Days (£)	491	426
Machinery Costs per 1000 Tractor Hours (£):		
Licences, Inscce, Repairs	701	431
Fuel and Electricity	417	369
Contract	175	188
Depreciation	593	506
<b>Total</b>	<u>1886</u>	<u>1494</u>
Gross Margin per £100 Machinery Costs (£)	409	N.A.
Gross Margin per £100 Labour & Machinery Costs (£)	163	N.A.

FINANCIAL RESULTS £ per acre

	Average 1973-74	Average 1971-74	Premium Farms 1971-74
No. of Farm Records	9	24	13
Average Acreage	224	188	191
<u>GROSS OUTPUT</u>			
Cattle	2.6	2.4	0.2
Sheep & Wool	3.0	2.1	0.9
Pigs	-	-	-
Poultry & Eggs	2.5	2.2	2.9
Milk	-	-	-
<u>Total Livestock</u>	<u>8.1</u>	<u>6.7</u>	<u>4.0</u>
Cereals (inc.Straw)	17.6	13.3	13.5
Fruit & Hops	218.0	173.8	214.8
Other Crops	20.7	20.9	21.2
<u>Total Crops</u>	<u>256.3</u>	<u>208.0</u>	<u>249.5</u>
Forage & Tillage Vln.Chgs.	2.1	0.8	0.2
Other Receipts	3.0	2.6	1.7
<u>GROSS OUTPUT</u>	<u>269.5</u>	<u>218.1</u>	<u>255.4</u>
<u>NET OUTPUT</u>	<u>261.7</u>	<u>211.0</u>	<u>249.0</u>
<u>GROSS MARGIN</u>	<u>161.7</u>	<u>129.2</u>	<u>165.7</u>

Farm Type: Intensive Arable - Fruit.

	Average 1973-74	Average 1971-74	Premium Farms 1971-74
<u>INPUTS</u>			
Bought Feed	2.1	1.7	1.7
Bought Seed	5.8	5.3	4.7
Fertilisers	6.9	6.4	6.4
Casual Labour	44.4	34.3	29.7
Contract Work	3.4	3.2	3.9
Misc.Variable costs	45.2	37.9	43.3
<u>Total Variable Costs</u>	<u>107.8</u>	<u>88.8</u>	<u>89.7</u>
Regular labour - paid	18.0	14.6	19.2
" " - unpaid	21.2	15.3	19.8
Machinery Depreciation	8.8	7.1	7.6
Fuel & Oil	5.3	4.5	4.9
Mach.Repairs,Veh.Tax & Insce.	9.1	7.8	8.7
Rent & Rates	15.6	10.7	13.1
General Overhead Costs	11.7	10.7	12.8
<u>Total Fixed Costs</u>	<u>89.7</u>	<u>70.7</u>	<u>86.1</u>
<u>TOTAL INPUTS</u>	<u>197.5</u>	<u>108.5</u>	<u>175.8</u>
Value of Home-Grown Cereals used on Farm	0.9	N.A.	N.A.

	Average 1973-74	Average 1971-74	Premium 1971-74
<u>PROFITABILITY</u> £ per acre			
MANAGEMENT & INVESTMENT INCOME.	72.0	58.5	79.6
NET FARM INCOME	82.8	68.6	90.9
RETURN ON TENANT'S CAPITAL	49%	40%	59%

TENANT'S CAPITAL £ per acre

Livestock	5.9	4.6	1.2
Crops & Cultivations	116.8	87.7	92.6
Stores, etc.,	9.1	7.8	9.8
Machinery & Equipment	<u>41.1</u>	<u>36.0</u>	<u>42.2</u>
<b>TOTAL</b>	<u><u>172.9</u></u>	<u><u>136.1</u></u>	<u><u>145.8</u></u>

Descriptive Statistics

1973-74

% of Land in:			
Cereals		21	
Hops & Fruit		55	
Other Crops		7	
Forage		15	
Bare Fallow		2	
<u>Grazing Livestock Units</u>			
	Number per 100 acres		As %
Dairy Cows	-		-
Other Cattle	3		40
Sheep	4		60
<u>Total</u>	<u>7</u>		<u>100</u>

Farm Type: Intensive Arable - Fruit.

EFFICIENCY STANDARDS

	Average 1973-74	Premium 1971-74
Adjusted Gross Output per acre (£)	267	254
Standard Output per acre (£)	155	146
Output from Forage per Farm Forage Acre (£)	58	-
Grazing Livestock Output (less concentrate) per adjusted forage acre (£)	43	N.A.
Forage Acres per Grazing Livestock Unit	-	-
Adjusted Forage Acres per Grazing Livestock Unit	1.4	-
Gross Margin per £100 Labour (£)	206	N.A.
Labour Cost per 100 Standard Man- Days (£)	280	221
Machinery Costs per 1000 Tractor Hours (£):		
Licences, Inscce, Repairs	467	350
Fuel and Electricity	265	300
Contract	207	218
Depreciation	447	436
<u>Total</u>	<u>1386</u>	<u>1304</u>
Gross Margin per £100 Machinery Costs (£)	608	N.A.
Gross Margin per £100 Labour & Machinery Costs (£)	150	N.A.

Enterprise Yield and Output figures are shown as whole-survey averages on page.....

FINANCIAL RESULTS £ per acre

	Average 1973-74	Average 1971-74	Premium Farms 1971-74
No. of Farm Records	11	37	16
Average Acreage	226	264	271
<u>GROSS OUTPUT</u>			
Cattle	7.6	7.2	9.3
Sheep & Wool	6.2	5.2	5.6
Pigs	4.2	3.7	3.0
Poultry & Eggs	13.6	8.4	9.4
Milk	-	-	-
<u>Total Livestock</u>	<u>31.6</u>	<u>24.5</u>	<u>27.3</u>
Cereals (inc.Straw)	27.9	18.9	18.4
Fruit & Hops	81.3	80.0	107.1
Other Crops	3.9	4.0	5.8
<u>Total Crops</u>	<u>113.1</u>	<u>102.9</u>	<u>131.3</u>
Forage & Tillage Vln.Chgs. (-)0.1 (-) 0.2 (-) 0.7			
Other Receipts	3.7	4.0	5.2
<u>GROSS OUTPUT</u>	<u>148.3</u>	<u>131.2</u>	<u>163.1</u>
<u>NET OUTPUT</u>	<u>134.0</u>	<u>120.2</u>	<u>152.6</u>
<u>GROSS MARGIN</u>	<u>85.8</u>	<u>78.3</u>	<u>105.1</u>

Farm Type: Intensive Arable - Hops/Fruit.

	Average 1973-74	Average 1971-74	Premium Farms 1971-74
<u>INPUTS</u>			
Bought Feed	10.6	7.8	7.2
Bought Seed	3.7	3.2	3.3
Fertilisers	5.7	5.7	6.1
Casual Labour	13.3	13.9	17.6
Contract Work	4.3	3.4	2.7
Misc.Variable costs	24.9	18.9	21.2
<u>Total Variable Costs</u>	<u>62.5</u>	<u>52.9</u>	<u>58.1</u>
Regular labour - paid	23.3	24.5	34.2
" " - unpaid	3.7	2.6	2.0
Machinery Depreciation	7.0	6.3	7.3
Fuel & Oil	4.9	4.7	4.4
Mach.Repairs,Veh.Tax & Insce.	7.5	7.0	7.8
Rent & Rates	12.4	10.8	11.7
General Overhead Costs	7.2	7.3	8.1
<u>Total Fixed Costs</u>	<u>66.0</u>	<u>63.2</u>	<u>75.5</u>
<u>TOTAL INPUTS</u>	<u>128.5</u>	<u>116.1</u>	<u>133.6</u>
Value of Home-Grown Cereals used on Farm	4.9	N.A.	N.A.

	Average 1973-74	Average 1971-74	Premium 1971-74
<u>PROFITABILITY £ per acre</u>			
MANAGEMENT & INVESTMENT INCOME.	19.7	15.1	29.5
NET FARM INCOME	22.8	17.4	30.6
RETURN ON TENANT'S CAPITAL	21%	18%	32%

TENANT'S CAPITAL £ per acre

Livestock	22.0	18.2	19.6
Crops & Cultivations	24.1	26.2	25.1
Stores, etc.,	12.3	9.3	9.2
Machinery & Equipment	35.2	33.9	38.0
<b>TOTAL</b>	<u>93.6</u>	<u>87.6</u>	<u>91.9</u>

Descriptive Statistics

1973-74

% of Land in:			
Cereals		40	
Hops & Fruit		21	
Other Crops		2	
Forage		35	
Bare Fallow		2	
<u>Grazing Livestock Units</u>	Number per 100 acres		As %
Dairy Cows	-		-
Other Cattle	10		64
Sheep	9		36
<b>Total</b>	<u>19</u>		<u>100</u>

Farm Type: Intensive Arable - Hops/Fruit.

EFFICIENCY STANDARDS

	Average 1973-74	Premium 1971-74
Adjusted Gross Output per acre (£)	149	162
Standard Output per acre (£)	117	120
Output from Forage per Farm Forage Acre (£)	51	59
Grazing Livestock Output (less concentrate) per adjusted forage acre (£)	38	N.A.
Forage Acres per Grazing Livestock Unit	-	-
Adjusted Forage Acres per Grazing Livestock Unit	1.7	1.7
Gross Margin per £100 Labour (£)	263	N.A.
Labour Cost per 100 Standard Man- Days (£)	263	295
Machinery Costs per 1000 Tractor Hours (£):		
Licences, Insce, Repairs	395	261
Fuel and Electricity	263	235
Contract	262	146
Depreciation	394	339
<b>Total</b>	<u>1314</u>	<u>981</u>
Gross Margin per £100 Machinery Costs (£)	406	N.A.
Gross Margin per £100 Labour & Machinery Costs (£)	139	N.A.

FINANCIAL RESULTS & per acre

	Average 1973-74	Average 1971-74	Premium Farms 1971-74
No. of Farm Records	7	18	10
Average Acreage	251	241	235
<u>GROSS OUTPUT</u>			
Cattle	0.3	0.3	-
Sheep & Wool	-	-	-
Pigs	20.1	20.9	33.7
Poultry & Eggs	-	-	-
Milk	-	-	-
<u>Total Livestock</u>	<u>20.4</u>	<u>21.2</u>	<u>33.7</u>
Cereals (inc.Straw)	48.8	34.5	30.6
Fruit & Hops	19.7	15.8	20.8
Other Crops	<u>101.6</u>	<u>85.5</u>	<u>95.2</u>
<u>Total Crops</u>	<u>170.1</u>	<u>135.8</u>	<u>146.6</u>
Forage & Tillage Vln.Chgs. (-)	0.6	-	(-) 0.6
Other Receipts	2.9	1.9	1.4
<u>GROSS OUTPUT</u>	<u>192.8</u>	<u>158.9</u>	<u>181.1</u>
<u>NET OUTPUT</u>	<u>176.1</u>	<u>141.6</u>	<u>159.7</u>
<u>GROSS MARGIN</u>	<u>125.0</u>	<u>102.0</u>	<u>119.6</u>

Farm Type: Intensive Arable - Field Vegetables.

	Average 1973-74	Average 1971-74	Premium Farms 1971-74
<u>INPUTS</u>			
Bought Feed	8.3	9.9	15.0
Bought Seed	8.4	7.4	6.4
Fertilisers	9.3	7.9	7.5
Casual Labour	14.0	10.2	7.2
Contract Work	4.1	3.4	4.0
Misc.Variable costs	<u>23.7</u>	<u>18.1</u>	<u>21.5</u>
<u>Total Variable Costs</u>	<u>67.8</u>	<u>56.9</u>	<u>61.6</u>
Regular labour - paid	26.2	25.2	27.8
" " - unpaid	7.7	6.1	7.6
Machinery Depreciation	7.5	7.2	7.5
Fuel & Oil	4.6	4.1	4.1
Mach.Repairs,Vch.Tax & Insee.	7.5	7.0	7.7
Rent & Rates	13.1	11.4	11.8
General Overhead Costs	<u>6.9</u>	<u>6.4</u>	<u>6.9</u>
<u>Total Fixed Costs</u>	<u>73.5</u>	<u>67.4</u>	<u>73.4</u>
<u>TOTAL INPUTS</u>	<u>141.3</u>	<u>124.3</u>	<u>135.0</u>
Value of Home-Grown Cereals used on Farm	<u>4.8</u>	<u>N.A.</u>	<u>N.A.</u>

	Average 1973-74	Average 1971-74	Premium 1971-74
<u>PROFITABILITY £ per acre</u>			
MANAGEMENT & INVESTMENT INCOME.	51.5	34.6	46.1
NET FARM INCOME	55.6	38.3	53.0
RETURN ON TENANT'S CAPITAL	49%	38%	52%

TENANT'S CAPITAL £ per acre

Livestock	5.9	6.9	9.5
Crops & Cultivations	42.1	33.5	31.8
Stores, etc.,	9.3	8.8	7.9
Machinery & Equipment	<u>41.0</u>	<u>39.4</u>	<u>40.2</u>
<b>TOTAL</b>	<u><u>98.3</u></u>	<u><u>88.6</u></u>	<u><u>89.4</u></u>

Descriptive Statistics

1973-74

% of Land in: Cereals	52
Hops & Fruit	6
Other Crops	37
Forage	5
Bare Fallow	-

Grazing Livestock Units

	Number per 100 acres	As %
Dairy Cows	-	-
Other Cattle	-	-
Sheep	-	-
<b>Total</b>	<u>-</u>	<u>-</u>

Farm Type: Intensive Arable - Field Vegetables.

EFFICIENCY STANDARDS

	Average 1973-74	Premium 1971-74
Adjusted Gross Output per acre (£)	196	186
Standard Output per acre (£)	127	123
Output from Forage per Farm Forage Acre (£)	-	-
Grazing Livestock Output (less concentrate) per adjusted forage acre (£)	-	-
Forage Acres per Grazing Livestock Unit	-	-
Adjusted Forage Acres per Grazing Livestock Unit	-	-
Gross Margin per £100 Labour (£)	322	N.A.
Labour Cost per 100 Standard Man- Days (£)	414	342
Machinery Costs per 1000 Tractor Hours (£):		
Licences, Insce, Repairs	510	433
Fuel and Electricity	299	333
Contract	292	288
Depreciation	<u>532</u>	<u>490</u>
<b>Total</b>	<u>1633</u>	<u>1544</u>
Gross Margin per £100 Machinery Costs (£)	575	N.A.
Gross Margin per £100 Labour & Machinery Costs (£)	199	N.A.

FINANCIAL RESULTS £ per acre

	Average 1973-74	Average 1971-74	Premium Farms 1971-74
No. of Farm Records	3	9	-
Average Acreage	207	208	N.A.
<u>GROSS OUTPUT</u>			
Cattle	16.7	22.9	-
Sheep & Wool	-	-	-
Pigs	-	-	-
Poultry & Eggs	-	-	-
Milk	<u>107.5</u>	<u>94.8</u>	-
<u>Total Livestock</u>	<u>124.2</u>	<u>117.7</u>	-
Cereals (inc.Straw)	11.3	6.1	-
Fruit & Hops	91.3	86.0	-
Other Crops	<u>1.0</u>	<u>0.8</u>	-
<u>Total Crops</u>	<u>103.6</u>	<u>92.9</u>	-
Forage & Tillage Vln.Chgs. (-)	3.6	0.2	-
Other Receipts	<u>1.6</u>	<u>1.6</u>	-
<u>GROSS OUTPUT</u>	<u>225.8</u>	<u>211.1</u>	-
<u>NET OUTPUT</u>	<u>166.0</u>	<u>163.4</u>	-
<u>GROSS MARGIN</u>	<u>88.1</u>	<u>92.7</u>	-

Farm Type: Intensive Arable-Hops/Fruit & Milk.

	Average 1973-74	Average 1971-74	Premium Farms 1971-74
<u>INPUTS</u>			
Bought Feed	57.9	45.9	-
Bought Seed	1.9	1.7	-
Fertilisers	9.2	8.7	-
Casual Labour	14.0	15.2	-
Contract Work	20.6	15.1	-
Misc.Variable costs	<u>34.0</u>	<u>31.8</u>	-
<u>Total Variable Costs</u>	<u>137.6</u>	<u>118.4</u>	-
Regular labour - paid	40.1	31.7	-
" " - unpaid	3.2	2.9	-
Machinery Depreciation	6.2	5.5	-
Fuel & Oil	4.8	4.4	-
Mach.Repairs,Veh.Tax & Insee.	10.4	8.2	-
Rent & Rates	14.2	12.4	-
General Overhead Costs	<u>11.1</u>	<u>15.6</u>	-
<u>Total Fixed Costs</u>	<u>90.1</u>	<u>80.7</u>	-
<u>TOTAL INPUTS</u>	<u>227.6</u>	<u>199.1</u>	-
Value of Home-Grown Cereals used on Farm	<u>2.8</u>	<u>N.A.</u>	-



	Average 1973-74	Average 1971-74	Premium 1971-74
<u>PROFITABILITY</u> £ per acre			N.A.
MANAGEMENT & INVESTMENT INCOME. (-)	1.8	11.9	-
NET FARM INCOME	1.4	14.8	-
RETURN ON TENANT'S CAPITAL	5%	12%	-

TENANT'S CAPITAL £ per acre

Livestock	70.5	59.0	-
Crops & Cultivations	21.5	23.4	-
Stores, etc.,	12.8	10.8	-
Machinery & Equipment	35.5	30.6	-
<u>TOTAL</u>	<u>140.3</u>	<u>123.8</u>	<u>-</u>

Descriptive Statistics

1973-74

% of Land in:		
Cereals		29
Hops & Fruit		33
Other Crops		-
Forage		38
Bare Fallow		-
<u>Grazing Livestock Units</u>	Number per 100 acres	As %
Dairy Cows	51	68
Other Cattle	22	32
Sheep	-	-
<u>Total</u>	<u>73</u>	<u>100</u>

Farm Type: Intensive Arable-Hops/Fruit & Milk.

EFFICIENCY STANDARDS

	Average 1973-74	Premium 1971-74
Adjusted Gross Output per acre (£)	231	N.A.
Standard Output per acre (£)	192	-
Output from Forage per Farm Forage Acre (£)	180	-
Grazing Livestock Output (less concentrate) per adjusted forage acre (£)	66	-
Forage Acres per Grazing Livestock Unit	-	-
Adjusted Forage Acres per Grazing Livestock Unit	1.7	-
Gross Margin per £100 Labour (£)	157	-
Labour Cost per 100 Standard Man- Days (£)	307	-
Machinery Costs per 1000 Tractor Hours (£):		
Licences, Inscce, Repairs	577	-
Fuel and Electricity	263	-
Contract	1099	-
Depreciation	385	-
<u>Total</u>	<u>2324</u>	<u>-</u>
Gross Margin per £100 Machinery Costs (£)	279	-
Gross Margin per £100 Labour & Machinery Costs (£)	97	-

WHOLE-SURVEY YIELDS AND OUTPUTS

<u>CROPS</u>	<u>AVERAGE</u>		<u>PREMIUM</u>	
	Yield per acre	Output per acre	Yield per acre	Output per acre
Wheat	36 cwt	£103	40 cwt	£120
Barley	32 cwt	£ 81	36 cwt	£ 94
Oats	35 cwt	£ 83	39 cwt	£ 98
Potatoes	11 ton	£238	13 ton	£303
Hops	-	£470	-	£613
Top Fruit	-	£363	-	£696
Small Fruit	-	£387	-	£651
Brassicas	-	£161	-	£317

DAIRY COWS

	Yield per Cow	Output per Cow	Yield per Cow	Output per Cow
Friesian	993 gal.	£236	1011 gal.	£261
Channel Island	711 gal.	£197	744 gal.	£201
Others	795 gal.	£189	923 gal.	£216

#### DEFINITION OF TERMS

Gross Output. Revenue adjusted for changes in valuation and purchase of livestock, i.e. (Closing Valuation + Revenue) - (Opening Valuation + Livestock Purchases). Value of produce consumed in the farmhouse or supplied to workers for which no payment is made is also included.

Net Output. Total Gross Output less the cost of Purchased Feed and Seed. This is a better comparative measure than gross output.

Inputs. Costs (after allowing for valuation changes and deducting livestock purchases) plus unpaid labour and rental value for owner-occupied land, less land ownership expenses, interest payments and paid management.

Variable Costs, (as used in the calculation of Gross Margin). Those costs which can be both allocated to a specific enterprise and which will vary in proportion to the scale of that enterprise.

Fixed Costs, (as used in the calculation of Gross Margins). Those costs which cannot easily be allocated to a specific enterprise and/or will not vary in proportion to small changes in the scale of the individual enterprises on the farm. Fuel and repairs are largely variable costs but they are usually treated as fixed costs because of the difficulty of allocating them and because the total sum alters little with small changes in the farm plan.

Rent & Rates includes an estimated rental value for land that is owner-occupied.

Unpaid Regular Labour. The value of the unpaid labour of the farmer and his family.

Gross Margin (Total for farm). Gross output less variable costs.

Management & Investment Income. Gross output less total inputs. This represents the reward to management and the return on tenant's capital invested in the farm, whether borrowed or not.

Net Farm Income is Management & Investment Income plus the value of the manual labour of the farmer and his wife.

Tenant's Capital is calculated by averaging the opening and closing valuations of livestock, crops and cultivations, stores, etc., and machinery and equipment.

Return on Tenant's Capital is Management & Investment Income expressed as a percentage of Tenant's Capital.

Crop Outputs. Sales plus Subsidies plus Market Value of produce retained and used on the farm for feed and seed, less Opening Valuation.

Adjusted Gross Output. Gross output plus the value of feed and seed grown and used on the farm, ignoring changes in forage and tillage valuations.

Standard Output of a sale crop or type of livestock is its average price, including deficiency payments, multiplied by its yield or physical output. Standard Output for the whole farm is the sum of the products of these Standard Outputs and the respective acres of sale crops and numbers of livestock. (For the standards used see Page 52).

Grazing Livestock Units are based on estimated annual starch equivalent requirements, a dairy cow representing 1 livestock unit. Figures for other stock are given on page 52.

Output from Forage. The output of dairy cows, other cattle and sheep, plus hay sales and keep let, less rented keep and purchases of bulk foods such as hay and brewers' grains; changes in forage valuations are also included.

Grazing Livestock Output. The output of dairy cows, other cattle and sheep.

Farm Forage Acres. The total acreage of crops grown for feeding to livestock, excluding cereals.

Forage Acres. Farm Forage Acres after allowing for the acreage equivalents of hay sales, forage valuations changes, and keep let and rented.

Adjusted Forage Acres. Forage Acres plus an acreage allowance for bought hay and other bulk feeds.

Milk Yield and Milk Sales per Cow. Total annual milk production and milk sales divided by the average number of cows and calved heifers during the year.

Gross Margin per £100 Labour. Gross Margin x 100 divided by the value of total labour input, including unpaid manual labour, but not including paid management.

Labour Cost per 100 Standard Man-Days. The value of total labour input x 100 divided by total standard man-days. A Standard Man-Day (or Man-Work Unit) represents eight hours of work by an adult male worker. The crop acreages and numbers of livestock are multiplied by the appropriate standard figures (see page 52) and the products are summed to give the total. 15% is added for maintenance requirements.

Machinery Costs per 1000 Tractor Units. Total annual machinery costs (i.e. depreciation, fuel and oil, repairs, vehicle tax and insurance and contract) x 1000 divided by the total number of tractor units. A tractor unit represents one hour of tractor work per annum. A total is obtained as for total standard man-days, using standard figures (see page 52), but no 15% is added.

Net Output per £100 Machinery Costs. Net output x 100 divided by the value of total labour input plus total annual machinery costs.

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Farm Management Pocketbook is also available, price 80p post free, from Publications, Department of Agricultural Economics, Wye College, Ashford, Kent. This booklet gives gross margins for different enterprises, together with detailed notes, and data on labour, machinery, building costs, capital, taxation, and many other items.

	Standard Output	Standard Man-Days	Tractor Units	Grazing Livestock Units
Wheat	70	1.5	8	-
Barley	60	1.5	8	-
Oats and Mixed Corn	60	1.5	8	-
Beans - threshed	65	2	7	-
Peas - threshed	75	2	11	-
Vining Peas	90	2	10	-
Potatoes	190	15	25	-
Sugar beet	130	10	29	-
Herbage Seeds	100	1	8	-
Hops (Mach./hand picked)	430	50/125	90/65	-
Dessert Apples	280	45	30	-
Culinary Apples	130	35	30	-
Feed Roots (cut/folded)	-	12/3	30/10	-
Kale (cut/folded)	-	6/1	40/9	-
Hay and Silage (1 cut/2 cuts)	-	1.5/2	6.5/10	-
Arable Silage	-	1.5	10	-
Grazing	-	0.5	2	-
Forage Sales	25	-	-	-
Keep Let	12	-	-	-
Bare Fallow	-	1	8	-
Dairy Cows (Parlour/Cowshed)	190	7/10	8	1
Bulls	-	4	7	1
Beef Cows	-	2.5	7	1
Barley Beef	110	3	4	-
15/18 month Beef (6-18 months)	80	3	5	.7
Other Cattle over 2 years	60	2.5	7	.8
" " 1-2 years	60	2	5	.6
" " 1/2-1 year *	30	1	3	.4
Calves, S.S. - to weaning *	70	-	-	-
" M.S. - " " *	60	1	1	.1
Others to 6 months *	40	2	1	.1
Ewes	13	.6	1.5	.2
Rams	-	.6	1	.2
Other Sheep over 6 months	9	.4	1	.2
Sows	120	4	2.5	-
Boars	-	2	.5	-
Other Pigs over 2 months	45	.75	1.2	-
Laying Birds (intensive/ Free Range)	2.5	.1/.25	.05	-
Fullets reared *	1	.05	.01	-
Broilers *	.3	.01	-	-
Turkeys *	1.7	.1	.02	-

\* Use numbers produced during the year for these livestock. For others, use average numbers during the year, as calculated from monthly livestock numbers.