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Farm Business Analysis (pd)

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Farm Business Statistics

for

South East England

Supplement for 1977

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FOREWORD

This booklet presents average financial data for 1975-76 and 1974-76, and average physical data for 1975-76. Premium figures, calculated from the most profitable 50% of farms in each group, are also given for 1974-76. All the information is derived from the Farm Management Survey.

Since there are eighteen 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 40.

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.C. WEBSTER
May, 1977

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Method of Farm Classification

As compared with previous years the farm classification system used in this booklet has been modified to allow the use of metric units. The groupings have also been slightly changed in line with changes in the sample as a whole.

The classification 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 44.

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, 7, 8, 9, 16, 17, or 18.
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 10, 11, 12, and 13.
3. If over 80% of total Standard Output comes from three categories combined, with none less than 20%, most farms will be in groups 14 or 15.
4. The breakdown of Standard Output for each of these farm groups is given on the next page, together with the average farm size in hectares, and the average Standard Output per hectare - which is an indication 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 hectare and/or Return on Capital over the two-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 1975/76

Farm Type	Av. Ha.	S.O. per ha.	% Standard Output from:				Page
			Milk	S/C	P/P	Crops	
1. Predom. Milk - under 60 ha.	36	759	87	13	-	-	4
2. Predom. Milk - 60-120 ha.	81	451	75	15	-	10	6
3. Predom. Milk - over 120 ha.	170	400	68	16	-	16	8
4. Predom. Arable - under 100 ha.	66	310	2	14	3	81	10
5. Predom. Arable - 100-200 ha.	133	273	-	16	-	84	12
6. Predom. Arable - over 200 ha.	386	287	-	17	-	83	14
7. Predom. Sheep/Cattle - under 100 ha.	52	207	-	80	3	17	16
8. Predom. Sheep/Cattle - over 100 ha.	144	295	-	70	5	25	18
9. Predom. Pigs/Poultry	86	947	5	3	67	25	20
10. Milk and Arable - under 200 ha.	141	528	50	11	-	38	22
11. Milk and Arable - over 200 ha.	379	303	45	17	-	37	24
12. Sheep/Cattle and Arable - under 100 ha.	64	248	-	53	3	44	26
13. Sheep/Cattle and Arable - over 100 ha.	175	241	-	48	-	52	28
14. Milk, Sheep/Cattle and Arable	182	312	46	30	-	24	30
15. 'Mixed Farms' with Pigs/Poultry	118	672	10	14	47	29	32
16. Intensive Arable-Fruit	64	504	1	3	-	96	34
17. Intensive Arable - Hops/Fruit	85	540	-	9	5	86	36
18. Intensive Arable - Field Veg.	132	404	8	3	-	89	38

FINANCIAL RESULTS: £ per hectare

	Average 1975-76	Average 1974-76	Premium Farms 1974-76
No. of Farm Records	10	21	11
Average Area (ha.)	36.1	37.4	35.1
<u>ENTERPRISE OUTPUTS</u>			
Dairy	631.2	546.5	566.8
Other Cattle	96.4	62.3	75.9
Sheep & Wool	-	-	-
Pigs	-	-	-
Poultry & Eggs	-	-	-
Total Livestock	<u>727.6</u>	<u>608.8</u>	<u>642.7</u>
Cereals (inc. straw)	-	4.1	7.7
Fruit & Hops	-	-	-
Other Crops	0.5	0.2	-
Total Crops	<u>0.5</u>	<u>4.3</u>	<u>7.7</u>
Miscellaneous Receipts	6.0	8.1	9.9
Forage & Tillage			
Valuation Changes	4.6	1.2	-5.3
Profit or Loss on Previous Year's Valuation	-	-	-
TOTAL ENTERPRISE OUTPUT	<u><u>738.7</u></u>	<u><u>622.4</u></u>	<u><u>655.0</u></u>
NET OUTPUT	<u>431.6</u>	<u>355.2</u>	<u>407.6</u>
GROSS MARGIN	<u>318.9</u>	<u>262.5</u>	<u>327.3</u>

Farm Type: Predominantly Milk - under 60 ha.

	Average 1975-76	Average 1974-76	Premium Farms 1974-76
<u>INPUTS</u>			
Bought Feed	301.5	260.4	241.2
Home-Grown Feed	3.5	3.9	3.6
Other Livestock V.C.'s	42.5	35.2	33.9
Seed (inc. Home-Grown)	2.2	2.7	2.8
Fertilisers	40.7	31.2	26.1
Crop Protection	1.7	1.5	1.5
Other Crop V.C.'s	1.6	1.8	.9
Casual Labour	10.8	10.9	7.9
Contract Work	<u>15.4</u>	<u>12.2</u>	<u>10.0</u>
Total Variable Costs	<u>419.9</u>	<u>359.8</u>	<u>327.9</u>
Regular labour - paid	58.9	53.0	51.1
Regular labour - unpaid	66.1	55.0	62.6
Machinery Depreciation	18.2	18.8	23.6
Fuel & Oil	23.9	20.3	21.4
Mach.Repairs, Veh.Tax & Ins.	33.8	27.0	34.4
Rent & Rates	39.5	36.8	34.9
General Overhead Costs	26.7	23.8	24.9
Total Fixed Costs	<u>267.1</u>	<u>234.7</u>	<u>252.9</u>
TOTAL INPUTS	<u><u>687.0</u></u>	<u><u>594.5</u></u>	<u><u>580.8</u></u>

	Average 1975-76	Average 1974-76	Premium 1974-76
<u>PROFITABILITY</u>			
MANAGEMENT & INVESTMENT INCOME	51.8	27.9	74.4
NET FARM INCOME	111.6	76.9	134.4
RETURN ON TENANT'S CAPITAL	13%	7%	16%
<hr/>			
<u>TENANT'S CAPITAL</u>			
Livestock	323.9	310.2	315.2
Crops and Cultivations	18.0	19.0	17.4
Stores, etc.	48.0	42.3	54.7
Machinery & Equipment	144.2	133.5	172.1
TOTAL	<u>534.1</u>	<u>505.0</u>	<u>559.4</u>

<u>DESCRIPTIVE STATISTICS</u>		1975-76	
% of Land in:	Cereals	-	
	Hops & Fruit	-	
	Other Crops	-	
	Forage	100	
	Bare Fallow	-	
Grazing Livestock Units:	per 100 ha.	As %	
	Dairy Cows	195	70
	Other Cattle	84	30
	Sheep		
TOTAL	<u>279</u>	<u>100</u>	

Farm Type: Predominantly Milk - under 60 ha.

<u>EFFICIENCY STANDARDS</u>		Average 1975-76	Premium 1974-76
Total Enterprise Output per hectare (£)		738	655
Standard Output per hectare (£)		759	648
Output from Forage per Farm Forage hectare (£)		680	614
Grazing Livestock Output (less concentrate) per Adjusted Forage hectare (£)		356	326
Grazing Livestock Units per forage hectare		2.8	2.8
Grazing Livestock Units per adjusted forage hectare		2.1	1.9
Gross Margin per £100 Labour (£)		237	270
Labour Cost per 100 Standard Man-Days (£)		734	694
Machinery Costs per 1000 Tractor Hours (£):			
	Licences, Insurance, Repairs	929	942
	Fuel and Electricity	708	622
	Contract	497	358
	Depreciation	497	609
Total		<u>2631</u>	<u>2531</u>
Gross Margin per £100 Machinery Costs (£)		384	434
Gross Margin per £100 Labour and Machinery (£)		139	160

FINANCIAL RESULTS: £ per hectare

	Average 1975-76	Average 1974-76	Premium Farms 1974-76
No. of Farm Records	14	28	13
Average Area (ha.)	81.5	82.9	86.0
<u>ENTERPRISE OUTPUTS</u>			
Dairy	352.1	324.7	375.4
Other Cattle	49.3	37.8	49.1
Sheep & Wool	1.6	1.0	-
Pigs	-	-	-
Poultry & Eggs	-	-	-
Total Livestock	<u>403.0</u>	<u>363.5</u>	<u>424.5</u>
Cereals (inc. straw)	30.2	29.8	29.9
Fruit & Hops	5.9	3.0	-
Other Crops	<u>8.7</u>	<u>4.7</u>	<u>9.3</u>
Total Crops	<u>44.8</u>	<u>37.5</u>	<u>39.2</u>
Miscellaneous Receipts	4.2	4.2	5.9
Forage & Tillage Valuation Changes	8.4	5.9	10.5
Profit or Loss on Previous Year's Valuation	0.9	0.4	0.6
TOTAL ENTERPRISE OUTPUT	<u><u>461.3</u></u>	<u><u>411.5</u></u>	<u><u>480.7</u></u>
NET OUTPUT	<u>320.3</u>	<u>276.8</u>	<u>341.5</u>
GROSS MARGIN	<u>245.5</u>	<u>210.6</u>	<u>270.9</u>

Farm Type: Predominantly Milk 60 to 120 ha.

	Average 1975-76	Average 1974-76	Premium Farms 1974-76
<u>INPUTS</u>			
Bought Feed	119.4	117.7	110.2
Home-Grown Feed	14.0	16.0	22.3
Other Livestock V.C.'s	20.9	19.8	21.0
Seed (inc. Home-Grown)	7.6	6.9	6.7
Fertilisers	32.8	28.9	33.1
Crop Protection	3.5	2.7	3.5
Other Crop V.C.'s	2.3	2.4	2.5
Casual Labour	6.5	5.3	4.0
Contract Work	8.8	7.1	6.5
Total Variable Costs	<u>215.8</u>	<u>200.8</u>	<u>209.8</u>
Regular labour - paid	60.7	53.7	57.6
Regular labour - unpaid	24.6	22.6	28.8
Machinery Depreciation	11.2	12.6	14.3
Fuel & Oil	12.0	11.7	12.0
Mach.Repairs, Veh.Tax & Ins.	19.6	17.3	18.4
Rent & Rates	32.4	31.3	35.6
General Overhead Costs	18.1	16.9	16.8
Total Fixed Costs	<u>178.6</u>	<u>166.1</u>	<u>183.5</u>
TOTAL INPUTS	<u><u>394.4</u></u>	<u><u>366.9</u></u>	<u><u>393.3</u></u>

	Average 1975-76	Average 1974-76	Premium 1974-76
<u>PROFITABILITY</u>			
MANAGEMENT & INVESTMENT INCOME	67.0	44.5	87.4
NET FARM INCOME	86.4	62.7	107.4
RETURN ON TENANT'S CAPITAL	19%	12%	22%
<hr/>			
<u>TENANT'S CAPITAL</u>			
Livestock	178.7	182.7	197.5
Crops and Cultivations	48.6	40.3	55.8
Stores, etc.	30.7	26.7	25.4
Machinery & Equipment	93.0	87.9	102.8
TOTAL	<u>351.0</u>	<u>337.6</u>	<u>381.5</u>

<u>DESCRIPTIVE STATISTICS</u>	1975-76	
% of Land in: Cereals	14.8	
Hops & Fruit	0.9	
Other Crops	0.7	
Forage	83.6	
Bare Fallow	-	
Grazing Livestock Units: per 100 ha.	As	%
Dairy Cows	101	63
Other Cattle	57	35
Sheep	3	2
TOTAL	<u>161</u>	<u>100</u>

Farm Type: Predominantly Milk 60 to 120 ha.

<u>EFFICIENCY STANDARDS</u>	Average 1975-76	Premium 1974-76
Total Enterprise Output per hectare (£)	461	481
Standard Output per hectare (£)	451	428
Output from Forage per Farm Forage hectare (£)	496	527
Grazing Livestock Output (less concentrate) per Adjusted Forage hectare (£)	331	345
Grazing Livestock Units per forage hectare	2.0	2.2
Grazing Livestock Units per adjusted forage hectare	1.8	2.0
Gross Margin per £100 Labour (£)	272	306
Labour Cost per 100 Standard Man-Days (£)	728	699
Machinery Costs per 1000 Tractor Hours (£):		
Licences, Insurance, Repairs	746	665
Fuel and Electricity	457	434
Contract	328	232
Depreciation	444	539
Total	<u>1975</u>	<u>1870</u>
Gross Margin per £100 Machinery Costs (£)	511	531
Gross Margin per £100 Labour and Machinery (£)	172	191

FINANCIAL RESULTS: £ per hectare

Farm Type: Predominantly Milk - over 120 ha.

	Average 1975-76	Average 1974-76	Premium Farms 1974-76		Average 1975-76	Average 1974-76	Premium Farms 1974-76
No. of Farm Records	15	22	10				
Average Area (ha.)	170.4	173.3	183.6				
<u>ENTERPRISE OUTPUTS</u>				<u>INPUTS</u>			
Dairy	323.5	333.3	407.7	Bought Feed	114.1	109.7	117.3
Other Cattle	62.5	52.6	64.3	Home-Grown Feed	24.2	23.3	27.5
Sheep & Wool	3.7	2.9	2.1	Other Livestock V.C.'s	18.4	18.9	21.4
Pigs	-	-	-	Seed (inc. Home-Grown)	10.0	8.3	7.3
Poultry & Eggs	0.3	0.2	-	Fertilisers	36.8	33.3	37.3
Total Livestock	390.0	389.0	474.1	Crop Protection	3.2	2.5	2.3
Cereals (inc. straw)	37.0	34.9	36.7	Other Crop V.C.'s	3.2	2.4	2.2
Fruit & Hops	2.7	-	-	Casual Labour	3.5	2.0	2.4
Other Crops	6.1	1.9	0.6	Contract Work	10.2	10.2	15.2
Total Crops	45.8	36.8	37.3	Total Variable Costs	223.6	210.6	232.9
Miscellaneous Receipts	8.9	4.6	7.1	Regular labour - paid	71.2	72.7	79.0
Forage & Tillage				Regular labour - unpaid	9.9	6.1	5.1
Valuation Changes	6.1	4.3	2.9	Machinery Depreciation	12.1	12.2	14.1
Profit or Loss on Previous Year's Valuation	0.8	0.9	0.2	Fuel & Oil	14.0	13.3	14.2
TOTAL ENTERPRISE OUTPUT	451.6	435.6	521.5	Mach.Repairs, Veh.Tax & Ins.	19.7	18.4	19.4
				Rent & Rates	31.2	30.0	30.0
				General Overhead Costs	17.2	17.1	23.0
				Total Fixed Costs	175.3	169.8	184.8
				TOTAL INPUTS	398.9	380.4	417.7
NET OUTPUT	303.3	294.4	369.3				
GROSS MARGIN	228.1	225.0	288.6				

	Average 1975-76	Average 1974-76	Premium 1974-76
<u>PROFITABILITY</u>			
MANAGEMENT & INVESTMENT INCOME	52.8	55.2	103.9
NET FARM INCOME	58.0	59.5	106.5
RETURN ON TENANT'S CAPITAL	16%	16%	25%

TENANT'S CAPITAL

Livestock	192.7	201.2	235.6
Crops and Cultivations	49.5	39.6	22.3
Stores, etc.	32.4	28.9	39.1
Machinery & Equipment	97.3	88.6	101.7
TOTAL	371.9	358.3	398.7

DESCRIPTIVE STATISTICS

	1975-76	
% of Land in: Cereals	24.6	
Hops & Fruit	0.1	
Other Crops	1.1	
Forage	73.0	
Bare Fallow	1.2	
Grazing Livestock Units: per 100 ha.	As %	
Dairy Cows	84	58
Other Cattle	52	38
Sheep	5	4
TOTAL	141	100

Farm Type: Predominantly Milk - over 120 ha.

EFFICIENCY STANDARDS

	Average 1975-76	Premium 1974-76
Total Enterprise Output per hectare (£)	452	521
Standard Output per hectare (£)	400	435
Output from Forage per Farm Forage hectare (£)	519	589
Grazing Livestock Output (less concentrate) per Adjusted Forage hectare (£)	312	349
Grazing Livestock Units per forage hectare	2.0	2.3
Grazing Livestock Units per adjusted forage hectare	1.6	1.7
Gross Margin per £100 Labour (£)	283	353
Labour Cost per 100 Standard Man-Days (£)	756	677
Machinery Costs per 1000 Tractor Hours (£):		
Licences, Insurance, Repairs	770	673
Fuel and Electricity	552	491
Contract	369	465
Depreciation	461	483
Total	2152	2112
Gross Margin per £100 Machinery Costs (£)	428	500
Gross Margin per £100 Labour and Machinery (£)	164	195

FINANCIAL RESULTS: £ per hectare

	Average 1975-76	Average 1974-76	Premium Farms 1974-76
No. of Farm Records	14	26	11
Average Area (ha.)	66.2	63.2	67.3
<u>ENTERPRISE OUTPUTS</u>			
Dairy	10.5	9.3	-
Other Cattle	49.7	33.1	52.6
Sheep & Wool	9.4	12.3	12.1
Pigs	12.3	15.2	30.8
Poultry & Eggs	14.9	53.7	-
Total Livestock	96.8	123.5	95.5
Cereals (inc. straw)	117.0	117.7	139.6
Fruit & Hops	39.5	44.8	7.2
Other Crops	109.1	96.4	110.4
Total Crops	265.6	258.9	287.2
Miscellaneous Receipts	4.7	13.5	13.8
Forage & Tillage Valuation Changes	6.2	4.2	5.0
Profit or Loss on Previous Year's Valuation	27.5	19.7	43.5
TOTAL ENTERPRISE OUTPUT	401.8	419.9	445.0
NET OUTPUT	354.2	337.6	391.7
GROSS MARGIN	258.2	239.9	318.1

Farm Type: Predominantly Arable - Under 100 ha.

	Average 1975-76	Average 1974-76	Premium Farms 1974-76
<u>INPUTS</u>			
Bought Feed	24.7	48.9	14.5
Home-Grown Feed	12.7	14.4	20.3
Other Livestock V.C.'s	4.0	5.3	3.8
Seed (inc. Home-Grown)	19.2	18.9	18.5
Fertilisers	25.4	22.5	24.1
Crop Protection	14.0	14.3	10.2
Other Crop V.C.'s	23.8	24.1	15.9
Casual Labour	11.8	10.1	5.2
Contract Work	16.9	21.4	14.4
Total Variable Costs	152.5	180.0	126.9
Regular labour - paid	56.8	55.7	49.9
Regular labour - unpaid	24.4	26.5	28.1
Machinery Depreciation	12.4	13.3	15.0
Fuel & Oil	15.6	15.2	11.3
Mach.Repairs, Veh.Tax & Ins.	20.3	20.7	18.8
Rent & Rates	37.7	34.0	32.6
General Overhead Costs	18.8	19.6	13.9
Total Fixed Costs	186.0	185.0	169.6
TOTAL INPUTS	338.5	365.1	296.5

	Average 1975-76	Average 1974-76	Premium 1974-76
<u>PROFITABILITY</u>			
MANAGEMENT & INVESTMENT INCOME	72.2	54.9	148.5
NET FARM INCOME	93.2	77.2	170.7
RETURN ON TENANT'S CAPITAL	22%	14%	36%

<u>TENANT'S CAPITAL</u>			
Livestock	62.8	70.7	72.5
Crops and Cultivations	119.2	112.4	165.9
Stores, etc.	36.4	35.9	34.6
Machinery & Equipment	103.7	92.5	106.3
TOTAL	322.1	311.5	379.3

<u>DESCRIPTIVE STATISTICS</u>		1975-76	
% of Land in:			
	Cereals	54	
	Hops & Fruit	6	
	Other Crops	11	
	Forage	27	
	Bare Fallow	2	
Grazing Livestock Units:	per 100 ha.	As	%
	Dairy Cows	-	-
	Other Cattle	-	-
	Sheep	-	-
TOTAL		-	-

Farm Type: Predominantly Arable - Under 100 ha.

<u>EFFICIENCY STANDARDS</u>	Average 1975-76	Premium 1974-76
Total Enterprise Output per hectare (£)	411	445
Standard Output per hectare (£)	310	299
Output from Forage per Farm Forage hectare (£)	343	341
Grazing Livestock Output (less concentrate) per Adjusted Forage hectare (£)	485	509
Grazing Livestock Units per forage hectare	-	-
Grazing Livestock Units per adjusted forage hectare	-	-
Gross Margin per £100 Labour (£)	304	407
Labour Cost per 100 Standard Man-Days (£)	811	1023
Machinery Costs per 1000 Tractor Hours (£):		
Licences, Insurance, Repairs	806	685
Fuel and Electricity	592	416
Contract	667	503
Depreciation	511	605
Total	2576	2209
Gross Margin per £100 Machinery Costs (£)	463	614
Gross Margin per £100 Labour and Machinery (£)	177	231

FINANCIAL RESULTS: £ per hectare

	Average 1975-76	Average 1974-76	Premium Farms 1974-76
No. of Farm Records	10	23	12
Average Area (ha.)	132.8	130.8	132.1
<u>ENTERPRISE OUTPUTS</u>			
Dairy	-	7.4	-
Other Cattle	69.2	49.0	53.6
Sheep & Wool	4.5	8.3	5.1
Pigs	-	-	-
Poultry & Eggs	0.2	0.2	0.4
Total Livestock	73.9	64.9	59.1
Cereals (inc. straw)	125.6	134.8	166.9
Fruit & Hops	61.5	31.0	34.1
Other Crops	41.8	43.1	53.3
Total Crops	228.9	208.9	254.3
Miscellaneous Receipts	2.8	10.0	8.2
Forage & Tillage Valuation Changes	7.1	4.3	4.2
Profit or Loss on Previous Year's Valuation	2.1	5.9	6.4
TOTAL ENTERPRISE OUTPUT	324.8	294.0	332.2
NET OUTPUT	290.2	260.3	300.0
GROSS MARGIN	205.7	189.7	223.8

Farm Type: PREDOMINANTLY ARABLE - 100 to 200 Ha.

	Average 1975-76	Average 1974-76	Premium Farms 1974-76
<u>INPUTS</u>			
Bought Feed	5.7	6.5	4.8
Home-Grown Feed	11.9	12.0	11.4
Other Livestock V.C.'s	4.0	4.0	3.1
Seed (inc. Home-Grown)	17.0	15.2	16.1
Fertilisers	28.1	27.1	27.1
Crop Protection	15.4	11.8	13.2
Other Crop V.C.'s	14.0	9.7	13.3
Casual Labour	15.9	12.0	12.7
Contract Work	7.1	6.0	6.8
Total Variable Costs	119.1	104.3	108.5
Regular labour - paid	50.8	41.6	40.5
Regular labour - unpaid	14.0	13.8	14.7
Machinery Depreciation	12.5	14.4	13.0
Fuel & Oil	11.2	10.3	9.4
Mach.Repairs, Veh.Tax & Ins.	18.2	16.9	16.9
Rent & Rates	38.9	32.6	32.8
General Overhead Costs	12.7	12.0	10.5
Total Fixed Costs	158.3	141.6	137.8
TOTAL INPUTS	277.4	245.9	246.3

	Average 1975-76	Average 1974-76	Premium 1974-76
<u>PROFITABILITY</u>			
MANAGEMENT & INVESTMENT INCOME	47.4	48.1	86.0
NET FARM INCOME	53.7	54.7	92.4
RETURN ON TENANT'S CAPITAL	17%	23%	41%

<u>TENANT'S CAPITAL</u>			
Livestock	71.9	66.9	59.0
Crops and Cultivations	124.3	94.3	114.2
Stores, etc.	34.3	31.9	35.6
Machinery & Equipment	98.2	90.7	86.5
TOTAL	328.7	283.8	295.3

<u>DESCRIPTIVE STATISTICS</u>		1975-76
% of Land in: Cereals		60
Hops & Fruit		4
Other Crops		7
Forage		27
Bare Fallow		2
Grazing Livestock Units:	per 100 ha.	As %
Dairy Cows	-	-
Other Cattle	39	85
Sheep	7	15
TOTAL	46	100

Farm Type: Predominantly Arable - 100 to 200 ha.

<u>EFFICIENCY STANDARDS</u>		Average 1975-76	Premium 1974-76
Total Enterprise Output per hectare (£)		325	332
Standard Output per hectare (£)		273	235
Output from Forage per Farm Forage hectare (£)		249	280
Grazing Livestock Output (less concentrate) per Adjusted Forage hectare (£)		201	226
Grazing Livestock Units per forage hectare		1.6	2.0
Grazing Livestock Units per adjusted forage hectare		1.6	1.8
Gross Margin per £100 Labour (£)		263	343
Labour Cost per 100 Standard Man-Days (£)		949	996
Machinery Costs per 1000 Tractor Hours (£):			
Licences, Insurance, Repairs		750	704
Fuel and Electricity		466	395
Contract		268	270
Depreciation		520	554
Total		2004	1923
Gross Margin per £100 Machinery Costs (£)		451	527
Gross Margin per £100 Labour and Machinery (£)		160	204

FINANCIAL RESULTS: £ per hectare

	Average 1975-76	Average 1974-76	Premium Farms 1974-76
No. of Farm Records	9	14	8
Average Area (ha.)	363.0	378.1	371.1
<u>ENTERPRISE OUTPUTS</u>			
Dairy	0.3	4.8	8.0
Other Cattle	10.0	17.8	23.6
Sheep & Wool	15.5	13.5	7.7
Pigs	-	1.3	2.3
Poultry & Eggs	-	1.1	1.8
Total Livestock	<u>25.8</u>	<u>38.5</u>	<u>43.4</u>
Cereals (inc. straw)	137.4	134.8	156.0
Fruit & Hops	23.2	28.2	21.7
Other Crops	<u>122.3</u>	<u>113.9</u>	<u>154.8</u>
Total Crops	<u>282.9</u>	<u>276.9</u>	<u>332.5</u>
Miscellaneous Receipts	7.5	6.7	7.7
Forage & Tillage	4.8	2.8	3.3
Valuation Changes			
Profit or Loss on Previous Year's Valuation	8.8	12.6	19.1
TOTAL ENTERPRISE OUTPUT	<u>329.8</u>	<u>337.5</u>	<u>406.0</u>
NET OUTPUT	<u>300.3</u>	<u>299.6</u>	<u>363.1</u>
GROSS MARGIN	<u>221.3</u>	<u>212.4</u>	<u>272.2</u>

Farm Type: Predominantly Arable - over 200 ha.

	Average 1975-76	Average 1974-76	Premium Farms 1974-76
<u>INPUTS</u>			
Bought Feed	3.1	9.2	12.2
Home-Grown Feed	3.7	7.6	8.3
Other Livestock V.C.'s	1.8	2.3	1.5
Seed (inc. Home-Grown)	22.8	21.0	22.6
Fertilisers	23.9	26.0	29.4
Crop Protection	14.7	14.1	12.7
Other Crop V.C.'s	18.3	21.4	23.4
Casual Labour	11.3	17.6	20.9
Contract Work	<u>8.9</u>	<u>5.9</u>	<u>2.9</u>
Total Variable Costs	<u>108.5</u>	<u>125.1</u>	<u>133.9</u>
Regular labour - paid	38.5	37.5	38.2
Regular labour - unpaid	6.0	5.9	6.1
Machinery Depreciation	12.1	13.0	14.6
Fuel & Oil	8.9	8.4	8.4
Mach.Repairs, Veh.Tax & Ins.	14.9	15.4	14.3
Rent & Rates	37.7	34.5	39.1
General Overhead Costs	<u>10.2</u>	<u>10.6</u>	<u>10.8</u>
Total Fixed Costs	<u>128.3</u>	<u>125.3</u>	<u>131.5</u>
TOTAL INPUTS	<u>236.8</u>	<u>250.4</u>	<u>265.4</u>

	Average 1975-76	Average 1974-76	Premium 1974-76
<u>PROFITABILITY</u>			
MANAGEMENT & INVESTMENT INCOME	93.0	87.1	140.7
NET FARM INCOME	96.3	90.3	143.8
RETURN ON TENANT'S CAPITAL	33%	29%	42%

<u>TENANT'S CAPITAL</u>			
Livestock	24.0	42.4	43.3
Crops and Cultivations	98.6	116.1	146.2
Stores, etc.	46.4	36.6	40.0
Machinery & Equipment	100.8	92.0	107.4
TOTAL	269.8	287.1	336.9

<u>DESCRIPTIVE STATISTICS</u>		1975-76	
% of Land in:			
	Cereals	57	
	Hops & Fruit	2	
	Other Crops	18	
	Forage	19	
	Bare Fallow	3	
Grazing Livestock Units:	per 100 ha.		As %
	Dairy Cows	-	-
	Other Cattle	6	6
	Sheep	28	82
TOTAL		34	100

Farm Type: Predominantly Arable - over 200 ha.

<u>EFFICIENCY STANDARDS</u>		Average 1975-76	Premium 1974-76
Total Enterprise Output per hectare (£)		330	406
Standard Output per hectare (£)		265	280
Output from Forage per Farm Forage hectare (£)		179	282
Grazing Livestock Output (less concentrate) per Adjusted Forage hectare (£)		158	296
Grazing Livestock Units per forage hectare		1.8	2.4
Grazing Livestock Units per adjusted forage hectare		1.8	2.4
Gross Margin per £100 Labour (£)	438		512
Labour Cost per 100 Standard Man-Days (£)	769		680
Machinery Costs per 1000 Tractor Hours (£):			
	Licences, Insurance, Repairs	635	601
	Fuel and Electricity	398	360
	Contract	348	120
	Depreciation	543	637
Total		1924	1718
Gross Margin per £100 Machinery Costs (£)	539		700
Gross Margin per £100 Labour and Machinery (£)	230		279

FINANCIAL RESULTS: £ per hectare

	Average 1975-76	Average 1974-76	Premium Farms 1974-76
No..of Farm Records	16	23	9
Average Area (ha.)	55.2	51.7	62.0
<u>ENTERPRISE OUTPUTS</u>			
Dairy	-	-	-
Other Cattle	93.5	87.2	161.3
Sheep & Wool	41.9	39.8	28.2
Pigs	-	-	-
Poultry & Eggs	7.0	9.9	11.1
Total Livestock	142.4	136.9	200.6
Cereals (inc. straw)	37.7	34.3	34.7
Fruit & Hops	-	-	-
Other Crops	13.3	9.6	16.3
Total Crops	51.0	43.9	51.0
Miscellaneous Receipts	7.7	8.0	8.9
Forage & Tillage Valuation Changes	0.9	1.0	0.6
Profit or Loss on Previous Year's Valuation	0.5	0.8	2.5
TOTAL ENTERPRISE OUTPUT	202.5	190.6	263.6
NET OUTPUT	163.6	151.2	219.5
GROSS MARGIN	127.9	117.2	180.3

Farm Type: Predominantly Sheep/Cattle - under 100 ha.

	Average 1975-76	Average 1974-76	Premium Farms 1974-76
<u>INFUTS</u>			
Bought Feed	20.5	23.1	28.3
Home-Grown Feed	10.9	10.0	9.4
Other Livestock V.C.'s	8.4	8.9	10.9
Seed (inc. Home-Grown)	7.5	6.2	6.4
Fertilisers	12.7	11.1	14.5
Crop Protection	1.7	1.4	1.6
Other Crop V.C.'s	1.6	1.7	2.3
Casual Labour	3.4	2.8	3.0
Contract Work	7.9	8.0	6.8
Total Variable Costs	74.6	73.2	83.4
Regular labour - paid	11.2	9.2	8.4
Regular labour - unpaid	33.9	35.7	40.7
Machinery Depreciation	6.6	6.5	8.1
Fuel & Oil	8.1	7.7	8.8
Mach.Repairs, Veh.Tax & Ins.	10.8	10.6	11.4
Rent & Rates	30.3	28.6	28.4
General Overhead Costs	13.2	11.7	10.2
Total Fixed Costs	114.1	110.0	116.0
TOTAL INPUTS	188.7	183.2	199.4

	Average 1975-76	Average 1974-76	Premium 1974-76
<u>PROFITABILITY</u>			
MANAGEMENT & INVESTMENT INCOME	13.8	7.2	64.2
NET FARM INCOME	44.2	38.5	97.1
RETURN ON TENANT'S CAPITAL	11%	6%	22%

<u>TENANT'S CAPITAL</u>			
Livestock	119.5	138.8	178.8
Crops and Cultivations	40.5	37.0	31.2
Stores, etc.	14.4	12.0	11.9
Machinery & Equipment	49.5	46.0	56.2
TOTAL	223.9	233.8	278.1

<u>DESCRIPTIVE STATISTICS</u>		1975-76	
% of Land in:			
	Cereals	22	
	Hops & Fruit	-	
	Other Crops	1	
	Forage	75	
	Bare Fallow	2	
Grazing Livestock Units:	per 100 ha.		As %
	Dairy Cows	-	-
	Other Cattle	49	38
	Sheep	91	62
TOTAL	140	100	

Farm Type: Predominantly Sheep/Cattle - under 100 ha.

<u>EFFICIENCY STANDARDS</u>	Average 1975-76	Premium 1974-76	
Total Enterprise Output per hectare (£)	203	264	
Standard Output per hectare (£)	212	198	
Output from Forage per Farm Forage hectare (£)	197	255	
Grazing Livestock Output (less concentrate) per Adjusted Forage hectare (£)	154	205	
Grazing Livestock Units per forage hectare	2.0	2.1	
Grazing Livestock Units per adjusted forage hectare	2.0	2.0	
Gross Margin per £100 Labour (£)	277	374	
Labour Cost per 100 Standard Man-Days (£)	721	660	
Machinery Costs per 1000 Tractor Hours (£):			
	Licences, Insurance, Repairs	542	510
	Fuel and Electricity	416	407
	Contract	397	319
	Depreciation	327	359
Total	1682	1595	
Gross Margin per £100 Machinery Costs (£)	426	596	
Gross Margin per £100 Labour and Machinery (£)	154	208	

FINANCIAL RESULTS: £ per hectare

	Average 1975-76	Average 1974-76	Premium Farms 1974-76
No. of Farm Records	9	14	7
Average Area (ha.)	149.2	151.9	157.6
<u>ENTERPRISE OUTPUTS</u>			
Dairy	-	-	-
Other Cattle	131.2	107.9	135.9
Sheep & Wool	63.8	64.0	59.1
Pigs	-	-	-
Poultry & Eggs	11.2	8.3	0.9
Total Livestock	206.2	180.2	195.9
Cereals (inc. straw)	52.9	58.3	60.6
Fruit & Hops	-	-	-
Other Crops	23.2	24.3	35.1
Total Crops	76.1	82.6	95.7
Miscellaneous Receipts	13.1	10.0	3.9
Forage & Tillage Valuation Changes	1.9	2.6	0.3
Profit or Loss on Previous Year's Valuation	1.1	1.9	1.6
TOTAL ENTERPRISE OUTPUT	298.4	277.2	297.4
NET OUTPUT	233.0	216.6	243.4
GROSS MARGIN	187.8	173.2	196.3

Farm Type: Predominantly Sheep/Cattle - over 100 ha.

	Average 1975-76	Average 1974-76	Premium Farms 1974-76
<u>INPUTS</u>			
Bought Feed	34.6	30.7	20.5
Home-Grown Feed	21.0	20.2	21.9
Other Livestock V.C.'s	12.0	11.3	9.0
Seed (inc. Home-Grown)	9.8	9.7	11.6
Fertilisers	20.8	18.6	21.9
Crop Protection	2.6	2.5	2.7
Other Crop V.C.'s	1.6	2.4	3.3
Casual Labour	2.6	3.3	4.9
Contract Work	5.6	5.3	5.3
Total Variable Costs	110.6	104.0	101.1
Regular labour - paid	33.1	31.4	34.2
Regular labour - unpaid	22.5	21.4	16.4
Machinery Depreciation	13.2	12.8	13.4
Fuel & Oil	8.2	8.3	9.0
Mach.Repairs, Veh.Tax & Ins.	15.7	15.1	17.6
Rent & Rates	36.7	34.1	30.2
General Overhead Costs	12.6	11.7	11.1
Total Fixed Costs	142.0	134.8	131.9
TOTAL INPUTS	252.6	238.8	233.0

	Average 1975-76	Average 1974-76	Premium 1974-76
<u>PROFITABILITY</u>			
MANAGEMENT & INVESTMENT INCOME	45.8	38.4	64.4
NET FARM INCOME	51.7	43.7	70.1
RETURN ON TENANT'S CAPITAL	13%	13%	21%

<u>TENANT'S CAPITAL</u>			
Livestock	173.0	165.1	162.9
Crops and Cultivations	37.1	39.4	42.2
Stores, etc.	22.3	20.9	22.2
Machinery & Equipment	94.5	83.9	82.9
TOTAL	326.9	309.3	310.2

<u>DESCRIPTIVE STATISTICS</u>		1975-76	
% of Land in:			
	Cereals	26	
	Hops & Fruit	-	
	Other Crops	2	
	Forage	72	
	Bare Fallow	-	
Grazing Livestock Units:	per 100 ha.		As %
	Dairy Cows	-	-
	Other Cattle	77	48
	Sheep	116	52
TOTAL		193	100

Farm Type: Predominantly Sheep/Cattle - over 100 ha.

<u>EFFICIENCY STANDARDS</u>	Average 1975-76	Premium 1974-76	
Total Enterprise Output per hectare (£)	298	297	
Standard Output per hectare (£)	296	246	
Output from Forage per Farm Forage hectare (£)	282	287	
Grazing Livestock Output (less concentrate) per Adjusted Forage hectare (£)	216	205	
Grazing Livestock Units per forage hectare	2.6	2.9	
Grazing Livestock Units per adjusted forage hectare	2.6	2.3	
Gross Margin per £100 Labour (£)	327	358	
Labour Cost per 100 Standard Man-Days (£)	646	609	
Machinery Costs per 1000 Tractor Hours (£):			
	Licences, Insurance, Repairs	612	633
	Fuel and Electricity	320	326
	Contract	214	186
	Depreciation	507	495
Total	1653	1640	
Gross Margin per £100 Machinery Costs (£)	479	448	
Gross Margin per £100 Labour and Machinery (£)	188	198	

FINANCIAL RESULTS: £ per hectare

	Average 1975-76	Average 1974-76	Premium Farms 1974-76
No. of Farm Records	5	12	6
Average Area (ha.)	85.9	103.1	94.4
<u>ENTERPRISE OUTPUTS</u>			
Dairy	72.9	56.5	60.7
Other Cattle	29.9	26.7	22.7
Sheep & Wool	-	4.2	-
Pigs	621.8	476.5	580.7
Poultry & Eggs	<u>128.4</u>	<u>109.8</u>	<u>95.1</u>
Total Livestock	<u>853.0</u>	<u>673.7</u>	<u>759.2</u>
Cereals (inc. straw)	96.4	95.3	78.6
Fruit & Hops	-	-	-
Other Crops	<u>165.7</u>	<u>126.2</u>	<u>250.5</u>
Total Crops	<u>262.1</u>	<u>221.5</u>	<u>329.1</u>
Miscellaneous Receipts			
Forage & Tillage	9.0	10.0	6.2
Valuation Changes			
Profit or Loss on Previous Year's Valuation	4.6 3.0	1.1 3.0	4.0 5.9
TOTAL ENTERPRISE OUTPUT	<u>1131.7</u>	<u>909.3</u>	<u>1104.4</u>
NET OUTPUT	<u>699.9</u>	<u>543.2</u>	<u>743.9</u>
GROSS MARGIN	<u>568.4</u>	<u>431.0</u>	<u>577.7</u>

Farm Type: Predominantly Pigs/Poultry

	Average 1975-76	Average 1974-76	Premium Farms 1974-76
<u>INPUTS</u>			
Bought Feed	316.3	261.4	272.1
Home-Grown Feed	94.2	85.8	63.7
Other Livestock V.C.'s	34.0	25.6	33.8
Seed (inc. Home-Grown)	21.3	18.9	24.7
Fertilisers	32.3	30.0	34.6
Crop Protection	10.4	8.4	12.2
Other Crop V.C.'s	13.8	10.4	19.7
Casual Labour	28.9	28.0	53.5
Contract Work	12.2	9.8	12.4
Total Variable Costs	<u>563.4</u>	<u>478.3</u>	<u>526.7</u>
Regular labour - paid	176.2	131.0	172.8
Regular labour - unpaid	24.2	24.0	15.9
Machinery Depreciation	24.5	23.3	28.2
Fuel & Oil	23.8	19.6	22.5
Mach.Repairs, Veh.Tax & Ins.	41.8	33.0	46.2
Rent & Rates	45.5	40.6	41.8
General Overhead Costs	57.6	43.1	62.5
Total Fixed Costs	<u>393.6</u>	<u>314.6</u>	<u>389.9</u>
TOTAL INPUTS	<u>957.0</u>	<u>792.9</u>	<u>916.6</u>

	Average 1975-76	Average 1974-76	Premium 1974-76
<u>PROFITABILITY</u>			
MANAGEMENT & INVESTMENT INCOME	174.8	116.5	187.8
NET FARM INCOME	197.0	139.7	203.7
RETURN ON TENANT'S CAPITAL	30%	20%	35%

<u>TENANT'S CAPITAL</u>			
Livestock	283.5	228.0	286.5
Crops and Cultivations	78.8	73.8	71.1
Stores, etc.	60.9	52.6	52.9
Machinery & Equipment	209.9	163.6	193.5
TOTAL	633.1	518.0	604.0

<u>DESCRIPTIVE STATISTICS</u>		1975-76	
% of Land in:			
	Cereals	50	
	Hops & Fruit	-	
	Other Crops	15	
	Forage	26	
	Bare Fallow	9	
Grazing Livestock Units:	per 100 ha.		As %
	Dairy Cows	-	-
	Other Cattle	-	-
	Sheep	-	-
TOTAL		-	-

Farm Type: Predominantly Pigs/Poultry

<u>EFFICIENCY STANDARDS</u>	Average 1975-76	Premium 1974-76
Total Enterprise Output per hectare (£)	1132	1104
Standard Output per hectare (£)	947	870
Output from Forage per Farm Forage hectare (£)	364	285
Grazing Livestock Output (less concentrate) per Adjusted Forage hectare (£)	323	465
Grazing Livestock Units per forage hectare	-	-
Grazing Livestock Units per adjusted forage hectare	-	-
Gross Margin per £100 Labour (£)	255	245
Labour Cost per 100 Standard Man-Days (£)	775	784
Machinery Costs per 1000 Tractor Hours (£):		
Licences, Insurance, Repairs	1016	1092
Fuel and Electricity	621	576
Contract	345	360
Depreciation	611	703
Total	2593	2731
Gross Margin per £100 Machinery Costs (£)	574	524
Gross Margin per £100 Labour and Machinery (£)	175	165

FINANCIAL RESULTS: £ per hectare

	Average 1975-76	Average 1974-76	Premium Farms 1974-76
No. of Farm Records	8	21	11
Average Area (ha.)	132.6	137.3	136.5
<u>ENTERPRISE OUTPUTS</u>			
Dairy	262.5	196.1	197.0
Other Cattle	62.6	43.8	37.4
Sheep & Wool	0.1	1.0	1.9
Pigs	-	-	-
Poultry & Eggs	-	0.6	-
Total Livestock	<u>325.2</u>	<u>241.5</u>	<u>236.3</u>
Cereals (inc. straw)	75.8	92.2	94.0
Fruit & Hops	-	-	-
Other Crops	<u>273.1</u>	<u>130.6</u>	<u>194.1</u>
Total Crops	<u>348.9</u>	<u>222.8</u>	<u>288.1</u>
Miscellaneous Receipts	14.5	8.8	10.6
Forage & Tillage Valuation Changes	4.5	1.8	3.5
Profit or Loss on Previous Year's Valuation	6.7	6.9	8.4
TOTAL ENTERPRISE OUTPUT	<u>699.8</u>	<u>481.8</u>	<u>546.9</u>
NET OUTPUT	<u>539.9</u>	<u>370.6</u>	<u>436.9</u>
GROSS MARGIN	<u>432.5</u>	<u>300.8</u>	<u>359.6</u>

Farm Type: Milk and Arable - under 200 ha.

	Average 1975-76	Average 1974-76	Premium Farms 1974-76
<u>INPUTS</u>			
Bought Feed	75.6	54.6	47.9
Home-Grown Feed	38.5	30.6	29.0
Other Livestock V.C.'s	14.8	11.8	11.4
Seed (inc. Home-Grown)	45.8	26.0	33.2
Fertilisers	42.0	27.8	29.5
Crop Protection	13.3	7.2	8.7
Other Crop V.C.'s	12.2	7.8	9.2
Casual Labour	12.2	6.8	7.8
Contract Work	12.9	8.4	10.6
Total Variable Costs	<u>267.3</u>	<u>181.0</u>	<u>187.3</u>
Regular labour - paid	94.3	69.3	77.3
Regular labour - unpaid	24.7	17.8	12.1
Machinery Depreciation	22.0	18.7	20.6
Fuel & Oil	20.2	14.0	14.2
Mach.Repairs, Veh.Tax & Ins.	30.3	20.7	23.4
Rent & Rates	34.6	28.5	30.8
General Overhead Costs	21.5	17.2	14.7
Total Fixed Costs	<u>247.6</u>	<u>186.2</u>	<u>193.1</u>
TOTAL INPUTS	<u>514.9</u>	<u>367.2</u>	<u>380.4</u>

	Average 1975-76	Average 1974-76	Premium 1974-76
<u>PROFITABILITY</u>			
MANAGEMENT & INVESTMENT INCOME	184.9	114.6	166.6
NET FARM INCOME	195.2	125.8	177.9
RETURN ON TENANT'S CAPITAL	28%	24%	32%

<u>TENANT'S CAPITAL</u>			
Livestock	170.7	149.5	142.0
Crops and Cultivations	91.3	72.2	104.2
Stores, etc.	52.9	34.5	35.5
Machinery & Equipment	169.3	122.2	138.6
TOTAL	484.2	378.4	420.3

<u>DESCRIPTIVE STATISTICS</u>		1975-76	
% of Land in:	Cereals	35	
	Hops & Fruit	-	
	Other Crops	15	
	Forage	50	
	Bare Fallow	-	
Grazing Livestock Units:	per 100 ha.	As %	
	Dairy Cows	72	62
	Other Cattle	47	38
	Sheep	-	-
TOTAL	119	100	

Farm Type: Milk and Arable - under 200 ha.

<u>EFFICIENCY STANDARDS</u>	Average 1975-76	Premium 1974-76
Total Enterprise Output per hectare (£)	700	547
Standard Output per hectare (£)	519	411
Output from Forage per Farm Forage hectare (£)	655	488
Grazing Livestock Output (less concentrate) per Adjusted Forage hectare (£)	432	333
Grazing Livestock Units per forage hectare	2.4	2.3
Grazing Livestock Units per adjusted forage hectare	2.4	2.3
Gross Margin per £100 Labour (£)	322	362
Labour Cost per 100 Standard Man-Days (£)	944	758
Machinery Costs per 1000 Tractor Hours (£):		
Licences, Insurance, Repairs	960	776
Fuel and Electricity	649	476
Contract	410	345
Depreciation	652	662
Total	2671	2259
Gross Margin per £100 Machinery Costs (£)	481	509
Gross Margin per £100 Labour and Machinery (£)	187	206

FINANCIAL RESULTS: £ per hectare

	Average 1975-76	Average 1974-76	Premium Farms 1974-76
No. of Farm Records	5	13	4
Average Area (ha.)	379.1	392.4	460.0
<u>ENTERPRISE OUTPUTS</u>			
Dairy	136.4	121.0	164.6
Other Cattle	44.5	38.9	38.3
Sheep & Wool	3.1	5.6	9.6
Pigs	-	-	-
Poultry & Eggs	-	-	-
Total Livestock	<u>184.0</u>	<u>165.5</u>	<u>212.5</u>
Cereals (inc. straw)	93.8	105.4	129.8
Fruit & Hops	8.8	8.4	7.6
Other Crops	6.4	13.9	28.4
Total Crops	<u>109.0</u>	<u>127.7</u>	<u>165.8</u>
Miscellaneous Receipts	4.2	3.9	4.1
Forage & Tillage Valuation Changes	5.7	3.4	4.1
Profit or Loss on Previous Year's Valuation	1.3	1.5	1.1
TOTAL ENTERPRISE OUTPUT	<u>304.2</u>	<u>302.0</u>	<u>387.6</u>
NET OUTPUT	<u>241.5</u>	<u>238.2</u>	<u>303.0</u>
GROSS MARGIN	<u>185.0</u>	<u>181.5</u>	<u>234.9</u>

Farm Type: Milk and Arable - over 200 ha.

	Average 1975-76	Average 1974-76	Premium Farms 1974-76
<u>INPUTS</u>			
Bought Feed	33.9	36.9	60.5
Home-Grown Feed	17.0	15.2	10.4
Other Livestock V.C.'s	9.5	8.4	12.0
Seed (inc. Home-Grown)	11.8	11.8	13.8
Fertilisers	31.4	28.6	35.8
Crop Protection	4.3	4.3	4.8
Other Crop V.C.'s	1.7	3.0	4.7
Casual Labour	2.9	5.4	8.9
Contract Work	<u>6.7</u>	<u>6.9</u>	<u>1.8</u>
Total Variable Costs	<u>119.2</u>	<u>120.5</u>	<u>152.7</u>
Regular labour - paid	56.9	54.8	71.6
Regular labour - unpaid	8.3	6.2	2.8
Machinery Depreciation	7.7	9.4	9.5
Fuel & Oil	8.6	9.1	10.6
Mach.Repairs, Veh.Tax & Ins.	13.2	12.6	14.2
Rent & Rates	24.6	25.7	29.0
General Overhead Costs	<u>9.2</u>	<u>10.0</u>	<u>12.4</u>
Total Fixed Costs	<u>128.5</u>	<u>127.8</u>	<u>150.1</u>
TOTAL INPUTS	<u>247.7</u>	<u>248.3</u>	<u>302.8</u>

	Average 1975-76	Average 1974-76	Premium 1974-76
<u>PROFITABILITY</u>			
MANAGEMENT & INVESTMENT INCOME	56.6	53.7	84.8
NET FARM INCOME	60.1	56.5	86.1
RETURN ON TENANT'S CAPITAL	20%	19%	30%

<u>TENANT'S CAPITAL</u>			
Livestock	110.0	116.2	117.5
Crops and Cultivations	80.3	75.5	61.9
Stores, etc.	22.6	26.8	41.0
Machinery & Equipment	76.3	70.0	74.4
TOTAL	289.2	288.5	294.8

<u>DESCRIPTIVE STATISTICS</u>	1975-76	
% of Land in: Cereals	46	
Hops & Fruit	1	
Other Crops	1	
Forage	52	
Bare Fallow	-	
Grazing Livestock Units: per 100 ha.	As	%
Dairy Cows	40	48
Other Cattle	39	45
Sheep	7	7
TOTAL	86	100

Farm Type: Milk and Arable - over 200 ha.

<u>EFFICIENCY STANDARDS</u>	Average 1975-76	Premium 1974-76
Total Enterprise Output per hectare (£)	302	388
Standard Output per hectare (£)	303	292
Output from Forage per Farm Forage hectare (£)	362	456
Grazing Livestock Output (less concentrate) per Adjusted Forage hectare (£)	259	285
Grazing Livestock Units per forage hectare	1.7	1.9
Grazing Livestock Units per adjusted forage hectare	1.6	1.7
Gross Margin per £100 Labour (£)	269	288
Labour Cost per 100 Standard Man-Days (£)	874	957
Machinery Costs per 1000 Tractor Hours (£):		
Licences, Insurance, Repairs	601	653
Fuel and Electricity	387	474
Contract	305	82
Depreciation	320	435
Total	1613	1644
Gross Margin per £100 Machinery Costs (£)	550	662
Gross Margin per £100 Labour and Machinery (£)	178	200

FINANCIAL RESULTS: £ per hectare

	Average 1975-76	Average 1974-76	Premium Farms 1974-76
No. of Farm Records	15	28	13
Average Area (ha.)	64.3	63.9	74.2
<u>ENTERPRISE OUTPUTS</u>			
Dairy	-	0.9	2.1
Other Cattle	89.7	64.0	113.6
Sheep & Wool	35.6	37.3	28.0
Pigs	-	0.1	-
Poultry & Eggs	19.4	13.4	15.7
Total Livestock	144.7	115.7	159.4
Cereals (inc. straw)	75.9	79.8	101.7
Fruit & Hops	0.3	0.2	-
Other Crops	59.5	35.4	64.5
Total Crops	135.7	115.4	166.2
Miscellaneous Receipts	5.3	6.9	7.0
Forage & Tillage Valuation Changes	4.1	2.7	2.4
Profit or Loss on Previous Year's Valuation	3.4	4.3	6.3
TOTAL ENTERPRISE OUTPUT	293.2	245.0	341.3
NET OUTPUT	240.7	198.4	278.9
GROSS MARGIN	192.3	154.6	227.1

Farm Type: Sheep/Cattle and Arable - under 100 ha.

	Average 1975-76	Average 1974-76	Premium Farms 1974-76
<u>INPUTS</u>			
Bought Feed	20.0	17.5	23.4
Home-Grown Feed	20.3	19.1	26.2
Other Livestock V.C.'s	6.8	6.4	8.3
Seed (inc. Home-Grown)	12.2	10.0	12.8
Fertilisers	20.3	18.1	21.1
Crop Protection	3.8	3.5	5.3
Other Crop V.C.'s	3.4	2.6	4.2
Casual Labour	4.2	3.7	3.9
Contract Work	10.0	9.6	9.0
Total Variable Costs	101.0	90.5	114.2
Regular labour - paid	16.2	15.1	26.6
Regular labour - unpaid	38.1	31.8	28.8
Machinery Depreciation	9.8	10.1	14.3
Fuel & Oil	8.0	7.8	8.2
Mach.Repairs, Veh.Tax & Ins.	13.0	12.2	14.8
Rent & Rates	28.3	25.9	25.1
General Overhead Costs	13.5	11.9	12.7
Total Fixed Costs	126.9	114.8	130.5
TOTAL INPUTS	227.9	205.3	244.7

	Average 1975-76	Average 1974-76	Premium 1974-76
<u>PROFITABILITY</u>			
MANAGEMENT & INVESTMENT INCOME	65.3	39.7	96.6
NET FARM INCOME	100.6	68.4	122.2
RETURN ON TENANT'S CAPITAL	20%	12%	28%
<hr/>			
<u>TENANT'S CAPITAL</u>			
Livestock	97.2	95.4	114.8
Crops and Cultivations	51.8	53.4	58.9
Stores, etc.	28.4	23.1	31.3
Machinery & Equipment	74.0	67.8	88.3
TOTAL	251.4	239.7	293.3

<u>DESCRIPTIVE STATISTICS</u>	1975-76	
% of Land in: Cereals	42	
Hops & Fruit	-	
Other Crops	2	
Forage	55	
Bare Fallow	1	
Grazing Livestock Units: per 100 ha.	As %	
Dairy Cows	-	-
Other Cattle	42	41
Sheep	64	59
TOTAL	106	100

Farm Type: Sheep/Cattle and Arable - under 100 ha.

<u>EFFICIENCY STANDARDS</u>	Average 1975-76	Premium 1974-76
Total Enterprise Output per hectare (£)	293	341
Standard Output per hectare (£)	248	222
Output from Forage per Farm Forage hectare (£)	255	293
Grazing Livestock Output (less concentrate) per Adjusted Forage hectare (£)	199	217
Grazing Livestock Units per forage hectare	2.1	2.4
Grazing Livestock Units per adjusted forage hectare	2.1	2.5
Gross Margin per £100 Labour (£)	325	392
Labour Cost per 100 Standard Man-Days (£)	808	823
Machinery Costs per 1000 Tractor Hours (£):		
Licences, Insurance, Repairs	588	629
Fuel and Electricity	371	353
Contract	478	406
Depreciation	435	608
Total	1872	1996
Gross Margin per £100 Machinery Costs (£)	475	503
Gross Margin per £100 Labour and Machinery (£)	185	213

FINANCIAL RESULTS: £ per hectare

	Average 1975-76	Average 1974-76	Premium Farms 1974-76
No. of Farm Records	17	28	15
Average Area (ha.)	174.5	175.3	187.4
<u>ENTERPRISE OUTPUTS</u>			
Dairy	-	-	-
Other Cattle	105.5	78.6	98.7
Sheep & Wool	31.8	36.8	31.7
Pigs	-	-	-
Poultry & Eggs	-	-	-
Total Livestock	137.3	115.4	130.4
Cereals (inc. straw)	88.9	94.2	101.2
Fruit & Hops	9.8	8.8	7.5
Other Crops	27.0	23.1	28.0
Total Crops	125.7	126.1	136.7
Miscellaneous Receipts	7.7	6.9	5.8
Forage & Tillage Valuation Changes	5.2	3.9	3.9
Profit or Loss on Previous Year's Valuation	4.4	6.4	9.4
TOTAL ENTERPRISE OUTPUT	280.3	258.7	286.2
NET OUTPUT	235.3	218.3	244.5
GROSS MARGIN	178.7	166.3	192.6

Farm Type: Sheep/Cattle and Arable - over 100 ha.

	Average 1975-76	Average 1974-76	Premium Farms 1974-76
<u>INPUTS</u>			
Bought Feed	10.7	11.4	11.8
Home-Grown Feed	19.8	15.8	17.2
Other Livestock V.C.'s	6.1	6.4	6.3
Seed (inc. Home-Grown)	14.4	13.1	12.7
Fertilisers	27.5	24.7	25.0
Crop Protection	7.4	5.9	5.5
Other Crop V.C.'s	4.3	4.0	3.7
Casual Labour	7.5	6.8	6.7
Contract Work	3.9	4.3	4.6
Total Variable Costs	101.6	92.4	93.5
Regular labour - paid	43.5	38.5	40.1
Regular labour - unpaid	11.6	11.2	9.0
Machinery Depreciation	11.8	12.5	12.0
Fuel & Oil	9.2	8.9	8.4
Mach.Repairs, Veh.Tax & Ins.	17.1	15.3	15.4
Rent & Rates	31.6	29.5	30.3
General Overhead Costs	15.0	13.9	12.5
Total Fixed Costs	139.8	129.8	127.7
TOTAL INPUTS	241.4	222.2	221.2

	Average 1975-76	Average 1974-76	Premium 1974-76
<u>PROFITABILITY</u>			
MANAGEMENT & INVESTMENT INCOME	38.8	36.5	65.0
NET FARM INCOME	46.4	43.4	71.3
RETURN ON TENANT'S CAPITAL	12%	13%	20%
<hr/>			
<u>TENANT'S CAPITAL</u>			
Livestock	128.1	120.5	129.8
Crops and Cultivations	89.8	80.1	91.9
Stores, etc.	31.5	27.2	29.1
Machinery & Equipment	92.6	82.3	81.5
TOTAL	342.0	310.1	332.3

	1975-76	
<u>DESCRIPTIVE STATISTICS</u>		
% of Land in: Cereals	44	
Hops & Fruit	1	
Other Crops	4	
Forage	50	
Bare Fallow	1	
Grazing Livestock Units: per 100 ha.	As %	
Dairy Cows	-	-
Other Cattle	59	57
Sheep	52	43
TOTAL	111	100

Farm Type: Sheep/Cattle and Arable - over 100 ha.

	Average 1975-76	Premium 1974-76
<u>EFFICIENCY STANDARDS</u>		
Total Enterprise Output per hectare (£)	280	286
Standard Output per hectare (£)	241	216
Output from Forage per Farm Forage hectare (£)	276	260
Grazing Livestock Output (less concentrate) per Adjusted Forage hectare (£)	206	199
Grazing Livestock Units per forage hectare	2.2	2.3
Grazing Livestock Units per adjusted forage hectare	2.1	2.2
Gross Margin per £100 Labour (£)	309	377
Labour Cost per 100 Standard Man-Days (£)	829	729
Machinery Costs per 1000 Tractor Hours (£):		
Licences, Insurance, Repairs	707	633
Fuel and Electricity	384	348
Contract	159	191
Depreciation	503	521
Total	1753	1693
Gross Margin per £100 Machinery Costs (£)	431	482
Gross Margin per £100 Labour and Machinery (£)	176	208

FINANCIAL RESULTS: £ per hectare

	Average 1975-76	Average 1974-76	Premium Farms 1974-76
No. of Farm Records	9	16	9
Average Area (ha.)	181.9	168.6	160.4
<u>ENTERPRISE OUTPUTS</u>			
Dairy	151.1	154.7	164.7
Other Cattle	76.6	63.5	59.1
Sheep & Wool	14.0	9.6	7.4
Pigs	-	-	-
Poultry & Eggs	3.5	2.8	3.5
Total Livestock	245.2	230.6	234.7
Cereals (inc. straw)	66.8	66.2	69.0
Fruit & Hops	-	2.2	3.9
Other Crops	9.1	7.7	9.8
Total Crops	75.9	76.1	82.7
Miscellaneous Receipts	4.3	3.7	3.0
Forage & Tillage Valuation Changes	8.6	4.2	3.8
Profit or Loss on Previous Year's Valuation	0.2	0.6	1.3
TOTAL ENTERPRISE OUTPUT	334.2	315.2	325.5
NET OUTPUT	233.0	219.1	240.4
GROSS MARGIN	178.5	168.0	193.0

Farm Type: Milk, Sheep/Cattle and Arable

	Average 1975-76	Average 1974-76	Premium Farms 1974-76
<u>INPUTS</u>			
Bought Feed	73.8	66.6	52.6
Home-Grown Feed	19.0	21.1	23.5
Other Livestock V.C.'s	11.9	10.8	11.3
Seed (inc. Home-Grown)	8.5	8.3	8.9
Fertilisers	22.6	22.4	21.1
Crop Protection	4.8	4.0	4.3
Other Crop V.C.'s	1.7	2.2	2.4
Casual Labour	5.1	4.4	2.5
Contract Work	8.3	7.3	5.8
Total Variable Costs	155.7	147.1	132.4
Regular labour - paid	47.4	48.1	54.6
Regular labour - unpaid	16.0	14.1	14.7
Machinery Depreciation	8.3	9.9	11.5
Fuel & Oil	12.6	11.0	10.2
Mach. Repairs, Veh. Tax & Ins.	15.5	14.3	14.7
Rent & Rates	28.9	26.7	24.8
General Overhead Costs	17.7	15.3	13.6
Total Fixed Costs	146.4	139.4	144.1
TOTAL INPUTS	302.1	286.5	276.5

	Average 1975-76	Average 1974-76	Premium 1974-76
<u>PROFITABILITY</u>			
MANAGEMENT & INVESTMENT INCOME	32.2	28.7	49.0
NET FARM INCOME	42.8	38.0	56.4
RETURN ON TENANT'S CAPITAL	13%	11%	17%

<u>TENANT'S CAPITAL</u>			
Livestock	140.8	150.0	150.5
Crops and Cultivations	54.1	43.2	44.9
Stores, etc.	25.3	24.2	24.5
Machinery & Equipment	78.1	75.8	83.4
TOTAL	298.3	293.2	303.3

<u>DESCRIPTIVE STATISTICS</u>		1975-76	
% of Land in:			
	Cereals	32	
	Hops & Fruit	-	
	Other Crops	1	
	Forage	66	
	Bare Fallow	-	
Grazing Livestock Units:	per 100 ha.		As %
	Dairy Cows	42	36
	Other Cattle	49	46
	Sheep	27	18
TOTAL		118	100

Farm Type: Milk, Sheep/Cattle and Arable

<u>EFFICIENCY STANDARDS</u>	Average 1975-76	Premium 1974-76	
Total Enterprise Output per hectare (£)	334	326	
Standard Output per hectare (£)	312	290	
Output from Forage per Farm Forage hectare (£)	370	364	
Grazing Livestock Output (less concentrate) per Adjusted Forage hectare (£)	231	227	
Grazing Livestock Units per forage hectare	1.9	1.9	
Grazing Livestock Units per adjusted forage hectare	1.7	1.6	
Gross Margin per £100 Labour (£)	260	275	
Labour Cost per 100 Standard Man-Days (£)	813	786	
Machinery Costs per 1000 Tractor Hours (£):			
	Licences, Insurance, Repairs	674	620
	Fuel and Electricity	551	430
	Contract	365	250
	Depreciation	358	470
Total	1948	1770	
Gross Margin per £100 Machinery Costs (£)	421	472	
Gross Margin per £100 Labour and Machinery (£)	159	172	

FINANCIAL RESULTS: £ per hectare

	Average 1975-76	Average 1974-76	Premium Farms 1974-76
No. of Farm Records	7	16	7
Average Area (ha.)	117.8	107.7	124.2
<u>ENTERPRISE OUTPUTS</u>			
Dairy	85.1	85.4	110.5
Other Cattle	14.8	25.1	27.5
Sheep & Wool	17.4	20.7	19.7
Pigs	350.7	207.9	219.0
Poultry & Eggs	203.9	140.1	217.7
Total Livestock	671.9	479.2	594.4
Cereals (inc. straw)	73.2	76.7	88.3
Fruit & Hops	-	-	-
Other Crops	145.4	75.2	111.3
Total Crops	218.6	151.9	199.6
Miscellaneous Receipts	4.7	8.5	7.4
Forage & Tillage Valuation Changes	6.7	7.4	5.7
Profit or Loss on Previous Year's Valuation	2.0	1.9	0.0
TOTAL ENTERPRISE OUTPUT	903.9	648.9	807.1
NET OUTPUT	579.4	379.3	501.9
GROSS MARGIN	454.5	290.1	396.5

Farm Type: 'Mixed' with Pigs and Poultry

	Average 1975-76	Average 1974-76	Premium Farms 1974-76
<u>INPUTS</u>			
Bought Feed	248.9	202.6	225.8
Home-Grown Feed	59.3	54.4	66.0
Other Livestock V.C.'s	31.9	22.6	25.9
Seed (inc. Home-Grown)	16.2	12.6	13.3
Fertilisers	23.9	21.3	25.0
Crop Protection	8.8	5.2	6.4
Other Crop V.C.'s	11.1	7.3	9.6
Casual Labour	32.9	19.9	20.5
Contract Work	16.4	12.9	18.0
Total Variable Costs	449.4	358.8	410.5
Regular labour - paid	137.9	86.5	117.6
Regular labour - unpaid	13.8	17.4	14.5
Machinery Depreciation	15.8	12.8	14.0
Fuel & Oil	22.0	16.3	20.9
Mach.Repairs, Veh.Tax & Ins.	32.2	22.5	23.3
Rent & Rates	37.4	33.4	38.3
General Overhead Costs	49.3	32.2	36.9
Total Fixed Costs	308.4	221.1	265.5
TOTAL INPUTS	757.8	579.9	676.0

	Average 1975-76	Average 1974-76	Premium 1974-76
<u>PROFITABILITY</u>			
MANAGEMENT & INVESTMENT INCOME	146.0	69.0	130.9
NET FARM INCOME	159.8	86.4	145.5
RETURN ON TENANT'S CAPITAL	30%	14%	32%

TENANT'S CAPITAL

Livestock	233.9	188.1	183.2
Crops and Cultivations	67.9	59.9	51.6
Stores, etc.	42.4	34.5	48.8
Machinery & Equipment	132.2	96.1	109.3
TOTAL	<u>476.4</u>	<u>378.6</u>	<u>392.9</u>

DESCRIPTIVE STATISTICS

	1975-76	
% of Land in: Cereals	44	
Hops & Fruit	-	
Other Crops	13	
Forage	37	
Bare Fallow	6	
Grazing Livestock Units:	per 100 ha.	As %
Dairy Cows	-	-
Other Cattle	-	-
Sheep	-	-
TOTAL	<u>-</u>	<u>-</u>

Farm Type: 'Mixed' with Pigs and Poultry

EFFICIENCY STANDARDS

	Average 1975-76	Premium 1974-76
Total Enterprise Output per hectare (£)	904	807
Standard Output per hectare (£)	672	552
Output from Forage per Farm Forage hectare (£)	306	341
Grazing Livestock Output (less concentrate) per Adjusted Forage hectare (£)	240	296
Grazing Livestock Units per forage hectare	-	-
Grazing Livestock Units per adjusted forage hectare	-	-
Gross Margin per £100 Labour (£)	268	265
Labour Cost per 100 Standard Man-Days (£)	798	844
Machinery Costs per 1000 Tractor Hours (£):		
Licences, Insurance, Repairs	919	751
Fuel and Electricity	715	703
Contract	604	655
Depreciation	452	466
Total	<u>2690</u>	<u>2575</u>
Gross Margin per £100 Machinery Costs (£)	498	514
Gross Margin per £100 Labour and Machinery (£)	169	174

FINANCIAL RESULTS: £ per hectare

	Average 1975-76	Average 1974-76	Premium Farms 1974-76
No. of Farm Records	13	29	15
Average Area (ha.)	63.5	70.8	54.9
<u>ENTERPRISE OUTPUTS</u>			
Dairy	4.7	2.1	-
Other Cattle	13.3	7.5	8.9
Sheep & Wool	2.2	3.1	3.4
Pigs	-	1.8	-
Poultry & Eggs	-	13.3	-
Total Livestock	<u>20.2</u>	<u>27.8</u>	<u>12.3</u>
Cereals (inc. straw)	40.9	41.1	33.3
Fruit & Hops	637.9	678.3	847.0
Other Crops	79.6	52.2	83.0
Total Crops	<u>758.4</u>	<u>771.6</u>	<u>963.3</u>
Miscellaneous Receipts	12.0	15.8	12.6
Forage & Tillage Valuation Changes	1.7	0.7	0.9
Profit or Loss on Previous Year's Valuation	5.5	4.4	6.8
TOTAL ENTERPRISE OUTPUT	<u><u>797.8</u></u>	<u><u>820.3</u></u>	<u><u>995.9</u></u>
NET OUTPUT	<u>778.7</u>	<u>784.8</u>	<u>973.2</u>
GROSS MARGIN	<u>438.3</u>	<u>441.4</u>	<u>594.3</u>

Farm Type: Intensive Arable - Fruit

	Average 1975-76	Average 1974-76	Premium Farms 1974-76
<u>INPUTS</u>			
Bought Feed	4.0	10.9	0.2
Home-Grown Feed	1.4	4.5	1.5
Other Livestock V.C.'s	2.2	1.9	0.7
Seed (inc. Home-Grown)	13.9	20.1	20.9
Fertilisers	21.0	22.6	23.3
Crop Protection	46.8	48.2	49.9
Other Crop V.C.'s	147.5	151.4	183.4
Casual Labour	97.4	101.4	105.6
Contract Work	25.5	17.9	15.9
Total Variable Costs	<u>359.7</u>	<u>378.9</u>	<u>401.4</u>
Regular labour - paid	116.8	116.0	104.1
Regular labour - unpaid	53.6	39.0	61.2
Machinery Depreciation	20.3	26.4	31.7
Fuel & Oil	19.9	20.0	17.5
Mach.Repairs, Veh.Tax & Ins.	32.5	29.5	26.6
Rent & Rates	54.1	54.2	58.1
General Overhead Costs	31.9	30.9	31.1
Total Fixed Costs	<u>329.1</u>	<u>316.0</u>	<u>330.3</u>
TOTAL INPUTS	<u><u>688.8</u></u>	<u><u>694.9</u></u>	<u><u>731.7</u></u>

	Average 1975-76	Average 1974-76	Premium 1974-76
<u>PROFITABILITY</u>			
MANAGEMENT & INVESTMENT INCOME	109.1	125.4	264.0
NET FARM INCOME	151.5	159.1	315.3
RETURN ON TENANT'S CAPITAL	30%	29%	53%

<u>TENANT'S CAPITAL</u>			
Livestock	24.1	21.6	14.5
Crops and Cultivations	209.7	206.4	252.1
Stores, etc.	48.7	47.9	41.0
Machinery & Equipment	157.9	167.6	195.3
TOTAL	<u>440.4</u>	<u>443.5</u>	<u>502.9</u>

<u>DESCRIPTIVE STATISTICS</u>		1975-76	
% of Land in:	Cereals	22	
	Hops & Fruit	50	
	Other Crops	4	
	Forage	21	
	Bare Fallow	3	
Grazing Livestock Units:	per 100 ha.	As	%
	Dairy Cows	-	-
	Other Cattle	-	-
	Sheep	-	-
TOTAL	<u>-</u>	<u>-</u>	<u>-</u>

Farm Type: Intensive Arable - Fruit

<u>EFFICIENCY STANDARDS</u>	Average 1975-76	Premium 1974-76
Total Enterprise Output per hectare (£)	798	996
Standard Output per hectare (£)	504	607
Output from Forage per Farm Forage hectare (£)	79	79
Grazing Livestock Output (less concentrate) per Adjusted Forage hectare (£)	128	146
Grazing Livestock Units per forage hectare	-	-
Grazing Livestock Units per adjusted forage hectare	-	-
Gross Margin per £100 Labour (£)	166	224
Labour Cost per 100 Standard Man-Days (£)	399	320
Machinery Costs per 1000 Tractor Hours (£):		
Licences, Insurance, Repairs	816	563
Fuel and Electricity	500	370
Contract	687	354
Depreciation	482	634
Total	<u>2485</u>	<u>1921</u>
Gross Margin per £100 Machinery Costs (£)	467	669
Gross Margin per £100 Labour and Machinery (£)	117	162

FINANCIAL RESULTS: £ per hectare

	Average 1975-76	Average 1974-76	Premium Farms 1974-76
No. of Farm Records	6	12	5
Average Area (ha.)	85.0	83.8	83.7
<u>ENTERPRISE OUTPUTS</u>			
Dairy	-	-	-
Other Cattle	24.6	26.7	25.9
Sheep & Wool	6.9	8.3	8.4
Pigs	19.9	10.0	-
Poultry & Eggs	55.8	27.9	-
Total Livestock	107.2	72.9	34.3
Cereals (inc. straw)	50.7	63.4	55.3
Fruit & Hops	485.7	330.0	465.1
Other Crops	37.5	25.2	46.7
Total Crops	573.9	418.6	567.1
Miscellaneous Receipts	27.9	21.3	9.4
Forage & Tillage Valuation Changes	2.3	3.0	2.4
Profit or Loss on Previous Year's Valuation	2.3	2.0	4.3
TOTAL ENTERPRISE OUTPUT	713.6	517.8	617.5
NET OUTPUT	639.5	467.3	602.0
GROSS MARGIN	443.1	319.5	434.7

Farm Type: Intensive Arable - Hops and Fruit

	Average 1975-76	Average 1974-76	Premium Farms 1974-76
<u>INPUTS</u>			
Bought Feed	40.3	24.7	3.2
Home-Grown Feed	15.1	10.7	2.1
Other Livestock V.C.'s	4.8	3.6	1.9
Seed (inc. Home-Grown)	18.5	15.2	10.3
Fertilisers	23.1	20.2	20.0
Crop Protection	37.0	27.4	29.7
Other Crop V.C.'s	78.2	54.2	74.5
Casual Labour	45.1	35.6	34.1
Contract Work	8.3	6.8	7.1
Total Variable Costs	270.4	198.4	182.9
Regular labour - paid	137.2	105.2	109.7
Regular labour - unpaid	25.8	22.4	23.5
Machinery Depreciation	49.1	33.3	53.2
Fuel & Oil	27.7	21.7	20.9
Mach. Repairs, Veh. Tax & Ins.	35.6	29.9	33.1
Rent & Rates	51.7	42.3	43.7
General Overhead Costs	40.1	27.5	32.8
Total Fixed Costs	367.2	282.3	316.9
TOTAL INPUTS	637.6	480.7	499.8

	Average 1975-76	Average 1974-76	Premium 1974-76
<u>PROFITABILITY</u>			
MANAGEMENT & INVESTMENT INCOME	75.9	37.1	117.7
NET FARM INCOME	93.1	52.1	136.3
RETURN ON TENANT'S CAPITAL	11%	6%	20%

<u>TENANT'S CAPITAL</u>			
Livestock	45.5	51.0	43.8
Crops and Cultivations	88.4	71.2	84.7
Stores, etc.	66.3	51.8	34.2
Machinery & Equipment	317.0	208.0	306.9
TOTAL	517.2	382.0	469.6

<u>DESCRIPTIVE STATISTICS</u>	1975-76	
% of Land in: Cereals	29	
Hops & Fruit	36	
Other Crops	1	
Forage	31	
Bare Fallow	3	
Grazing Livestock Units: per 100 ha.		As %
Dairy Cows	-	-
Other Cattle	-	-
Sheep	-	-
TOTAL	-	-

Farm Type: Intensive Arable - Hops and Fruit

<u>EFFICIENCY STANDARDS</u>	Average 1975-76	Premium 1974-76
Total Enterprise Output per hectare (£)	714	618
Standard Output per hectare (£)	539	475
Output from Forage per Farm Forage hectare (£)	170	183
Grazing Livestock Output (less concentrate) per Adjusted Forage hectare (£)	198	191
Grazing Livestock Units per forage hectare	-	-
Grazing Livestock Units per adjusted forage hectare	-	-
Gross Margin per £100 Labour (£)	204	235
Labour Cost per 100 Standard Man-Days (£)	461	385
Machinery Costs per 1000 Tractor Hours (£):		
Licences, Insurance, Repairs	552	555
Fuel and Electricity	441	348
Contract	175	160
Depreciation	586	657
Total	1754	1720
Gross Margin per £100 Machinery Costs (£)	379	426
Gross Margin per £100 Labour and Machinery (£)	127	144

FINANCIAL RESULTS: £ per hectare

	Average 1975-76	Average 1974-76	Premium Farms 1974-76
No. of Farm Records	9	12	10
Average Area (ha.)	127.0	161.0	185.0
<u>ENTERPRISE OUTPUTS</u>			
Dairy	34.3	23.7	-
Other Cattle	13.7	10.6	8.9
Sheep & Wool	-	1.4	1.8
Pigs	-	-	-
Poultry & Eggs	-	-	-
Total Livestock	48.0	35.7	10.7
Cereals (inc. straw)	109.4	121.6	143.3
Fruit & Hops	-	0.1	0.1
Other Crops	502.6	392.4	392.1
Total Crops	612.0	514.1	535.5
Miscellaneous Receipts	8.3	7.7	6.3
Forage & Tillage Valuation Changes	2.7	1.5	0.8
Profit or Loss on Previous Year's Valuation	78.2	76.6	102.8
TOTAL ENTERPRISE OUTPUT	749.2	635.6	656.1
NET OUTPUT	672.9	574.1	614.4
GROSS MARGIN	542.6	451.7	498.7

Farm Type: Intensive Arable - Field Vegetables

	Average 1975-76	Average 1974-76	Premium Farms 1974-76
<u>INPUTS</u>			
Bought Feed	12.1	8.8	1.6
Home-Grown Feed	3.1	2.3	1.6
Other Livestock V.C.'s	2.2	1.5	0.5
Seed (inc. Home-Grown)	61.1	50.3	38.5
Fertilisers	44.8	37.3	36.8
Crop Protection	22.5	19.8	16.2
Other Crop V.C.'s	29.0	28.5	31.6
Casual Labour	15.1	19.9	17.8
Contract Work	16.7	15.5	12.8
Total Variable Costs	206.6	183.9	157.4
Regular labour - paid	117.7	90.9	107.1
Regular labour - unpaid	24.2	26.5	26.3
Machinery Depreciation	19.6	18.3	18.1
Fuel & Oil	17.9	14.4	14.6
Mach.Repairs, Veh.Tax & Ins.	30.5	26.7	24.2
Rent & Rates	40.8	40.5	40.2
General Overhead Costs	19.3	19.7	20.9
Total Fixed Costs	270.0	237.0	251.4
TOTAL INPUTS	476.6	420.9	408.8

	Average 1975-76	Average 1974-76	Premium 1974-76
<u>PROFITABILITY</u>			
MANAGEMENT & INVESTMENT INCOME	272.6	214.7	247.4
NET FARM INCOME	294.0	230.8	264.9
RETURN ON TENANT'S CAPITAL	56%	47%	61%

<u>TENANT'S CAPITAL</u>			
Livestock	39.5	32.4	18.7
Crops and Cultivations	209.7	201.8	196.0
Stores, etc.	53.7	42.5	46.9
Machinery & Equipment	169.0	143.7	136.1
TOTAL	471.9	420.4	397.7

<u>DESCRIPTIVE STATISTICS</u>		1975-76	
% of Land in:			
Cereals		43	
Hops & Fruit		-	
Other Crops		43	
Forage		10	
Bare Fallow		4	
Grazing Livestock Units:	per 100 ha.		As %
Dairy Cows	-	-	
Other Cattle	-	-	
Sheep	-	-	
TOTAL	-	-	-

Farm Type: Intensive Arable - Field Vegetables

<u>EFFICIENCY STANDARDS</u>	Average 1975-76	Premium 1974-76
Total Enterprise Output per hectare (£)	749	656
Standard Output per hectare (£)	476	391
Output from Forage per Farm Forage hectare (£)	342	203
Grazing Livestock Output (less concentrate) per Adjusted Forage hectare (£)	281	158
Grazing Livestock Units per forage hectare	-	-
Grazing Livestock Units per adjusted forage hectare	-	-
Gross Margin per £100 Labour (£)	415	415
Labour Cost per 100 Standard Man-Days (£)	776	795
Machinery Costs per 1000 Tractor Hours (£):		
Licences, Insurance, Repairs	870	671
Fuel and Electricity	447	359
Contract	446	345
Depreciation	565	534
Total	2328	1909
Gross Margin per £100 Machinery Costs (£)	641	711
Gross Margin per £100 Labour and Machinery (£)	244	252

WHOLE SURVEY YIELDS AND OUTPUTS

(Harvest 1975)

CROPS	No. of Crops	Yield per ha. (tonnes)		Output per ha. (£)	
		Average	Standard Deviation	Average	Standard Deviation
Winter Wheat	78	3.9	.9	242	65
Spring Wheat	13	2.4	.8	148	52
Winter Barley	8	3.9	1.1	222	74
Spring Barley	115	2.7	.8	159	52
Winter Oats	30	4.0	1.3	237	76
Spring Oats	28	2.9	1.0	166	57
Beans for Stockfeed	8	2.4	.7	197	81
Potatoes - First Early	6	13.0	5.1	1546	649
Potatoes for Ware	41	21.3	6.4	2286	1045
Oilseed Crops	6	1.4	.5	212	79
Hops	12	1.1	.3	1359	318
Cabbage - Spring Greens	3	-	-	595	24
Cabbage - Late Summer + Autumn	4	-	-	760	950
Brussels Sprouts - Fresh	5	-	-	628	608
Broccoli	4	-	-	598	279
Lettuce - Summer	9	-	-	3552	2454
Peas - Green Processing	6	3.6	1.3	403	125
French Beans - Processing	6	-	-	476	132
Tomatoes - Heated Glass	11	-	-	32236	10279
Apples - Culinary	12	7.6	3.1	1065	484
Apples - Dessert Cox	10	4.5	1.4	987	708
Apples - Dessert Worcester	9	6.3	2.3	611	347
Pears - Conference	8	2.6	1.5	503	287
Blackcurrants - Fresh Market	3	7.7	1.7	1679	630
Strawberries - Fresh Market	12	2.8	1.4	1560	670
DAIRY COWS	No. of Herds	Litres per Cow		£ Output per Cow	
Friesian	40	4598		369	49
Channel Island	8	3170		302	16
Ayrshire	2	4150		316	-

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 subsidies, 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 area of sale crops and numbers of livestock. (For the standards used see Page 44).

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 44.

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 Hectares. The total area of crops grown for feeding to livestock, excluding cereals.

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

Adjusted Forage Hectares. Forage Hectares plus an 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 areas and numbers of livestock are multiplied by the appropriate standard figures (see page 44) 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 44), but no 15% is added.

Gross Margin per £100 Machinery Costs. $\frac{\text{Gross Margin} \times 100}{\text{divided by total annual machinery costs.}}$

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 OUTPUTS

		Standard Output £/unit	Standard Man-Days per unit	Tractor Units	Grazing Livestock Units per head
Wheat	ha.	224	2.5	17	-
Barley	"	198	2.5	17	-
Oats and Mixed Corn	"	198	2.5	17	-
Beans - threshed	"	160	2.5	17	-
Peas - threshed	"	198	2.5	27	-
Vining Peas	"	321	5	27	-
Potatoes	"	865	30	62	-
Sugar beet	"	618	13	67	-
Herbage Seeds	"	247	2.5	20	-
Oilseed Crops	"	235	2.5	17	-
Hops	"	1360	125	222	-
Dessert Apples	"	766	95	86	-
Culinary Apples	"	680	91	62	-
Feed Roots (cut/folded)	"	-	30/7	75/25	-
Kale (cut/folded)	"	-	15/3	100/22	-
Hay and Silage (1 cut/2 cuts)	"	-	4/5	16/25	-
Arable Silage	"	-	4	25	-
Grazing	"	-	1	5	-
Forage Sales	"	62	-	-	-
Keep Let	"	50	-	-	-
Bare Fallow	"	-	2.5	20	-
Stock Bulls	-	-	4	7	1
Dairy Cows	340	6	8	1	
Dairy Heifers (2+ years)	80	2.5	7	.8	
Breeding Stock (1-2 years)	80	2	5	.6	
Breeding Stock (under 1 year)*	40	1	3	.4	
Beef Cows	-	2.5	7	.8	
Beef Heifers (2+ years)	90	2.5	7	.8	
Fattening Cattle (2+ years)	90	2.5	7	.8	
Fattening Cattle (1-2 years)	90	2	5	.6	
Fattening Cattle (under 1 yr)*	40	1	3	.4	
Rams	-	.5	1	.2	
Ewes	40	.5	1.5	.2	
Other Sheep (Over 1 year)	10	.6	1	.2	
Other Sheep (under 1 year)	5	.4	1	.2	
Boars	-	2	.5	-	
Sow and Gilts	190	4	2.5	-	
Fattening Pigs	50	.75	1.2	-	
Rovers	50	.75	1.2	-	
Piglets	40	.75	1.2	-	
Chicks and Pullets*	1	.05	.01	-	
Hens and Cocks*	4	.10	.05	-	
Table Chickens*	.5	.01	.005	-	
Other Poultry*	2	.10	.02	-	

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