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FARM BUSINESS ANALYSIS (pt)

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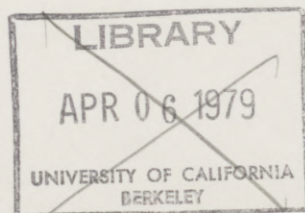
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Farm Business Statistics
for
South East England

Supplement for 1978



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FOREWORD

This booklet presents average financial and physical data for 1976-77 (the 1976 crop year) and 1975-77. Premium figures, calculated from the most profitable 50 per cent of farms in each group, are also given for 1975-77. All the information is derived from the Farm Management Survey.

Because of the variability of incomes on the same farms from year to year owing to the influence of extraneous factors such as weather, disease etc., it has been a policy in the past to publish three year averages of the financial data for each group of farms. Owing to the high rate of inflation experienced in the United Kingdom over the past few years this has been modified to providing two year averages to exclude the heavy downward pull on output and costs in financial terms of the results for 1974-75.

Since the farms are divided by size and type into 18 separate groups it is inevitable that some groups contain relatively few farms. Where there are less than six farms per group comparisons must be made with extreme caution, particularly as there may be large variations within these groups. Small sample sizes for some groups represent the penalty for having a large number of narrowly defined groups selected from approximately 200 farms; nevertheless, this policy is preferred to having a smaller number of groups which would cover a wide range of farm types and size.

In addition, financial data are given on an identical sample of farms, divided into the eight major farm types, for 1975-76 and 1976-77, in order to show the changes in outputs, inputs and income between the two years.

Nigel Williams.

ACKNOWLEDGEMENTS

The Farm Business Unit would like to take this opportunity of expressing its thanks to the farmers of Kent, Surrey and Sussex who provided physical and financial data on their farm businesses for the Farm Management Survey. The major part of the collection and analysis of the data was carried out by P.J. Rogers, V.P. Wilde, Mrs. S. Logan, Mrs. S. Mitchell and B. Place. H. Curtis retired in March, 1977 and N.T. Williams was appointed head of the Farms Survey Section. Dr. J.P.C. Webster created the computer programme which was used to compile the information in this booklet.

Finally we are also indebted to the Ministry of Agriculture whose grant to the University makes this work possible.

John Nix.
Head, Farm Business Unit
January, 1978.

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INTRODUCTION

GENERAL CONDITIONS

The autumn of 1975, with its below average rainfall and relative mildness, was very favourable for livestock and arable farmers alike. Outwintered livestock were in good condition, autumn cultivations were carried out in ideal conditions, and winter cereals were sown in good time and made satisfactory growth. These climatic conditions continued into early 1976 and resulted in an unusually early growth of grass. However, in late February and March frequent night frosts and generally low temperatures retarded the growth of pastures and slowed germination in spring-sown crops. Precipitation in March, although about average for the time of year, was insufficient to replenish soil moisture deficiencies. April continued cold, with night frosts, but was dry. Although crops were generally suffering from the prevailing conditions, cattle and sheep were still reflecting the benefits of the mild dry winter and early turnout to grass with relatively high milk yields and a good fall of lambs.

Drought conditions in May and June caused poor germination in forage crops and a check to cereal growth, with a resultant increase in mildew attack. Heavy infestations of aphids were also a problem. Yields of hay and silage were much reduced from normal levels, but the quality was, in general, very high. Early potato yields were again below 1972-74 levels but were of good quality.

The summer was the driest since records began, 250 years ago. A spell of fifteen days in June and July was the hottest and driest on record. Some supplementary feeding of livestock was undertaken as pastures were very dry and grazing virtually non-existent. The condition of grazing livestock deteriorated in the arid conditions, milk yields were suppressed and lamb and beef cattle did not fatten readily.

The cereal harvest started very early and was completed before the end of August. Spring cereals in particular gave light yields of shrivelled grain, and very little drying was required. Bulking up of maincrop potatoes was inhibited and there was evidence of senescence and secondary growth. Forage maize proved to be an invaluable crop, with yields only marginally below normal.

In sharp contrast to the very dry summer, rainfall in September was the highest for that month since 1918 and the second highest since 1727. Grass made good regrowth in the wet autumn, thus alleviating the fodder shortage, but there were poaching problems. In response to this flush of grass, milk yields improved and grazing livestock recovered condition. The continued high rainfall in the autumn and early winter hampered root and potato harvesting and created difficulties with the storage of wet potatoes. The early months of 1977 were wet and cold, which caused an increase in fodder consumption, but there were, in general, just sufficient stocks to last out the winter.

YIELDS

Despite the extreme drought of 1976, with the consequent suppression of crop yields below the levels considered normal for the early nineteen seventies, average yields of wheat and barley were better than in the previous year, when a particularly adverse combination of climatic conditions had prevailed. Average winter wheat yields rose from 3.9 to 4.2 tonnes per hectare, and spring barley from 2.7 to 3.2 tonnes per hectare. In contrast, the yield of maincrop potatoes fell from 21.3 to 19.3 tonnes per hectare. Crop prices improved, with winter wheat increasing from £62 to £81 per tonne, spring barley from £59 to £78 per tonne and maincrop potatoes from £107 to £147 per tonne.

Milk yield per cow continued to rise, with that for Friesian herds improving from 4598 to 4775 litres per cow. The price received per litre rose from 8.02p. to 9.31p. Output per cow consequently increased from £369 to £445.

A fuller list of crop yields and outputs on the survey farms is given in the table on page

FINANCIAL RESULTS

As a result of the large increases in the product prices mentioned above, most groups of farms increased their net farm income in 1976-77 compared with the previous year. (See pages 6 and 7).

Predominantly milk farms enjoyed an increase in milk output of 25 per cent which, when combined with a 43 per cent increase in cattle output due to better sale prices for cull cows and calves, produced an increase in total output of 28 per cent. Feed costs rose by 29 per cent, partly as a result of the drought, but, overall, inputs rose by 21 per cent. Net farm income improved by 71 per cent to £139 per hectare.

Cereal output rose by 61 per cent on the predominantly arable farms, but a fall in beef cattle output of 16 per cent helped to reduce the increase in total output to 23 per cent. Total costs rose by 14 per cent, the smallest increase for any group, and net farm income rose by 56 per cent to £99 per hectare.

Cattle output also fell on the predominantly sheep and cattle farms as a result of a smaller throughput of animals in the year. In contrast, output from sheep rose by 75 per cent and total output by 30 per cent. There was a substantial increase in net farm income of 125 per cent to £63.4 per hectare.

Both the milk and arable and sheep, cattle and arable groups had similar results to the three specialist groups, with net farm income rising by 50 per cent to £166 per hectare and 68 per cent to £95 per hectare respectively.

Net farm income on the mixed with pigs and poultry farms rose by 50 per cent to £204 per hectare, despite a 24 per cent increase in total costs, since total output rose by 27 per cent. However, only about half the additional output came from the pig and poultry enterprises, with the latter predominating.

The fruit and hops farms also had a better year, with net farm income rising by 49 per cent to £225 per hectare. The intensive arable, field vegetables group was the only one to suffer a fall in income. An increase in total output of only 7 per cent was the smallest for any group, and was insufficient to counter an increase in total costs of 30 per cent. The most notable increases in inputs were 74 per cent for seed, 54 per cent for crop protection, 58 per cent for other crop variable inputs and 150 per cent for casual and contract. Against this latter figure total labour costs did not increase between the two years. The net result of these changes was that a net farm income of £231 per hectare in 1976-77 was only 76 per cent of the previous year's figure.

AVERAGE OUTPUTS AND INPUTS PER HECTARE BY TYPE OF FARM - TWO YEAR IDENTICAL SAMPLE

| | PREDOMINANTLY MILK | | PREDOMINANTLY ARABLE | | PREDOMINANTLY SHEEP/CATTLE | | MILK & ARABLE | |
|---------------------|--------------------|--------------|----------------------|--------------|----------------------------|--------------|---------------|--------------|
| | 1975-76 £ | 1976-77 £ | 1975-76 £ | 1976-77 £ | 1975-76 £ | 1976-77 £ | 1975-76 £ | 1976-77 £ |
| Dairy | 409.2 | 512.9 | 6.5 | 2.8 | - | - | 222.6 | 276.8 |
| Other Cattle | 65.8 | 94.1 | 55.1 | 46.4 | 59.3 | 53.7 | 83.0 | 90.1 |
| Sheep & Wool | 1.6 | 0.7 | 15.9 | 22.3 | 77.2 | 135.0 | 0.4 | 0.1 |
| Pigs | - | - | 4.7 | 4.2 | - | - | - | - |
| Poultry & Eggs | 0.9 | 1.1 | 8.4 | 11.8 | 0.3 | 0.4 | - | - |
| Cereals | 26.3 | 46.2 | 108.6 | 175.1 | 41.7 | 63.8 | 79.3 | 123.2 |
| Fruit & Hops | 2.0 | 0.3 | 20.3 | 24.9 | - | - | - | - |
| Other Crops | 3.7 | 5.8 | 76.8 | 88.8 | 18.0 | 9.0 | 84.9 | 132.5 |
| Miscellaneous | 12.0 | 8.7 | 22.5 | 14.4 | 9.5 | 6.3 | 16.9 | 13.4 |
| TOTAL OUTPUT | 521.5 | 669.8 | 318.8 | 390.7 | 206.0 | 268.2 | 487.1 | 636.1 |
| Feed | 177.0 | 228.5 | 29.3 | 34.4 | 29.9 | 31.9 | 106.5 | 151.8 |
| O.L'stock V.Is. | 25.5 | 27.8 | 4.6 | 4.8 | 10.6 | 11.5 | 12.9 | 14.1 |
| Seed | 6.8 | 7.5 | 17.7 | 21.2 | 7.0 | 5.9 | 18.1 | 29.4 |
| Fertilizers | 36.0 | 36.0 | 24.0 | 31.3 | 12.7 | 14.4 | 39.5 | 36.2 |
| Crop Protection | 2.9 | 2.7 | 12.0 | 12.3 | 2.2 | 3.3 | 5.6 | 5.5 |
| O. Crop V.Is. | 2.2 | 2.1 | 9.8 | 10.1 | 1.8 | 1.3 | 4.9 | 6.3 |
| Casual and Contract | 16.7 | 17.6 | 18.9 | 21.5 | 10.8 | 10.6 | 14.0 | 21.4 |
| Paid Labour | 63.8 | 74.6 | 45.8 | 45.8 | 20.4 | 20.9 | 64.9 | 71.6 |
| Unpaid Labour | 28.3 | 40.3 | 17.6 | 23.2 | 28.2 | 39.6 | 20.3 | 25.1 |
| Machinery Costs | 51.1 | 57.6 | 39.2 | 43.3 | 25.9 | 30.0 | 50.0 | 58.1 |
| Rent & Rates | 33.5 | 40.4 | 35.6 | 43.5 | 33.4 | 43.4 | 30.8 | 37.9 |
| General Overheads | 20.2 | 26.6 | 14.6 | 16.7 | 13.4 | 17.6 | 16.5 | 22.4 |
| TOTAL INPUTS | 464.1 | 561.7 | 269.1 | 308.1 | 196.3 | 230.4 | 383.9 | 479.8 |
| MAN. & INV. INCOME | 57.4 | 108.1 | 49.7 | 82.6 | 9.7 | 37.8 | 103.2 | 156.3 |
| NET FARM INCOME | 81.5 | 139.0 | 63.4 | 98.8 | 28.2 | 63.4 | 110.8 | 165.9 |
| No. of Farms | 40 | 40 | 33 | 33 | 13 | 13 | 11 | 11 |
| Average Area (Ha) | 115.9 | 115.1 | 159.3 | 159.7 | 98.4 | 96.0 | 213.3 | 219.8 |

AVERAGE OUTPUTS AND INPUTS PER HECTARE BY TYPE OF FARM - TWO YEAR IDENTICAL SAMPLE

| | SHEEP/CATTLE & ARABLE | | MIXED FARMS WITH PIGS & POULTRY | | INTENSIVE ARABLE FRUIT & HOPS | | INTENSIVE ARABLE FIELD VEGETABLES | |
|---------------------|--------------------------|--------------|------------------------------------|---------------|----------------------------------|--------------|--------------------------------------|--------------|
| | 1975-76 £ | 1976-77 £ | 1975-76 £ | 1976-77 £ | 1975-76 £ | 1976-77 £ | 1975-76 £ | 1976-77 £ |
| Dairy | - | - | 54.1 | 66.4 | 4.1 | - | - | - |
| Other Cattle | 104.9 | 94.6 | 25.0 | 36.1 | 18.6 | 14.5 | 22.8 | 28.0 |
| Sheep and Wool | 36.9 | 55.0 | 14.7 | 28.3 | 4.6 | 7.9 | - | - |
| Pigs | - | - | 349.7 | 396.9 | - | - | - | - |
| Poultry and Eggs | 6.4 | 6.5 | 254.7 | 345.4 | - | - | - | - |
| Cereals | 66.2 | 118.0 | 78.5 | 126.6 | 38.4 | 60.7 | 111.3 | 148.8 |
| Fruit and Hops | 3.2 | 7.2 | - | (-)0.2 | 639.9 | 839.2 | 3.6 | 1.3 |
| Other Crops | 29.6 | 41.2 | 141.0 | 176.3 | 35.6 | 36.3 | 483.9 | 565.1 |
| Miscellaneous | 12.4 | 16.6 | 13.5 | 11.4 | 21.3 | 20.1 | 122.8 | 53.1 |
| TOTAL OUTPUT | 259.6 | 339.1 | 931.2 | 1187.2 | 762.5 | 978.7 | 744.4 | 796.3 |
| Feed | 33.2 | 38.9 | 370.2 | 466.0 | 4.8 | 4.1 | 4.5 | 8.5 |
| O.L'stock V.Is. | 7.2 | 7.9 | 28.9 | 37.5 | 2.5 | 2.6 | 1.2 | 1.2 |
| Seed | 11.8 | 15.8 | 15.9 | 23.2 | 13.9 | 12.3 | 45.0 | 78.2 |
| Fertilizers | 23.6 | 28.5 | 25.3 | 29.8 | 21.2 | 24.4 | 46.9 | 67.4 |
| Crop Protection | 4.3 | 5.2 | 8.8 | 10.8 | 44.4 | 50.5 | 18.3 | 28.1 |
| O. Crop V.Is. | 3.3 | 4.1 | 11.6 | 14.9 | 124.1 | 166.2 | 29.8 | 47.2 |
| Casual and Contract | 10.3 | 15.1 | 41.8 | 51.5 | 109.5 | 168.1 | 22.7 | 56.8 |
| Unpaid Labour | 21.7 | 28.8 | 20.7 | 26.1 | 39.8 | 50.9 | 28.8 | 43.5 |
| Machinery Costs | 34.7 | 41.4 | 69.0 | 79.4 | 85.2 | 92.2 | 65.6 | 81.9 |
| Rent and Rates | 29.4 | 36.2 | 40.6 | 52.7 | 54.9 | 61.0 | 38.4 | 43.1 |
| General Overheads | 13.7 | 15.0 | 44.7 | 56.4 | 35.7 | 47.9 | 22.3 | 33.9 |
| TOTAL INPUTS | 220.2 | 266.2 | 815.3 | 1008.5 | 648.1 | 800.6 | 468.7 | 608.4 |
| MAN. & INV. INCOME | 39.4 | 72.9 | 115.9 | 178.7 | 114.4 | 178.1 | 275.7 | 187.9 |
| NET FARM INCOME | 56.9 | 95.4 | 135.7 | 203.8 | 150.8 | 224.9 | 304.5 | 231.4 |
| No. of Farms | 17 | 17 | 11 | 11 | 15 | 15 | 6 | 6 |
| Average Area (Ha) | 118.2 | 117.5 | 102.3 | 100.8 | 66.8 | 65.6 | 113.0 | 113.7 |

METHOD OF FARM CLASSIFICATION

The farm classification used in this booklet 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

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 over the two-year period. 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 1976/77

| Farm Type | | Av. Ha | S.O. per Ha | % Milk | Standard S/C | Output P/P | from: Crops | Page |
|-----------|--|-----------|----------------|-----------|-----------------|---------------|----------------|------|
| 1. | Predom. Milk - under 60 ha | 39 | 844 | 89 | 9 | - | 2 | 10 |
| 2. | Predom. Milk - 60-120 ha | 83 | 567 | 77 | 12 | - | 11 | 12 |
| 3. | Predom. Milk - over 120 ha | 234 | 506 | 72 | 11 | - | 17 | 14 |
| 4. | Predom. Arable - under 100 ha | 62 | 316 | - | 10 | 2 | 88 | 16 |
| 5. | Predom. Arable - 100-200 ha | 141 | 309 | 2 | 18 | - | 80 | 18 |
| 6. | Predom. Arable - over 200 ha | 363 | 324 | - | 22 | - | 78 | 20 |
| 7. | Predom. Sheep/Cattle - under 100 ha | 52 | 220 | - | 81 | - | 19 | 22 |
| 8. | Predom. Sheep/Cattle - over 100 ha | 165 | 333 | - | 77 | - | 23 | 24 |
| 9. | Predom. Pigs/Poultry | 85 | 1278 | 5 | 2 | 69 | 24 | 26 |
| 10. | Milk and Arable - under 200 ha | 139 | 541 | 54 | 10 | - | 36 | 28 |
| 11. | Milk and Arable - over 200 ha | 375 | 437 | 48 | 11 | - | 41 | 30 |
| 12. | Sheep/Cattle and Arable - under 100 ha | 63 | 305 | - | 50 | 2 | 48 | 32 |
| 13. | Sheep/Cattle and Arable - over 100 ha | 186 | 291 | - | 44 | - | 56 | 34 |
| 14. | Milk, Sheep/Cattle and Arable | 292 | 442 | 36 | 28 | - | 36 | 36 |
| 15. | 'Mixed Farms' with Pigs/Poultry | 103 | 560 | 4 | 23 | 43 | 30 | 38 |
| 16. | Intensive Arable-Fruit | 55 | 637 | - | 1 | - | 99 | 40 |
| 17. | Intensive Arable - Hops/Fruit | 105 | 386 | - | 13 | - | 87 | 42 |
| 18. | Intensive Arable - Field Veg. | 151 | 574 | 4 | 2 | - | 94 | 44 |

FARM TYPE: Predominantly Milk - under 60 ha.

FINANCIAL RESULTS (£ per hectare)

| | Average 1976/77 | Average 1975/77 | Premium 1975/77 | | Average 1976/77 | Average 1975/77 | Premium 1975/77 |
|---|--------------------|--------------------|--------------------|---|--------------------|--------------------|--------------------|
| No. of Farm Records | 11 | 21 | 10 | <u>VARIABLE INPUTS</u> | | | |
| Average Area (ha) | 38.7 | 37.5 | 39.1 | Bought Feed | 346.4 | 325.0 | 314.2 |
| <u>ENTERPRISE OUTPUTS</u> | | | | Home-Grown Feed | 7.4 | 5.5 | 7.2 |
| Dairy | 752.0 | 694.5 | 767.5 | Other Livestock V.Is. | 40.6 | 41.5 | 41.2 |
| Other Cattle | 111.5 | 104.3 | 130.7 | Seed (inc. Home-Grown) | 3.3 | 2.8 | 3.6 |
| Sheep & Wool | - | - | - | Fertilisers | 33.6 | 37.0 | 38.9 |
| Pigs | - | - | - | Crop Protection | 1.3 | 1.5 | 1.8 |
| Poultry & Eggs | - | - | - | Other Crop V.Is. | 2.4 | 2.1 | 2.1 |
| Total Livestock | 863.5 | 798.8 | 898.2 | Casual Labour | 8.9 | 9.8 | 10.7 |
| Cereals (inc. Straw) | 7.5 | 3.9 | 8.2 | Contract Work | 13.4 | 14.3 | 10.3 |
| Fruit & Hops | - | - | - | TOTAL VARIABLE INPUTS | 457.3 | 439.5 | 430.0 |
| Other Crops | 0.2 | 0.3 | - | TOTAL GROSS MARGIN | 430.7 | 377.4 | 492.4 |
| Total Crops | 7.7 | 4.2 | 8.2 | <u>FIXED INPUTS</u> | | | |
| Miscellaneous Receipts | 7.4 | 6.7 | 6.9 | Regular Labour - Paid | 72.9 | 66.3 | 57.8 |
| Forage & Tillage Valn. Changes | 9.0 | 7.0 | 8.7 | Regular Labour - Unpaid | 85.0 | 76.0 | 83.1 |
| Profit or Loss on Prev. Year's Valn. | 0.4 | 0.2 | 0.4 | Machinery Depreciation | 13.2 | 15.6 | 20.8 |
| TOTAL ENTERPRISE OUTPUTS | 888.0 | 816.9 | 922.4 | Fuel & Oil | 26.4 | 25.2 | 28.1 |
| TOTAL INPUTS | 779.7 | 735.6 | 751.9 | Mach. Reps., Veh. Tax & Ins. | 39.3 | 36.7 | 50.0 |
| <u>MANAGEMENT & INVESTMENT INCOME</u> | 108.3 | 81.3 | 170.5 | Rent & Rates | 47.8 | 43.8 | 44.0 |
| | | | | General Overhead Costs | 37.8 | 32.5 | 38.1 |
| | | | | TOTAL FIXED INPUTS | 322.4 | 296.1 | 321.9 |
| | | | | <u>MANAGEMENT & INVESTMENT INCOME</u> | 108.3 | 81.3 | 170.5 |
| | | | | NET FARM INCOME | 179.5 | 147.1 | 253.6 |

FARM TYPE: Predominantly Milk - under 60 ha.

| <u>DESCRIPTIVE STATISTICS</u> | | Average 1976-77 | | | Average 1976/77 | Average 1975/77 | Premium 1975/77 |
|-------------------------------------|--|--------------------|---------|---------|--------------------|--------------------|--------------------|
| % of Land in: Cereals | | 3 | | | | | |
| Hops & Fruit | | - | | | | | |
| Other Crops | | - | | | | | |
| Forage | | 97 | | | | | |
| Bare Fallow | | - | | | | | |
| Grazing Livestock Units: | | per 100 ha | % | | | | |
| Dairy Cows | | 172 | 72 | | | | |
| Other Cattle | | 71 | 28 | | | | |
| Sheep | | - | - | | | | |
| Total | | 243 | 100 | | | | |
| | | | | | | | |
| | | Average | Average | Premium | | | |
| | | 1976/77 | 1975/77 | 1975/77 | | | |
| <u>"TENANTS" CAPITAL (£ per ha)</u> | | | | | | | |
| Livestock | | 360.2 | 342.9 | 368.5 | | | |
| Crops and Cultivations | | 30.9 | 24.8 | 35.4 | | | |
| Stores, etc. | | 51.3 | 49.7 | 73.3 | | | |
| Machinery & Equipment | | 152.1 | 148.4 | 216.6 | | | |
| TOTAL | | 594.5 | 565.8 | 693.8 | | | |
| Manag. & Inv. Income | | 16% | 15% | 26% | | | |
| as % of Above Capital | | | | | | | |
| | | | | | | | |
| <u>EFFICIENCY STANDARDS</u> | | | | | | | |
| Total Enterprise Output per Ha (£) | | 888 | 817 | 922 | | | |
| Standard Output per Ha (£) | | 844 | 804 | 836 | | | |
| Output from Forage per Farm | | 824 | 756 | 866 | | | |
| Forage Ha (£) | | | | | | | |
| Grazing Livestock Output (less | | | | | | | |
| concentrate) per Adjusted | | 418 | 389 | 471 | | | |
| Forage Ha (£) | | | | | | | |
| Grazing Livestock Units per | | 2.5 | 2.6 | 2.8 | | | |
| Forage Ha (£) | | | | | | | |
| Grazing Livestock Units per | | 1.7 | 1.9 | 2.0 | | | |
| Adjusted Forage Ha (£) | | | | | | | |
| Gross Margin per £100 Labour (£) | | 269 | 254 | 327 | | | |
| Labour Cost per 100 Standard | | 995 | 871 | 829 | | | |
| Man-Days (£) | | | | | | | |
| Machinery Costs per 1000 Tractor | | | | | | | |
| Units (£): | | | | | | | |
| Licences, Insurance, Repairs | | 1150 | 1045 | 1354 | | | |
| Fuel and Electricity | | 801 | 757 | 793 | | | |
| Contract | | 433 | 463 | 338 | | | |
| Depreciation | | 399 | 446 | 563 | | | |
| Total | | 2783 | 2711 | 3048 | | | |
| Gross Margin per £100 Machinery | | 532 | 462 | 496 | | | |
| Costs (£) | | | | | | | |
| Gross Margin per £100 Labour and | | 166 | 153 | 191 | | | |
| Machinery (£) | | | | | | | |

FARM TYPE: Predominantly Milk 60 to 120 ha.

FINANCIAL RESULTS (£ per hectare)

| | Average 1976/77 | Average 1975/77 | Premium 1975/77 | | Average 1976/77 | Average 1975/77 | Premium 1975/77 |
|---|--------------------|--------------------|--------------------|---|--------------------|--------------------|--------------------|
| No. of Farm Records | 16 | 30 | 15 | <u>VARIABLE INPUTS</u> | | | |
| Average Area (ha) | 83.1 | 82.4 | 84.4 | Bought Feed | 174.0 | 148.6 | 152.2 |
| <u>ENTERPRISE OUTPUTS</u> | | | | Home-Grown Feed | 17.0 | 15.6 | 21.8 |
| Dairy | 458.4 | 408.8 | 460.7 | Other Livestock V.Is. | 26.5 | 23.9 | 25.9 |
| Other Cattle | 83.8 | 67.7 | 81.1 | Seed (inc. Home-Grown) | 9.8 | 8.8 | 8.6 |
| Sheep & Wool | 1.3 | 1.4 | - | Fertilisers | 39.1 | 36.1 | 42.0 |
| Pigs | 2.8 | 1.5 | - | Crop Protection | 2.6 | 3.0 | 3.7 |
| Poultry & Eggs | - | - | - | Other Crop V.Is. | 2.9 | 2.6 | 2.7 |
| Total Livestock | 546.3 | 479.4 | 541.8 | Casual Labour | 5.0 | 5.7 | 4.8 |
| Cereals (inc. Straw) | 49.3 | 40.4 | 48.3 | Contract Work | 13.4 | 11.3 | 12.5 |
| Fruit & Hops | 0.8 | 3.2 | - | TOTAL VARIABLE INPUTS | 290.3 | 255.6 | 274.2 |
| Other Crops | 16.0 | 12.6 | 21.8 | TOTAL GROSS MARGIN | 331.1 | 291.1 | 357.3 |
| Total Crops | 66.1 | 56.2 | 70.1 | <u>FIXED INPUTS</u> | | | |
| Miscellaneous Receipts | 5.4 | 4.8 | 6.3 | Regular Labour - Paid | 65.1 | 63.0 | 65.5 |
| Forage & Tillage Valn. Changes | (-) 0.7 | 3.6 | 8.5 | Regular Labour - Unpaid | 37.2 | 31.4 | 36.8 |
| Profit or Loss on Prev. Year's Valn. | 4.3 | 2.7 | 4.8 | Machinery Depreciation | 12.4 | 11.8 | 13.8 |
| TOTAL ENTERPRISE OUTPUTS | 621.4 | 546.7 | 631.5 | Fuel & Oil | 15.8 | 14.0 | 15.7 |
| TOTAL INPUTS | 508.9 | 455.5 | 490.8 | Mach. Reps., Veh. Tax & Ins. | 25.6 | 22.8 | 23.7 |
| <u>MANAGEMENT & INVESTMENT INCOME</u> | 112.5 | 91.2 | 140.7 | Rent & Rates | 37.8 | 35.3 | 39.5 |
| | | | | General Overhead Costs | 24.7 | 21.6 | 21.6 |
| | | | | TOTAL FIXED INPUTS | 218.6 | 199.9 | 216.6 |
| | | | | <u>MANAGEMENT & INVESTMENT INCOME</u> | 112.5 | 91.2 | 140.7 |
| | | | | NET FARM INCOME | 137.8 | 113.8 | 163.2 |

FARM TYPE: Predominantly Milk 60 to 120 ha.

| <u>DESCRIPTIVE STATISTICS</u> | | Average 1976-77 | | | Average 1976/77 | Average 1975/77 | Premium 1975/77 |
|--|--------------|--------------------|-------|--|--------------------|--------------------|--------------------|
| % of Land in: | Cereals | 17 | | <u>EFFICIENCY STANDARDS</u> | | | |
| | Hops & Fruit | - | | Total Enterprise Output per Ha (£) | 621 | 547 | 632 |
| | Other Crops | 1 | | Standard Output per Ha (£) | 567 | 513 | 546 |
| | Forage | 82 | | Output from Forage per Farm | | | |
| | Bare Fallow | - | | Forage Ha (£) | 666 | 587 | 689 |
| Grazing Livestock Units: | per 100 ha | % | | Grazing Livestock Output (less concentrate) per Adjusted Forage Ha (£) | 404 | 370 | 442 |
| | Dairy Cows | 100 | 64 | Grazing Livestock Units per Forage Ha (£) | 2.0 | 2.0 | 2.2 |
| | Other Cattle | 53 | 35 | Grazing Livestock Units per Adjusted Forage Ha (£) | 1.7 | 1.8 | 2.0 |
| | Sheep | 2 | 1 | Gross Margin per £100 Labour (£) | 319 | 297 | 346 |
| | Total | 155 | 100 | Labour Cost per 100 Standard Man-Days (£) | 865 | 801 | 849 |
| | | | | Machinery Costs per 1000 Tractor Units (£): | | | |
| "TENANTS" CAPITAL (£ per ha) | | | | Licences, Insurance, Repairs | 971 | 866 | 853 |
| Livestock | 244.7 | 213.9 | 241.3 | Fuel and Electricity | 617 | 543 | 583 |
| Crops and Cultivations | 51.2 | 50.0 | 65.5 | Contract | 510 | 425 | 456 |
| Stores, etc. | 38.0 | 34.6 | 37.7 | Depreciation | 504 | 476 | 542 |
| Machinery & Equipment | 113.2 | 103.8 | 120.5 | Total | 2602 | 2310 | 2434 |
| TOTAL | 477.1 | 402.3 | 465.0 | Gross Margin per £100 Machinery Costs (£) | 537 | 525 | 561 |
| Manag. & Inv. Income as % of Above Capital | 24% | 22% | 30% | Gross Margin per £100 Labour and Machinery (£) | 192 | 182 | 208 |

FARM TYPE: Predominantly Milk - over 120 ha.

| <u>FINANCIAL RESULTS (£ per hectare)</u> | | | | | | | |
|--|--------------------|--------------------|--------------------|------------------------------|--------------------|--------------------|--------------------|
| | Average 1976/77 | Average 1975/77 | Premium 1975/77 | | Average 1976/77 | Average 1975/77 | Premium 1975/77 |
| No. of Farm Records | 16 | 30 | 14 | <u>VARIABLE INPUTS</u> | | | |
| Average Area (ha) | 234.3 | 205.1 | 207.4 | Bought Feed | 142.0 | 132.4 | 157.7 |
| <u>ENTERPRISE OUTPUTS</u> | | | | Home-Grown Feed | 30.6 | 27.5 | 30.5 |
| Dairy | 388.6 | 369.0 | 466.1 | Other Livestock V.Is. | 19.7 | 19.2 | 21.7 |
| Other Cattle | 87.3 | 74.7 | 94.2 | Seed (inc. Home-Grown) | 10.0 | 9.9 | 9.6 |
| Sheep & Wool | 0.3 | 1.5 | - | Fertilisers | 36.1 | 36.5 | 41.2 |
| Pigs | - | - | - | Crop Protection | 4.2 | 3.6 | 3.6 |
| Poultry & Eggs | 2.9 | 1.7 | - | Other Crop V.Is. | 1.4 | 2.0 | 1.9 |
| | | | | Casual Labour | 3.2 | 2.7 | 2.7 |
| Total Livestock | 479.1 | 446.9 | 560.3 | Contract Work | 10.5 | 10.0 | 14.8 |
| Cereals (inc. Straw) | 73.3 | 55.1 | 59.6 | | | | |
| Fruit & Hops | - | - | - | TOTAL VARIABLE INPUTS | 257.7 | 243.8 | 283.7 |
| Other Crops | 1.3 | 1.8 | 1.1 | | | | |
| | | | | TOTAL GROSS MARGIN | 298.5 | 266.9 | 345.6 |
| Total Crops | 74.6 | 56.9 | 60.7 | | | | |
| | | | | <u>FIXED INPUTS</u> | | | |
| Miscellaneous | | | | Regular Labour - Paid | 85.3 | 80.6 | 88.9 |
| Receipts | 4.0 | 4.5 | 6.5 | Regular Labour - Unpaid | 9.4 | 8.7 | 7.7 |
| Forage & Tillage | | | | Machinery Depreciation | 10.8 | 11.3 | 13.2 |
| Valn. Changes | (-) 2.0 | 1.7 | 0.8 | Fuel & Oil | 15.7 | 14.7 | 17.1 |
| Profit or Loss on | | | | Mach. Reps., Veh. Tax & Ins. | 21.8 | 20.9 | 21.3 |
| Prev. Year's Valn. | 0.5 | 0.7 | 1.0 | Rent & Rates | 38.6 | 35.3 | 36.5 |
| | | | | General Overhead Costs | 20.3 | 18.9 | 24.0 |
| TOTAL ENTERPRISE | | | | | | | |
| OUTPUTS | 556.2 | 510.7 | 629.3 | TOTAL FIXED INPUTS | 201.9 | 190.4 | 208.7 |
| TOTAL INPUTS | 459.6 | 434.2 | 492.4 | | | | |
| | | | | <u>MANAGEMENT &</u> | | | |
| <u>MANAGEMENT &</u> | | | | <u>INVESTMENT INCOME</u> | 96.6 | 76.5 | 136.9 |
| <u>INVESTMENT INCOME</u> | 96.6 | 76.5 | 136.9 | | | | |
| | | | | NET FARM INCOME | 103.7 | 82.7 | 140.2 |

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| DESCRIPTIVE STATISTICS | | Average 1976-77 | | Average 1976/77 | Average 1975/77 | Premium 1975/77 |
|--|--|--------------------|--------------------|--------------------|--------------------|--------------------|
| Z of Land in: Cereals | | 26 | | | | |
| Hops & Fruit | | - | | | | |
| Other Crops | | - | | | | |
| Forage | | 73 | | | | |
| Bare Fallow | | 1 | | | | |
| Grazing Livestock Units: | | per 100 ha | Z | | | |
| Dairy Cows | | 85 | 63 | | | |
| Other Cattle | | 47 | 37 | | | |
| Sheep | | - | - | | | |
| Total | | 132 | 100 | | | |
| | | | | | | |
| | | Average 1976/77 | Average 1975/77 | Premium 1975/77 | | |
| "TENANTS" CAPITAL (£ per ha) | | | | | | |
| Livestock | | 250.7 | 226.4 | 264.3 | | |
| Crops and Cultivations | | 53.8 | 49.7 | 45.9 | | |
| Stores, etc. | | 34.5 | 33.1 | 40.7 | | |
| Machinery & Equipment | | 103.6 | 100.3 | 123.6 | | |
| TOTAL | | 442.6 | 409.5 | 474.5 | | |
| Manag. & Inv. Income as % of Above Capital | | 22% | 19% | 29% | | |
| | | | | | | |
| EFFICIENCY STANDARDS | | | | | | |
| Total Enterprise Output per Ha (£) | | | | 556 | 511 | 629 |
| Standard Output per Ha (£) | | | | 506 | 461 | 521 |
| Output from Forage per Farm Forage Ha (£) | | | | 606 | 572 | 692 |
| Grazing Livestock Output (less concentrate) per Adjusted Forage Ha (£) | | | | 338 | 330 | 398 |
| Grazing Livestock Units per Forage Ha (£) | | | | 1.8 | 1.9 | 2.1 |
| Grazing Livestock Units per Adjusted Forage Ha (£) | | | | 1.4 | 1.5 | 1.5 |
| Gross Margin per £100 Labour (£) | | | | 316 | 302 | 362 |
| Labour Cost per 100 Standard Man-Days (£) | | | | 955 | 868 | 848 |
| Machinery Costs per 1000 Tractor Units (£): | | | | | | |
| Licences, Insurance, Repairs | | | | 902 | 840 | 790 |
| Fuel and Electricity | | | | 651 | 598 | 640 |
| Contract | | | | 384 | 360 | 460 |
| Depreciation | | | | 450 | 447 | 482 |
| Total | | | | 2387 | 2245 | 2372 |
| Gross Margin per £100 Machinery Costs (£) | | | | 534 | 490 | 570 |
| Gross Margin per £100 Labour and Machinery (£) | | | | 194 | 181 | 213 |

FARM TYPE: Predominantly Arable - under 100 ha.

| <u>FINANCIAL RESULTS (£ per hectare)</u> | | | | | | | |
|--|--------------------|--------------------|--------------------|------------------------------|--------------------|--------------------|--------------------|
| | Average 1976/77 | Average 1975/77 | Premium 1975/77 | | Average 1976/77 | Average 1975/77 | Premium 1975/77 |
| No. of Farm Records | 16 | 30 | 15 | <u>VARIABLE INPUTS</u> | | | |
| Average Area (ha) | 62.4 | 64.2 | 66.6 | Bought Feed | 30.0 | 27.5 | 16.1 |
| <u>ENTERPRISE OUTPUTS</u> | | | | Home-Grown Feed | 11.0 | 11.8 | 17.7 |
| Dairy | - | 4.9 | - | Other Livestock V.Is. | 4.5 | 4.3 | 4.4 |
| Other Cattle | 36.8 | 42.8 | 65.3 | Seed (inc. Home-Grown) | 21.6 | 20.4 | 24.2 |
| Sheep & Wool | 17.1 | 13.5 | 19.5 | Fertilisers | 31.5 | 28.7 | 27.9 |
| Pigs | 8.6 | 10.3 | 19.5 | Crop Protection | 17.2 | 15.8 | 11.8 |
| Poultry & Eggs | 24.3 | 19.9 | 0.8 | Other Crop V.Is. | 14.5 | 18.8 | 14.4 |
| Total Livestock | 86.8 | 91.4 | 105.1 | Casual Labour | 7.6 | 9.6 | 4.8 |
| Cereals (inc. Straw) | 186.7 | 154.2 | 164.9 | Contract Work | 19.8 | 18.4 | 16.0 |
| Fruit & Hops | 46.0 | 42.9 | 4.6 | TOTAL VARIABLE INPUTS | 157.7 | 155.3 | 137.3 |
| Other Crops | 114.6 | 112.1 | 162.6 | TOTAL GROSS MARGIN | 292.9 | 276.7 | 349.9 |
| Total Crops | 347.3 | 309.2 | 332.1 | <u>FIXED INPUTS</u> | | | |
| Miscellaneous | | | | Regular Labour - Paid | 43.3 | 49.6 | 42.4 |
| Receipts | 9.9 | 12.1 | 13.2 | Regular Labour - Unpaid | 49.2 | 37.6 | 45.3 |
| Forage & Tillage | | | | Machinery Depreciation | 13.4 | 12.9 | 13.2 |
| Valn. Changes | (-) 0.4 | 2.8 | 4.0 | Fuel & Oil | 14.6 | 15.1 | 12.5 |
| Profit or Loss on | | | | Mach. Reps., Veh. Tax & Ins. | 20.6 | 20.5 | 20.5 |
| Prev. Year's Valn. | 7.0 | 16.5 | 32.8 | Rent & Rates | 49.9 | 44.2 | 39.5 |
| TOTAL ENTERPRISE | | | | General Overhead Costs | 22.4 | 20.7 | 16.0 |
| OUTPUTS | 450.6 | 432.0 | 487.2 | TOTAL FIXED INPUTS | 213.4 | 200.6 | 189.4 |
| TOTAL INPUTS | 371.1 | 355.9 | 326.7 | | | | |
| <u>MANAGEMENT &</u> | | | | <u>MANAGEMENT &</u> | | | |
| <u>INVESTMENT INCOME</u> | 79.5 | 76.1 | 160.5 | <u>INVESTMENT INCOME</u> | 79.5 | 76.1 | 160.5 |
| | | | | NET FARM INCOME | 109.7 | 102.0 | 191.5 |

FARM TYPE: Predominantly Arable - under 100 ha.

| <u>DESCRIPTIVE STATISTICS</u> | | Average 1976-77 | | | Average 1976/77 | Average 1975/77 | Premium 1975/77 |
|-------------------------------------|--|--------------------|---------|---------|--------------------|--------------------|--------------------|
| % of Land in: Cereals | | 61 | | | | | |
| | Hops & Fruit | 4 | | | | | |
| | Other Crops | 10 | | | | | |
| | Forage | 25 | | | | | |
| | Bare Fallow | - | | | | | |
| Grazing Livestock Units: | | per 100 ha | % | | | | |
| | Dairy Cows | - | - | | | | |
| | Other Cattle | 17 | 47 | | | | |
| | Sheep | 19 | 53 | | | | |
| | Total | 36 | 100 | | | | |
| | | | | | | | |
| | | Average | Average | Premium | | | |
| | | 1976/77 | 1975/77 | 1975/77 | | | |
| <u>"TENANTS" CAPITAL (£ per ha)</u> | | | | | | | |
| | Livestock | 59.2 | 60.8 | 79.9 | | | |
| | Crops and Cultivations | 100.4 | 109.2 | 157.4 | | | |
| | Stores, etc. | 42.5 | 39.7 | 43.0 | | | |
| | Machinery & Equipment | 124.3 | 114.7 | 127.2 | | | |
| | TOTAL | 326.4 | 324.4 | 407.5 | | | |
| | Manag. & Inv. Income | 25% | 23% | 38% | | | |
| | as % of Above Capital | | | | | | |
| | | | | | | | |
| <u>EFFICIENCY STANDARDS</u> | | | | | | | |
| | Total Enterprise Output per Ha (£) | 451 | 432 | 487 | | | |
| | Standard Output per Ha (£) | 316 | 313 | 325 | | | |
| | Output from Forage per Farm Forage Ha (£) | 243 | 291 | 409 | | | |
| | Grazing Livestock Output (less concentrate) per Adjusted Forage Ha (£) | 185 | 335 | 506 | | | |
| | Grazing Livestock Units per Forage Ha (£) | 2.1 | 2.3 | 3.3 | | | |
| | Grazing Livestock Units per Adjusted Forage Ha (£) | 1.8 | 3.5 | 5.3 | | | |
| | Gross Margin per £100 Labour (£) | 312 | 309 | 406 | | | |
| | Labour Cost per 100 Standard Man-Days (£) | 1358 | 1103 | 1204 | | | |
| | Machinery Costs per 1000 Tractor Units (£): | | | | | | |
| | Licences, Insurance, Repairs | 873 | 842 | 787 | | | |
| | Fuel and Electricity | 655 | 625 | 495 | | | |
| | Contract | 844 | 761 | 600 | | | |
| | Depreciation | 575 | 545 | 540 | | | |
| | TOTAL | 2947 | 2773 | 2422 | | | |
| | Gross Margin per £100 Machinery Costs (£) | 469 | 466 | 653 | | | |
| | Gross Margin per £100 Labour and Machinery (£) | 178 | 177 | 240 | | | |

FARM TYPE: Predominantly Arable - 100 to 200 ha

FINANCIAL RESULTS (£ per hectare)

| | Average 1976/77 | Average 1975/77 | Premium 1975/77 | | Average 1976/77 | Average 1975/77 | Premium 1975/77 |
|---------------------------|--------------------|--------------------|--------------------|------------------------------|--------------------|--------------------|--------------------|
| No. of Farm Records | 16 | 26 | 13 | <u>VARIABLE INPUTS</u> | | | |
| Average Area (ha) | 141.1 | 137.9 | 150.0 | Bought Feed | 10.0 | 8.3 | 8.6 |
| <u>ENTERPRISE OUTPUTS</u> | | | | Home-Grown Feed | 14.1 | 13.3 | 12.8 |
| Dairy | 5.5 | 3.4 | 6.8 | Other Livestock V.Is. | 4.4 | 4.2 | 4.3 |
| Other Cattle | 50.5 | 57.7 | 57.8 | Seed (inc. Home-Grown) | 20.0 | 18.8 | 22.8 |
| Sheep & Wool | 15.9 | 11.5 | 19.5 | Fertilisers | 34.7 | 32.1 | 29.9 |
| Pigs | - | - | - | Crop Protection | 11.5 | 13.0 | 15.5 |
| Poultry & Eggs | 0.1 | 0.1 | 0.1 | Other Crop V.Is. | 4.8 | 8.3 | 12.3 |
| Total Livestock | 72.0 | 72.7 | 84.2 | Casual Labour | 8.0 | 11.2 | 12.4 |
| Cereals (inc. Straw) | 189.9 | 165.3 | 188.0 | Contract Work | 6.6 | 6.8 | 9.3 |
| Fruit & Hops | 17.1 | 34.1 | 37.3 | TOTAL VARIABLE INPUTS | 114.1 | 116.0 | 127.9 |
| Other Crops | 59.4 | 52.6 | 78.8 | TOTAL GROSS MARGIN | 240.9 | 227.4 | 282.1 |
| Total Crops | 266.4 | 252.0 | 304.1 | <u>FIXED INPUTS</u> | | | |
| Miscellaneous | | | | Regular Labour - Paid | 50.5 | 50.6 | 51.8 |
| Receipts | 10.8 | 11.6 | 12.9 | Regular Labour - Unpaid | 17.4 | 16.2 | 16.1 |
| Forage & Tillage | | | | Machinery Depreciation | 13.8 | 13.3 | 13.3 |
| Valn. Changes | 3.2 | 4.7 | 4.1 | Fuel & Oil | 11.3 | 11.2 | 11.9 |
| Profit or Loss on | | | | Mach. Reps., Veh. Tax & Ins. | 20.6 | 19.6 | 21.7 |
| Prev. Year's Valn. | 2.6 | 2.4 | 4.7 | Rent & Rates | 43.7 | 41.9 | 41.5 |
| TOTAL ENTERPRISE | 355.0 | 343.4 | 410.0 | General Overhead Costs | 15.9 | 14.7 | 15.1 |
| OUTPUTS | | | | TOTAL FIXED INPUTS | 173.2 | 167.5 | 171.4 |
| TOTAL INPUTS | 287.3 | 283.5 | 299.3 | <u>MANAGEMENT &</u> | 67.7 | 59.9 | 110.7 |
| <u>MANAGEMENT &</u> | 67.7 | 59.9 | 110.7 | <u>INVESTMENT INCOME</u> | | | |
| <u>INVESTMENT INCOME</u> | | | | NET FARM INCOME | 78.1 | 68.7 | 119.7 |

FARM TYPE: Predominantly Arable - 100 to 200 ha.

| DESCRIPTIVE STATISTICS | | Average 1976-77 | | | Average 1976/77 | Average 1975/77 | Premium 1975/77 |
|-------------------------------------|--|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|
| % of Land in: Cereals | | 62 | | | | | |
| | Hops & Fruit | 1 | | | | | |
| | Other Crops | 6 | | | | | |
| | Forage | 30 | | | | | |
| | Bare Fallow | 1 | | | | | |
| Grazing Livestock Units: | | per 100 ha | % | | | | |
| | Dairy Cows | 2 | 4 | | | | |
| | Other Cattle | 32 | 68 | | | | |
| | Sheep | 13 | 28 | | | | |
| | Total | 47 | 100 | | | | |
| | | | | | | | |
| | | Average 1976/77 | Average 1975/77 | Premium 1975/77 | | | |
| <u>"TENANTS" CAPITAL</u> (£ per ha) | | | | | | | |
| | Livestock | 87.8 | 81.7 | 72.7 | | | |
| | Crops and Cultivations | 126.0 | 125.3 | 160.0 | | | |
| | Stores, etc. | 38.1 | 36.6 | 38.9 | | | |
| | Machinery & Equipment | 122.5 | 113.2 | 110.0 | | | |
| | TOTAL | 374.4 | 356.8 | 381.6 | | | |
| | Manag. & Inv. Income as % of Above Capital | 18% | 18% | 28% | | | |
| | | | | | | | |
| EFFICIENCY STANDARDS | | | | | | | |
| | Total Enterprise Output per Ha (£) | 355 | 343 | 410 | | | |
| | Standard Output per Ha (£) | 309 | 295 | 310 | | | |
| | Output from Forage per Farm Forage Ha (£) | 260 | 256 | 335 | | | |
| | Grazing Livestock Output (less concentrate) per Adjusted Forage Ha (£) | 171 | 182 | 276 | | | |
| | Grazing Livestock Units per Forage Ha (£) | 1.6 | 1.6 | 1.9 | | | |
| | Grazing Livestock Units per Adjusted Forage Ha (£) | 1.6 | 1.6 | 1.8 | | | |
| | Gross Margin per £100 Labour (£) | 333 | 306 | 364 | | | |
| | Labour Cost per 100 Standard Man-Days (£) | 1181 | 1092 | 1144 | | | |
| | Machinery Costs per 1000 Tractor Units (£): | | | | | | |
| | Licences, Insurance, Repairs | 912 | 850 | 914 | | | |
| | Fuel and Electricity | 489 | 480 | 494 | | | |
| | Contract | 294 | 284 | 376 | | | |
| | Depreciation | 621 | 582 | 571 | | | |
| | Total | 2316 | 2196 | 2355 | | | |
| | Gross Margin per £100 Machinery Costs (£) | 473 | 465 | 523 | | | |
| | Gross Margin per £100 Labour and Machinery (£) | 188 | 178 | 209 | | | |

FARM TYPE: Predominantly Arable - over 200 ha

FINANCIAL RESULTS (£ per hectare)

| | Average 1976/77 | Average 1975/77 | Premium 1975/77 | | Average 1976/77 | Average 1975/77 | Premium 1975/77 |
|---|--------------------|--------------------|--------------------|---|--------------------|--------------------|--------------------|
| No. of Farm Records | 11 | 20 | 9 | <u>VARIABLE INPUTS</u> | | | |
| Average Area (ha) | 362.8 | 362.9 | 321.8 | Bought Feed | 8.1 | 5.8 | 8.3 |
| <u>ENTERPRISE OUTPUTS</u> | | | | Home-Grown Feed | 15.9 | 10.4 | 8.6 |
| Dairy | 0.2 | 0.3 | - | Other Livestock V.Is. | 5.3 | 3.8 | 4.1 |
| Other Cattle | 37.2 | 25.0 | 28.2 | Seed (inc. Home-Grown) | 25.3 | 24.2 | 28.6 |
| Sheep & Wool | 44.9 | 31.7 | 39.0 | Fertilisers | 32.9 | 28.9 | 32.5 |
| Pigs | - | - | - | Crop Protection | 15.2 | 15.0 | 18.5 |
| Poultry & Eggs | (-) 0.1 | (-) 0.1 | - | Other Crop V.Is. | 20.3 | 19.4 | 39.5 |
| Total Livestock | 82.2 | 56.9 | 67.2 | Casual Labour | 19.3 | 15.5 | 30.2 |
| Cereals (inc. Straw) | 161.8 | 150.9 | 145.7 | Contract Work | 7.7 | 8.3 | 7.2 |
| Fruit & Hops | 49.0 | 37.4 | 79.0 | TOTAL VARIABLE INPUTS | 150.0 | 131.3 | 177.5 |
| Other Crops | 145.3 | 134.9 | 226.8 | TOTAL GROSS MARGIN | 294.5 | 261.6 | 357.9 |
| Total Crops | 356.1 | 323.2 | 451.5 | <u>FIXED INPUTS</u> | | | |
| Miscellaneous Receipts | 6.2 | 6.8 | 8.7 | Regular Labour - Paid | 50.1 | 44.8 | 51.4 |
| Forage & Tillage Valn. Changes | (-) 0.6 | 1.8 | 0.4 | Regular Labour - Unpaid | 9.8 | 8.2 | 9.5 |
| Profit or Loss on Prev. Year's Valn. | 0.6 | 4.2 | 7.6 | Machinery Depreciation | 13.5 | 12.9 | 14.5 |
| TOTAL ENTERPRISE OUTPUTS | 444.5 | 392.9 | 535.4 | Fuel & Oil | 10.0 | 9.5 | 9.6 |
| TOTAL INPUTS | 307.3 | 275.6 | 335.9 | Mach. Reps., Veh. Tax & Ins. | 18.7 | 17.0 | 18.2 |
| <u>MANAGEMENT & INVESTMENT INCOME</u> | 137.2 | 117.3 | 199.5 | Rent & Rates | 37.3 | 37.5 | 42.8 |
| | | | | General Overhead Costs | 17.9 | 14.4 | 12.4 |
| | | | | TOTAL FIXED INPUTS | 157.3 | 144.3 | 158.4 |
| | | | | <u>MANAGEMENT & INVESTMENT INCOME</u> | 137.2 | 117.3 | 199.5 |
| | | | | NET FARM INCOME | 142.4 | 121.6 | 203.8 |

FARM TYPE: Predominantly Sheep/Cattle - under 100 ha.

FINANCIAL RESULTS (£ per hectare)

| | Average 1976/77 | Average 1975/77 | Premium 1975/77 | | Average 1976/77 | Average 1975/77 | Premium 1975/77 |
|---|--------------------|--------------------|--------------------|---|--------------------|--------------------|--------------------|
| No. of Farm Records | 9 | 25 | 11 | <u>VARIABLE INPUTS</u> | 17.8 | 19.5 | 28.0 |
| Average Area (ha) | 51.7 | 53.9 | 61.3 | Bought Feed | | | |
| <u>ENTERPRISE OUTPUTS</u> | | | | Home-Grown Feed | 10.5 | 10.8 | 12.7 |
| Dairy | - | - | - | Other Livestock V.Is. | 9.7 | 8.9 | 10.2 |
| Other Cattle | 88.0 | 91.6 | 147.0 | Seed (inc. Home-Grown) | 4.7 | 6.5 | 7.0 |
| Sheep & Wool | 96.9 | 61.7 | 51.2 | Fertilisers | 14.3 | 13.2 | 15.8 |
| Pigs | - | - | - | Crop Protection | 2.4 | 1.9 | 1.6 |
| Poultry & Eggs | 0.1 | 4.5 | 9.2 | Other Crop V.Is. | 0.9 | 1.4 | 1.6 |
| Total Livestock | 185.0 | 157.8 | 207.4 | Casual Labour | 1.4 | 2.7 | 2.3 |
| Cereals (inc. Straw) | 50.9 | 42.4 | 54.5 | Contract Work | 9.8 | 8.6 | 8.1 |
| Fruit & Hops | - | - | - | TOTAL VARIABLE INPUTS | 71.5 | 73.5 | 87.3 |
| Other Crops | 3.6 | 9.8 | 14.4 | TOTAL GROSS MARGIN | 175.3 | 145.0 | 194.6 |
| Total Crops | 54.5 | 52.2 | 68.9 | <u>FIXED INPUTS</u> | | | |
| Miscellaneous Receipts | 7.9 | 7.7 | 5.0 | Regular Labour - Paid | 8.6 | 10.3 | 8.9 |
| Forage & Tillage Valn. Changes | (-) 2.8 | (-) 0.5 | (-) 2.4 | Regular Labour - Unpaid | 46.5 | 38.4 | 45.6 |
| Profit or Loss on Prev. Year's Valn. | 2.2 | 1.3 | 3.0 | Machinery Depreciation | 5.6 | 6.2 | 7.1 |
| TOTAL ENTERPRISE OUTPUTS | 246.8 | 218.5 | 281.9 | Fuel & Oil | 7.8 | 8.0 | 7.8 |
| TOTAL INPUTS | 207.6 | 195.5 | 212.0 | Mach. Reps., Veh. Tax & Ins. | 12.8 | 11.5 | 11.4 |
| <u>MANAGEMENT & INVESTMENT INCOME</u> | 39.2 | 23.0 | 69.9 | Rent & Rates | 37.5 | 32.9 | 30.9 |
| | | | | General Overhead Costs | 17.3 | 14.7 | 13.0 |
| | | | | TOTAL FIXED INPUTS | 136.1 | 122.0 | 124.7 |
| | | | | <u>MANAGEMENT & INVESTMENT INCOME</u> | 39.2 | 23.0 | 69.9 |
| | | | | NET FARM INCOME | 78.4 | 56.5 | 108.6 |

FARM TYPE: Predominantly Sheep/Cattle - under 100 ha.

| <u>DESCRIPTIVE STATISTICS</u> | | Average 1976-77 | | | Average 1976/77 | Average 1975/77 | Premium 1975/77 |
|---|--------------|--------------------|--------------------|--|--------------------|--------------------|--------------------|
| % of Land in: Cereals | | 17 | | <u>EFFICIENCY STANDARDS</u> | | | |
| | Hops & Fruit | - | | Total Enterprise Output per Ha (£) | 247 | 219 | 282 |
| | Other Crops | - | | Standard Output per Ha (£) | 220 | 215 | 232 |
| | Forage | 82 | | Output from Forage per Farm Forage Ha (£) | 225 | 207 | 273 |
| | Bare Fallow | 1 | | Grazing Livestock Output (less concentrate) per Adjusted Forage Ha (£) | 177 | 162 | 213 |
| Grazing Livestock Units: | per 100 ha | | % | Grazing Livestock Units per Forage Ha (£) | 1.9 | 2.0 | 2.1 |
| | Dairy Cows | - | - | Grazing Livestock Units per Adjusted Forage Ha (£) | 1.7 | 1.9 | 2.0 |
| | Other Cattle | 46 | 34 | Gross Margin per £100 Labour (£) | 330 | 296 | 365 |
| | Sheep | 99 | 66 | Labour Cost per 100 Standard Man-Days (£) | 866 | 773 | 762 |
| | Total | 145 | 100 | Machinery Costs per 1000 Tractor Units (£): | | | |
| | | | | Licences, Insurance, Repairs | 659 | 584 | 516 |
| | | | | Fuel and Electricity | 419 | 417 | 360 |
| | | | | Contract | 488 | 430 | 385 |
| | | | | Depreciation | 284 | 312 | 322 |
| | | | | Total | 1850 | 1743 | 1583 |
| | | | | Gross Margin per £100 Machinery Costs (£) | 560 | 474 | 647 |
| | | | | Gross Margin per £100 Labour and Machinery (£) | 191 | 167 | 215 |
| <u>"TENANTS" CAPITAL (£ per ha)</u> | | Average 1976/77 | Average 1975/77 | Premium 1975/77 | | | |
| Livestock | | 175.6 | 139.7 | 167.7 | | | |
| Crops and Cultivations | | 51.4 | 44.4 | 52.2 | | | |
| Stores, etc. | | 14.2 | 14.4 | 15.8 | | | |
| Machinery & Equipment | | 59.9 | 53.3 | 59.6 | | | |
| TOTAL | | 301.1 | 251.8 | 295.3 | | | |
| Manag. & Inv. Income as % of Above Capital | | 14% | 12% | 23% | | | |

FARM TYPE: Predominantly Sheep/Cattle - over 100 ha.

FINANCIAL RESULTS (£ per hectare)

| | Average 1976/77 | Average 1975/77 | Premium 1975/77 | | Average 1976/77 | Average 1975/77 | Premium 1975/77 |
|---------------------------|--------------------|--------------------|--------------------|------------------------------|--------------------|--------------------|--------------------|
| No. of Farm Records | 5 | 14 | 6 | <u>VARIABLE INPUTS</u> | | | |
| Average Area (ha) | 164.6 | 154.7 | 148.7 | Bought Feed | 32.8 | 34.0 | 21.9 |
| <u>ENTERPRISE OUTPUTS</u> | | | | Home-Grown Feed | 7.0 | 16.0 | 21.6 |
| Dairy | - | - | - | Other Livestock V.Is. | 15.1 | 13.1 | 12.6 |
| Other Cattle | 47.4 | 101.3 | 138.7 | Seed (inc. Home-Grown) | 7.0 | 8.8 | 11.3 |
| Sheep & Wool | 176.5 | 104.1 | 80.9 | Fertilisers | 15.8 | 19.0 | 25.9 |
| Pigs | - | - | - | Crop Protection | 4.2 | 3.2 | 3.9 |
| Poultry & Eggs | 0.7 | 7.5 | - | Other Crop V.Is. | 2.2 | 1.8 | 1.8 |
| Total Livestock | 224.6 | 212.9 | 219.6 | Casual Labour | 3.5 | 2.9 | 4.2 |
| Cereals (inc. Straw) | 74.9 | 60.7 | 78.2 | Contract Work | 4.8 | 5.3 | 5.6 |
| Fruit & Hops | - | - | - | TOTAL VARIABLE INPUTS | 92.4 | 104.1 | 108.8 |
| Other Crops | 18.1 | 21.4 | 34.7 | TOTAL GROSS MARGIN | 223.7 | 200.7 | 229.0 |
| Total Crops | 93.0 | 82.1 | 112.9 | <u>FIXED INPUTS</u> | | | |
| Miscellaneous | | | | Regular Labour - Paid | 38.7 | 35.1 | 40.6 |
| Receipts | 2.3 | 9.3 | 4.1 | Regular Labour - Unpaid | 31.9 | 25.9 | 17.1 |
| Forage & Tillage | | | | Machinery Depreciation | 10.5 | 12.2 | 13.5 |
| Valn. Changes | (-)4.8 | (-)0.5 | 0.2 | Fuel & Oil | 10.0 | 8.8 | 9.0 |
| Profit or Loss on | | | | Mach. Reps., Veh. Tax & Ins. | 15.4 | 15.6 | 18.4 |
| Prev. Year's Valn. | 1.0 | 1.0 | 1.0 | Rent & Rates | 50.9 | 41.8 | 36.7 |
| TOTAL ENTERPRISE | | | | General Overhead Costs | 17.2 | 14.2 | 15.3 |
| OUTPUTS | 316.1 | 304.8 | 337.8 | TOTAL FIXED INPUTS | 174.6 | 153.6 | 150.6 |
| TOTAL INPUTS | 267.0 | 257.7 | 259.4 | <u>MANAGEMENT &</u> | | | |
| <u>MANAGEMENT &</u> | | | | <u>INVESTMENT INCOME</u> | 49.1 | 47.1 | 78.4 |
| <u>INVESTMENT INCOME</u> | 49.1 | 47.1 | 78.4 | NET FARM INCOME | 57.8 | 53.9 | 88.7 |

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| DESCRIPTIVE STATISTICS | | Average 1976-77 | | Average 1976/77 | | Average 1975/77 | Premium 1975/77 |
|------------------------------|--------------|--------------------|-------|--|------|--------------------|--------------------|
| % of Land in: | Cereals | 20 | | EFFICIENCY STANDARDS | | | |
| | Hops & Fruit | - | | Total Enterprise Output per Ha (£) | 316 | 305 | 338 |
| | Other Crops | 1 | | Standard Output per Ha (£) | 333 | 309 | 282 |
| | Forage | 78 | | Output from Forage per Farm | 286 | 283 | 345 |
| | Bare Fallow | 1 | | Forage Ha (£) | | | |
| Grazing Livestock Units: | per 100 ha | % | | Grazing Livestock Output (less concentrate) per Adjusted Forage Ha (£) | 252 | 229 | 285 |
| | Dairy Cows | - | - | Grazing Livestock Units per Forage Ha (£) | 2.8 | 2.7 | 2.7 |
| | Other Cattle | 28 | 12 | Grazing Livestock Units per Adjusted Forage Ha (£) | 2.7 | 2.7 | 2.7 |
| | Sheep | 188 | 88 | Gross Margin per £100 Labour (£) | 303 | 319 | 380 |
| | Total | 216 | 100 | Labour Cost per 100 Standard Man-Days (£) | 867 | 725 | 776 |
| | | | | Machinery Costs per 1000 Tractor Units (£): | | | |
| | | | | Licences, Insurance, Repairs | 646 | 624 | 729 |
| | | | | Fuel and Electricity | 412 | 352 | 358 |
| | | | | Contract | 219 | 216 | 217 |
| | | | | Depreciation | 418 | 475 | 518 |
| | | | | Total | 1695 | 1667 | 1822 |
| | | | | Gross Margin per £100 Machinery Costs (£) | 571 | 512 | 521 |
| | | | | Gross Margin per £100 Labour and Machinery (£) | 196 | 191 | 216 |
| "TENANTS" CAPITAL (£ per ha) | | | | | | | |
| Livestock | 232.4 | 194.2 | 180.3 | | | | |
| Crops and Cultivations | 22.8 | 32.0 | 43.3 | | | | |
| Stores, etc. | 18.9 | 21.1 | 24.7 | | | | |
| Machinery & Equipment | 93.5 | 94.1 | 102.5 | | | | |
| TOTAL | 367.6 | 341.4 | 350.8 | | | | |
| Manag. & Inv. Income | | | | | | | |
| as % of Above Capital | 15% | 14% | 23% | | | | |

FARM TYPE: Predominantly Pigs/Poultry

FINANCIAL RESULTS (£ per hectare)

| | Average 1976/77 | Average 1975/77 | Premium 1975/77 | | Average 1976/77 | Average 1975/77 | Premium 1975/77 |
|---|--------------------|--------------------|--------------------|---|--------------------|--------------------|--------------------|
| No. of Farm Records | 5 | 10 | 6 | <u>VARIABLE INPUTS</u> | | | |
| Average Area (ha) | 84.5 | 85.2 | 81.3 | Bought Feed | 424.4 | 370.3 | 344.9 |
| <u>ENTERPRISE OUTPUTS</u> | | | | Home-Grown Feed | 85.5 | 89.9 | 85.4 |
| Dairy | 99.4 | 86.1 | 60.7 | Other Livestock V.Is. | 46.3 | 40.2 | 44.9 |
| Other Cattle | 50.0 | 39.9 | 38.8 | Seed (inc. Home-Grown) | 31.7 | 26.5 | 30.1 |
| Sheep & Wool | - | - | - | Fertilisers | 37.7 | 35.0 | 32.6 |
| Pigs | 727.1 | 674.5 | 792.7 | Crop Protection | 12.8 | 11.6 | 11.6 |
| Poultry & Eggs | 157.9 | 143.2 | 131.6 | Other Crop V.Is. | 20.5 | 17.2 | 20.2 |
| Total Livestock | 1034.4 | 943.7 | 1023.8 | Casual Labour | 41.2 | 35.0 | 49.2 |
| Cereals (inc. Straw) | 149.9 | 123.2 | 124.2 | Contract Work | 16.4 | 14.3 | 12.9 |
| Fruit & Hops | (-) 0.4 | (-) 0.2 | (-) 0.3 | TOTAL VARIABLE INPUTS | 716.5 | 640.0 | 631.8 |
| Other Crops | 211.9 | 188.7 | 211.4 | TOTAL GROSS MARGIN | 699.7 | 634.0 | 743.1 |
| Total Crops | 361.4 | 311.7 | 335.3 | <u>FIXED INPUTS</u> | | | |
| Miscellaneous Receipts | 13.7 | 11.4 | 9.1 | Regular Labour - Paid | 198.3 | 187.2 | 197.7 |
| Forage & Tillage Valn. Changes | 2.2 | 3.4 | 2.1 | Regular Labour - Unpaid | 31.0 | 27.6 | 26.1 |
| Profit or Loss on Prev. Year's Valn. | 4.5 | 3.8 | 4.6 | Machinery Depreciation | 26.6 | 25.5 | 26.3 |
| TOTAL ENTERPRISE OUTPUTS | 1416.2 | 1274.0 | 1374.9 | Fuel & Oil | 32.2 | 28.0 | 28.5 |
| TOTAL INPUTS | 1180.0 | 1068.5 | 1085.2 | Mach. Reps., Veh. Tax & Ins. | 46.5 | 44.1 | 49.6 |
| <u>MANAGEMENT & INVESTMENT INCOME</u> | 236.2 | 205.5 | 289.7 | Rent & Rates | 55.4 | 50.5 | 48.2 |
| | | | | General Overhead Costs | 73.5 | 65.6 | 77.0 |
| | | | | TOTAL FIXED INPUTS | 463.5 | 428.5 | 453.4 |
| | | | | <u>MANAGEMENT & INVESTMENT INCOME</u> | 236.2 | 205.5 | 289.7 |
| | | | | NET FARM INCOME | 265.1 | 231.0 | 314.0 |

FARM TYPE: Predominantly Pigs/Poultry

| <u>DESCRIPTIVE STATISTICS</u> | | Average 1976-77 | | | Average 1976/77 | Average 1975/77 | Premium 1975/77 |
|--|--|--------------------|---------|---------|--------------------|--------------------|--------------------|
| % of Land in: Cereals | | 55 | | | | | |
| Hops & Fruit | | - | | | | | |
| Other Crops | | 14 | | | | | |
| Forage | | 29 | | | | | |
| Bare Fallow | | 2 | | | | | |
| Grazing Livestock Units: | | per 100 ha | % | | | | |
| Dairy Cows | | 16 | 36 | | | | |
| Other Cattle | | 28 | 64 | | | | |
| Sheep | | - | - | | | | |
| Total | | 44 | 100 | | | | |
| | | | | | | | |
| | | Average | Average | Premium | | | |
| | | 1976/77 | 1975/77 | 1975/77 | | | |
| <u>"TENANTS" CAPITAL</u> (£ per ha) | | | | | | | |
| Livestock | | 376.0 | 329.7 | 369.2 | | | |
| Crops and Cultivations | | 109.7 | 94.3 | 103.8 | | | |
| Stores, etc. | | 82.5 | 71.7 | 67.2 | | | |
| Machinery & Equipment | | 255.5 | 232.7 | 248.2 | | | |
| TOTAL | | 823.7 | 728.4 | 788.4 | | | |
| Manag. & Inv. Income | | 30% | 30% | 38% | | | |
| as % of Above Capital | | | | | | | |
| | | | | | | | |
| <u>EFFICIENCY STANDARDS</u> | | | | | | | |
| Total Enterprise Output per Ha (£) | | 1416 | 1274 | 1375 | | | |
| Standard Output per Ha (£) | | 1278 | 1113 | 1181 | | | |
| Output from Forage per Farm | | 417 | 390 | 385 | | | |
| Forage Ha (£) | | | | | | | |
| Grazing Livestock Output (less concentrate) per Adjusted Forage Ha (£) | | 322 | 322 | 343 | | | |
| Grazing Livestock Units per Forage Ha (£) | | 2.0 | 2.2 | 2.1 | | | |
| Grazing Livestock Units per Adjusted Forage Ha (£) | | 1.3 | 1.7 | 1.6 | | | |
| Gross Margin per £100 Labour (£) | | 272 | 263 | 289 | | | |
| Labour Cost per 100 Standard Man-Days (£) | | 866 | 820 | 794 | | | |
| Machinery Costs per 1000 Tractor Units (£): | | | | | | | |
| Licences, Insurance, Repairs | | 1109 | 1062 | 1131 | | | |
| Fuel and Electricity | | 803 | 712 | 705 | | | |
| Contract | | 460 | 402 | 374 | | | |
| Depreciation | | 666 | 639 | 627 | | | |
| Total | | 3038 | 2815 | 2837 | | | |
| Gross Margin per £100 Machinery Costs (£) | | 606 | 590 | 660 | | | |
| Gross Margin per £100 Labour and Machinery (£) | | 185 | 180 | 198 | | | |

FARM TYPE: Milk and Arable - under 200 ha.

FINANCIAL RESULTS (£ per hectare)

| | Average 1976/77 | Average 1975/77 | Premium 1975/77 | | Average 1976/77 | Average 1975/77 | Premium 1975/77 |
|---|--------------------|--------------------|--------------------|---|--------------------|--------------------|--------------------|
| No. of Farm Records | 8 | 16 | 7 | <u>VARIABLE INPUTS</u> | | | |
| Average Area (ha) | 139.4 | 136.0 | 116.2 | Bought Feed | 111.0 | 93.3 | 122.2 |
| <u>ENTERPRISE OUTPUTS</u> | | | | Home-Grown Feed | 50.9 | 44.7 | 42.5 |
| Dairy | 327.3 | 294.9 | 349.3 | Other Livestock V.Is. | 16.8 | 15.8 | 17.2 |
| Other Cattle | 80.3 | 71.5 | 84.0 | Seed (inc. Home-Grown) | 38.6 | 42.2 | 66.7 |
| Sheep & Wool | 0.2 | 0.1 | - | Fertilisers | 40.0 | 41.0 | 49.7 |
| Pigs | - | - | - | Crop Protection | 6.9 | 10.1 | 14.6 |
| Poultry & Eggs | - | - | - | Other Crop V.Is. | 9.5 | 10.9 | 17.9 |
| | | | | Casual Labour | 10.7 | 11.5 | 17.9 |
| Total Livestock | 407.8 | 366.5 | 433.3 | Contract Work | 11.1 | 12.0 | 16.6 |
| Cereals (inc. Straw) | 110.4 | 93.2 | 87.9 | | | | |
| Fruit & Hops | - | - | - | TOTAL VARIABLE INPUTS | 295.5 | 281.5 | 365.3 |
| Other Crops | 215.8 | 244.4 | 463.2 | | | | |
| | | | | TOTAL GROSS MARGIN | 466.5 | 449.4 | 669.3 |
| Total Crops | 326.2 | 337.6 | 551.1 | | | | |
| Miscellaneous Receipts | 17.1 | 15.8 | 30.2 | <u>FIXED INPUTS</u> | | | |
| Forage & Tillage Valn. Changes | 2.8 | 3.6 | 7.6 | Regular Labour - Paid | 91.3 | 92.8 | 116.8 |
| Profit or Loss on Prev. Year's Valn. | 8.1 | 7.4 | 12.4 | Regular Labour - Unpaid | 34.0 | 29.4 | 31.4 |
| | | | | Machinery Depreciation | 21.2 | 21.6 | 33.4 |
| TOTAL ENTERPRISE OUTPUTS | 762.0 | 730.9 | 1034.6 | Fuel & Oil | 20.0 | 20.0 | 23.1 |
| TOTAL INPUTS | 557.3 | 536.1 | 681.1 | Mach. Reps., Veh. Tax & Ins. | 31.5 | 30.9 | 40.1 |
| <u>MANAGEMENT & INVESTMENT INCOME</u> | 204.7 | 194.8 | 353.5 | Rent & Rates | 39.4 | 37.0 | 43.3 |
| | | | | General Overhead Costs | 24.4 | 22.9 | 27.7 |
| | | | | | | | |
| | | | | TOTAL FIXED INPUTS | 261.8 | 254.6 | 315.8 |
| | | | | | | | |
| | | | | <u>MANAGEMENT & INVESTMENT INCOME</u> | 204.7 | 194.8 | 353.5 |
| | | | | | | | |
| | | | | NET FARM INCOME | 221.1 | 208.2 | 369.9 |

FARM TYPE: Milk and Arable - under 200 ha.

| <u>DESCRIPTIVE STATISTICS</u> | | Average 1976-77 | | Average 1976/77 | Average 1975/77 | Premium 1975/77 |
|--|--------------|--------------------|--------------------|--------------------|--------------------|--------------------|
| % of Land in: | Cereals | 37 | | | | |
| | Hops & Fruit | - | | | | |
| | Other Crops | 9 | | | | |
| | Forage | 54 | | | | |
| | Bare Fallow | - | | | | |
| Grazing Livestock Units: | per 100 ha | | % | | | |
| | Dairy Cows | 66 | 59 | | | |
| | Other Cattle | 49 | 41 | | | |
| | Sheep | - | - | | | |
| | Total | 115 | 100 | | | |
| | | | | | | |
| <u>"TENANTS" CAPITAL (£ per ha)</u> | | Average 1976/77 | Average 1975/77 | Premium 1975/77 | | |
| Livestock | | 215.7 | 193.2 | 230.1 | | |
| Crops and Cultivations | | 88.4 | 89.8 | 147.7 | | |
| Stores, etc. | | 58.1 | 55.5 | 73.0 | | |
| Machinery & Equipment | | 173.1 | 171.2 | 259.5 | | |
| TOTAL | | 535.3 | 509.7 | 710.3 | | |
| Manag. & Inv. Income as % of Above Capital | | 34% | 31% | 46% | | |
| <u>EFFICIENCY STANDARDS</u> | | | | | | |
| Total Enterprise Output per Ha (£) | | 762 | 731 | 1035 | | |
| Standard Output per Ha (£) | | 541 | 530 | 683 | | |
| Output from Forage per Farm Forage Ha (£) | | 756 | 705 | 830 | | |
| Grazing Livestock Output (less concentrate) per Adjusted Forage Ha (£) | | 433 | 432 | 505 | | |
| Grazing Livestock Units per Forage Ha (£) | | 2.2 | 2.3 | 2.7 | | |
| Grazing Livestock Units per Adjusted Forage Ha (£) | | 1.9 | 2.2 | 2.5 | | |
| Gross Margin per £100 Labour (£) | | 334 | 327 | 407 | | |
| Labour Cost per 100 Standard Man-Days (£) | | 1219 | 1082 | 1040 | | |
| Machinery Costs per 1000 Tractor Units (£): | | | | | | |
| Licences, Insurance, Repairs | | 1135 | 1048 | 1180 | | |
| Fuel and Electricity | | 732 | 690 | 693 | | |
| Contract | | 420 | 415 | 479 | | |
| Depreciation | | 694 | 673 | 920 | | |
| TOTAL | | 2981 | 2826 | 3272 | | |
| Gross Margin per £100 Machinery Costs (£) | | 558 | 520 | 594 | | |
| Gross Margin per £100 Labour and Machinery (£) | | 206 | 197 | 236 | | |

FARM TYPE: Milk and Arable - over 200 ha.

FINANCIAL RESULTS (£ per hectare)

| | Average 1976/77 | Average 1975/77 | Premium 1975/77 | | Average 1976/77 | Average 1975/77 | Premium 1975/77 |
|---|--------------------|--------------------|--------------------|---|--------------------|--------------------|--------------------|
| No. of Farm Records | 6 | 11 | 5 | <u>VARIABLE INPUTS</u> | | | |
| Average Area (ha) | 374.9 | 376.8 | 441.0 | Bought Feed | 90.3 | 64.7 | 94.6 |
| <u>ENTERPRISE OUTPUTS</u> | | | | Home-Grown Feed | 19.0 | 18.1 | 20.0 |
| Dairy | 218.0 | 180.9 | 225.0 | Other Livestock V.Is. | 12.7 | 11.3 | 12.0 |
| Other Cattle | 71.2 | 59.1 | 80.0 | Seed (inc. Home-Grown) | 15.9 | 14.0 | 18.9 |
| Sheep & Wool | 9.4 | 6.5 | 11.4 | Fertilisers | 38.5 | 35.3 | 38.8 |
| Pigs | - | - | - | Crop Protection | 6.8 | 5.7 | 7.4 |
| Poultry & Eggs | - | - | - | Other Crop V.Is. | 5.5 | 3.7 | 6.4 |
| | | | | Casual Labour | 11.8 | 7.8 | 12.2 |
| Total Livestock | 298.6 | 246.5 | 316.4 | Contract Work | 10.3 | 8.6 | 5.4 |
| Cereals (inc. Straw) | 152.5 | 125.8 | 135.8 | TOTAL VARIABLE INPUTS | 210.8 | 169.2 | 215.7 |
| Fruit & Hops | 6.5 | 7.5 | 7.8 | | | | |
| Other Crops | 70.2 | 41.2 | 82.5 | TOTAL GROSS MARGIN | 320.9 | 259.1 | 335.3 |
| Total Crops | 229.2 | 174.5 | 226.1 | <u>FIXED INPUTS</u> | | | |
| Miscellaneous Receipts | 3.7 | 4.0 | 3.3 | Regular Labour - Paid | 67.1 | 62.5 | 72.0 |
| Forage & Tillage Valn. Changes | (-) 2.1 | 1.5 | 2.6 | Regular Labour - Unpaid | 8.2 | 8.2 | 8.3 |
| Profit or Loss on Prev. Year's Valn. | 2.3 | 1.8 | 2.6 | Machinery Depreciation | 12.9 | 10.5 | 12.9 |
| | | | | Fuel & Oil | 13.9 | 11.5 | 13.8 |
| TOTAL ENTERPRISE OUTPUTS | 531.7 | 428.3 | 551.0 | Mach. Reps., Veh. Tax & Ins. | 19.9 | 16.9 | 19.6 |
| TOTAL INPUTS | 390.5 | 325.6 | 391.9 | Rent & Rates | 39.6 | 32.8 | 34.6 |
| <u>MANAGEMENT & INVESTMENT INCOME</u> | 141.2 | 102.7 | 159.1 | General Overhead Costs | 18.1 | 14.0 | 15.0 |
| | | | | TOTAL FIXED INPUTS | 179.7 | 156.4 | 176.2 |
| | | | | <u>MANAGEMENT & INVESTMENT INCOME</u> | 141.2 | 102.7 | 159.1 |
| | | | | NET FARM INCOME | 145.6 | 106.8 | 162.3 |

FARM TYPE: Milk and Arable - over 200 ha.

| <u>DESCRIPTIVE STATISTICS</u> | | Average 1976-77 | | | Average 1976/77 | Average 1975/77 | Premium 1975/77 |
|--|--|--------------------|---------|---------|--------------------|--------------------|--------------------|
| % of Land in: Cereals | | 50 | | | | | |
| Hops & Fruit | | - | | | | | |
| Other Crops | | 3 | | | | | |
| Forage | | 46 | | | | | |
| Bare Fallow | | 1 | | | | | |
| Grazing Livestock Units: | | per 100 ha | % | | | | |
| Dairy Cows | | 46 | 54 | | | | |
| Other Cattle | | 36 | 40 | | | | |
| Sheep | | 8 | 6 | | | | |
| Total | | 94 | 100 | | | | |
| | | | | | | | |
| | | Average | Average | Premium | | | |
| | | 1976/77 | 1975/77 | 1975/77 | | | |
| <u>"TENANTS" CAPITAL</u> (£ per ha) | | | | | | | |
| Livestock | | 158.8 | 136.6 | 160.3 | | | |
| Crops and Cultivations | | 84.3 | 82.5 | 80.1 | | | |
| Stores, etc. | | 47.5 | 36.2 | 52.2 | | | |
| Machinery & Equipment | | 110.7 | 95.0 | 113.8 | | | |
| TOTAL | | 401.3 | 350.3 | 406.4 | | | |
| Manag. & Inv. Income | | 32% | 26% | 36% | | | |
| as % of Above Capital | | | | | | | |
| | | | | | | | |
| <u>EFFICIENCY STANDARDS</u> | | | | | | | |
| Total Enterprise Output per Ha (£) | | 532 | 428 | 551 | | | |
| Standard Output per Ha (£) | | 437 | 376 | 399 | | | |
| Output from Forage per Farm | | 639 | 513 | 647 | | | |
| Forage Ha (£) | | | | | | | |
| Grazing Livestock Output (less concentrate) per Adjusted Forage Ha (£) | | 373 | 321 | 396 | | | |
| Grazing Livestock Units per Forage Ha (£) | | 2.0 | 1.9 | 2.0 | | | |
| Grazing Livestock Units per Adjusted Forage Ha (£) | | 1.8 | 1.7 | 1.9 | | | |
| Gross Margin per £100 Labour (£) | | 354 | 316 | 348 | | | |
| Labour Cost per 100 Standard Man-Days (£) | | 1009 | 948 | 1025 | | | |
| Machinery Costs per 1000 Tractor Units (£): | | | | | | | |
| Licences, Insurance, Repairs | | 877 | 752 | 841 | | | |
| Fuel and Electricity | | 614 | 511 | 601 | | | |
| Contract | | 485 | 403 | 236 | | | |
| Depreciation | | 558 | 450 | 549 | | | |
| Total | | 2534 | 2116 | 2227 | | | |
| Gross Margin per £100 Machinery Costs (£) | | 556 | 553 | 663 | | | |
| Gross Margin per £100 Labour and Machinery (£) | | 214 | 198 | 226 | | | |

FARM TYPE: Sheep/Cattle and Arable - under 100 ha.

FINANCIAL RESULTS (£ per hectare)

| | Average 1976/77 | Average 1975/77 | Premium 1975/77 | | Average 1976/77 | Average 1975/77 | Premium 1975/77 |
|---|--------------------|--------------------|--------------------|---|--------------------|--------------------|--------------------|
| No. of Farm Records | 13 | 28 | 13 | <u>VARIABLE INPUTS</u> | | | |
| Average Area (ha) | 63.1 | 63.7 | 74.3 | Bought Feed | 18.2 | 19.2 | 24.7 |
| <u>ENTERPRISE OUTPUTS</u> | | | | Home-Grown Feed | 21.6 | 20.8 | 27.8 |
| Dairy | - | - | - | Other Livestock V.Is. | 7.7 | 7.3 | 10.2 |
| Other Cattle | 85.1 | 87.6 | 148.7 | Seed (inc. Home-Grown) | 14.7 | 13.4 | 17.0 |
| Sheep & Wool | 69.0 | 51.1 | 46.5 | Fertilisers | 24.6 | 22.3 | 27.2 |
| Pigs | 1.5 | 0.7 | - | Crop Protection | 3.6 | 3.6 | 4.9 |
| Poultry & Eggs | 8.5 | 14.3 | 16.8 | Other Crop V.Is. | 2.8 | 3.2 | 5.8 |
| Total Livestock | 164.1 | 153.7 | 212.0 | Casual Labour | 4.8 | 4.5 | 5.4 |
| Cereals (inc. Straw) | 110.0 | 91.7 | 108.4 | Contract Work | 11.4 | 10.6 | 8.2 |
| Fruit & Hops | 2.5 | 1.4 | 2.5 | TOTAL VARIABLE INPUTS | 109.4 | 104.9 | 131.2 |
| Other Crops | 46.9 | 53.6 | 100.3 | TOTAL GROSS MARGIN | 228.7 | 209.2 | 307.4 |
| Total Crops | 159.4 | 146.7 | 211.2 | <u>FIXED INPUTS</u> | | | |
| Miscellaneous Receipts | 7.0 | 6.2 | 6.2 | Regular Labour - Paid | 20.6 | 18.2 | 36.0 |
| Forage & Tillage Valn. Changes | 3.7 | 3.9 | 2.9 | Regular Labour - Unpaid | 42.2 | 40.0 | 37.3 |
| Profit or Loss on Prev. Year's Valn. | 3.9 | 3.6 | 6.3 | Machinery Depreciation | 9.0 | 9.4 | 12.2 |
| TOTAL ENTERPRISE OUTPUTS | 338.1 | 314.1 | 438.6 | Fuel & Oil | 9.4 | 8.7 | 9.5 |
| TOTAL INPUTS | 256.8 | 241.3 | 289.5 | Mach. Reps., Veh. Tax & Ins. | 17.6 | 15.2 | 17.4 |
| <u>MANAGEMENT & INVESTMENT INCOME</u> | 81.3 | 72.8 | 149.1 | Rent & Rates | 33.1 | 30.5 | 29.5 |
| | | | | General Overhead Costs | 15.5 | 14.4 | 16.4 |
| | | | | TOTAL FIXED INPUTS | 147.4 | 136.4 | 158.3 |
| | | | | <u>MANAGEMENT & INVESTMENT INCOME</u> | 81.3 | 72.8 | 149.1 |
| | | | | NET FARM INCOME | 119.2 | 109.2 | 181.2 |

FARM TYPE: Sheep/Cattle and Arable - under 100 ha

| <u>DESCRIPTIVE STATISTICS</u> | | Average 1976-77 | | | Average 1976/77 | Average 1975/77 | Premium 1975/77 |
|---|--------------|--------------------|--------------------|--|--------------------|--------------------|--------------------|
| % of Land in: Cereals | | | 39 | <u>EFFICIENCY STANDARDS</u> | | | |
| | Hops & Fruit | | 1 | Total Enterprise Output per Ha (£) | 338 | 314 | 439 |
| | Other Crops | | 3 | Standard Output per Ha (£) | 305 | 275 | 296 |
| | Forage | | 57 | Output from Forage per Farm | | | |
| | Bare Fallow | | - | Forage Ha (£) | 336 | 293 | 439 |
| Grazing Livestock Units: | per 100 ha | % | | Grazing Livestock Output (less concentrate) per Adjusted Forage Ha (£) | 277 | 235 | 365 |
| | Dairy Cows | - | - | Grazing Livestock Units per Forage Ha (£) | 2.5 | 2.3 | 2.7 |
| | Other Cattle | 31 | 33 | Grazing Livestock Units per Adjusted Forage Ha (£) | 2.4 | 2.3 | 2.8 |
| | Sheep | 82 | 67 | Gross Margin per £100 Labour (£) | 352 | 337 | 409 |
| | Total | 113 | 100 | Labour Cost per 100 Standard Man-Days (£) | 920 | 860 | 935 |
| | | | | Machinery Costs per 1000 Tractor Units (£): | | | |
| | | | | Licences, Insurance, Repairs | 806 | 689 | 712 |
| | | | | Fuel and Electricity | 433 | 400 | 384 |
| | | | | Contract | 520 | 498 | 322 |
| | | | | Depreciation | 410 | 423 | 500 |
| | | | | Total | 2169 | 2010 | 1918 |
| | | | | Gross Margin per £100 Machinery Costs (£) | 495 | 484 | 652 |
| | | | | Gross Margin per £100 Labour and Machinery (£) | 196 | 190 | 247 |
| <u>"TENANTS" CAPITAL (£ per ha)</u> | | Average 1976/77 | Average 1975/77 | Premium 1975/77 | | | |
| Livestock | | 133.6 | 114.1 | 140.3 | | | |
| Crops and Cultivations | | 74.3 | 62.2 | 73.5 | | | |
| Stores, etc. | | 24.4 | 26.5 | 33.6 | | | |
| Machinery & Equipment | | 87.5 | 80.2 | 99.7 | | | |
| TOTAL | | 319.8 | 283.0 | 347.1 | | | |
| Manag. & Inv. Income as % of Above Capital | | 23% | 22% | 39% | | | |

FARM TYPE: Sheep/Cattle and Arable - over 100 ha.

FINANCIAL RESULTS (£ per hectare)

| | Average 1976/77 | Average 1975/77 | Premium 1975/77 | | Average 1976/77 | Average 1975/77 | Premium 1975/77 |
|---------------------------|--------------------|--------------------|--------------------|------------------------------|--------------------|--------------------|--------------------|
| No. of Farm Records | 17 | 34 | 16 | <u>VARIABLE INPUTS</u> | | | |
| Average Area (ha) | 185.6 | 180.1 | 201.1 | Bought Feed | 17.6 | 14.2 | 14.9 |
| <u>ENTERPRISE OUTPUTS</u> | | | | Home-Grown Feed | 18.0 | 18.9 | 22.8 |
| Dairy | - | - | - | Other Livestock V.Is. | 8.5 | 7.3 | 7.9 |
| Other Cattle | 81.9 | 93.7 | 115.6 | Seed (inc. Home-Grown) | 15.4 | 14.8 | 15.7 |
| Sheep & Wool | 65.6 | 48.7 | 52.9 | Fertilisers | 27.8 | 27.7 | 27.6 |
| Pigs | - | - | - | Crop Protection | 6.7 | 7.1 | 7.3 |
| Poultry & Eggs | - | - | - | Other Crop V.Is. | 3.9 | 4.1 | 5.3 |
| | | | | Casual Labour | 6.2 | 6.9 | 8.9 |
| Total Livestock | 147.5 | 142.4 | 168.5 | Contract Work | 6.0 | 4.8 | 6.0 |
| Cereals (inc. Straw) | 128.2 | 108.5 | 114.2 | | | | |
| Fruit & Hops | 11.2 | 10.5 | 14.8 | TOTAL VARIABLE INPUTS | 110.1 | 105.8 | 116.4 |
| Other Crops | 26.6 | 26.9 | 44.8 | | | | |
| | | | | TOTAL GROSS MARGIN | 220.0 | 199.4 | 245.7 |
| Total Crops | 166.0 | 145.9 | 173.8 | | | | |
| Miscellaneous | | | | <u>FIXED INPUTS</u> | | | |
| Receipts | 5.6 | 6.7 | 6.3 | Regular Labour - Paid | 42.2 | 42.8 | 44.2 |
| Forage & Tillage | | | | Regular Labour - Unpaid | 18.3 | 15.0 | 14.1 |
| Valn. Changes | 3.9 | 4.5 | 6.0 | Machinery Depreciation | 11.2 | 11.5 | 11.5 |
| Profit or Loss on | | | | Fuel & Oil | 11.4 | 10.3 | 9.9 |
| Prev. Year's Valn. | 7.1 | 5.7 | 7.5 | Mach. Reps., Veh. Tax & Ins. | 17.7 | 17.4 | 18.2 |
| | | | | Rent & Rates | 38.0 | 34.8 | 38.9 |
| TOTAL ENTERPRISE | | | | General Overhead Costs | 16.1 | 15.6 | 15.1 |
| OUTPUTS | 330.1 | 305.2 | 362.1 | | | | |
| TOTAL INPUTS | 265.0 | 253.2 | 268.3 | TOTAL FIXED INPUTS | 154.9 | 147.4 | 151.9 |
| | | | | | | | |
| <u>MANAGEMENT &</u> | | | | <u>MANAGEMENT &</u> | 65.1 | 52.0 | 93.8 |
| <u>INVESTMENT INCOME</u> | 65.1 | 52.0 | 93.8 | <u>INVESTMENT INCOME</u> | | | |
| | | | | NET FARM INCOME | 75.2 | 60.8 | 101.8 |

FARM TYPE: Milk, Sheep/Cattle and Arable.

FINANCIAL RESULTS (£ per hectare)

| | Average 1976/77 | Average 1975/77 | Premium 1975/77 | | Average 1976/77 | Average 1975/77 | Premium 1975/77 |
|---|--------------------|--------------------|--------------------|---|--------------------|--------------------|--------------------|
| No. of Farm Records | 4 | 13 | 7 | <u>VARIABLE INPUTS</u> | | | |
| Average Area (ha) | 291.6 | 215.7 | 237.7 | Bought Feed | 82.0 | 76.4 | 65.7 |
| <u>ENTERPRISE OUTPUTS</u> | | | | Home-Grown Feed | 13.9 | 17.4 | 21.1 |
| Dairy | 159.6 | 153.7 | 170.6 | Other Livestock V.Is. | 11.6 | 11.8 | 12.6 |
| Other Cattle | 54.6 | 69.9 | 62.2 | Seed (inc. Home-Grown) | 22.4 | 12.8 | 13.2 |
| Sheep & Wool | 50.7 | 25.3 | 25.8 | Fertilisers | 31.3 | 25.2 | 21.6 |
| Pigs | - | - | - | Crop Protection | 5.6 | 5.0 | 5.5 |
| Poultry & Eggs | - | 2.4 | 4.5 | Other Crop V.Is. | 7.8 | 3.6 | 5.2 |
| Total Livestock | 264.9 | 251.3 | 263.1 | Casual Labour | 15.0 | 8.2 | 9.1 |
| Cereals (inc. Straw) | 128.2 | 85.6 | 83.9 | Contract Work | 3.2 | 6.8 | 5.1 |
| Fruit & Hops | 9.7 | 3.0 | 5.6 | TOTAL VARIABLE INPUTS | 192.8 | 167.2 | 159.1 |
| Other Crops | 111.9 | 40.8 | 69.5 | TOTAL GROSS MARGIN | 335.2 | 226.7 | 274.3 |
| Total Crops | 249.8 | 129.4 | 159.0 | <u>FIXED INPUTS</u> | | | |
| Miscellaneous Receipts | 8.0 | 5.4 | 3.4 | Regular Labour - Paid | 69.5 | 54.2 | 61.5 |
| Forage & Tillage Valn. Changes | (-) 3.1 | 5.0 | 6.3 | Regular Labour - Unpaid | 9.3 | 14.0 | 12.5 |
| Profit or Loss on Prev. Year's Valn. | 8.4 | 2.8 | 1.6 | Machinery Depreciation | 15.3 | 10.4 | 11.6 |
| TOTAL ENTERPRISE OUTPUTS | 528.0 | 393.9 | 433.4 | Fuel & Oil | 15.2 | 13.4 | 13.0 |
| TOTAL INPUTS | 380.8 | 326.3 | 326.8 | Mach. Reps., Veh. Tax & Ins. | 23.1 | 17.8 | 18.7 |
| <u>MANAGEMENT & INVESTMENT INCOME</u> | 147.2 | 67.6 | 106.6 | Rent & Rates | 35.5 | 30.9 | 31.4 |
| | | | | General Overhead Costs | 20.1 | 18.4 | 19.0 |
| | | | | TOTAL FIXED INPUTS | 188.0 | 159.1 | 167.7 |
| | | | | <u>MANAGEMENT & INVESTMENT INCOME</u> | 147.2 | 67.6 | 106.6 |
| | | | | NET FARM INCOME | 151.4 | 76.2 | 112.7 |

FARM TYPE: Milk, Sheep/Cattle and Arable.

| <u>DESCRIPTIVE STATISTICS</u> | | Average 1976-77 | | | Average 1976/77 | Average 1975/77 | Premium 1975/77 |
|-------------------------------------|--|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|
| <u>% of Land in:</u> | | | | | | | |
| | Cereals | 36 | | | | | |
| | Hops & Fruit | - | | | | | |
| | Other Crops | 6 | | | | | |
| | Forage | 57 | | | | | |
| | Bare Fallow | 1 | | | | | |
| <u>Grazing Livestock Units:</u> | | per 100 ha | % | | | | |
| | Dairy Cows | 37 | 29 | | | | |
| | Other Cattle | 37 | 29 | | | | |
| | Sheep | 52 | 42 | | | | |
| | Total | 126 | 100 | | | | |
| <u>"TENANTS" CAPITAL (£ per ha)</u> | | Average 1976/77 | Average 1975/77 | Premium 1975/77 | | | |
| | Livestock | 163.9 | 147.9 | 150.9 | | | |
| | Crops and Cultivations | 111.2 | 71.7 | 57.9 | | | |
| | Stores, etc. | 45.1 | 31.4 | 33.7 | | | |
| | Machinery & Equipment | 113.4 | 89.0 | 97.2 | | | |
| | TOTAL | 433.6 | 340.0 | 339.7 | | | |
| | Manag. & Inv. Income as % of Above Capital | 31% | 18% | 26% | | | |
| <u>EFFICIENCY STANDARDS</u> | | | | | | | |
| | Total Enterprise Output per Ha (£) | 528 | 394 | 433 | | | |
| | Standard Output per Ha (£) | 442 | 352 | 358 | | | |
| | Output from Forage per Farm Forage Ha (£) | 478 | 403 | 440 | | | |
| | Grazing Livestock Output (less concentrate) per Adjusted Forage Ha (£) | 290 | 250 | 292 | | | |
| | Grazing Livestock Units per Forage Ha (£) | 2.3 | 2.0 | 1.9 | | | |
| | Grazing Livestock Units per Adjusted Forage Ha (£) | 1.9 | 1.8 | 1.9 | | | |
| | Gross Margin per £100 Labour (£) | 336 | 283 | 312 | | | |
| | Labour Cost per 100 Standard Man-Days (£) | 928 | 848 | 882 | | | |
| | Machinery Costs per 1000 Tractor Units (£): | | | | | | |
| | Licences, Insurance, Repairs | 919 | 750 | 790 | | | |
| | Fuel and Electricity | 605 | 568 | 552 | | | |
| | Contract | 136 | 294 | 235 | | | |
| | Depreciation | 595 | 431 | 480 | | | |
| | Total | 2255 | 2043 | 2057 | | | |
| | Gross Margin per £100 Machinery Costs (£) | 594 | 475 | 549 | | | |
| | Gross Margin per £100 Labour and Machinery (£) | 212 | 175 | 197 | | | |

FARM TYPE: 'Mixed Farms' with Pigs/Poultry

FINANCIAL RESULTS (£ per hectare)

| | Average 1976/77 | Average 1975/77 | Premium 1975/77 | | Average 1976/77 | Average 1975/77 | Premium 1975/77 |
|---|--------------------|--------------------|--------------------|---|--------------------|--------------------|--------------------|
| No. of Farm Records | 9 | 16 | 8 | <u>VARIABLE INPUTS</u> | | | |
| Average Area (ha) | 103.1 | 109.5 | 93.9 | Bought Feed | 339.3 | 299.7 | 378.9 |
| <u>ENTERPRISE OUTPUTS</u> | | | | Home-Grown Feed | 42.4 | 49.8 | 64.3 |
| Dairy | 25.9 | 51.8 | 103.7 | Other Livestock V.Is. | 27.6 | 29.5 | 38.4 |
| Other Cattle | 63.2 | 42.0 | 48.4 | Seed (inc. Home-Grown) | 13.6 | 14.8 | 18.7 |
| Sheep & Wool | 48.8 | 35.0 | 21.5 | Fertilisers | 22.7 | 23.3 | 30.2 |
| Pigs | 98.3 | 208.8 | 232.8 | Crop Protection | 11.7 | 10.4 | 9.9 |
| Poultry & Eggs | 432.2 | 332.3 | 467.8 | Other Crop V.Is. | 17.9 | 14.9 | 15.1 |
| Total Livestock | 668.4 | 669.9 | 874.2 | Casual Labour | 27.7 | 30.0 | 30.4 |
| Cereals (inc. Straw) | 96.4 | 86.2 | 103.4 | Contract Work | 19.0 | 17.8 | 25.3 |
| Fruit & Hops | 48.7 | 27.4 | - | TOTAL VARIABLE INPUTS | 521.9 | 490.2 | 611.2 |
| Other Crops | 97.7 | 118.6 | 192.8 | TOTAL GROSS MARGIN | 408.5 | 428.6 | 581.1 |
| Total Crops | 242.8 | 232.2 | 296.2 | <u>FIXED INPUTS</u> | | | |
| Miscellaneous Receipts | 22.6 | 14.8 | 16.7 | Regular Labour - Paid | 116.8 | 126.0 | 159.5 |
| Forage & Tillage Valn. Changes | (-) 4.7 | 0.3 | 4.2 | Regular Labour - Unpaid | 34.1 | 25.2 | 21.5 |
| Profit or Loss on Prev. Year's Valn. | 1.3 | 1.6 | 1.0 | Machinery Depreciation | 15.2 | 15.5 | 17.5 |
| TOTAL ENTERPRISE OUTPUTS | 930.4 | 918.8 | 1192.3 | Fuel & Oil | 23.6 | 22.9 | 27.1 |
| TOTAL INPUTS | 824.7 | 795.5 | 965.1 | Mach. Reps., Veh. Tax & Ins. | 27.7 | 29.7 | 32.3 |
| <u>MANAGEMENT & INVESTMENT INCOME</u> | 105.7 | 123.3 | 227.2 | Rent & Rates | 48.3 | 43.5 | 47.3 |
| | | | | General Overhead Costs | 37.1 | 42.5 | 48.7 |
| | | | | TOTAL FIXED INPUTS | 302.8 | 305.3 | 353.9 |
| | | | | <u>MANAGEMENT & INVESTMENT INCOME</u> | 105.7 | 123.3 | 227.2 |
| | | | | NET FARM INCOME | 136.6 | 146.7 | 245.1 |

FARM TYPE: 'Mixed Farms' with Pigs/Poultry

| <u>DESCRIPTIVE STATISTICS</u> | | Average 1976-77 | | | Average 1976/77 | Average 1975/77 | Premium 1975/77 |
|--|--|--------------------|--------------------|--|--------------------|--------------------|--------------------|
| <u>% of Land in:</u> | | | | | | | |
| Cereals | | 35 | | | | | |
| Hops & Fruit | | 5 | | | | | |
| Other Crops | | 4 | | | | | |
| Forage | | 54 | | | | | |
| Bare Fallow | | 2 | | | | | |
| <u>Grazing Livestock Units:</u> | | per 100 ha | % | | | | |
| Dairy Cows | | 8 | 9 | | | | |
| Other Cattle | | 27 | 31 | | | | |
| Sheep | | 53 | 60 | | | | |
| <u>Total</u> | | <u>88</u> | <u>100</u> | | | | |
| | | | | <u>EFFICIENCY STANDARDS</u> | | | |
| | | | | Total Enterprise Output per Ha (£) | 930 | 919 | 1192 |
| | | | | Standard Output per Ha (£) | 560 | 609 | 663 |
| | | | | Output from Forage per Farm Forage Ha (£) | 257 | 276 | 365 |
| | | | | Grazing Livestock Output (less concentrate) per Adjusted Forage Ha (£) | 213 | 223 | 311 |
| | | | | Grazing Livestock Units per Forage Ha (£) | 1.9 | 2.0 | 2.4 |
| | | | | Grazing Livestock Units per Adjusted Forage Ha (£) | 1.7 | 2.0 | 2.3 |
| | | | | Gross Margin per £100 Labour (£) | 261 | 264 | 299 |
| | | | | Labour Cost per 100 Standard Man-Days (£) | 1054 | 942 | 1029 |
| | | | | Machinery Costs per 1000 Tractor Units (£): | | | |
| | | | | Licences, Insurance, Repairs | 842 | 876 | 1009 |
| | | | | Fuel and Electricity | 722 | 719 | 900 |
| | | | | Contract | 654 | 632 | 919 |
| | | | | Depreciation | 483 | 470 | 560 |
| | | | | <u>Total</u> | <u>2701</u> | <u>2697</u> | <u>3388</u> |
| | | | | Gross Margin per £100 Machinery Costs (£) | 493 | 495 | 577 |
| | | | | Gross Margin per £100 Labour and Machinery (£) | 167 | 168 | 195 |
| <u>"TENANTS" CAPITAL (£ per ha)</u> | | Average 1976/77 | Average 1975/77 | Premium 1975/77 | | | |
| Livestock | | 174.8 | 200.6 | 238.1 | | | |
| Crops and Cultivations | | 71.9 | 70.1 | 67.4 | | | |
| Stores, etc. | | 55.6 | 49.8 | 61.5 | | | |
| Machinery & Equipment | | 135.5 | 134.0 | 153.1 | | | |
| <u>TOTAL</u> | | <u>437.8</u> | <u>454.5</u> | <u>520.1</u> | | | |
| Manag. & Inv. Income as % of Above Capital | | 23% | 26% | 44% | | | |

FARM TYPE: Intensive Arable - Fruit.

| | | | <u>FINANCIAL RESULTS (£ per hectare)</u> | | | | | |
|--------------------------------------|--------------------|--------------------|--|---|--------------------|--------------------|--------------------|--|
| | Average 1976/77 | Average 1975/77 | Premium 1975/77 | | Average 1976/77 | Average 1975/77 | Premium 1975/77 | |
| No. of Farm Records | 17 | 30 | 16 | <u>VARIABLE INPUTS</u> | | | | |
| Average Area (ha) | 55.3 | 58.8 | 32.9 | Bought Feed | 0.3 | 1.9 | - | |
| <u>ENTERPRISE OUTPUTS</u> | | | | Home-Grown Feed | 0.4 | 0.8 | 0.6 | |
| Dairy | - | 2.1 | - | Other Livestock V.Is. | 0.8 | 1.4 | 0.4 | |
| Other Cattle | 5.7 | 9.0 | 6.7 | Seed (inc. Home-Grown) | 22.3 | 18.7 | 24.2 | |
| Sheep & Wool | 0.7 | 1.3 | 1.8 | Fertilisers | 27.8 | 24.9 | 29.1 | |
| Pigs | - | - | - | Crop Protection | 61.6 | 55.2 | 63.6 | |
| Poultry & Eggs | - | - | - | Other Crop V.Is. | 268.8 | 216.3 | 311.7 | |
| Total Livestock | 6.4 | 12.4 | 8.5 | Casual Labour | 137.0 | 119.8 | 162.3 | |
| Cereals (inc. Straw) | 47.1 | 44.4 | 27.0 | Contract Work | 40.0 | 33.7 | 25.0 | |
| Fruit & Hops | 1138.7 | 921.7 | 1314.3 | TOTAL VARIABLE INPUTS | 559.0 | 472.7 | 616.9 | |
| Other Crops | 39.9 | 57.1 | 92.1 | TOTAL GROSS MARGIN | 731.3 | 604.2 | 882.9 | |
| Total Crops | 1225.7 | 1023.2 | 1433.4 | <u>FIXED INPUTS</u> | | | | |
| Miscellaneous Receipts | 19.4 | 16.3 | 12.0 | Regular Labour - Paid | 153.6 | 137.6 | 128.6 | |
| Forage & Tillage Valn. Changes | 2.3 | 2.0 | 2.4 | Regular Labour - Unpaid | 67.3 | 61.4 | 102.3 | |
| Profit or Loss on Prev. Year's Valn. | 36.5 | 23.0 | 42.5 | Machinery Depreciation | 33.4 | 27.7 | 36.3 | |
| TOTAL ENTERPRISE OUTPUTS | 1290.3 | 1076.9 | 1498.8 | Fuel & Oil | 30.4 | 25.9 | 28.7 | |
| TOTAL INPUTS | 1023.9 | 878.7 | 1089.5 | Mach. Reps., Veh. Tax & Ins. | 41.5 | 37.6 | 40.2 | |
| MANAGEMENT & INVESTMENT INCOME | 266.4 | 198.2 | 409.3 | Rent & Rates | 66.3 | 61.0 | 70.8 | |
| | | | | General Overhead Costs | 72.4 | 54.8 | 65.7 | |
| | | | | TOTAL FIXED INPUTS | 464.9 | 406.0 | 472.6 | |
| | | | | <u>MANAGEMENT & INVESTMENT INCOME</u> | 266.4 | 198.2 | 409.3 | |
| | | | | NET FARM INCOME | 322.1 | 248.2 | 493.1 | |

FARM TYPE: Intensive Arable - Fruit

| <u>DESCRIPTIVE STATISTICS</u> | | Average 1976-77 | | | Average 1976/77 | Average 1975/77 | Premium 1975/77 |
|--|--------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|
| % of Land in: | Cereals | 16 | | | | | |
| | Hops & Fruit | 63 | | | | | |
| | Other Crops | 3 | | | | | |
| | Forage | 16 | | | | | |
| | Bare Fallow | 2 | | | | | |
| Grazing Livestock Units: | per 100 ha | | % | | | | |
| | Dairy Cows | - | - | | | | |
| | Other Cattle | 4 | 80 | | | | |
| | Sheep | 1 | 20 | | | | |
| | Total | 5 | 100 | | | | |
| | | | | | | | |
| | | Average 1976/77 | Average 1975/77 | Premium 1975/77 | | | |
| <u>"TENANTS" CAPITAL (£ per ha)</u> | | | | | | | |
| Livestock | | 7.0 | 14.4 | 7.7 | | | |
| Crops and Cultivations | | 452.1 | 347.0 | 503.8 | | | |
| Stores, etc. | | 60.1 | 55.2 | 44.0 | | | |
| Machinery & Equipment | | 281.9 | 228.2 | 295.0 | | | |
| TOTAL | | 801.1 | 644.8 | 850.5 | | | |
| Manag. & Inv. Income as % of Above Capital | | 37% | 34% | 58% | | | |
| | | | | | | | |
| <u>EFFICIENCY STANDARDS</u> | | | | | | | |
| Total Enterprise Output per Ha (£) | | 1290 | 1077 | 1499 | | | |
| Standard Output per Ha (£) | | 637 | 579 | 719 | | | |
| Output from Forage per Farm Forage Ha (£) | | 102 | 92 | 74 | | | |
| Grazing Livestock Output (less concentrate) per Adjusted Forage Ha (£) | | 122 | 125 | 231 | | | |
| Grazing Livestock Units per Forage Ha (£) | | 1.1 | 1.1 | 1.9 | | | |
| Grazing Livestock Units per Adjusted Forage Ha (£) | | 0.9 | 1.0 | 1.9 | | | |
| Gross Margin per £100 Labour (£) | | 199 | 185 | 233 | | | |
| Labour Cost per 100 Standard Man-Days (£) | | 403 | 401 | 387 | | | |
| Machinery Costs per 1000 Tractor Units (£): | | | | | | | |
| Licences, Insurance, Repairs | | 888 | 857 | 746 | | | |
| Fuel and Electricity | | 583 | 547 | 494 | | | |
| Contract | | 912 | 815 | 498 | | | |
| Depreciation | | 578 | 537 | 587 | | | |
| Total | | 2961 | 2756 | 2325 | | | |
| Gross Margin per £100 Machinery Costs (£) | | 564 | 522 | 729 | | | |
| Gross Margin per £100 Labour and Machinery (£) | | 138 | 129 | 169 | | | |

FARM TYPE: Intensive Arable - Hops and Fruit.

FINANCIAL RESULTS (£ per hectare)

| | Average 1976/77 | Average 1975/77 | Premium 1975/77 | | Average 1976/77 | Average 1975/77 | Premium 1975/77 |
|---|--------------------|--------------------|--------------------|---|--------------------|--------------------|--------------------|
| No. of Farm Records | 6 | 12 | 5 | <u>VARIABLE INPUTS</u> | | | |
| Average Area (ha) | 104.6 | 94.8 | 87.4 | Bought Feed | 13.0 | 26.7 | 5.7 |
| <u>ENTERPRISE OUTPUTS</u> | | | | Home-Grown Feed | 6.5 | 10.8 | 5.4 |
| Dairy | - | - | - | Other Livestock V.Is. | 4.8 | 4.8 | 5.3 |
| Other Cattle | 42.3 | 33.4 | 36.2 | Seed (inc. Home-Grown) | 9.9 | 14.2 | 12.5 |
| Sheep & Wool | 25.1 | 16.0 | 21.5 | Fertilisers | 26.2 | 24.7 | 24.0 |
| Pigs | - | 10.0 | - | Crop Protection | 15.1 | 26.0 | 32.3 |
| Poultry & Eggs | - | 27.9 | - | Other Crop V.Is. | 39.4 | 58.8 | 102.2 |
| Total Livestock | 67.4 | 87.3 | 57.7 | Casual Labour | 49.4 | 47.2 | 48.7 |
| Cereals (inc. Straw) | 62.7 | 56.7 | 58.7 | Contract Work | 17.1 | 12.7 | 17.7 |
| Fruit & Hops | 286.5 | 386.1 | 586.8 | TOTAL VARIABLE INPUTS | 181.4 | 225.9 | 253.8 |
| Other Crops | 14.7 | 26.1 | 41.3 | TOTAL GROSS MARGIN | 284.8 | 364.0 | 520.9 |
| Total Crops | 363.9 | 468.9 | 686.8 | <u>FIXED INPUTS</u> | | | |
| Miscellaneous Receipts | 18.4 | 23.2 | 9.0 | Regular Labour - Paid | 54.2 | 95.7 | 120.4 |
| Forage & Tillage Valn. Changes | 2.1 | 2.2 | 1.2 | Regular Labour - Unpaid | 34.5 | 30.1 | 30.5 |
| Profit or Loss on Prev. Year's Valn. | 14.4 | 8.3 | 20.0 | Machinery Depreciation | 12.4 | 30.8 | 48.7 |
| TOTAL ENTERPRISE OUTPUTS | 466.2 | 589.9 | 774.7 | Fuel & Oil | 18.6 | 23.1 | 26.2 |
| TOTAL INPUTS | 407.3 | 522.5 | 616.4 | Mach. Reps., Veh. Tax & Ins. | 28.8 | 32.2 | 38.9 |
| <u>MANAGEMENT & INVESTMENT INCOME</u> | 58.9 | 67.4 | 158.3 | Rent & Rates | 54.1 | 52.9 | 58.9 |
| | | | | General Overhead Costs | 23.3 | 31.8 | 39.0 |
| | | | | TOTAL FIXED INPUTS | 225.9 | 296.6 | 362.6 |
| | | | | <u>MANAGEMENT & INVESTMENT INCOME</u> | 58.9 | 67.4 | 158.3 |
| | | | | NET FARM INCOME | 87.3 | 90.2 | 178.6 |

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| DESCRIPTIVE STATISTICS | | Average 1976-77 | | Average 1976/77 | | Average 1975/77 | Premium 1975/77 |
|--|------------------------|--------------------|-------|--|------|--------------------|--------------------|
| % of Land in: | Cereals | | 28 | EFFICIENCY STANDARDS | | | |
| | Hops & Fruit | | 14 | Total Enterprise Output per Ha (£) | 466 | 590 | 775 |
| | Other Crops | | 2 | Standard Output per Ha (£) | 386 | 462 | 520 |
| | Forage | | 56 | Output from Forage per Farm | | | |
| | Bare Fallow | | - | Forage Ha (£) | 151 | 160 | 215 |
| Grazing Livestock Units: | per 100 ha | % | | Grazing Livestock Output (less concentrate) per Adjusted Forage Ha (£) | 144 | 171 | 267 |
| | Dairy Cows | - | - | Grazing Livestock Units per Forage Ha (£) | 1.6 | 1.7 | 2.1 |
| | Other Cattle | 23 | 41 | Grazing Livestock Units per Adjusted Forage Ha (£) | 1.6 | 2.0 | 2.7 |
| | Sheep | 33 | 59 | Gross Margin per £100 Labour (£) | 210 | 207 | 255 |
| | Total | 56 | 100 | Labour Cost per 100 Standard Man-Days (£) | 557 | 509 | 517 |
| | | | | Machinery Costs per 1000 Tractor Units (£): | | | |
| <u>"TENANTS" CAPITAL (£ per ha)</u> | | | | Licences, Insurance, Repairs | 728 | 640 | 729 |
| | Livestock | 71.0 | 58.3 | Fuel and Electricity | 475 | 458 | 507 |
| | Crops and Cultivations | 113.9 | 101.1 | Contract | 461 | 318 | 470 |
| | Stores, etc. | 36.5 | 51.4 | Depreciation | 321 | 453 | 551 |
| | Machinery & Equipment | 136.3 | 226.7 | Total | 1985 | 1869 | 2257 |
| | TOTAL | 357.7 | 437.5 | Gross Margin per £100 Machinery Costs (£) | 390 | 385 | 444 |
| Manag. & Inv. Income as % of Above Capital | 19% | 15% | 30% | Gross Margin per £100 Labour and Machinery (£) | 134 | 131 | 156 |

FARM TYPE: Intensive Arable - Field Vegetables

FINANCIAL RESULTS (£ per hectare)

| | Average 1976/77 | Average 1975/77 | Premium 1975/77 | | Average 1976/77 | Average 1975/77 | Premium 1975/77 |
|---|--------------------|--------------------|--------------------|---|--------------------|--------------------|--------------------|
| No. of Farm Records | 8 | 17 | 10 | <u>VARIABLE INPUTS</u> | | | |
| Average Area (ha) | 150.6 | 138.1 | 165.8 | Bought Feed | 19.3 | 15.5 | 16.5 |
| <u>ENTERPRISE OUTPUTS</u> | | | | Home-Grown Feed | 5.9 | 4.4 | 5.1 |
| Dairy | 41.8 | 37.8 | 33.5 | Other Livestock V.Is. | 3.2 | 2.7 | 2.9 |
| Other Cattle | 28.9 | 20.9 | 27.0 | Seed (inc. Home-Grown) | 110.3 | 84.3 | 90.7 |
| Sheep & Wool | - | - | - | Fertilisers | 64.4 | 54.0 | 50.4 |
| Pigs | - | - | - | Crop Protection | 26.7 | 24.5 | 19.6 |
| Poultry & Eggs | - | - | - | Other Crop V.Is. | 40.6 | 34.5 | 27.8 |
| Total Livestock | 70.7 | 58.7 | 60.5 | Casual Labour | 49.5 | 31.3 | 24.9 |
| Cereals (inc. Straw) | 143.2 | 125.3 | 131.6 | Contract Work | 15.4 | 16.0 | 13.6 |
| Fruit & Hops | 1.0 | 0.5 | - | TOTAL VARIABLE INPUTS | 335.3 | 267.2 | 251.5 |
| Other Crops | 599.0 | 548.0 | 601.5 | TOTAL GROSS MARGIN | 521.5 | 532.7 | 624.9 |
| Total Crops | 743.2 | 673.8 | 733.1 | <u>FIXED INPUTS</u> | | | |
| Miscellaneous Receipts | 7.4 | 7.9 | 6.6 | Regular Labour - Paid | 114.5 | 116.2 | 128.2 |
| Forage & Tillage Valn. Changes | 3.6 | 3.1 | 1.3 | Regular Labour - Unpaid | 34.1 | 28.9 | 18.5 |
| Profit or Loss on Prev. Year's Valn. | 31.9 | 56.4 | 74.9 | Machinery Depreciation | 23.5 | 21.5 | 23.4 |
| TOTAL ENTERPRISE OUTPUTS | 856.8 | 799.9 | 876.4 | Fuel & Oil | 23.1 | 20.3 | 20.0 |
| TOTAL INPUTS | 644.7 | 555.7 | 546.7 | Mach. Reps., Veh. Tax & Ins. | 40.4 | 35.2 | 37.1 |
| <u>MANAGEMENT & INVESTMENT INCOME</u> | 212.1 | 244.2 | 329.7 | Rent & Rates | 41.8 | 41.3 | 42.6 |
| | | | | General Overhead Costs | 32.0 | 25.1 | 25.4 |
| | | | | TOTAL FIXED INPUTS | 309.4 | 288.5 | 295.2 |
| | | | | <u>MANAGEMENT & INVESTMENT INCOME</u> | 212.1 | 244.2 | 329.7 |
| | | | | NET FARM INCOME | 246.3 | 271.5 | 348.2 |

FARM TYPE: Intensive Arable - Field Vegetables.

| <u>DESCRIPTIVE STATISTICS</u> | | Average 1976-77 | | | Average 1976/77 | Average 1975/77 | Premium 1975/77 |
|-------------------------------------|--|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|
| % of Land in: Cereals | | 44 | | | | | |
| | Hops & Fruit | 1 | | | | | |
| | Other Crops | 38 | | | | | |
| | Forage | 15 | | | | | |
| | Bare Fallow | 2 | | | | | |
| Grazing Livestock Units: | | per 100 ha | % | | | | |
| | Dairy Cows | 8 | 28 | | | | |
| | Other Cattle | 21 | 72 | | | | |
| | Sheep | - | - | | | | |
| | Total | 29 | 100 | | | | |
| <u>"TENANTS" CAPITAL (£ per ha)</u> | | Average 1976/77 | Average 1975/77 | Premium 1975/77 | | | |
| | Livestock | 57.1 | 47.8 | 53.0 | | | |
| | Crops and Cultivations | 232.6 | 220.4 | 231.2 | | | |
| | Stores, etc. | 81.1 | 66.6 | 74.6 | | | |
| | Machinery & Equipment | 208.9 | 187.8 | 189.9 | | | |
| | TOTAL | 579.7 | 522.6 | 548.7 | | | |
| | Manag. & Inv. Income as % of Above Capital | 39% | 48% | 67% | | | |
| <u>EFFICIENCY STANDARDS</u> | | | | | | | |
| | Total Enterprise Output per Ha (£) | 857 | 800 | 876 | | | |
| | Standard Output per Ha (£) | 574 | 522 | 527 | | | |
| | Output from Forage per Farm Forage Ha (£) | 337 | 339 | 357 | | | |
| | Grazing Livestock Output (less concentrate) per Adjusted Forage Ha (£) | 255 | 264 | 252 | | | |
| | Grazing Livestock Units per Forage Ha (£) | 2.0 | 2.1 | 2.2 | | | |
| | Grazing Livestock Units per Adjusted Forage Ha (£) | 2.2 | 2.2 | 2.3 | | | |
| | Gross Margin per £100 Labour (£) | 334 | 377 | 456 | | | |
| | Labour Cost per 100 Standard Man-Days (£) | 925 | 846 | 840 | | | |
| | Machinery Costs per 1000 Tractor Units (£): | | | | | | |
| | Licences, Insurance, Repairs | 1012 | 937 | 946 | | | |
| | Fuel and Electricity | 575 | 507 | 485 | | | |
| | Contract | 459 | 451 | 353 | | | |
| | Depreciation | 650 | 604 | 644 | | | |
| | Total | 2696 | 2499 | 2428 | | | |
| | Gross Margin per £100 Machinery Costs (£) | 527 | 587 | 708 | | | |
| | Gross Margin per £100 Labour and Machinery (£) | 197 | 222 | 269 | | | |

WHOLE SURVEY YIELDS AND OUTPUTS

(Harvest 1976)

| | | Yield per ha (tonnes) | | Output per ha (£) | |
|---|-----------------|--------------------------|-----------------------|----------------------|-----------------------|
| | No. of Crops | Average | Standard Deviation | Average | Standard Deviation |
| Winter Wheat | 110 | 4.2 | 0.8 | 339 | 73 |
| Spring Wheat | 13 | 4.0 | 1.1 | 319 | 85 |
| Winter Barley | 28 | 3.8 | 1.3 | 333 | 90 |
| Spring Barley | 117 | 3.2 | 0.7 | 249 | 58 |
| Winter Oats | 66 | 3.8 | 0.8 | 281 | 62 |
| Spring Oats | 10 | 3.3 | 1.0 | 238 | 71 |
| Beans for Stockfeed | 9 | 1.1 | 0.7 | 91 | 58 |
| Peas | 6 | 2.8 | 0.5 | 460 | 164 |
| Potatoes - First Early | 5 | 12.3 | 4.0 | 1637 | 746 |
| Potatoes for Ware | 45 | 19.2 | 6.8 | 2798 | 1027 |
| Oilseed Rape | 3 | 1.8 | 0.3 | 300 | 80 |
| Hops | 14 | 1.2 | 0.4 | 1924 | 497 |
| Herbage Seed (Grass,Clover) | 12 | 0.6 | 0.4 | 283 | 172 |
| Early Cabbage | 4 | - | - | 1100 | 608 |
| Cabbage - Late Summer and Autumn | 5 | - | - | 611 | 543 |
| Cabbage Winter | 7 | - | - | 1083 | 469 |
| Brussels Sprouts - Fresh | 6 | - | - | 1171 | 504 |
| Cauliflower - Late Summer and Autumn | 3 | - | - | 490 | 268 |
| Celery - Self Blanching | 8 | - | - | 13664 | 6188 |
| Lettuce - Summer | 13 | - | - | 3243 | 4565 |
| Lettuce - Over Wintered | 13 | - | - | 13914 | 5329 |
| Peas - Green Processing | 5 | 2.2 | 0.3 | 290 | 46 |
| Broad Beans - Fresh Market | 4 | - | - | 1086 | 204 |
| Runner Beans | 3 | - | - | 1758 | 1494 |
| French Beans - Processing | 6 | 7.3 | 3.4 | 631 | 320 |
| Cucumbers | 4 | - | - | 19471 | 16844 |
| Marrows - Courgettes | 7 | 2.4 | 0.1 | 3017 | 2786 |
| Tomatoes - Heated Glass | 15 | - | - | 42982 | 11976 |
| Apples - Culinary | 18 | 13.5 | 3.9 | 1326 | 827 |
| Apples - Dessert Cox | 14 | 7.2 | 3.9 | 1476 | 1034 |
| Apples - Dessert Worcester | 11 | 5.7 | 2.6 | 877 | 487 |
| Apples - Dessert | 18 | 7.9 | 4.3 | 1508 | 691 |
| Pears - Conference | 10 | 15.2 | 9.9 | 2483 | 1360 |
| Pears - Comice | 4 | - | - | 1954 | 475 |
| Hazelnuts | 3 | - | - | 165 | 61 |
| Blackcurrants - Fresh Market | 3 | - | - | 904 | 220 |
| Strawberries - Fresh Market | 15 | 4.5 | 5.1 | 1730 | 1529 |
| Gooseberries | 3 | 5.6 | 3.0 | 1411 | 710 |
| Raspberries | 7 | 3.2 | 1.2 | 1894 | 947 |

DAIRY COWS

| | No. of Herds | Litres per Cow | Output per Cow (£) | |
|----------------|-----------------|----------------|--------------------|-----------------------|
| | | | Average | Standard Deviation |
| Friesian | 30 | 4775 | 444.7 | 57 |
| Channel Island | 7 | 3260 | 340.0 | 34 |
| Ayrshire | 2 | 4425 | 404.2 | 7 |

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. The value of home produced feed and seed used on the farm is included.

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

Fixed Inputs, (as used in the calculation of Gross Margins). Those inputs 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 inputs, but they are usually treated as fixed inputs because of the difficulty in 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). Total enterprise output less variable inputs.

Management & Investment Income. Total Enterprise 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.

"Tenants" Capital is calculated by averaging the opening and closing valuations of livestock, crops and cultivations, stores, etc., and machinery and equipment (calculated on an historic cost basis). As such it understates the real value of the capital invested. Any standards based on this figure should therefore be treated with caution.

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

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

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 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 , but no 15% is added.

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

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. The eighth edition was published in October, 1977 and costs £1.80 (post free). There are reductions for 12 or more copies.

STANDARD DATA PER UNIT

The following figures were used for the calculations in this booklet:

| | | Standard Output £/unit | Standard Man-days per unit | Tractor Units | Grazing Livestock Units per head |
|--------------------------------|-----|------------------------------|----------------------------------|------------------|---|
| Wheat | ha | 300 | 2.5 | 17 | - |
| Barley | " | 280 | 2.5 | 17 | - |
| Oats and Mixed Corn | " | 280 | 2.5 | 17 | - |
| Beans - threshed | " | 260 | 2.5 | 17 | - |
| Peas - threshed | " | 280 | 2.5 | 27 | - |
| Vining Peas | " | 400 | 5 | 27 | - |
| Potatoes | " | 1300 | 30 | 62 | - |
| Sugar beet | " | 700 | 13 | 67 | - |
| Herbage Seeds | " | 250 | 2.5 | 20 | - |
| Oilseed Crops | " | 250 | 2.5 | 17 | - |
| Hops | " | 2000 | 125 | 222 | - |
| Dessert Apples | " | 770 | 95 | 86 | - |
| Culinary Apples | " | 679 | 91 | 62 | - |
| Feed Roots (cut/folded) | " | - | 30/7 | 74/25 | - |
| Kale (cut/folded) | " | - | 15/3 | 99/22 | - |
| Hay and Silage (1 cut/2 cuts) | " | - | 4/5 | 16/25 | - |
| Arable Silage | " | - | 4 | 25 | - |
| Grazing | " | - | 1 | 5 | - |
| Forage Sales | " | 62 | - | - | - |
| Keep Let | " | 50 | 1.2 | - | - |
| Bare Fallow | " | - | 2.5 | 20 | - |
| Stock Bulls | - | - | 4 | 7 | 1 |
| Dairy Cows | 440 | - | 6 | 8 | 1 |
| Dairy Heifers (2+ years) | 80 | 2.5 | 7 | 7 | .8 |
| Breeding Stock (1-2 years) | 80 | 2 | 5 | 5 | .6 |
| Breeding Stock (under 1 year)* | 40 | 1 | 3 | 3 | .4 |
| Beef Cows | - | 2.5 | 7 | 7 | .8 |
| Beef Heifers (2+ years) | 90 | 2.5 | 7 | 7 | .8 |
| Fattening Cattle (2+ years) | 90 | 2.5 | 7 | 7 | .8 |
| Fattening Cattle (1-2 years) | 90 | 2 | 5 | 5 | .6 |
| Fattening Cattle (under 1 yr)* | 40 | 1 | 3 | 3 | .4 |
| Rams | - | .5 | 1 | 1 | .2 |
| Ewes | 40 | .5 | 1.5 | 1.5 | .2 |
| Other Sheep (ver 1 year) | 10 | .6 | 1 | 1 | .2 |
| Other Sheep (under 1 year) | 5 | .4 | 1 | 1 | .2 |
| Boars | - | 2 | .5 | 5 | - |
| Sow and Gilts | 250 | 4 | 2.5 | 2.5 | - |
| Fattening Pigs | 65 | .75 | 1.2 | 1.2 | - |
| Rovers | 65 | .75 | 1.2 | 1.2 | - |
| Piglets | 50 | .75 | 1.2 | 1.2 | - |
| Chicks and Pullets* | 1.2 | .05 | .01 | .01 | - |
| Hens and Cocks* | 5.0 | .10 | .05 | .05 | - |
| Table Chickens* | 0.6 | .01 | .005 | .005 | - |
| Other Poultry* | 2.5 | .10 | .02 | .02 | - |

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