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## FOREWORD

This booklet presents average financial data for 1974-75 and 1973-74, and average physical data for 1974-75. Premium figures, calculated from the most profitable 50% of farms in each group, are also given for 1974-75. All the information is derived from the Farm Management Survey.

Before comparisons are made between 1973-74 and 1974-75 it should be noted that the samples of farms are not identical. Moreover since the accounting procedures for Enterprise Outputs and Variable Inputs changed between the two years, figures for these items are not available for 1973-74. Please refer to page 49 for precise definitions.

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  
April, 1976.

The following staff members were involved in the collection and preparation of the information:

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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 1974/75

Farm Type	Av. ac.	S.O. p.acre	% Standard Output from:				Page
			Milk	S/C	P/P	Crops	
1. Predom.Milk - under 125 acres.	81	215	87	13	-	-	4
2. Predom.Milk - 125 - 200 acs.	160	160	78	15	-	7	6
3. Predom.Milk - over 200 acs.	341	145	75	15	-	10	8
4. Predom.Arable - under 250 acs.	148	120	2	16	6	76	10
5. Predom.Arable - 250 - 450 acs.	317	80	-	18	-	82	12
6. Predom.Arable - over 450 acs.	916	96	2	16	1	80	14
7. Milk & Arable - under 250 acs.	162	128	47	13	-	40	16
8. Milk & Arable - 250 - 450 acs.	379	121	49	17	-	34	18
9. Milk & Arable - over 450 acs.	778	107	44	14	-	42	20
10. Sh./Cattle & Ar.- under 250 acs.	150	68	1	47	3	49	22
11. Sh./Cattle & Ar.- over 250 acs.	410	70	-	43	-	57	24
12. Milk Sheep/Cattle and Arable	374	109	50	22	-	28	26
13. Predominantly Sheep/Cattle	204	69	-	75	2	23	28
14. Large-Scale: mainly Arable	1225	95	2	13	1	84	30
15. Predominantly Pigs/Poultry	285	273	-	-	86	14	32
16. Arable and Pigs/Poultry	255	272	-	5	56	39	34
17. Sh./Cattle,Pigs/Poultry & Ar.	271	126	-	26	37	37	36
18. Milk,Pigs/Poultry & Arable	246	238	34	8	42	16	38
19. Intensive Arable - Fruit	189	230	-	3	1	96	40
20. Intensive Arable - Hops/Fruit	204	136	-	11	-	89	42
21. Intensive Arable - Field Veg.	273	122	-	-	-	100	44
22. Intensive Arable - Hops/Fruit & Milk	206	245	47	10	-	43	46

FINANCIAL RESULTS: £ per acre

	Average 1974-75	Average 1973-74	Premium Farms 1974-75
No. of Farm Records	8	9	4
Average Acreage	81.0	82.0	61.1
<u>ENTERPRISE OUTPUTS</u>			
Dairy	187.8	N.A.	195.1
Other Cattle	15.4	-	12.1
Sheep & Wool	-	-	-
Pigs	-	-	-
Poultry & Eggs	-	-	-
Total Livestock	203.2	-	207.2
Cereals (inc. Straw)	-	-	-
Fruit & Hops	-	-	-
Other Crops	-	-	-
Total Crops	-	-	-
Miscellaneous Receipts	4.5	-	6.3
Forage & Tillage			
Valuation Changes(-)	2.3	-	(-)5.3
Profit or Loss on Previous Year's Valuation	-	-	-
TOTAL ENTERPRISE OUTPUT	205.4	-	208.2
NET OUTPUT	108.6	109.3	113.1
GROSS MARGIN	78.4	84.3	89.6

Farm Type: Predominantly Milk under 125 acres

	Average 1974-75	Average 1973-74	Premium Farms 1974-75
<u>INPUTS</u>			
Bought Feed	95.0	N.A.	94.5
Home-Grown Feed	0.8	-	0.1
Other Livestock V.C.'s	12.3	-	11.8
Seed (inc.Home-Grown)	1.0	-	0.4
Fertilisers	7.7	-	5.8
Crop Protection	0.5	-	0.5
Other Crop V.C.'s	0.9	-	0.1
Casual Labour	5.4	-	2.1
Contract Work	3.4	-	3.2
Total Variable Costs	127.0	-	118.6
Regular labour - paid	15.7	9.6	12.0
Regular labour - unpaid	20.1	16.2	25.5
Machinery Depreciation	7.9	8.4	10.6
Fuel & Oil	6.9	5.1	7.6
Mach.Repairs, Veh.Tax & Ins.	8.8	8.1	9.1
Rent & Rates	13.5	12.7	12.5
General Overhead Costs	7.8	8.8	7.1
Total Fixed Costs	80.7	68.9	84.3
TOTAL INPUTS	207.7	-	202.9

	Average 1974-75	Average 1973-74	Premium 1974-75
<u>PROFITABILITY</u>			
MANAGEMENT & INVESTMENT INCOME	(-) 2.3	15.4	5.3
NET FARM INCOME	16.4	30.2	28.0
RETURN ON TENANT'S CAPITAL	(-) 1.5%	11%	3.5%

<u>TENANT'S CAPITAL</u>			
Livestock	116.9	104.6	123.3
Crops and Cultivations	6.7	7.4	3.9
Stores, etc.	16.5	10.2	20.1
Machinery & Equipment	53.5	40.8	72.2
<b>TOTAL</b>	<b>193.6</b>	<b>163.0</b>	<b>219.6</b>

<u>DESCRIPTIVE STATISTICS</u>		1974-75	
% of Land in:			
Cereals		-	
Hops & Fruit		-	
Other Crops		-	
Forage		100.0	
Bare Fallow		-	
Grazing Livestock Units:	per 100 ac.	As %	
Dairy Cows	75.4	71.2	
Other Cattle	28.7	28.8	
Sheep	-	-	
<b>TOTAL</b>	<b>104.1</b>	<b>100.0</b>	

Farm Type: Predominantly Milk under 125 acres

<u>EFFICIENCY STANDARDS</u>	Average	Premium
Total Enterprise Output per acre (£)	205	208
Standard Output per acre (£)	215	227
Output From Forage per Farm Forage Acre (£)	183	189
Grazing Livestock Output (less concentrate) per Adjusted Forage Acre (£)	76	86
Forage Acres per Grazing Livestock Unit	1.1	1.1
Adjusted Forage Acres per Grazing Livestock Unit	1.9	1.6
Gross Margin per £100 Labour (£)	179	222
Labour Cost per 100 Standard Man-Days (£)	597	581
Machinery Costs per 1000 Tractor Hours (£):		
Licences, Insurance, Repairs	684	673
Fuel and Electricity	521	566
Contract	295	315
Depreciation	542	668
<b>Total</b>	<b>2042</b>	<b>2222</b>
Gross Margin per £100 Machinery Costs (£)	335	366
Gross Margin per £100 Labour and Machinery (£)	117	131

FINANCIAL RESULTS: £ per acre

	Average 1974-75	Average 1973-74	Premium Farms 1974-75
No. of Farm Records	10	11	5
Average Acreage	159.5	157.0	157.5
<u>ENTERPRISE OUTPUTS</u>			
Dairy	138.3	-	148.6
Other Cattle	9.5	-	12.7
Sheep & Wool	-	-	-
Pigs	-	-	-
Poultry & Eggs	-	-	-
Total Livestock	<u>147.8</u>	<u>-</u>	<u>161.4</u>
Cereals (inc. Straw)	9.4	-	10.4
Fruit & Hops	-	-	-
Other Crops	0.2	-	0.3
Total Crops	<u>9.6</u>	<u>-</u>	<u>10.8</u>
Miscellaneous Receipts	2.4	-	3.5
Forage & Tillage			
Valuation Changes	2.1	-	4.0
Profit or Loss on Previous Year's Valuation	-	-	-
TOTAL ENTERPRISE OUTPUT	<u><u>161.9</u></u>	<u><u>-</u></u>	<u><u>179.6</u></u>
NET OUTPUT	<u>103.4</u>	<u>106.3</u>	<u>127.2</u>
GROSS MARGIN	<u>78.6</u>	<u>84.9</u>	<u>101.8</u>

Farm Type: Predominantly Milk 125-200 Acres

	Average 1974-75	Average 1973-74	Premium Farms 1974-75
<u>INPUTS</u>			
Bought Feed	51.5	-	40.8
Home-Grown Feed	4.8	-	9.4
Other Livestock V.C.'s	7.6	-	8.1
Seed (inc. Home-Grown)	2.2	-	2.2
Fertilisers	11.1	-	12.3
Crop Protection	0.6	-	0.7
Other Crop V.C.'s	0.7	-	0.8
Casual Labour	1.9	-	0.6
Contract Work	3.0	-	2.8
Total Variable Costs	<u>83.2</u>	<u>-</u>	<u>77.8</u>
Regular labour - paid	20.2	16.3	22.6
Regular labour - unpaid	11.3	8.4	10.9
Machinery Depreciation	5.7	7.0	6.9
Fuel & Oil	5.2	4.5	4.5
Mach. Repairs, Veh. Tax & Ins.	5.9	6.2	6.5
Rent & Rates	13.3	10.2	15.0
General Overhead Costs	7.3	6.4	7.4
Total Fixed Costs	<u>69.0</u>	<u>59.0</u>	<u>73.7</u>
TOTAL INPUTS	<u><u>152.3</u></u>	<u><u>-</u></u>	<u><u>151.5</u></u>



	Average 1974-75	Average 1973-74	Premium 1974-75
<u>PROFITABILITY</u>			
MANAGEMENT & INVESTMENT INCOME	9.6	25.9	28.1
NET FARM INCOME	19.5	32.3	39.0
RETURN ON TENANT'S CAPITAL	7.7%	13%	19.4%
<u>TENANT'S CAPITAL</u>			
Livestock	95.3	100.5	90.0
Crops and Cultivations	9.1	7.8	14.7
Stores, etc.	8.2	4.9	7.4
Machinery & Equipment	32.2	29.8	37.3
TOTAL	144.8	143.0	149.4

	1974-75	
	per 100 ac.	As %
<u>DESCRIPTIVE STATISTICS</u>		
% of Land in: Cereals	11.7	
Hops & Fruit	-	
Other Crops	-	
Forage	88.3	
Bare Fallow	-	
Grazing Livestock Units:		
Dairy Cows	50.6	66.1
Other Cattle	26.2	33.9
Sheep	-	-
TOTAL	76.8	100.0

Farm Type: Predominantly Milk 125-200 Acres

	Average	Premium
<u>EFFICIENCY STANDARDS</u>		
Total Enterprise Output per acre (£)	161	179
Standard Output per acre (£)	159	168
Output From Forage per Farm Forage Acre (£)	157	178
Grazing Livestock Output (less concentrate) per Adjusted Forage Acre (£)	83	105
Forage Acres per Grazing Livestock Unit	1.2	1.1
Adjusted Forage Acres per Grazing Livestock Unit	1.8	1.6
Gross Margin per £100 Labour (£)	242	300
Labour Cost per 100 Standard Man-Days (£)	584	573
Machinery Costs per 1000 Tractor Hours (£):		
Licences, Insurance, Repairs	498	529
Fuel and Electricity	437	366
Contract	252	245
Depreciation	479	558
Total	1666	1698
Gross Margin per £100 Machinery Costs (£)	409	500
Gross Margin per £100 Labour and Machinery (£)	149	185

FINANCIAL RESULTS: £ per acre

	Average 1974-75	Average 1973-74	Premium Farms 1974-75
No. of Farm Records	14	15	7
Average Acreage	341.1	334.0	395.1
<u>ENTERPRISE OUTPUTS</u>			
Dairy	125.5	-	134.3
Other Cattle	12.5	-	15.1
Sheep & Wool	0.8	-	1.2
Pigs	-	-	-
Poultry & Eggs	-	-	-
Total Livestock	<u>138.8</u>	<u>-</u>	<u>150.7</u>
Cereals (inc. Straw)	15.0	-	15.2
Fruit & Hops	-	-	-
Other Crops	0.4	-	0.2
Total Crops	<u>15.4</u>	<u>-</u>	<u>15.4</u>
Miscellaneous Receipts	1.4	-	1.6
Forage & Tillage			
Valuation Changes	0.8	-	0.5
Profit or Loss on Previous Year's Valuation	0.1	-	-
TOTAL ENTERPRISE OUTPUT	<u>156.4</u>	<u>-</u>	<u>168.2</u>
NET OUTPUT	<u>105.1</u>	<u>103.9</u>	<u>121.1</u>
GROSS MARGIN	80.6	83.5	95.5

Farm Type: Predominantly Milk over 200 Acres

	Average 1974-75	Average 1973-74	Premium Farms 1974-75
<u>INPUTS</u>			
Bought Feed	39.6	-	35.2
Home-Grown Feed	9.2	-	9.7
Other Livestock V.C.'s	8.1	-	8.6
Seed (inc. Home-Grown)	2.5	-	2.3
Fertilisers	10.2	-	9.6
Crop Protection	0.8	-	0.8
Other Crop V.C.'s	0.9	-	1.2
Casual Labour	1.1	-	1.2
Contract Work	3.5	-	4.0
Total Variable Costs	<u>75.9</u>	<u>-</u>	<u>72.7</u>
Regular labour - paid	24.3	21.8	21.3
Regular labour - unpaid	3.7	2.3	5.2
Machinery Depreciation	5.9	5.4	6.4
Fuel & Oil	4.9	3.4	4.4
Mach. Repairs, Veh. Tax & Ins.	6.4	6.0	6.3
Rent & Rates	11.4	9.3	10.5
General Overhead Costs	6.8	7.9	7.3
Total Fixed Costs	<u>63.4</u>	<u>56.1</u>	<u>61.4</u>
TOTAL INPUTS	<u>139.3</u>	<u>-</u>	<u>134.1</u>

	Average 1974-75	Average 1973-74	Premium 1974-75
<u>PROFITABILITY</u>			
MANAGEMENT & INVESTMENT INCOME	17.2	27.3	34.1
NET FARM INCOME	19.3	29.1	36.2
RETURN ON TENANT'S CAPITAL	11%	22%	22.7%
<hr/>			
<u>TENANT'S CAPITAL</u>			
Livestock	77.0	77.2	81.9
Crops and Cultivations	14.8	14.6	14.1
Stores, etc.	10.5	8.3	9.8
Machinery & Equipment	34.0	29.9	37.0
TOTAL	136.3	130.0	142.8

	1974-75	
<u>DESCRIPTIVE STATISTICS</u>		
% of Land In:		
Cereals	19.8	
Hops & Fruit	-	
Other Crops	-	
Forage	79.9	
Bare Fallow	0.4	
Grazing Livestock Units:	per 100 ac.	As %
Dairy Cows	43.5	64
Other Cattle	22.0	32
Sheep	2.5	4
TOTAL	68.0	100

Farm Type: Predominantly Milk over 200 Acres

	Average	Premium
<u>EFFICIENCY STANDARDS</u>		
Total Enterprise Output per acre (£)	156	168
Standard Output per acre (£)	144	146
Output From Forage per Farm Forage Acre (£)	173	185
Grazing Livestock Output (less concentrate) per Adjusted Forage Acre (£)	102	109
Forage Acres per Grazing Livestock Unit	1.2	1.2
Adjusted Forage Acres per Grazing Livestock Unit	1.5	1.5
Gross Margin per £100 Labour (£)	286	355
Labour Cost per 100 Standard Man-Days (£)	585	541
Machinery Costs per 1000 Tractor Hours (£):		
Licences, Insurance, Repairs	615	583
Fuel and Electricity	463	395
Contract	319	326
Depreciation	562	598
Total	1959	1902
Gross Margin per £100 Machinery Costs (£)	395	470
Gross Margin per £100 Labour and Machinery (£)	161	195

FINANCIAL RESULTS: £ per acre

	Average 1974-75	Average 1973-74	Premium Farms 1974-75
No. of Farm Records	11	9	4
Average Acreage	148	149	166
<u>ENTERPRISE OUTPUTS</u>			
Dairy	3.5	-	0.0
Other Cattle	6.0	-	7.3
Sheep & Wool	4.9	-	3.4
Pigs	8.2	-	18.6
Poultry & Eggs	2.1	-	0.0
Total Livestock	24.7	-	29.3
Cereals (inc. Straw)	47.8	-	59.7
Fruit & Hops	22.5	-	4.8
Other Crops	35.3	-	27.7
Total Crops	105.6	-	92.1
Miscellaneous Receipts	5.0	-	5.1
Forage & Tillage Valuation Changes	1.2	-	.3
Profit or Loss on Previous Year's Valuation	4.2	-	9.6
TOTAL ENTERPRISE OUTPUT	140.7	-	136.4
NET OUTPUT	119.5	81.9	113.7
GROSS MARGIN	80.1	66.2	91.1

Farm Type: Predominantly Arable, under 250 acres.

	Average 1974-75	Average 1973-74	Premium Farms 1974-75
<u>INPUTS</u>			
Bought Feed	8.7	-	7.6
Home-Grown Feed	4.6	-	8.6
Other Livestock V.C.'s	1.4	-	1.2
Seed (inc. Home-Grown)	8.0	-	6.5
Fertilisers	8.4	-	8.7
Crop Protection	6.1	-	4.0
Other Crop V.C.'s	10.7	-	2.2
Casual Labour	2.3	-	.9
Contract Work	10.4	-	5.6
Total Variable Costs	60.5	-	45.3
Regular labour - paid	20.3	7.8	15.5
Regular labour - unpaid	12.3	11.4	10.1
Machinery Depreciation	5.9	4.2	7.0
Fuel & Oil	5.7	2.2	3.7
Mach. Repairs, Veh. Tax & Ins.	8.7	3.4	6.9
Rent & Rates	11.4	9.5	10.8
General Overhead Costs	7.0	5.4	5.6
Total Fixed Costs	71.3	43.9	59.6
TOTAL INPUTS	131.9	66.3	104.9

	Average 1974-75	Average 1973-74	Premium 1974-75
<u>PROFITABILITY</u>			
MANAGEMENT & INVESTMENT INCOME	8.8	22.4	31.5
NET FARM INCOME	18.9	31.2	39.9
RETURN ON TENANT'S CAPITAL	3.3	31	23.0
<hr/>			
<u>TENANT'S CAPITAL</u>			
Livestock	24.0	19.1	29.0
Crops and Cultivations	41.2	27.5	68.2
Stores, etc.	14.1	5.5	10.8
Machinery & Equipment	32.7	18.5	34.1
TOTAL	112.0	70.6	142.1

	1974-75	
<u>DESCRIPTIVE STATISTICS</u>		
% of Land in: Cereals	54	
Hops & Fruit	8	
Other Crops	13	
Forage	25	
Bare Fallow	0	
Grazing Livestock Units:	per 100 ac.	As %
Dairy Cows	1	4
Other Cattle	10	40
Sheep	14	56
TOTAL	25	100

Farm Type: Predominantly Arable; under 250 acres

	Average	Premium
<u>EFFICIENCY STANDARDS</u>		
Total Enterprise Output per acre (£)	141	136
Standard Output per acre (£)	120	119
Output From Forage per Farm Forage Acre (£)	64	61
Grazing Livestock Output (less concentrate) per Adjusted Forage Acre (£)	34	33
Forage Acres per Grazing Livestock Unit	--	-
Adjusted Forage Acres per Grazing Livestock Unit	-	-
Gross Margin per £100 Labour (£)	292	398
Labour Cost per 100 Standard Man-Days (£)	627	834
Machinery Costs per 1000 Tractor Hours (£):		
Licences, Insurance, Repairs	705	621
Fuel and Electricity	457	330
Contract	882	495
Depreciation	509	714
Total	2553	2160
Gross Margin per £100 Machinery Costs (£)	316	459
Gross Margin per £100 Labour and Machinery (£)	133	194

FINANCIAL RESULTS: £ per acre

	Average 1974-75	Average 1973-74	Premium Farms 1974-75
No. of Farm Records	14	10	7
Average Acreage	317.3	324.0	325.5
<u>ENTERPRISE OUTPUTS</u>			
Dairy	4.9	-	-
Other Cattle	13.6	-	16.3
Sheep & Wool	5.7	-	1.9
Pigs	-	-	-
Poultry & Eggs	0.1	-	0.2
Total Livestock	<u>24.3</u>	<u>-</u>	<u>18.3</u>
Cereals (inc. Straw)	56.5	-	71.2
Fruit & Hops	2.8	-	1.1
Other Crops	17.0	-	25.6
Total Crops	<u>76.3</u>	<u>-</u>	<u>97.9</u>
Miscellaneous Receipts	3.0	-	3.5
Forage & Tillage			
Valuation Changes	0.8	-	0.3
Profit or Loss on Previous Year's Valuation	4.1	-	3.3
TOTAL ENTERPRISE OUTPUT	<u>108.5</u>	<u>-</u>	<u>123.3</u>
NET OUTPUT	<u>95.1</u>	<u>99.4</u>	<u>111.2</u>
GROSS MARGIN	<u>71.1</u>	<u>78.7</u>	<u>86.0</u>

Farm Type: Predominantly Arable 250-450 Acres

	Average 1974-75	Average 1973-74	Premium Farms 1974-75
<u>INPUTS</u>			
Bought Feed	3.3	-	1.9
Home-Grown Feed	4.5	-	4.5
Other Livestock V.C.'s	1.7	-	1.2
Seed (inc. Home-Grown)	5.6	-	5.7
Fertilisers	10.5	-	11.4
Crop Protection	3.4	-	4.0
Other Crop V.C.'s	2.4	-	3.0
Casual Labour	3.7	-	3.2
Contract Work	2.3	-	2.3
Total Variable Costs	<u>37.4</u>	<u>-</u>	<u>37.3</u>
Regular labour - paid	13.7	13.0	13.2
Regular labour - unpaid	5.4	3.1	7.0
Machinery Depreciation	6.3	5.7	5.6
Fuel & Oil	3.9	2.5	3.5
Mach. Repairs, Veh. Tax & Ins.	6.4	4.8	6.3
Rent & Rates	11.2	10.0	11.4
General Overhead Costs	4.7	4.2	4.3
Total Fixed Costs	<u>51.5</u>	<u>43.3</u>	<u>51.3</u>
TOTAL INPUTS	<u>88.9</u>	<u>-</u>	<u>88.6</u>

	Average 1974-75	Average 1973-74	Premium 1974-75
<u>PROFITABILITY</u>			
MANAGEMENT & INVESTMENT INCOME	19.6	35.4	34.8
NET FARM INCOME	22.4	38.1	37.5
RETURN ON TENANT'S CAPITAL	26.4%	45%	50.6%
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<u>TENANT'S CAPITAL</u>			
Livestock	26.3	16.3	21.6
Crops and Cultivations	30.6	31.0	32.2
Stores, etc.	11.5	10.6	14.6
Machinery & Equipment	33.5	30.0	33.9
TOTAL	101.9	87.9	102.3

	1974-75	
<u>DESCRIPTIVE STATISTICS</u>		
% of Land in: Cereals	61.0	
Hops & Fruit	0.7	
Other Crops	9.3	
Forage	27.9	
Bare Fallow	1.2	
Grazing Livestock Units:	per 100 ac.	As %
Dairy Cows	-	-
Other Cattle	11.8	58
Sheep	8.5	42
TOTAL	20.3	100

Farm Type: Predominantly Arable 250-450 Acres

	Average	Premium
<u>EFFICIENCY STANDARDS</u>		
Total Enterprise Output per acre (£)	108	123
Standard Output per acre (£)	79	89
Output From Forage per Farm Forage Acre (£)	98	116
Grazing Livestock Output (less concentrate) per Adjusted Forage Acre (£)	77	84
Forage Acres per Grazing Livestock Unit	-	-
Adjusted Forage Acres per Grazing Livestock Unit	-	-
Gross Margin per £100 Labour (£)	316	368
Labour Cost per 100 Standard Man-Days (£)	902	836
Machinery Costs per 1000 Tractor Hours (£):		
Licences, Insurance, Repairs	685	638
Fuel and Electricity	427	366
Contract	264	258
Depreciation	692	584
Total	2068	1846
Gross Margin per £100 Machinery Costs (£)	405	527
Gross Margin per £100 Labour and Machinery (£)	173	213

FINANCIAL RESULTS: £ per acre

	Average 1974-75	Average 1973-74	Premium Farms 1974-75
No. of Farm Records	7	5	4
Average Acreage	915.6	633.0	1140.5
<u>ENTERPRISE OUTPUTS</u>			
Dairy	3.7	-	6.5
Other Cattle	11.2	-	16.0
Sheep & Wool	5.1	-	1.8
Pigs	1.1	-	1.9
Poultry & Eggs	0.8	-	1.5
Total Livestock	22.0	-	27.6
Cereals (inc. Straw)	58.8	-	64.9
Fruit & Hops	10.7	-	0.1
Other Crops	32.4	-	46.9
Total Crops	102.0	-	112.0
Miscellaneous Receipts	2.0	-	1.6
Forage & Tillage Valuation Changes	0.8	-	1.2
Profit or Loss on Previous Year's Valuation	5.6	-	9.1
TOTAL ENTERPRISE OUTPUT	132.3	-	151.4
NET OUTPUT	113.7	84.6	129.0
GROSS MARGIN	78.7	68.0	97.8

Farm Type: Predominantly Arable over 450 Acres

	Average 1974-75	Average 1973-74	Premium Farms 1974-75
<u>INPUTS</u>			
Bought Feed	6.4	-	8.6
Home-Grown Feed	5.0	-	6.1
Other Livestock V.C.'s	1.1	-	0.6
Seed (inc. Home-Grown)	7.4	-	7.8
Fertilisers	11.0	-	12.1
Crop Protection	4.9	-	3.4
Other Crop V.C.'s	8.0	-	4.5
Casual Labour	8.5	-	9.4
Contract Work	1.5	-	1.3
Total Variable Costs	53.7	-	53.7
Regular labour - paid	15.1	12.0	18.1
Regular labour - unpaid	1.7	1.3	1.0
Machinery Depreciation	5.3	4.6	5.8
Fuel & Oil	3.3	2.0	3.4
Mach. Repairs, Veh. Tax & Ins.	6.1	4.1	5.8
Rent & Rates	12.2	8.6	14.7
General Overhead Costs	4.9	4.5	5.8
Total Fixed Costs	48.6	37.1	54.5
TOTAL INPUTS	102.2	-	108.2



	Average 1974-75	Average 1973-74	Premium 1974-75
<u>PROFITABILITY</u>			
MANAGEMENT & INVESTMENT INCOME	30.1	30.9	43.3
NET FARM INCOME	31.0	31.9	43.8
RETURN ON TENANT'S CAPITAL	23.3%	34%	30.7%
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<u>TENANT'S CAPITAL</u>			
Livestock	25.0	20.9	27.8
Crops and Cultivations	50.9	41.3	65.1
Stores, etc.	12.5	5.4	12.8
Machinery & Equipment	35.0	26.1	40.3
TOTAL	123.5	93.7	146.1

	1974-75	
<u>DESCRIPTIVE STATISTICS</u>		
% of Land in: Cereals	56.1	
Hops & Fruit	2.5	
Other Crops	15.2	
Forage	25.3	
Bare Fallow	0.8	
Grazing Livestock Units: per 100 ac.	As	%
Dairy Cows	1.2	5
Other Cattle	10.2	45
Sheep	11.5	50
TOTAL	22.9	100

Farm Type: Predominantly Arable over 450 Acres

	Average	Premium
<u>EFFICIENCY STANDARDS</u>		
Total Enterprise Output per acre (£)	132	151
Standard Output per acre (£)	95	107
Output From Forage per Farm Forage Acre (£)	92	128
Grazing Livestock Output (less concentrate) per Adjusted Forage Acre (£)	77	131
Forage Acres per Grazing Livestock Unit	-	-
Adjusted Forage Acres per Grazing Livestock Unit	-	-
Gross Margin per £100 Labour (£)	372	437
Labour Cost per 100 Standard Man-Days (£)	671	682
Machinery Costs per 1000 Tractor Hours (£):		
Licences, Insurance, Repairs	660	582
Fuel and Electricity	354	337
Contract	149	122
Depreciation	569	588
Total	1732	1629
Gross Margin per £100 Machinery Costs (£)	491	613
Gross Margin per £100 Labour and Machinery (£)	200	242

FINANCIAL RESULTS: £ per acre

	Average 1974-75	Average 1973-74	Premium Farms 1974-75
No. of Farm Records	5	6	3
Average Acreage	162.2	180.0	171.2
<u>ENTERPRISE OUTPUTS</u>			
Dairy	63.0	-	62.4
Other Cattle	10.9	-	4.2
Sheep & Wool	1.1	-	1.8
Pigs	-	-	-
Poultry & Eggs	-	-	-
Total Livestock	74.9	-	68.4
Cereals (inc. Straw)	45.5	-	49.6
Fruit & Hops	-	-	-
Other Crops	22.5	-	21.1
Total Crops	68.0	-	70.7
Miscellaneous Receipts	1.6	-	1.3
Forage & Tillage	(-)0.1	-	0.2
Valuation Changes	-	-	-
Profit or Loss on Previous Year's Valuation	7.2	-	7.4
TOTAL ENTERPRISE OUTPUT	151.6	-	148.0
NET OUTPUT	115.2	120.3	117.8
GROSS MARGIN	95.8	94.8	99.1

Farm Type: Milk and Arable under 250 Acres

	Average 1974-75	Average 1973-74	Premium Farms 1974-75
<u>INPUTS</u>			
Bought Feed	20.5	-	13.3
Home-Grown Feed	9.3	-	10.3
Other Livestock V.C.'s	2.9	-	2.9
Seed (inc. Home-Grown)	6.6	-	6.7
Fertilisers	6.7	-	7.5
Crop Protection	1.9	-	1.7
Other Crop V.C.'s	3.4	-	2.4
Casual Labour	2.6	-	0.9
Contract Work	2.0	-	3.3
Total Variable Costs	55.8	-	48.9
Regular labour - paid	19.3	25.1	20.3
Regular labour - unpaid	16.8	7.0	9.5
Machinery Depreciation	7.1	6.1	6.3
Fuel & Oil	4.9	4.7	4.1
Mach. Repairs, Veh. Tax & Ins.	6.0	6.2	6.2
Rent & Rates	9.3	8.4	10.7
General Overhead Costs	5.7	7.1	4.7
Total Fixed Costs	69.1	64.7	61.9
TOTAL INPUTS	124.9	64.7	110.8

	Average 1974-75	Average 1973-74	Premium 1974-75
<u>PROFITABILITY</u>			
MANAGEMENT & INVESTMENT INCOME	26.7	30.1	37.2
NET FARM INCOME	37.0	36.6	46.8
RETURN ON TENANT'S CAPITAL	21.6%	24%	29.8%
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<u>TENANT'S CAPITAL</u>			
Livestock	50.7	56.4	42.6
Crops and Cultivations	22.3	25.5	32.0
Stores, etc.	10.7	8.6	11.2
Machinery & Equipment	39.1	33.1	35.8
TOTAL	122.8	123.6	121.7

	1974-75	
<u>DESCRIPTIVE STATISTICS</u>		
% of Land in: Cereals	44.9	
Hops & Fruit	-	
Other Crops	7.7	
Forage	47.4	
Bare Fallow	-	
Grazing Livestock Units:	per 100 ac.	As %
Dairy Cows	24.3	55
Other Cattle	17.4	39
Sheep	2.6	6
TOTAL	44.3	100

Farm Type: Milk and Arable under 250 Acres

	Average	Premium
<u>EFFICIENCY STANDARDS</u>		
Total Enterprise Output per acre (£)	151	148
Standard Output per acre (£)	128	128
Output From Forage per Farm Forage Acre (£)	156	153
Grazing Livestock Output (less concentrate) per Adjusted Forage Acre (£)	87	99
Forage Acres per Grazing Livestock Unit	1.1	1.0
Adjusted Forage Acres per Grazing Livestock Unit	1.3	1.1
Gross Margin per £100 Labour (£)	269	331
Labour Cost per 100 Standard Man-Days (£)	885	738
Machinery Costs per 1000 Tractor Hours (£):		
Licences, Insurance, Repairs	534	581
Fuel and Electricity	439	365
Contract	187	312
Depreciation	659	596
Total	1819	1854
Gross Margin per £100 Machinery Costs (£)	518	507
Gross Margin per £100 Labour and Machinery (£)	171	198

FINANCIAL RESULTS: £ per acre

	Average 1974-75	Average 1973-74	Premium Farms 1974-75
No. of Farm Records	4	5	2
Average Acreage	378.5	377.0	367.0
<u>ENTERPRISE OUTPUTS</u>			
Dairy	78.9	-	88.6
Other Cattle	22.4	-	32.0
Sheep & Wool	0.1	-	-
Pigs	-	-	-
Poultry & Eggs	1.3	-	-
Total Livestock	102.7	-	120.0
Cereals (inc. Straw)	33.6	-	29.1
Fruit & Hops	-	-	-
Other Crops	28.3	-	54.7
Total Crops	61.9	-	83.8
Miscellaneous Receipts	4.5	-	7.8
Forage & Tillage			
Valuation Changes(-)	0.4	-	0.5
Profit or Loss on Previous Year's Valuation	0.5	-	0.4
TOTAL ENTERPRISE OUTPUT	169.2	-	213.2
NET OUTPUT	123.8	82.2	172.4
GROSS MARGIN	101.8	65.0	147.3

Farm Type: Milk and Arable 250-450 Acres

	Average 1974-75	Average 1973-74	Premium Farms 1974-75
<u>INPUTS</u>			
Bought Feed	27.5	-	23.8
Homo-Grown Feed	12.2	-	9.7
Other Livestock V.C.'s	4.8	-	5.0
Seed (inc. Home-Grown)	5.7	-	7.3
Fertilisers	8.3	-	8.9
Crop Protection	1.7	-	2.3
Other Crop V.C.'s	2.5	-	4.3
Casual Labour	2.2	-	3.2
Contract Work	2.6	-	1.5
Total Variable Costs	67.4	-	65.9
Regular labour - paid	21.2	16.2	24.4
Regular labour - unpaid	4.4	2.0	6.0
Machinery Depreciation	8.3	4.6	13.5
Fuel & Oil	4.5	3.1	5.2
Mach. Repairs, Veh. Tax & Ins.	7.5	4.2	8.8
Rent & Rates	9.7	7.9	11.4
General Overhead Costs	7.8	5.0	7.9
Total Fixed Costs	63.3	43.0	77.1
TOTAL INPUTS	130.7	-	143.0

	Average 1974-75	Average 1973-74	Premium 1974-75
<u>PROFITABILITY</u>			
MANAGEMENT & INVESTMENT INCOME	38.5	22.0	70.2
NET FARM INCOME	41.7	24.0	73.8
RETURN ON TENANT'S CAPITAL	20.4%	22%	34.4%
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<u>TENANT'S CAPITAL</u>			
Livestock	73.3	52.0	80.6
Crops and Cultivations	19.5	15.2	28.7
Stores, etc.	11.3	7.5	14.1
Machinery & Equipment	47.0	25.5	71.6
TOTAL	151.2	100.2	195.0

<u>DESCRIPTIVE STATISTICS</u>	1974-75	
% of Land in: Cereals	36.1	
Hops & Fruit	-	
Other Crops	7.1	
Forage	56.8	
Bare Fallow	-	
Grazing Livestock Units:	per 100 ac.	As %
Dairy Cows	23.4	52
Other Cattle	22.2	46
Sheep	0.3	2
TOTAL	45.9	100

Farm Type: Milk and Arable 250-450 Acres

<u>EFFICIENCY STANDARDS</u>	Average	Premium
Total Enterprise Output per acre (£)	169	213
Standard Output per acre (£)	121	143
Output From Forage per Farm Forage Acre (£)	173	198
Grazing Livestock Output (less concentrate) per Adjusted Forage Acre (£)	108	151
Forage Acres per Grazing Livestock Unit	1.3	1.2
Adjusted Forage Acres per Grazing Livestock Unit	1.5	1.3
Gross Margin per £100 Labour (£)	350	443
Labour Cost per 100 Standard Man-Days (£)	674	616
Machinery Costs per 1000 Tractor Hours (£):		
Licences, Insurance, Repairs	736	673
Fuel and Electricity	444	425
Contract	306	140
Depreciation	717	1058
Total	2203	2296
Gross Margin per £100 Machinery Costs (£)	432	516
Gross Margin per £100 Labour and Machinery (£)	193	238

FINANCIAL RESULTS: £ per acre

	Average 1974-75	Average 1973-74	Premium Farms 1974-75
No. of Farm Records	14	10	7
Average Acreage	778.1	706.0	635.1
<u>ENTERPRISE OUTPUTS</u>			
Dairy	51.1	-	58.9
Other Cattle	14.1	-	14.1
Sheep & Wool	1.8	-	2.6
Pigs	-	-	-
Poultry & Eggs	0.1	-	-
<b>Total Livestock</b>	<b>67.1</b>	<b>-</b>	<b>75.6</b>
Cereals (inc. Straw)	43.3	-	45.4
Fruit & Hops	1.9	-	1.8
Other Crops	9.6	-	17.0
<b>Total Crops</b>	<b>54.9</b>	<b>-</b>	<b>64.2</b>
Miscellaneous Receipts	1.3	-	1.6
Forage & Tillage Valuation Changes	0.8	-	0.4
Profit or Loss on Previous Year's Valuation	1.0	-	1.0
<b>TOTAL ENTERPRISE OUTPUT</b>	<b>125.1</b>	<b>-</b>	<b>142.8</b>
<b>NET OUTPUT</b>	<b>96.8</b>	<b>93.1</b>	<b>113.4</b>
<b>GROSS MARGIN</b>	<b>75.5</b>	<b>78.4</b>	<b>91.2</b>

Farm Type: Milk and Arable over 450 Acres

	Average 1974-75	Average 1973-74	Premium Farms 1974-75
<u>INPUTS</u>			
Bought Feed	16.1	-	15.4
Home-Grown Feed	7.4	-	8.9
Other Livestock V.C.'s	3.6	-	4.6
Seed (inc. Home-Grown)	4.8	-	5.0
Fertilisers	10.6	-	10.6
Crop Protection	1.7	-	1.5
Other Crop V.C.'s	1.4	-	2.0
Casual Labour	1.7	-	2.0
Contract Work	2.3	-	1.5
<b>Total Variable Costs</b>	<b>49.6</b>	<b>-</b>	<b>51.6</b>
Regular labour - paid	23.3	18.9	26.5
Regular labour - unpaid	1.7	1.6	1.2
Machinery Depreciation	4.8	5.0	5.3
Fuel & Oil	4.1	2.5	4.9
Mach. Repairs, Veh. Tax & Ins.	5.6	4.6	6.3
Rent & Rates	10.9	9.1	11.9
General Overhead Costs	4.6	4.6	5.6
<b>Total Fixed Costs</b>	<b>54.9</b>	<b>46.3</b>	<b>61.8</b>
<b>TOTAL INPUTS</b>	<b>104.5</b>	<b>-</b>	<b>113.5</b>

	Average 1974-75	Average 1973-74	Premium 1974-75
<u>PROFITABILITY</u>			
MANAGEMENT & INVESTMENT INCOME	20.6	32.1	29.3
NET FARM INCOME	21.4	32.9	29.9
RETURN ON TENANT'S CAPITAL	17.8%	34%	24.6%
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<u>TENANT'S CAPITAL</u>			
Livestock	49.5	39.8	50.1
Crops and Cultivations	29.8	25.8	25.8
Storos, etc.	10.1	6.8	11.8
Machinery & Equipment	29.4	23.4	34.6
TOTAL	118.8	95.8	122.3

	1974-75	
<u>DESCRIPTIVE STATISTICS</u>		
% of Land in: Cereals	46.3	
Hops & Fruit	0.3	
Other Crops	4.5	
Forage	48.6	
Bare Fallow	0.3	
Grazing Livestock Units:	per 100 ac.	As %
Dairy Cows	18.7	52
Other Cattle	14.7	41
Sheep	2.7	7
TOTAL	36.1	100

Farm Type: Milk and Arable over 450 Acres

<u>EFFICIENCY STANDARDS</u>	Average	Premium
Total Enterprise Output per acre (£)	125	142
Standard Output per acre (£)	106	114
Output From Forage per Farm Forage Acre (£)	140	164
Grazing Livestock Output (less concentrate) per Adjusted Forage Acre (£)	86	106
Forage Acres per Grazing Livestock Unit	1.4	1.3
Adjusted Forage Acres per Grazing Livestock Unit	1.5	1.3
Gross Margin per £100 Labour (£)	291	322
Labour Cost per 100 Standard Man-Days (£)	765	778
Machinery Costs per 1000 Tractor Hours (£):		
Licences, Insurance, Repairs	598	649
Fuel and Electricity	427	490
Contract	254	168
Depreciation	498	530
Total	1777	1837
Gross Margin per £100 Machinery Costs (£)	460	511
Gross Margin per £100 Labour and Machinery (£)	173	190

FINANCIAL RESULTS: £ per acre

	Average 1974-75	Average 1973-74	Premium Farms 1974-75
No. of Farm Records	13	13	6
Average Acreage	150.1	143.0	169.2
<u>ENTERPRISE OUTPUTS</u>			
Dairy	0.8	-	1.8
Other Cattle	15.3	-	25.6
Sheep & Wool	15.5	-	13.9
Pigs	0.1	-	-
Poultry & Eggs	3.0	-	6.5
Total Livestock	34.8	-	47.7
Cereals (inc. Straw)	34.8	-	45.2
Fruit & Hops	-	-	-
Other Crops	4.0	-	6.4
Total Crops	38.8	-	51.5
Miscellaneous Receipts	3.6	-	4.1
Forage & Tillage			
Valuation Changes	0.5	-	1.4
Profit or Loss on Previous Year's Valuation	1.9	-	2.2
TOTAL ENTERPRISE OUTPUT	79.7	-	106.9
NET OUTPUT	62.7	69.9	80.9
GROSS MARGIN	46.5	58.3	61.6

Farm Type: Sheep/Cattle and Arable under 250 Acres

	Average 1974-75	Average 1973-74	Premium Farms 1974-75
<u>INPUTS</u>			
Bought Feed	6.4	-	11.6
Home-Grown Feed	7.4	-	10.0
Other Livestock V.C.'s	2.4	-	2.8
Seed (inc. Home-Grown)	3.2	-	4.4
Fertilisers	6.7	-	7.3
Crop Protection	1.3	-	2.4
Other Crop V.C.'s	0.6	-	0.6
Casual Labour	1.3	-	1.3
Contract Work	4.0	-	4.9
Total Variable Costs	33.2	-	45.3
Regular labour - paid	5.1	4.0	8.3
Regular labour - unpaid	10.4	9.5	9.8
Machinery Depreciation	4.3	4.2	6.2
Fuel & Oil	3.0	2.2	3.1
Mach. Repairs, Veh. Tax & Ins.	4.6	3.4	5.6
Rent & Rates	9.7	8.8	8.9
General Overhead Costs	4.1	4.8	4.3
Total Fixed Costs	41.3	36.9	46.2
TOTAL INPUTS	74.5	-	91.6



	Average 1974-75	Average 1973-74	Premium 1974-75
<u>PROFITABILITY</u>			
MANAGEMENT & INVESTMENT INCOME	5.2	21.5	15.3
NET FARM INCOME	14.6	28.5	25.1
RETURN ON TENANT'S CAPITAL	2.6%	28%	14.4%
<u>TENANT'S CAPITAL</u>			
Livestock	37.2	33.1	42.2
Crops and Cultivations	22.1	19.8	27.4
Stores, etc.	7.6	4.6	11.6
Machinery & Equipment	25.3	20.0	34.1
TOTAL	92.1	77.5	115.2

	1974-75	
	per 100 ac.	As %
<u>DESCRIPTIVE STATISTICS</u>		
% of Land in: Cereals	41.3	
Hops & Fruit	-	
Other Crops	2.3	
Forage	56.4	
Bare Fallow	-	
Grazing Livestock Units:		
Dairy Cows	0.2	-
Other Cattle	13.8	28
Sheep	35.7	72
TOTAL	49.7	100

Farm Type: Sheep/Cattle and Arable under 250 Acres

	Average	Premium
<u>EFFICIENCY STANDARDS</u>		
Total Enterprise Output per acre (£)	79	106
Standard Output per acre (£)	67	75
Output From Forage per Farm Forage Acre (£)	60	83
Grazing Livestock Output (less concentrate) per Adjusted Forage Acre (£)	38	49
Forage Acres per Grazing Livestock Unit	1.3	1.2
Adjusted Forage Acres per Grazing Livestock Unit	1.3	1.3
Gross Margin per £100 Labour (£)	292	350
Labour Cost per 100 Standard Man-Days (£)	665	716
Machinery Costs per 1000 Tractor Hours (£):		
Licences, Insurance, Repairs	533	601
Fuel and Electricity	369	353
Contract	463	552
Depreciation	492	675
Total	1857	2181
Gross Margin per £100 Machinery Costs (£)	304	327
Gross Margin per £100 Labour and Machinery (£)	142	164

FINANCIAL RESULTS: £ per acre

	Average 1974-75	Average 1973-74	Premium Farms 1974-75
No. of Farm Records	13	16	7
Average Acreage	409.7	474.0	436.9
<u>ENTERPRISE OUTPUTS</u>			
Dairy	-	-	-
Other Cattle	14.4	-	14.4
Sheep & Wool	18.3	-	15.9
Pigs	-	-	-
Poultry & Eggs	-	-	-
Total Livestock	32.8	-	30.3
Cereals (inc. Straw)	40.2	-	44.1
Fruit & Hops	2.5	-	-
Other Crops	6.5	-	5.6
Total Crops	49.2	-	49.7
Miscellaneous Receipts	2.1	-	2.0
Forage & Tillage			
Valuation Changes	0.6	-	0.7
Profit or Loss on Previous Year's Valuation	4.5	-	7.0
TOTAL ENTERPRISE OUTPUT	89.2	-	89.7
NET OUTPUT	76.0	85.2	78.2
GROSS MARGIN	58.3	70.2	61.0

Farm Type: Sheep/Cattle and Arable over 250 Acres

	Average 1974-75	Average 1973-74	Premium Farms 1974-75
<u>INPUTS</u>			
Bought Feed	5.1	-	4.5
Home-Grown Feed	3.6	-	3.0
Other Livestock V.C.'s	2.8	-	2.5
Seed (inc. Home-Grown)	4.5	-	3.9
Fertilisers	7.7	-	8.7
Crop Protection	1.4	-	1.1
Other Crop V.C.'s	1.4	-	0.9
Casual Labour	2.4	-	1.5
Contract Work	2.1	-	2.5
Total Variable Costs	30.8	-	28.6
Regular labour - paid	12.3	9.5	13.0
Regular labour - unpaid	4.5	3.3	2.8
Machinery Depreciation	5.2	5.0	4.8
Fuel & Oil	3.4	2.2	3.2
Mach. Repairs, Veh. Tax & Ins.	5.0	3.6	5.1
Rent & Rates	10.2	9.9	9.7
General Overhead Costs	4.9	5.2	4.7
Total Fixed Costs	45.6	38.7	43.3
TOTAL INPUTS	76.4	-	71.9

	Average 1974-75	Average 1973-74	Premium 1974-75
<u>PROFITABILITY</u>			
MANAGEMENT & INVESTMENT INCOME	12.7	31.5	17.8
NET FARM INCOME	15.2	33.6	19.9
RETURN ON TENANT'S CAPITAL	12.4%	34%	17.4%
<hr/>			
<u>TENANT'S CAPITAL</u>			
Livestock	43.6	45.6	41.1
Crops and Cultivations	28.4	23.1	37.5
Stores, etc.	7.3	7.0	6.7
Machinery & Equipment	25.8	23.8	23.7
	<hr/>	<hr/>	<hr/>
TOTAL	105.2	99.5	109.0

	1974-75	
	per 100 ac.	As %
<u>DESCRIPTIVE STATISTICS</u>		
% of Land in: Cereals	43.9	-
Hops & Fruit	0.6	-
Other Crops	2.9	-
Forage	52.5	-
Bare Fallow	0.1	-
Grazing Livestock Units:		
Dairy Cows	-	-
Other Cattle	15.9	32
Sheep	33.5	68
	<hr/>	<hr/>
TOTAL	49.4	100

Farm Type: Sheep/Cattle and Arable over 250 Acres

	Average	Premium
<u>EFFICIENCY STANDARDS</u>		
Total Enterprise Output per acre (£)	89	89
Standard Output per acre (£)	69	66
Output From Forage per Farm Forage Acre (£)	65	67
Grazing Livestock Output (less concentrate) per Adjusted Forage Acre (£)	50	53
Forage Acres per Grazing Livestock Unit	1.1	1.1
Adjusted Forage Acres per Grazing Livestock Unit	1.1	1.0
Gross Margin per £100 Labour (£)	318	356
Labour Cost per 100 Standard Man-Days (£)	700	718
Machinery Costs per 1000 Tractor Hours (£):		
Licences, Insurance, Repairs	552	595
Fuel and Electricity	379	367
Contract	233	289
Depreciation	576	552
	<hr/>	<hr/>
Total	1740	1803
Gross Margin per £100 Machinery Costs (£)	376	400
Gross Margin per £100 Labour and Machinery (£)	169	186

FINANCIAL RESULTS: £ per acre

	Average 1974-75	Average 1973-74	Premium Farms 1974-75
No. of Farm-Records	7	14	4
Average Acreage	374.0	441.0	394.0
<u>ENTERPRISE OUTPUTS</u>			
Dairy	64.5	-	70.7
Other Cattle	18.8	-	21.7
Sheep & Wool	1.6	-	2.8
Pigs	-	-	-
Poultry & Eggs	0.7	-	-
<b>Total Livestock</b>	<b>85.6</b>	<b>-</b>	<b>95.1</b>
Cereals (inc. Straw)	26.4	-	28.0
Fruit & Hops	2.0	-	3.5
Other Crops	2.4	-	3.1
<b>Total Crops</b>	<b>30.8</b>	<b>-</b>	<b>34.6</b>
Miscellaneous Receipts	1.2	-	1.4
Forage & Tillage			
Valuation Changes(-)	0.6	-	(-)0.1
Profit or Loss on Previous Year's Valuation	0.4	-	0.4
<b>TOTAL ENTERPRISE OUTPUT</b>	<b>117.5</b>	<b>-</b>	<b>131.5</b>
<b>NET OUTPUT</b>	<b>81.4</b>	<b>89.3</b>	<b>96.3</b>
<b>GROSS MARGIN</b>	<b>62.5</b>	<b>71.8</b>	<b>76.4</b>

Farm Type: Milk, Sheep/Cattle and Arable

	Average 1974-75	Average 1973-74	Premium Farms 1974-75
<u>INPUTS</u>			
Bought Feed	23.2	-	20.5
Home-Grown Feed	9.7	-	10.7
Other Livestock V.C.'s	3.8	-	3.9
Seed (inc. Home-Grown)	3.3	-	4.0
Fertilisers	8.9	-	9.9
Crop Protection	1.2	-	1.5
Other Crop V.C.'s	1.2	-	1.2
Casual Labour	1.4	-	1.1
Contract Work	2.4	-	2.3
<b>Total Variable Costs</b>	<b>55.0</b>	<b>-</b>	<b>55.1</b>
Regular labour - paid	19.8	19.0	23.5
Regular labour - unpaid	4.7	2.8	5.3
Machinery Depreciation	4.8	4.5	6.2
Fuel & Oil	3.6	3.2	3.9
Mach. Repairs, Veh. Tax & Ins.	5.1	4.5	5.6
Rent & Rates	9.6	8.5	9.3
General Overhead Costs	4.9	5.6	4.4
<b>Total Fixed Costs</b>	<b>52.7</b>	<b>48.1</b>	<b>58.3</b>
<b>TOTAL INPUTS</b>	<b>107.7</b>	<b>-</b>	<b>113.4</b>

	Average 1974-75	Average 1973-74	Premium 1974-75
<u>PROFITABILITY</u>			
MANAGEMENT & INVESTMENT INCOME	9.8	23.7	18.1
NET FARM INCOME	12.9	25.8	20.5
RETURN ON TENANT'S CAPITAL	8.5%	22%	15.9%

<u>TENANT'S CAPITAL</u>			
Livestock	65.5	66.6	69.0
Crops and Cultivations	11.8	13.9	13.9
Stores, etc.	9.2	8.4	10.7
Machinery & Equipment	29.5	26.8	35.7
<b>TOTAL</b>	<b>116.0</b>	<b>115.7</b>	<b>129.3</b>

<u>DESCRIPTIVE STATISTICS</u>			1974-75
% of Land in:	Cereals		34.9
	Hops & Fruit		0.5
	Other Crops		1.6
	Forage		62.4
	Bare Fallow		0.6
Grazing Livestock Units:	per 100 ac.	As %	
	Dairy Cows		22.0
	Other Cattle		23.8
	Sheep		2.7
<b>TOTAL</b>			<b>48.5</b>
			<b>100</b>

Farm Type: Milk, Sheep/Cattle and Arable

<u>EFFICIENCY STANDARDS</u>	Average	Premium
Total Enterprise Output per acre (£)	117	131
Standard Output per acre (£)	108	113
Output From Forage per Farm Forage Acre (£)	133	153
Grazing Livestock Output (less concentrate) per Adjusted Forage Acre (£)	71	84
Forage Acres per Grazing Livestock Unit	1.4	1.3
Adjusted Forage Acres per Grazing Livestock Unit	1.8	1.5
Gross Margin per £100 Labour (£)	245	268
Labour Cost per 100 Standard Man-Days (£)	634	674
Machinery Costs per 1000 Tractor Hours (£):		
Licences, Insurance, Repairs	499	503
Fuel and Electricity	350	350
Contract	239	208
Depreciation	462	563
<b>Total</b>	<b>1550</b>	<b>1624</b>
Gross Margin per £100 Machinery Costs (£)	393	439
Gross Margin per £100 Labour and Machinery (£)	149	164

FINANCIAL RESULTS: £ per acre

	Average 1974-75	Average 1973-74	Premium Farms 1974-75
No. of Farm Records	12	13	5
Average Acreage	203.5	222.0	302.0
<u>ENTERPRISE OUTPUTS</u>			
Dairy	-	-	-
Other Cattle	27.5	-	29.9
Sheep & Wool	18.3	-	29.3
Pigs	-	-	-
Poultry & Eggs	4.4	-	0.5
Total Livestock	<u>50.3</u>	<u>-</u>	<u>59.7</u>
Cereals (inc. Straw)	16.9	-	19.6
Fruit & Hops	-	-	-
Other Crops	4.2	-	8.7
Total Crops	<u>21.1</u>	<u>-</u>	<u>28.3</u>
Miscellaneous Receipts	2.7	-	3.7
Forage & Tillage			
Valuation Changes	0.9	-	-
Profit or Loss on Previous Year's Valuation	0.8	-	1.0
TOTAL ENTERPRISE OUTPUT	<u>75.8</u>	<u>-</u>	<u>92.8</u>
NET OUTPUT	<u>58.3</u>	<u>65.0</u>	<u>79.7</u>
GROSS MARGIN	<u>44.8</u>	<u>53.6</u>	<u>62.5</u>

Farm Type: Predominantly Sheep/Cattle

	Average 1974-75	Average 1973-74	Premium Farms 1974-75
<u>INPUTS</u>			
Bought Feed	10.6	-	7.7
Home-Grown Feed	4.6	-	2.8
Other Livestock V.C.'s	3.9	-	4.2
Seed (inc. Home-Grown)	2.2	-	2.6
Fertilisers	4.0	-	5.1
Crop Protection	0.5	-	0.7
Other Crop V.C.'s	1.1	-	1.7
Casual Labour	1.1	-	2.1
Contract Work	2.8	-	3.3
Total Variable Costs	<u>31.0</u>	<u>-</u>	<u>30.3</u>
Regular labour - paid	5.1	2.9	5.3
Regular labour - unpaid	13.1	9.1	12.7
Machinery Depreciation	3.3	3.8	4.0
Fuel & Oil	3.1	2.1	3.4
Mach. Repairs, Veh. Tax & Ins.	4.6	3.7	5.1
Rent & Rates	10.6	9.3	11.0
General Overhead Costs	3.7	3.8	3.5
Total Fixed Costs	<u>43.4</u>	<u>34.7</u>	<u>45.0</u>
TOTAL INPUTS	<u>74.5</u>	<u>-</u>	<u>75.3</u>

	Average 1974-75	Average 1973-74	Premium 1974-75
<u>PROFITABILITY</u>			
MANAGEMENT & INVESTMENT INCOME	1.3	18.8	17.5
NET FARM INCOME	10.8	24.6	22.8
RETURN ON TENANT'S CAPITAL	1%	23%	17.9%
<hr/>			
<u>TENANT'S CAPITAL</u>			
Livestock	67.7	61.3	70.9
Crops and Cultivations	14.1	11.4	9.9
Stores, etc.	4.3	3.4	4.4
Machinery & Equipment	18.6	17.2	20.4
TOTAL	104.7	93.3	105.6

<u>DESCRIPTIVE STATISTICS</u>	1974-75	
% of Land in: Cereals	17.9	
Hops & Fruit	-	
Other Crops	3.0	
Forage	78.9	
Bare Fallow	0.1	
Grazing Livestock Units:	per 100 ac.	As %
Dairy Cows	-	-
Other Cattle	35.7	47
Sheep	40.5	53
TOTAL	76.2	100

Farm Type: Predominantly Sheep/Cattle

<u>EFFICIENCY STANDARDS</u>	Average	Premium
Total Enterprise Output per acre (£)	75	92
Standard Output per acre (£)	69	79
Output From Forage per Farm Forage Acre (£)	55	69
Grazing Livestock Output (less concentrate) per Adjusted Forage Acre (£)	36	46
Forage Acres per Grazing Livestock Unit	1.1	0.9
Adjusted Forage Acres per Grazing Livestock Unit	1.3	1.3
Gross Margin per £100 Labour (£)	230	315
Labour Cost per 100 Standard Man-Days (£)	546	523
Machinery Costs per 1000 Tractor Hours (£):		
Licences, Insurance, Repairs	449	461
Fuel and Electricity	307	326
Contract	304	347
Depreciation	320	380
Total	1380	1514
Gross Margin per £100 Machinery Costs (£)	351	425
Gross Margin per £100 Labour and Machinery (£)	132	174

FINANCIAL RESULTS: £ per acre

	Average 1974-75	Average 1973-74	Premium Farms 1974-75
No. of Farm Records	11	11	6
Average Acreage	1233.0	1303.0	1389.5
<u>ENTERPRISE OUTPUTS</u>			
Dairy	2.4	-	4.5
Other Cattle	8.6	-	7.3
Sheep & Wool	5.7	-	7.0
Pigs	0.7	-	1.3
Poultry & Eggs	0.5	-	1.0
<b>Total Livestock</b>	<b>18.0</b>	<b>-</b>	<b>21.0</b>
Cereals (inc. Straw)	56.0	-	59.9
Fruit & Hops	7.4	-	10.8
Other Crops	31.6	-	38.2
<b>Total Crops</b>	<b>95.1</b>	<b>-</b>	<b>108.8</b>
Miscellaneous Receipts	1.0	-	1.1
Forage & Tillage			
Valuation Changes	0.1	-	0.6
Profit or Loss on Previous Year's Valuation	4.5	-	7.3
<b>TOTAL ENTERPRISE OUTPUT</b>	<b>118.6</b>	<b>-</b>	<b>138.9</b>
<b>NET OUTPUT</b>	<b>104.2</b>	<b>98.8</b>	<b>121.4</b>
<b>GROSS MARGIN</b>	<b>75.1</b>	<b>78.3</b>	<b>87.6</b>

Farm Type: Large Scale - Mainly Arable

	Average 1974-75	Average 1973-74	Premium Farms 1974-75
<u>INPUTS</u>			
Bought Feed	3.9	-	6.5
Home-Grown Feed	3.1	-	3.7
Other Livestock V.C.'s	1.1	-	1.3
Seed (inc. Home-Grown)	7.3	-	7.3
Fertilisers	9.6	-	11.1
Crop Protection	5.0	-	5.4
Other Crop V.C.'s	3.4	-	3.8
Casual Labour	7.5	-	10.3
Contract Work	2.5	-	2.0
<b>Total Variable Costs</b>	<b>43.6</b>	<b>-</b>	<b>51.3</b>
Regular labour - paid	17.2	12.2	18.6
Regular labour - unpaid	1.3	0.8	1.0
Machinery Depreciation	4.4	4.0	4.2
Fuel & Oil	3.4	2.0	4.0
Mach. Repairs, Veh. Tax & Ins.	5.4	4.5	5.4
Rent & Rates	12.4	10.4	12.7
General Overhead Costs	4.7	4.7	5.1
<b>Total Fixed Costs</b>	<b>48.7</b>	<b>38.6</b>	<b>51.0</b>
<b>TOTAL INPUTS</b>	<b>92.3</b>	<b>-</b>	<b>102.3</b>



	Average 1974-75	Average 1973-74	Premium 1974-75
<u>PROFITABILITY</u>			
MANAGEMENT & INVESTMENT INCOME	26.3	39.7	36.6
NET FARM INCOME	26.8	39.9	36.6
RETURN ON TENANT'S CAPITAL	23.9%	46%	31.4%
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<u>TENANT'S CAPITAL</u>			
Livestock	19.9	20.3	19.1
Crops and Cultivations	46.9	39.5	55.8
Stores, etc.	13.1	8.2	12.3
Machinery & Equipment	30.3	20.9	31.5
TOTAL	110.3	88.9	118.6

	1974-75	
<u>DESCRIPTIVE STATISTICS</u>		
% of Land in: Cereals	59.4	
Hops & Fruit	1.3	
Other Crops	16.5	
Forage	20.8	
Bare Fallow	2.1	
Grazing Livestock Units:	per 100 ac.	As %
Dairy Cows	0.9	4
Other Cattle	7.2	32
Sheep	14.7	64
TOTAL	22.8	100

Farm Type: Large Scale - Mainly Arable

<u>EFFICIENCY STANDARDS</u>	Average	Premium
Total Enterprise Output per acre (£)	118	138
Standard Output per acre (£)	95	104
Output From Forage per Farm Forage Acre (£)	83	112
Grazing Livestock Output (less concentrate) per Adjusted Forage Acre (£)	64	88
Forage Acres per Grazing Livestock Unit	-	-
Adjusted Forage Acres per Grazing Livestock Unit	-	-
Gross Margin per £100 Labour (£)	372	427
Labour Cost per 100 Standard Man-Days (£)	667	633
Machinery Costs per 1000 Tractor Hours (£):		
Licences, Insurance, Repairs	516	513
Fuel and Electricity	334	389
Contract	222	169
Depreciation	450	417
Total	1522	1488
Gross Margin per £100 Machinery Costs (£)	507	572
Gross Margin per £100 Labour and Machinery (£)	203	226

FINANCIAL RESULTS: £ per acre

	Average 1974-75	Average 1973-74	Premium Farms 1974-75
No. of Farm Records	7	7	3
Average Acreage	285	158	248
<u>ENTERPRISE OUTPUTS</u>			
Dairy	18.1	-	-
Other Cattle	9.9	-	12.4
Sheep & Wool	2.9	-	-
Pigs	150.8	-	185.6
Poultry & Eggs	39.0	-	76.9
Total Livestock	220.8	-	274.9
Cereals (inc. Straw)	38.2	-	35.6
Fruit & Hops	-	-	-
Other Crops	39.7	-	91.8
Total Crops	77.9	-	127.4
Miscellaneous Receipts	4.4	-	1.9
Forage & Tillage			
Valuation Changes(-)	0.6	-	0.9
Profit or Loss on Previous Year's Valuation	1.2	-	2.8
TOTAL ENTERPRISE OUTPUT	303.7	-	407.9
NET OUTPUT	174.5	215.5	266.0
GROSS MARGIN	134.7	170.9	200.6

Farm Type: Predominantly Pigs and Poultry

	Average 1974-75	Average 1973-74	Premium Farms 1974-75
<u>INPUTS</u>			
Bought Feed	89.9	-	106.4
Home-Grown Feed	32.3	-	25.7
Other Livestock V.C.'s	7.9	-	9.8
Seed (inc. Home-Grown)	7.0	-	9.7
Fertilisers	11.5	-	15.5
Crop Protection	2.8	-	4.6
Other Crop V.C.'s	3.2	-	6.8
Casual Labour	11.2	-	23.8
Contract Work	3.2	-	4.9
Total Variable Costs	169.0	-	207.3
Regular labour - paid	40.0	29.2	56.9
Regular labour - unpaid	9.7	7.8	5.6
Machinery Depreciation	9.1	12.5	13.1
Fuel & Oil	6.7	8.0	7.8
Mach. Repairs, Veh. Tax & Ins.	10.8	8.9	17.2
Rent & Rates	15.0	12.7	15.6
General Overhead Costs	13.2	11.1	20.4
Total Fixed Costs	104.4	90.2	136.6
TOTAL INPUTS	273.4	-	343.9

	Average 1974-75	Average 1973-74	Premium 1974-75
<u>PROFITABILITY</u>			
MANAGEMENT & INVESTMENT INCOME	30.3	80.7	64.0
NET FARM INCOME	40.0	88.5	69.6
RETURN ON TENANT'S CAPITAL	13.4%	45%	32%

<u>TENANT'S CAPITAL</u>			
Livestock	76.2	64.2	95.7
Crops and Cultivations	28.4	26.6	27.8
Stores, etc.	18.9	14.4	21.1
Machinery & Equipment	52.8	58.4	72.8
TOTAL	176.4	163.6	217.4

<u>DESCRIPTIVE STATISTICS</u>		1974-75	
% of Land in:	Cereals	51.5	
	Hops & Fruit	-	
	Other Crops	10.2	
	Forage	34.6	
	Bare Fallow	3.8	
Grazing Livestock Units:	per 100 ac.	As	%
	Dairy Cows	4.1	21
	Other Cattle	9.5	48
	Sheep	6.3	31
TOTAL	19.9	100	

Farm Type: Predominantly Pigs and Poultry

<u>EFFICIENCY STANDARDS</u>		Average	Premium
Total Enterprise Output per acre (£)		303	407
Standard Output per acre (£)		272	317
Output From Forage per Farm Forage Acre (£)		93	54
Grazing Livestock Output (less concentrate) per Adjusted Forage Acre (£)		99	180
Forage Acres per Grazing Livestock Unit		-	-
Adjusted Forage Acres per Grazing Livestock Unit		-	-
Gross Margin per £100 Labour (£)	223		237
Labour Cost per 100 Standard Man-Days (£)	747		757
Machinery Costs per 1000 Tractor Hours (£):			
Licences, Insurance, Repairs	764		1057
Fuel and Electricity	522		511
Contract	300		366
Depreciation	675		869
Total	2261		2803
Gross Margin per £100 Machinery Costs (£)	433		458
Gross Margin per £100 Labour and Machinery (£)	145		153

FINANCIAL RESULTS: £ per acre

	Average 1974-75	Average 1973-74	Premium Farms 1974-75
No. of Farm Records	7	11	4
Average Acreage	254.9	168	145.5
<u>ENTERPRISE OUTPUTS</u>			
Dairy	-	-	-
Other Cattle	4.4	-	-
Sheep & Wool	2.8	-	-
Pigs	125.3	-	201.9
Poultry & Eggs	8.5	-	-
<b>Total Livestock</b>	<b>141.1</b>	<b>-</b>	<b>201.9</b>
Cereals (inc. Straw)	50.9	-	45.3
Fruit & Hops	56.3	-	98.6
Other Crops	49.3	-	80.0
<b>Total Crops</b>	<b>156.6</b>	<b>-</b>	<b>223.9</b>
Miscellaneous Receipts	3.6	-	5.5
Forage & Tillage			
Valuation Changes(-)	0.1	-	0.1
Profit or Loss on Previous Year's Valuation	7.2	-	11.9
<b>TOTAL ENTERPRISE OUTPUT</b>	<b>308.3</b>	<b>-</b>	<b>443.3</b>
<b>NET OUTPUT</b>	<b>217.0</b>	<b>181.9</b>	<b>325.9</b>
<b>GROSS MARGIN</b>	<b>154.1</b>	<b>135.1</b>	<b>230.2</b>

Farm Type: Arable, Pigs and Poultry

	Average 1974-75	Average 1973-74	Premium Farms 1974-75
<u>INPUTS</u>			
Bought Feed	60.5	-	74.6
Home-Grown Feed	22.7	-	31.4
Other Livestock V.C.'s	5.3	-	7.5
Seed (inc. Home-Grown)	8.2	-	11.5
Fertilisers	8.5	-	9.8
Crop Protection	5.2	-	6.7
Other Crop V.C.'s	17.0	-	28.5
Casual Labour	24.0	-	41.4
Contract Work	2.9	-	1.6
<b>Total Variable Costs</b>	<b>154.3</b>	<b>-</b>	<b>213.1</b>
Regular labour - paid	32.1	22.9	43.5
Regular labour - unpaid	10.5	7.8	15.7
Machinery Depreciation	9.4	9.3	13.3
Fuel & Oil	7.4	6.2	10.1
Mach. Repairs, Veh. Tax & Ins.	14.7	9.1	20.8
Rent & Rates	14.8	14.0	17.2
General Overhead Costs	12.8	9.0	19.2
<b>Total Fixed Costs</b>	<b>101.6</b>	<b>78.3</b>	<b>139.7</b>
<b>TOTAL INPUTS</b>	<b>255.9</b>	<b>-</b>	<b>352.8</b>

	Average 1974-75	Average 1973-74	Premium 1974-75
<u>PROFITABILITY</u>			
MANAGEMENT & INVESTMENT INCOME	52.4	56.8	90.5
NET FARM INCOME	62.1	64.3	104.8
RETURN ON TENANT'S CAPITAL	25.1%	38%	43.1%

<u>TENANT'S CAPITAL</u>			
Livestock	56.4	46.6	72.6
Crops and Cultivations	43.4	32.0	51.7
Stores, etc.	10.5	14.7	11.5
Machinery & Equipment	53.8	44.7	75.0
<b>TOTAL</b>	<b>164.2</b>	<b>138.0</b>	<b>210.8</b>

<u>DESCRIPTIVE STATISTICS</u>		1974-75	
% of Land in:			
Cereals		56.1	
Hops & Fruit		5.7	
Other Crops		17.7	
Forage		17.1	
Bare Fallow		3.4	
Grazing Livestock Units:	per 100 ac.		As %
Dairy Cows	-	-	-
Other Cattle	3.2	24	
Sheep	10.4	76	
<b>TOTAL</b>		<b>13.6</b>	<b>100</b>

Farm Type: Arable, Pigs and Poultry

<u>EFFICIENCY STANDARDS</u>		Average	Premium
Total Enterprise Output per acre (£)		308	443
Standard Output per acre (£)		271	358
Output From Forage per Farm Forage Acre (£)		67	26
Grazing Livestock Output (less concentrate) per Adjusted Forage Acre (£)		42	-
Forage Acres per Grazing Livestock Unit		-	-
Adjusted Forage Acres per Grazing Livestock Unit		-	-
Gross Margin per £100 Labour (£)		231	224
Labour Cost per 100 Standard Man-Days (£)		554	578
Machinery Costs per 1000 Tractor Hours (£):			
Licences, Insurance, Repairs	1015		1246
Fuel and Electricity	528		611
Contract	271		92
Depreciation	655		819
<b>Total</b>	<b>2469</b>		<b>2768</b>
Gross Margin per £100 Machinery Costs (£)		409	492
Gross Margin per £100 Labour and Machinery (£)		144	153

FINANCIAL RESULTS: £ per acre

	Average 1974-75	Average 1973-74	Premium Farms 1974-75
No. of Farm Records	5	6	2
Average Acreage	271.4	261	504.5
<u>ENTERPRISE OUTPUTS</u>			
Dairy	-	-	-
Other Cattle	13.3	-	24.5
Sheep & Wool	14.4	-	15.5
Pigs	12.7	-	22.7
Poultry & Eggs	65.7	-	19.4
Total Livestock	106.1	-	82.2
Cereals (inc. Straw)	31.9	-	43.9
Fruit & Hops	-	-	-
Other Crops	7.9	-	1.1
Total Crops	39.8	-	45.0
Miscellaneous Receipts	6.3	-	1.8
Forage & Tillage			
Valuation Changes	4.7	-	(-) 0.5
Profit or Loss on Previous Year's Valuation	0.9	-	0.2
TOTAL ENTERPRISE OUTPUT	157.8	-	128.6
NET OUTPUT	75.0	69.3	81.3
GROSS MARGIN	51.5	52.6	65.9

Farm Type: Sheep/Cattle, Pigs/Poultry and Arable

	Average 1974-75	Average 1973-74	Premium Farms 1974-75
<u>INPUTS</u>			
Bought Feed	62.8	-	20.4
Home-Grown Feed	15.4	-	22.1
Other Livestock V.C.'s	3.7	-	3.0
Seed (inc. Home-Grown)	4.7	-	4.8
Fertilisers	7.1	-	6.7
Crop Protection	1.0	-	1.8
Other Crop V.C.'s	2.2	-	0.6
Casual Labour	3.9	-	1.0
Contract Work	5.6	-	2.3
Total Variable Costs	106.3	-	62.7
Regular labour - paid	12.7	4.0	15.0
Regular labour - unpaid	10.3	7.3	8.2
Machinery Depreciation	3.5	3.8	4.9
Fuel & Oil	3.4	2.7	3.3
Mach. Repairs, Veh. Tax & Ins.	5.0	4.4	4.5
Rent & Rates	10.9	8.5	10.5
General Overhead Costs	6.6	4.5	4.4
Total Fixed Costs	52.4	35.2	50.8
TOTAL INPUTS	158.6	-	113.5

	Average 1974-75	Average 1973-74	Premium 1974-75
<u>PROFITABILITY</u>			
MANAGEMENT & INVESTMENT INCOME	(-)0.8	17.3	15.0
NET FARM INCOME	9.5	24.6	23.3
RETURN ON TENANT'S CAPITAL	(-)2.5%	22%	13.5%

TENANT'S CAPITAL

Livestock	44.0	31.2	42.4
Crops and Cultivations	25.2	17.9	22.4
Stores, etc.	8.4	5.9	12.2
Machinery & Equipment	24.6	21.8	33.3
<b>TOTAL</b>	<b>102.3</b>	<b>76.8</b>	<b>110.4</b>

DESCRIPTIVE STATISTICS

	1974-75	
% of Land in: Cereals	43.9	
Hops & Fruit	-	
Other Crops	0.6	
Forage	55.5	
Bare Fallow	-	
Grazing Livestock Units:	per 100 ac.	As %
Dairy Cows	-	-
Other Cattle	12.9	29
Sheep	31.1	71
<b>TOTAL</b>	<b>44.0</b>	<b>100</b>

Farm Type: Sheep/Cattle, Pigs/Poultry and Arable

EFFICIENCY STANDARDS

	Average	Premium
Total Enterprise Output per acre (£)	157	128
Standard Output per acre (£)	126	127
Output From Forage per Farm Forage Acre (£)	54	81
Grazing Livestock Output (less concentrate) per Adjusted Forage Acre (£)	39	61
Forage Acres per Grazing Livestock Unit	1.4	1.0
Adjusted Forage Acres per Grazing Livestock Unit	1.3	1.0
Gross Margin per £100 Labour (£)	227	278
Labour Cost per 100 Standard Man-Days (£)	594	609
Machinery Costs per 1000 Tractor Hours (£):		
Licences, Insurance, Repairs	564	443
Fuel and Electricity	386	326
Contract	637	221
Depreciation	384	485
<b>Total</b>	<b>1971</b>	<b>1475</b>
Gross Margin per £100 Machinery Costs (£)	314	440
Gross Margin per £100 Labour and Machinery (£)	124	170

FINANCIAL RESULTS: £ per acre

	Average 1974-75	Average 1973-74	Premium Farms 1974-75
No. of Farm Records	3	3	1
Average Acreage	246.3	246	236
<u>ENTERPRISE OUTPUTS</u>			
Dairy	103.9	-	72.0
Other Cattle	17.9	-	2.6
Sheep & Wool	-	-	-
Pigs	88.3	-	60.8
Poultry & Eggs	0.3	-	-
Total Livestock	210.4	-	135.4
Cereals (inc. Straw)	35.8	-	37.8
Fruit & Hops	-	-	-
Other Crops	10.0	-	25.1
Total Crops	45.8	-	62.9
Miscellaneous Receipts	3.2	-	6.1
Forage & Tillage			
Valuation Changes	1.6	-	2.8
Profit or Loss on Previous Year's Valuation	-	-	-
TOTAL ENTERPRISE OUTPUT	261.2	-	207.2
NET OUTPUT	138.9	121.6	139.2
GROSS MARGIN	105.3	95.6	108.1

Farm Type: Milk, Pigs/Poultry and Arable

	Average 1974-75	Average 1973-74	Premium Farms 1974-75
<u>INPUTS</u>			
Bought Feed	83.0	-	37.2
Home-Grown Feed	35.9	-	28.0
Other Livestock V.C.'s	11.9	-	8.1
Seed (inc. Home-Grown)	3.4	-	2.8
Fertilisers	10.9	-	10.3
Crop Protection	1.1	-	1.4
Other Crop V.C.'s	1.6	-	2.0
Casual Labour	5.1	-	6.3
Contract Work	3.0	-	3.1
Total Variable Costs	155.8	-	99.1
Regular labour - paid	35.5	29.6	37.6
Regular labour - unpaid	4.7	3.6	1.1
Machinery Depreciation	6.2	7.3	6.3
Fuel & Oil	7.7	5.1	6.0
Mach. Repairs, Veh. Tax & Ins.	8.9	8.9	6.8
Rent & Rates	16.2	14.8	13.3
General Overhead Costs	11.0	9.2	9.8
Total Fixed Costs	90.4	78.5	80.7
TOTAL INPUTS	246.2	-	179.8



	Average 1974-75	Average 1973-74	Premium 1974-75
<u>PROFITABILITY</u>			
MANAGEMENT & INVESTMENT INCOME	15.0	17.2	27.4
NET FARM INCOME	19.7	20.8	28.4
RETURN ON TENANT'S CAPITAL	11.4%	12%	24.8%

<u>TENANT'S CAPITAL</u>			
Livestock	99.0	92.3	45.1
Crops and Cultivations	13.6	13.4	10.4
Stores, etc.	20.3	16.1	17.4
Machinery & Equipment	38.2	37.0	37.5
TOTAL	171.1	158.8	110.4

<u>DESCRIPTIVE STATISTICS</u>		1974-75	
% of Land in: Cereals		42.4	
Hops & Fruit		-	
Other Crops		2.8	
Forage		54.8	
Bare Fallow		-	
Grazing Livestock Units:	per 100 ac.	As	%
Dairy Cows		32.2	64
Other Cattle		19.5	36
Sheep		-	-
TOTAL		51.7	100

Farm Type: Milk, Pigs/Poultry and Arable

<u>EFFICIENCY STANDARDS</u>		Average	Premium
Total Enterprise Output per acre (£)		261	207
Standard Output per acre (£)		238	209
Output From Forage per Farm Forage Acre (£)		219	152
Grazing Livestock Output (less concentrate) per Adjusted Forage Acre (£)		158	179
Forage Acres per Grazing Livestock Unit		1	1
Adjusted Forage Acres per Grazing Livestock Unit		1	1
Gross Margin per £100 Labour (£)		245	240
Labour Cost per 100 Standard Man-Days (£)		680	732
Machinery Costs per 1000 Tractor Hours (£):			
Licences, Insurance, Repairs	691		559
Fuel and Electricity	617		493
Contract	238		259
Depreciation	501		522
Total	2047		1833
Gross Margin per £100 Machinery Costs (£)		413	487
Gross Margin per £100 Labour and Machinery (£)		149	161

FINANCIAL RESULTS: £ per acre

	Average 1974-75	Average 1973-74	Premium Farms 1974-75
No. of Farm Records	17	9	8
Average Acreage	188.8	224.0	160.1
<u>ENTERPRISE OUTPUTS</u>			
Dairy	-	-	-
Other Cattle	1.0	-	1.3
Sheep & Wool	1.5	-	1.1
Pigs	1.2	-	-
Poultry & Eggs	9.2	-	-
Total Livestock	12.9	-	2.4
Cereals (inc. Straw)	18.7	-	15.2
Fruit & Hops	276.9	-	350.9
Other Crops	11.6	-	12.9
Total Crops	307.2	-	379.0
Miscellaneous Receipts	7.3	-	6.2
Forage & Tillage			
Valuation Changes	0.2	-	0.1
Profit or Loss on Previous Year's Valuation	1.3	-	1.5
TOTAL ENTERPRISE OUTPUT	328.8	-	389.3
NET OUTPUT	309.6	261.7	378.0
GROSS MARGIN	173.2	161.7	231.0

Farm Type: Intensive Arable - Fruit

	Average 1974-75	Average 1973-74	Premium Farms 1974-75
<u>INPUTS</u>			
Bought Feed	6.8	-	0.2
Home-Grown Feed	2.6	-	0.7
Other Livestock V.C.'s	0.8	-	0.2
Seed (inc. Home-Grown)	9.9	-	10.3
Fertilisers	9.5	-	8.7
Crop Protection	19.3	-	20.5
Other Crop V.C.'s	59.6	-	72.9
Casual Labour	41.7	-	40.1
Contract Work	5.4	-	4.6
Total Variable Costs	155.6	-	158.2
Regular labour - paid	45.6	18.0	44.9
Regular labour - unpaid	10.6	21.2	15.0
Machinery Depreciation	12.4	8.8	14.8
Fuel & Oil	7.9	5.3	6.6
Mach. Repairs, Veh. Tax & Ins.	10.8	9.1	8.8
Rent & Rates	21.5	15.6	23.5
General Overhead Costs	12.1	11.7	11.9
Total Fixed Costs	120.9	89.7	125.6
TOTAL INPUTS	276.5	-	283.9

<u>PROFITABILITY</u>	Average 1974-75	Average 1973-74	Premium 1974-75
MANAGEMENT & INVESTMENT INCOME	52.4	72.0	105.4
NET FARM INCOME	62.8	82.8	120.4
RETURN ON TENANT'S CAPITAL	25.6%	49%	55.0%

TENANT'S CAPITAL

Livestock	8.5	5.9	4.8
Crops and Cultivations	78.3	116.8	88.3
Stores, etc.	18.1	9.1	19.4
Machinery & Equipment	67.9	41.1	77.0
<b>TOTAL</b>	<b>172.8</b>	<b>172.9</b>	<b>189.5</b>

DESCRIPTIVE STATISTICS

	1974-75	
% of Land in: Cereals	20.1	
Hops & Fruit	59.0	
Other Crops	2.9	
Forage	15.8	
Bare Fallow	2.3	
Grazing Livestock Units:	per 100 ac.	As %
Dairy Cows	-	-
Other Cattle	3.3	48
Sheep	3.6	52
<b>TOTAL</b>	<b>6.9</b>	<b>100</b>

Farm Type: Intensive Arable - Fruit

EFFICIENCY STANDARDS

	Average	Premium
Total Enterprise Output per acre (£)	328	389
Standard Output per acre (£)	225	245
Output From Forage per Farm Forage Acre (£)	14	22
Grazing Livestock Output (less concentrate) per Adjusted Forage Acre (£)	8	24
Forage Acres per Grazing Livestock Unit	-	-
Adjusted Forage Acres per Grazing Livestock Unit	-	-
Gross Margin per £100 Labour (£)	175	229
Labour Cost per 100 Standard Man-Days (£)	304	270
Machinery Costs per 1000 Tractor Hours (£):		
Licences, Insurance, Repairs	557	454
Fuel and Electricity	384	350
Contract	362	267
Depreciation	632	726
<b>Total</b>	<b>1935</b>	<b>1797</b>
Gross Margin per £100 Machinery Costs (£)	486	675
Gross Margin per £100 Labour and Machinery (£)	124	165

FINANCIAL RESULTS: £ per acre

	Average 1974-75	Average 1973-74	Premium Farms 1974-75
No. of Farm Records	6	11	3
Average Acreage	204.2	226	239.4
<u>ENTERPRISE OUTPUTS</u>			
Dairy	-	-	-
Other Cattle	11.7	-	10.0
Sheep & Wool	3.9	-	5.7
Pigs	-	-	-
Poultry & Eggs	-	-	-
Total Livestock	15.6	-	15.6
Cereals (inc. Straw)	30.8	-	28.5
Fruit & Hops	70.5	-	56.1
Other Crops	5.2	-	6.2
Total Crops	106.6	-	90.7
Miscellaneous Receipts	6.0	-	3.4
Forage & Tillage			
Valuation Changes	1.6	-	0.8
Profit or Loss on Previous Year's Valuation	0.7	-	0.8
TOTAL ENTERPRISE OUTPUT	130.4	-	111.4
NET OUTPUT	119.4	134.0	105.6
GROSS MARGIN	79.2	85.8	76.5

Farm Type: Intensive Arable - Hops/Fruit

	Average 1974-75	Average 1973-74	Premium Farms 1974-75
<u>INPUTS</u>			
Bought Feed	3.6	-	1.8
Home-Grown Feed	2.6	-	1.2
Other Livestock V.C.'s	1.0	-	1.0
Seed (inc. Home-Grown)	4.8	-	2.7
Fertilisers	7.0	-	7.3
Crop Protection	7.2	-	5.3
Other Crop V.C.'s	12.3	-	4.7
Casual Labour	10.5	-	9.3
Contract Work	2.2	-	1.7
Total Variable Costs	51.1	-	34.9
Regular labour - paid	29.6	23.3	27.1
Regular labour - unpaid	7.7	3.7	5.0
Machinery Depreciation	7.1	7.0	6.4
Fuel & Oil	6.4	4.9	3.4
Mach. Repairs, Veh. Tax & Ins.	9.8	7.5	6.0
Rent & Rates	13.3	12.4	13.0
General Overhead Costs	6.0	7.2	6.2
Total Fixed Costs	79.9	66.0	67.1
TOTAL INPUTS	131.0	-	102.0

	Average 1974-75	Average 1973-74	Premium 1974-75
<u>PROFITABILITY</u>			
MANAGEMENT & INVESTMENT INCOME	(-)0.6	19.7	9.4
NET FARM INCOME	4.5	22.8	14.4
RETURN ON TENANT'S CAPITAL	(-)0.3%	21%	11.6%

<u>TENANT'S CAPITAL</u>			
Livestock	22.9	22.0	22.2
Crops and Cultivations	21.9	24.1	16.3
Stores, etc.	15.1	12.3	9.5
Machinery & Equipment	40.0	35.2	36.5
TOTAL	99.9	93.6	84.4

<u>DESCRIPTIVE STATISTICS</u>		1974-75	
% of Land in:	Cereals	42.8	-
	Hops & Fruit	16.7	-
	Other Crops	4.1	-
	Forage	33.7	-
	Bare Fallow	2.6	-
Grazing Livestock Units:	per 100 ac.	As %	
	Dairy Cows	-	-
	Other Cattle	14.2	66
	Sheep	7.3	34
TOTAL	21.5	100	

Farm Type: Intensive Arable - Hops/Fruit

	Average	Premium
<u>EFFICIENCY STANDARDS</u>		
Total Enterprise Output per acre (£)	130	111
Standard Output per acre (£)	135	121
Output From Forage per Farm Forage Acre (£)	49	43
Grazing Livestock Output (less concentrate) per Adjusted Forage Acre (£)	37	37
Forage Acres per Grazing Livestock Unit	-	-
Adjusted Forage Acres per Grazing Livestock Unit	-	-
Gross Margin per £100 Labour (£)	171	190
Labour Cost per 100 Standard Man-Days (£)	388	407
Machinery Costs per 1000 Tractor Hours (£):		
	Licences, Insurance, Repairs	546
	Fuel and Electricity	363
	Contract	122
	Depreciation	408
	Total	1439
Gross Margin per £100 Machinery Costs (£)	344	456
Gross Margin per £100 Labour and Machinery (£)	110	131

FINANCIAL RESULTS: £ per acre

	Average 1974-75	Average 1973-74	Premium Farms 1974-75
No. of Farm Records	5	7	4
Average Acreage	550.6	251	644.5
<u>ENTERPRISE OUTPUTS</u>			
Dairy	-	-	-
Other Cattle	1.1	-	1.4
Sheep & Wool	1.5	-	1.8
Pigs	-	-	-
Poultry & Eggs	-	-	-
Total Livestock	2.6	-	3.2
Cereals (inc. Straw)	62.5	-	69.9
Fruit & Hops	0.1	-	0.1
Other Crops	67.8	-	73.2
Total Crops	130.4	-	143.2
Miscellaneous Receipts	3.1	-	2.9
Forage & Tillage Valuation Changes(-)	0.4	-	0.1
Profit or Loss on Previous Year's Valuation	24.8	-	30.9
TOTAL ENTERPRISE OUTPUT	160.5	-	180.3
NET OUTPUT	149.8	176.1	170.0
GROSS MARGIN	109.9	125.0	126.9

Farm Type: Intensive Arable - Field Vegetables

	Average 1974-75	Average 1973-74	Premium Farms 1974-75
<u>INPUTS</u>			
Bought Feed	0.4	-	0.6
Home-Grown Feed	0.2	-	0.2
Other Livestock V.C.'s	-	-	-
Seed (inc. Home-Grown)	10.1	-	9.5
Fertilisers	8.4	-	7.8
Crop Protection	5.5	-	5.8
Other Crop V.C.'s	10.8	-	13.1
Casual Labour	10.3	-	11.7
Contract Work	4.9	-	4.7
Total Variable Costs	50.6	-	53.4
Regular labour - paid	16.6	26.6	20.7
Regular labour - unpaid	10.7	7.7	10.1
Machinery Depreciation	7.0	7.5	7.1
Fuel & Oil	3.2	4.6	3.5
Mach. Repairs, Veh. Tax & Ins.	7.4	7.5	6.6
Rent & Rates	15.1	13.1	15.1
General Overhead Costs	7.3	6.9	8.0
Total Fixed Costs	67.3	73.5	71.1
TOTAL INPUTS	117.9	-	124.5

	Average 1974-75	Average 1973-74	Premium 1974-75
<u>PROFITABILITY</u>			
MANAGEMENT & INVESTMENT INCOME	42.6	51.5	55.8
NET FARM INCOME	44.4	55.6	57.0
RETURN ON TENANT'S CAPITAL	32.2%	49%	42.9%
<hr/>			
<u>TENANT'S CAPITAL</u>			
Livestock	5.3	5.9	6.6
Crops and Cultivations	69.4	42.1	71.7
Stores, etc.	10.6	9.3	12.1
Machinery & Equipment	39.3	41.0	41.2
TOTAL	124.6	98.3	131.6

<u>DESCRIPTIVE STATISTICS</u>	1974-75	
% of Land in: Cereals	56.2	
Hops & Fruit	0.2	
Other Crops	37.4	
Forage	6.2	
Bare Fallow	-	
Grazing Livestock Units:	per 100 ac.	As %
Dairy Cows	-	-
Other Cattle	1.7	30
Sheep	4.0	70
TOTAL	5.7	100

Farm Type: Intensive Arable - Field Vegetables.

<u>EFFICIENCY STANDARDS</u>	Average	Premium
Total Enterprise Output per acre (£)	160	180
Standard Output per acre (£)	120	124
Output From Forage per Farm Forage Acre (£)	53	53
Grazing Livestock Output (less concentrate) per Adjusted Forage Acre (£)	39	39
Forage Acres per Grazing Livestock Unit	-	-
Adjusted Forage Acres per Grazing Livestock Unit	-	-
Gross Margin per £100 Labour (£)	312	331
Labour Cost per 100 Standard Man-Days (£)	717	737
Machinery Costs per 1000 Tractor Hours (£):		
Licences, Insurance, Repairs	627	521
Fuel and Electricity	260	278
Contract	414	363
Depreciation	597	572
Total	1898	1734
Gross Margin per £100 Machinery Costs (£)	509	595
Gross Margin per £100 Labour and Machinery (£)	181	202

FINANCIAL RESULTS: £ per acre

	Average 1974-75	Average 1973-74	Premium Farms 1974-75
No. of Farm Records	3	3	N.A.
Average Acreage	206.3	207.0	N.A.
<u>ENTERPRISE OUTPUTS</u>			
Dairy	128.5	-	-
Other Cattle	8.0	-	-
Sheep & Wool	-	-	-
Pigs	-	-	-
Poultry & Eggs	-	-	-
Total Livestock	<u>136.5</u>	<u>-</u>	<u>-</u>
Cereals (inc. Straw)	13.1	-	-
Fruit & Hops	124.8	-	-
Other Crops	0.9	-	-
Total Crops	<u>138.7</u>	<u>-</u>	<u>-</u>
Miscellaneous Receipts	7.9	-	-
Forage & Tillage Valuation Changes	1.3	-	-
Profit or Loss on Previous Year's Valuation	(-).01	-	-
TOTAL ENTERPRISE OUTPUT	<u>284.4</u>	<u>-</u>	<u>-</u>
NET OUTPUT	<u>202.7</u>	<u>166.0</u>	
GROSS MARGIN	<u>90.2</u>	<u>88.1</u>	

Farm Type: Intensive Arable - Hops/Fruit and Milk

	Average 1974-75	Average 1973-74	Premium Farms 1974-75
<u>INPUTS</u>			
Bought Feed	67.0	-	N.A.
Home-Grown Feed	4.0	-	-
Other Livestock V.C.'s	10.2	-	-
Seed (inc. Home-Grown)	10.7	-	-
Fertilisers	9.1	-	-
Crop Protection	10.7	-	-
Other Crop V.C.'s	27.8	-	-
Casual Labour	21.1	-	-
Contract Work	33.6	-	-
Total Variable Costs	<u>194.2</u>	<u>-</u>	<u>-</u>
Regular labour - paid	47.2	40.1	-
Regular labour - unpaid	2.3	3.2	-
Machinery Depreciation	5.9	6.2	-
Fuel & Oil	5.8	4.8	-
Mach. Repairs, Veh. Tax & Ins.	12.1	10.4	-
Rent & Rates	14.7	14.2	-
General Overhead Costs	14.3	11.1	-
Total Fixed Costs	<u>102.2</u>	<u>90.1</u>	<u>-</u>
TOTAL INPUTS	<u>296.5</u>	<u>-</u>	<u>-</u>



	Average 1974-75	Average 1973-74	Premium 1974-75
<u>PROFITABILITY</u>			
MANAGEMENT & INVESTMENT INCOME	(-)12.0	(-) 1.8	N.A.
NET FARM INCOME	(-) 9.7	1.4	-
RETURN ON TENANT'S CAPITAL	(-) 7.2%	5%	-

<u>TENANT'S CAPITAL</u>			
Livestock	67.0	70.5	-
Crops and Cultivations	24.8	21.5	-
Stores, etc.	19.1	12.8	-
Machinery & Equipment	36.9	35.5	-
<b>TOTAL</b>	<b>147.7</b>	<b>140.3</b>	<b>-</b>

<u>DESCRIPTIVE STATISTICS</u>		1974-75	
% of Land in:			
Cereals		16.1	
Hops & Fruit		23.7	
Other Crops		-	
Forage		60.2	
Bare Fallow		-	
Grazing Livestock Units:	per 100 ac.		As %
Dairy Cows	48.1		-
Other Cattle	24.3		-
Sheep	-		-
<b>TOTAL</b>	<b>72.4</b>		<b>-</b>

Farm Type: Intensive Arable - Hops/Fruit and Milk

<u>EFFICIENCY STANDARDS</u>		Average	Premium
Total Enterprise Output per acre (£)		284	N.A.
Standard Output per acre (£)		244	-
Output From Forage per Farm Forage Acre (£)		186	-
Grazing Livestock Output (less concentrate) per Adjusted Forage Acre (£)		83	-
Forage Acres per Grazing Livestock Unit		1	-
Adjusted Forage Acres per Grazing Livestock Unit		2	-
Gross Margin per £100 Labour (£)		132	-
Labour Cost per 100 Standard Man-Days (£)		389	-
Machinery Costs per 1000 Tractor Hours (£):			
Licences, Insurance, Repairs	588		-
Fuel and Electricity	284		-
Contract	1405		-
Depreciation	310		-
<b>Total</b>	<b>2587</b>		<b>-</b>
Gross Margin per £100 Machinery Costs (£)		224	-
Gross Margin per £100 Labour and Machinery (£)		80	-

WHOLE SURVEY YIELDS AND OUTPUTS

CROPS	No. of Crops	Yield per acre (cwts)		Output per acre (£)	
		Average	Standard Deviation	Average	Standard Deviation
Winter Wheat	91	38.5	6.6	110.4	19.5
Spring Wheat	5	23.6	5.4	72.8	10.2
Winter barley	11	32.7	5.2	88.3	15.4
Spring Barley	109	28.0	5.9	75.8	18.1
Winter Oats	41	34.4	7.9	90.6	20.1
Spring Oats	28	30.6	4.9	79.7	15.4
Beans for Stockfeed	17	20.4	6.7	54.8	18.8
Peas - dry	9	23.1	11.4	117.6	65.0
Potatoes - First Early	7	152.3	53.7	356.7	67.6
Potatoes for Ware	49	223.5	80.1	320.3	106.4
Oilseed Crops	7	9.0	6.3	92.7	18.9
Hops	12	12.8	1.3	528.0	114.6
Cabbage - Spring Greens	8	110.8	30.7	169.1	138.0
Cabbage - Late Summer + Autumn	6	-	-	146.3	72.9
Brussels Sprouts - Fresh	13	93.8	25.8	220.7	153.8
Broccoli	4	-	-	129.3	80.2
Lettuce - Summer	10	-	-	1340.7	1533.5
Peas - Green Processing	5	29.3	7.1	120.1	39.1
French Beans - Processing	5	63.0	9.5	163.3	15.2
Tomatoes - Heated Glass	12	-	-	10633.9	2053.4
Apples - Culinary	14	106.6	40.5	488.7	231.7
Apples - Dessert Cox	11	70.1	23.8	436.0	265.7
Apples - Dessert Worcester	11	118.9	70.8	366.2	210.8
Pears - Conference	11	72.6	117.2	398.7	488.4
Cherries	5	-	-	72.0	39.6
Blackcurrants - Fresh Market	4	-	-	287.9	74.6
Strawberries - Fresh Market	17	51.1	10.0	941.5	409.3
DAIRY COWS		No. of Herds	Gallons per Cow	£ Output per Cow	
Friesian	41	1002	149	294	47
Channel Island	9	703	62	240	14
Ayrshire	4	899	207	243	63

#### DEFINITION OF TERMS

Enterprise 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, as is the value of output retained on the farm for feed and seed.

Net Output. Total Enterprise Output less the cost of all Feed and Seed (including home grown). 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 Enterprise Outputs. Sales plus Subsidies plus Market Value of produce retained and used on the farm for feed and seed, less Opening Valuation, for crops grown in the current cropping year.

Profit or Loss on Previous Year's Valuation. Sales plus subsidies plus market value of produce retained and used on the farm for feed and seed, less Opening Valuation, for crops grown in the previous cropping year.

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' grain; 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.

Gross Margin per £100 Machinery Costs. Gross Margin x 100 divided by total annual machinery costs.

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Farm Management Pocketbook is also available from Publications, School of Rural Economics and Related Studies, Wye College, Ashford, Kent. This booklet gives gross margins for different enterprises, together with detailed notes, and dates on labour, machinery, building costs, capital, taxation, and many other items.

	Standard Output	Standard Man-Days	Tractor Units	Grazing Livestock Units
Wheat	80	1	7	-
Barley	70	1	7	-
Oats and Mixed Corn	70	1	7	-
Beans - threshed	65	1	7	-
Peas - threshed	80	1	11	-
Vining Peas	130	2	11	-
Potatoes	230	12	25	-
Sugar beet	165	5	27	-
Herbage Seeds	100	1	8	-
Oilseed Cr	75	1	7	-
Hops (Mach./hand picked)	550	50/125	90/65	-
Dessert Apples	310	38	35	-
Culinary Apples	275	37	25	-
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	20	-	-	-
Bare Fallow	-	1	8	-
Dairy Cows	250	6	8	1
Bulls	-	4	7	1
Beef Cows	-	2.5	7	1
15/18 month Beef(6-18 months)	80	3	5	.7
Other Cattle over 2 years	70	2.5	7	.8
" " 1-2 years	70	2	5	.6
" " ½-1 year *	30	1	3	.4
Calves, S.S. - to weaning *	70	-	-	-
" M.S. - " " *	60	1	1	-
Other to 6 months *	40	2	1	.1
Ewes	16	.5	1.5	.2
Rams	-	.5	1	.2
Other Sheep over 6 months	8	.6	1	.2
Sows	190	4	2.5	-
Boars	-	2	.5	-
Other Pigs over 2 months	50	.75	1.2	-
Laying Birds	4	.1	.05	-
Pullets reared *	1	.05	.01	-
Broilers *	.3	.01	-	-
Turkeys *	2	.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.