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FARM BUSINESS ANALYSIS (pt)

WYE COLLEGE

(University of London)

Farm Business Statistics  
for  
South East England

Supplement for 1979

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## FOREWORD

This booklet presents average financial and physical data for 1977-78 (the 1977 crop year) and 1976-78. Premium figures, calculated from the most profitable 50 per cent of farms in each group, are also given for 1976-78. 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 1975-76.

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 size 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 eight major farm types, for 1976-77 and 1977-78, 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 N.T. Williams, P.J. Rogers, V.P. Wilde, Mrs. S. Logan, Mrs. S. Mitchell and B. Place. Dr. J.P.G. 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 1976 was notable for its high level of rainfall which was in complete contrast to the summer of that year. Although the rain allowed good regrowth of drought-damaged pastures, it was of such intensity that the ground soon became waterlogged. Autumn cultivations were much restricted and sowing in the early autumn was mostly confined to the lighter soils. The late root harvest further delayed drilling. Many crops were sown in seedbeds that would not have been considered to be ready in a normal year.

The heavy rain persisted into the winter, continuing to disrupt field-work. Early-sown crops germinated well but made only slow growth, as temperatures were consistently low. The New Year, 1977, continued in the same vein as the old with cold wet weather which continued into the spring.

A break in the rain came in April when cold winds dried out the heavier soils and enabled work to progress more rapidly. Altogether sowing was completed some two to three weeks later than usual.

Sheep had overwintered reasonably well and there was a satisfactory lambing, with an average fall of lambs. In contrast, outwintered cattle, which had started the winter in poor condition because of the drought, had suffered from the wet winter.

The early summer was very cool and crops grew only slowly, but they were in general surprisingly healthy. Haymaking was protracted because of the indifferent weather. The total yield of hay was better than in 1976 but the quality was much poorer.

August was cool and there were outbreaks of heavy rain. Many fields of cereals were badly laid. There was a loss in both quality and quantity from sprouting and weathering. Only a relatively small proportion of the crop had been harvested by the end of the month, in contrast with 1976, when virtually all the crop had by then been cut. September was drier and cereal harvesting was generally completed during the month. Much of the crop had to be dried. Potatoes and fodder root crops bulked up well and there was plenty of grass available for grazing.

The autumn continued fairly dry and cattle and sheep looked well. Fodder roots and forage brassicas yielded well, which, combined with ample stocks of hay and silage, meant that the winter feed position on most farms was good.

## YIELDS AND PRICES

Despite the difficult sowing conditions, yields of the main arable crops were better than in the previous year. Winter wheat yields rose only marginally from 4.2 to 4.4 tonnes per hectare but the other main cereal crops improved significantly. Winter barley yields rose from 3.8 to 4.4, spring barley from 3.2 to 3.9 and winter oats from 3.8 to 4.1 tonnes per hectare. The most dramatic increase occurred in potatoes: maincrop yields rose from 19.2 to 29.7 tonnes per hectare. Herbage seed yields doubled.

Because of the better yields and in some instances poorer quality cereal prices were variable. Prices were very low in the autumn but rose substantially in the spring. On average, winter wheat rose from £81 to £82 per tonne, but all the other cereal crops suffered falls of varying degrees. Both spring barley and winter oats fell by £6 per tonne to £72 and £68 respectively. Maincrop potatoes suffered a considerable fall in price, from £147 to £41 per tonne.

Milk yields continued to increase, those for Friesian herds from 4775 litres to 5003 litres per cow. Since the price received per litre also rose, from 9.31p to 10.00p, output per cow improved from £445 to £500.

A fuller list of crop yields and outputs on the survey farms is given in the table on page 48.

## FINANCIAL RESULTS

The financial results for 1977/78 matched the inferior weather in that year. All groups of farms suffered a drop in income of varying degrees from the very high levels of 1976/77 (see pages 6 and 7).

Predominantly dairy farms obtained some benefit from better milk, cull cow and calf prices but a nine per cent increase in output was swamped by a 14 per cent rise in costs. As a result, net farm income per hectare fell by eight per cent compared with 1976/77.

Despite record lamb prices, which increased sheep output per hectare by 16 per cent, overall output on the specialist sheep/cattle farms fell by six per cent from the previous year's level. The major cause was an exodus from poultry as a secondary enterprise. Total feed costs fell dramatically as a result of this, but other costs continued to rise. Net farm income decreased by 15 per cent from the 1976 level.

The specialist arable group fared even worse. Output declined by only three per cent but costs rose by 18 per cent. As a result, net farm income fell by 60 per cent.

As might be expected, the dairy-with-arable and sheep/cattle-with-arable groups suffered a similar fate to that of the three specialist groups. Net farm incomes fell by 52 per cent, and 35 per cent respectively.

The mixed-with-pigs/poultry farms had a disastrous year, with net farm income falling by 65 per cent. Output from poultry rose by 12 per cent but pig output declined by 11 per cent. Overall, output was at an identical level to the previous year, but costs rose by 13 per cent.

The fruit and hops farms suffered a one per cent drop in output as the better apple prices were not quite sufficient to compensate for the very small crop. Inevitably costs had risen by 13 per cent, causing net farm income to fall by 35 per cent.

The field vegetable farms suffered a drop in income for the second year running. Output decreased by 15 per cent but costs rose by eight per cent. As a result net farm income fell by 65 per cent. The fall of £175 per hectare was the largest for any group.

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

	PREDOMINANTLY MILK		PREDOMINANTLY ARABLE		PREDOMINANTLY SHEEP/CATTLE		MILK & ARABLE	
	1976-77	1977-78	1976-77	1977-78	1976-77	1977-78	1976-77	1977-78
	£	£	£	£	£	£	£	£
Dairy	520.3	566.6	9.7	7.4	0.0	0.0	254.6	277.6
Other Cattle	89.5	96.5	59.0	70.4	75.5	69.7	82.2	99.7
Sheep & Wool	0.1	0.1	19.9	23.9	121.6	140.5	9.2	11.9
Pigs	1.1	0.0	3.1	1.8	0.0	0.0	0.0	0.0
Poultry & Eggs	0.1	0.2	0.3	0.2	55.0	11.4	0.0	0.0
Cereals	50.0	47.4	174.5	176.6	58.2	49.7	124.5	129.2
Fruit & Hops	0.3	0.0	30.1	37.3	0.0	0.0	3.5	5.1
Other Crops	7.3	4.3	124.9	80.5	8.6	10.9	169.9	65.4
Miscellaneous	10.6	26.2	15.0	25.2	3.3	20.7	13.3	33.0
<b>TOTAL OUTPUT</b>	<b>679.3</b>	<b>741.3</b>	<b>436.5</b>	<b>423.3</b>	<b>322.2</b>	<b>302.9</b>	<b>657.2</b>	<b>621.9</b>
Feed	229.5	247.5	29.1	33.3	83.0	37.0	138.9	140.7
O.L'stock V.Is.	27.9	31.2	5.0	5.6	13.6	15.0	14.1	17.5
Seed	8.2	9.8	30.8	41.3	5.6	7.7	31.0	40.1
Fertilizers	37.3	42.8	34.9	37.0	15.3	16.0	36.6	44.4
Crop Protection	2.9	3.8	14.3	17.0	3.2	3.3	6.4	9.0
O. Crop V.Inputs	2.4	3.0	13.1	22.3	1.3	2.8	8.0	7.6
Casual & Contract	17.4	18.9	22.9	24.6	12.4	13.0	20.8	22.0
Paid Labour	77.9	85.9	47.7	51.6	25.5	25.6	74.6	80.8
Unpaid Labour	38.9	46.5	28.2	33.9	40.6	50.6	23.0	25.5
Machinery Costs	59.4	78.3	48.8	62.4	30.9	43.5	61.3	79.5
Rent & Rates	41.5	50.5	41.9	48.5	43.8	51.9	39.8	47.4
General Overheads	27.3	33.4	18.0	19.0	19.4	20.6	21.4	26.0
<b>TOTAL INPUTS</b>	<b>570.6</b>	<b>651.6</b>	<b>334.7</b>	<b>396.5</b>	<b>294.6</b>	<b>287.0</b>	<b>475.9</b>	<b>540.5</b>
MAN. & INV. INCOME	108.7	89.7	101.8	26.8	27.0	15.9	181.3	81.4
NET FARM INCOME	139.5	129.0	118.8	47.1	53.1	45.4	191.2	92.7
M.I.I as % of T.C.	22.3	13.2	26.7	5.7	8.3	3.8	32.2	11.5
No. of Farms	40	40	45	45	14	14	11	11
Average Area (ha)	120.0	121.0	173.0	174.1	90.0	97.2	261.8	262.5



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	
	1976-77	1977-78	1976-77	1977-78	1976-77	1977-78	1976-77	1977-78
	£	£	£	£	£	£	£	£
Dairy	0.0	0.0	73.0	79.6	0.0	0.0	0.0	0.0
Other Cattle	69.9	63.0	59.6	73.4	16.0	13.0	27.5	31.1
Sheep & Wool	64.0	78.7	28.8	25.4	4.7	5.8	0.0	0.2
Pigs	1.4	0.0	273.2	241.8	0.0	0.0	0.0	0.0
Poultry & Eggs	7.9	6.5	331.1	370.9	0.0	0.0	0.0	0.0
Cereals	111.8	112.1	137.6	119.3	53.4	52.9	151.9	148.1
Fruit & Hops	13.6	17.5	43.9	65.4	1003.9	990.0	0.0	0.0
Other Crops	16.7	14.0	133.2	99.6	37.0	35.8	633.2	498.6
Miscellaneous	17.7	23.5	24.8	31.1	58.4	67.7	52.0	57.2
<b>TOTAL OUTPUT</b>	<b>303.0</b>	<b>315.3</b>	<b>1105.2</b>	<b>1106.5</b>	<b>1173.4</b>	<b>1165.2</b>	<b>864.6</b>	<b>735.2</b>
Feed	37.6	36.1	387.9	409.4	5.7	6.4	9.0	10.5
O.L'stock V.Is.	6.8	8.8	36.0	38.6	1.6	1.6	1.2	2.1
Seed	12.1	18.7	20.1	37.3	21.2	28.0	84.6	105.0
Fertilizers	23.6	27.0	28.1	34.5	28.1	36.6	69.4	65.0
Crop Protection	4.3	6.8	16.7	22.6	51.3	73.5	31.2	42.8
O. Crop V. Inputs	2.9	4.5	23.3	33.6	233.2	262.0	48.9	48.0
Casual & Contract	15.9	19.3	61.0	76.7	159.3	143.7	62.2	35.6
Paid Labour	26.7	29.9	149.0	156.2	129.3	134.8	124.5	149.3
Unpaid Labour	28.4	32.8	31.3	34.1	61.3	87.3	40.1	44.3
Machinery Costs	38.2	48.7	89.3	113.9	96.3	120.1	84.4	104.7
Rent & Rates	34.8	41.2	53.3	62.1	64.2	79.0	43.7	46.5
General Overheads	16.2	19.0	50.5	53.7	64.4	58.0	34.8	28.5
<b>TOTAL INPUTS</b>	<b>247.5</b>	<b>292.8</b>	<b>946.5</b>	<b>1072.7</b>	<b>915.9</b>	<b>1031.0</b>	<b>634.0</b>	<b>682.3</b>
MAN. & INV. INCOME	55.5	22.5	158.7	33.8	257.5	134.2	230.6	52.9
net farm income	81.7	52.9	187.3	64.4	307.7	201.4	270.7	95.4
M.I.I as % of T.C.	17.0	5.5	25.9	4.9	36.2	16.0	41.5	8.5
No. of farms	14	14	10	10	20	20	6	6
Average Area (ha)	105.3	104.6	107.8	112.6	70.3	70.1	153.8	152.2

#### 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 51.

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 Standard 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 1977/78

	Farm Type	Ac. Ha	S.O. per Ha	% Standard Output from:				Page
				Milk	S/C	P/P	Crops	
1.	Predom. Milk - under 60 ha	40	798	90	8	-	2	10
2.	Predom. Milk - 60-120 ha	82	582	78	12	-	10	12
3.	Predom. Milk - over 120 ha	218	522	75	9	-	16	14
4.	Predom. Arable - under 100 ha	66	327	-	9	3	88	16
5.	Predom. Arable - 100-200 ha	142	331	2	19	-	79	18
6.	Predom. Arable - over 200 ha	374	341	1	18	-	81	20
7.	Predom. Sheep/Cattle - under 100 ha	50	229	-	78	3	19	22
8.	Predom. Sheep/Cattle - over 100 ha	183	307	-	79	-	21	24
9.	Predom. Pigs/Poultry	43	3608	5	2	80	13	26
10.	Milk and Arable - under 200 ha	129	506	55	11	-	34	28
11.	Milk and Arable - over 200 ha	375	428	48	11	-	41	30
12.	Sheep/Cattle and Arable - under 100 ha	58	322	-	49	2	49	32
13.	Sheep/Cattle and Arable - over 100 ha	171	275	-	46	-	54	34
14.	Milk, Sheep/Cattle and Arable	265	441	41	31	-	28	36
15.	'Mixed Farms' with Pigs/Poultry	124	611	5	19	41	35	38
16.	Intensive Arable-Fruit	64	630	-	-	-	100	40
17.	Intensive Arable - Hops/Fruit	100	548	-	11	4	85	42
18.	Intensive Arable - Field Veg.	152	494	-	4	-	96	44

FARM TYPE: Predominantly Milk - Under 60 ha.

	<u>FINANCIAL RESULTS (f per hectare)</u>				Average 1977/78	Average 1976/78	Premium 1976/78	Average 1977/78	Average 1976/78	Premium 1976/78
	Average 1977/78	Average 1976/78	Premium 1976/78							
No. of Farm Records	11	22	11	<u>VARIABLE INPUTS</u>						
Average Area (Ha)	39.5	39.1	42.6	Bought Feed	393.4	369.9	350.0			
<u>ENTERPRISE OUTPUTS</u>				Home-Grown Feed	4.8	6.1	8.8			
Dairy	799.1	775.6	831.7	Other Livestock V.Is.	47.2	43.9	44.6			
Other Cattle	118.2	114.8	125.7	Seed (inc. Home-Grown)	4.8	4.0	5.1			
Sheep & Wool	-	-	-	Fertilisers	36.5	35.1	40.8			
Pigs	-	-	-	Crop Protection	1.7	1.5	2.2			
Poultry & Eggs	-	-	-	Other Crop V.Inputs	3.9	3.2	3.1			
Total Livestock	917.3	890.4	957.4	Casual Labour	11.8	10.3	10.5			
Cereals (inc. Straw)	9.8	8.6	17.3	Contract Work	14.3	13.8	12.3			
Fruit & Hops	-	-	-	TOTAL VARIABLE INPUTS	518.4	487.8	477.4			
Other Crops	0.2	0.2	0.2	TOTAL GROSS MARGIN	437.7	434.2	527.3			
Total Crops	10.0	8.8	17.5	<u>FIXED INPUTS</u>						
Miscellaneous Receipts	12.5	9.9	8.2	Regular Labour - Paid	64.8	68.9	69.6			
Forage & Tillage Valn. Changes	16.1	12.7	21.0	Regular Labour - Unpaid	103.3	94.2	87.8			
Profit or Loss on Prev. Year's Valn.	0.2	0.3	0.6	Machinery Depreciation	31.7	22.5	30.4			
TOTAL ENTERPRISE OUTPUTS	956.1	922.1	1004.7	Fuel & Oil	29.7	28.0	28.5			
TOTAL INPUTS	890.5	835.1	837.8	Mach. Reps., Veh.Tax & Ins.	45.4	42.4	50.0			
<u>MANAGEMENT &amp; INVESTMENT INCOME</u>	65.6	87.0	166.9	Rent & Rates	56.9	52.3	51.3			
				General Overhead Costs	40.3	39.0	42.8			
				TOTAL FIXED INPUTS	372.1	347.3	360.4			
				<u>MANAGEMENT &amp; INVESTMENT INCOME</u>	65.6	87.0	166.9			
				NET FARM INCOME	160.7	170.1	254.2			

FARM TYPE: Predominantly Milk - Under 60 ha.

Average  
1977-78

Average Average Premium  
1977/78 1976/78 1976/78

DESCRIPTIVE STATISTICS

% of Land in:			
Cereals		4	
Hops & Fruit		-	
Other Crops		-	
Forage		96	
Bare Fallow		-	
Grazing Livestock Units:	per 100 ha		%
Dairy Cows		164	73
Other Cattle		61	27
Sheep		-	-
Total		<u>225</u>	<u>100</u>

EFFICIENCY STANDARDS

Total Enterprise Output per Ha (£)	956	922	1005
Standard Output per Ha (£)	798	821	835
Output from Forage per Farm Forage Ha (£)	871	848	955
Grazing Livestock Output (less concentrate) per Adjusted Forage Ha (£)	418	418	505
Grazing Livestock Units per Forage Ha (£)	2.3	2.4	2.4
Grazing Livestock Units per Adjusted Forage Ha (£)	1.5	1.6	1.7
Gross Margin per £100 Labour (£)	246	258	320
Labour Cost per 100 Standard Man-Days (£)	1099	1047	999

"TENANTS" CAPITAL (£ per ha)

	Average 1977/78	Average 1976/78	Premium 1976/78
Livestock	544.6	452.4	472.2
Crops and Cultivations	45.3	38.1	54.6
Stores, etc.	48.2	49.7	63.8
Machinery & Equipment	190.1	171.2	228.8
TOTAL	<u>828.2</u>	<u>711.4</u>	<u>819.4</u>
Manag. & Inv. Income as % of Above Capital	8%	12%	20%

Machinery Costs per 1000 Tractor Units (£):

Licences, Insurance, Repairs	1453	1302	1475
Fuel and Electricity	948	875	842
Contract	504	468	426
Depreciation	1005	702	930
Total	<u>3910</u>	<u>3347</u>	<u>3673</u>
Gross Margin per £100 Machinery Costs (£)	383	458	463
Gross Margin per £100 Labour and Machinery (£)	144	155	185

FARM TYPE: Predominantly Milk 60 to 120 ha.

		<u>FINANCIAL RESULTS (f per hectare)</u>					
	Average 1977/78	Average 1976/78	Premium 1976/78		Average 1977/78	Average 1976/78	Premium 1976/78
No. of Farm Records	16	32	16	<u>VARIABLE INPUTS</u>			
Average Area (Ha)	81.5	82.3	85.8	Bought Feed	175.6	174.8	195.0
<u>ENTERPRISE OUTPUTS</u>				Home-Grown Feed	25.2	21.1	18.6
Dairy	493.6	476.0	521.7	Other Livestock V.Is.	30.9	28.7	28.0
Other Cattle	92.0	87.8	98.3	Seed (inc. Home-Grown)	11.3	10.6	9.0
Sheep & Wool	-	0.7	-	Fertilisers	44.9	42.0	43.7
Pigs	-	1.4	-	Crop Protection	4.6	3.6	3.1
Poultry & Eggs	-	-	-	Other Crop V.Inputs	2.8	2.8	3.3
Total Livestock	585.6	565.9	620.0	Casual Labour	6.6	5.8	4.6
Cereals (inc. Straw)	58.0	53.7	53.2	Contract Work	12.3	12.9	13.3
Fruit & Hops	-	0.4	-	TOTAL VARIABLE INPUTS	314.2	302.3	318.6
Other Crops	7.4	11.7	14.7	TOTAL GROSS MARGIN	362.0	346.5	391.2
Total Crops	65.4	65.8	67.9	<u>FIXED INPUTS</u>			
Miscellaneous Receipts	7.0	6.2	6.2	Regular Labour - Paid	82.5	73.8	70.8
Forage & Tillage Valn. Changes	15.5	7.4	11.5	Regular Labour - Unpaid	41.9	39.6	40.2
Profit or Loss on Prev. Year's Valn.	2.7	3.5	4.2	Machinery Depreciation	16.7	14.5	14.9
TOTAL ENTERPRISE OUTPUTS	676.2	648.8	709.8	Fuel & Oil	23.7	19.7	19.4
TOTAL INPUTS	596.0	552.5	559.8	Mach. Reps., Veh.Tax & Ins.	33.3	29.5	27.6
<u>MANAGEMENT &amp; INVESTMENT INCOME</u>	80.2	96.3	150.0	Rent & Rates	50.6	44.2	42.7
				General Overhead Costs	33.1	28.9	25.6
				TOTAL FIXED INPUTS	281.8	250.2	241.2
				<u>MANAGEMENT &amp; INVESTMENT INCOME</u>	80.2	96.3	150.0
				NET FARM INCOME	107.4	122.6	174.5

FARM TYPE: Predominantly Milk 60 to 120 ha.

	Average 1977-78			Average 1977/78	Average 1976/78	Premium 1976/78
<u>DESCRIPTIVE STATISTICS</u>			<u>EFFICIENCY STANDARDS</u>			
% of Land in: Cereals	20		Total Enterprise Output per Ha (£)	676	649	710
Hops & Fruit	-		Standard Output per Ha (£)	582	575	588
Other Crops	1		Output from Forage per Farm Forage Ha (£)	763	714	770
Forage	79		Grazing Livestock Output (less concentrate) per Adjusted Forage Ha (£)	502	453	507
Bare Fallow	-		Grazing Livestock Units per Forage Ha (£)	2.1	2.0	2.1
Grazing Livestock Units:	per 100 ha	%	Grazing Livestock Units per Adjusted Forage Ha (£)	2.0	1.8	1.9
Dairy Cows	104	66	Gross Margin per £100 Labour (£)	286	302	349
Other Cattle	52	34	Labour Cost per 100 Standard Man-Days (£)	1051	958	931
Sheep	-	-	Machinery Costs per 1000 Tractor Units (£):			
Total	156	100	Licences, Insurance, Repairs	1267	1119	1035
			Fuel and Electricity	882	749	721
			Contract	462	486	495
			Depreciation	626	565	586
			Total	3237	2919	2837
			Gross Margin per £100 Machinery Costs (£)	459	498	545
			Gross Margin per £100 Labour and Machinery (£)	171	182	206
<u>"TENANTS" CAPITAL (£ per ha)</u>						
Livestock	370.7	307.7	488.0			
Crops and Cultivations	69.4	60.3	58.1			
Stores, etc.	41.2	39.6	43.4			
Machinery & Equipment	147.0	130.1	132.9			
TOTAL	628.3	537.7	582.4			
Manag. & Inv. Income as % of Above Capital	13%	18%	26%			

FARM TYPE: Predominantly Milk - over 120 ha.

	<u>FINANCIAL RESULTS (f per hectare)</u>				Average 1977/78	Average 1976/78	Premium 1976/78
	Average 1977/78	Average 1976/78	Premium 1976/78				
No. of Farm Records	15	31	16	<u>VARIABLE INPUTS</u>			
Average Area (Ha)	218.1	226.5	245.2	Bought Feed	142.0	142.0	139.9
<u>ENTERPRISE OUTPUTS</u>				Home-Grown Feed	32.8	31.7	29.9
Dairy	443.7	415.3	461.2	Other Livestock V.Is.	21.8	20.7	21.1
Other Cattle	85.8	86.5	92.9	Seed (inc. Home-Grown)	12.5	11.2	10.7
Sheep & Wool	0.2	0.3	-	Fertilisers	45.7	40.8	39.4
Pigs	-	-	-	Crop Protection	5.0	4.6	3.8
Poultry & Eggs	0.6	1.8	0.2	Other Crop V.Inputs	2.5	1.9	2.2
Total Livestock	530.3	503.9	554.3	Casual Labour	4.4	3.7	3.7
Cereals (inc. Straw)	69.8	71.6	64.1	Contract Work	7.8	9.2	10.7
Fruit & Hops	-	-	-	TOTAL VARIABLE INPUTS	274.5	265.8	261.4
Other Crops	4.5	2.8	3.5	TOTAL GROSS MARGIN	353.0	324.9	372.4
Total Crops	74.3	74.4	67.6	<u>FIXED INPUTS</u>			
Miscellaneous Receipts	6.4	5.2	6.0	Regular Labour - Paid	100.9	92.9	88.8
Forage & Tillage Valn. Changes	15.8	6.6	4.6	Regular Labour - Unpaid	11.9	10.7	12.0
Profit or Loss on Prev. Year's Valn.	0.7	0.6	1.3	Machinery Depreciation	18.4	14.5	15.0
TOTAL ENTERPRISE OUTPUTS	627.5	590.7	633.8	Fuel & Oil	21.1	18.3	18.3
TOTAL INPUTS	527.1	492.3	484.1	Mach. Reps., Veh.Tax & Ins.	26.6	24.1	22.2
<u>MANAGEMENT &amp; INVESTMENT INCOME</u>	100.4	98.4	149.7	Rent & Rates	45.9	42.1	42.3
				General Overhead Costs	27.8	23.9	24.1
				TOTAL FIXED INPUTS	252.6	226.5	222.7
				<u>MANAGEMENT &amp; INVESTMENT INCOME</u>	100.4	98.4	149.7
				NET FARM INCOME	108.4	105.9	156.8



FARM TYPE: Predominantly Milk - over 120 ha.  
Average  
1977-78

DESCRIPTIVE STATISTICS

% of Land in: Cereals	25		
Hops & Fruit	-		
Other Crops	-		
Forage	74		
Bare Fallow	1		
Grazing Livestock Units:	per 100 ha	%	
Dairy Cows	91	67	
Other Cattle	44	33	
Sheep	-	-	
Total	135	100	

"TENANTS" CAPITAL (£ per ha)

	Average 1977/78	Average 1976/78	Premium 1976/78
Livestock	351.5	299.4	304.5
Crops and Cultivations	69.0	61.1	58.8
Stores, etc.	39.9	37.1	33.1
Machinery & Equipment	134.8	118.7	129.7
TOTAL	595.2	516.3	526.1
Manag. & Inv. Income as % of Above Capital	17%	19%	28%

EFFICIENCY STANDARDS

	Average 1977/78	Average 1976/78	Premium 1976/78
Total Enterprise Output per Ha (£)	628	591	634
Standard Output per Ha (£)	522	514	529
Output from Forage per Farm Forage Ha (£)	695	649	680
Grazing Livestock Output (less concentrate) per Adjusted Forage Ha (£)	466	400	431
Grazing Livestock Units per Forage Ha (£)	1.8	1.8	1.8
Grazing Livestock Units per Adjusted Forage Ha (£)	1.7	1.5	1.4
Gross Margin per £100 Labour (£)	305	311	361
Labour Cost per 100 Standard Man-Days (£)	1086	1018	953
Machinery Costs per 1000 Tractor Units (£):			
Licences, Insurance, Repairs	1061	979	885
Fuel and Electricity	841	743	731
Contract	304	345	364
Depreciation	710	576	575
Total	2916	2643	2555
Gross Margin per £100 Machinery Costs (£)	493	514	593
Gross Margin per £100 Labour and Machinery (£)	186	190	221

FARM TYPE: Predominantly Arable - under 100 ha.

		<u>FINANCIAL RESULTS (f per hectare)</u>					
	<u>Average</u> 1977/78	<u>Average</u> 1976/78	<u>Premium</u> 1976/78		<u>Average</u> 1977/78	<u>Average</u> 1976/78	<u>Premium</u> 1976/78
No. of Farm Records	17	33	16	<u>VARIABLE INPUTS</u>			
Average Area (Ha)	66.2	64.4	66.9	Bought Feed	15.9	22.7	20.3
<u>ENTERPRISE OUTPUTS</u>				Home-Grown Feed	15.8	13.5	21.6
Dairy	-	-	-	Other Livestock V.Is.	4.3	4.4	5.8
Other Cattle	66.0	51.8	93.7	Seed (inc. Home-Grown)	37.3	29.7	30.6
Sheep & Wool	2.0	9.4	27.2	Fertilisers	36.7	34.2	31.6
Pigs	7.5	8.0	8.8	Crop Protection	18.9	18.0	16.4
Poultry & Eggs	1.7	12.6	0.9	Other Crop V.Inputs	44.8	30.1	35.0
Total Livestock	77.2	81.8	130.6	Casual Labour	10.7	9.2	5.7
Cereals (inc. Straw)	163.5	174.8	186.2	Contract Work	14.8	17.3	17.6
Fruit & Hops	88.2	67.7	57.2	TOTAL VARIABLE INPUTS	199.2	179.1	184.6
Other Crops	85.7	99.7	124.3	TOTAL GROSS MARGIN	249.2	270.4	345.4
Total Crops	337.4	342.2	367.7	<u>FIXED INPUTS</u>			
Miscellaneous Receipts	19.8	15.0	15.4	Regular Labour - Paid	44.6	43.8	34.2
Forage & Tillage Valn. Changes	7.3	3.6	3.1	Regular Labour - Unpaid	60.8	55.2	69.1
Profit or Loss on Prev. Year's Valn.	6.7	6.9	13.2	Machinery Depreciation	23.3	18.5	21.0
TOTAL ENTERPRISE OUTPUTS	448.4	449.5	530.0	Fuel & Oil	17.0	15.9	15.3
TOTAL INPUTS	449.2	411.3	415.8	Mach. Reps., Veh.Tax & Ins.	26.5	23.7	25.5
<u>MANAGEMENT &amp; INVESTMENT INCOME</u>	-0.8	38.2	114.2	Rent & Rates	55.9	53.0	45.7
				General Overhead Costs	21.9	22.1	20.4
				TOTAL FIXED INPUTS	250.0	232.2	231.2
				<u>MANAGEMENT &amp; INVESTMENT INCOME</u>	-0.8	38.2	114.2
				NET FARM INCOME	36.3	71.9	156.5

FARM TYPE: Predominantly Arable - under 100 ha.  
Average  
1977-78

DESCRIPTIVE STATISTICS

% of Land in: Cereals	60	
Hops & Fruit	5	
Other Crops	10	
Forage	24	
Bare Fallow	1	
Grazing Livestock Units:	per 100 ha	%
Dairy Cows	-	-
Other Cattle	22	85
Sheep	4	15
Total	<u>26</u>	<u>100</u>

"TENANTS" CAPITAL (£ per ha)

	Average 1977/78	Average 1976/78	Premium 1976/78
Livestock	76.9	68.3	117.3
Crops and Cultivations	121.5	111.3	145.4
Stores, etc.	53.2	48.0	50.5
Machinery & Equipment	148.4	136.7	149.1
TOTAL	<u>400.0</u>	<u>364.3</u>	<u>462.3</u>
Manag. & Inv. Income as % of Above Capital	0%	11%	25%

EFFICIENCY STANDARDS

	Average 1977/78	Average 1976/78	Premium 1976/78
Total Enterprise Output per Ha (£)	448	450	530
Standard Output per Ha (£)	327	322	341
Output from Forage per Farm Forage Ha (£)	341	291	532
Grazing Livestock Output (less concentrate) per Adjusted Forage Ha (£)	270	223	470
Grazing Livestock Units per Forage Ha (£)	1.3	1.7	3.0
Grazing Livestock Units per Adjusted Forage Ha (£)	1.7	1.7	3.3
Gross Margin per £100 Labour (£)	233	271	361
Labour Cost per 100 Standard Man-Days (£)	1573	1469	1326
Machinery Costs per 1000 Tractor Units (£):			
Licences, Insurance, Repairs	1119	1000	1026
Fuel and Electricity	747	702	643
Contract	594	715	671
Depreciation	1013	800	858
Total	<u>3473</u>	<u>3217</u>	<u>3198</u>
Gross Margin per £100 Machinery Costs (£)	303	383	502
Gross Margin per £100 Labour and Machinery (£)	127	152	201

FARM TYPE: Predominantly Arable - 100 to 200 ha.

<u>FINANCIAL RESULTS (f per hectare)</u>							
	Average 1977/78	Average 1976/78	Premium 1976/78		Average 1977/78	Average 1976/78	Premium 1976/78
No. of Farm Records	16	32	16	<u>VARIABLE INPUTS</u>			
Average Area (Ha)	142.1	141.6	151.3	Bought Feed	24.5	17.2	9.5
<u>ENTERPRISE OUTPUTS</u>				Home-Grown Feed	21.4	17.8	19.0
Dairy	20.6	13.1	5.5	Other Livestock V.Is.	5.9	5.1	5.0
Other Cattle	99.5	75.0	77.2	Seed (inc. Home-Grown)	45.0	32.5	26.0
Sheep & Wool	7.1	11.4	15.8	Fertilisers	39.0	36.8	36.1
Pigs	-	-	-	Crop Protection	15.5	13.5	12.4
Poultry & Eggs	-	0.1	-	Other Crop V.Inputs	5.8	5.3	5.0
Total Livestock	127.2	99.6	98.5	Casual Labour	9.7	8.8	6.0
Cereals (inc. Straw)	193.0	191.5	214.5	Contract Work	8.5	7.6	7.6
Fruit & Hops	4.2	10.6	5.9	TOTAL VARIABLE INPUTS	175.3	144.6	126.6
Other Crops	59.0	59.2	62.9	TOTAL GROSS MARGIN	234.5	237.7	280.5
Total Crops	256.2	261.3	283.3	<u>FIXED INPUTS</u>			
Miscellaneous Receipts	22.1	16.3	13.0	Regular Labour - Paid	56.2	53.4	52.0
Forage & Tillage Valn. Changes	7.5	5.4	7.4	Regular Labour - Unpaid	21.4	19.4	18.0
Profit or Loss on Prev. Year's Valn.	-3.3	-0.3	4.9	Machinery Depreciation	22.5	18.2	16.5
TOTAL ENTERPRISE OUTPUTS	409.7	382.3	407.1	Fuel & Oil	16.7	14.0	13.7
TOTAL INPUTS	378.2	332.7	308.5	Mach. Reps., Veh.Tax & Ins.	23.9	22.2	21.5
<u>MANAGEMENT &amp; INVESTMENT INCOME</u>	31.5	49.6	98.6	Rent & Rates	45.0	44.3	44.8
				General Overhead Costs	17.2	16.6	15.4
				TOTAL FIXED INPUTS	202.9	188.1	181.9
				<u>MANAGEMENT &amp; INVESTMENT INCOME</u>	31.5	49.6	98.6
				NET FARM INCOME	45.0	61.6	110.2

FARM TYPE: Predominantly Arable - 100 to 200 ha.  
Average  
1977-78

DESCRIPTIVE STATISTICS

% of Land in: Cereals	61	
Hops & Fruit	-	
Other Crops	7	
Forage	31	
Bare Fallow	1	
Grazing Livestock Units:	per 100 ha	%
Dairy Cows	4	7
Other Cattle	47	84
Sheep	5	9
Total	56	100

"TENANTS" CAPITAL (£ per ha)

	Average 1977/78	Average 1976/78	Premium 1976/78
Livestock	160.5	124.2	115.4
Crops and Cultivations	184.8	155.4	155.0
Stores, etc.	45.2	41.6	44.6
Machinery & Equipment	169.3	145.9	135.5
TOTAL	559.8	467.1	450.5
Manag. & Inv. Income as % of Above Capital	6%	11%	22%

EFFICIENCY STANDARDS

	Average 1977/78	Average 1976/78	Premium 1976/78
Total Enterprise Output per Ha (£)	410	382	407
Standard Output per Ha (£)	331	320	308
Output from Forage per Farm Forage Ha (£)	420	340	387
Grazing Livestock Output (less concentrate) per Adjusted Forage Ha (£)	259	215	281
Grazing Livestock Units per Forage Ha (£)	1.9	1.7	1.8
Grazing Livestock Units per Adjusted Forage Ha (£)	1.9	1.7	1.9
Gross Margin per £100 Labour (£)	297	315	374
Labour Cost per 100 Standard Man-Days (£)	1255	1218	1263
Machinery Costs per 1000 Tractor Units (£):			
Licences, Insurance, Repairs	1040	976	948
Fuel and Electricity	737	613	607
Contract	365	329	337
Depreciation	965	793	741
Total	3107	2711	2633
Gross Margin per £100 Machinery Costs (£)	371	422	492
Gross Margin per £100 Labour and Machinery (£)	158	173	206

FARM TYPE: Predominantly Arable - over 200 ha.

		<u>FINANCIAL RESULTS (f per hectare)</u>					
	Average 1977/78	Average 1976/78	Premium 1976/78		Average 1977/78	Average 1976/78	Premium 1976/78
No. of Farm Records	18	29	14	<u>VARIABLE INPUTS</u>			
Average Area (Ha)	373.8	369.6	381.5	Bought Feed	12.2	10.6	16.8
				Home-Grown Feed	10.9	12.8	14.2
<u>ENTERPRISE OUTPUTS</u>				Other Livestock V.Is.	5.0	5.1	5.2
Dairy	5.2	3.3	6.6	Seed (inc. Home-Grown)	43.6	36.6	31.9
Other Cattle	30.4	33.0	38.7	Fertilisers	37.6	35.8	35.0
Sheep & Wool	40.8	42.4	47.2	Crop Protection	23.4	20.3	22.2
Pigs	2.0	1.2	2.6	Other Crop V.Inputs	18.5	19.2	27.5
Poultry & Eggs	0.9	0.5	1.2	Casual Labour	18.1	18.6	24.0
Total Livestock	79.3	80.4	96.3	Contract Work	11.9	10.3	10.8
Cereals (inc. Straw)	181.6	174.1	179.8	TOTAL VARIABLE INPUTS	181.2	169.3	187.6
Fruit & Hops	31.6	38.2	75.8	TOTAL GROSS MARGIN	237.1	258.8	318.6
Other Crops	110.1	123.5	142.9	<u>FIXED INPUTS</u>			
Total Crops	323.3	335.8	398.5	Regular Labour - Paid	61.3	57.1	63.5
Miscellaneous Receipts	5.8	6.0	5.5	Regular Labour - Unpaid	9.1	9.4	9.3
Forage & Tillage Valn. Changes	7.6	4.5	2.9	Machinery Depreciation	17.9	16.2	15.0
Profit or Loss on Prev. Year's Valn.	2.2	1.5	3.0	Fuel & Oil	16.5	14.1	14.6
TOTAL ENTERPRISE OUTPUTS	418.2	428.2	506.2	Mach. Reps., Veh.Tax & Ins.	22.0	20.8	22.1
TOTAL INPUTS	374.9	349.3	378.2	Rent & Rates	47.5	43.6	49.1
<u>MANAGEMENT &amp; INVESTMENT INCOME</u>	43.3	78.9	128.0	General Overhead Costs	19.4	18.8	17.0
				TOTAL FIXED INPUTS	193.7	180.0	190.6
				<u>MANAGEMENT &amp; INVESTMENT INCOME</u>	43.3	78.9	128.0
				NET FARM INCOME	47.3	83.4	131.6

FARM TYPE: Predominantly Arable - over 200 ha.  
Average  
1977-78

DESCRIPTIVE STATISTICS

% of Land in: Cereals		52	
Hops & Fruit		2	
Other Crops		17	
Forage		28	
Bare Fallow			
Grazing Livestock Units:	per 100 ha		%
Dairy Cows	1		2
Other Cattle	16		29
Sheep	39		79
Total	56		100

EFFICIENCY STANDARDS

	Average 1977/78	Average 1976/78	Premium 1976/78
Total Enterprise Output per Ha (£)	418	428	506
Standard Output per Ha (£)	341	335	379
Output from Forage per Farm Forage Ha (£)	300	275	330
Grazing Livestock Output (less concentrate) per Adjusted Forage Ha (£)	224	200	230
Grazing Livestock Units per Forage Ha (£)	2.0	2.0	2.2
Grazing Livestock Units per Adjusted Forage Ha (£)	2.2	2.0	2.2
Gross Margin per £100 Labour (£)	322	359	385
Labour Cost per 100 Standard Man-Days (£)	1138	1048	948
Machinery Costs per 1000 Tractor Units (£):			
Licences, Insurance, Repairs	922	865	846
Fuel and Electricity	702	595	575
Contract	538	451	466
Depreciation	750	682	551
Total	2912	2593	2438
Gross Margin per £100 Machinery Costs (£)	360	442	528
Gross Margin per £100 Labour and Machinery (£)	162	187	209

"TENANTS" CAPITAL (£ per ha)

	Average 1977/78	Average 1976/78	Premium 1976/78
Livestock	100.9	96.5	98.6
Crops and Cultivations	138.4	121.0	125.2
Stores, etc.	65.1	61.5	64.6
Machinery & Equipment	140.0	131.0	129.2
TOTAL	444.4	410.0	417.6
Manag. & Inv. Income as % of Above Capital	10%	19%	31%

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

	FINANCIAL RESULTS (£ per hectare)				Average 1977/78	Average 1976/78	Premium 1976/78
	Average 1977/78	Average 1976/78	Premium 1976/78				
No. of Farm Records	9	18	8	<u>VARIABLE INPUTS</u>			
Average Area (Ha)	49.7	50.7	52.9	Bought Feed	29.8	23.8	15.2
<u>ENTERPRISE OUTPUTS</u>				Home-Grown Feed	7.4	8.9	10.2
Dairy	-	-	-	Other Livestock V.Is.	15.1	12.4	11.9
Other Cattle	90.6	89.3	108.1	Seed (inc. Home-Grown)	6.0	5.3	5.9
Sheep & Wool	105.4	101.2	107.3	Fertilisers	16.9	15.6	17.6
Pigs	-	-	-	Crop Protection	1.3	1.8	1.5
Poultry & Eggs	17.2	8.6	1.0	Other Crop V.Inputs	3.3	2.2	3.3
Total Livestock	213.2	199.1	216.4	Casual Labour	3.9	2.6	1.8
Cereals (inc. Straw)	41.6	46.2	59.1	Contract Work	11.8	10.8	11.3
Fruit & Hops	-	-	-	TOTAL VARIABLE INPUTS	95.5	83.4	78.7
Other Crops	4.9	4.3	6.3	TOTAL GROSS MARGIN	185.4	180.4	211.3
Total Crops	46.5	50.5	65.4	<u>FIXED INPUTS</u>			
Miscellaneous Receipts	7.1	7.5	5.7	Regular Labour - Paid	20.0	14.3	2.8
Forage & Tillage Valn. Changes	7.3	2.2	-1.8	Regular Labour - Unpaid	58.0	52.2	56.1
Profit or Loss on Prev. Year's Valn.	6.7	4.5	4.2	Machinery Depreciation	11.5	8.6	6.8
TOTAL ENTERPRISE OUTPUTS	280.8	263.8	289.9	Fuel & Oil	14.5	11.2	9.4
TOTAL INPUTS	284.0	245.8	221.9	Mach. Reps., Veh.Tax & Ins.	16.3	14.6	11.6
<u>MANAGEMENT &amp; INVESTMENT INCOME</u>	-3.2	18.0	68.0	Rent & Rates	47.8	42.7	41.6
				General Overhead Costs	20.4	18.8	14.9
				TOTAL FIXED INPUTS	188.5	162.4	143.2
				<u>MANAGEMENT &amp; INVESTMENT INCOME</u>	-3.2	18.0	68.0
				NET FARM INCOME	37.8	58.1	114.4



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

	Average 1977-78	
<u>DESCRIPTIVE STATISTICS</u>		
% of Land in: Cereals	17	
Hops & Fruit	-	
Other Crops	1	
Forage	82	
Bare Fallow	-	
Grazing Livestock Units:	per 100 ha	%
Dairy Cows	-	-
Other Cattle	45	30
Sheep	104	70
Total	149	100

	Average 1977/78	Average 1976/78	Premium 1976/78
<u>EFFICIENCY STANDARDS</u>			
Total Enterprise Output per Ha (£)	281	264	290
Standard Output per Ha (£)	229	225	245
Output from Forage per Farm Forage Ha (£)	256	240	270
Grazing Livestock Output (less concentrate) per Adjusted Forage Ha (£)	221	199	222
Grazing Livestock Units per Forage Ha (£)	1.9	1.9	2.2
Grazing Livestock Units per Adjusted Forage Ha (£)	1.9	1.8	2.0
Gross Margin per £100 Labour (£)	267	298	360
Labour Cost per 100 Standard Man-Days (£)	1177	1022	808
Machinery Costs per 1000 Tractor Units (£):			
Licences, Insurance, Repairs	800	729	518
Fuel and Electricity	704	561	424
Contract	535	512	514
Depreciation	539	412	300
Total	2578	2214	1756
Gross Margin per £100 Machinery Costs (£)	424	492	603
Gross Margin per £100 Labour and Machinery (£)	153	172	212

	Average 1977/78	Average 1976/78	Premium 1976/78
<u>"TENANTS" CAPITAL (£ per ha)</u>			
Livestock	255.5	215.5	234.0
Crops and Cultivations	59.2	55.3	72.4
Stores, etc.	16.6	15.4	14.5
Machinery & Equipment	76.4	68.1	67.8
TOTAL	407.7	354.3	388.7
Manag. & Inv. Income as % of Above Capital	-1%	5%	18%

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

	<u>FINANCIAL RESULTS (f per hectare)</u>				Average 1977/78	Average 1976/78	Premium 1976/78	Average 1977/78	Average 1976/78	Premium 1976/78
	Average 1977/78	Average 1976/78	Premium 1976/78							
No. of Farm Records	5	10	5	<u>VARIABLE INPUTS</u>						
Average Area (Ha)	182.7	173.6	174.0	Bought Feed	28.4	30.6	27.4			
				Home-Grown Feed	8.3	7.7	4.3			
<u>ENTERPRISE OUTPUTS</u>				Other Livestock V.Is.	15.0	15.1	16.3			
Dairy	-	-	-	Seed (inc. Home-Grown)	10.8	8.9	7.5			
Other Cattle	32.1	39.7	15.5	Fertilisers	14.5	15.1	16.2			
Sheep & Wool	203.5	190.0	182.2	Crop Protection	6.9	5.6	6.5			
Pigs	-	-	-	Other Crop V.Inputs	1.9	2.0	1.3			
Poultry & Eggs	0.9	0.8	-	Casual Labour	3.9	3.7	4.2			
Total Livestock	<u>236.5</u>	<u>230.5</u>	<u>197.7</u>	Contract Work	4.1	4.4	5.8			
Cereals (inc. Straw)	64.2	69.6	88.9	TOTAL VARIABLE INPUTS	<u>93.8</u>	<u>93.1</u>	<u>89.5</u>			
Fruit & Hops	-	-	-	TOTAL GROSS MARGIN	<u>248.7</u>	<u>236.2</u>	<u>241.1</u>			
Other Crops	21.7	19.9	28.0	<u>FIXED INPUTS</u>						
Total Crops	<u>85.9</u>	<u>89.5</u>	<u>116.9</u>	Regular Labour - Paid	35.6	37.1	42.1			
Miscellaneous Receipts	9.6	6.0	8.5	Regular Labour - Unpaid	37.3	34.6	22.9			
Forage & Tillage Valn. Changes	10.2	2.7	7.0	Machinery Depreciation	15.5	13.0	12.3			
Profit or Loss on Prev. Year's Valn.	0.4	0.7	0.5	Fuel & Oil	12.2	11.1	10.0			
TOTAL ENTERPRISE OUTPUTS	<u>342.6</u>	<u>329.4</u>	<u>330.6</u>	Mach. Reps., Veh.Tax & Ins.	17.7	16.6	16.2			
TOTAL INPUTS	<u>292.5</u>	<u>279.7</u>	<u>263.6</u>	Rent & Rates	59.5	55.2	50.3			
<u>MANAGEMENT &amp; INVESTMENT INCOME</u>	<u>50.1</u>	<u>49.7</u>	<u>67.0</u>	General Overhead Costs	20.9	19.0	20.3			
				TOTAL FIXED INPUTS	<u>198.7</u>	<u>186.6</u>	<u>174.1</u>			
				<u>MANAGEMENT &amp; INVESTMENT INCOME</u>	<u>50.1</u>	<u>49.7</u>	<u>67.0</u>			
				NET FARM INCOME	<u>59.0</u>	<u>58.4</u>	<u>80.5</u>			

FARM TYPE: Predominantly Sheep/Cattle - over 100 ha.  
Average  
1977-78

DESCRIPTIVE STATISTICS

% of Land in:			
Cereals		18	
Hops & Fruit		-	
Other Crops		1	
Forage		81	
Bare Fallow		-	
Grazing Livestock Units:	per 100 ha		%
Dairy Cows		-	-
Other Cattle		22	11
Sheep		182	89
Total		204	100

	Average 1977/78	Average 1976/78	Premium 1976/78
<u>"TENANTS" CAPITAL</u> (£ per ha)			
Livestock	278.8	255.6	212.3
Crops and Cultivations	29.3	26.1	18.8
Stores, etc.	21.6	20.3	16.5
Machinery & Equipment	102.9	98.2	81.7
TOTAL	432.6	400.2	329.3
Manag. & Inv. Income as % of Above Capital	11%	12%	20%

EFFICIENCY STANDARDS

	Average 1977/78	Average 1976/78	Premium 1976/78
Total Enterprise Output per Ha (£)	343	329	331
Standard Output per Ha (£)	307	320	263
Output from Forage per Farm Forage Ha (£)	300	293	287
Grazing Livestock Output (less concentrate) per Adjusted Forage Ha (£)	298	275	302
Grazing Livestock Units per Forage Ha (£)	2.6	2.7	2.2
Grazing Livestock Units per Adjusted Forage Ha (£)	2.8	2.8	2.8
Gross Margin per £100 Labour (£)	329	316	347
Labour Cost per 100 Standard Man-Days (£)	923	895	1004
Machinery Costs per 1000 Tractor Units (£):			
Licences, Insurance, Repairs	792	719	821
Fuel and Electricity	537	474	507
Contract	194	206	288
Depreciation	675	546	616
Total	2198	1945	2232
Gross Margin per £100 Machinery Costs (£)	530	550	571
Gross Margin per £100 Labour and Machinery (£)	201	199	214

FARM TYPE: Predominantly Pigs/Poultry

	FINANCIAL RESULTS (£ per hectare)				Average 1977/78	Average 1976/78	Premium 1976/78
	Average 1977/78	Average 1976/78	Premium 1976/78				
No. of Farm Records	5	10	6				
Average Area (Ha)	42.7	63.6	56.9				
				<u>VARIABLE INPUTS</u>			
				Bought Feed	2035.1	1229.7	1782.5
				Home-Grown Feed	67.6	76.6	94.3
				Other Livestock V.Is.	87.4	66.8	84.7
				Seed (inc. Home-Grown)	31.7	31.7	41.6
				Fertilisers	26.8	32.3	30.1
				Crop Protection	18.1	15.4	15.9
				Other Crop V.Inputs	42.7	31.6	43.1
				Casual Labour	91.8	66.5	95.7
				Contract Work	8.1	12.3	7.3
				TOTAL VARIABLE INPUTS	<u>2409.3</u>	<u>1562.9</u>	<u>2195.2</u>
				TOTAL GROSS MARGIN	<u>1188.9</u>	<u>944.3</u>	<u>1336.4</u>
				<u>FIXED INPUTS</u>			
				Regular Labour - Paid	177.6	187.9	208.7
				Regular Labour - Unpaid	166.5	98.7	141.8
				Machinery Depreciation	44.8	35.7	48.9
				Fuel & Oil	63.7	47.9	62.4
				Mach. Reps., Veh.Tax & Ins.	81.4	64.0	84.4
				Rent & Rates	68.9	62.3	61.4
				General Overhead Costs	113.4	93.4	121.2
				TOTAL FIXED INPUTS	<u>716.3</u>	<u>589.9</u>	<u>728.8</u>
				<u>MANAGEMENT &amp;</u>			
				<u>INVESTMENT INCOME</u>	<u>472.6</u>	<u>354.4</u>	<u>607.6</u>
				NET FARM INCOME	<u>582.1</u>	<u>423.6</u>	<u>700.2</u>

FARM TYPE: Predominantly Pigs/Poultry

	Average 1977-78	
<u>DESCRIPTIVE STATISTICS</u>		
% of Land in: Cereals	35	
Hops & Fruit	18	
Other Crops	11	
Forage	34	
Bare Fallow	2	
Grazing Livestock Units:	per 100 ha	%
Dairy Cows	16	70
Other Cattle	6	26
Sheep	1	4
Total	23	100

	Average 1977/78	Average 1976/78	Premium 1976/78
<u>"TENANTS" CAPITAL (f per ha)</u>			
Livestock	963.1	669.5	893.8
Crops and Cultivations	180.2	145.0	204.8
Stores, etc.	50.9	66.7	61.8
Machinery & Equipment	343.6	299.5	398.6
TOTAL	1537.8	1180.7	1559.0
Manag. & Inv. Income as % of Above Capital	7%	13%	34%

	Average 1977/78	Average 1976/78	Premium 1976/78
<u>EFFICIENCY STANDARDS</u>			
Total Enterprise Output per Ha (£)	3598	2507	3532
Standard Output per Ha (£)	3608	2443	3446
Output from Forage per Farm Forage Ha (£)	559	474	285
Grazing Livestock Output (less concentrate) per Adjusted Forage Ha (£)	71	196	202
Grazing Livestock Units per Forage Ha (£)	1.0	1.5	1.9
Grazing Livestock Units per Adjusted Forage Ha (£)	1.0	1.2	1.3
Gross Margin per £100 Labour (£)	214	243	298
Labour Cost per 100 Standard Man-Days (£)	921	894	749
Machinery Costs per 1000 Tractor Units (£):			
Licences, Insurance, Repairs	959	1034	1156
Fuel and Electricity	884	844	939
Contract	332	396	213
Depreciation	609	638	751
Total	2784	2912	3059
Gross Margin per £100 Machinery Costs (£)	615	611	685
Gross Margin per £100 Labour and Machinery (£)	154	169	205

FARM TYPE: Milk and Arable - under 200 ha.

	FINANCIAL RESULTS (£ per hectare)				Average 1977/78	Average 1976/78	Premium 1976/78
	Average 1977/78	Average 1976/78	Premium 1976/78				
No. of Farm Records	8	16	8	<u>VARIABLE INPUTS</u>			
Average Area (Ha)	129.1	134.3	142.6	Bought Feed	99.0	105.0	128.3
<u>ENTERPRISE OUTPUTS</u>				Home-Grown Feed	38.3	44.6	36.1
Dairy	317.5	322.4	345.6	Other Livestock V.Is.	22.1	19.4	18.9
Other Cattle	118.8	99.6	120.4	Seed (inc. Home-Grown)	43.4	41.0	48.3
Sheep & Wool	-	0.1	-	Fertilisers	44.4	42.2	46.3
Pigs	-	-	-	Crop Protection	11.5	9.2	9.7
Poultry & Eggs	4.8	2.4	4.8	Other Crop V.Inputs	5.5	7.5	10.2
Total Livestock	441.1	424.5	470.8	Casual Labour	13.5	12.1	11.2
Cereals (inc. Straw)	108.9	109.7	97.7	Contract Work	11.7	11.4	13.5
Fruit & Hops	-	-	-	TOTAL VARIABLE INPUTS	289.4	292.4	322.5
Other Crops	80.6	148.2	226.0	TOTAL GROSS MARGIN	363.5	415.0	515.0
Total Crops	189.5	257.9	323.7	<u>FIXED INPUTS</u>			
Miscellaneous Receipts	22.1	19.6	32.3	Regular Labour - Paid	97.9	94.6	95.7
Forage & Tillage Valn. Changes	- 1.7	0.5	2.4	Regular Labour - Unpaid	32.3	33.2	32.8
Profit or Loss on Prev. Year's Valn.	2.0	5.0	8.3	Machinery Depreciation	29.1	25.2	33.4
TOTAL ENTERPRISE OUTPUTS	653.0	707.5	837.5	Fuel & Oil	27.4	23.7	23.1
TOTAL INPUTS	592.0	574.6	615.3	Mach. Reps., Veh.Tax & Ins.	36.6	34.1	34.9
<u>MANAGEMENT &amp; INVESTMENT INCOME</u>	61.0	132.9	222.2	Rent & Rates	50.3	44.8	45.8
				General Overhead Costs	29.0	26.6	27.1
				TOTAL FIXED INPUTS	302.6	282.2	292.8
				<u>MANAGEMENT &amp; INVESTMENT INCOME</u>	61.0	132.9	222.2
				NET FARM INCOME	78.1	149.6	238.0

FARM TYPE: Milk and Arable - under 200 ha.

	Average 1977-78	
<u>DESCRIPTIVE STATISTICS</u>		
% of Land in: Cereals	36	
Hops & Fruit	-	
Other Crops	6	
Forage	58	
Bare Fallow	-	
Grazing Livestock Units:	per 100 ha	%
Dairy Cows	62	55
Other Cattle	51	45
Sheep	-	-
Total	113	100

	Average 1977/78	Average 1976/78	Premium 1976/78
<u>"TENANTS" CAPITAL</u> (£ per ha)			
Livestock	294.0	254.9	295.3
Crops and Cultivations	89.7	89.0	91.8
Stores, etc.	66.5	62.3	73.3
Machinery & Equipment	196.1	184.6	255.0
TOTAL	646.3	590.8	715.4
Manag. & Inv. Income as % of Above Capital	8%	21%	29%

	Average 1977/78	Average 1976/78	Premium 1976/78
<u>EFFICIENCY STANDARDS</u>			
Total Enterprise Output per Ha (£)	653	708	838
Standard Output per Ha (£)	506	524	563
Output from Forage per Farm Forage Ha (£)	763	759	793
Grazing Livestock Output (less concentrate) per Adjusted Forage Ha (£)	473	453	487
Grazing Livestock Units per Forage Ha (£)	2.0	2.1	2.2
Grazing Livestock Units per Adjusted Forage Ha (£)	1.8	1.8	2.0
Gross Margin per £100 Labour (£)	257	296	354
Labour Cost per 100 Standard Man-Days (£)	1293	1256	1162
<u>Machinery Costs per 1000 Tractor Units (£):</u>			
Licences, Insurance, Repairs	1367	1251	1188
Fuel and Electricity	1048	890	823
Contract	509	464	541
Depreciation	937	815	979
Total	3861	3420	3531
Gross Margin per £100 Machinery Costs (£)	351	454	498
Gross Margin per £100 Labour and Machinery (£)	145	176	202

FARM TYPE: Milk and Arable - over 200 ha.

	<u>FINANCIAL RESULTS (£ per hectare)</u>				Average 1977/78	Average 1976/78	Premium 1976/78
	Average 1977/78	Average 1976/78	Premium 1976/78				
No. of Farm Records	6	12	6				
Average Area (Ha)	374.9	374.9	435.2	<u>VARIABLE INPUTS</u>			
				Bought Feed	120.6	105.4	123.6
				Home-Grown Feed	22.6	20.8	21.2
<u>ENTERPRISE OUTPUTS</u>				Other Livestock V.Is.	15.8	14.2	15.4
Dairy	251.0	234.5	266.4	Seed (inc. Home-Grown)	25.6	20.7	28.8
Other Cattle	76.9	74.1	85.6	Fertilisers	43.8	41.1	39.3
Sheep & Wool	10.6	10.0	20.1	Crop Protection	7.5	7.2	9.1
Pigs	-	-	-	Other Crop V.Inputs	7.5	6.5	11.1
Poultry & Eggs	-	-	-	Casual Labour	13.9	12.9	22.1
				Contract Work	7.7	9.0	5.2
Total Livestock	<u>338.5</u>	<u>318.6</u>	<u>372.1</u>	TOTAL VARIABLE INPUTS	<u>265.0</u>	<u>237.8</u>	<u>275.8</u>
Cereals (inc. Straw)	160.1	156.3	161.3				
Fruit & Hops	9.4	7.9	15.9	TOTAL GROSS MARGIN	<u>293.6</u>	<u>307.3</u>	<u>381.1</u>
Other Crops	22.4	46.3	90.2				
Total Crops	<u>191.9</u>	<u>210.5</u>	<u>267.4</u>	<u>FIXED INPUTS</u>			
Miscellaneous Receipts	6.9	5.3	7.4	Regular Labour - Paid	74.0	70.6	79.7
Forage & Tillage Valn. Changes	14.9	6.4	6.6	Regular Labour - Unpaid	10.7	9.5	9.4
Profit or Loss on Prev. Year's Valn.	6.4	4.3	3.3	Machinery Depreciation	21.8	17.4	20.5
				Fuel & Oil	19.3	16.5	19.2
TOTAL ENTERPRISE OUTPUTS	<u>558.6</u>	<u>545.1</u>	<u>656.8</u>	Mach. Reps., Veh.Tax & Ins.	24.1	22.0	23.5
TOTAL INPUTS	<u>484.2</u>	<u>437.3</u>	<u>491.1</u>	Rent & Rates	47.5	43.6	43.1
				General Overhead Costs	21.8	19.9	19.9
<u>MANAGEMENT &amp; INVESTMENT INCOME</u>	<u>74.4</u>	<u>107.8</u>	<u>165.7</u>	TOTAL FIXED INPUTS	<u>219.2</u>	<u>199.5</u>	<u>215.3</u>
				<u>MANAGEMENT &amp; INVESTMENT INCOME</u>	<u>74.4</u>	<u>107.8</u>	<u>165.7</u>
				NET FARM INCOME	<u>79.2</u>	<u>112.4</u>	<u>168.7</u>



FARM TYPE: Milk and Arable - over 200 ha.

	Average 1977-78	
<u>DESCRIPTIVE STATISTICS</u>		
% of Land in: Cereals	50	
Hops & Fruit	-	
Other Crops	2	
Forage	48	
Bare Fallow	-	
Grazing Livestock Units:	per 100 ha	%
Dairy Cows	46	52
Other Cattle	34	39
Sheep	8	9
Total	88	100

EFFICIENCY STANDARDS

	Average 1977/78	Average 1976/78	Premium 1976/78
Total Enterprise Output per Ha (£)	559	545	657
Standard Output per Ha (£)	428	432	468
Output from Forage per Farm Forage Ha (£)	713	676	784
Grazing Livestock Output (less concentrate) per Adjusted Forage Ha (£)	468	420	486
Grazing Livestock Units per Forage Ha (£)	1.9	1.9	2.2
Grazing Livestock Units per Adjusted Forage Ha (£)	2.0	1.9	2.2
Gross Margin per £100 Labour (£)	300	327	343
Labour Cost per 100 Standard Man-Days (£)	1124	1066	1089
Machinery Costs per 1000 Tractor Units (£):			
Licences, Insurance, Repairs	1084	980	988
Fuel and Electricity	840	727	807
Contract	349	417	224
Depreciation	935	747	850
Total	3208	2871	2869
Gross Margin per £100 Machinery Costs (£)	411	484	564
Gross Margin per £100 Labour and Machinery (£)	171	193	213

"TENANTS" CAPITAL (£ per ha)

	Average 1977/78	Average 1976/78	Premium 1976/78
Livestock	244.6	201.7	239.8
Crops and Cultivations	107.5	95.9	90.7
Stores, etc.	59.6	53.6	72.9
Machinery & Equipment	130.0	120.3	149.0
TOTAL	541.7	471.5	552.4
Manag. & Inv. Income as % of Above Capital	14%	23%	30%

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

	<u>FINANCIAL RESULTS (£ per hectare)</u>				Average 1977/78	Average 1976/78	Premium 1976/78	Average 1977/78	Average 1976/78	Premium 1976/78
	Average 1977/78	Average 1976/78	Premium 1976/78							
No. of Farm Records	12	25	11	<u>VARIABLE INPUTS</u>						
Average Area (Ha)	57.7	60.5	65.2	Bought Feed				30.9	24.3	36.6
				Home-Grown Feed				27.1	24.3	36.0
<u>ENTERPRISE OUTPUTS</u>				Other Livestock V.Is.				10.0	8.8	11.4
Dairy	-	-	-	Seed (inc. Home-Grown)				24.0	19.2	28.2
Other Cattle	74.6	80.1	151.7	Fertilisers				25.0	24.8	28.0
Sheep & Wool	97.1	82.5	79.3	Crop Protection				4.6	4.1	5.7
Pigs	-	0.8	-	Other Crop V.Inputs				2.7	2.7	4.9
Poultry & Eggs	14.7	11.4	18.3	Casual Labour				5.8	5.3	6.8
Total Livestock	186.4	174.8	249.3	Contract Work				16.7	13.9	14.3
Cereals (inc. Straw)	119.8	114.7	136.0	TOTAL VARIABLE INPUTS				146.8	127.4	171.9
Fruit & Hops	-	1.3	3.0	TOTAL GROSS MARGIN				203.3	216.5	307.1
Other Crops	22.0	34.9	70.2	<u>FIXED INPUTS</u>						
Total Crops	141.8	150.9	209.2	Regular Labour - Paid				17.7	19.2	41.6
Miscellaneous Receipts	8.4	7.7	8.7	Regular Labour - Unpaid				58.2	49.9	50.5
Forage & Tillage Valn. Changes	4.4	4.1	3.9	Machinery Depreciation				19.9	14.2	14.5
Profit or Loss on Prev. Year's Valn.	9.1	6.4	7.9	Fuel & Oil				13.2	11.2	11.6
TOTAL ENTERPRISE OUTPUTS	350.1	343.9	479.0	Mach. Reps., Veh.Tax & Ins.				22.5	19.9	21.8
TOTAL INPUTS	342.0	297.7	369.0	Rent & Rates				42.2	37.5	37.1
<u>MANAGEMENT &amp; INVESTMENT INCOME</u>	8.1	46.2	110.0	General Overhead Costs				21.5	18.4	20.0
				TOTAL FIXED INPUTS				195.2	170.3	197.1
				<u>MANAGEMENT &amp; INVESTMENT INCOME</u>				8.1	46.2	110.0
				NET FARM INCOME				60.0	90.8	158.1

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

	Average 1977-78	
<u>DESCRIPTIVE STATISTICS</u>		
% of Land in: Cereals	45	
Hops & Fruit	2	
Other Crops	3	
Forage	51	
Bare Fallow	-	
Grazing Livestock Units:	per 100 ha	%
Dairy Cows	-	-
Other Cattle	25	21
Sheep	94	79
Total	119	100

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	Average 1977/78	Average 1976/78	Premium 1976/78
<u>"TENANTS" CAPITAL</u> (£ per ha)			
Livestock	189.5	160.4	196.2
Crops and Cultivations	92.8	83.2	109.3
Stores, etc.	33.5	28.8	36.0
Machinery & Equipment	111.8	99.2	110.5
TOTAL	427.6	371.6	452.0
Manag. & Inv. Income as % of Above Capital	2%	12%	24%

EFFICIENCY STANDARDS

	Average 1977/78	Average 1976/78	Premium 1976/78
Total Enterprise Output per Ha (£)	350	344	479
Standard Output per Ha (£)	322	313	355
Output from Forage per Farm Forage Ha (£)	446	389	633
Grazing Livestock Output (less concentrate) per Adjusted Forage Ha (£)	385	329	556
Grazing Livestock Units per Forage Ha (£)	2.9	2.7	3.8
Grazing Livestock Units per Adjusted Forage Ha (£)	3.4	2.9	4.3
Gross Margin per £100 Labour (£)	265	310	335
Labour Cost per 100 Standard Man-Days (£)	1121	1016	1086
Machinery Costs per 1000 Tractor Units (£):			
Licences, Insurance, Repairs	1029	913	880
Fuel and Electricity	624	525	468
Contract	737	624	535
Depreciation	889	640	565
Total	3279	2702	2448
Gross Margin per £100 Machinery Costs (£)	288	396	534
Gross Margin per £100 Labour and Machinery (£)	133	166	203

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

FINANCIAL RESULTS (£ per hectare)

	Average 1977/78	Average 1976/78	Premium 1976/78		Average 1977/78	Average 1976/78	Premium 1976/78
No. of Farm Records	13	30	14	<u>VARIABLE INPUTS</u>			
Average Area (Ha)	171.4	179.5	206.0	Bought Feed	19.3	18.3	17.0
<u>ENTERPRISE OUTPUTS</u>				Home-Grown Feed	26.0	21.4	17.7
Dairy	-	-	-	Other Livestock V.Is.	10.1	9.2	10.5
Other Cattle	87.7	84.4	57.7	Seed (inc. Home-Grown)	14.7	15.1	14.4
Sheep & Wool	80.0	71.8	103.4	Fertilisers	30.9	29.2	27.5
Pigs	-	-	-	Crop Protection	9.2	7.8	9.8
Poultry & Eggs	-	-	-	Other Crop V.Inputs	4.4	4.1	6.0
Total Livestock	167.7	156.2	161.1	Casual Labour	8.0	7.0	11.0
Cereals (inc. Straw)	129.7	128.8	131.7	Contract Work	5.6	5.8	7.3
Fruit & Hops	18.9	14.5	26.4	TOTAL VARIABLE INPUTS	128.2	117.9	121.2
Other Crops	14.9	21.6	39.4	TOTAL GROSS MARGIN	227.5	223.3	262.3
Total Crops	163.5	164.9	197.5	<u>FIXED INPUTS</u>			
Miscellaneous Receipts	11.8	8.4	9.5	Regular Labour - Paid	47.0	44.3	43.4
Forage & Tillage Valn. Changes	6.0	4.8	6.0	Regular Labour - Unpaid	22.3	20.0	20.8
Profit or Loss on Prev. Year's Valn.	6.7	6.9	9.4	Machinery Depreciation	15.8	13.2	12.4
TOTAL ENTERPRISE OUTPUTS	355.7	341.2	383.5	Fuel & Oil	13.7	12.4	12.2
TOTAL INPUTS	314.3	286.3	292.4	Mach. Reps., Veh. Tax & Ins.	23.1	20.0	20.5
<u>MANAGEMENT &amp; INVESTMENT INCOME</u>	41.4	54.9	91.1	Rent & Rates	43.0	40.2	44.2
				General Overhead Costs	21.2	18.3	17.7
				TOTAL FIXED INPUTS	186.1	168.4	171.2
				<u>MANAGEMENT &amp; INVESTMENT INCOME</u>	41.4	54.9	91.1
				NET FARM INCOME	56.4	67.0	102.4

FARM TYPE: Sheep/Cattle and Arable - over 100 ha.  
Average  
1977-78

DESCRIPTIVE STATISTICS

% of Land in:			
Cereals		43	
Hops & Fruit		-	
Other Crops		2	
Forage		54	
Bare Fallow		1	
Grazing Livestock Units:	per 100 ha		%
Dairy Cows	-	-	
Other Cattle	48	40	
Sheep	71	60	
Total	119	100	

EFFICIENCY STANDARDS

	Average 1977/78	Average 1976/78	Premium 1976/78
Total Enterprise Output per Ha (£)	356	341	384
Standard Output per Ha (£)	275	284	307
Output from Forage per Farm Forage Ha (£)	365	312	300
Grazing Livestock Output (less concentrate) per Adjusted Forage Ha (£)	250	230	261
Grazing Livestock Units per Forage Ha (£)	2.3	2.3	2.3
Grazing Livestock Units per Adjusted Forage Ha (£)	2.4	2.3	2.6
Gross Margin per £100 Labour (£)	304	327	370
Labour Cost per 100 Standard Man-Days (£)	1050	953	917
Machinery Costs per 1000 Tractor Units (£):			
Licences, Insurance, Repairs	993	847	855
Fuel and Electricity	586	523	506
Contract	247	250	304
Depreciation	675	558	517
Total	2501	2178	2182
Gross Margin per £100 Machinery Costs (£)	395	445	511
Gross Margin per £100 Labour and Machinery (£)	170	187	213

"TENANTS" CAPITAL (£ per ha)

	Average 1977/78	Average 1976/78	Premium 1976/78
Livestock	228.9	191.5	177.1
Crops and Cultivations	104.5	94.5	94.9
Stores, etc.	27.8	27.8	27.1
Machinery & Equipment	109.6	105.4	102.3
TOTAL	470.8	419.2	401.4
Manag. & Inv. Income as % of Above Capital	9%	13%	23%

FARM TYPE: Milk, Sheep/Cattle and Arable.

FINANCIAL RESULTS (£ per hectare)

	Average 1977/78	Average 1976/78	Premium 1976/78		Average 1977/78	Average 1976/78	Premium 1976/78
No. of Farm Records	4	8	4	<u>VARIABLE INPUTS</u>			
Average Area (Ha)	264.5	278.1	340.4	Bought Feed	132.7	107.4	113.5
<u>ENTERPRISE OUTPUTS</u>				Home-Grown Feed	12.4	13.2	18.6
Dairy	193.7	176.7	203.8	Other Livestock V.Is.	20.3	16.0	18.8
Other Cattle	87.1	70.8	95.1	Seed (inc. Home-Grown)	30.7	26.6	34.6
Sheep & Wool	74.8	62.8	61.7	Fertilisers	29.3	30.2	29.9
Pigs	-	-	-	Crop Protection	6.6	6.1	6.8
Poultry & Eggs	-	-	-	Other Crop V.Inputs	10.5	9.1	15.3
Total Livestock	355.6	310.3	360.6	Casual Labour	16.3	15.6	23.9
Cereals (inc. Straw)	99.6	113.9	114.4	Contract Work	6.0	4.6	5.2
Fruit & Hops	14.2	11.9	23.8	TOTAL VARIABLE INPUTS	264.8	228.8	266.6
Other Crops	39.4	75.7	139.5	TOTAL GROSS MARGIN	285.9	310.6	401.7
Total Crops	153.2	201.5	277.7	<u>FIXED INPUTS</u>			
Miscellaneous Receipts	12.6	10.3	10.4	Regular Labour - Paid	73.6	71.6	79.9
Forage & Tillage Valn. Changes	23.6	10.2	18.7	Regular Labour - Unpaid	16.7	13.0	13.1
Profit or Loss on Prev. Year's Valn.	5.7	7.1	0.9	Machinery Depreciation	15.2	15.3	21.3
TOTAL ENTERPRISE OUTPUTS	550.7	539.4	668.3	Fuel & Oil	17.6	16.4	19.8
TOTAL INPUTS	482.7	431.8	497.0	Mach. Reps., Veh. Tax & Ins.	26.9	25.0	25.1
<u>MANAGEMENT &amp; INVESTMENT INCOME</u>	68	107.6	171.3	Rent & Rates	45.4	40.4	47.7
				General Overhead Costs	22.5	21.3	23.5
				TOTAL FIXED INPUTS	217.9	203.0	230.4
				<u>MANAGEMENT &amp; INVESTMENT INCOME</u>	68	107.6	171.3
				NET FARM INCOME	82.5	117.0	182.4



FARM TYPE: 'Mixed' with Pigs/Poultry

FINANCIAL RESULTS (f per hectare)

	Average 1977/78	Average 1976/78	Premium 1976/78		Average 1977/78	Average 1976/78	Premium 1976/78
No. of Farm Records	8	17	7	<u>VARIABLE INPUTS</u>			
Average Area (Ha)	124.0	112.9	126.7	Bought Feed	337.1	338.1	497.5
<u>ENTERPRISE OUTPUTS</u>				Home-Grown Feed	58.6	50.0	57.7
Dairy	32.1	28.8	33.4	Other Livestock V.Is.	29.6	28.6	43.3
Other Cattle	81.5	71.8	112.3	Seed (inc. Home-Grown)	32.6	22.6	21.6
Sheep & Wool	31.7	40.7	40.0	Fertilisers	33.1	27.6	31.4
Pigs	79.4	89.4	106.5	Crop Protection	22.3	16.7	12.2
Poultry & Eggs	463.6	447.0	746.0	Other Crop V.Inputs	31.1	24.2	10.7
Total Livestock	688.3	677.7	1038.2	Casual Labour	37.5	32.3	36.1
Cereals (inc. Straw)	121.3	108.1	128.4	Contract Work	34.6	26.3	31.8
Fruit & Hops	81.7	64.3	-	TOTAL VARIABLE INPUTS	616.5	566.4	742.3
Other Crops	71.8	85.5	118.6	TOTAL GROSS MARGIN	380.4	395.2	580.2
Total Crops	274.8	257.9	247.0	<u>FIXED INPUTS</u>			
Miscellaneous Receipts	23.2	22.9	33.2	Regular Labour - Paid	122.6	119.5	134.1
Forage & Tillage Valn. Changes	11.6	3.0	3.2	Regular Labour - Unpaid	33.4	33.7	32.3
Profit or Loss on Prev. Year's Valn.	- 1.1	0.2	0.9	Machinery Depreciation	28.1	21.3	22.8
TOTAL ENTERPRISE OUTPUTS	996.8	961.7	1322.5	Fuel & Oil	29.4	26.3	26.1
TOTAL INPUTS	971.8	893.9	1089.5	Mach. Reps., Veh. Tax & Ins.	39.1	33.0	32.0
<u>MANAGEMENT &amp; INVESTMENT INCOME</u>	25.0	67.8	233.0	Rent & Rates	59.5	53.6	52.8
				General Overhead Costs	43.2	40.1	47.1
				TOTAL FIXED INPUTS	355.3	327.5	347.2
				<u>MANAGEMENT &amp; INVESTMENT INCOME</u>	25.0	67.8	233.0
				NET FARM INCOME	54.0	97.7	256.2



FARM TYPE: 'Mixed' with Pigs/Poultry

	Average 1977-78		Average 1977/78	Average 1976/78	Premium 1976/78
<u>DESCRIPTIVE STATISTICS</u>					
% of Land in: Cereals	43				
Hops & Fruit	5				
Other Crops	7				
Forage	44				
Bare Fallow	1				
Grazing Livestock Units:	per 100 ha	%			
Dairy Cows	9	10			
Other Cattle	38	43			
Sheep	41	47			
Total	88	100			
<u>"TENANTS" CAPITAL (£ per ha)</u>					
Livestock	250.6	210.4	309.8		
Crops and Cultivations	103.7	86.8	92.7		
Stores, etc.	67.4	61.2	61.8		
Machinery & Equipment	154.6	144.5	178.3		
TOTAL	576.3	502.9	642.6		
Manag. & Inv. Income					
as % of Above Capital	4%	14%	36%		
<u>EFFICIENCY STANDARDS</u>					
Total Enterprise Output per Ha (£)	997	962	1323		
Standard Output per Ha (£)	611	584	594		
Output from Forage per Farm Forage Ha (£)	291	273	344		
Grazing Livestock Output (less concentrate) per Adjusted Forage Ha (£)	238	225	293		
Grazing Livestock Units per Forage Ha (£)	2.0	1.9	2.5		
Grazing Livestock Units per Adjusted Forage Ha (£)	2.0	1.9	2.4		
Gross Margin per £100 Labour (£)	236	249	349		
Labour Cost per 100 Standard Man-Days (£)	995	1026	1073		
Machinery Costs per 1000 Tractor Units (£):					
Licences, Insurance, Repairs	1214	1017	1098		
Fuel and Electricity	920	815	942		
Contract	1201	912	1200		
Depreciation	889	674	805		
Total	4224	3418	4045		
Gross Margin per £100 Machinery Costs (£)	309	407	524		
Gross Margin per £100 Labour and Machinery (£)	128	148	204		

FARM TYPE: Intensive Arable - Fruit.

FINANCIAL RESULTS (£ per hectare)

	Average 1977/78	Average 1976/78	Premium 1976/78		Average 1977/78	Average 1976/78	Premium 1976/78
No. of Farm Records	18	35	17	<u>VARIABLE INPUTS</u>			
Average Area (Ha)	63.8	59.7	46.7	Bought Feed	1.5	0.9	0.3
				Home-Grown Feed	1.3	0.8	-
<u>ENTERPRISE OUTPUTS</u>				Other Livestock V.Is.	1.6	1.2	0.7
Dairy	-	-	-	Seed (inc. Home-Grown)	32.9	27.8	38.2
Other Cattle	5.4	5.5	-	Fertilisers	40.7	34.4	36.3
Sheep & Wool	9.6	5.3	7.0	Crop Protection	81.9	72.1	81.0
Pigs	-	-	-	Other Crop V.Inputs	294.9	282.3	378.3
Poultry & Eggs	-	-	-	Casual Labour	113.4	124.9	167.4
Total Livestock	15.0	10.8	7.0	Contract Work	41.5	40.7	32.9
Cereals (inc. Straw)	54.9	51.1	47.4	TOTAL VARIABLE INPUTS	609.7	585.1	735.1
Fruit & Hops	1096.3	1116.9	1532.7	TOTAL GROSS MARGIN	673.4	701.5	998.7
Other Crops	45.1	42.6	48.3	<u>FIXED INPUTS</u>			
Total Crops	1196.3	1210.6	1628.4	Regular Labour - Paid	142.5	147.9	149.9
Miscellaneous Receipts	27.6	23.6	14.9	Regular Labour - Unpaid	90.4	79.2	105.9
Forage & Tillage Valn. Changes	2.6	2.5	2.5	Machinery Depreciation	44.4	39.0	43.4
Profit or Loss on Prev. Year's Valn.	41.6	39.1	81.0	Fuel & Oil	30.6	30.5	32.3
				Mach. Reps., Veh. Tax & Ins.	53.2	47.5	54.3
				Rent & Rates	83.0	74.9	86.2
TOTAL ENTERPRISE OUTPUTS	1283.1	1286.6	1733.8	General Overhead Costs	61.2	66.6	78.5
TOTAL INPUTS	1115.0	1070.7	1285.6	TOTAL FIXED INPUTS	505.3	485.6	550.5
<u>MANAGEMENT &amp; INVESTMENT INCOME</u>	168.1	215.9	448.2	<u>MANAGEMENT &amp; INVESTMENT INCOME</u>	168.1	215.9	448.2
				NET FARM INCOME	239.6	279.7	535.4

FARM TYPE: Intensive Arable - Fruit.

	Average 1977-78		Average 1977/78	Average 1976/78	Premium 1976/78	
<u>DESCRIPTIVE STATISTICS</u>			<u>EFFICIENCY STANDARDS</u>			
% of Land in: Cereals	20		Total Enterprise Output per Ha (£)	1283	1287	1734
Hops & Fruit	59		Standard Output per Ha (£)	630	633	728
Other Crops	3		Output from Forage per Farm Forage Ha (£)	116	109	114
Forage	15		Grazing Livestock Output (less concentrate) per Adjusted Forage Ha (£)	136	131	211
Bare Fallow	3		Grazing Livestock Units per Forage Ha (£)	1.2	1.2	1.8
Grazing Livestock Units:	per 100 ha	%	Grazing Livestock Units per Adjusted Forage Ha (£)	1.4	1.2	1.9
Dairy Cows	-	-	Gross Margin per £100 Labour (£)	205	202	250
Other Cattle	4	30	Labour Cost per 100 Standard Man-Days (£)	426	415	413
Sheep	9	70	Machinery Costs per 1000 Tractor Units (£):			
Total	13	100	Licences, Insurance, Repairs	1047	970	1006
			Fuel and Electricity	588	586	581
			Contract	773	841	650
			Depreciation	833	709	732
			Total	3241	3106	2969
			Gross Margin per £100 Machinery Costs (£)	412	486	673
			Gross Margin per £100 Labour and Machinery (£)	134	136	174
<u>"TENANTS" CAPITAL (£ per ha)</u>						
Livestock	19.1	13.2	7.1			
Crops and Cultivations	544.6	499.7	604.9			
Stores, etc.	60.7	60.4	55.9			
Machinery & Equipment	280.8	281.4	329.0			
TOTAL	905.2	854.7	996.9			
Manag. & Inv. Income as % of Above Capital	19%	25%	45%			

FARM TYPE: Intensive Arable - Hops and Fruit.

FINANCIAL RESULTS (£ per hectare)

	Average 1977/78	Average 1976/78	Premium 1976/78		Average 1977/78	Average 1976/78	Premium 1976/78
No. of Farm Records	7	13	5	<u>VARIABLE INPUTS</u>			
Average Area (Ha)	99.9	102.1	100.4	Bought Feed	35.6	25.2	8.2
				Home-Grown Feed	21.2	14.4	5.1
<u>ENTERPRISE OUTPUTS</u>				Other Livestock V.Is.	6.2	5.6	7.4
Dairy	-	-	-	Seed (inc. Home-Grown)	16.3	13.3	11.8
Other Cattle	28.7	35.0	32.7	Fertilisers	24.6	25.4	26.5
Sheep & Wool	24.8	24.9	45.3	Crop Protection	31.5	23.9	17.5
Pigs	4.0	2.1	-	Other Crop V.Inputs	62.1	51.6	46.7
Poultry & Eggs	43.8	23.6	-	Casual Labour	53.0	51.3	46.3
Total Livestock	101.3	85.6	78.0	Contract Work	20.3	18.8	17.9
Cereals (inc. Straw)	90.5	77.7	78.7	TOTAL VARIABLE INPUTS	270.8	229.5	187.4
Fruit & Hops	337.5	314.0	323.3	TOTAL GROSS MARGIN	320.1	303.8	331.6
Other Crops	24.5	20.0	4.9				
Total Crops	452.5	411.7	406.9	<u>FIXED INPUTS</u>			
Miscellaneous Receipts	25.1	22.0	15.5	Regular Labour - Paid	122.3	90.9	87.5
Forage & Tillage Valn. Changes	8.5	5.5	-	Regular Labour - Unpaid	34.7	34.6	25.6
Profit or Loss on Prev. Year's Valn.	3.4	8.5	18.6	Machinery Depreciation	24.2	18.8	14.0
				Fuel & Oil	28.6	23.9	18.8
TOTAL ENTERPRISE OUTPUTS	590.8	533.3	519.0	Mach. Reps., Veh. Tax & Ins.	39.1	34.4	26.6
				Rent & Rates	64.0	59.4	59.1
TOTAL INPUTS	624.4	524.2	447.9	General Overhead Costs	40.7	32.7	28.9
<u>MANAGEMENT &amp; INVESTMENT INCOME</u>	-33.6	9.1	71.1	TOTAL FIXED INPUTS	353.6	294.7	260.5
				<u>MANAGEMENT &amp; INVESTMENT INCOME</u>	-33.6	9.1	71.1
				NET FARM INCOME	-7.4	36.3	91.5

FARM TYPE: Intensive Arable - Hops and Fruit  
Average  
1977-78

DESCRIPTIVE STATISTICS

% of Land in:	Cereals	37	
	Hops & Fruit	19	
	Other Crops	5	
	Forage	36	
	Bare Fallow	3	
Grazing Livestock Units:	per 100 ha		%
	Dairy Cows	-	-
	Other Cattle	20	39
	Sheep	31	61
	<u>Total</u>	<u>51</u>	<u>100</u>

"TENANTS" CAPITAL (£ per ha)

	Average 1977/78	Average 1976/78	Premium 1976/78
Livestock	99.0	86.1	105.4
Crops and Cultivations	117.4	115.8	134.6
Stores, etc.	62.3	50.4	51.9
Machinery & Equipment	164.4	151.4	134.8
<u>TOTAL</u>	<u>443.1</u>	<u>403.7</u>	<u>426.7</u>
Manag. & Inv. Income as % of Above Capital	-8%	2%	17%

EFFICIENCY STANDARDS

	Average 1977/78	Average 1976/78	Premium 1976/78
Total Enterprise Output per Ha (£)	591	533	519
Standard Output per Ha (£)	548	473	399
Output from Forage per Farm Forage Ha (£)	165	158	150
Grazing Livestock Output (less concentrate) per Adjusted Forage Ha (£)	123	131	146
Grazing Livestock Units per Forage Ha (£)	1.6	1.6	1.8
Grazing Livestock Units per Adjusted Forage Ha (£)	1.4	1.5	1.8
Gross Margin per £100 Labour (£)	153	180	215
Labour Cost per 100 Standard Man-Days (£)	629	595	670
Machinery Costs per 1000 Tractor Units (£):			
Licences, Insurance, Repairs	780	756	682
Fuel and Electricity	552	517	490
Contract	400	428	485
Depreciation	486	410	330
<u>Total</u>	<u>2218</u>	<u>2111</u>	<u>1987</u>
Gross Margin per £100 Machinery Costs (£)	313	348	444
Gross Margin per £100 Labour and Machinery (£)	100	116	143

FARM TYPE: Intensive Arable - Field Vegetables

FINANCIAL RESULTS (£ per hectare)

	Average 1977/78	Average 1976/78	Premium 1976/78		Average 1977/78	Average 1976/78	Premium 1976/78
No. of Farm Records	6	14	7	<u>VARIABLE INPUTS</u>			
Average Area (Ha)	152.2	151.3	204.2	Bought Feed	4.7	13.0	25.1
<u>ENTERPRISE OUTPUTS</u>				Home-Grown Feed	5.8	5.9	7.6
Dairy	-	23.9	47.8	Other Livestock V.Is.	2.1	2.7	4.4
Other Cattle	31.1	29.9	47.6	Seed (inc. Home-Grown)	105.0	108.0	126.3
Sheep & Wool	0.2	0.1	0.2	Fertilisers	65.2	64.7	66.0
Pigs	-	-	-	Crop Protection	42.7	33.6	37.5
Poultry & Eggs	-	-	-	Other Crop V.Inputs	48.0	43.8	36.2
Total Livestock	31.3	53.9	95.6	Casual Labour	20.3	36.9	33.3
Cereals (inc. Straw)	148.2	145.3	129.9	Contract Work	15.2	15.4	13.5
Fruit & Hops	-	0.6	-	TOTAL VARIABLE INPUTS	309.0	324.0	349.9
Other Crops	498.6	556.0	684.6	TOTAL GROSS MARGIN	426.2	480.7	599.3
Total Crops	646.8	701.9	814.5	<u>FIXED INPUTS</u>			
Miscellaneous Receipts	12.2	9.4	11.4	Regular Labour - Paid	149.2	129.4	134.5
Forage & Tillage Valn. Changes	14.4	8.2	12.2	Regular Labour - Unpaid	44.3	38.5	29.8
Profit or Loss on Prev. Year's Valn.	30.5	31.3	15.5	Machinery Depreciation	35.8	28.8	31.7
TOTAL ENTERPRISE OUTPUTS	735.2	804.7	949.2	Fuel & Oil	26.2	24.4	26.0
TOTAL INPUTS	682.3	660.8	696.0	Mach. Reps., Veh. Tax & Ins.	42.8	41.4	48.3
<u>MANAGEMENT &amp; INVESTMENT INCOME</u>	52.9	143.9	253.2	Rent & Rates	46.5	43.8	43.5
				General Overhead Costs	28.5	30.5	32.3
				TOTAL FIXED INPUTS	373.3	336.8	346.1
				<u>MANAGEMENT &amp; INVESTMENT INCOME</u>	52.9	143.9	253.2
				NET FARM INCOME	95.4	181.6	283.0

FARM TYPE: Intensive Arable - Field Vegetables.  
Average  
1977-78

DESCRIPTIVE STATISTICS

% of Land in:	Cereals	42	
	Hops & Fruit	-	
	Other Crops	47	
	Forage	11	
	Bare Fallow	-	
Grazing Livestock Units:	per 100 ha		%
	Dairy Cows	-	-
	Other Cattle	20	95
	Sheep	1	5
	Total	21	100

"TENANTS" CAPITAL (f per ha)

	Average 1977/78	Average 1976/78	Premium 1976/78
Livestock	48.8	53.6	92.9
Crops and Cultivations	224.3	229.0	245.0
Stores, etc.	104.5	91.1	96.1
Machinery & Equipment	247.6	225.5	249.3
TOTAL	625.2	599.2	683.3
Manag. & Inv. Income as % of Above Capital	8%	24%	37%

EFFICIENCY STANDARDS

	Average 1977/78	Average 1976/78	Premium 1976/78
Total Enterprise Output per Ha (£)	735	805	949
Standard Output per Ha (£)	494	539	579
Output from Forage per Farm Forage Ha (£)	250	302	411
Grazing Livestock Output (less concentrate) per Adjusted Forage Ha (£)	215	240	271
Grazing Livestock Units per Forage Ha (£)	2.4	2.2	2.2
Grazing Livestock Units per Adjusted Forage Ha (£)	2.4	2.3	2.3
Gross Margin per £100 Labour (£)	215	283	361
Labour Cost per 100 Standard Man-Days (f)	1169	1030	926
Machinery Costs per 1000 Tractor Units (£):			
Licences, Insurance, Repairs	1001	1007	1098
Fuel and Electricity	642	604	632
Contract	447	454	392
Depreciation	920	766	816
Total	3010	2831	2938
Gross Margin per £100 Machinery Costs (£)	338	446	516
Gross Margin per £100 Labour and Machinery (£)	127	167	206

FARM TYPE: Glasshouse - Predominantly Vegetables.

FINANCIAL RESULTS  
(£ per 1000 sq.ft. of Glass)

	Average 1977/78	Average 1976/77
No. of Farm Records	13	13
Average Area (1000 sq.ft.)	44.103	42.555
<u>ENTERPRISE OUTPUTS</u>		
Lettuce	170.6	155.7
Tomatoes	299.1	305.0
Celery	45.5	28.2
Other Vegetables	3.5	6.5
Flowers	-	-
Total Crops	518.7	495.4
Miscellaneous Receipts	12.5	9.9
TOTAL ENTERPRISE OUTPUTS	531.2	505.3
<u>INPUTS</u>		
Seeds and Plants	36.8	38.2
Fertilizers	12.6	13.2
Crop Protection	21.4	16.4
Other Crop Var. Inputs	30.8	25.7
Glasshouse Fuel	99.1	80.3
Water	4.5	4.7
Labour-Paid	46.8	49.1
Labour-Unpaid	139.0	132.5
Depreciation	30.6	29.7
Power and Machinery	25.2	24.5
Rent and Rates	10.8	10.8
General Repairs	21.0	17.5
Miscellaneous	9.1	9.8
TOTAL INPUTS	487.7	452.4
<u>MANAGEMENT AND INVESTMENT INCOME</u>		
	43.5	52.9
<u>EFFICIENCY STANDARDS</u>		
Gross Margin per £100 Labour (£)	156	162
Labour Costs per 100 Standard Man Days (£)	761	663
Gross Margin per £100 Machinery Costs (£)	560	561
Gross Margin per £100 Labour and Machinery Costs (£)	117	123
<u>"TENANTS" CAPITAL (£ per 1000 sq.ft.)</u>		
Crops and Cultivations	3.1	5.2
Stores etc.	0.7	0.5
Machinery and Equipment	269.0	259.2
Total	272.8	264.9
M.I.I. as % of "Tenants" Capital	15.9	20.0



FARM TYPE: Glasshouse - Predominantly Flowers.

	FINANCIAL RESULTS	
	(£ per 1000 sq.ft. of Glass)	
	Average 1977/78	Average 1976/77
No. of Farm Records	4	4
Average Area (1000 sq.ft.)	45.728	43.575
<u>ENTERPRISE OUTPUTS</u>		
Lettuce	27.1	17.5
Tomatoes	80.9	88.1
Celery	-	-
Other Vegetables	13.8	22.4
Flowers	675.5	648.9
Total Crops	797.3	776.9
Miscellaneous Receipts	15.2	9.1
TOTAL ENTERPRISE OUTPUTS	812.5	786.0
<u>INPUTS</u>		
Seeds and Plants	86.1	65.9
Fertilizers	14.4	11.3
Crop Protection	13.6	11.4
Other Crop Var. Inputs	119.0	110.0
Glasshouse Fuel	124.5	120.0
Water	4.1	4.5
Labour-Paid	211.4	213.3
Labour-Unpaid	84.3	75.7
Depreciation	39.0	26.3
Power and Machinery	45.7	44.0
Rent and Rates	19.8	19.4
General Repairs	23.2	11.6
Miscellaneous	18.5	20.4
TOTAL INPUTS	803.6	733.8
<u>MANAGEMENT AND INVESTMENT INCOME</u>		
	8.9	52.2
<u>EFFICIENCY STANDARDS</u>		
Gross Margin per £100 Labour (£)	151	158
Labour Costs per 100 Standard Man Days (£)	906	786
Gross Margin per £100 Machinery Costs (£)	552	676
Gross Margin per £100 Labour and Machinery Costs (£)	117	127
<u>"TENANTS" CAPITAL (£ per 1000 sq.ft.)</u>		
Crops and Cultivations	44.6	93.8
Stores etc.	46.6	73.5
Machinery and Equipment	318.1	600.1
Total	409.3	767.4
M.I.I. as % of "Tenants" Capital	2.2	6.8

WHOLE SURVEY YIELDS AND OUTPUTS

(Harvest 1976)

	No. of Crops	Yield per ha (tonnes)		Output per ha (£)	
		Average	Standard Deviation	Average	Standard Deviation
Winter Wheat	103	4.4	0.8	358	72
Spring Wheat	13	3.9	0.9	329	87
Winter Barley	44	4.4	0.8	321	75
Spring Barley	131	3.9	0.8	277	59
Winter Oats	60	4.1	1.0	281	76
Spring Oats	10	3.8	0.5	243	45
Beans for Stockfeed	9	2.7	1.1	250	84
Peas	11	3.1	0.6	417	115
Potatoes - First Early	7	17.0	3.3	1394	213
Potatoes for Ware	46	29.7	8.0	1209	320
Oilseed Rape	7	2.3	0.7	418	81
Hops	14	1.2	0.3	1805	435
Herbage Seed (Grass,Clover)	15	1.2	0.4	535	228
Cabbage - Spring Greens	7	-	-	433	254
Cabbage - Early	4	-	-	1150	744
Cabbage - Late Summer and Autumn	4	-	-	552	373
Cabbage - Winter	8	-	-	456	461
Brussels Sprouts - Fresh	5	-	-	1010	438
Celery - Self Blanching	7	-	-	23899	5578
Lettuce - Summer	14	-	-	3942	5379
Lettuce - Over Wintered	10	-	-	15980	2849
Peas - Green Processing	4	5.1	2.3	629	232
Broad Beans - Fresh Market	3	-	-	758	371
Runner Beans	4	-	-	2285	2141
French Beans - Processing	5	8.7	1.3	725	185
Cucumbers	3	-	-	14992	6343
Marrows - Courgettes	8	25.8	16.3	1851	1946
Tomatoes - Heated Glass	15	130.8	29.5	42875	11371
Apples - Culinary	19	7.8	1.6	1917	1180
Apples - Dessert Cox	16	3.0	2.3	1482	740
Apples - Dessert Worcester	11	5.6	1.2	1533	563
Apples - Dessert	18	7.4	4.7	1946	1172
Pears - Conference	14	4.3	3.3	1640	1175
Pears - Comice	7	4.5	2.6	2227	811
Cherries	3	-	-	547	897
Strawberries - Fresh Market	14	7.9	4.9	3192	2993
Raspberries	7	-	-	2317	901

DAIRY COWS

	No. of Herds	Litres per Cow		Output per Cow (£)	
		Average	Standard Deviation	Average	Standard Deviation
Friesian	40	5003	521	500	58
Channel Island	6	3454	520	392	55
Ayrshire	2	4707	421	466	48
Improved Shorthorn	4	4393	276	442	29

## 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.

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 of 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 51.)

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 51.

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 51) 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 51) but no 15% is added.

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

STANDARD DATA PER UNIT

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

		Standard Output f/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		470	6	8	1
Dairy Heifers (2+ years)		90	2.5	7	.8
Breeding Stock (1-2 years)		90	2	5	.6
Breeding Stock (under 1 year)*		45	1	3	.4
Beef Cows		-	2.5	7	.8
Beef Heifers (2+ years)		90	2.5	7	.8
Fattening Cattle (2+ years)		90	2.5	7	.8
Fattening Cattle (1-2 years)		90	2	5	.6
Fattening Cattle (under 1 yr)*		45	1	3	.4
Rams		-	.5	1	.2
Ewes		26	.5	1.3	.2
Other Sheep (over 1 year)		12	.3	1	.2
Other Sheep (under 1 year)		12	.3	1	.2
Boars		-	2	0.5	-
Sow and Gilts		320	4	2.0	-
Fattening Pigs		100	.6	1.0	-
Rovers		100	.6	1.0	-
Piglets		100	.6	1.0	-
Chicks and Pullets*		1.2	.025	.01	-
Hens and Cocks*		1.2	.05	.01	-
Table Chickens*		1.0	.01	.01	-
Other Poultry*		2.0	.05	.01	-

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

Other recent Farm Business Unit publications include the following:

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