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Farm Business Statistics
for
South East England

Supplement for 1982

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FOREWORD

This booklet presents average financial and physical data for 1980-81 (the 1980 crop year) and 1979-81. Premium figures, calculated from the most profitable 50 per cent. of farms in each group, are also given for 1980-81. All the information is derived from the Farm Management Survey.

The two-year averages are included in an attempt to allow for the variability of incomes on the same farms from year to year owing to the influence of extraneous factors such as weather, disease, etc.. Whilst three-year averages would be preferable in this respect, two-year averages were chosen because the effect of inflation on cost and returns reduces the present-day relevance of older figures.

All the data in this booklet were derived using current cost accounting procedures as far as was practicable. Increases in the value of tenants capital (breeding livestock, machinery, permanent crops and glasshouses) that were due to inflation were excluded from the calculation of net farm income, while a realistic figure for the loss in value of machinery, permanent crops and glasshouses due to depreciation was included.

The effect of these changes on the levels of Management and Investment Income for the six broad farm types are shown in the table on page 9. In addition, the holding gains on tenants capital are added back to the current cost MII to show the total gains from farming (excluding property appreciation). The justification for this is that although these gains are not disposable without affecting the farm business, they do represent an increase in wealth accruing to the farm operator.

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 for an identical sample of farms, divided into six major farm types, for 1979-80 and 1980-81, in order to show the changes in outputs, inputs and income between the two years.

Nigel Williams.

ACKNOWLEDGEMENTS

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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, 1982.

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INTRODUCTION

GENERAL CONDITIONS

The early autumn of 1979 was exceptionally dry and warm. Excellent progress was made with cultivations and fieldwork, but as grass growth was minimal some supplementary feeding of livestock was necessary.

Heavy rain in mid-October encouraged good growth in established pastures but was not sufficient to hamper seedbed preparation. By the end of November sowing was well advanced and germination of early sown crops was satisfactory.

The period from December to March was generally very wet, leading to waterlogging of heavy land and a halt to fieldwork other than on the lightest of soils. Pastures were wet and cold and showed little response to the limited amounts of nitrogen that could be applied.

There was very little rain in April and cold winds dried out the topsoil, enabling sowing to progress. However the conditions caused slow and uneven germination in late sown crops and retarded growth in early sown ones. May continued dry and windy. Crop growth was slow, silage yields from first cuts were low but the quality was good. There was a good fall of lambs and the survival rate was higher than usual.

June and July were cool and subject to prolonged spells of heavy rain. Later sown spring cereals crops were thin and patchy. Grass growth was good but haymaking proved exceptionally difficult and much was left to rot in the field.

August and September were warmer, with above average temperatures. Harvesting progressed well, but was slowed by the later maturity of some crops. Some 65 per cent. of the cereal crop had been harvested by the end of August compared with over 70 per cent. in the preceding year.

A wet October hindered the harvesting of the later part of the potato crop. There was some mechanical damage, owing to the difficult conditions, and the tubers went into store wet and dirty. Forage crops were also difficult to harvest.

Grass and fodder crops made good growth and autumn grazing was in plentiful supply; outwintered stock did well in consequence. This was fortunate as the quantity of hay in stock at the beginning of the winter was less than usual and of poor quality.

YIELDS AND PRICES

The favourable autumn of 1979 led to improved yields from winter cereals in 1980 compared with the preceding year. Winter wheat increased from 5.0 to 5.7 tonnes per hectare, winter barley from 4.6 to 5.2 and winter oats from 4.0 to 4.3. In contrast the yield of spring barley fell from 3.9 to 3.4 tonnes per hectare because of the adverse spring weather.

The improved yields of the winter cereals were complemented by price rises of between £2 and £4 per tonne (wheat to £101, barley to £92 and oats to £95), which led to significant increases in output per hectare. In contrast the output of spring barley fell from £355 to £315 per hectare.

The yield of maincrop potatoes fell slightly, from 34.2 to 33.9 tonnes per hectare. This was in contrast to the increase in yield nationally of 3.2 tonnes to 37.2 tonnes per hectare. Unfortunately the average price of potatoes also fell, from £63 to £42 per tonne, and this led to a £626 reduction in output per hectare to £1425.

Herbage seed yields were slightly lower than in the preceding year but output per hectare was almost maintained by improved prices.

Hop growers had a significantly better year with output per hectare rising by £1119 to £3833. Returns from top fruit only varied slightly from the 1979 level but the output of strawberries fell by £1111 to £2036 per hectare.

Milk yields barely increased from the level of the previous year, but an extra penny received per litre gave an increase in output per cow of £76 to £662.

A fuller list of crop yields and outputs on the survey farms is given in the table on page 49.

FINANCIAL RESULTS

1980-81 was yet another bad year for livestock farmers in the South-East, with the downward trend in net farm income continuing from the three preceding years.

The predominantly milk farms increased their output by £113 per hectare, a rise of 13 per cent., which was almost wholly due to the dairy enterprise. Total inputs rose by £127 per hectare, or 14 per cent., with all cost items increasing. Management and investment income fell to £3 per hectare while net farm income declined to £63 per hectare.

The predominantly sheep and cattle farms increased output by eight per cent. but total inputs rose by nearly 16 per cent. These farms suffered a loss in net farm income of £17 per hectare and a loss of £83 per hectare in management and investment income.

The predominantly arable farms could only generate an extra three per cent. output which was insufficient to counter the 11 per cent. increase in inputs. Net farm income fell by £36 to £23 per hectare and management and investment income fell to -£1 per hectare as a result.

The two mixed groups, milk with sheep or cattle and arable and arable with sheep or cattle, also experienced a 'cost-price squeeze'. Although the former group suffered a larger fall in net farm income, £37 per hectare to £44 per hectare (management and investment income down to £31 per hectare), the latter group's net farm income fell by £15 per

hectare, resulting in a loss of £13 per hectare (management and investment income -£62 per hectare).

The only group to improve its position in the year was the intensive arable fruit and hops farms where the extra output from hops helped to generate a £24 per hectare increase in net farm income, which rose to £97 per hectare (management and investment income £17 per hectare).

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

	PREDOMINANTLY MILK		PREDOMINANTLY ARABLE		PREDOMINANTLY SHEEP/CATTLE	
	1979-80	1980-81	1979-80	1980-81	1979-80	1980-81
	£.	£.	£.	£.	£.	£.
Dairy	701.7	794.4	3.7	3.0	0.0	0.0
Other Cattle	115.5	121.2	55.4	59.8	135.1	137.0
Sheep & Wool	1.1	1.8	22.3	28.1	117.4	137.0
Pigs	0.0	0.0	1.0	0.8	0.0	0.0
Poultry & Eggs	0.5	0.2	0.0	0.1	1.3	0.8
Cereals	60.8	67.8	282.0	309.8	80.5	94.6
Fruit & Hops	4.1	4.0	25.5	25.6	0.0	0.0
Other Crops	3.9	4.2	118.5	102.7	22.6	12.7
Miscellaneous	13.0	20.5	33.4	29.3	25.5	29.8
TOTAL OUTPUTS	900.6	1014.1	541.8	559.2	382.4	411.9
Feed	316.0	346.5	28.6	29.5	68.3	78.0
O.L'Stock V.Inputs	40.7	55.1	6.8	6.5	20.1	20.4
Seed	8.5	9.1	31.9	36.8	9.6	9.2
Fertilizers	57.7	68.0	55.6	57.7	24.1	34.9
Crop Protection	7.7	9.7	33.5	40.6	4.4	8.2
O.Crops V. Inputs	5.0	7.2	22.2	20.4	3.5	3.4
Casual & Contract	27.2	33.5	33.7	38.5	10.7	12.7
Paid Labour	103.9	121.9	58.4	65.3	26.4	29.5
Unpaid Labour	70.4	76.7	37.0	40.3	80.7	99.6
Machinery Costs	132.2	145.2	101.3	116.7	81.6	85.2
Rent & Rates	74.2	88.1	71.3	78.7	76.3	83.8
General Overheads	39.9	49.7	24.2	29.1	21.3	29.9
TOTAL INPUTS	883.4	1010.7	504.5	560.1	427.0	494.8
MAN. & INV. INCOME	17.2	3.4	37.3	-0.9	-44.6	-82.9
NET FARM INCOME	71.9	63.0	59.3	23.0	5.4	-17.0
NO. OF FARMS	30	30	42	42	8	8
AVERAGE AREA (ha)	126.8	124.0	220.1	223.1	86.0	86.4

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

	MILK WITH SHEEP/ CATTLE & ARABLE		SHEEP/CATTLE & ARABLE		INTENSIVE ARABLE FRUIT & HOPS	
	1979-80	1980-81	1979-80	1980-81	1979-80	1980-81
	£.	£.	£.	£.	£.	£.
Dairy	341.8	373.3	0.0	0.0	0.0	0.0
Other Cattle	102.2	137.3	96.4	97.1	11.6	9.6
Sheep & Wool	0.0	0.0	75.6	94.9	20.9	30.3
Pigs	0.0	0.0	0.0	0.0	0.0	0.0
Poultry & Eggs	0.0	0.0	13.1	12.5	31.9	43.1
Cereals	186.1	196.9	173.7	191.6	106.8	111.6
Fruit & Hops	7.6	15.2	9.0	8.7	1004.7	1185.3
Other Crops	89.0	57.9	33.5	20.2	65.6	54.2
Miscellaneous	50.2	55.6	31.7	32.3	120.5	103.1
TOTAL OUTPUTS	776.9	836.2	433.0	457.3	1362.0	1537.2
Feed	164.3	171.8	69.7	66.0	31.4	34.0
O.L'Stock V. Inputs	19.9	22.6	12.7	15.8	5.5	7.9
Seed	39.6	39.3	19.9	23.6	33.8	36.1
Fertilizers	67.7	73.0	44.5	51.4	43.2	45.1
Crop Protection	18.0	23.2	15.6	19.4	80.0	72.5
O.Crops V. Inputs	9.8	12.2	6.1	4.4	333.1	386.8
Casual & Contract	26.6	24.4	20.9	23.1	224.7	254.7
Paid Labour	108.3	127.2	50.7	61.4	160.8	183.5
Unpaid Labour	30.2	31.5	47.4	50.2	94.6	112.3
Machinery Costs	121.1	159.8	90.7	99.9	195.3	218.3
Rent & Rates	70.7	80.1	68.3	73.7	93.6	99.3
General Overheads	32.2	40.6	28.6	30.2	66.8	69.3
TOTAL INPUTS	708.4	805.7	475.1	519.1	1362.8	1519.8
MAN. & INV. INCOME	68.5	30.5	-42.1	-61.8	-0.8	17.4
NET FARM INCOME	80.4	43.5	2.7	-12.6	73.3	97.4
NO. OF FARMS	14	14	13	13	22	22
AVERAGE AREA (ha)	224.1	225.4	135.4	134.6	81.2	81.1

COMPARISON OF MANAGEMENT AND INVESTMENT INCOME PER HECTARE - HISTORIC

COST AND CURRENT COST - BY GROUP 1980/81

	Predominantly Milk	Predominantly Arable	Predominantly Sheep/Cattle	Milk with Sheep/ Cattle & Arable	Sheep/Cattle & Arable	Intensive Arable Hops & Fruit
Man. & Inv. Income (£) (historic cost)	27.4	27.8	(-)58.6	69.6	(-)37.6	72.3
Less Additional Depreciation (£)	24.0	28.7	24.3	39.1	24.2	54.9
Man. & Inv. Income (£) (current cost)	3.4	(-)0.9	(-)82.9	30.5	(-)61.8	17.4
<u>Plus Holding Gains on Tenants Capital (£):</u>						
Breeding Stock	23.0	0.8	2.3	2.9	0.0	(-)0.3
Machinery	45.6	40.7	0.0	51.4	33.7	72.1
Permanent Crops	0.7	2.4	25.9	0.3	0.8	51.6
Total (£)	69.3	43.9	28.2	54.6	34.5	123.4
Total Gains From Trading (£)	72.7	43.0	(-)54.7	85.1	(-)27.3	140.8
Tenants Capital (£) (current cost)	1130.4	777.0	711.6	997.4	751.3	1439.2
Man. & Inv. Income (current cost) as % of Tenants Capital	0.3	(-)0.1	(-)11.7	3.1	(-)8.2	1.2
Total Gains From Trading as % of Tenants Capital	6.4	5.5	(-)7.7	8.5	(-)3.6	9.8

METHOD OF FARM CLASSIFICATION

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

1. If over 60% of total Standard Output comes from a single one of the above four categories, the farm is classified in group 1,2,3,4,5,6,7,8,9,16,17, 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 group 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. Where the group is very small (i.e. three farms or less) no high profit figures are given.

PRODUCTION PATTERN FOR EACH FARM TYPE 1980/81

Farm Type	Av. Ha	S.O. per Ha	% Standard Milk	Output from: S/C	P/P	Crops	Page
1. Predom. Milk - under 60 ha	39.3	1225.3	85.5	12.0	0.0	2.5	12
2. Predom. Milk - 60 - 120 ha	89.9	953.6	72.2	13.8	0.0	14.0	14
3. Predom. Milk - over 120 ha	252.1	862.2	75.4	11.7	0.0	12.9	16
4. Predom. Arable - under 100 ha	65.2	543.4	0.0	13.1	1.0	85.9	18
5. Predom. Arable - 100 - 200 ha	139.2	532.9	0.1	19.0	0.0	80.9	20
6. Predom. Arable - over 200 ha	417.9	592.7	2.7	14.4	0.0	82.9	22
7. Predom. Sheep/Cattle - under 100 ha	58.0	382.5	0.0	80.1	0.0	19.9	24
8. Predom. Sheep/Cattle - over 100 ha	161.4	386.7	0.0	69.8	0.2	30.0	26
9. Predom. Pigs/Poultry	59.2	3439.2	0.0	3.5	79.6	16.9	28
10. Milk and Arable - under 200 ha	144.1	868.1	49.2	15.2	0.0	35.6	30
11. Milk and Arable - over 200 ha	301.9	681.6	43.7	14.5	0.0	41.8	32
12. Sheep/Cattle and Arable - under 100 ha	61.4	453.8	0.0	49.6	1.0	49.4	34
13. Sheep/Cattle and Arable - over 100 ha	170.3	509.0	0.0	43.7	0.0	56.3	36
14. Milk, Sheep/Cattle and Arable	204.0	728.5	43.5	24.5	1.3	30.7	38
15. 'Mixed Farms' with Pigs/Poultry	158.1	993.5	5.9	15.3	40.4	38.4	40
16. Intensive Arable - Fruit	67.9	1446.0	0.0	3.5	0.0	96.5	42
17. Intensive Arable - Hops/Fruit	101.8	950.3	0.0	10.3	2.8	86.9	44
18. Intensive Arable - Field Veg.	49.5	1773.7	0.0	1.0	0.0	99.0	46

FARM TYPE: PREDOMINANTLY MILK - UNDER 60 HECTARES

	<u>FINANCIAL RESULTS (£ per hectare)</u>						
	Average 1980/81	Premium 1980/81	Average 1979/81		Average 1980/81	Premium 1980/81	Average 1979/81
No. of Farm Records	9	5	20	<u>VARIABLE INPUTS</u>			
Average Area (ha)	39.2	36.9	38.9	Bought Feed	445.8	345.1	467.7
				Home-Grown Feed	11.9	14.0	10.3
<u>ENTERPRISE OUTPUTS</u>				Other Livestock V.Is.	76.8	65.8	66.0
Dairy	990.3	982.1	992.7	Seed (inc. Home-Grown)	3.7	5.0	3.7
Other Cattle	130.3	110.7	125.8	Fertilizers	53.8	57.9	57.9
Sheep & Wool	0.0	0.0	0.0	Crop Protection	5.4	5.9	5.2
Pigs	0.0	0.0	0.0	Other Crop V.Is.	5.4	7.2	5.5
Poultry & Eggs	0.0	0.0	0.0	Casual Labour	12.2	15.8	12.7
TOTAL LIVESTOCK	<u>1120.6</u>	<u>1092.8</u>	<u>1118.5</u>	Contract Work	<u>26.8</u>	<u>29.6</u>	<u>29.3</u>
Cereals (inc. Straw)	16.4	29.6	15.3	TOTAL VARIABLE INPUTS	<u>641.8</u>	<u>546.3</u>	<u>658.3</u>
Fruit & Hops	0.0	0.0	0.0	TOTAL GROSS MARGIN	<u>516.8</u>	<u>591.1</u>	<u>492.0</u>
Other Crops	0.8	1.2	1.4	<u>FIXED INPUTS</u>			
TOTAL CROPS	<u>17.2</u>	<u>30.8</u>	<u>16.7</u>	Regular Labour-Paid	82.5	53.7	98.4
Miscellaneous				Regular Labour-Unpaid	172.9	170.8	154.7
Receipts	18.7	22.7	12.9	Machinery Depreciation	63.9	80.9	67.1
Forage & Tillage				Fuel & Oil	43.8	45.1	39.4
Valn. Changes	1.2	-10.6	1.0	Mach.Rep.,Veh.Tax & Ins.	65.8	84.0	62.6
Profit or Loss on				Rent & Rates	97.7	102.4	88.2
Prev. year's Valn.	0.9	1.7	1.2	General Overhead Costs	67.2	66.3	61.5
TOTAL ENTERPRISE				TOTAL FIXED INPUTS	<u>593.8</u>	<u>603.2</u>	<u>571.9</u>
OUTPUTS	1158.6	1137.4	1150.3	<u>MANAGEMENT & INV.INCOME</u>	<u>-77.0</u>	<u>-12.1</u>	<u>-80.0</u>
TOTAL INPUTS	<u>1235.6</u>	<u>1149.5</u>	<u>1230.2</u>	NET FARM INCOME	77.8	148.4	61.4
<u>MANAGEMENT &</u>				HOLDING GAINS ON TEN.CAP.	<u>77.0</u>	<u>91.4</u>	<u>63.9</u>
<u>INVESTMENT INCOME</u>	<u>-77.0</u>	<u>-12.1</u>	<u>-80.0</u>	N.F.I.INC.HOLDING GAINS	<u>154.8</u>	<u>239.8</u>	<u>125.3</u>

FARM TYPE: PREDOMINANTLY MILK - UNDER 60 HECTARES

DESCRIPTIVE STATISTICS	Average		EFFICIENCY STANDARDS			
	1980/81		1980/81	Premium 1980/81	Average 1979/81	
% of Land in :Cereals	5		Total Enterprise Output per Ha (£)	1159	1137	1150
Hops & Fruit	0		Standard Output per Ha (£)	1225	1190	1164
Other Crops	0		Output From Forage per Farm Forage Ha (£)	1070	1155	1062
Forage	95		Grazing Livestock Output (less concentrate) per Adjusted Forage Ha (£)	567	721	544
Bare Fallow	0		Grazing Livestock Units per Forage Ha	2.3	2.3	2.4
Grazing Livestock Units: per 100 ha		%	Grazing Livestock Units per Adjusted Forage Ha	1.6	1.8	1.6
Dairy Cows	161	74	Gross Margin per £100 Labour (£)	197	245	188
Other Cattle	61	26	Labour Cost per 100 Standard Man-Days (£)	1980	1850	1857
Sheep	0	0	Machinery Costs per 1000 Tractor Units (£):			
Total	222	100	Licences, Insurance, Repairs	2638	3309	2260
			Fuel and Electricity	1751	1777	1420
			Contract	1097	1290	1049
			Depreciation	2444	3013	2342
			Total	7930	9389	7071
			Gross Margin per £100 Machinery Costs (£)	268	258	264
			Gross Margin per £100 Labour and Machinery (£)	109	125	106

TENANTS CAPITAL (£ per ha)	Average 1980/81	Premium 1980/81	Average 1979/81
Livestock	706.40	669.50	716.90
Crops and Cultivations	69.80	90.30	64.10
Stores, etc	62.60	70.60	57.20
Machinery & Equipment	421.10	547.30	418.80
TOTAL	1259.90	1377.70	1257.00
Management & Investment Income as a % of Tenants Capital	-7.1%	0.6%	-7.5%

FARM TYPE: PREDOMINANTLY MILK 60 TO 120 HECTARES

FINANCIAL RESULTS (£ per hectare)

	Average 1980/81	Premium 1980/81	Average 1979/81		Average 1980/81	Premium 1980/81	Average 1979/81
No. of Farm Records	15	7	30	<u>VARIABLE INPUTS</u>			
Average Area (ha)	89.9	91.2	88.1	Bought Feed	271.2	303.2	260.3
				Home-Grown Feed	34.4	24.2	30.0
<u>ENTERPRISE OUTPUTS</u>				Other Livestock V.Is.	41.9	47.3	38.6
Dairy	699.5	774.8	661.8	Seed (inc. Home-Grown)	12.5	10.6	10.9
Other Cattle	119.4	155.3	126.7	Fertilizers	68.2	76.1	63.7
Sheep & Wool	3.5	7.5	2.9	Crop Protection	11.6	10.6	8.8
Pigs	0.0	0.0	0.0	Other Crop V.Is.	9.7	15.1	7.4
Poultry & Eggs	0.4	0.7	0.6	Casual Labour	11.7	13.5	11.3
TOTAL LIVESTOCK	<u>822.8</u>	<u>938.3</u>	<u>792.0</u>	Contract Work	<u>22.9</u>	<u>23.1</u>	<u>19.2</u>
Cereals (inc. Straw)	95.1	84.9	76.0	TOTAL VARIABLE INPUTS	<u>484.1</u>	<u>523.7</u>	<u>450.2</u>
Fruit & Hops	7.9	16.9	8.0	TOTAL GROSS MARGIN	<u>472.6</u>	<u>551.8</u>	<u>448.7</u>
Other Crops	9.4	1.6	7.0	<u>FIXED INPUTS</u>			
TOTAL CROPS	<u>112.4</u>	<u>103.4</u>	<u>91.0</u>	Regular Labour-Paid	115.5	124.5	102.2
Miscellaneous				Regular Labour-Unpaid	60.8	62.7	59.3
Receipts	12.6	16.8	10.8	Machinery Depreciation	66.3	60.1	64.1
Forage & Tillage				Fuel & Oil	32.6	30.3	30.6
Valn. Changes	8.8	17.0	4.6	Mach.Rep.,Veh.Tax & Ins.	37.9	32.6	37.4
Profit or Loss on				Rent & Rates	84.7	81.7	79.4
Prev. year's Valn.	0.1	0.0	0.5	General Overhead Costs	44.8	40.7	41.1
TOTAL ENTERPRISE				TOTAL FIXED INPUTS	<u>442.6</u>	<u>432.6</u>	<u>414.1</u>
OUTPUTS	956.7	1075.5	898.9	MANAGEMENT & INV.INCOME	<u>30.0</u>	<u>119.3</u>	<u>34.6</u>
TOTAL INPUTS	<u>926.7</u>	<u>956.3</u>	<u>864.3</u>	NET FARM INCOME	65.3	145.0	69.8
<u>MANAGEMENT &</u>				HOLDING GAINS ON TEN.CAP.	58.2	59.5	56.6
<u>INVESTMENT INCOME</u>	<u>30.0</u>	<u>119.3</u>	<u>34.6</u>	N.F.I.INC.HOLDING GAINS	<u>123.5</u>	<u>204.6</u>	<u>126.4</u>

FARM TYPE: PREDOMINANTLY MILK - 60 TO 120 HECTARES

<u>DESCRIPTIVE STATISTICS</u>	Average		Average Premium Average		
	1980/81		1980/81	1980/81	1979/81
% of Land in :Cereals	21				
Hops & Fruit	1				
Other Crops	0				
Forage	78				
Bare Fallow	0				
Grazing Livestock Units: per 100 ha		%			
Dairy Cows	106	66			
Other Cattle	54	32			
Sheep	<u>3</u>	<u>2</u>			
Total	<u>163</u>	<u>100</u>			
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	Average	Premium	Average		
	1980/81	1980/81	1979/81		
<u>TENANTS CAPITAL</u> (£ per ha)					
Livestock	548.70	618.20	546.50		
Crops and Cultivations	84.30	95.90	80.60		
Stores, etc	68.70	74.80	60.40		
Machinery & Equipment	<u>421.30</u>	<u>386.60</u>	<u>397.20</u>		
TOTAL	<u>1123.00</u>	<u>1175.50</u>	<u>1084.70</u>		
Management & Investment					
Income as a % of					
Tenants Capital	2.5%	10.1%	3.0%		
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	<u>EFFICIENCY STANDARDS</u>				
Total Enterprise Output per Ha (£)	957	1076	899		
Standard Output per Ha (£)	954	975	881		
Output From Forage per Farm Forage Ha (£)	1064	1176	974		
Grazing Livestock Output (less concentrate) per Adjusted Forage Ha (£)	694	848	613		
Grazing Livestock Units per Forage Ha	2.1	2.1	2.1		
Grazing Livestock Units per Adjusted Forage Ha	2.0	2.3	1.9		
Gross Margin per £100 Labour (£)	263	302	270		
Labour Cost per 100 Standard Man-Days (£)	1733	1608	1516		
Machinery Costs per 1000 Tractor Units (£):					
Licences, Insurance, Repairs	1814	1435	1595		
Fuel and Electricity	1562	1338	1316		
Contract	1087	1042	837		
Depreciation	<u>3200</u>	<u>2777</u>	<u>2767</u>		
Total	<u>7663</u>	<u>6592</u>	<u>6515</u>		
Gross Margin per £100 Machinery Costs (£)	325	423	320		
Gross Margin per £100 Labour and Machinery (£)	138	163	141		

FARM TYPE: PREDOMINANTLY MILK - OVER 120 HECTARES

FINANCIAL RESULTS (£ per hectare)

	Average 1980/81	Premium 1980/81	Average 1979/81		Average 1980/81	Premium 1980/81	Average 1979/81
No. of Farm Records	9	5	19	<u>VARIABLE INPUTS</u>			
Average Area (ha)	252.1	316.8	249.8	Bought Feed	195.9	159.2	195.6
				Home-Grown Feed	54.9	81.1	47.2
<u>ENTERPRISE OUTPUTS</u>				Other Livestock V.Is.	50.7	61.7	43.6
Dairy	678.2	710.2	625.9	Seed (inc. Home-Grown)	9.9	10.7	10.0
Other Cattle	99.5	118.3	100.0	Fertilizers	76.0	79.7	70.5
Sheep & Wool	0.2	0.0	0.1	Crop Protection	11.8	14.7	10.7
Pigs	0.0	0.0	0.0	Other Crop V.Is.	4.7	3.9	4.3
Poultry & Eggs	0.1	0.1	0.4	Casual Labour	7.7	9.1	6.6
TOTAL LIVESTOCK	<u>778.0</u>	<u>828.6</u>	<u>726.4</u>	Contract Work	<u>22.6</u>	<u>28.5</u>	<u>18.9</u>
Cereals (inc. Straw)	85.5	120.6	87.2	TOTAL VARIABLE INPUTS	<u>434.2</u>	<u>448.6</u>	<u>407.4</u>
Fruit & Hops	0.3	0.5	0.2	TOTAL GROSS MARGIN	<u>458.5</u>	<u>525.3</u>	<u>431.5</u>
Other Crops	8.6	6.4	6.8	<u>FIXED INPUTS</u>			
TOTAL CROPS	<u>94.4</u>	<u>127.5</u>	<u>94.2</u>	Regular Labour-Paid	164.2	159.2	151.9
Miscellaneous				Regular Labour-Unpaid	9.3	7.4	10.0
Receipts	11.9	12.4	9.8	Machinery Depreciation	59.0	62.0	54.0
Forage & Tillage				Fuel & Oil	32.6	32.6	29.0
Valn. Changes	8.3	6.6	8.3	Mach.Rep., Veh. Tax & Ins.	37.6	37.9	38.4
Profit or Loss on				Rent & Rates	81.9	81.1	75.8
Prev. year's Valn.	0.1	-1.2	0.2	General Overhead Costs	41.7	48.9	37.5
TOTAL ENTERPRISE				TOTAL FIXED INPUTS	<u>426.3</u>	<u>429.1</u>	<u>396.6</u>
OUTPUTS	892.7	973.9	838.9	<u>MANAGEMENT & INV. INCOME</u>	<u>32.2</u>	<u>96.2</u>	<u>34.9</u>
TOTAL INPUTS	<u>860.5</u>	<u>877.7</u>	<u>804.0</u>	NET FARM INCOME	38.8	98.5	42.4
<u>MANAGEMENT &</u>				HOLDING GAINS ON TEN. CAP.	<u>65.2</u>	<u>70.7</u>	<u>60.5</u>
<u>INVESTMENT INCOME</u>	<u>32.2</u>	<u>96.2</u>	<u>34.9</u>	N.F.I. INC. HOLDING GAINS	<u>104.0</u>	<u>169.2</u>	<u>102.8</u>

FARM TYPE: PREDOMINANTLY MILK - OVER 120 HECTARES

DESCRIPTIVE STATISTICS	Average		Average Premium Average		
	1980/81		1980/81	1980/81	1979/81
% of Land in :Cereals	21				
Hops & Fruit	0				
Other Crops	0				
Forage	77				
Bare Fallow	2				
Grazing Livestock Units: per 100 ha		%			
Dairy Cows	100	71			
Other Cattle	41	29			
Sheep	<u>0</u>	<u>0</u>			
Total	<u>141</u>	<u>100</u>			
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	Average Premium Average				
	1980/81	1980/81	1979/81		
<u>TENANTS CAPITAL</u> (£ per ha)					
Livestock	513.40	529.60	480.10		
Crops and Cultivations	113.10	116.50	103.30		
Stores, etc	65.40	65.60	60.00		
Machinery & Equipment	<u>348.00</u>	<u>362.80</u>	<u>327.50</u>		
TOTAL	<u>1039.90</u>	<u>1074.50</u>	<u>970.90</u>		
Management & Investment					
Income as a % of					
Tenants Capital	3.0%	8.9%	3.7%		
<u>EFFICIENCY STANDARDS</u>					
Total Enterprise Output per Ha (£)	893	974	839		
Standard Output per Ha (£)	862	900	784		
Output From Forage per Farm Forage Ha (£)	1022	1102	950		
Grazing Livestock Output (less concentrate) per Adjusted Forage Ha (£)	695	766	636		
Grazing Livestock Units per Forage Ha	1.9	2.0	1.9		
Grazing Livestock Units per Adjusted Forage Ha	1.8	1.8	1.8		
Gross Margin per £100 Labour (£)	256	303	261		
Labour Cost per 100 Standard Man-Days (£)	1826	1656	1659		
Machinery Costs per 1000 Tractor Units (£):					
Licences, Insurance, Repairs	1781	1630	1624		
Fuel and Electricity	1538	1386	1245		
Contract	1048	1226	804		
Depreciation	<u>2787</u>	<u>2659</u>	<u>2315</u>		
Total	<u>7154</u>	<u>6901</u>	<u>5988</u>		
Gross Margin per £100 Machinery Costs (£)	304	328	312		
Gross Margin per £100 Labour and Machinery (£)	137	156	140		

FARM TYPE: PREDOMINANTLY ARABLE - UNDER 100 HECTARES

FINANCIAL RESULTS (£ per hectare)

	Average 1980/81	Premium 1980/81	Average 1979/81		Average 1980/81	Premium 1980/81	Average 1979/81
No. of Farm Records	18	8	32	<u>VARIABLE INPUTS</u>			
Average Area (ha)	65.2	62.2	65.2	Bought Feed	8.3	11.2	9.8
				Home-Grown Feed	14.3	24.7	15.3
<u>ENTERPRISE OUTPUTS</u>				Other Livestock V.Is.	5.1	7.2	5.5
Dairy	0.0	0.0	0.0	Seed (inc. Home-Grown)	34.0	34.5	31.0
Other Cattle	36.9	81.2	39.7	Fertilizers	55.2	55.1	54.7
Sheep & Wool	25.3	38.9	24.0	Crop Protection	39.6	38.6	35.5
Pigs	2.0	0.0	2.4	Other Crop V.Is.	17.8	11.8	31.8
Poultry & Eggs	0.2	0.0	0.2	Casual Labour	28.1	7.4	20.7
TOTAL LIVESTOCK	64.4	120.1	66.3	Contract Work	27.0	34.3	23.6
Cereals (inc. Straw)	289.6	360.5	281.7	TOTAL VARIABLE INPUTS	229.4	224.8	227.9
Fruit & Hops	46.5	6.8	53.2	TOTAL GROSS MARGIN	308.4	440.6	318.5
Other Crops	108.3	135.1	112.5	<u>FIXED INPUTS</u>			
TOTAL CROPS	444.4	502.4	447.4	Regular Labour-Paid	50.9	52.0	45.6
Miscellaneous				Regular Labour-Unpaid	72.5	99.6	80.2
Receipts	18.2	18.6	17.1	Machinery Depreciation	53.1	75.6	54.1
Forage & Tillage				Fuel & Oil	26.2	24.1	23.8
Valn. Changes	3.3	6.0	2.6	Mach.Rep.,Veh.Tax & Ins.	35.7	34.4	33.1
Profit or Loss on				Rent & Rates	79.8	85.0	77.6
Prev. year's Valn.	7.5	18.3	13.1	General Overhead Costs	36.4	31.9	30.2
TOTAL ENTERPRISE				TOTAL FIXED INPUTS	354.6	402.6	344.6
OUTPUTS	537.8	665.4	546.4	MANAGEMENT & INV.INCOME	-46.2	38.0	-26.1
TOTAL INPUTS	584.0	627.4	572.5	NET FARM INCOME	6.5	100.2	31.4
<u>MANAGEMENT &</u>				HOLDING GAINS ON TEN.CAP.	40.1	46.0	44.8
<u>INVESTMENT INCOME</u>	-46.2	38.0	-26.1	N.F.I.INC.HOLDING GAINS	46.6	146.2	76.2

FARM TYPE: PREDOMINANTLY ARABLE - UNDER 100 HECTARES

<u>DESCRIPTIVE STATISTICS</u>	Average		<u>EFFICIENCY STANDARDS</u>			
	1980/81	1980/81	1980/81	1980/81	1979/81	
% of Land in :Cereals	63		Total Enterprise Output per Ha (£)	538	665	546
Hops & Fruit	3		Standard Output per Ha (£)	543	552	517
Other Crops	8		Output From Forage per Farm			
Forage	23		Forage Ha (£)	376	635	429
Bare Fallow	3		Grazing Livestock Output (less			
Grazing Livestock Units: per 100 ha		%	concentrate) per Adjusted			
Dairy Cows	0	0	Forage Ha (£)	264	555	400
Other Cattle	12	29	Grazing Livestock Units per			
Sheep	30	71	Forage Ha	2.6	3.7	2.8
Total	42	100	Grazing Livestock Units per			
			Adjusted Forage Ha	3.0	4.1	3.8
			Gross Margin per £100 Labour (£)	233	300	255
			Labour Cost per 100 Standard			
			Man-Days (£)	2385	2702	2316
			Machinery Costs per 1000 Tractor			
			Units (£):			
			Licences, Insurance, Repairs	2252	2154	1913
			Fuel and Electricity	1721	1566	1402
			Contract	1972	2466	1548
			Depreciation	3597	5000	3165
			Total	9542	11186	8028
			Gross Margin per £100 Machinery			
			Costs (£)	213	273	238
			Gross Margin per £100 Labour and			
			Machinery (£)	102	134	114

<u>TENANTS CAPITAL (£ per ha)</u>	Average	Premium	Average
	1980/81	1980/81	1979/81
Livestock	89.70	143.10	95.20
Crops and Cultivations	305.20	311.60	265.10
Stores, etc	73.10	83.10	66.80
Machinery & Equipment	333.10	423.10	332.90
TOTAL	801.10	960.90	760.00
Management & Investment			
Income as a % of			
Tenants Capital	-10.0%	3.4%	-8.0%

FARM TYPE: PREDOMINANTLY ARABLE - 100 TO 200 HECTARES

FINANCIAL RESULTS (£ per hectare)

	Average 1980/81	Premium 1980/81	Average 1979/81		Average 1980/81	Premium 1980/81	Average 1979/81
No. of Farm Records	20	10	36	<u>VARIABLE INPUTS</u>			
Average Area (ha)	139.2	140.1	140.1	Bought Feed	11.8	9.4	13.0
				Home-Grown Feed	20.7	12.5	19.0
<u>ENTERPRISE OUTPUTS</u>				Other Livestock V.Is.	7.6	7.9	7.3
Dairy	- .2	0.0	- .1	Seed (inc. Home-Grown)	38.0	39.9	36.3
Other Cattle	83.4	48.4	80.8	Fertilizers	60.4	57.8	57.7
Sheep & Wool	20.0	28.7	15.7	Crop Protection	38.0	42.6	34.6
Pigs	0.0	0.0	0.0	Other Crop V.Is.	8.6	11.3	9.5
Poultry & Eggs	0.0	0.0	0.0	Casual Labour	9.8	13.2	10.0
TOTAL LIVESTOCK	103.2	77.1	96.4	Contract Work	18.9	16.2	17.6
Cereals (inc. Straw)	298.1	359.9	291.5	TOTAL VARIABLE INPUTS	213.8	210.8	205.0
Fruit & Hops	15.9	29.5	15.1	TOTAL GROSS MARGIN	306.2	376.4	319.3
Other Crops	68.6	85.5	89.4	<u>FIXED INPUTS</u>			
TOTAL CROPS	382.6	474.9	396.0	Regular Labour-Paid	65.5	68.2	64.9
Miscellaneous				Regular Labour-Unpaid	38.3	41.7	35.4
Receipts	15.7	11.7	13.4	Machinery Depreciation	57.6	59.9	54.5
Forage & Tillage				Fuel & Oil	24.5	25.7	22.2
Valn. Changes	8.1	4.1	7.3	Mach.Rep., Veh. Tax & Ins.	33.8	35.8	33.5
Profit or Loss on				Rent & Rates	70.4	75.2	68.5
Prev. year's Valn.	10.4	19.4	11.2	General Overhead Costs	28.3	23.3	27.4
TOTAL ENTERPRISE				TOTAL FIXED INPUTS	318.4	329.8	306.4
OUTPUTS	520.0	587.2	524.3	<u>MANAGEMENT & INV. INCOME</u>	-12.2	46.6	12.9
TOTAL INPUTS	532.2	540.6	511.4	NET FARM INCOME	8.6	70.0	31.7
<u>MANAGEMENT &</u>				HOLDING GAINS ON TEN. CAP.	40.0	46.3	39.8
<u>INVESTMENT INCOME</u>	-12.2	46.6	12.9	N.F.I. INC. HOLDING GAINS	48.6	116.3	71.5

FARM TYPE: PREDOMINANTLY ARABLE - 100 TO 200 HECTARES

<u>DESCRIPTIVE STATISTICS</u>	Average		<u>EFFICIENCY STANDARDS</u>			
	1980/81	Premium	Average	Premium	Average	
	1980/81	1980/81	1980/81	1980/81	1979/81	
% of Land in :Cereals	63		Total Enterprise Output per Ha (£)	520	587	524
Hops & Fruit	0		Standard Output per Ha (£)	533	546	494
Other Crops	8		Output From Forage per Farm			
Forage	28		Forage Ha (£)	443	313	397
Bare Fallow	1		Grazing Livestock Output (less			
Grazing Livestock Units: per 100 ha		%	concentrate) per Adjusted			
Dairy Cows	0	0	Forage Ha (£)	537	295	463
Other Cattle	29	62	Grazing Livestock Units per			
Sheep	18	38	Forage Ha	1.7	1.9	1.8
Total	47	100	Grazing Livestock Units per			
			Adjusted Forage Ha	2.2	2.1	2.4
			Gross Margin per £100 Labour (£)	288	331	314
			Labour Cost per 100 Standard			
			Man-Days (£)	2075	2187	1883
			Machinery Costs per 1000 Tractor			
			Units (£):			
			Licences, Insurance, Repairs	2218	2260	1912
			Fuel and Electricity	1603	1670	1282
			Contract	1264	1069	1031
			Depreciation	3702	3855	3108
			Total	8787	8854	7333
			Gross Margin per £100 Machinery			
			Costs (£)	243	288	270
			Gross Margin per £100 Labour and			
			Machinery (£)	126	149	138

	Average	Premium	Average
	1980/81	1980/81	1979/81
<u>TENANTS CAPITAL</u> (£ per ha)			
Livestock	146.70	112.10	148.30
Crops and Cultivations	216.70	225.80	200.90
Stores, etc	72.90	76.30	70.70
Machinery & Equipment	313.50	344.30	308.80
TOTAL	749.80	758.50	728.70
Management & Investment			
Income as a % of			
Tenants Capital	-2.0%	6.3%	1.9%

FARM TYPE: PREDOMINANTLY ARABLE - OVER 200 HECTARES

FINANCIAL RESULTS (£ per hectare)

	Average 1980/81	Premium 1980/81	Average 1979/81		Average 1980/81	Premium 1980/81	Average 1979/81
No. of Farm Records	18	9	37	<u>VARIABLE INPUTS</u>			
Average Area (ha)	417.9	319.1	403.1	Bought Feed	17.0	12.8	16.0
				Home-Grown Feed	12.4	11.1	14.0
<u>ENTERPRISE OUTPUTS</u>				Other Livestock V.Is.	8.1	6.1	7.9
Dairy	13.6	12.9	16.3	Seed (inc. Home-Grown)	38.1	31.5	36.8
Other Cattle	54.7	54.2	48.8	Fertilizers	59.9	55.3	59.6
Sheep & Wool	45.7	26.0	39.8	Crop Protection	44.4	42.8	41.1
Pigs	0.0	0.0	0.0	Other Crop V.Is.	20.9	9.1	31.3
Poultry & Eggs	0.0	0.0	0.0	Casual Labour	28.2	13.5	30.3
TOTAL LIVESTOCK	114.0	93.1	104.9	Contract Work	16.7	20.7	14.8
Cereals (inc. Straw)	325.2	376.5	301.2	TOTAL VARIABLE INPUTS	245.7	202.9	251.8
Fruit & Hops	28.0	0.0	43.3	TOTAL GROSS MARGIN	377.0	399.7	367.9
Other Crops	128.1	113.2	141.7	<u>FIXED INPUTS</u>			
TOTAL CROPS	481.3	489.7	486.2	Regular Labour-Paid	93.6	75.4	89.9
Miscellaneous				Regular Labour-Unpaid	7.9	9.6	7.7
Receipts	13.1	10.9	11.9	Machinery Depreciation	60.6	67.5	56.0
Forage & Tillage				Fuel & Oil	27.2	25.0	24.2
Valn. Changes	10.3	2.7	8.0	Mach.Rep., Veh.Tax & Ins.	31.4	27.1	30.9
Profit or Loss on				Rent & Rates	86.7	88.1	79.0
Prev. year's Valn.	4.0	6.2	8.7	General Overhead Costs	29.2	25.5	27.9
TOTAL ENTERPRISE				TOTAL FIXED INPUTS	336.6	318.2	315.6
OUTPUTS	622.7	602.6	619.7	<u>MANAGEMENT & INV.INCOME</u>	40.4	81.5	52.3
TOTAL INPUTS	582.3	521.1	567.4	NET FARM INCOME	42.7	85.5	55.2
<u>MANAGEMENT &</u>				HOLDING GAINS ON TEN.CAP.	38.2	42.3	41.0
<u>INVESTMENT INCOME</u>	40.4	81.5	52.3	N.F.I. INC.HOLDING GAINS	80.9	127.8	96.2

FARM TYPE: PREDOMINANTLY ARABLE - OVER 200 HECTARES

DESCRIPTIVE STATISTICS	Average 1980/81		
% of Land in :Cereals	56		
Hops & Fruit	1		
Other Crops	16		
Forage	25		
Bare Fallow	2		
Grazing Livestock Units: per 100 ha			%
Dairy Cows	2	4	
Other Cattle	15	26	
Sheep	<u>40</u>	<u>70</u>	
Total	<u>57</u>	<u>100</u>	

TENANTS CAPITAL (£ per ha)	Average 1980/81	Premium 1980/81	Average 1979/81
Livestock	131.30	107.40	126.70
Crops and Cultivations	212.10	225.90	214.10
Stores, etc	102.90	90.00	98.30
Machinery & Equipment	<u>334.50</u>	<u>366.40</u>	<u>314.70</u>
TOTAL	<u>780.80</u>	<u>789.70</u>	<u>753.80</u>
Management & Investment Income as a % of Tenants Capital	5.3%	10.9%	7.1%

EFFICIENCY STANDARDS	Average 1980/81	Premium 1980/81	Average 1979/81
Total Enterprise Output per Ha (£)	623	603	620
Standard Output per Ha (£)	593	559	559
Output From Forage per Farm Forage Ha (£)	524	661	496
Grazing Livestock Output (less concentrate) per Adjusted Forage Ha (£)	422	350	385
Grazing Livestock Units per Forage Ha	2.2	2.1	2.3
Grazing Livestock Units per Adjusted Forage Ha	2.4	2.1	2.7
Gross Margin per £100 Labour (£)	351	437	351
Labour Cost per 100 Standard Man-Days (£)	1941	2042	1751
Machinery Costs per 1000 Tractor Units (£):			
Licences, Insurance, Repairs	1945	2002	1604
Fuel and Electricity	1675	1814	1290
Contract	1159	1655	853
Depreciation	<u>3941</u>	<u>4958</u>	<u>3101</u>
Total	<u>8720</u>	<u>10429</u>	<u>6848</u>
Gross Margin per £100 Machinery Costs (£)	288	299	301
Gross Margin per £100 Labour and Machinery (£)	151	171	153

FARM TYPE: PREDOMINANTLY SHEEP/CATTLE - UNDER 100 HECTARES

FINANCIAL RESULTS (£ per hectare)

	Average 1980/81	Premium 1980/81	Average 1979/81		Average 1980/81	Premium 1980/81	Average 1979/81
No. of Farm Records	8	3	16	<u>VARIABLE INPUTS</u>			
Average Area (ha)	58.0	70.5	56.2	Bought Feed	39.1	71.4	48.8
				Home-Grown Feed	29.9	45.2	28.4
<u>ENTERPRISE OUTPUTS</u>				Other Livestock V.Is.	20.3	26.2	19.8
Dairy	0.0	0.0	0.0	Seed (inc. Home-Grown)	6.4	10.4	7.0
Other Cattle	156.0	266.0	163.3	Fertilizers	30.7	35.0	27.4
Sheep & Wool	95.6	68.4	88.0	Crop Protection	6.5	11.3	4.6
Pigs	0.0	0.0	0.0	Other Crop V.Is.	2.8	3.6	2.3
Poultry & Eggs	0.2	0.0	12.8	Casual Labour	6.2	7.9	5.0
TOTAL LIVESTOCK	251.8	334.4	264.1	Contract Work	9.7	7.4	8.6
Cereals (inc. Straw)	71.9	113.7	67.5	TOTAL VARIABLE INPUTS	151.6	218.4	151.9
Fruit & Hops	0.0	0.0	0.0	TOTAL GROSS MARGIN	208.5	277.5	212.1
Other Crops	7.2	0.2	7.5	<u>FIXED INPUTS</u>			
TOTAL CROPS	79.1	113.9	75.0	Regular Labour-Paid	42.5	23.8	30.3
Miscellaneous				Regular Labour-Unpaid	86.7	82.7	91.2
Receipts	23.5	42.1	18.5	Machinery Depreciation	43.0	53.3	37.9
Forage & Tillage				Fuel & Oil	18.3	13.7	18.3
Valn. Changes	4.9	3.8	4.4	Mach.Rep., Veh.Tax & Ins.	25.3	23.8	22.9
Profit or Loss on				Rent & Rates	83.6	81.3	76.0
Prev. year's Valn.	0.8	1.7	2.0	General Overhead Costs	38.9	36.0	29.4
TOTAL ENTERPRISE				TOTAL FIXED INPUTS	338.3	314.6	306.0
OUTPUTS	360.1	495.9	364.0	<u>MANAGEMENT & INV.INCOME</u>	-129.8	-37.1	-93.9
TOTAL INPUTS	489.9	533.0	457.9	NET FARM INCOME	-57.9	26.5	-17.0
<u>MANAGEMENT &</u>				HOLDING GAINS ON TEN.CAP.	25.1	36.1	26.3
<u>INVESTMENT INCOME</u>	-129.8	-37.1	-93.9	N.F.I.INC.HOLDING GAINS	-32.8	62.6	9.3

FARM TYPE: PREDOMINANTLY SHEEP/CATTLE - UNDER 100 HECTARES

<u>DESCRIPTIVE STATISTICS</u>	Average		Average Premium Average			
	1980/81		1980/81	1980/81	1979/81	
<u>% of Land in :</u>						
Cereals	19					
Hops & Fruit	0					
Other Crops	1					
Forage	80					
Bare Fallow	0					
<u>Grazing Livestock Units:</u>	<u>per 100 ha</u>	<u>%</u>				
Dairy Cows	0	0				
Other Cattle	55	44				
Sheep	<u>101</u>	<u>56</u>				
Total	<u>156</u>	<u>100</u>				
<hr/>						
<u>TENANTS CAPITAL</u> (£ per ha)			Average	Premium	Average	
			1980/81	1980/81	1979/81	
Livestock	344.40	457.90	348.20			
Crops and Cultivations	60.80	82.90	56.90			
Stores, etc	33.90	50.40	31.00			
Machinery & Equipment	<u>241.50</u>	<u>300.90</u>	<u>215.70</u>			
TOTAL	<u>680.60</u>	<u>892.10</u>	<u>651.80</u>			
Management & Investment						
Income as a % of						
Tenants Capital	-23.6%	-5.3%	-18.7%			
<hr/>						
			<u>EFFICIENCY STANDARDS</u>			
			Total Enterprise Output per Ha (£)	360	496	364
			Standard Output per Ha (£)	383	508	360
			Output From Forage per Farm Forage Ha (£)	397	628	388
			Grazing Livestock Output (less concentrate) per Adjusted Forage Ha (£)	254	322	276
			Grazing Livestock Units per Forage Ha	2.1	2.6	2.1
			Grazing Livestock Units per Adjusted Forage Ha	2.3	2.7	2.2
			Gross Margin per £100 Labour (£)	167	243	180
			Labour Cost per 100 Standard Man-Days (£)	2241	1709	1969
			Machinery Costs per 1000 Tractor Units (£):			
			Licences, Insurance, Repairs	1584	1396	1298
			Fuel and Electricity	1154	812	1024
			Contract	573	412	474
			Depreciation	<u>2725</u>	<u>3256</u>	<u>2143</u>
			Total	<u>6036</u>	<u>5876</u>	<u>4939</u>
			Gross Margin per £100 Machinery Costs (£)	262	331	276
			Gross Margin per £100 Labour and Machinery (£)	96	134	104

FARM TYPE: PREDOMINANTLY SHEEP/CATTLE - OVER 100 HECTARES

FINANCIAL RESULTS (£ per hectare)

	Average 1980/81	Premium 1980/81	Average 1979/81		Average 1980/81	Premium 1980/81	Average 1979/81
No. of Farm Records	3	0	6	<u>VARIABLE INPUTS</u>			
Average Area (ha)	161.4	0.0	167.5	Bought Feed	33.9	0.0	38.0
				Home-Grown Feed	16.2	0.0	23.5
<u>ENTERPRISE OUTPUTS</u>				Other Livestock V.Is.	15.5	0.0	18.0
Dairy	0.0	0.0	0.0	Seed (inc. Home-Grown)	10.7	0.0	13.5
Other Cattle	62.7	0.0	101.9	Fertilizers	25.2	0.0	31.8
Sheep & Wool	171.1	0.0	159.0	Crop Protection	6.6	0.0	7.0
Pigs	0.0	0.0	0.0	Other Crop V.Is.	3.5	0.0	5.5
Poultry & Eggs	2.0	0.0	2.0	Casual Labour	4.6	0.0	4.5
TOTAL LIVESTOCK	<u>235.8</u>	<u>0.0</u>	<u>262.9</u>	Contract Work	<u>2.6</u>	<u>0.0</u>	<u>3.8</u>
Cereals (inc. Straw)	82.3	0.0	103.7	TOTAL VARIABLE INPUTS	<u>118.8</u>	<u>0.0</u>	<u>145.6</u>
Fruit & Hops	0.0	0.0	0.0	TOTAL GROSS MARGIN	<u>242.5</u>	<u>0.0</u>	<u>279.3</u>
Other Crops	22.5	0.0	36.5	<u>FIXED INPUTS</u>			
TOTAL CROPS	<u>104.8</u>	<u>0.0</u>	<u>140.2</u>	Regular Labour-Paid	37.7	0.0	50.0
Miscellaneous				Regular Labour-Unpaid	63.7	0.0	56.1
Receipts	14.6	0.0	13.4	Machinery Depreciation	42.2	0.0	51.0
Forage & Tillage				Fuel & Oil	21.2	0.0	21.0
Valn. Changes	3.8	0.0	6.5	Mach.Rep.,Veh.Tax & Ins.	23.6	0.0	25.6
Profit or Loss on				Rent & Rates	77.7	0.0	78.1
Prev. year's Valn.	2.3	0.0	2.0	General Overhead Costs	<u>24.7</u>	<u>0.0</u>	<u>29.1</u>
TOTAL ENTERPRISE				TOTAL FIXED INPUTS	<u>290.8</u>	<u>0.0</u>	<u>310.9</u>
OUTPUTS	361.3	0.0	425.0	<u>MANAGEMENT & INV.INCOME</u>	<u>-48.3</u>	<u>0.0</u>	<u>-31.5</u>
TOTAL INPUTS	<u>409.6</u>	<u>0.0</u>	<u>456.5</u>	NET FARM INCOME	-34.8	0.0	-23.4
<u>MANAGEMENT &</u>				HOLDING GAINS ON TEN.CAP.	<u>30.7</u>	<u>0.0</u>	<u>33.7</u>
<u>INVESTMENT INCOME</u>	<u>-48.3</u>	<u>0.0</u>	<u>-31.5</u>	N.F.I.INC.HOLDING GAINS	<u>-4.1</u>	<u>0.0</u>	<u>10.3</u>

FARM TYPE: PREDOMINANTLY SHEEP/CATTLE OVER 100 HECTARES

<u>DESCRIPTIVE STATISTICS</u>		Average 1980/81	<u>EFFICIENCY STANDARDS</u>			
			Average 1980/81	Premium 1980/81	Average 1979/81	
% of Land in :Cereals		17	Total Enterprise Output per Ha (£)	361	0	425
Hops & Fruit		0	Standard Output per Ha (£)	387	0	413
Other Crops		3	Output From Forage per Farm			
Forage		80	Forage Ha (£)	272	0	358
Bare Fallow		0	Grazing Livestock Output (less concentrate) per Adjusted Forage Ha (£)	228	0	298
Grazing Livestock Units: per 100 ha	%		Grazing Livestock Units per Forage Ha	2.3	0.0	2.5
Dairy Cows		0	Grazing Livestock Units per Adjusted Forage Ha	2.0	0.0	2.4
Other Cattle		35	Gross Margin per £100 Labour (£)	224	0	249
Sheep		<u>145</u>	Labour Cost per 100 Standard Man-Days (£)	1568	0	1489
Total		<u>180</u>	Machinery Costs per 1000 Tractor Units (£):			
			Licences, Insurance, Repairs	1378	0	1246
			Fuel and Electricity	1301	0	1074
			Contract	143	0	169
			Depreciation	<u>2512</u>	<u>0</u>	<u>2465</u>
			Total	<u>5334</u>	<u>0</u>	<u>4954</u>
			Gross Margin per £100 Machinery Costs (£)	268	0	274
			Gross Margin per £100 Labour and Machinery (£)	122	0	130
<u>TENANTS CAPITAL (£ per ha)</u>						
Livestock		288.50	0.0	333.60		
Crops and Cultivations		64.80	0.0	92.00		
Stores, etc		31.40	0.0	37.80		
Machinery & Equipment		<u>261.80</u>	<u>0.0</u>	<u>294.00</u>		
TOTAL		<u>646.50</u>	<u>0.0</u>	<u>757.40</u>		
Management & Investment Income as a % of Tenants Capital		-8.8%	0.0%	-5.0%		

FARM TYPE: PREDOMINANTLY PIGS/POULTRY

FINANCIAL RESULTS (£ per hectare)

	Average 1980/81	Premium 1980/81	Average 1979/81		Average 1980/81	Premium 1980/81	Average 1979/81
No. of Farm Records	2	0	5	<u>VARIABLE INPUTS</u>			
Average Area (ha)	59.2	0.0	64.7	Bought Feed	1137.2	0.0	933.2
				Home-Grown Feed	61.0	0.0	53.7
<u>ENTERPRISE OUTPUTS</u>				Other Livestock V.Is.	153.8	0.0	141.6
Dairy	0.0	0.0	109.8	Seed (inc. Home-Grown)	33.8	0.0	38.1
Other Cattle	45.6	0.0	38.3	Fertilizers	43.7	0.0	52.7
Sheep & Wool	156.2	0.0	110.3	Crop Protection	25.0	0.0	22.0
Pigs	831.2	0.0	674.8	Other Crop V.Is.	22.1	0.0	23.1
Poultry & Eggs	1878.2	0.0	1429.9	Casual Labour	140.7	0.0	122.7
TOTAL LIVESTOCK	2911.2	0.0	2363.1	Contract Work	60.3	0.0	53.1
Cereals (inc. Straw)	195.3	0.0	190.9	TOTAL VARIABLE INPUTS	1677.6	0.0	1440.2
Fruit & Hops	17.4	0.0	9.0	TOTAL GROSS MARGIN	1567.9	0.0	1261.2
Other Crops	109.2	0.0	117.7	<u>FIXED INPUTS</u>			
TOTAL CROPS	321.9	0.0	317.6	Regular Labour-Paid	660.3	0.0	494.8
Miscellaneous				Regular Labour-Unpaid	59.2	0.0	55.2
Receipts	9.3	0.0	8.9	Machinery Depreciation	124.4	0.0	102.5
Forage & Tillage				Fuel & Oil	232.1	0.0	167.4
Valn. Changes	2.9	0.0	4.4	Mach.Rep., Veh.Tax & Ins.	161.1	0.0	126.8
Profit or Loss on				Rent & Rates	134.6	0.0	123.1
Prev. year's Valn.	0.2	0.0	7.4	General Overhead Costs	167.1	0.0	120.0
TOTAL ENTERPRISE				TOTAL FIXED INPUTS	1538.8	0.0	1189.8
OUTPUTS	3245.5	0.0	2701.4	<u>MANAGEMENT & INV.INCOME</u>	29.1	0.0	71.4
TOTAL INPUTS	3216.4	0.0	2630.0	NET FARM INCOME	88.3	0.0	126.5
<u>MANAGEMENT &</u>				HOLDING GAINS ON TEN.CAP.	103.3	0.0	87.6
<u>INVESTMENT INCOME</u>	29.1	0.0	71.4	N.F.I.INC.HOLDING GAINS	191.6	0.0	214.1

FARM TYPE: PREDOMINANTLY PIGS/POULTRY

<u>DESCRIPTIVE STATISTICS</u>	Average		<u>EFFICIENCY STANDARDS</u>			
	1980/81		Average	Premium	Average	
			1980/81	1980/81	1979/81	
% of Land in :Cereals	54		Total Enterprise Output per Ha (£)	3246	0	2701
Hops & Fruit	1		Standard Output per Ha (£)	3439	0	2740
Other Crops	12		Output From Forage per Farm			
Forage	30		Forage Ha (£)	656	0	714
Bare Fallow	3		Grazing Livestock Output (less			
Grazing Livestock Units: per 100 ha		%	concentrate) per Adjusted			
Dairy Cows	0	0	Forage Ha (£)	342	0	381
Other Cattle	11	11	Grazing Livestock Units per			
Sheep	86	89	Forage Ha	3.4	0.0	2.7
Total	97	100	Grazing Livestock Units per			
			Adjusted Forage Ha	2.5	0.0	2.2
			Gross Margin per £100 Labour (£)	182	0	179
			Labour Cost per 100 Standard			
			Man-Days (£)	2741	0	2011
			Machinery Costs per 1000 Tractor			
			Units (£):			
			Licences, Insurance, Repairs	5960	0	4255
			Fuel and Electricity	8150	0	5356
			Contract	2795	0	2168
			Depreciation	4052	0	3036
			Total	20957	0	14815
			Gross Margin per £100 Machinery			
			Costs (£)	279	0	273
			Gross Margin per £100 Labour and			
			Machinery (£)	109	0	107

	Average	Premium	Average
	1980/81	1980/81	1979/81
<u>TENANTS CAPITAL (£ per ha)</u>			
Livestock	881.40	0.0	783.20
Crops and Cultivations	203.70	0.0	161.50
Stores, etc	84.60	0.0	82.40
Machinery & Equipment	766.80	0.0	654.50
TOTAL	1936.50	0.0	1681.60
Management & Investment			
Income as a % of			
Tenants Capital	2.6%	0.0%	2.7%

FARM TYPE: MILK AND ARABLE - UNDER 200 HECTARES

FINANCIAL RESULTS (£ per hectare)

	Average 1980/81	Premium 1980/81	Average 1979/81		Average 1980/81	Premium 1980/81	Average 1979/81
No. of Farm Records	9	4	19	<u>VARIABLE INPUTS</u>			
Average Area (ha)	144.1	163.0	138.0	Bought Feed	153.8	104.6	149.7
				Home-Grown Feed	37.6	53.9	41.4
<u>ENTERPRISE OUTPUTS</u>				Other Livestock V.Is.	23.0	19.6	22.5
Dairy	390.0	430.5	393.9	Seed (inc. Home-Grown)	49.6	28.2	53.2
Other Cattle	160.3	124.9	129.5	Fertilizers	71.0	66.3	76.0
Sheep & Wool	8.3	0.0	4.0	Crop Protection	20.1	17.8	22.0
Pigs	0.0	0.0	0.0	Other Crop V.Is.	13.4	10.9	13.6
Poultry & Eggs	0.2	0.0	0.1	Casual Labour	19.0	12.1	19.1
TOTAL LIVESTOCK	558.8	555.4	527.4	Contract Work	9.3	7.7	9.0
Cereals (inc. Straw)	150.4	152.2	160.2	TOTAL VARIABLE INPUTS	396.8	321.1	406.5
Fruit & Hops	0.0	0.0	0.0	TOTAL GROSS MARGIN	480.3	574.4	480.9
Other Crops	84.4	65.8	129.9	<u>FIXED INPUTS</u>			
TOTAL CROPS	234.8	218.0	290.1	Regular Labour-Paid	136.5	133.2	137.4
Miscellaneous				Regular Labour-Unpaid	37.0	21.8	38.9
Receipts	62.5	114.2	50.7	Machinery Depreciation	107.5	137.8	90.2
Forage & Tillage				Fuel & Oil	36.9	32.0	34.7
Valn. Changes	12.1	6.9	6.4	Mach.Rep.,Veh.Tax & Ins.	47.4	47.2	46.1
Profit or Loss on				Rent & Rates	77.6	76.3	73.2
Prev. year's Valn.	8.9	1.0	12.8	General Overhead Costs	48.5	45.9	43.1
TOTAL ENTERPRISE				TOTAL FIXED INPUTS	491.4	494.2	463.6
OUTPUTS	877.1	895.5	887.4	MANAGEMENT & INV.INCOME	-11.1	80.2	17.3
TOTAL INPUTS	888.2	815.3	870.1	NET FARM INCOME	4.2	94.1	33.3
<u>MANAGEMENT &</u>				HOLDING GAINS ON TEN.CAP.	65.7	83.7	67.3
<u>INVESTMENT INCOME</u>	-11.1	80.2	17.3	N.F.I.INC.HOLDING GAINS	69.9	177.8	100.6

FARM TYPE: MILK AND ARABLE - UNDER 200 HECTARES

<u>DESCRIPTIVE STATISTICS</u>	Average 1980/81	
% of Land in :Cereals	39	
Hops & Fruit	0	
Other Crops	7	
Forage	54	
Bare Fallow	0	
Grazing Livestock Units: per 100 ha	%	
Dairy Cows	65	56
Other Cattle	44	38
Sheep	<u>8</u>	<u>6</u>
Total	<u>117</u>	<u>100</u>

<u>TENANTS CAPITAL</u> (£ per ha)	Average Premium Average 1980/81 1980/81 1979/81		
Livestock	359.20	398.10	351.30
Crops and Cultivations	140.60	116.90	140.00
Stores, etc	74.10	88.10	72.90
Machinery & Equipment	<u>575.40</u>	<u>758.50</u>	<u>539.10</u>
TOTAL	<u>1149.30</u>	<u>1361.60</u>	<u>1103.30</u>
Management & Investment Income as a % of Tenants Capital	-1.7%	6.7%	0.6%

<u>EFFICIENCY STANDARDS</u>	Average Premium Average 1980/81 1980/81 1979/81		
Total Enterprise Output per Ha (£)	877	896	887
Standard Output per Ha (£)	868	828	819
Output From Forage per Farm Forage Ha (£)	1037	972	1032
Grazing Livestock Output (less concentrate) per Adjusted Forage Ha (£)	671	717	620
Grazing Livestock Units per Forage Ha	2.2	2.0	2.2
Grazing Livestock Units per Adjusted Forage Ha	2.1	2.0	2.1
Gross Margin per £100 Labour (£)	254	330	250
Labour Cost per 100 Standard Man-Days (£)	1855	1838	1739
Machinery Costs per 1000 Tractor Units (£):			
Licences, Insurance, Repairs	2381	2499	1988
Fuel and Electricity	1822	1706	1492
Contract	542	538	437
Depreciation	<u>5009</u>	<u>6357</u>	<u>3754</u>
Total	<u>9754</u>	<u>11100</u>	<u>7671</u>
Gross Margin per £100 Machinery Costs (£)	269	305	296
Gross Margin per £100 Labour and Machinery (£)	125	153	131

FARM TYPE: MILK AND ARABLE - OVER 200 HECTARES

	<u>FINANCIAL RESULTS (£ per hectare)</u>						
	Average 1980/81	Premium 1980/81	Average 1979/81		Average 1980/81	Premium 1980/81	Average 1979/81
No. of Farm Records	10	5	18	<u>VARIABLE INPUTS</u>			
Average Area (ha)	301.9	296.8	311.6	Bought Feed	115.2	120.2	113.2
<u>ENTERPRISE OUTPUTS</u>				Home-Grown Feed	33.4	43.4	33.8
Dairy	324.4	371.2	308.7	Other Livestock V.Is.	23.2	26.5	20.8
Other Cattle	101.8	112.0	90.7	Seed (inc. Home-Grown)	22.5	24.1	19.7
Sheep & Wool	0.9	1.6	0.5	Fertilizers	67.7	72.8	63.5
Pigs	0.0	0.0	0.0	Crop Protection	26.1	27.9	20.6
Poultry & Eggs	0.0	0.0	0.0	Other Crop V.Is.	7.1	9.0	6.3
TOTAL LIVESTOCK	<u>427.1</u>	<u>484.8</u>	<u>399.9</u>	Casual Labour	10.9	12.9	10.4
Cereals (inc. Straw)	241.7	286.5	233.8	Contract Work	<u>18.6</u>	<u>10.3</u>	<u>17.7</u>
Fruit & Hops	21.3	42.6	17.8	TOTAL VARIABLE INPUTS	<u>324.7</u>	<u>347.1</u>	<u>306.0</u>
Other Crops	9.8	14.5	7.9	TOTAL GROSS MARGIN	<u>389.6</u>	<u>496.1</u>	<u>374.4</u>
TOTAL CROPS	<u>272.8</u>	<u>343.6</u>	<u>259.5</u>	<u>FIXED INPUTS</u>			
Miscellaneous				Regular Labour-Paid	112.2	112.1	101.0
Receipts	7.2	7.9	7.5	Regular Labour-Unpaid	22.6	33.0	21.0
Forage & Tillage				Machinery Depreciation	50.0	53.0	45.4
Valn. Changes	3.6	-.1	5.3	Fuel & Oil	31.5	34.7	26.6
Profit or Loss on				Mach.Rep., Veh. Tax & Ins.	35.7	40.4	32.2
Prev. year's Valn.	3.6	7.0	8.2	Rent & Rates	77.7	85.8	75.6
TOTAL ENTERPRISE				General Overhead Costs	30.1	31.1	28.1
OUTPUTS	714.3	843.2	680.4	TOTAL FIXED INPUTS	<u>359.8</u>	<u>390.1</u>	<u>329.9</u>
TOTAL INPUTS	<u>684.5</u>	<u>737.2</u>	<u>635.9</u>	<u>MANAGEMENT & INV. INCOME</u>	<u>29.8</u>	<u>106.0</u>	<u>44.5</u>
<u>MANAGEMENT &</u>				NET FARM INCOME	41.1	121.1	55.9
<u>INVESTMENT INCOME</u>	<u>29.8</u>	<u>106.0</u>	<u>44.5</u>	HOLDING GAINS ON TEN. CAP.	38.6	38.5	37.2
				N.F.I. INC. HOLDING GAINS	79.7	159.6	93.1

FARM TYPE: MILK AND ARABLE - OVER 200 HECTARES

DESCRIPTIVE STATISTICS	Average		Average Premium Average		
	1980/81		1980/81	1980/81	1979/81
% of Land in :Cereals	49				
Hops & Fruit	0				
Other Crops	2				
Forage	48				
Bare Fallow	1				
Grazing Livestock Units: per 100 ha		%			
Dairy Cows	46	55			
Other Cattle	37	44			
Sheep	<u>1</u>	<u>1</u>			
Total	<u>84</u>	<u>100</u>			
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	Average	Premium	Average		
	1980/81	1980/81	1979/81		
<u>TENANTS CAPITAL</u> (£ per ha)					
Livestock	304.50	321.50	290.30		
Crops and Cultivations	181.00	205.30	165.10		
Stores, etc	71.60	84.80	66.50		
Machinery & Equipment	<u>283.60</u>	<u>328.00</u>	<u>268.60</u>		
TOTAL	<u>840.70</u>	<u>939.60</u>	<u>790.50</u>		
Management & Investment					
Income as a % of					
Tenants Capital	2.7%	11.3%	5.2%		
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	EFFICIENCY STANDARDS				
Total Enterprise Output per Ha (£)	714	843	680		
Standard Output per Ha (£)	682	772	631		
Output From Forage per Farm Forage Ha (£)	915	1098	879		
Grazing Livestock Output (less concentrate) per Adjusted Forage Ha (£)	611	716	571		
Grazing Livestock Units per Forage Ha	1.8	2.1	1.8		
Grazing Livestock Units per Adjusted Forage Ha	1.8	2.0	1.8		
Gross Margin per £100 Labour (£)	266	317	286		
Labour Cost per 100 Standard Man-Days (£)	2085	1991	1869		
Machinery Costs per 1000 Tractor Units (£):					
Licences, Insurance, Repairs	2135	2300	1747		
Fuel and Electricity	1881	1943	1458		
Contract	1145	557	957		
Depreciation	<u>3011</u>	<u>3042</u>	<u>2480</u>		
Total	<u>8172</u>	<u>7842</u>	<u>6642</u>		
Gross Margin per £100 Machinery Costs (£)	292	362	317		
Gross Margin per £100 Labour and Machinery (£)	138	168	149		

FARM TYPE: SHEEP/CATTLE AND ARABLE - UNDER 100 HECTARES

	<u>FINANCIAL RESULTS (£ per hectare)</u>						
	Average 1980/81	Premium 1980/81	Average 1979/81		Average 1980/81	Premium 1980/81	Average 1979/81
No. of Farm Records	10	5	18	<u>VARIABLE INPUTS</u>			
Average Area (ha)	61.4	76.3	58.0	Bought Feed	48.9	74.3	46.6
				Home-Grown Feed	34.5	45.8	28.2
<u>ENTERPRISE OUTPUTS</u>				Other Livestock V.Is.	16.8	19.9	15.3
Dairy	0.0	0.0	0.0	Seed (inc. Home-Grown)	21.2	30.3	21.5
Other Cattle	127.5	156.8	98.2	Fertilizers	45.3	52.3	43.7
Sheep & Wool	74.1	64.9	72.0	Crop Protection	12.6	15.8	11.7
Pigs	0.0	0.0	0.0	Other Crop V.Is.	1.7	1.2	3.0
Poultry & Eggs	16.1	31.9	18.4	Casual Labour	9.3	6.9	8.4
TOTAL LIVESTOCK	217.7	253.6	188.6	Contract Work	11.7	11.0	14.5
Cereals (inc. Straw)	145.3	190.7	150.8	TOTAL VARIABLE INPUTS	202.0	257.5	192.9
Fruit & Hops	0.0	0.0	0.0	TOTAL GROSS MARGIN	198.2	232.1	201.1
Other Crops	16.7	20.8	29.2	<u>FIXED INPUTS</u>			
TOTAL CROPS	162.0	211.5	180.0	Regular Labour-Paid	15.1	30.2	16.9
Miscellaneous				Regular Labour-Unpaid	91.0	55.9	84.2
Receipts	19.8	23.0	16.4	Machinery Depreciation	51.0	45.9	47.6
Forage & Tillage				Fuel & Oil	20.4	19.6	18.7
Valn. Changes	0.5	1.1	2.0	Mach.Rep.,Veh.Tax & Ins.	27.8	23.3	27.4
Profit or Loss on				Rent & Rates	69.8	60.0	68.2
Prev. year's Valn.	0.2	0.4	7.0	General Overhead Costs	34.1	24.7	34.7
TOTAL ENTERPRISE				TOTAL FIXED INPUTS	309.2	259.6	297.7
OUTPUTS	400.2	489.6	394.0	<u>MANAGEMENT & INV.INCOME</u>	-111.0	-27.5	96.6
TOTAL INPUTS	511.2	517.1	490.6	NET FARM INCOME	-20.0	28.4	-12.4
<u>MANAGEMENT &</u>				HOLDING GAINS ON TEN.CAP.	30.9	33.5	33.5
<u>INVESTMENT INCOME</u>	-111.0	-27.5	-96.6	N.F.I.INC.HOLDING GAINS	10.9	61.9	21.1

FARM TYPE: SHEEP/CATTLE AND ARABLE - UNDER 100 HECTARES

DESCRIPTIVE STATISTICS	Average		EFFICIENCY STANDARDS			
	1980/81	Premium	1980/81	1980/81	1979/81	
% of Land in :Cereals	39		Total Enterprise Output per Ha (£)	400	490	394
Hops & Fruit	0		Standard Output per Ha (£)	454	575	419
Other Crops	1		Output From Forage per Farm			
Forage	59		Forage Ha (£)	406	530	351
Bare Fallow	1		Grazing Livestock Output (less concentrate) per Adjusted Forage Ha (£)	244	277	202
Grazing Livestock Units: per 100 ha		%	Grazing Livestock Units per Forage Ha	2.1	2.5	2.3
Dairy Cows	0	0	Grazing Livestock Units per Adjusted Forage Ha	2.2	2.7	2.5
Other Cattle	46	46	Gross Margin per £100 Labour (£)	185	243	194
Sheep	68	54	Labour Cost per 100 Standard Man-Days (£)	1945	1514	1756
Total	117	100	Machinery Costs per 1000 Tractor Units (£):			
			Licences, Insurance, Repairs	1875	1463	1650
			Fuel and Electricity	1361	1241	1125
			Contract	683	624	767
			Depreciation	3338	2842	2783
			Total	7257	6170	6325
			Gross Margin per £100 Machinery Costs (£)	182	215	198
			Gross Margin per £100 Labour and Machinery (£)	88	111	94
<u>TENANTS CAPITAL (£ per ha)</u>						
Livestock	267.60	267.60	243.50			
Crops and Cultivations	76.90	103.80	97.90			
Stores, etc	51.80	59.20	47.70			
Machinery & Equipment	308.60	290.00	287.70			
TOTAL	704.90	720.60	676.80			
Management & Investment						
Income as a % of						
Tenants Capital	-17.6%	-7.3%	-15.4%			

FARM TYPE: SHEEP/CATTLE AND ARABLE - OVER 100 HECTARES

FINANCIAL RESULTS (£ per hectare)

	Average 1980/81	Premium 1980/81	Average 1979/81		Average 1980/81	Premium 1980/81	Average 1979/81
No. of Farm Records	16	8	26	<u>VARIABLE INPUTS</u>			
Average Area (ha)	170.3	197.5	175.7	Bought Feed	34.4	31.3	32.6
				Home-Grown Feed	38.5	32.7	37.3
<u>ENTERPRISE OUTPUTS</u>				Other Livestock V.Is.	18.2	21.3	16.8
Dairy	0.0	0.0	0.0	Seed (inc. Home-Grown)	21.6	19.0	20.9
Other Cattle	127.0	113.4	114.8	Fertilizers	54.4	51.1	51.3
Sheep & Wool	91.4	103.8	92.0	Crop Protection	23.0	23.0	20.8
Pigs	0.0	0.0	0.0	Other Crop V.Is.	5.5	5.8	5.9
Poultry & Eggs	0.2	0.4	0.1	Casual Labour	12.2	13.6	11.4
TOTAL LIVESTOCK	218.6	217.6	207.0	Contract Work	15.7	20.7	13.3
Cereals (inc. Straw)	217.3	228.5	207.0	TOTAL VARIABLE INPUTS	223.5	218.5	210.2
Fruit & Hops	7.1	2.3	8.8	TOTAL GROSS MARGIN	277.5	295.7	276.9
Other Crops	29.8	47.2	30.6	<u>FIXED INPUTS</u>			
TOTAL CROPS	254.2	278.0	246.4	Regular Labour-Paid	75.9	63.2	73.4
Miscellaneous				Regular Labour-Unpaid	29.5	24.5	28.0
Receipts	19.0	11.0	18.0	Machinery Depreciation	49.5	44.7	47.7
Forage & Tillage				Fuel & Oil	22.7	21.2	20.6
Valn. Changes	3.7	-1.4	6.4	Mach.Rep.,Veh.Tax & Ins.	33.2	29.7	31.7
Profit or Loss on				Rent & Rates	74.6	67.5	74.1
Prev. year's Valn.	5.5	9.0	9.3	General Overhead Costs	29.6	25.2	28.7
TOTAL ENTERPRISE				TOTAL FIXED INPUTS	314.9	276.0	304.2
OUTPUTS	501.0	514.2	487.1	<u>MANAGEMENT & INV.INCOME</u>	-37.4	19.7	-27.3
TOTAL INPUTS	538.4	494.5	514.4	NET FARM INCOME	-15.7	39.5	-6.3
<u>MANAGEMENT &</u>				HOLDING GAINS ON TEN.CAP.	38.6	33.5	36.2
<u>INVESTMENT INCOME</u>	-37.4	19.7	-27.3	N.F.I.INC.HOLDING GAINS	22.9	73.0	29.9

FARM TYPE: SHEEP/CATTLE AND ARABLE - OVER 100 HECTARES

<u>DESCRIPTIVE STATISTICS</u>	Average	
	1980/81	1979/81
% of Land in :Cereals	47	
Hops & Fruit	1	
Other Crops	3	
Forage	49	
Bare Fallow	0	
Grazing Livestock Units: per 100 ha		%
Dairy Cows	0	0
Other Cattle	52	49
Sheep	<u>83</u>	<u>51</u>
Total	<u>135</u>	<u>100</u>

<u>TENANTS CAPITAL</u> (£ per ha)	Average Premium Average		
	1980/81	1980/81	1979/81
Livestock	319.20	324.80	307.80
Crops and Cultivations	194.80	204.30	184.60
Stores, etc	46.70	38.50	45.10
Machinery & Equipment	<u>285.90</u>	<u>252.30</u>	<u>276.40</u>
TOTAL	<u>846.60</u>	<u>819.90</u>	<u>813.90</u>
Management & Investment			
Income as a % of			
Tenants Capital	-4.0%	2.4%	-3.4%

<u>EFFICIENCY STANDARDS</u>	Average Premium Average		
	1980/81	1980/81	1979/81
Total Enterprise Output per Ha (£)	501	514	487
Standard Output per Ha (£)	509	504	466
Output From Forage per Farm Forage Ha (£)	482	499	461
Grazing Livestock Output (less concentrate) per Adjusted Forage Ha (£)	323	339	368
Grazing Livestock Units per Forage Ha	2.8	3.3	2.8
Grazing Livestock Units per Adjusted Forage Ha	2.9	3.0	3.4
Gross Margin per £100 Labour (£)	250	297	259
Labour Cost per 100 Standard Man-Days (£)	1827	1621	1699
Machinery Costs per 1000 Tractor Units (£):			
Licences, Insurance, Repairs	1990	1846	1728
Fuel and Electricity	1345	1351	1121
Contract	839	1021	677
Depreciation	<u>2978</u>	<u>2885</u>	<u>2590</u>
Total	<u>7152</u>	<u>7113</u>	<u>6116</u>
Gross Margin per £100 Machinery Costs (£)	237	265	250
Gross Margin per £100 Labour and Machinery (£)	120	139	125

FARM TYPE: MILK, SHEEP/CATTLE AND ARABLE

FINANCIAL RESULTS (£ per hectare)

	Average 1980/81	Premium 1980/81	Average 1979/81		Average 1980/81	Premium 1980/81	Average 1979/81
No. of Farm Records	11	5	18	<u>VARIABLE INPUTS</u>			
Average Area (ha)	204.0	183.6	225.1	Bought Feed	140.0	125.5	131.2
				Home-Grown Feed	35.6	49.8	32.6
<u>ENTERPRISE OUTPUTS</u>				Other Livestock V.Is.	26.5	20.3	23.8
Dairy	319.8	322.3	293.1	Seed (inc. Home-Grown)	20.2	20.1	20.0
Other Cattle	172.7	230.3	149.7	Fertilizers	69.7	73.8	59.0
Sheep & Wool	30.7	1.6	30.5	Crop Protection	17.8	20.0	15.8
Pigs	13.6	30.0	8.3	Other Crop V.Is.	6.6	4.6	6.9
Poultry & Eggs	0.0	0.0	0.0	Casual Labour	9.7	7.0	12.7
TOTAL LIVESTOCK	536.8	584.2	481.6	Contract Work	11.6	12.1	9.9
Cereals (inc. Straw)	164.9	181.0	157.5	TOTAL VARIABLE INPUTS	337.7	333.2	311.9
Fruit & Hops	1.4	0.0	4.8	TOTAL GROSS MARGIN	407.1	464.7	382.6
Other Crops	22.0	10.8	32.7	<u>FIXED INPUTS</u>			
TOTAL CROPS	188.3	191.8	195.0	Regular Labour-Paid	114.7	98.9	106.4
Miscellaneous				Regular Labour-Unpaid	33.9	38.2	30.7
Receipts	14.1	13.3	10.9	Machinery Depreciation	63.5	68.4	61.7
Forage & Tillage				Fuel & Oil	32.4	33.9	29.3
Valn. Changes	3.6	5.9	3.6	Mach.Rep.,Veh.Tax & Ins.	38.9	37.4	37.1
Profit or Loss on				Rent & Rates	81.7	85.2	74.6
Prev. year's Valn.	2.0	2.7	3.4	General Overhead Costs	37.2	25.7	36.0
TOTAL ENTERPRISE				TOTAL FIXED INPUTS	402.3	387.7	375.8
OUTPUTS	744.8	797.9	694.5	<u>MANAGEMENT & INV.INCOME</u>	4.8	77.0	6.8
TOTAL INPUTS	740.0	720.9	687.7	NET FARM INCOME	25.5	95.8	26.7
<u>MANAGEMENT &</u>				HOLDING GAINS ON TEN.CAP.	42.4	50.6	47.3
<u>INVESTMENT INCOME</u>	4.8	77.0	6.8	N.F.I.INC.HOLDING GAINS	67.9	146.4	74.0

FARM TYPE: MILK, SHEEP/CATTLE AND ARABLE

<u>DESCRIPTIVE STATISTICS</u>	Average 1980/81	
% of Land in :Cereals	37	
Hops & Fruit	0	
Other Crops	2	
Forage	61	
Bare Fallow	0	
Grazing Livestock Units: per 100 ha	%	
Dairy Cows	48	41
Other Cattle	49	43
Sheep	<u>31</u>	<u>16</u>
Total	<u>128</u>	<u>100</u>

<u>TENANTS CAPITAL</u> (£ per ha)	Average 1980/81	Premium 1980/81	Average 1979/81
Livestock	390.10	362.80	370.40
Crops and Cultivations	98.30	66.80	103.60
Stores, etc	82.40	99.70	74.60
Machinery & Equipment	<u>365.10</u>	<u>377.00</u>	<u>346.70</u>
TOTAL	<u>935.90</u>	<u>906.30</u>	<u>895.30</u>
Management & Investment Income as a % of Tenants Capital	0.7%	8.6%	0.7%

<u>EFFICIENCY STANDARDS</u>	Average 1980/81	Premium 1980/81	Average 1979/81
Total Enterprise Output per Ha (£)	745	798	695
Standard Output per Ha (£)	729	691	659
Output From Forage per Farm Forage Ha (£)	881	952	786
Grazing Livestock Output (less concentrate) per Adjusted Forage Ha (£)	599	693	519
Grazing Livestock Units per Forage Ha	2.2	1.8	2.1
Grazing Livestock Units per Adjusted Forage Ha	2.2	1.8	2.0
Gross Margin per £100 Labour (£)	264	324	259
Labour Cost per 100 Standard Man-Days (£)	1892	2017	1780
Machinery Costs per 1000 Tractor Units (£):			
Licences, Insurance, Repairs	2155	2353	1910
Fuel and Electricity	1809	2048	1519
Contract	612	766	501
Depreciation	<u>3606</u>	<u>4302</u>	<u>3214</u>
Total	<u>8182</u>	<u>9469</u>	<u>7144</u>
Gross Margin per £100 Machinery Costs (£)	286	304	285
Gross Margin per £100 Labour and Machinery (£)	135	156	133

FARM TYPE: MIXED FARMS WITH PIGS/POULTRY

FINANCIAL RESULTS (£ per hectare)

	Average 1980/81	Premium 1980/81	Average 1979/81		Average 1980/81	Premium 1980/81	Average 1979/81
No. of Farm Records	6	3	12	<u>VARIABLE INPUTS</u>			
Average Area (ha)	158.1	208.2	157.9	Bought Feed	173.0	172.6	171.1
				Home-Grown Feed	86.1	98.9	89.4
<u>ENTERPRISE OUTPUTS</u>				Other Livestock V.Is.	16.2	16.2	16.8
Dairy	57.5	0.0	52.1	Seed (inc. Home-Grown)	40.6	41.9	34.8
Other Cattle	97.2	156.7	83.9	Fertilizers	47.4	45.7	50.1
Sheep & Wool	30.5	15.5	24.7	Crop Protection	28.3	22.7	26.9
Pigs	185.8	240.9	179.4	Other Crop V.Is.	18.4	25.7	21.2
Poultry & Eggs	111.4	82.1	102.6	Casual Labour	11.6	8.8	9.7
TOTAL LIVESTOCK	482.4	495.2	442.7	Contract Work	40.4	16.2	34.7
Cereals (inc. Straw)	232.7	200.4	211.8	TOTAL VARIABLE INPUTS	462.0	448.7	454.7
Fruit & Hops	0.0	0.0	0.0	TOTAL GROSS MARGIN	450.8	527.2	409.3
Other Crops	156.2	213.3	167.5	<u>FIXED INPUTS</u>			
TOTAL CROPS	388.9	413.7	379.3	Regular Labour-Paid	133.9	127.9	132.0
Miscellaneous				Regular Labour-Unpaid	30.3	42.9	28.2
Receipts	36.3	61.9	35.9	Machinery Depreciation	64.3	80.9	58.5
Forage & Tillage				Fuel & Oil	33.2	31.7	29.8
Valn. Changes	4.3	4.1	5.4	Mach.Rep.,Veh.Tax & Ins.	50.4	52.7	44.7
Profit or Loss on				Rent & Rates	72.2	70.8	67.9
Prev. year's Valn.	0.9	1.0	0.7	General Overhead Costs	40.0	31.8	37.9
TOTAL ENTERPRISE				TOTAL FIXED INPUTS	424.3	438.7	399.0
OUTPUTS	912.8	975.9	864.0	<u>MANAGEMENT & INV.INCOME</u>	26.5	88.5	10.3
TOTAL INPUTS	886.3	887.4	853.7	NET FARM INCOME	45.0	107.7	28.8
<u>MANAGEMENT &</u>				HOLDING GAINS ON TEN.CAP.	50.0	52.0	46.8
<u>INVESTMENT INCOME</u>	26.5	88.5	10.3	N.F.I.INC.HOLDING GAINS	95.0	159.7	75.6

FARM TYPE: MIXED FARMS WITH PIGS/POULTRY

DESCRIPTIVE STATISTICS	Average 1980/81		
% of Land in :Cereals	46		
Hops & Fruit	0		
Other Crops	11		
Forage	41		
Bare Fallow	2		
Grazing Livestock Units: per 100 ha		%	
Dairy Cows	12	11	
Other Cattle	28	44	
Sheep	29	45	
Total	69	100	

TENANTS CAPITAL (£ per ha)	Average 1980/81	Premium 1980/81	Average 1979/81
Livestock	247.90	313.60	250.00
Crops and Cultivations	100.60	111.90	96.00
Stores, etc	85.60	80.70	77.90
Machinery & Equipment	369.80	463.90	354.30
TOTAL	803.90	970.10	778.20
Management & Investment Income as a % of Tenants Capital	1.2%	8.0%	-.2%

EFFICIENCY STANDARDS	Average 1980/81	Premium 1980/81	Average 1979/81
Total Enterprise Output per Ha (£)	913	976	864
Standard Output per Ha (£)	994	967	919
Output From Forage per Farm Forage Ha (£)	361	328	316
Grazing Livestock Output (less concentrate) per Adjusted Forage Ha (£)	310	284	236
Grazing Livestock Units per Forage Ha	1.3	1.1	1.5
Grazing Livestock Units per Adjusted Forage Ha	1.6	1.5	1.6
Gross Margin per £100 Labour (£)	283	332	258
Labour Cost per 100 Standard Man-Days (£)	1635	1483	1482
Machinery Costs per 1000 Tractor Units (£):			
Licences, Insurance, Repairs	2596	2514	2053
Fuel and Electricity	1810	1590	1413
Contract	2431	746	1823
Depreciation	3553	4312	2845
Total	10390	9162	8134
Gross Margin per £100 Machinery Costs (£)	253	289	256
Gross Margin per £100 Labour and Machinery (£)	128	151	123

FARM TYPE: INTENSIVE ARABLE - FRUIT

FINANCIAL RESULTS (£ per hectare)

	Average 1980/81	Premium 1980/81	Average 1979/81		Average 1980/81	Premium 1980/81	Average 1979/81
No. of Farm Records	16	8	16	<u>VARIABLE INPUTS</u>			
Average Area (ha)	67.9	80.3	66.8	Bought Feed	8.3	3.2	5.3
				Home-Grown Feed	2.1	0.8	1.7
<u>ENTERPRISE OUTPUTS</u>				Other Livestock V.Is.	6.0	3.1	4.6
Dairy	0.0	0.0	0.0	Seed (inc. Home-Grown)	47.1	67.0	41.6
Other Cattle	7.6	2.3	5.5	Fertilizers	47.2	48.9	44.6
Sheep & Wool	18.3	24.4	17.5	Crop Protection	83.8	89.9	91.2
Pigs	0.0	0.0	0.0	Other Crop V.Is.	576.0	676.0	499.5
Poultry & Eggs	9.4	0.0	4.8	Casual Labour	201.9	196.2	188.3
TOTAL LIVESTOCK	35.3	26.7	27.8	Contract Work	122.2	173.3	108.2
Cereals (inc. Straw)	108.0	103.9	105.6	TOTAL VARIABLE INPUTS	1094.6	1258.4	985.0
Fruit & Hops	1511.8	1880.4	1361.6	TOTAL GROSS MARGIN	778.1	1038.9	705.0
Other Crops	63.6	58.0	43.8	<u>FIXED INPUTS</u>			
TOTAL CROPS	1683.4	2042.3	1511.0	Regular Labour-Paid	254.3	269.7	226.1
Miscellaneous				Regular Labour-Unpaid	130.1	110.2	111.5
Receipts	62.6	94.9	56.9	Machinery Depreciation	117.2	129.9	108.0
Forage & Tillage				Fuel & Oil	53.8	59.0	49.1
Valn. Changes	2.5	3.1	-.7	Mach.Rep.,Veh.Tax & Ins.	65.7	64.6	62.6
Profit or Loss on				Rent & Rates	106.6	106.6	103.7
Prev. year's Valn.	88.9	130.3	95.0	General Overhead Costs	84.5	77.5	82.8
TOTAL ENTERPRISE				TOTAL FIXED INPUTS	812.2	818.5	743.8
OUTPUTS	1872.7	2297.3	1690.0	MANAGEMENT & INV.INCOME	-34.1	220.4	-38.8
TOTAL INPUTS	1906.8	2076.9	1728.8	NET FARM INCOME	58.9	290.8	45.2
<u>MANAGEMENT &</u>				HOLDING GAINS ON TEN.CAP.	175.7	223.3	162.6
<u>INVESTMENT INCOME</u>	-34.1	220.4	-38.8	N.F.I.INC.HOLDING GAINS	234.6	514.1	207.8

FARM TYPE: INTENSIVE ARABLE - FRUIT

<u>DESCRIPTIVE STATISTICS</u>	Average 1980/81	
% of Land in :Cereals	28	
Hops & Fruit	48	
Other Crops	11	
Forage	10	
Bare Fallow	3	
Grazing Livestock Units: per 100 ha		%
Dairy Cows	0	0
Other Cattle	5	25
Sheep	15	75
Total	20	100

<u>TENANTS CAPITAL</u> (£ per ha)	Average 1980/81	Premium 1980/81	Average 1979/81
Livestock	37.80	33.40	33.40
Crops and Cultivations	1217.90	1897.90	1160.40
Stores, etc	104.20	88.10	88.20
Machinery & Equipment	684.60	773.50	632.20
TOTAL	2044.50	2792.90	1914.20
Management & Investment Income as a % of Tenants Capital	-10.7%	3.9%	-12.4%

<u>EFFICIENCY STANDARDS</u>	Average 1980/81	Premium 1980/81	Average 1979/81
Total Enterprise Output per Ha (£)	1873	2297	1690
Standard Output per Ha (£)	1446	1416	1413
Output From Forage per Farm Forage Ha (£)	258	257	187
Grazing Livestock Output (less concentrate) per Adjusted Forage Ha (£)	281	334	232
Grazing Livestock Units per Forage Ha	2.6	3.0	2.2
Grazing Livestock Units per Adjusted Forage Ha	2.6	3.1	2.3
Gross Margin per £100 Labour (£)	128	168	126
Labour Cost per 100 Standard Man-Days (£)	817	730	717
Machinery Costs per 1000 Tractor Units (£):			
Licences, Insurance, Repairs	1403	1489	1333
Fuel and Electricity	1225	1342	1036
Contract	2027	2693	1828
Depreciation	2533	2791	2227
Total	7188	8315	6424
Gross Margin per £100 Machinery Costs (£)	215	245	201
Gross Margin per £100 Labour and Machinery (£)	79	99	76

FARM TYPE: INTENSIVE ARABLE - HOPS/FRUIT

	<u>FINANCIAL RESULTS (£ per hectare)</u>				<u>FINANCIAL RESULTS (£ per hectare)</u>		
	Average 1980/81	Premium 1980/81	Average 1979/81		Average 1980/81	Premium 1980/81	Average 1979/81
No. of Farm Records	9	5	17	<u>VARIABLE INPUTS</u>			
Average Area (ha)	101.8	137.5	102.1	Bought Feed	41.3	64.6	46.0
				Home-Grown Feed	23.4	35.6	25.5
<u>ENTERPRISE OUTPUTS</u>				Other Livestock V.Is.	8.5	10.9	9.1
Dairy	0.0	0.0	0.0	Seed (inc. Home-Grown)	14.8	20.7	17.1
Other Cattle	10.3	0.0	16.1	Fertilizers	45.6	56.3	43.3
Sheep & Wool	41.5	51.4	34.0	Crop Protection	60.6	60.9	50.6
Pigs	0.0	0.0	0.0	Other Crop V.Is.	131.7	103.9	100.9
Poultry & Eggs	88.6	159.5	88.2	Casual Labour	170.2	135.6	140.5
TOTAL LIVESTOCK	140.4	210.9	138.3	Contract Work	24.6	37.2	22.2
Cereals (inc. Straw)	132.8	195.5	125.5	TOTAL VARIABLE INPUTS	520.7	525.7	455.2
Fruit & Hops	775.7	679.9	620.5	TOTAL GROSS MARGIN	585.4	640.4	486.3
Other Crops	25.2	32.7	26.5	<u>FIXED INPUTS</u>			
TOTAL CROPS	933.7	908.1	772.5	Regular Labour-Paid	129.1	133.0	121.3
Miscellaneous				Regular Labour-Unpaid	57.4	43.3	55.0
Receipts	16.7	20.5	17.0	Machinery Depreciation	62.4	58.8	60.1
Forage & Tillage				Fuel & Oil	70.8	65.0	59.5
Valn. Changes	11.1	21.0	9.9	Mach.Rep.,Veh.Tax & Ins.	67.1	68.2	56.9
Profit or Loss on				Rent & Rates	85.3	72.8	82.2
Prev. year's Valn.	4.2	5.6	3.6	General Overhead Costs	61.1	67.7	49.7
TOTAL ENTERPRISE				TOTAL FIXED INPUTS	533.2	508.8	484.7
OUTPUTS	1106.1	1166.1	941.5	<u>MANAGEMENT & INV.INCOME</u>	52.2	131.6	1.6
TOTAL INPUTS	1053.9	1034.5	939.9	NET FARM INCOME	96.6	151.4	43.5
<u>MANAGEMENT &</u>				HOLDING GAINS ON TEN.CAP.	45.3	46.5	53.8
<u>INVESTMENT INCOME</u>	52.2	131.6	1.6	N.F.I.INC.HOLDING GAINS	141.9	197.9	97.3

FARM TYPE: INTENSIVE ARABLE - HOPS/FRUIT

<u>DESCRIPTIVE STATISTICS</u>	Average	
	1980/81	1980/81
% of Land in :Cereals	33	
Hops & Fruit	26	
Other Crops	3	
Forage	37	
Bare Fallow	1	
Grazing Livestock Units: per 100 ha		%
Dairy Cows	0	0
Other Cattle	6	13
Sheep	42	87
Total	48	100

<u>TENANTS CAPITAL (£ per ha)</u>	Average Premium Average		
	1980/81	1980/81	1979/81
Livestock	75.90	63.50	92.50
Crops and Cultivations	384.80	396.30	336.20
Stores, etc	106.30	133.00	89.40
Machinery & Equipment	399.30	380.20	375.60
TOTAL	966.30	973.00	893.70
Management & Investment			
Income as a % of			
Tenants Capital	5.6%	17.4%	-1.4%

<u>EFFICIENCY STANDARDS</u>	Average Premium Average		
	1980/81	1980/81	1979/81
Total Enterprise Output per Ha (£)	1106	1166	942
Standard Output per Ha (£)	950	921	834
Output From Forage per Farm Forage Ha (£)	140	142	157
Grazing Livestock Output (less concentrate) per Adjusted Forage Ha (£)	103	102	120
Grazing Livestock Units per Forage Ha	1.6	1.7	1.4
Grazing Livestock Units per Adjusted Forage Ha	1.8	1.9	1.8
Gross Margin per £100 Labour (£)	184	222	162
Labour Cost per 100 Standard Man-Days (£)	1309	1259	1174
Machinery Costs per 1000 Tractor Units (£):			
Licences, Insurance, Repairs	1381	1454	1204
Fuel and Electricity	1468	1489	1261
Contract	614	920	529
Depreciation	1334	1362	1306
Total	4797	5225	4300
Gross Margin per £100 Machinery Costs (£)	272	298	252
Gross Margin per £100 Labour and Machinery (£)	109	127	98

FARM TYPE: INTENSIVE ARABLE - FIELD VEGETABLES

FINANCIAL RESULTS (£ per hectare)

	Average 1980/81	Premium 1980/81	Average 1979/81		Average 1980/81	Premium 1980/81	Average 1979/81
No. of Farm Records	3	0	6	<u>VARIABLE INPUTS</u>			
Average Area (ha)	49.5	0.0	41.1	Bought Feed	5.1	0.0	2.6
				Home-Grown Feed	2.4	0.0	1.2
<u>ENTERPRISE OUTPUTS</u>				Other Livestock V.Is.	1.9	0.0	0.9
Dairy	0.0	0.0	0.0	Seed (inc. Home-Grown)	94.4	0.0	75.6
Other Cattle	9.4	0.0	4.7	Fertilizers	90.1	0.0	86.8
Sheep & Wool	0.0	0.0	0.0	Crop Protection	79.2	0.0	83.6
Pigs	0.0	0.0	0.0	Other Crop V.Is.	102.2	0.0	121.4
Poultry & Eggs	0.0	0.0	0.0	Casual Labour	61.2	0.0	104.7
TOTAL LIVESTOCK	9.4	0.0	4.7	Contract Work	110.3	0.0	67.6
Cereals (inc. Straw)	122.6	0.0	93.0	TOTAL VARIABLE INPUTS	546.8	0.0	544.4
Fruit & Hops	539.7	0.0	692.7	TOTAL GROSS MARGIN	950.9	0.0	1182.5
Other Crops	753.8	0.0	853.9	<u>FIXED INPUTS</u>			
TOTAL CROPS	1416.1	0.0	1639.6	Regular Labour-Paid	188.6	0.0	186.6
Miscellaneous				Regular Labour-Unpaid	199.8	0.0	196.0
Receipts	20.5	0.0	43.2	Machinery Depreciation	90.9	0.0	82.8
Forage & Tillage				Fuel & Oil	51.3	0.0	52.2
Valn. Changes	4.5	0.0	3.3	Mach.Rep., Veh.Tax & Ins.	90.9	0.0	84.5
Profit or Loss on				Rent & Rates	105.7	0.0	100.0
Prev. year's Valn.	47.2	0.0	36.1	General Overhead Costs	116.4	0.0	109.9
TOTAL ENTERPRISE				TOTAL FIXED INPUTS	843.6	0.0	812.0
OUTPUTS	1497.7	0.0	1726.9	<u>MANAGEMENT & INV.INCOME</u>	107.3	0.0	370.5
TOTAL INPUTS	1390.4	0.0	1356.4	NET FARM INCOME	295.1	0.0	549.2
<u>MANAGEMENT &</u>				HOLDING GAINS ON TEN.CAP.	98.9	0.0	91.4
<u>INVESTMENT INCOME</u>	107.3	0.0	370.5	N.F.I.INC.HOLDING GAINS	394.0	0.0	640.6

FARM TYPE: INTENSIVE ARABLE - FIELD VEGETABLES

<u>DESCRIPTIVE STATISTICS</u>	Average		<u>EFFICIENCY STANDARDS</u>			
	1980/81		1980/81	1980/81	1979/81	
% of Land in :Cereals	19		Total Enterprise Output per Ha (£)	1498	0	1727
Hops & Fruit	0		Standard Output per Ha (£)	1774	0	1839
Other Crops	73		Output From Forage per Farm			
Forage	4		Forage Ha (£)	213	0	213
Bare Fallow	4		Grazing Livestock Output (less			
Grazing Livestock Units: per 100 ha		%	concentrate) per Adjusted			
Dairy Cows	0	0	Forage Ha (£)	144	0	144
Other Cattle	0	0	Grazing Livestock Units per			
Sheep	<u>0</u>	<u>0</u>	Forage Ha	0.7	0.0	0.7
Total	<u>0</u>	<u>0</u>	Grazing Livestock Units per			
			Adjusted Forage Ha	0.7	0.0	0.7
			Gross Margin per £100 Labour (£)	225	0	246
			Labour Cost per 100 Standard			
			Man-Days (£)	1220	0	930
			Machinery Costs per 1000 Tractor			
<u>TENANTS CAPITAL</u> (£ per ha)			Units (£):			
Livestock	10.90	0.0	Licences, Insurance, Repairs	2331	0	2047
Crops and Cultivations	554.80	0.0	Fuel and Electricity	1288	0	1230
Stores, etc	127.60	0.0	Contract	2178	0	1394
Machinery & Equipment	<u>526.50</u>	<u>0.0</u>	Depreciation	<u>2735</u>	<u>0</u>	<u>2234</u>
TOTAL	<u>1219.80</u>	<u>0.0</u>	Total	<u>8532</u>	<u>0</u>	<u>6905</u>
Management & Investment			Gross Margin per £100 Machinery			
Income as a % of			Costs (£)	290	0	449
Tenants Capital	4.7%	0.0%	29.8%			
			Gross Margin per £100 Labour and			
			Machinery (£)	116	0	149

FARM TYPE: Glasshouse

FINANCIAL RESULTS
(£ per 100 sq.m. of Glass)

	Predominantly Vegetables Average	Predominantly Flowers Average
No. of Farm Records	13	4
Average Area (100 sq.m)	44.56	38.24
<u>ENTERPRISE OUTPUTS</u>		
Lettuce	148.5	2.4
Tomatoes	324.2	77.9
Celery	79.7	0.0
Other Vegetables	9.4	0.0
Flowers	0.0	1046.4
Total Crops	561.8	1126.7
Miscellaneous Receipts	3.5	31.2
TOTAL ENTERPRISE OUTPUTS	565.3	1157.9
<u>INPUTS</u>		
Seeds and Plants	49.5	94.0
Fertilizers	14.5	25.0
Crop Protection	16.3	26.9
Other Crop Var. Inputs	30.1	135.1
Glasshouse Fuel	127.9	165.8
Water	6.3	6.0
Labour-Paid	56.5	291.6
Labour-Unpaid	181.1	149.1
Depreciation	52.2	80.4
Power and Machinery	28.3	66.0
Rent and Rates	21.1	27.8
General Repairs	15.3	17.3
Miscellaneous	11.6	38.5
TOTAL INPUTS	610.7	1123.5
<u>MANAGEMENT AND INVESTMENT INCOME</u>	(-) 45.4	34.4

In this section depreciation is based on historic cost rather than current cost, since it is considered that the latter would overstate the value of the glasshouses to the business.

WHOLE SURVEY YIELDS AND OUTPUTS

(Harvest 1980)

	No. of Crops	Yield per ha (tonnes)		Output per ha (£)	
		Average	Standard Deviation	Average	Standard Deviation
Winter Wheat	118	5.7	1.1	578	123
Spring Wheat	15	3.6	0.9	393	97
Winter Barley	85	5.2	0.9	478	93
Spring Barley	95	3.4	1.1	315	106
Winter Oats	62	4.3	0.9	409	96
Spring Oats	5	3.6	1.0	317	95
Beans for Stockfeed	9	2.7	0.4	380	71
Peas for Stockfeed	5	2.6	0.9	379	138
Dried Peas	12	2.3	0.5	382	103
Vining Peas	3	1.5	0.5	208	103
Potatoes - First Early	3	25.3	5.0	1771	553
Potatoes for Ware	48	33.9	9.0	1425	400
Oilseed Rape	12	2.5	0.6	575	153
Hops	16	1.6	0.3	3833	618
Herbage Seed (Grass, Clover)	20	0.9	0.3	510	196
Cabbage - Spring Greens	4	-	-	1698	-
Cabbage - Early	4	-	-	1038	-
Cabbage - Late Summer and Autumn	3	-	-	1921	-
Cabbage - Winter	8	-	-	991	-
Brussels Sprouts - Fresh	7	3.3	2.8	1048	1098
Lettuce - Summer	13	-	-	5719	4714
Lettuce - Over Wintered	14	-	-	11596	2358
Broad Beans - Fresh Market	1	-	-	1852	-
Runner Beans	5	12.4	6.2	5793	1285
Cucumbers	3	-	-	17076	6803
Marrows - Courgettes	4	-	-	3735	1782
Tomatoes - Heated Glass	14	-	-	58114	21058
Apples - Culinary	18	15.2	8.4	2185	965
Apples - Dessert Cox	14	11.6	-	2738	-
Apples - Dessert Worcester	8	12.4	-	3808	-
Apples - Dessert	16	18.2	-	2471	-
Pears - Conference	11	15.1	-	2907	-
Pears - Comice	6	10.8	-	2056	-
Cherries	4	1.0	0.0	1219	1767
Strawberries - Fresh Market	15	1.4	0.4	2036	1533
Raspberries	4	10.2	0.0	3202	3832

DAIRY COWS

	No. of Herds	Litres per Cow Average	Standard Deviation	Output per Cow (£) Average	Standard Deviation
Friesian	43	5322	722	662	96
Channel Island	3	3576	385	505	51

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. Depreciation of machinery is based on current cost of replacement rather than written-down historic cost.

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.

Tenant's Capital is calculated by averaging the opening and closing valuations of livestock, crops and cultivations, stores, etc., and machinery and equipment (calculated on a current cost basis which gives a truer reflection of the level of tenant's capital invested in the holding than does a valuation based on historic costs).

Crop Enterprise Outputs. Sales plus Subsidies plus market value of produce retained and used on the farm for feed and seed, plus Closing 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 52).

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

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

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

Farm Forage 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 number of livestock are multiplied by the appropriate standard figures (see page 52 and the products are summed to give the total. 15% is added for maintenance requirements.

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

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

STANDARD DATA PER UNIT

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

		Standard Output	Standard Man-days	Tractor Units	Grazing Livestock Units
Winter Wheat	ha	600	2.5	11	-
Spring Wheat	"	450	2.5	11	-
Winter Barley	"	520	2.5	11	-
Spring Barley	"	450	2.5	11	-
Oats and Mixed Corn	"	450	2.5	11	-
Beans - threshed	"	425	2.5	13	-
Peas - threshed	"	480	3.5	13	-
Vining Peas	"	600	4.9	27.2	-
Potatoes	"	1700	22.0	48	-
Herbage Seeds	"	600	1.75	10.0	-
Oilseed Crops	"	500	1.75	17.3	-
Hops	"	2400	100	200	-
Dessert Apples	"	2200	118.6	86.5	-
Culinary Apples	"	1900	91.4	61.8	-
Feed Roots (cut/folded)	"	-	10/5	40/15	-
Kale (cut/folded)	"	-	10/2	40/9	-
Hay and Silage (1 cut/2 cuts)	"	-	2.5/4	14.3/23.3	-
Arable Silage	"	-	4	15	-
Grazing	"	-	1	2.5	-
Keep Let	"	150	1.2	-	-
Bare Fallow	"	-	1.5	14	-
Stock Bulls	-	4	5	7	1
Dairy Cows	650	5	7	7	1
Dairy Heifers (2+ years)	120	2.5	4.5	0.8	0.8
Breeding Stock (1-2 years)	120	2.0	2.5	0.6	0.6
Breeding Stock (under 1 year)*	180	1.0	2.5	0.4	0.4
Beef Cows	-	2.0	4.5	0.8	0.8
Beef Heifers (2+ years)	120	2.5	4.5	0.8	0.8
Fattening Cattle (2+ years)	120	2.5	4.5	0.8	0.8
Fattening Cattle (1-2 years)	120	2.0	2.5	0.6	0.6
Fattening Cattle (under 1 yr)*	180	1.0	2.5	0.4	0.4
Rams	-	0.5	1.0	0.2	0.2
Ewes	35	0.5	1.3	0.2	0.2
Other Sheep (over 1 year)	15	0.3	1.0	0.2	0.2
Other Sheep (under 1 year)	15	0.3	1.0	0.2	0.2
Boars	-	2.0	0.5	-	-
Sow and Gilts	420	4.0	2.0	-	-
Fattening Pigs	110	0.6	1.0	-	-
Rovers	110	0.6	1.0	-	-
Piglets	110	0.6	1.0	-	-
Hens/Pullets in lay	8	0.05	0.01	-	-
Pullets*	4.5	0.08	0.01	-	-
Broilers*	2.7	0.01	0.01	-	-
Turkeys*	20	0.10	0.01	-	-

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

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