

FBS
Farm Business Survey



Department
for Environment
Food & Rural Affairs



FARM BUSINESS SURVEY

**Crop Production
in England**



Promar Farm Business Survey

Crop Production in England 2022/2023

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Survey practice, data sources and basis of farm type and farm size in the FBS

It is important to note that all surveys are subject to sampling error as they are not measuring the whole population, the FBS is no exception. It is common practice to publish 95% confidence intervals and error bars alongside any published estimated figures to give the reader an indication of the size of the sampling error. These signify that we are 95% confident that this range contains the true value. For simplicity within these reports, the confidence intervals have not always been published. Readers should be aware that the figures calculated from the FBS data have a level of uncertainty around them and that all figures are estimates. Generally, the smaller the sample size the greater the sampling error and the less confidence we have in the estimates. For details on the FBS confidence intervals, please refer to Defra FBS publications <https://www.gov.uk/government/collections/farm-business-survey>.

With the exception of the figures relating to total crop areas in England, all of the results presented in this report are means. The FBS data presented in this report is shown on a per hectare basis, calculated by dividing weighted mean data by the prevailing farm or crop area. Results can be directly compared with published Defra statistics but may be subject to small differences due to rounding.

In this report, figures 1.1, 2.1 and 4.1 were derived from data published in FBS region reports (England) at www.farmbusinesssurvey.co.uk. Figures 3.1, 3.2, 3.3 and 3.4 were derived from Defra publications. From 2018/19, the classification of farms is based on 2013 standard output coefficients. For more information please see

https://assets.publishing.service.gov.uk/government/uploads/system/uploads/attachment_data/file/365564/fbs-uk-farmclassification-2014-21oct14.pdf

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1.0 Summary of Profitability, Assets and Liabilities

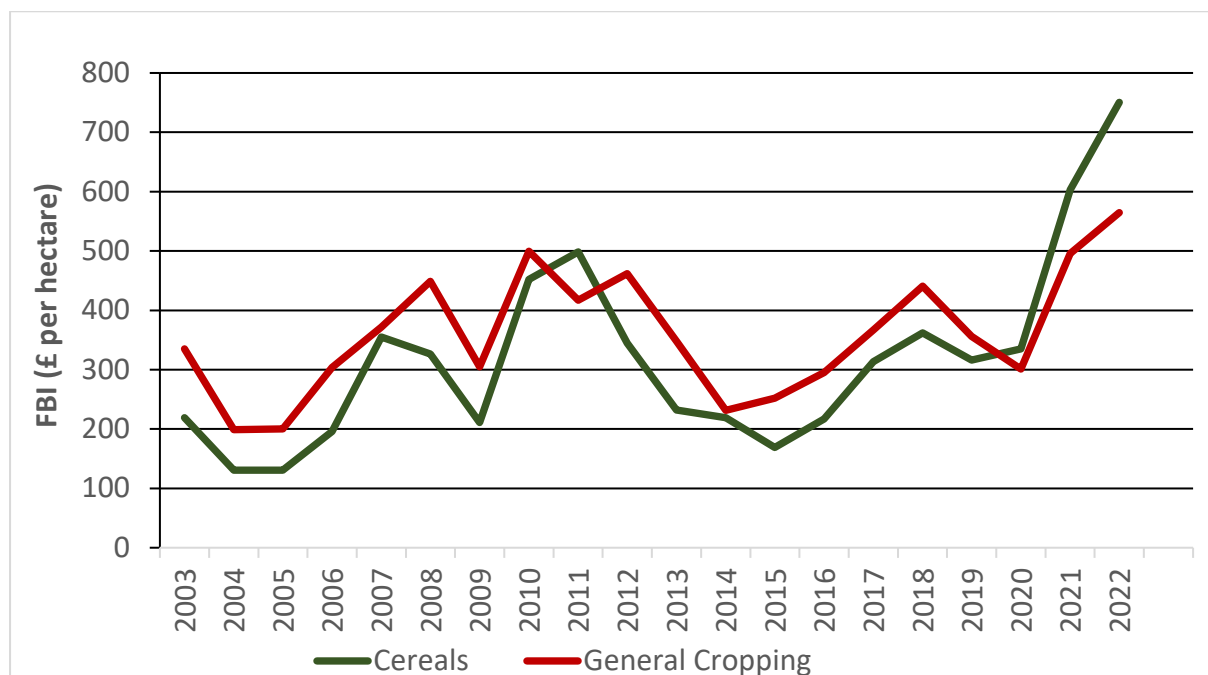
- FBI of Cereals farms continued to rise to £751 per hectare
- FBI of General Cropping farms increased to £565 per hectare
- Spring drilling was relatively straight forward leading to good establishment
- The dry summer led to a very early harvest, greatly impacting maize and root crop yields
- High input costs were not sufficiently matched by high crops prices
- Input and output price increased risk and volatility in the sector

The Farm Business Income (FBI) of Cereals and General Cropping farms in 2021, was £603 and £496 per hectare respectively. In comparison with the previous year, this represented an increase in FBI of 24 and 14 percent.

1.1 Time Series Farm Business Income on Cereals and General Cropping Farms

The longer term trend in farm incomes is shown in figure 1.1.

Figure 1.1 Time Series Farm Business Income (FBI) of Arable Farms, 2003 to 2022¹



The Farm Business Income (FBI) of Cereals farms averaged £751 per hectare in 2022 /2023 (£603 per hectare in the previous year). On General Cropping farms, £565 per hectare (£496 per hectare in 2021 /2022).

¹ FBS sourced from FBS region reports at www.farmbusinesssurvey.co.uk England, Cereals, General Cropping

1.2 Farm Business Income 2022/2023

Profit and loss accounts for arable farms are set out in table 1.1.

Table 1.1 Farm Business Income of Cereals, and General Cropping farms, 2021 and 2022²

	Cereals		General Cropping	
	2021	2022	2021	2022
Number of farms	340	262	131	96
Area of farm (ha)	199	200	293	222
Crop output (£/ha)	1,206	1,764	1,418	1,950
Livestock output (£/ha)	38		52	
Agri-environment (£/ha)	36	70	56	68
Other output (£/ha)	351	202	245	199
BPS (£/ha)	194	174	184	167
Total Output (£/ha)	1,825	2,209	1,955	2,383
Variable costs (£/ha)	511	660	628	778
Fixed costs (£/ha)	734	805	833	1040
Total costs (£/ha)	1,225	1,465	1,461	1,818
Profit on sale of assets (£/ha)	4	6	2	-1
Farm Business Income (£/ha)	316	751	496	565
Net Farm Income (£/ha)	211	626	408	515

On Cereals farms, the output for 2022 is a total and not split to crops and livestock as 2021. The cereal farm output of £1,764 was an increase of 42% on the previous year, reflecting the continued high prices for cereal crops. Variable costs, of £660 per hectare and comprising fertiliser and crop protection, were 29% higher than the previous year, reflecting the carry-over of high fertiliser price for this crop. Fixed costs of £805 per hectare, an increase by 10%.

On General Cropping farms, crop output increased by 38% to £1,950 per hectare. This was coupled with an increase of 24% General Cropping variable costs and an increase of 25% to fixed costs.

The total output on cereal and general cropping farms increased by 21% and 22% respectively as total costs increased by 19% and 24% meaning overall farmers had to spend more to achieve the same NFI with increased financial risk. The reduction in BPS and adoption of new agri-environmental schemes further added to this period of change.

1.3 Assets and Liabilities

The assets and liabilities of arable farms are shown in table 1.2. At £18,765 per hectare on Cereals farms, and £14,547 per hectare on General Cropping farms, the closing net worth was little changed through the year, increasing slightly. The impact of reducing values for BPS entitlements was balanced out by increased machinery values.

² FBS sourced from FBS region reports at www.farmbusinesssurvey.co.uk

1 Overview of Profitability, Assets and Liabilities

Land

The land market was constrained by the continued limited amount of land coming to market along with the lump sum exit scheme coming to an end added to pressures for alternative land uses for farmland. In 2022, GB farmland was valued at around £10,000 per acre (£24,710 per hectare) an increase on the previous year of 8.7%. The average farmland value came in at £7800 per acre (£19,274 per hectare) an increase of 8.9% on the previous year.³

Table 1.2 Opening and Closing Assets and Liabilities of Cereals and General Cropping farms, 2022⁴

	Cereals		General Cropping	
	Opening 2022	Closing 2022	Opening 2022	Closing 2022
Number of farms	262	262	96	96
Farm area (ha)	200	200	222	222
Assets				
Land & buildings (£/ha)	15,414	16,485	12,825	13,648
Machinery (£/ha)	1,013	1,152	1,178	1,353
BPS Entitlement (£/ha)	192	142	178	131
Other fixed assets (£/ha)	38	40	102	106
Current assets (£/ha)	1,994	2,199	1,753	1,882
Liabilities (£/ha)	1,360	1,253	2,592	2,572
Net Worth (£/ha)	17,292	18,765	13,445	14,547

Basic Payment Entitlement

In trading, with 2022 being the last year of the reference period, entitlements became less important. The closing value of BPS Entitlement, as derived in the Farm Business Survey (FBS), was £142 per hectare on Cereals farms and £131 per hectare on General Cropping farms.

Machinery

The closing value of machinery was £1,152 per hectare on cereals and £1,353 per hectare on General Cropping farms, slightly up on opening values reflecting the increased cost in the sector.

Liabilities and Capital Grants

On Cereals farms, external liabilities reduced by 8% to £1,253 per hectare. On-General Cropping farms, external liabilities remained static, potentially a factor of the specialist machinery for root crop harvest.

³ The outlook for demand and farmland values, Savills 2023

⁴ FBS sourced from FBS region reports at www.farmbusinesssurvey.co.uk

2.0 Agri-environment, Diversification and Basic Payment

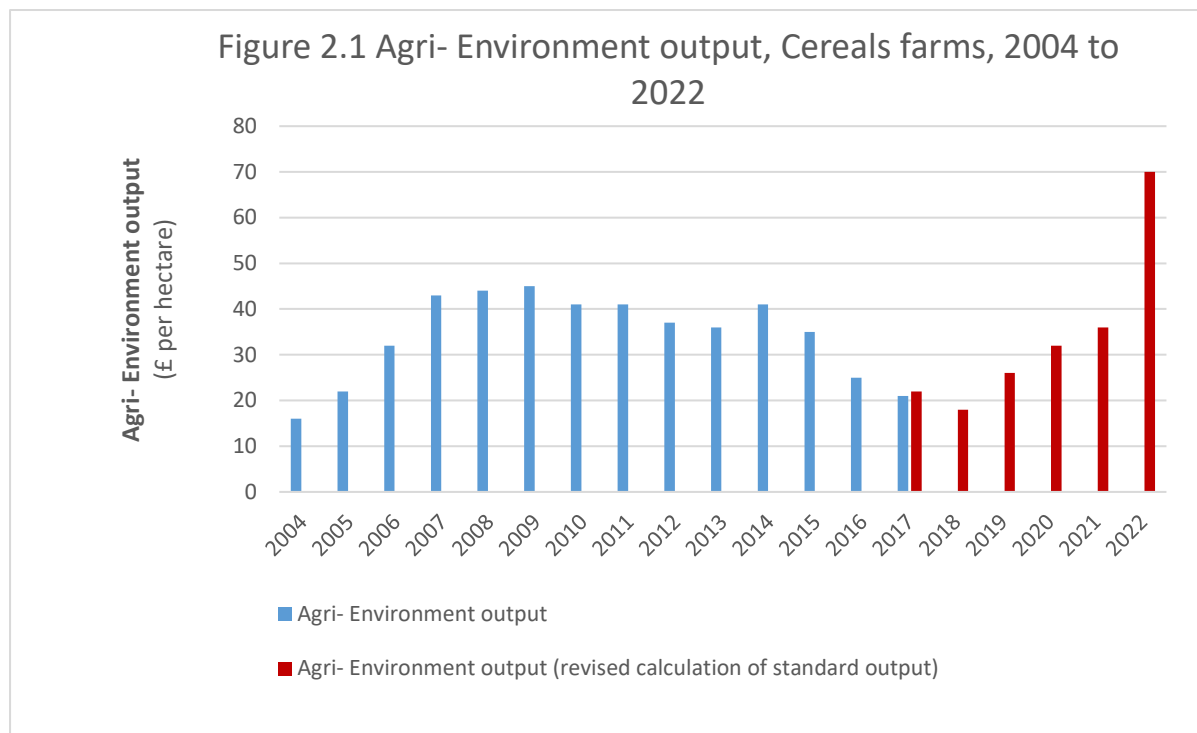
- Basic Payment Scheme remained a large factor of FBI
- Two staged payments eased cash flow on farm
- Diversification output slightly higher on general cropping farms than cereal farms
- Agri – Environment income rapidly increasing over cereal and general cropping farms

The results presented in this Chapter relate to **agri-environment scheme participation, diversification outside agriculture and the Basic Payment scheme**. The outputs, costs and net income attributable to these activities can be summed with that from agriculture to give FBI for the whole farm business. Whilst output and variable costs can be readily split between cost centres, some element of estimation is needed in order to share labour, machinery, property and overhead costs. Within the FBS, this is carried out on a consistent basis using an agreed approach⁵.

2.1 Agri-environment

Figure 2.1 shows the annual output from agri-environment activity on Cereals farms in England.

Figure 2.1 Agri-Environment Output, Cereals farms, 2004 to 2022⁶.



Agri-environment output on Cereals farms, recorded as received, increased to £70 per hectare from £36 per hectare in 2021/2022. This was the highest level of receipt since 2015. On General Cropping

⁵ Appendix 2 (Item VI) Farm Accounts in England 2008/2009 Defra statistics
https://www.gov.uk/government/uploads/system/uploads/attachment_data/file/423700/fbs-fixedcostmethod-23apr15.pdf

⁶ FBS sourced from FBS region reports at www.farmbusinesssurvey.co.uk England, Cereals

2 Agri-environment, Diversification, Basic Payment: excludes agriculture

farms, the average agri-environment output was £68 per hectare. This increase reflects the shift in Agricultural support to agri-environmental schemes as SFI is adopted.

2.2 Diversification

In 2022/2023, diversification accounted for £202 per hectare of FBI on Cereals farms, and £220 per hectare on General Cropping farms. The diversification account for arable farms is summarised in table 2.1.

Table 2.1 Diversification as a factor of total farm output for Cereal and General Cropping Farms

	Cereals		General Cropping	
	2021/22	%	2021/22	%
Output	2,209	100	2,637	100
Of which:				
Agriculture (£/ha)	1,763	80	2,157	82
Agri-environmental (£/ha)	70	3	75	3
Diversification (£/ha)	202	9	220	8
BPS (£/ha)	174	8	185	7

2.3 Basic Payment Scheme (BPS)

On Cereals farms, BPS contributed £174 per hectare to the whole farm FBI of £751 per hectare and on General Cropping farms, BPS contributed £185 per hectare to the whole farm FBI of £565 per hectare.

With payments paid in two stages to ease cash flow easing the uncertainty and variability of crop yields and incomes due to factors out of the farmers' control.

3.0 Agriculture Performance

- Farmers utilised more of their uncropped land to increase output
- A dry spring and long hot summer had the biggest impact on crop gross margins
- Volatility of input prices further increased
- Sales prices increases were generally greater than input price rises
- Sugar beet and potato crops suffered the most from the dry season

The results presented in this Chapter relate solely to the activity of **non-organic agriculture**. The outputs, costs and agricultural FBS can be summed with that from agri-environment scheme participation, diversification outside agriculture and the Basic Payment Scheme (BPS) to give results for the whole farm business. Whilst output and variable costs can be readily split between cost centres, some element of estimation is needed in order to share labour, machinery, property and overhead costs. Within the FBS, this is carried out on a consistent basis using an agreed approach⁷.

3.1 Cropping and Crop Areas

At £3.7 million hectares, the total area of arable crops in England remained static. The area of uncropped land decreased by 23% in 2021 to 240,540 hectares.

Figure 3.1 shows a consistent balance of winter and spring cropping between 2017 and 2019, but post this, the spring and winter crop area split seems dictated by drilling conditions.

In figures 3.2 to 3.3 we show the areas of cereal crops, break crops and root crops with vegetables.

The wheat area, at 1.67 million hectares, an increase of 6 percent on the five-year average. The winter barley area of 371,723 hectares, an increase of 10 percent on the five-year average. In contrast, the area of spring barley, at 410,385 hectares was 23 percent lower than the five-year average, reflecting the easier establishment of winter crops. The area of oats decreased, to 198,497 hectares.

The area of oilseed rape increased to 356,721 hectares, still a reduction of 13 percent on the five-year average, but higher than the previous year as the price per tonne tempted growers to risk the growing pressures from cabbage stem flea beetle.

⁷ Appendix 2 (Item VI) Farm Accounts in England 2008/2009 Defra statistics
https://www.gov.uk/government/uploads/system/uploads/attachment_data/file/423700/fbs-fixedcostmethod-23apr15.pdf

3 Arable Farm Performance: agriculture excluding diversification

Figure 3.1 Total Area of Spring Cropping Land in England, 2006 to 2022⁸

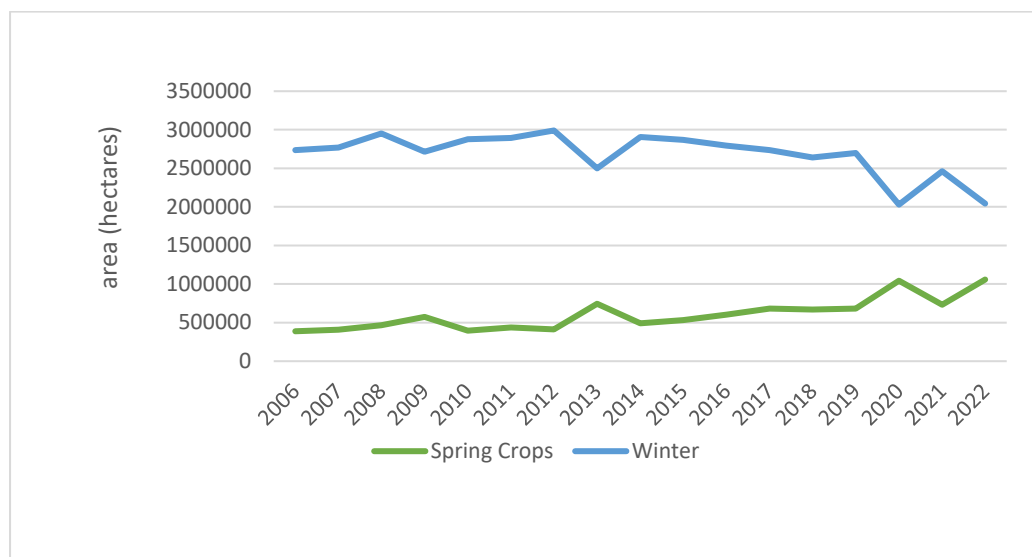
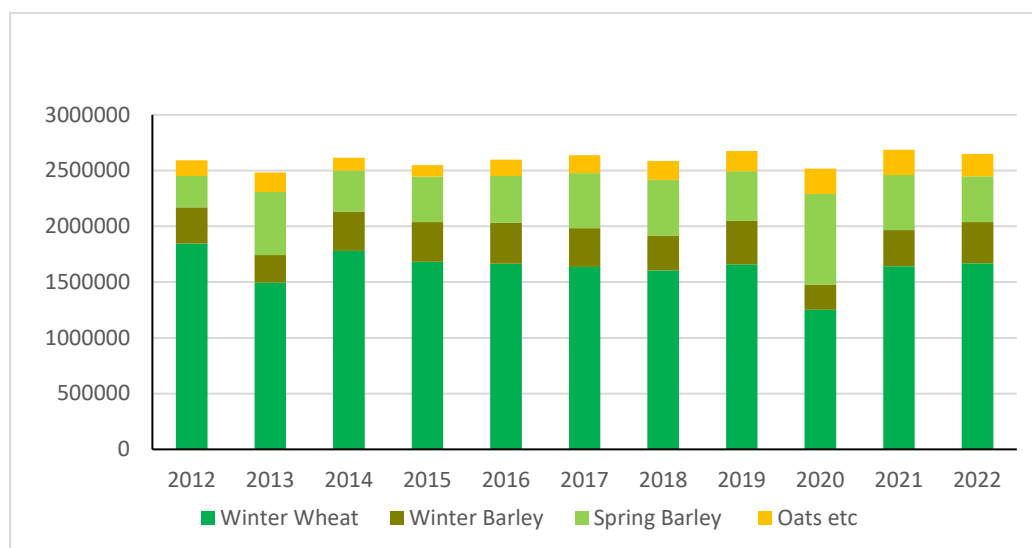


Figure 3.2 Total Cereal Crop Area, 2012 to 2022, England⁹



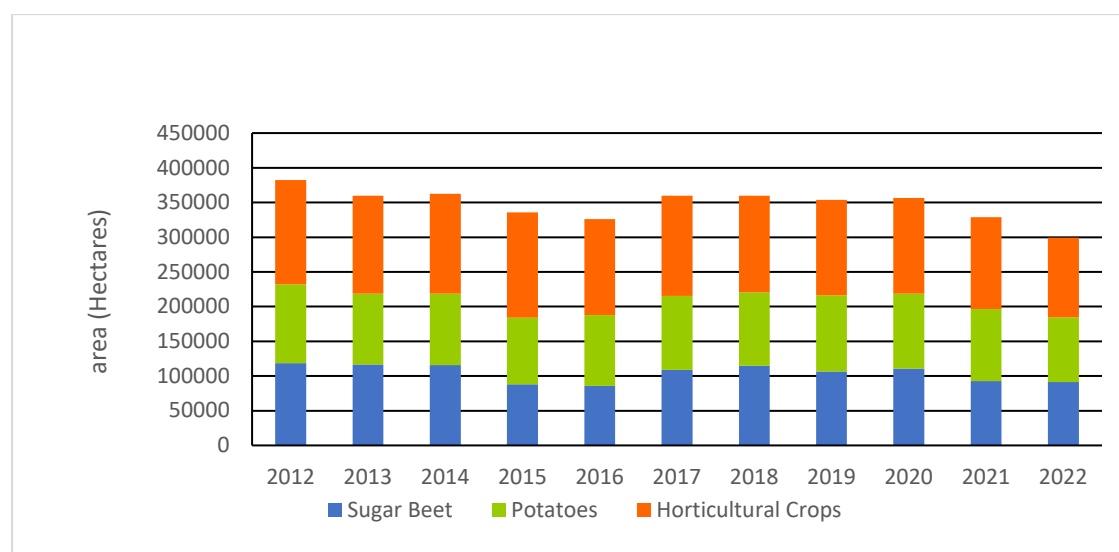
⁸ Defra, June Survey

⁹ Defra, June Survey

3 Arable Farm Performance: agriculture excluding diversification

Farmers grew 91,225 hectares of sugar beet and 93,422 hectares of potatoes, both crops showing reduced areas compared to previous years.

Figure 3.3 Total Potato, Sugar Beet and Vegetable Crop Area, 2012 to 2022, England¹⁰

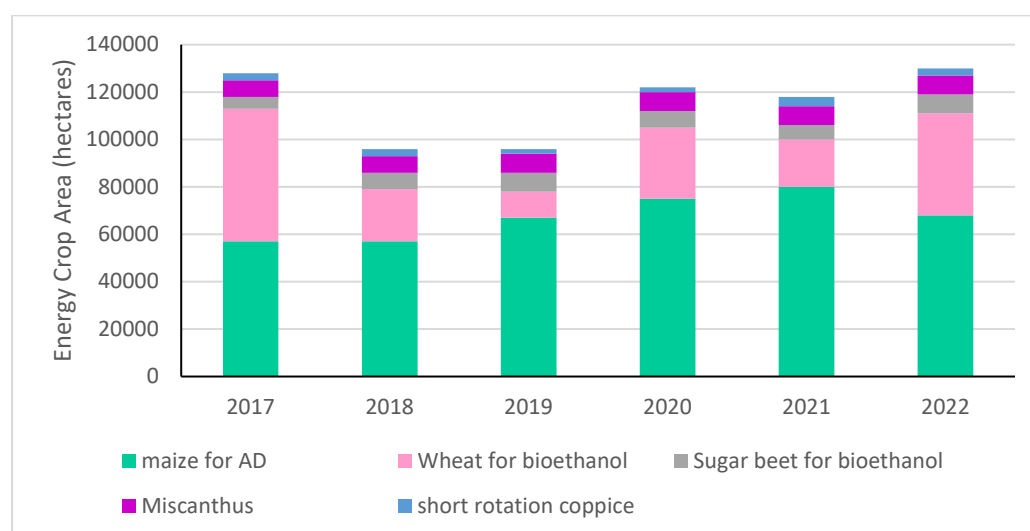


Energy Crops

The area of energy crops, which are included in the totals shown in figures 3.2 to 3.3, are set out in figure 3.4.

Growers were also increasingly moving to AD Rye as an alternative to AD maize.

Figure 3.4 Total Areas of Energy Crops Grown in the UK, 2017 to 2022¹¹



¹⁰ Defra, June Survey

¹¹ Defra, Crops Grown for Bioenergy in the UK: 2022

3 Arable Farm Performance: agriculture excluding diversification

3.2 Cereals Farms Performance (excluding organic farms)

The dry growing conditions of 2022 meant an exceptional cereal harvest whilst root crops suffered from the dry conditions at establishment and throughout the season. Harvest costs in general were reduced and crop drying was also a minimal cost. A speedy harvest led to an early start to crop establishment for harvest 2023 and reduced fuel consumption for harvest 2022.

Agriculture Output & Costs - Cereals - England				
	2021/22		2022/23	
Farms in Sample	340		262	
Area farmed (hectares)	179.13		200.40	
Owner occupied area (%)	73%		72%	
	Per farm	Per hectare	Per farm	Per hectare
AGRICULTURAL OUTPUT (£)				
Crop output (excluding subsidies)	240047	1198	325674	1625
Livestock output (excluding subsidies)	7509	37	7635	38
Subsidies to agriculture	52	0	25	0
Other agricultural output (inc work on other farms)	29557	147	20072	100
TOTAL AGRICULTURAL OUTPUT	277165	1383	353406	1764
AGRICULTURAL COSTS				
VARIABLE COSTS (£)				
Crop specific costs	70595	352	95325	476
Livestock specific costs	3949	20	4534	23
Miscellaneous variable costs (inc work on other farms)	1846	9	656	3
TOTAL VARIABLE COSTS	76390	381	100515	502
GROSS MARGIN (£)	200775	1002	252891	1262
FIXED COSTS (£)				
Regular labour	15044	75	18339	92
Casual labour	2785	14	1761	9
Machinery fuel and oil	10025	50	14630	73
Other machinery costs (excl. fuel, oil, depreciation)	12528	63	14553	73
Machinery, glasshouse and other depreciation	19238	96	23437	117
Contract costs	20562	103	28716	143
Bank charges and professional fees	5831	29	8240	41
Water, electricity, & general	14997	75	17642	88
Net interest	4606	23	6011	30
Write-off of bad debts	13	0	-15	0
Rent paid	14410	72	17543	88
Property maintenance	5848	29	5997	30
Depreciation of buildings and works	6838	34	7746	39
Miscellaneous fixed costs (inc work on other farms)	13783	69	9306	46
TOTAL FIXED COSTS (£)	146507	731	173906	868
Profit/ (Loss) on sale of assets	662	3	1248	6
FARM BUSINESS INCOME (Agriculture - £)	54929	274	80232	400

3 Arable Farm Performance: agriculture excluding diversification

3.3 General Cropping Farms Performance (excluding organic farms)

Agriculture Output & Costs - General Cropping - England				
	2021/22		2022/23	
Farms in Sample	131		96	
Area farmed (hectares)	252.39		221.73	
Owner occupied area (%)	66%		62%	
	Per farm	Per hectare	Per farm	Per hectare
AGRICULTURAL OUTPUT (£)				
Crop output (excluding subsidies)	415360	1873	381606	1721
Livestock output (excluding subsidies)	15321	69	24536	111
Subsidies to agriculture	0	0	13	0
Other agricultural output (inc work on other farms)	25562	115	26121	118
TOTAL AGRICULTURAL OUTPUT	456243	2058	432275	1950
AGRICULTURAL COSTS				
VARIABLE COSTS (£)				
Crop specific costs	126174	569	116314	525
Livestock specific costs	6964	31	12991	59
Miscellaneous variable costs (inc work on other farms)	1582	7	259	1
TOTAL VARIABLE COSTS	134720	608	129564	584
GROSS MARGIN (£)	321523	1450	302711	1365
FIXED COSTS (£)				
Regular labour	44974	203	29704	134
Casual labour	8490	38	5860	26
Machinery fuel and oil	15512	70	21589	97
Other machinery costs (excl. fuel, oil, depreciation)	23973	108	21928	99
Machinery, glasshouse and other depreciation	30079	136	31697	143
Contract costs	37611	170	35043	158
Bank charges and professional fees	8418	38	8098	37
Water, electricity, & general	25207	114	23748	107
Net interest	8317	38	13884	63
	0	0	0	0
Rent paid	31163	141	27597	124
Property maintenance	7236	33	7141	32
Depreciation of buildings and works	11592	52	9076	41
Miscellaneous fixed costs (inc work on other farms)	11751	53	13504	61
TOTAL FIXED COSTS (£)	264325	1192	248869	1122
Profit/ (Loss) on sale of assets	526	2	-317	-1
FARM BUSINESS INCOME (Agriculture - £)	57725	260	53525	241

4.0 Crop Gross Margins

- Winter and spring crop yields were above average, the long dry summer also reduced harvest time and drying costs. Potato crop yields suffered due to the dry summer
- Farmers faced increased cost of production but generally received increased prices, leading to increased risk and volatility within the sector
- With the exception of the sugar beet, prices were above average
- The gross margin of all cereal crops were above average
- The winter wheat gross margin of £1,579 per hectare was the highest recorded in the FBS
- Sugar beet yields were improved on 2021 but current prices still made growers question the long-term viability
- Ammonium nitrate fertilisers were quoted at £950 - £1000 and red diesel also significantly increased to put further pressure on growing costs. Some crops were grown off the back of cheaper 2021 fertiliser prices allowing better margins
- Phosphate and potash fertiliser prices increased

4 Crop Enterprise Performance

4.1 Crop Gross Margins (excluding organic crops)

Non-organic gross margin results for all farms in England are shown in figure 4.1, with further geographical breakdown in Appendix 2. Some observations are based on sample sizes of less than 15 farms.

Figure 4.1 Combinable Crop Gross Margins, 2021 and 2022¹²



The gross margin of all cereal crops were above average, mainly driven by the long dry summer.

Agronomy and Crop Development

Better conditions in autumn 2021 led to easier establishment of arable crops, spring crops also went into better seed beds than the prior year. The dry spring led to some concern over moisture at drilling for later planted spring crops. Although confidence in oilseed rape growing recovered a little, cabbage stem flea beetle hit later plantings.

Harvest, Yield, Quality and Marketing

The long dry summer of 2022 led to one of the shortest harvests – allowing savings on crop drying, direct labour and power costs. Yields of maize, potato and sugar beet were reduced by the dry summer so also lifted more quickly but for disappointing reasons.

There was also a large amount of straw baled due to the better weather creating a good supply of quality bedding at reasonable prices.

¹² FBS sourced from FBS farm business benchmarking at www.farmbusinesssurvey.co.uk Gross Margins

4 Crop Enterprise Performance

4.2 Winter Wheat

Gross Margin - Winter wheat - England				
Farms in Sample	2021/22		2022/23	
	641		556	
	Per farm	Per hectare	Per farm	Per hectare
Area per farm (hectares)	64.66		68.49	
Yield (tonnes and tonnes per hectare)	540.5	8.4	608.6	8.9
Price (£ per tonne)	209		241	
OUTPUT (£)				
Crop sold	110295	1,706	144002	2,103
Feed used on-farm	2551	39	2543	37
Straw and by-products	5454	84	4822	70
	0		0	
TOTAL OUTPUT	118300	1,830	151367	2,210
VARIABLE COSTS (£)				
Seeds (including homegrown)	4967	77	5441	79
Fertilisers	12762	197	19196	280
Crop protection	12905	200	15859	232
Other crop costs	2382	37	2602	38
Drying and heating costs	407	6	133	2
TOTAL VARIABLE COSTS	33423	517	43230	631
GROSS MARGIN (£)	84878	1,313	108136	1,579

Better establishment conditions in the autumn of 2021 got the crop off to a good start and at £1,579 per hectare the gross margin was the highest recorded in the FBS.

The crop on average yielded 8.9 tonnes per hectare. The average crop price was £241 per tonne, a significant rise on previous years mainly due to factors such as the start of the war in Ukraine.

Variable cost expenditure, of £631 per hectare, reflected the rise in input prices, the biggest factor remaining fertiliser prices even though many growers considered reduced usage.

4 Crop Enterprise Performance

4.3 Spring Wheat

Gross Margin - Spring wheat - England				
Farms in Sample	2021/22		2022/23	
	94		31	
	Per farm	Per hectare	Per farm	Per hectare
Area per farm (hectares)	36.58		33.63	
Yield (tonnes and tonnes per hectare)	225.8	6.2	190.3	5.7
Price (£ per tonne)	215		262	
OUTPUT (£)				
Crop sold	48,122	1,316	48,733	1,449
Feed used on-farm	521	14	1043	31
Straw and by-products	1,164	32	888	26
	0		0	
TOTAL OUTPUT	49,808	1,362	50,664	1,506
VARIABLE COSTS (£)				
Seeds (including homegrown)	3,461	95	3,558	106
Fertilisers	6,202	170	7,417	221
Crop protection	4,679	128	4,380	130
Other crop costs	1,318	36	1,001	30
Drying and heating costs	107	3	90	3
TOTAL VARIABLE COSTS	15,767	431	16,447	489
GROSS MARGIN (£)	34,040	931	34,217	1,017

The average spring wheat gross margin was £1,017 per hectare. At £262 per tonne, the spring wheat price was £21 per tonne higher than the winter wheat price coupled with lower variable costs.

4 Crop Enterprise Performance

4.4 Triticale*

Gross Margin - Triticale - England				
Farms in Sample	2021/22		2022/23	
	13	sample <15	12	sample <15
	Per farm	Per hectare	Per farm	Per hectare
Area per farm (hectares)	28.57		35.47	
Yield (tonnes and tonnes per hectare)	148.9	5.2	210.7	5.9
Price (£ per tonne)	226		254	
OUTPUT (£)				
Crop sold	30016	1,050	50943	1,436
Feed used on-farm	3555	124	2598	73
Straw and by-products	11639	407	6626	187
	0		0	
TOTAL OUTPUT	45210	1,582	60167	1,696
VARIABLE COSTS (£)				
Seeds (including homegrown)	2114	74	2240	63
Fertilisers	4539	159	6253	176
Crop protection	2804	98	4207	119
Other crop costs	1056	37	1121	32
Drying and heating costs	124	4	0	
TOTAL VARIABLE COSTS	10637	372	13820	390
GROSS MARGIN (£)	34573	1,210	46348	1,307

*Due to the reduced sample size, we have reduced confidence in these results.

The triticale crop achieved a gross margin of £1,307 per hectare in 2022, for comparison, the 2020 gross margin was £598 per hectare. The crop yielded 5.9 tonnes per hectare in 2022, one of its best results in FBS records. It achieved an average sale price of £254 per tonne. In 2020 the crop had yielded 4.4 and a price of £173 per tonne. With variable cost expenditure of only £390 per hectare, triticale was a cheaper crop to grow in 2022.

4 Crop Enterprise Performance

4.5 Winter Barley

Gross Margin - Winter barley - England				
Farms in Sample	2021/22		2022/23	
	356		328	
	Per farm	Per hectare	Per farm	Per hectare
Area per farm (hectares)	24.45		26.30	
Yield (tonnes and tonnes per hectare)	172.7	7.1	205.0	7.8
Price (£ per tonne)	181		221	
OUTPUT (£)				
Crop sold	27,798	1,137	41,773	1,588
Feed used on-farm	3,452	141	3,571	136
Straw and by-products	3,065	125	2,870	109
	0		0	
TOTAL OUTPUT	34,315	1,403	48,215	1,833
VARIABLE COSTS (£)				
Seeds (including homegrown)	1,984	81	2,287	87
Fertilisers	4,213	172	6,447	245
Crop protection	3,883	159	4,825	183
Other crop costs	819	33	891	34
Drying and heating costs	105	4	30	1
TOTAL VARIABLE COSTS	11,004	450	14,480	551
GROSS MARGIN (£)	23,311	953	33,735	1,283

In England, results are reported from a reduced sample of 328 farms compared to 333 last year.

At £1,283 per hectare, the winter barley gross margin was higher than the £953 achieved in 2021. The yield, of 7.8 tonnes per hectare was also an increase, again the overriding impact of war in Ukraine and a dry summer masked the impact of any other factors.

4 Crop Enterprise Performance

4.6 Spring Barley

Gross Margin - Spring barley - England				
	2021/22		2022/23	
Farms in Sample	429		326	
	Per farm	Per hectare	Per farm	Per hectare
Area per farm (hectares)	29.27		27.22	
Yield (tonnes and tonnes per hectare)	168.8	5.8	173.2	6.4
Price (£ per tonne)	202		240	
OUTPUT (£)				
Crop sold	31,550	1,078	39,458	1,450
Feed used on-farm	2,567	88	2,047	75
Straw and by-products	2,344	80	1,926	71
	0		0	
TOTAL OUTPUT	36,461	1,246	43,432	1,596
VARIABLE COSTS (£)				
Seeds (including homegrown)	2,182	75	2,386	88
Fertilisers	3,944	135	5,091	187
Crop protection	3,219	110	3,605	132
Other crop costs	836	29	1,039	38
Drying and heating costs	111	4	51	2
TOTAL VARIABLE COSTS	10,293	352	12,171	447
GROSS MARGIN (£)	26,168	894	31,260	1,149

The spring barley gross margin increased to £1,149 from the previous year at £894 per hectare. The crop yielded 6.4 tonnes per hectare. At £173 per tonne, the average price was only £5 per tonne higher than the 2021 spring barley price making it one of the least affected in 2022. The variable cost expenditure increased by £95 per hectare which squeezed the gross margin.

4 Crop Enterprise Performance

4.7 Winter and Spring Oats

Gross Margin - Winter oats - England				
Farms in Sample	2021/22		2022/23	
	118		83	
	Per farm	Per hectare	Per farm	Per hectare
Area per farm (hectares)	19.37		21.64	
Yield (tonnes and tonnes per hectare)	122.7	6.3	149.9	6.9
Price (£ per tonne)	193		232	
OUTPUT (£)				
Crop sold	22,229	1,148	32,518	1,503
Feed used on-farm	1,462	75	2,239	103
Straw and by-products	2,034	105	1,552	72
	0		0	
TOTAL OUTPUT	25,726	1,328	36,309	1,678
VARIABLE COSTS (£)				
Seeds (including homegrown)	1,192	62	1,275	59
Fertilisers	2,736	141	3,514	162
Crop protection	1,860	96	2,012	93
Other crop costs	822	42	623	29
Drying and heating costs	129	7	41	2
TOTAL VARIABLE COSTS	6,739	348	7,465	345
GROSS MARGIN (£)	18,987	980	28,845	1,333

4 Crop Enterprise Performance

Gross Margin - Spring oats - England

Farms in Sample	2021/22		2022/23	
	101		76	
	Per farm	Per hectare	Per farm	Per hectare
Area per farm (hectares)	21.00		23.59	
Yield (tonnes and tonnes per hectare)	115.1	5.5	129.2	5.5
Price (£ per tonne)	182		218	
OUTPUT (£)				
Crop sold	20,032	954	26,940	1,142
Feed used on-farm	887	42	1,161	49
Straw and by-products	1,491	71	951	40
	0		0	
TOTAL OUTPUT	22,410	1,067	29,052	1,232
VARIABLE COSTS (£)				
Seeds (including homegrown)	1,428	68	1,862	79
Fertilisers	2,390	114	3,569	151
Crop protection	1,746	83	1,975	84
Other crop costs	451	21	774	33
Drying and heating costs	111	5	14	1
TOTAL VARIABLE COSTS	6,125	292	8,193	347
GROSS MARGIN (£)	16,285	775	20,860	884

The winter oat gross margin was £1,333 compared to spring at £884 per hectare, the yields came in at 6.9 and 5.5 tonnes per hectare. The variable cost expenditure was £345 and £347 per hectare respectively. Price per tonnes £232 (winter) and £218 (spring) meant the better-established winter crops fared better in the dry late spring and summer.

4 Crop Enterprise Performance

4.8 Rye

Gross Margin - Rye - England				
Farms in Sample	2021/22		2022/23	
	21		27	
	Per farm	Per hectare	Per farm	Per hectare
Area per farm (hectares)	21.83		36.27	
Yield (tonnes and tonnes per hectare)	163.8	7.5	249.6	6.9
Price (£ per tonne)	181		245	
OUTPUT (£)				
Crop sold	27,946	1,280	59,201	1,632
Feed used on-farm	1,701	78	2,052	57
Straw and by-products	1,873	86	2,657	73
	0		0	
TOTAL OUTPUT	31,520	1,444	63,911	1,762
VARIABLE COSTS (£)				
Seeds (including homegrown)	2,327	107	5,895	163
Fertilisers	3,390	155	8,980	248
Crop protection	2,249	103	5,975	165
Other crop costs	864	40	1,019	28
Drying and heating costs	89	4	66	2
TOTAL VARIABLE COSTS	8,919	409	21,935	605
GROSS MARGIN (£)	22,601	1,035	41,976	1,157

A small sample of only 27 farms generated a gross margin of £1,157 per hectare (£1,035 per hectare in 2021). The crop yielded 6.9 tonnes per hectare and achieved an average price of £245 per tonne. Once again, the inflated prices led to the largest impact on gross margin.

4 Crop Enterprise Performance

4.9 Winter Oilseed Rape

Gross Margin - Winter oilseed rape - England				
Farms in Sample	2021/22		2022/23	
	240		213	
	Per farm	Per hectare	Per farm	Per hectare
Area per farm (hectares)	33.18		33.27	
Yield (tonnes and tonnes per hectare)	108.1	3.3	128.6	3.9
Price (£ per tonne)	516		549	
OUTPUT (£)				
Crop sold	55,778	1,681	70,623	2,122
	0		0	
Straw and by-products	443	13	153	5
	0		0	
TOTAL OUTPUT	56,220	1,694	70,777	2,127
VARIABLE COSTS (£)				
Seeds (including homegrown)	2,193	66	2,358	71
Fertilisers	7,227	218	10,074	303
Crop protection	6,316	190	7,364	221
Other crop costs	992	30	1,158	35
Drying and heating costs	73	2	19	1
TOTAL VARIABLE COSTS	16,800	506	20,973	630
GROSS MARGIN (£)	39,420	1,188	49,804	1,497

Our sample of oilseed rape growers in England 2022 was reduced compared to 2021. The average gross margin was £1,497 per hectare.

The 2022 crop growing conditions were very good for early established crops, this meant a higher yield of 3.9 tonnes per hectare was achieved. The price increased to £549 per hectare, leading to a recovery in viability of oilseed rape production. The average variable cost expenditure was £630 per tonne but the exceptional prices some growers received outweighed this.

4 Crop Enterprise Performance

4.10 Linseed

Gross Margin - Linseed - England				
	2021/22		2022/23	
Farms in Sample	55		33	
	Per farm	Per hectare	Per farm	Per hectare
Area per farm (hectares)	24.73		23.82	
Yield (tonnes and tonnes per hectare)	43.5	1.8	43.5	1.8
Price (£ per tonne)	413		518	
OUTPUT (£)				
Crop sold	17,941	725	22,529	946
	0		0	
Straw and by-products	94	4	67	3
	0		0	
TOTAL OUTPUT	18,035	729	22,597	949
VARIABLE COSTS (£)				
Seeds (including homegrown)	2,405	97	2,704	114
Fertilisers	2,695	109	3,003	126
Crop protection	2,192	89	2,259	95
Other crop costs	557	23	530	22
Drying and heating costs	9	0	19	1
TOTAL VARIABLE COSTS	7,858	318	8,516	357
GROSS MARGIN (£)	10,177	412	14,081	591

The average linseed gross margin was £591 per hectare (£412 in 2021), but this was still the lowest gross margin across all crops grown in England. The crop yield averaged 1.8 tonnes per hectare, a little higher than the average seen in recent years. The price of £518 per tonne increased relative to the £413 achieved in 2021. Variable costs averaged £357 per hectare (£318 per hectare in 2021).

4 Crop Enterprise Performance

4.11 Peas for Combining

Gross Margin - Peas for combining - England				
	2021/22		2022/23	
Farms in Sample	46		36	
	Per farm	Per hectare	Per farm	Per hectare
Area per farm (hectares)	31.46		32.03	
Yield (tonnes and tonnes per hectare)	94.5	3.0	93.7	2.9
Price (£ per tonne)	304		342	
OUTPUT (£)				
Crop sold	28,677	911	32,046	1,000
Feed used on-farm	37	1	27	1
Straw and by-products	243	8	228	7
	0		0	
TOTAL OUTPUT	28,957	920	32,301	1,008
VARIABLE COSTS (£)				
Seeds (including homegrown)	4,095	130	4,595	143
Fertilisers	1,370	44	1,181	37
Crop protection	4,498	143	4,435	138
Other crop costs	954	30	924	29
Drying and heating costs	63	2	12	0
TOTAL VARIABLE COSTS	10,980	349	11,146	348
GROSS MARGIN (£)	17,977	571	21,155	660

The average pea gross margin was £660 per hectare compared to £571 in 2021.

At 2.9 tonnes per hectare, the yield was slightly lower than 2021, mainly due to the dry conditions at establishment last spring. The average price was £342 per tonne. Variable costs, averaging £348 per hectare, remained close to 2021 levels mostly due to non-reliance on nitrogen fertiliser use.

4 Crop Enterprise Performance

4.12 Winter and Spring Beans

Gross Margin - Winter beans - England				
	2021/22		2022/23	
Farms in Sample	86		93	
	Per farm	Per hectare	Per farm	Per hectare
Area per farm (hectares)	23.24		25.29	
Yield (tonnes and tonnes per hectare)	95.3	4.1	102.6	4.1
Price (£ per tonne)	240		269	
OUTPUT (£)				
Crop sold	22,463	967	26,914	1,064
Feed used on-farm	445	19	698	28
Straw and by-products	40	2	26	1
	0		0	
TOTAL OUTPUT	22,948	987	27,637	1,093
VARIABLE COSTS (£)				
Seeds (including homegrown)	1,845	79	2,186	86
Fertilisers	880	38	1,458	58
Crop protection	2,712	117	3,605	143
Other crop costs	745	32	848	34
Drying and heating costs	73	3	9	0
TOTAL VARIABLE COSTS	6,256	269	8,107	321
GROSS MARGIN (£)	16,692	718	19,529	772

4 Crop Enterprise Performance

Gross Margin - Spring beans - England

Farms in Sample	2021/22		2022/23	
	127		104	
	Per farm	Per hectare	Per farm	Per hectare
Area per farm (hectares)	29.57		21.42	
Yield (tonnes and tonnes per hectare)	128.5	4.3	71.8	3.4
Price (£ per tonne)	247		272	
OUTPUT (£)				
Crop sold	31,570	1,068	19,135	893
Feed used on-farm	122	4	362	17
Straw and by-products	97	3	39	2
	0		0	
TOTAL OUTPUT	31,789	1,075	19,536	912
VARIABLE COSTS (£)				
Seeds (including homegrown)	3,496	118	2,468	115
Fertilisers	1,398	47	1,071	50
Crop protection	3,627	123	3,024	141
Other crop costs	754	25	563	26
Drying and heating costs	59	2	5	0
TOTAL VARIABLE COSTS	9,335	316	7,132	333
GROSS MARGIN (£)	22,455	759	12,404	579

The winter bean gross margin was £772 per hectare compared to £718 in 2021. Yields remained good at 4.1 tonnes per hectare. The average sale price was £269 per tonne. Again, winter bean growers could capitalise on the crops non reliance on nitrogen fertilisers to keep variable costs down.

The spring bean gross margin averaged £579 per hectare compared to £759 in 2021. The yield of 3.4 tonnes per hectare was the biggest factor in this reduced gross margin.

4 Crop Enterprise Performance

4.13 Sugar Beet

Gross Margin - Sugar beet - England				
	2021/22		2022/23	
Farms in Sample	118		67	
	Per farm	Per hectare	Per farm	Per hectare
Area per farm (hectares)	33.83		38.72	
Yield (tonnes and tonnes per hectare)	2,637.4	78.0	2,545.7	65.8
Price (£ per tonne)	27		32	
OUTPUT (£)				
Crop sold	70,496	2,084	82,584	2,133
Feed used on-farm	56	2	0	
Straw and by-products	0		16	0
	0		0	
TOTAL OUTPUT	70,552	2,085	82,600	2,134
VARIABLE COSTS (£)				
Seeds (including homegrown)	7,663	226	8,941	231
Fertilisers	7,267	215	11,785	304
Crop protection	7,233	214	9,733	251
Other crop costs	11,254	333	10,451	270
	0		0	
TOTAL VARIABLE COSTS	33,417	988	40,909	1,057
GROSS MARGIN (£)	37,134	1,098	41,691	1,077

At £1,077 per hectare, the sugar beet gross margin was slightly lower than 2021. The yield, at 65.8 clean tonnes per hectare, was due to the dry spring and long dry summer. The average price received by growers was £32 per clean tonne. Variable costs of £1,057 per hectare continued to increase and leave growers questioning the viability of current contracts.

4 Crop Enterprise Performance

4.14 Ware Potatoes

Gross Margin - Ware potatoes - England				
Farms in Sample	2021/22		2022/23	
	55		31	
	Per farm	Per hectare	Per farm	Per hectare
Area per farm (hectares)	22.38		35.92	
Yield (tonnes and tonnes per hectare)	1,018.4	45.5	1,598.8	44.5
Price (£ per tonne)	158		170	
OUTPUT (£)				
Crop sold	161,142	7,200	272,348	7,583
Feed used on-farm	119	5	35	1
	0		0	
	0		0	
TOTAL OUTPUT	161,262	7,205	272,383	7,584
VARIABLE COSTS (£)				
Seeds (including homegrown)	19,994	893	35,150	979
Fertilisers	9,196	411	21,229	591
Crop protection	14,320	640	19,428	541
Other crop costs	10,433	466	24,603	685
Drying and heating costs	1,944	87	234	7
TOTAL VARIABLE COSTS	55,887	2,497	100,644	2,802
GROSS MARGIN (£)	105,375	4,708	171,739	4,782

The average gross margin for the potato crop was £4,782 per hectare, a small increase on 2021.

The potato yield of 44.5 tonnes per hectare remained similar to that of 2021. Growers struggled with yield and quality in a dry season, but, this led to an increased price per tonne which supported gross margins overall.

4 Crop Enterprise Performance

4.15 Vining Peas

Gross Margin - Green peas - processing - England				
	2021/22		2022/23	
Farms in Sample	31		21	
	Per farm	Per hectare	Per farm	Per hectare
Area per farm (hectares)	33.66		29.62	
Yield (tonnes and tonnes per hectare)	64.1	1.9	49.0	1.7
Price (£ per tonne)	688		710	
OUTPUT (£)				
Crop sold	44,126	1,311	34,786	1,174
	0		0	
	0		0	
	0		0	
TOTAL OUTPUT	44,126	1,311	34,786	1,174
VARIABLE COSTS (£)				
Seeds (including homegrown)	6,400	190	6,079	205
Fertilisers	714	21	797	27
Crop protection	3,742	111	4,247	143
Other crop costs	1,614	48	768	26
	0		0	
TOTAL VARIABLE COSTS	12,470	370	11,892	401
GROSS MARGIN (£)	31,656	940	22,894	773

The average gross margin for vining peas was £773 per hectare, down from £940 in 2021, making it one of the few crops to decrease between years. The variable costs, which do not include the cost of harvesting the crop, averaged £401, slightly less impacted by fertiliser price fluctuations.

4 Crop Enterprise Performance

4.16 Maize for Anaerobic Digestion (AD)

Gross Margin - AD Maize - England				
	2021/22		2022/23	
Farms in Sample	36		28	
	Per farm	Per hectare	Per farm	Per hectare
Area per farm (hectares)	94.34		44.26	
Yield (tonnes and tonnes per hectare)	3,859.9	40.9	1,279.6	28.9
Price (£ per tonne)	26		38	
OUTPUT (£)				
Crop sold	100,823	1,069	47,321	1,069
Feed used on-farm	262	3	883	20
Straw and by-products	0		5	0
	0		0	
TOTAL OUTPUT	101,084	1,071	48,210	1,089
VARIABLE COSTS (£)				
Seeds (including homegrown)	10,932	116	6,249	141
Fertilisers	12,226	130	9,591	217
Crop protection	5,647	60	3,980	90
Other crop costs	2,726	29	857	19
Drying and heating costs	0		14	0
TOTAL VARIABLE COSTS	31,531	334	20,692	468
GROSS MARGIN (£)	69,553	737	27,518	622

The AD maize gross margin was £622 per hectare. AD maize yielded an average of 28.9 tonnes per hectare for an average sale price of £38 per tonne. Variable costs averaged £468 per hectare. AD maize also suffered dry conditions at establishment and this impacted final yield. This may be another reason growers are moving to AD rye as a more reliable crop with less impact on soil structure at harvest time.

5 Organic Arable Performance

5.0 Organic Arable Performance

- The organic area increased in 2022 to 509,000 hectares, the highest area since 2015¹³
- Only 49,500 hectares were down to cereals, permanent pasture made up the majority at 314,000 hectares¹³
- Organic yields remained reasonable in 2022

5.1 Organic Crop Performance

Sample sizes have fallen below 15 for most crops and so we have reduced confidence in these results but have included them for reference where possible.

Winter Wheat*

Gross Margin – Organic Winter wheat - England

Farms in Sample	2021/22		2022/23	
	11	sample <15	9	sample <15
	Per farm	Per hectare	Per farm	Per hectare
Area per farm (hectares)	17.26		14.51	
Yield (tonnes and tonnes per hectare)	60.0	3.5	43.0	3.0
Price (£ per tonne)	354		396	
OUTPUT (£)				
Crop sold	18,569	1,076	14,758	1,017
Feed used on-farm	2,667	155	2,286	158
Straw and by-products	1,645	95	909	63
	0		0	
TOTAL OUTPUT	22,881	1,326	17,953	1,237
VARIABLE COSTS (£)				
Seeds (including homegrown)	1,902	110	1,951	134
Fertilisers	195	11	121	8
Crop protection	29	2	11	1
Other crop costs	993	58	631	43
Drying and heating costs	62	4	5	0
TOTAL VARIABLE COSTS	3,180	184	2,718	187
GROSS MARGIN (£)	19,701	1,142	15,235	1,050

*Due to the reduced sample size, we have reduced confidence in these results.

¹³ Defra, Organic farming statistics 2022

5 Organic Arable Performance

Gross Margin – Organic Spring barley – England*

Farms in Sample	2021/22		2022/23	
	17		9	sample <15
	Per farm	Per hectare	Per farm	Per hectare
Area per farm (hectares)	32.96		23.75	
Yield (tonnes and tonnes per hectare)	82.6	2.5	70.2	3.0
Price (£ per tonne)	316		350	
OUTPUT (£)				
Crop sold	20,351	617	20,770	875
Feed used on-farm	5,767	175	3,805	160
Straw and by-products	2,591	79	1,490	63
	0		0	
TOTAL OUTPUT	28,708	871	26,065	1,098
VARIABLE COSTS (£)				
Seeds (including homegrown)	4,560	138	2,285	96
Fertilisers	688	21	934	39
Crop protection	33	1	62	3
Other crop costs	1,311	40	875	37
Drying and heating costs	61	2	21	1
TOTAL VARIABLE COSTS	6,652	202	4,178	176
GROSS MARGIN (£)	22,056	669	21,887	922

Gross Margin - Winter oats – England*

Farms in Sample	2021/22		2022/23	
	15		5	sample <15
	Per farm	Per hectare	Per farm	Per hectare
Area per farm (hectares)	27.18		45.77	
Yield (tonnes and tonnes per hectare)	121.9	4.5	206.0	4.5
Price (£ per tonne)	309		399	
OUTPUT (£)				
Crop sold	33,423	1,230	75,526	1,650
Feed used on-farm	4,250	156	6,585	144
Straw and by-products	4,916	181	1,551	34
	0		0	
TOTAL OUTPUT	42,589	1,567	83,661	1,828
VARIABLE COSTS (£)				
Seeds (including homegrown)	2,544	94	3,088	67
Fertilisers	714	26	1,041	23
Crop protection	36	1	71	2
Other crop costs	1,003	37	1,497	33
Drying and heating costs	42	2	24	1
TOTAL VARIABLE COSTS	4,339	160	5,721	125
GROSS MARGIN (£)	38250	1,407	77940	1,703

5 Organic Arable Performance

Gross Margin - Spring oats – England*

Farms in Sample	2021/22		2022/23	
	15		8	sample <15
	Per farm	Per hectare	Per farm	Per hectare
Area per farm (hectares)	15.97		35.22	
Yield (tonnes and tonnes per hectare)	53.4	3.3	118.0	3.4
Price (£ per tonne)	296		340	
OUTPUT (£)				
Crop sold	14,361	899	39,862	1,132
Feed used on-farm	1,465	92	256	7
Straw and by-products	1,050	66	1,974	56
	0		0	
TOTAL OUTPUT	16,876	1,057	42,091	1,195
VARIABLE COSTS (£)				
Seeds (including homegrown)	1,329	83	4,466	127
Fertilisers	411	26	1,516	43
Crop protection	77	5	97	3
Other crop costs	1,252	78	1,029	29
Drying and heating costs	44	3	36	1
TOTAL VARIABLE COSTS	3,114	195	7,144	203
GROSS MARGIN (£)	13,763	862	34,947	992

*Due to the reduced sample size, we have reduced confidence in these results.

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*Due to the small sample size, we have reduced confidence in these results

Agriculture Output & Costs - Cereals - Mixed tenure				
	2021/22		2022/23	
Farms in Sample	184		148	
Area farmed (hectares)	256.08		271.17	
Owner occupied area (%)	66%		65%	
	Per farm	Per hectare	Per farm	Per hectare
AGRICULTURAL OUTPUT (£)				
Crop output (excluding subsidies)	346521	1278	446734	1647
Livestock output (excluding subsidies)	11635	43	11015	41
Subsidies to agriculture	86	0	22	0
Other agricultural output (inc work on other farms)	53132	196	31110	115
TOTAL AGRICULTURAL OUTPUT	411374	1517	488880	1803
AGRICULTURAL COSTS				
VARIABLE COSTS (£)				
Crop specific costs	100693	371	124059	457
Livestock specific costs	5969	22	6009	22
Miscellaneous variable costs (inc work on other farms)	3944	15	1075	4
TOTAL VARIABLE COSTS	110606	408	131143	484
GROSS MARGIN (£)	300769	1109	357738	1319
FIXED COSTS (£)				
Regular labour	23287	86	28587	105
Casual labour	4289	16	2149	8
Machinery fuel and oil	15093	56	21844	81
Other machinery costs (excl. fuel, oil, depreciation)	18380	68	20563	76
Machinery, glasshouse and other depreciation	28059	103	34035	126
Contract costs	23306	86	27718	102
Bank charges and professional fees	7007	26	9522	35
Water, electricity, & general	19154	71	22126	82
Net interest	8204	30	7694	28
	0	0	0	0
Rent paid	24050	89	27478	101
Property maintenance	8067	30	7588	28
Depreciation of buildings and works	10746	40	10269	38
Miscellaneous fixed costs (inc work on other farms)	24698	91	13199	49
TOTAL FIXED COSTS (£)	214341	790	232771	858
Profit/ (Loss) on sale of assets	1127	4	1943	7
FARM BUSINESS INCOME (Agriculture - £)	87556	323	126909	468

Agriculture Output & Costs - Cereals - Owner-occupied

	2019/20	2020/21		
Farms in Sample	112	119		
Area of farm (hectares)	142.8	164.2		
Owner occupied area (%)	100.0	100.0		
AGRICULTURAL OUTPUT (£)				
	Per farm	Per hectare	Per farm	Per hectare
Crop output (excluding subsidies)	126,653	887	145,865	888
Livestock output (excluding subsidies)	4,268	30	4,760	29
Subsidies to agriculture	31	0		
Other agricultural output (inc work on other farms)	11,306	79	17,056	104
TOTAL AGRICULTURAL OUTPUT	142,257	996	167,682	1,021
AGRICULTURAL COSTS				
VARIABLE COSTS (£)				
Crop specific costs	51,430	360	55,753	340
Livestock specific costs	2,525	18	2,729	17
Miscellaneous variable costs (inc work on other farms)	133	1	161	1
TOTAL VARIABLE COSTS	54,089	379	58,643	357
GROSS MARGIN (£)	88,169	617	109,039	664
FIXED COSTS (£)				
Regular labour	8,991	63	11,447	70
Casual labour	1,312	9	1,984	12
Machinery fuel and oil	5,714	40	5,574	34
Other machinery costs (excl. fuel, oil, depreciation)	6,857	48	9,472	58
Machinery, glasshouse and other depreciation	16,721	117	14,493	88
Contract costs	16,569	116	21,636	132
Bank charges and professional fees	4,539	32	5,929	36
Water, electricity, & general	9,161	64	13,016	79
Net interest	3,237	23	4,445	27
Write-off of bad debts	12	0		
Rent paid	3,332	23	4,668	28
Property maintenance	677	5	1,541	9
Depreciation of buildings and works	4,944	35	5,080	31
Miscellaneous fixed costs (inc work on other farms)	5,462	38	9,550	58
TOTAL FIXED COSTS (£)	87,529	613	108,834	663
Profit/ (Loss) on sale of assets	559	4	-2,430	-15
FARM BUSINESS INCOME (Agriculture - £)	1,198	8	-2,226	-14
CROPPING (mean area (hectares))	Hvst 2020/21 Winter crops		Hvst 2020/21 Spring crops	
Wheat	42.2		4.5	
Barley	9.3		19.5	
Oats	0.3		1.6	
Beans	3.3		4.8	
Oilseed rape	18.1		0.5	
Linseed			1.0	
Peas for combining (dry)			1.3	
All Potatoes (seed, early, ware, and processing)			0.0	
Sugar beet			1.5	
Horticultural crops			-	

Agriculture Output & Costs - Cereals - Tenanted				
	2021/22		2022/23	
Farms in Sample	42		26	
Area farmed (hectares)	144.14		191.08	
Owner occupied area (%)	0%		0%	
	Per farm	Per hectare	Per farm	Per hectare
AGRICULTURAL OUTPUT (£)				
Crop output (excluding subsidies)	199931	1046	338098	1769
Livestock output (excluding subsidies)	6353	33	1351	7
	0	0	0	0
Other agricultural output (inc work on other farms)	18454	97	24950	131
TOTAL AGRICULTURAL OUTPUT	224738	1176	364399	1907
AGRICULTURAL COSTS				
VARIABLE COSTS (£)				
Crop specific costs	61589	322	110853	580
Livestock specific costs	2758	14	1003	5
Miscellaneous variable costs (inc work on other farms)	744	4	694	4
TOTAL VARIABLE COSTS	65090	341	112550	589
GROSS MARGIN (£)	159648	835	251848	1318
FIXED COSTS (£)				
Regular labour	6506	34	6094	32
Casual labour	1980	10	1185	6
Machinery fuel and oil	7222	38	9605	50
Other machinery costs (excl. fuel, oil, depreciation)	9638	50	10005	52
Machinery, glasshouse and other depreciation	9848	52	12565	66
Contract costs	19684	103	35654	187
Bank charges and professional fees	3654	19	7249	38
Water, electricity, & general	11372	60	13497	71
Net interest	654	3	2343	12
Write-off of bad debts	0	0	-166	-1
Rent paid	33633	176	45421	238
Property maintenance	-4203	-22	-4029	-21
Depreciation of buildings and works	1439	8	2058	11
Miscellaneous fixed costs (inc work on other farms)	12506	65	15435	81
TOTAL FIXED COSTS (£)	113931	596	156915	821
Profit/ (Loss) on sale of assets	74	0	28	0
FARM BUSINESS INCOME (Agriculture - £)	45791	240	94961	497

Agriculture Output & Costs - Cereals - Cambridgeshire

	2021/22		2022/23	
Farms in Sample	25		8	sample <15
Area farmed (hectares)	198.85		403.46	
Owner occupied area (%)	68%		78%	
	Per farm	Per hectare	Per farm	Per hectare
AGRICULTURAL OUTPUT (£)				
Crop output (excluding subsidies)	279127	692	656136	1626
Livestock output (excluding subsidies)	1155	3	1958	5
	0	0	0	0
Other agricultural output (inc work on other farms)	9283	23	37476	93
TOTAL AGRICULTURAL OUTPUT	289565	718	695569	1724
AGRICULTURAL COSTS				
VARIABLE COSTS (£)				
Crop specific costs	82218	204	185114	459
Livestock specific costs	483	1	1065	3
Miscellaneous variable costs (inc work on other farms)	967	2	1204	3
TOTAL VARIABLE COSTS	83668	207	187384	464
GROSS MARGIN (£)	205898	510	508185	1260
FIXED COSTS (£)				
Regular labour	16429	41	57126	142
Casual labour	1574	4	1546	4
Machinery fuel and oil	10030	25	21367	53
Other machinery costs (excl. fuel, oil, depreciation)	10332	26	14666	36
Machinery, glasshouse and other depreciation	16272	40	22005	55
Contract costs	24201	60	102615	254
Bank charges and professional fees	5606	14	20493	51
Water, electricity, & general	13652	34	35749	89
Net interest	1191	3	3050	8
	0	0	0	0
Rent paid	22972	57	39595	98
Property maintenance	11910	30	13431	33
Depreciation of buildings and works	5502	14	10411	26
Miscellaneous fixed costs (inc work on other farms)	4748	12	15208	38
TOTAL FIXED COSTS (£)	144418	358	357264	886
Profit/ (Loss) on sale of assets	1245	3	10	0
FARM BUSINESS INCOME (Agriculture - £)	62724	155	150931	374

Agriculture Output & Costs - Cereals - Essex				
	2021/22		2022/23	
Farms in Sample	19		13	sample <15
Area farmed (hectares)	258.00		463.13	
Owner occupied area (%)	77%		57%	
	Per farm	Per hectare	Per farm	Per hectare
AGRICULTURAL OUTPUT (£)				
Crop output (excluding subsidies)	344354	744	628488	1357
Livestock output (excluding subsidies)	580	1	22195	48
	0	0	0	0
Other agricultural output (inc work on other farms)	47668	103	17369	38
TOTAL AGRICULTURAL OUTPUT	392602	848	668052	1442
AGRICULTURAL COSTS				
VARIABLE COSTS (£)				
Crop specific costs	96545	208	187281	404
Livestock specific costs	323	1	12814	28
Miscellaneous variable costs (inc work on other farms)	84	0	1273	3
TOTAL VARIABLE COSTS	96952	209	201368	435
GROSS MARGIN (£)	295650	638	466684	1008
FIXED COSTS (£)				
Regular labour	37542	81	48743	105
Casual labour	2611	6	1892	4
Machinery fuel and oil	15349	33	29758	64
Other machinery costs (excl. fuel, oil, depreciation)	17494	38	33512	72
Machinery, glasshouse and other depreciation	23670	51	42702	92
Contract costs	32015	69	80437	174
Bank charges and professional fees	10919	24	19345	42
Water, electricity, & general	25397	55	28669	62
Net interest	9011	19	9564	21
Write-off of bad debts	255	1	0	0
Rent paid	26802	58	54850	118
Property maintenance	16965	37	27188	59
Depreciation of buildings and works	5584	12	12997	28
Miscellaneous fixed costs (inc work on other farms)	19208	41	4937	11
TOTAL FIXED COSTS (£)	242822	524	394595	852
Profit/ (Loss) on sale of assets	-2034	-4	-39	0
FARM BUSINESS INCOME (Agriculture - £)	50793	110	72050	156

Agriculture Output & Costs - Cereals - Leicestershire				
	2021/22		2022/23	
Farms in Sample	11	sample <15	10	sample <15
Area farmed (hectares)	205.77		182.51	
Owner occupied area (%)	56%		39%	
	Per farm	Per hectare	Per farm	Per hectare
AGRICULTURAL OUTPUT (£)				
Crop output (excluding subsidies)	258656	1417	299024	1638
Livestock output (excluding subsidies)	15471	85	16048	88
	0	0	0	0
Other agricultural output (inc work on other farms)	8653	47	7116	39
TOTAL AGRICULTURAL OUTPUT	282780	1549	322188	1765
AGRICULTURAL COSTS				
VARIABLE COSTS (£)				
Crop specific costs	75530	414	117501	644
Livestock specific costs	6669	37	9918	54
Miscellaneous variable costs (inc work on other farms)	473	3	488	3
TOTAL VARIABLE COSTS	82671	453	127907	701
GROSS MARGIN (£)	200108	1096	194281	1064
FIXED COSTS (£)				
Regular labour	15365	84	10394	57
Casual labour	2724	15	1700	9
Machinery fuel and oil	12312	67	13532	74
Other machinery costs (excl. fuel, oil, depreciation)	13356	73	11429	63
Machinery, glasshouse and other depreciation	21052	115	20495	112
Contract costs	22688	124	32743	179
Bank charges and professional fees	5743	31	15738	86
Water, electricity, & general	23793	130	21765	119
Net interest	3992	22	6472	35
	0	0	0	0
Rent paid	27290	150	31737	174
Property maintenance	2097	11	615	3
Depreciation of buildings and works	8004	44	7896	43
Miscellaneous fixed costs (inc work on other farms)	3114	17	2304	13
TOTAL FIXED COSTS (£)	161530	885	176822	969
Profit/ (Loss) on sale of assets	1096	6	-515	-3
FARM BUSINESS INCOME (Agriculture - £)	39674	217	16943	93

Agriculture Output & Costs - Cereals - Lincolnshire				
	2021/22		2022/23	
Farms in Sample	32		22	
Area farmed (hectares)	197.82		228.03	
Owner occupied area (%)	68%		55%	
	Per farm	Per hectare	Per farm	Per hectare
AGRICULTURAL OUTPUT (£)				
Crop output (excluding subsidies)	309491	1357	441825	1938
Livestock output (excluding subsidies)	11376	50	1916	8
	0	0	0	0
Other agricultural output (inc work on other farms)	28390	125	50375	221
TOTAL AGRICULTURAL OUTPUT	349257	1532	494116	2167
AGRICULTURAL COSTS				
VARIABLE COSTS (£)				
Crop specific costs	81483	357	110098	483
Livestock specific costs	6627	29	1082	5
Miscellaneous variable costs (inc work on other farms)	1206	5	2082	9
TOTAL VARIABLE COSTS	89316	392	113263	497
GROSS MARGIN (£)	259941	1140	380853	1670
FIXED COSTS (£)				
Regular labour	16409	72	28843	126
Casual labour	2357	10	1717	8
Machinery fuel and oil	10332	45	17578	77
Other machinery costs (excl. fuel, oil, depreciation)	12067	53	18116	79
Machinery, glasshouse and other depreciation	23165	102	27241	119
Contract costs	24879	109	34101	150
Bank charges and professional fees	5864	26	6771	30
Water, electricity, & general	15964	70	19833	87
Net interest	5116	22	14285	63
	0	0	0	0
Rent paid	17209	75	31224	137
Property maintenance	4561	20	6446	28
Depreciation of buildings and works	6741	30	9066	40
Miscellaneous fixed costs (inc work on other farms)	10883	48	18131	80
TOTAL FIXED COSTS (£)	155547	682	233351	1023
Profit/ (Loss) on sale of assets	-648	-3	2299	10
FARM BUSINESS INCOME (Agriculture - £)	103746	455	149800	657

Agriculture Output & Costs - Cereals - North Yorkshire				
	2021/22		2022/23	
Farms in Sample	12	sample <15	10	sample <15
Area farmed (hectares)	93.11		104.97	
Owner occupied area (%)	90%		85%	
	Per farm	Per hectare	Per farm	Per hectare
AGRICULTURAL OUTPUT (£)				
Crop output (excluding subsidies)	128011	1220	199899	1904
Livestock output (excluding subsidies)	4655	44	4267	41
	0	0	0	0
Other agricultural output (inc work on other farms)	8946	85	6359	61
TOTAL AGRICULTURAL OUTPUT	141612	1349	210524	2006
AGRICULTURAL COSTS				
VARIABLE COSTS (£)				
Crop specific costs	41286	393	60533	577
Livestock specific costs	2898	28	2362	23
Miscellaneous variable costs (inc work on other farms)	12	0	3	0
TOTAL VARIABLE COSTS	44195	421	62898	599
GROSS MARGIN (£)	97417	928	147626	1406
FIXED COSTS (£)				
Regular labour	3181	30	3304	31
Casual labour	89	1	1250	12
Machinery fuel and oil	6241	59	12678	121
Other machinery costs (excl. fuel, oil, depreciation)	7864	75	8467	81
Machinery, glasshouse and other depreciation	12199	116	25986	248
Contract costs	13862	132	10284	98
Bank charges and professional fees	3473	33	2791	27
Water, electricity, & general	7847	75	11414	109
Net interest	875	8	8502	81
	0	0	0	0
Rent paid	2909	28	3816	36
Property maintenance	4555	43	4833	46
Depreciation of buildings and works	3210	31	5549	53
Miscellaneous fixed costs (inc work on other farms)	5834	56	1293	12
TOTAL FIXED COSTS (£)	72139	687	100165	954
Profit/ (Loss) on sale of assets	1935	18	614	6
FARM BUSINESS INCOME (Agriculture - £)	27213	259	48074	458

Agriculture Output & Costs - Cereals - Oxfordshire				
	2021/22		2022/23	
Farms in Sample	15		13	sample <15
Area farmed (hectares)	125.57		134.83	
Owner occupied area (%)	80%		82%	
	Per farm	Per hectare	Per farm	Per hectare
AGRICULTURAL OUTPUT (£)				
Crop output (excluding subsidies)	144473	1072	186364	1382
Livestock output (excluding subsidies)	5042	37	4323	32
	0	0	0	0
Other agricultural output (inc work on other farms)	5853	43	8546	63
TOTAL AGRICULTURAL OUTPUT	155368	1152	199233	1478
AGRICULTURAL COSTS				
VARIABLE COSTS (£)				
Crop specific costs	46354	344	64462	478
Livestock specific costs	2830	21	1810	13
Miscellaneous variable costs (inc work on other farms)	13	0	148	1
TOTAL VARIABLE COSTS	49196	365	66420	493
GROSS MARGIN (£)	106171	787	132813	985
FIXED COSTS (£)				
Regular labour	7392	55	4172	31
Casual labour	1222	9	1175	9
Machinery fuel and oil	4404	33	5971	44
Other machinery costs (excl. fuel, oil, depreciation)	9296	69	6131	45
Machinery, glasshouse and other depreciation	12855	95	13915	103
Contract costs	27091	201	25362	188
Bank charges and professional fees	6186	46	5225	39
Water, electricity, & general	11324	84	10709	79
Net interest	1830	14	1145	8
Write-off of bad debts	0	0	-251	-2
Rent paid	9501	70	10348	77
Property maintenance	1809	13	3828	28
Depreciation of buildings and works	3964	29	4426	33
Miscellaneous fixed costs (inc work on other farms)	3470	26	5046	37
TOTAL FIXED COSTS (£)	100344	744	97201	721
Profit/ (Loss) on sale of assets	-774	-6	-409	-3
FARM BUSINESS INCOME (Agriculture - £)	5054	37	35203	261

Agriculture Output & Costs - Cereals - Suffolk				
	2021/22		2022/23	
Farms in Sample	16		21	
Area farmed (hectares)	310.09		108.44	
Owner occupied area (%)	75%		74%	
	Per farm	Per hectare	Per farm	Per hectare
AGRICULTURAL OUTPUT (£)				
Crop output (excluding subsidies)	390655	3603	176512	1628
Livestock output (excluding subsidies)	242	2	809	7
	0	0	0	0
Other agricultural output (inc work on other farms)	32340	298	2629	24
TOTAL AGRICULTURAL OUTPUT	423238	3903	179950	1659
AGRICULTURAL COSTS				
VARIABLE COSTS (£)				
Crop specific costs	138528	1277	57013	526
Livestock specific costs	190	2	625	6
Miscellaneous variable costs (inc work on other farms)	58	1	11	0
TOTAL VARIABLE COSTS	138776	1280	57648	532
GROSS MARGIN (£)	284462	2623	122301	1128
FIXED COSTS (£)				
Regular labour	29406	271	3956	36
Casual labour	4604	42	699	6
Machinery fuel and oil	16799	155	5266	49
Other machinery costs (excl. fuel, oil, depreciation)	23485	217	7307	67
Machinery, glasshouse and other depreciation	22906	211	8008	74
Contract costs	39896	368	32002	295
Bank charges and professional fees	4479	41	6011	55
Water, electricity, & general	16493	152	9675	89
Net interest	2942	27	1468	14
	0	0	0	0
Rent paid	16705	154	6153	57
Property maintenance	15820	146	4176	39
Depreciation of buildings and works	19251	178	4547	42
Miscellaneous fixed costs (inc work on other farms)	18977	175	662	6
TOTAL FIXED COSTS (£)	231763	2137	89931	829
Profit/ (Loss) on sale of assets	228	2	110	1
FARM BUSINESS INCOME (Agriculture - £)	52927	488	32480	300

Agriculture Output & Costs - General cropping - Mixed tenure				
	2021/22		2022/23	
Farms in Sample	80		57	
Area farmed (hectares)	335.41		304.44	
Owner occupied area (%)	70%		62%	
	Per farm	Per hectare	Per farm	Per hectare
AGRICULTURAL OUTPUT (£)				
Crop output (excluding subsidies)	579603	1904	555618	1825
Livestock output (excluding subsidies)	27728	91	51587	169
Subsidies to agriculture	0	0	28	0
Other agricultural output (inc work on other farms)	32711	107	25822	85
TOTAL AGRICULTURAL OUTPUT	640043	2102	633056	2079
AGRICULTURAL COSTS				
VARIABLE COSTS (£)				
Crop specific costs	175077	575	161074	529
Livestock specific costs	12142	40	27220	89
Miscellaneous variable costs (inc work on other farms)	258	1	100	0
TOTAL VARIABLE COSTS	187477	616	188394	619
GROSS MARGIN (£)	452566	1487	444662	1461
FIXED COSTS (£)				
Regular labour	71944	236	48594	160
Casual labour	14015	46	8742	29
Machinery fuel and oil	23316	77	32251	106
Other machinery costs (excl. fuel, oil, depreciation)	36958	121	33680	111
Machinery, glasshouse and other depreciation	45328	149	47981	158
Contract costs	36379	119	29455	97
Bank charges and professional fees	10927	36	10132	33
Water, electricity, & general	35356	116	30657	101
Net interest	13434	44	24042	79
	0	0	0	0
Rent paid	40020	131	38638	127
Property maintenance	10732	35	11515	38
Depreciation of buildings and works	19373	64	15037	49
Miscellaneous fixed costs (inc work on other farms)	14226	47	11890	39
TOTAL FIXED COSTS (£)	372008	1222	342614	1125
Profit/ (Loss) on sale of assets	1236	4	-361	-1
FARM BUSINESS INCOME (Agriculture - £)	81795	269	101688	334

Agriculture Output & Costs - General cropping - Owner-occupied

	2019/20	2020/21		
Farms in Sample	23	28		
Area of farm (hectares)	126.6	154.8		
Owner occupied area (%)	100.0	100.0		
AGRICULTURAL OUTPUT (£)				
	Per farm	Per hectare	Per farm	Per hectare
Crop output (excluding subsidies)	142,735	1,127	145,145	938
Livestock output (excluding subsidies)	1,226	10	4,992	32
Subsidies to agriculture	12	0	16	0
Other agricultural output (inc work on other farms)	11,635	92	20,665	133
TOTAL AGRICULTURAL OUTPUT	155,608	1,229	170,818	1,103
AGRICULTURAL COSTS				
VARIABLE COSTS (£)				
Crop specific costs	51,740	409	56,737	366
Livestock specific costs	1,307	10	1,325	9
Miscellaneous variable costs (inc work on other farms)	2,778	22	482	3
TOTAL VARIABLE COSTS	55,825	441	58,544	378
GROSS MARGIN (£)	99,784	788	112,274	725
FIXED COSTS (£)				
Regular labour	2,377	19	9,242	60
Casual labour	3,366	27	2,495	16
Machinery fuel and oil	3,380	27	5,534	36
Other machinery costs (excl. fuel, oil, depreciation)	5,176	41	10,758	69
Machinery, glasshouse and other depreciation	11,700	92	17,093	110
Contract costs	30,117	238	23,669	153
Bank charges and professional fees	3,616	29	3,849	25
Water, electricity, & general	8,585	68	11,882	77
Net interest	4,574	36	5,779	37
Rent paid	5,203	41	5,902	38
Property maintenance	645	5	1,117	7
Depreciation of buildings and works	2,311	18	5,438	35
Miscellaneous fixed costs (inc work on other farms)	4,210	33	9,282	60
TOTAL FIXED COSTS (£)	85,260	673	112,041	724
Profit/ (Loss) on sale of assets	123	1	-176	-1
FARM BUSINESS INCOME (Agriculture - £)	14,646	116	58	0
CROPPING (mean area (hectares))	Hvst 2020/21 Winter crops Hvst 2020/21 Spring crops			
Wheat	33.7		1.2	
Barley	3.5		17.2	
Oats	2.2		1.2	
Beans	-		2.7	
Oilseed rape	10.0		-	
Linseed			-	
Peas for combining (dry)			0.7	
All Potatoes (seed, early, ware, and processing)			1.2	
Sugar beet			16.1	
Horticultural crops			0.0	

Agriculture Output & Costs - General cropping - Tenanted				
	2021/22		2022/23	
Farms in Sample	20		14	sample <15
Area farmed (hectares)	226.98		216.88	
Owner occupied area (%)	0%		0%	
	Per farm	Per hectare	Per farm	Per hectare
AGRICULTURAL OUTPUT (£)				
Crop output (excluding subsidies)	389924	1798	367811	1696
Livestock output (excluding subsidies)	3472	16	4984	23
	0	0	0	0
Other agricultural output (inc work on other farms)	30887	142	61200	282
TOTAL AGRICULTURAL OUTPUT	424283	1956	433994	2001
AGRICULTURAL COSTS				
VARIABLE COSTS (£)				
Crop specific costs	112011	516	123420	569
Livestock specific costs	2380	11	2607	12
Miscellaneous variable costs (inc work on other farms)	583	3	1232	6
TOTAL VARIABLE COSTS	114974	530	127259	587
GROSS MARGIN (£)	309309	1426	306735	1414
FIXED COSTS (£)				
Regular labour	29568	136	20782	96
Casual labour	4999	23	5522	25
Machinery fuel and oil	14434	67	19406	89
Other machinery costs (excl. fuel, oil, depreciation)	20490	94	20519	95
Machinery, glasshouse and other depreciation	23916	110	28497	131
Contract costs	46035	212	60193	278
Bank charges and professional fees	4896	23	5745	26
Water, electricity, & general	20554	95	21551	99
Net interest	2283	11	1637	8
	0	0	0	0
Rent paid	63552	293	61523	284
Property maintenance	-6142	-28	-4102	-19
Depreciation of buildings and works	3120	14	2931	14
Miscellaneous fixed costs (inc work on other farms)	16122	74	29827	138
TOTAL FIXED COSTS (£)	243825	1124	274031	1264
Profit/ (Loss) on sale of assets	-1044	-5	-1241	-6
FARM BUSINESS INCOME (Agriculture - £)	64440	297	31463	145

Agriculture Output & Costs - General cropping - Kent

	2021/22		2022/23	
Farms in Sample	11	sample <15	5	sample <15
Area farmed (hectares)	431.96		389.41	
Owner occupied area (%)	65%		67%	
	Per farm	Per hectare	Per farm	Per hectare
AGRICULTURAL OUTPUT (£)				
Crop output (excluding subsidies)	1059547	2721	544786	1399
Livestock output (excluding subsidies)	83223	214	129540	333
	0	0	0	0
Other agricultural output (inc work on other farms)	37968	98	6353	16
TOTAL AGRICULTURAL OUTPUT	1180738	3032	680679	1748
AGRICULTURAL COSTS				
VARIABLE COSTS (£)				
Crop specific costs	382700	983	153856	395
Livestock specific costs	28627	74	51356	132
Miscellaneous variable costs (inc work on other farms)	130	0	130	0
TOTAL VARIABLE COSTS	411457	1057	205342	527
GROSS MARGIN (£)	769281	1975	475337	1221
FIXED COSTS (£)				
Regular labour	229664	590	84130	216
Casual labour	55763	143	20070	52
Machinery fuel and oil	29343	75	19591	50
Other machinery costs (excl. fuel, oil, depreciation)	48243	124	29795	77
Machinery, glasshouse and other depreciation	76034	195	38851	100
Contract costs	54292	139	70615	181
Bank charges and professional fees	17694	45	8776	23
Water, electricity, & general	66399	171	31087	80
Net interest	39562	102	65500	168
	0	0	0	0
Rent paid	46077	118	35423	91
Property maintenance	25799	66	15394	40
Depreciation of buildings and works	45638	117	26660	68
Miscellaneous fixed costs (inc work on other farms)	9232	24	1352	3
TOTAL FIXED COSTS (£)	743740	1910	447243	1149
Profit/ (Loss) on sale of assets	264	1	-2228	-6
FARM BUSINESS INCOME (Agriculture - £)	25805	66	25865	66

Agriculture Output & Costs - General cropping - Lincolnshire				
	2021/22		2022/23	
Farms in Sample	15		8	sample <15
Area farmed (hectares)	235.99		234.01	
Owner occupied area (%)	56%		55%	
	Per farm	Per hectare	Per farm	Per hectare
AGRICULTURAL OUTPUT (£)				
Crop output (excluding subsidies)	514307	2198	428310	1830
Livestock output (excluding subsidies)	6369	27	45354	194
	0	0	0	0
Other agricultural output (inc work on other farms)	34161	146	55445	237
TOTAL AGRICULTURAL OUTPUT	554837	2371	529109	2261
AGRICULTURAL COSTS				
VARIABLE COSTS (£)				
Crop specific costs	150226	642	118742	507
Livestock specific costs	3477	15	28048	120
Miscellaneous variable costs (inc work on other farms)	704	3	1458	6
TOTAL VARIABLE COSTS	154408	660	148248	634
GROSS MARGIN (£)	400429	1711	380861	1628
FIXED COSTS (£)				
Regular labour	34644	148	14047	60
Casual labour	18455	79	3938	17
Machinery fuel and oil	17647	75	21759	93
Other machinery costs (excl. fuel, oil, depreciation)	21318	91	19722	84
Machinery, glasshouse and other depreciation	29262	125	31188	133
Contract costs	42282	181	54498	233
Bank charges and professional fees	9643	41	7465	32
Water, electricity, & general	30831	132	24575	105
Net interest	3272	14	3976	17
	0	0	0	0
Rent paid	54919	235	30807	132
Property maintenance	9055	39	5449	23
Depreciation of buildings and works	11367	49	6341	27
Miscellaneous fixed costs (inc work on other farms)	16235	69	24606	105
TOTAL FIXED COSTS (£)	298929	1277	248369	1061
Profit/ (Loss) on sale of assets	1005	4	1164	5
FARM BUSINESS INCOME (Agriculture - £)	102505	438	133656	571

Agriculture Output & Costs - General cropping - Norfolk				
	2021/22		2022/23	
Farms in Sample	28		19	
Area farmed (hectares)	323.84		289.90	
Owner occupied area (%)	90%		80%	
	Per farm	Per hectare	Per farm	Per hectare
AGRICULTURAL OUTPUT (£)				
Crop output (excluding subsidies)	444853	1534	567508	1958
Livestock output (excluding subsidies)	4783	16	1436	5
	0	0	0	0
Other agricultural output (inc work on other farms)	35542	123	44280	153
TOTAL AGRICULTURAL OUTPUT	485177	1674	613224	2115
AGRICULTURAL COSTS				
VARIABLE COSTS (£)				
Crop specific costs	138917	479	192469	664
Livestock specific costs	1592	5	696	2
Miscellaneous variable costs (inc work on other farms)	5830	20	78	0
TOTAL VARIABLE COSTS	146339	505	193242	667
GROSS MARGIN (£)	338838	1169	419982	1449
FIXED COSTS (£)				
Regular labour	45895	158	55905	193
Casual labour	5519	19	7858	27
Machinery fuel and oil	17500	60	29772	103
Other machinery costs (excl. fuel, oil, depreciation)	32815	113	29837	103
Machinery, glasshouse and other depreciation	27152	94	44293	153
Contract costs	42932	148	44779	154
Bank charges and professional fees	9654	33	18289	63
Water, electricity, & general	29349	101	39095	135
Net interest	10185	35	20375	70
	0	0	0	0
Rent paid	25854	89	33580	116
Property maintenance	8810	30	20646	71
Depreciation of buildings and works	11242	39	10993	38
Miscellaneous fixed costs (inc work on other farms)	21693	75	26111	90
TOTAL FIXED COSTS (£)	288601	996	381535	1316
Profit/ (Loss) on sale of assets	-437	-2	-2271	-8
FARM BUSINESS INCOME (Agriculture - £)	49800	172	36176	125

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*Due to the reduced sample size, we have reduced confidence in these results.

Gross Margin - Winter wheat – Cambridgeshire				
Farms in Sample	2021/22		2022/23	
	33		14	sample <15
	Per farm	Per hectare	Per farm	Per hectare
Area per farm (hectares)	103.15		183.37	
Yield (tonnes and tonnes per hectare)	844.5	8.2	1,666.6	9.1
Price (£ per tonne)	198		240	
OUTPUT (£)				
Crop sold	166,510	1,614	397,641	2,168
Feed used on-farm	695	7	1,838	10
Straw and by-products	4,902	48	12,425	68
	0		0	
TOTAL OUTPUT	172,107	1,669	411,904	2,246
VARIABLE COSTS (£)				
Seeds (including homegrown)	8,072	78	14,321	78
Fertilisers	17,585	170	39,810	217
Crop protection	20,855	202	41,026	224
Other crop costs	4,444	43	8,510	46
Drying and heating costs	544	5	0	
TOTAL VARIABLE COSTS	51,500	499	103,665	565
GROSS MARGIN (£)	120,607	1,169	308,238	1,681

Gross Margin - Winter wheat - Devon				
Farms in Sample	2021/22		2022/23	
	20		28	
	Per farm	Per hectare	Per farm	Per hectare
Area per farm (hectares)	27.64		24.99	
Yield (tonnes and tonnes per hectare)	214.4	7.8	214.9	8.6
Price (£ per tonne)	202		235	
OUTPUT (£)				
Crop sold	36,923	1,336	46,353	1,855
Feed used on-farm	6,453	234	4,237	170
Straw and by-products	7,972	288	6,163	247
	0		0	
TOTAL OUTPUT	51,348	1,858	56,752	2,271
VARIABLE COSTS (£)				
Seeds (including homegrown)	1,783	65	1,960	78
Fertilisers	4,915	178	8,560	343
Crop protection	5,034	182	6,210	248
Other crop costs	1,052	38	464	19
Drying and heating costs	285	10	245	10
TOTAL VARIABLE COSTS	13,069	473	17,438	698
GROSS MARGIN (£)	38,280	1,385	39,314	1,573

Gross Margin - Winter wheat - Durham

	2021/22		2022/23	
	16		15	
Farms in Sample	Per farm	Per hectare	Per farm	Per hectare
Area per farm (hectares)	56.68		76.79	
Yield (tonnes and tonnes per hectare)	486.0	8.6	736.2	9.6
Price (£ per tonne)	216		231	
OUTPUT (£)				
Crop sold	104,313	1,840	169,651	2,209
Feed used on-farm	690	12	782	10
Straw and by-products	4,574	81	5,953	78
	0		0	
TOTAL OUTPUT	109,576	1,933	176,386	2,297
VARIABLE COSTS (£)				
Seeds (including homegrown)	5,146	91	6,744	88
Fertilisers	11,577	204	21,185	276
Crop protection	10,829	191	19,608	255
Other crop costs	3,080	54	3,275	43
Drying and heating costs	569	10	29	0
TOTAL VARIABLE COSTS	31,201	550	50,840	662
GROSS MARGIN (£)	78,375	1,383	125,546	1,635

Gross Margin - Winter wheat - Essex

	2021/22		2022/23	
	27		18	
Farms in Sample	Per farm	Per hectare	Per farm	Per hectare
Area per farm (hectares)	105.93		140.21	
Yield (tonnes and tonnes per hectare)	858.7	8.1	1,122.7	8.0
Price (£ per tonne)	197		240	
OUTPUT (£)				
Crop sold	167,953	1,585	269,942	1,925
Feed used on-farm	1,262	12	0	
Straw and by-products	2,867	27	3,966	28
	0		0	
TOTAL OUTPUT	172,082	1,624	273,907	1,954
VARIABLE COSTS (£)				
Seeds (including homegrown)	8,011	76	12,089	86
Fertilisers	19,905	188	38,429	274
Crop protection	19,736	186	28,889	206
Other crop costs	3,456	33	3,533	25
Drying and heating costs	349	3	70	0
TOTAL VARIABLE COSTS	51,457	486	83,009	592
GROSS MARGIN (£)	120,625	1,139	190,899	1,361

Gross Margin - Winter wheat - Gloucestershire				
Farms in Sample	2021/22		2022/23	
	14	sample <15	16	
	Per farm	Per hectare	Per farm	Per hectare
Area per farm (hectares)	51.03		40.86	
Yield (tonnes and tonnes per hectare)	391.8	7.7	357.9	8.8
Price (£ per tonne)	215		223	
OUTPUT (£)				
Crop sold	83,442	1,635	79,749	1,952
Feed used on-farm	595	12	77	2
Straw and by-products	4,969	97	3,521	86
	0		0	
TOTAL OUTPUT	89,006	1,744	83,347	2,040
VARIABLE COSTS (£)				
Seeds (including homegrown)	3,971	78	2,712	66
Fertilisers	9,656	189	9,770	239
Crop protection	9,344	183	9,262	227
Other crop costs	1,521	30	1,007	25
Drying and heating costs	784	15	284	7
TOTAL VARIABLE COSTS	25,275	495	23,034	564
GROSS MARGIN (£)	63,730	1,249	60,312	1,476

Gross Margin - Winter wheat - Kent				
Farms in Sample	2021/22		2022/23	
	20		15	
	Per farm	Per hectare	Per farm	Per hectare
Area per farm (hectares)	132.72		126.63	
Yield (tonnes and tonnes per hectare)	1,104.3	8.3	1,302.2	10.3
Price (£ per tonne)	233		259	
OUTPUT (£)				
Crop sold	257,592	1,941	336,807	2,660
	0		0	
Straw and by-products	3,400	26	2,391	19
	0		0	
TOTAL OUTPUT	260,992	1,966	339,199	2,679
VARIABLE COSTS (£)				
Seeds (including homegrown)	9,446	71	9,629	76
Fertilisers	26,565	200	41,249	326
Crop protection	29,440	222	30,878	244
Other crop costs	6,675	50	9,083	72
Drying and heating costs	1,346	10	884	7
TOTAL VARIABLE COSTS	73,472	554	91,724	724
GROSS MARGIN (£)	187,519	1,413	247,475	1,954

Gross Margin - Winter wheat - Lincolnshire

Farms in Sample	2021/22		2022/23	
	51		31	
	Per farm	Per hectare	Per farm	Per hectare
Area per farm (hectares)	89.66		89.87	
Yield (tonnes and tonnes per hectare)	788.0	8.8	910.4	10.1
Price (£ per tonne)	207		249	
OUTPUT (£)				
Crop sold	162,391	1,811	226,900	2,525
Feed used on-farm	385	4	0	
Straw and by-products	4,689	52	4,653	52
	0		0	
TOTAL OUTPUT	167,465	1,868	231,553	2,576
VARIABLE COSTS (£)				
Seeds (including homegrown)	6,510	73	6,633	74
Fertilisers	16,681	186	23,716	264
Crop protection	18,967	212	23,824	265
Other crop costs	2,888	32	2,940	33
Drying and heating costs	390	4	9	0
TOTAL VARIABLE COSTS	45,437	507	57,122	636
GROSS MARGIN (£)	122,028	1,361	174,431	1,941

Gross Margin - Winter wheat - Norfolk

Farms in Sample	2021/22		2022/23	
	51		36	
	Per farm	Per hectare	Per farm	Per hectare
Area per farm (hectares)	68.99		91.00	
Yield (tonnes and tonnes per hectare)	568.4	8.2	800.8	8.8
Price (£ per tonne)	210		228	
OUTPUT (£)				
Crop sold	119,106	1,726	182,104	2,001
Feed used on-farm	522	8	422	5
Straw and by-products	3,087	45	2,116	23
	0		0	
TOTAL OUTPUT	122,714	1,779	184,642	2,029
VARIABLE COSTS (£)				
Seeds (including homegrown)	5,389	78	6,447	71
Fertilisers	14,130	205	28,876	317
Crop protection	12,193	177	19,387	213
Other crop costs	2,846	41	3,746	41
Drying and heating costs	92	1	13	0
TOTAL VARIABLE COSTS	34,650	502	58,469	643
GROSS MARGIN (£)	88,064	1,276	126,173	1,387

Gross Margin - Winter wheat - Northumberland				
Farms in Sample	2021/22		2022/23	
	20		17	
	Per farm	Per hectare	Per farm	Per hectare
Area per farm (hectares)	90.36		132.97	
Yield (tonnes and tonnes per hectare)	853.7	9.4	1,282.7	9.6
Price (£ per tonne)	200		233	
OUTPUT (£)				
Crop sold	170,585	1,888	297,129	2,235
Feed used on-farm	43	0	1,359	10
Straw and by-products	9,926	110	10,820	81
	0		0	
TOTAL OUTPUT	180,553	1,998	309,307	2,326
VARIABLE COSTS (£)				
Seeds (including homegrown)	6,966	77	9,513	72
Fertilisers	19,087	211	30,258	228
Crop protection	17,702	196	15,989	120
Other crop costs	6,800	75	10,246	77
Drying and heating costs	1,802	20	138	1
TOTAL VARIABLE COSTS	52,358	579	66,145	497
GROSS MARGIN (£)	128,196	1,419	243,162	1,829

Gross Margin - Winter wheat - North Yorkshire				
Farms in Sample	2021/22		2022/23	
	34		37	
	Per farm	Per hectare	Per farm	Per hectare
Area per farm (hectares)	32.87		38.09	
Yield (tonnes and tonnes per hectare)	278.1	8.5	318.5	8.4
Price (£ per tonne)	205		242	
OUTPUT (£)				
Crop sold	50,951	1,550	70,676	1,856
Feed used on-farm	5,987	182	6,478	170
Straw and by-products	3,852	117	4,407	116
	0		0	
TOTAL OUTPUT	60,790	1,850	81,561	2,141
VARIABLE COSTS (£)				
Seeds (including homegrown)	2,252	69	2,921	77
Fertilisers	6,172	188	9,944	261
Crop protection	6,701	204	8,756	230
Other crop costs	678	21	857	22
Drying and heating costs	343	10	80	2
TOTAL VARIABLE COSTS	16,146	491	22,558	592
GROSS MARGIN (£)	44,644	1,358	59,003	1,549

Gross Margin - Winter wheat - Nottinghamshire

Farms in Sample	2021/22		2022/23	
	13	sample <15	10	sample <15
	Per farm	Per hectare	Per farm	Per hectare
Area per farm (hectares)	44.74		29.59	
Yield (tonnes and tonnes per hectare)	359.3	8.0	228.3	7.7
Price (£ per tonne)	210		245	
OUTPUT (£)				
Crop sold	75,470	1,687	55,598	1,879
Feed used on-farm	0		241	8
Straw and by-products	3,270	73	1,359	46
	0		0	
TOTAL OUTPUT	78,740	1,760	57,198	1,933
VARIABLE COSTS (£)				
Seeds (including homegrown)	3,175	71	2,880	97
Fertilisers	7,971	178	10,521	356
Crop protection	9,244	207	8,191	277
Other crop costs	1,125	25	1,132	38
	0		0	
TOTAL VARIABLE COSTS	21,516	481	22,725	768
GROSS MARGIN (£)	57,224	1,279	34,473	1,165

Gross Margin - Winter wheat - Oxfordshire

Farms in Sample	2021/22		2022/23	
	13	sample <15	13	sample <15
	Per farm	Per hectare	Per farm	Per hectare
Area per farm (hectares)	41.64		51.80	
Yield (tonnes and tonnes per hectare)	326.5	7.8	448.8	8.7
Price (£ per tonne)	215		236	
OUTPUT (£)				
Crop sold	58,355	1,401	105,714	2,041
Feed used on-farm	11,769	283	223	4
Straw and by-products	6,997	168	5,211	101
	0		0	
TOTAL OUTPUT	77,121	1,852	111,147	2,146
VARIABLE COSTS (£)				
Seeds (including homegrown)	3,187	77	4,045	78
Fertilisers	7,833	188	16,199	313
Crop protection	10,444	251	12,036	232
Other crop costs	1,432	34	1,554	30
Drying and heating costs	197	5	240	5
TOTAL VARIABLE COSTS	23,093	555	34,074	658
GROSS MARGIN (£)	54,029	1,297	77,073	1,488

Gross Margin - Winter wheat - Shropshire				
Farms in Sample	2021/22		2022/23	
	37		36	
	Per farm	Per hectare	Per farm	Per hectare
Area per farm (hectares)	47.27		47.72	
Yield (tonnes and tonnes per hectare)	410.3	8.7	424.7	8.9
Price (£ per tonne)	220		229	
OUTPUT (£)				
Crop sold	84,551	1,789	92,254	1,933
Feed used on-farm	5,736	121	5,148	108
Straw and by-products	9,846	208	6,666	140
	0		0	
TOTAL OUTPUT	100,133	2,118	104,068	2,181
VARIABLE COSTS (£)				
Seeds (including homegrown)	3,321	70	3,855	81
Fertilisers	10,208	216	12,398	260
Crop protection	8,026	170	9,230	193
Other crop costs	934	20	1,306	27
Drying and heating costs	442	9	76	2
TOTAL VARIABLE COSTS	22,931	485	26,865	563
GROSS MARGIN (£)	77,202	1,633	77,203	1,618

Gross Margin - Winter wheat – Somerset				
Farms in Sample	2021/22		2022/23	
	17		26	
	Per farm	Per hectare	Per farm	Per hectare
Area per farm (hectares)	38.90		32.58	
Yield (tonnes and tonnes per hectare)	317.7	8.2	276.0	8.5
Price (£ per tonne)	224		252	
OUTPUT (£)				
Crop sold	70,876	1,822	67,390	2,068
Feed used on-farm	402	10	2,046	63
Straw and by-products	8,916	229	6,488	199
	0		0	
TOTAL OUTPUT	80,193	2,061	75,924	2,330
VARIABLE COSTS (£)				
Seeds (including homegrown)	2,896	74	3,355	103
Fertilisers	5,869	151	8,694	267
Crop protection	8,965	230	8,746	268
Other crop costs	1,373	35	1,288	40
Drying and heating costs	0		9	0
TOTAL VARIABLE COSTS	19,105	491	22,092	678
GROSS MARGIN (£)	61,089	1,570	53,832	1,652

Gross Margin - Winter wheat - Staffordshire

	2021/22		2022/23	
	18		19	
Farms in Sample	Per farm	Per hectare	Per farm	Per hectare
Area per farm (hectares)	39.90		40.11	
Yield (tonnes and tonnes per hectare)	326.5	8.2	306.1	7.6
Price (£ per tonne)	206		245	
OUTPUT (£)				
Crop sold	61,093	1,531	71,839	1,791
Feed used on-farm	6,252	157	3,113	78
Straw and by-products	5,914	148	4,477	112
	0		0	
TOTAL OUTPUT	73,260	1,836	79,429	1,980
VARIABLE COSTS (£)				
Seeds (including homegrown)	3,054	77	3,610	90
Fertilisers	8,407	211	12,666	316
Crop protection	7,499	188	9,023	225
Other crop costs	738	19	1,343	33
Drying and heating costs	89	2	0	
TOTAL VARIABLE COSTS	19,787	496	26,642	664
GROSS MARGIN (£)	53,472	1,340	52,787	1,316

Gross Margin - Winter wheat - Suffolk

	2021/22		2022/23	
	32		30	
Farms in Sample	Per farm	Per hectare	Per farm	Per hectare
Area per farm (hectares)	110.98		67.34	
Yield (tonnes and tonnes per hectare)	913.7	8.2	586.3	8.7
Price (£ per tonne)	202		246	
OUTPUT (£)				
Crop sold	180,849	1,630	138,930	2,063
Feed used on-farm	4,034	36	5,171	77
Straw and by-products	5,580	50	1,920	29
	0		0	
TOTAL OUTPUT	190,463	1,716	146,021	2,168
VARIABLE COSTS (£)				
Seeds (including homegrown)	9,831	89	6,067	90
Fertilisers	23,156	209	18,699	278
Crop protection	21,234	191	16,422	244
Other crop costs	3,518	32	1,463	22
Drying and heating costs	53	0	0	
TOTAL VARIABLE COSTS	57,792	521	42,651	633
GROSS MARGIN (£)	132,671	1,195	103,370	1,535

Gross Margin - Winter wheat - Warwickshire				
Farms in Sample	2021/22		2022/23	
	21		17	
	Per farm	Per hectare	Per farm	Per hectare
Area per farm (hectares)	55.58		69.90	
Yield (tonnes and tonnes per hectare)	381.1	6.9	559.9	8.0
Price (£ per tonne)	229		234	
OUTPUT (£)				
Crop sold	87,161	1,568	130,208	1,863
Feed used on-farm	49	1	770	11
Straw and by-products	6,044	109	4,660	67
	0		0	
TOTAL OUTPUT	93,253	1,678	135,638	1,940
VARIABLE COSTS (£)				
Seeds (including homegrown)	4,305	77	6,384	91
Fertilisers	11,486	207	16,965	243
Crop protection	12,527	225	17,741	254
Other crop costs	1,995	36	4,150	59
Drying and heating costs	477	9	238	3
TOTAL VARIABLE COSTS	30,789	554	45,478	651
GROSS MARGIN (£)	62,464	1,124	90,160	1,290

Gross Margin - Winter wheat - Wiltshire				
Farms in Sample	2021/22		2022/23	
	17		18	
	Per farm	Per hectare	Per farm	Per hectare
Area per farm (hectares)	52.19		73.05	
Yield (tonnes and tonnes per hectare)	428.6	8.2	706.6	9.7
Price (£ per tonne)	198		226	
OUTPUT (£)				
Crop sold	84,971	1,628	159,342	2,181
Feed used on-farm	0		214	3
Straw and by-products	7,679	147	10,078	138
	0		0	
TOTAL OUTPUT	92,650	1,775	169,635	2,322
VARIABLE COSTS (£)				
Seeds (including homegrown)	5,132	98	6,216	85
Fertilisers	12,370	237	24,378	334
Crop protection	12,638	242	19,460	266
Other crop costs	3,171	61	4,853	66
Drying and heating costs	531	10	223	3
TOTAL VARIABLE COSTS	33,842	648	55,130	755
GROSS MARGIN (£)	58,808	1,127	114,505	1,567

Gross Margin - Winter wheat - East Riding of Yorkshire

Farms in Sample	2021/22		2022/23	
	24		16	
	Per farm	Per hectare	Per farm	Per hectare
Area per farm (hectares)	63.87		66.72	
Yield (tonnes and tonnes per hectare)	595.9	9.3	632.5	9.5
Price (£ per tonne)	219		241	
OUTPUT (£)				
Crop sold	129,573	2,029	150,624	2,257
Feed used on-farm	652	10	1,979	30
Straw and by-products	6,091	95	6,266	94
	0		0	
TOTAL OUTPUT	136,315	2,134	158,870	2,381
VARIABLE COSTS (£)				
Seeds (including homegrown)	4,487	70	5,355	80
Fertilisers	12,174	191	19,244	288
Crop protection	13,865	217	14,931	224
Other crop costs	1,704	27	1,684	25
Drying and heating costs	1,136	18	243	4
TOTAL VARIABLE COSTS	33,366	522	41,456	621
GROSS MARGIN (£)	102,949	1,612	117,413	1,760

Gross Margin - Winter wheat - Herefordshire

Farms in Sample	2021/22		2022/23	
	17		17	
	Per farm	Per hectare	Per farm	Per hectare
Area per farm (hectares)	48.42		58.81	
Yield (tonnes and tonnes per hectare)	441.0	9.1	555.5	9.4
Price (£ per tonne)	192		212	
OUTPUT (£)				
Crop sold	81,559	1,685	112,679	1,916
Feed used on-farm	2,926	60	5,330	91
Straw and by-products	6,746	139	7,332	125
	0		0	
TOTAL OUTPUT	91,230	1,884	125,340	2,131
VARIABLE COSTS (£)				
Seeds (including homegrown)	2,552	53	3,971	68
Fertilisers	9,220	190	15,643	266
Crop protection	8,849	183	13,878	236
Other crop costs	1,241	26	1,842	31
Drying and heating costs	210	4	0	
TOTAL VARIABLE COSTS	22,072	456	35,335	601
GROSS MARGIN (£)	69,158	1,428	90,005	1,530

Gross Margin - Winter barley - Cornwall and Isles of Scilly				
Farms in Sample	2021/22		2022/23	
	12	sample <15	12	sample <15
	Per farm	Per hectare	Per farm	Per hectare
Area per farm (hectares)	12.75		18.36	
Yield (tonnes and tonnes per hectare)	90.7	7.1	132.3	7.2
Price (£ per tonne)	221		210	
OUTPUT (£)				
Crop sold	17,179	1,347	21,253	1,158
Feed used on-farm	2,823	221	6,525	355
Straw and by-products	3,867	303	5,720	312
	0		0	
TOTAL OUTPUT	23,869	1,872	33,498	1,825
VARIABLE COSTS (£)				
Seeds (including homegrown)	959	75	1,576	86
Fertilisers	2,971	233	7,003	381
Crop protection	2,572	202	3,726	203
Other crop costs	331	26	244	13
Drying and heating costs	80	6	25	1
TOTAL VARIABLE COSTS	6,914	542	12,573	685
GROSS MARGIN (£)	16,955	1,330	20,925	1,140

Gross Margin - Winter barley – Devon				
Farms in Sample	2021/22		2022/23	
	15		19	
	Per farm	Per hectare	Per farm	Per hectare
Area per farm (hectares)	14.90		14.81	
Yield (tonnes and tonnes per hectare)	92.3	6.2	100.1	6.8
Price (£ per tonne)	195		219	
OUTPUT (£)				
Crop sold	16,052	1,077	18,663	1,260
Feed used on-farm	1,911	128	3,235	218
Straw and by-products	3,992	268	4,116	278
	0		0	
TOTAL OUTPUT	21,954	1,473	26,014	1,757
VARIABLE COSTS (£)				
Seeds (including homegrown)	1,340	90	1,221	82
Fertilisers	2,182	146	4,342	293
Crop protection	2,105	141	2,518	170
Other crop costs	420	28	446	30
Drying and heating costs	84	6	0	
TOTAL VARIABLE COSTS	6,131	411	8,528	576
GROSS MARGIN (£)	15,823	1,062	17,486	1,181

Gross Margin - Winter barley – Durham

	2021/22		2022/23	
	15		15	
Farms in Sample	Per farm	Per hectare	Per farm	Per hectare
Area per farm (hectares)	21.61		23.58	
Yield (tonnes and tonnes per hectare)	163.8	7.6	211.6	9.0
Price (£ per tonne)	194		220	
OUTPUT (£)				
Crop sold	29,095	1,347	44,974	1,907
Feed used on-farm	2,699	125	1,617	69
Straw and by-products	1,896	88	1,938	82
	0		0	
TOTAL OUTPUT	33,690	1,559	48,529	2,058
VARIABLE COSTS (£)				
Seeds (including homegrown)	1,901	88	2,106	89
Fertilisers	4,031	187	6,239	265
Crop protection	3,884	180	4,493	191
Other crop costs	1,558	72	1,155	49
Drying and heating costs	67	3	0	
TOTAL VARIABLE COSTS	11,441	530	13,993	593
GROSS MARGIN (£)	22,248	1,030	34,536	1,464

Gross Margin - Winter barley – Lincolnshire

	2021/22		2022/23	
	19		17	
Farms in Sample	Per farm	Per hectare	Per farm	Per hectare
Area per farm (hectares)	27.68		26.21	
Yield (tonnes and tonnes per hectare)	211.1	7.6	231.1	8.8
Price (£ per tonne)	173		225	
OUTPUT (£)				
Crop sold	35,366	1,278	49,134	1,875
Feed used on-farm	1,053	38	2,802	107
Straw and by-products	4,073	147	2,280	87
	0		0	
TOTAL OUTPUT	40,492	1,463	54,216	2,069
VARIABLE COSTS (£)				
Seeds (including homegrown)	1,834	66	2,063	79
Fertilisers	4,453	161	6,040	231
Crop protection	4,696	170	5,733	219
Other crop costs	824	30	826	32
Drying and heating costs	37	1	5	0
TOTAL VARIABLE COSTS	11,844	428	14,667	560
GROSS MARGIN (£)	28,648	1,035	39,549	1,509

Gross Margin - Winter barley - Norfolk				
Farms in Sample	2021/22		2022/23	
	31		25	
	Per farm	Per hectare	Per farm	Per hectare
Area per farm (hectares)	28.92		43.92	
Yield (tonnes and tonnes per hectare)	165.8	5.7	317.4	7.2
Price (£ per tonne)	167		236	
OUTPUT (£)				
Crop sold	27,584	954	72,935	1,661
Feed used on-farm	136	5	1,938	44
Straw and by-products	527	18	1,678	38
	0		0	
TOTAL OUTPUT	28,247	977	76,551	1,743
VARIABLE COSTS (£)				
Seeds (including homegrown)	2,008	69	3,778	86
Fertilisers	4,304	149	10,217	233
Crop protection	3,858	133	6,193	141
Other crop costs	873	30	1,087	25
Drying and heating costs	85	3	0	
TOTAL VARIABLE COSTS	11,127	385	21,275	484
GROSS MARGIN (£)	17,120	592	55,277	1,259

Gross Margin - Winter barley - Northumberland				
Farms in Sample	2021/22		2022/23	
	14	sample <15	14	sample <15
	Per farm	Per hectare	Per farm	Per hectare
Area per farm (hectares)	28.42		46.26	
Yield (tonnes and tonnes per hectare)	224.7	7.9	450.7	9.7
Price (£ per tonne)	178		227	
OUTPUT (£)				
Crop sold	36,302	1,277	97,244	2,102
Feed used on-farm	3,657	129	5,224	113
Straw and by-products	5,003	176	7,371	159
	0		0	
TOTAL OUTPUT	44,962	1,582	109,839	2,374
VARIABLE COSTS (£)				
Seeds (including homegrown)	2,398	84	4,175	90
Fertilisers	5,939	209	11,225	243
Crop protection	3,743	132	5,386	116
Other crop costs	2,361	83	3,854	83
Drying and heating costs	597	21	135	3
TOTAL VARIABLE COSTS	15,039	529	24,775	536
GROSS MARGIN (£)	29,923	1,053	85,064	1,839

Gross Margin - Winter barley - North Yorkshire

Farms in Sample	2021/22		2022/23	
	28		30	
	Per farm	Per hectare	Per farm	Per hectare
Area per farm (hectares)	21.68		27.45	
Yield (tonnes and tonnes per hectare)	176.0	8.1	222.9	8.1
Price (£ per tonne)	192		216	
OUTPUT (£)				
Crop sold	26,165	1,207	43,795	1,596
Feed used on-farm	7,549	348	4,335	158
Straw and by-products	3,362	155	3,620	132
	0		0	
TOTAL OUTPUT	37,077	1,710	51,751	1,886
VARIABLE COSTS (£)				
Seeds (including homegrown)	1,621	75	2,515	92
Fertilisers	3,970	183	7,255	264
Crop protection	3,823	176	5,615	205
Other crop costs	303	14	621	23
Drying and heating costs	178	8	37	1
TOTAL VARIABLE COSTS	9,896	456	16,043	585
GROSS MARGIN (£)	27,181	1,254	35,708	1,301

Gross Margin - Winter barley - Shropshire

Farms in Sample	2021/22		2022/23	
	29		26	
	Per farm	Per hectare	Per farm	Per hectare
Area per farm (hectares)	18.59		15.66	
Yield (tonnes and tonnes per hectare)	127.4	6.9	109.8	7.0
Price (£ per tonne)	201		214	
OUTPUT (£)				
Crop sold	20,255	1,090	16,090	1,027
Feed used on-farm	5,334	287	7,450	476
Straw and by-products	3,344	180	1,894	121
	0		0	
TOTAL OUTPUT	28,933	1,557	25,434	1,624
VARIABLE COSTS (£)				
Seeds (including homegrown)	1,280	69	1,137	73
Fertilisers	3,293	177	3,309	211
Crop protection	2,770	149	2,490	159
Other crop costs	350	19	342	22
Drying and heating costs	25	1	7	0
TOTAL VARIABLE COSTS	7,718	415	7,285	465
GROSS MARGIN (£)	21,215	1,141	18,149	1,159

Gross Margin - Winter barley - Suffolk				
Farms in Sample	2021/22		2022/23	
	17		18	
	Per farm	Per hectare	Per farm	Per hectare
Area per farm (hectares)	71.13		26.74	
Yield (tonnes and tonnes per hectare)	509.6	7.2	218.1	8.2
Price (£ per tonne)	177		217	
OUTPUT (£)				
Crop sold	86,381	1,214	43,590	1,630
Feed used on-farm	3,834	54	3,689	138
Straw and by-products	5,472	77	1,101	41
	0		0	
TOTAL OUTPUT	95,688	1,345	48,381	1,809
VARIABLE COSTS (£)				
Seeds (including homegrown)	6,495	91	2,399	90
Fertilisers	14,133	199	6,069	227
Crop protection	10,378	146	4,695	176
Other crop costs	2,552	36	785	29
Drying and heating costs	28	0	0	
TOTAL VARIABLE COSTS	33,586	472	13,948	522
GROSS MARGIN (£)	62,102	873	34,433	1,288

Gross Margin - Winter barley - East Riding of Yorkshire				
Farms in Sample	2021/22		2022/23	
	9	sample <15	10	sample <15
	Per farm	Per hectare	Per farm	Per hectare
Area per farm (hectares)	23.03		27.33	
Yield (tonnes and tonnes per hectare)	202.6	8.8	221.7	8.1
Price (£ per tonne)	172		290	
OUTPUT (£)				
Crop sold	32,696	1,420	63,742	2,332
Feed used on-farm	2,204	96	498	18
Straw and by-products	2,154	94	3,247	119
	0		0	
TOTAL OUTPUT	37,053	1,609	67,487	2,469
VARIABLE COSTS (£)				
Seeds (including homegrown)	1,772	77	2,138	78
Fertilisers	3,622	157	5,954	218
Crop protection	3,552	154	4,719	173
Other crop costs	432	19	897	33
Drying and heating costs	238	10	64	2
TOTAL VARIABLE COSTS	9,616	418	13,773	504
GROSS MARGIN (£)	27,438	1,192	53,714	1,965

Gross Margin - Spring barley - Cambridgeshire

	2021/22		2022/23	
	15		6	sample <15
Farms in Sample	Per farm	Per hectare	Per farm	Per hectare
Area per farm (hectares)	32.96		59.93	
Yield (tonnes and tonnes per hectare)	203.0	6.2	404.5	6.7
Price (£ per tonne)	191		230	
OUTPUT (£)				
Crop sold	38,781	1,177	93,064	1,553
	0		0	
Straw and by-products	4,920	149	468	8
	0		0	
TOTAL OUTPUT	43,702	1,326	93,532	1,561
VARIABLE COSTS (£)				
Seeds (including homegrown)	2,547	77	5,369	90
Fertilisers	4,020	122	7,530	126
Crop protection	3,803	115	4,998	83
Other crop costs	726	22	674	11
Drying and heating costs	141	4	131	2
TOTAL VARIABLE COSTS	11,238	341	18,702	312
GROSS MARGIN (£)	32,464	985	74,830	1,249

Gross Margin - Spring barley - Cornwall and Isles of Scilly

	2021/22		2022/23	
	20		20	
Farms in Sample	Per farm	Per hectare	Per farm	Per hectare
Area per farm (hectares)	15.17		15.29	
Yield (tonnes and tonnes per hectare)	79.1	5.2	85.9	5.6
Price (£ per tonne)	201		212	
OUTPUT (£)				
Crop sold	13,403	884	15,123	989
Feed used on-farm	2,530	167	3,118	204
Straw and by-products	2,984	197	2,828	185
	0		0	
TOTAL OUTPUT	18,916	1,247	21,069	1,378
VARIABLE COSTS (£)				
Seeds (including homegrown)	1,014	67	1,289	84
Fertilisers	2,104	139	3,831	250
Crop protection	2,106	139	2,081	136
Other crop costs	665	44	727	48
Drying and heating costs	59	4	6	0
TOTAL VARIABLE COSTS	5,948	392	7,935	519
GROSS MARGIN (£)	12,968	855	13,134	859

Gross Margin - Spring barley – Devon				
Farms in Sample	2021/22		2022/23	
	24		33	
	Per farm	Per hectare	Per farm	Per hectare
Area per farm (hectares)	8.58		9.05	
Yield (tonnes and tonnes per hectare)	35.4	4.1	44.1	4.9
Price (£ per tonne)	239		244	
OUTPUT (£)				
Crop sold	6,080	709	6,947	768
Feed used on-farm	2,391	279	3,788	418
Straw and by-products	1,559	182	1,520	168
	0		0	
TOTAL OUTPUT	10,031	1,169	12,255	1,354
VARIABLE COSTS (£)				
Seeds (including homegrown)	620	72	641	71
Fertilisers	1,090	127	1,451	160
Crop protection	1,028	120	1,210	134
Other crop costs	98	11	191	21
Drying and heating costs	9	1	80	9
TOTAL VARIABLE COSTS	2,845	332	3,574	395
GROSS MARGIN (£)	7,185	838	8,682	959

Gross Margin - Spring barley – Essex				
Farms in Sample	2021/22		2022/23	
	16		9	sample <15
	Per farm	Per hectare	Per farm	Per hectare
Area per farm (hectares)	26.27		54.68	
Yield (tonnes and tonnes per hectare)	144.9	5.5	345.1	6.3
Price (£ per tonne)	218		272	
OUTPUT (£)				
Crop sold	31,039	1,182	93,923	1,718
Feed used on-farm	559	21	0	
Straw and by-products	923	35	2,187	40
	0		0	
TOTAL OUTPUT	32,521	1,238	96,110	1,758
VARIABLE COSTS (£)				
Seeds (including homegrown)	2,003	76	4,656	85
Fertilisers	3,401	129	8,061	147
Crop protection	2,613	99	6,543	120
Other crop costs	654	25	1,166	21
Drying and heating costs	37	1	0	
TOTAL VARIABLE COSTS	8,707	332	20,426	374
GROSS MARGIN (£)	23,814	907	75,684	1,384

Gross Margin - Spring barley – Lincolnshire

Farms in Sample	2021/22		2022/23	
	25		17	
	Per farm	Per hectare	Per farm	Per hectare
Area per farm (hectares)	31.75		28.04	
Yield (tonnes and tonnes per hectare)	207.8	6.5	214.9	7.7
Price (£ per tonne)	201		227	
OUTPUT (£)				
Crop sold	39,446	1,242	48,334	1,724
Feed used on-farm	2,267	71	513	18
Straw and by-products	2,922	92	1,776	63
	0		0	
TOTAL OUTPUT	44,636	1,406	50,623	1,805
VARIABLE COSTS (£)				
Seeds (including homegrown)	1,966	62	2,579	92
Fertilisers	4,241	134	5,030	179
Crop protection	3,817	120	4,030	144
Other crop costs	1,115	35	1,046	37
Drying and heating costs	103	3	0	
TOTAL VARIABLE COSTS	11,241	354	12,684	452
GROSS MARGIN (£)	33,394	1,052	37,939	1,353

Gross Margin - Spring barley – Norfolk

Farms in Sample	2021/22		2022/23	
	39		27	
	Per farm	Per hectare	Per farm	Per hectare
Area per farm (hectares)	57.82		50.28	
Yield (tonnes and tonnes per hectare)	342.7	5.9	280.0	5.6
Price (£ per tonne)	204		269	
OUTPUT (£)				
Crop sold	69,773	1,207	75,364	1,499
Feed used on-farm	179	3	0	
Straw and by-products	2,250	39	1,060	21
	0		0	
TOTAL OUTPUT	72,202	1,249	76,424	1,520
VARIABLE COSTS (£)				
Seeds (including homegrown)	4,242	73	4,425	88
Fertilisers	6,608	114	9,146	182
Crop protection	5,615	97	5,180	103
Other crop costs	1,357	23	1,689	34
Drying and heating costs	131	2	11	0
TOTAL VARIABLE COSTS	17,953	311	20,451	407
GROSS MARGIN (£)	54,249	938	55,972	1,113

Gross Margin - Spring barley - North Yorkshire				
Farms in Sample	2021/22		2022/23	
	27		20	
	Per farm	Per hectare	Per farm	Per hectare
Area per farm (hectares)	17.81		16.92	
Yield (tonnes and tonnes per hectare)	102.6	5.8	104.3	6.2
Price (£ per tonne)	204		232	
OUTPUT (£)				
Crop sold	15,652	879	16,749	990
Feed used on-farm	5,299	298	7,497	443
Straw and by-products	1,831	103	2,086	123
	0		0	
TOTAL OUTPUT	22,782	1,279	26,332	1,556
VARIABLE COSTS (£)				
Seeds (including homegrown)	1,212	68	1,389	82
Fertilisers	2,387	134	3,600	213
Crop protection	2,484	139	2,552	151
Other crop costs	242	14	293	17
Drying and heating costs	55	3	0	
TOTAL VARIABLE COSTS	6,380	358	7,834	463
GROSS MARGIN (£)	16,402	921	18,498	1,093

Gross Margin - Spring barley – Oxfordshire				
Farms in Sample	2021/22		2022/23	
	11	sample <15	9	sample <15
	Per farm	Per hectare	Per farm	Per hectare
Area per farm (hectares)	30.28		25.06	
Yield (tonnes and tonnes per hectare)	149.7	4.9	167.8	6.7
Price (£ per tonne)	203		215	
OUTPUT (£)				
Crop sold	25,292	835	35,321	1,410
Feed used on-farm	5,130	169	735	29
Straw and by-products	3,928	130	1,741	69
	0		0	
TOTAL OUTPUT	34,350	1,134	37,797	1,508
VARIABLE COSTS (£)				
Seeds (including homegrown)	2,104	69	2,103	84
Fertilisers	2,947	97	5,814	232
Crop protection	4,314	142	4,075	163
Other crop costs	1,125	37	1,134	45
Drying and heating costs	89	3	85	3
TOTAL VARIABLE COSTS	10,580	349	13,211	527
GROSS MARGIN (£)	23,770	785	24,586	981

Gross Margin - Spring barley – Shropshire

Farms in Sample	2021/22		2022/23	
	22		18	
	Per farm	Per hectare	Per farm	Per hectare
Area per farm (hectares)	19.02		19.38	
Yield (tonnes and tonnes per hectare)	116.0	6.1	102.8	5.3
Price (£ per tonne)	199		198	
OUTPUT (£)				
Crop sold	17,842	938	17,217	888
Feed used on-farm	5,279	277	3,096	160
Straw and by-products	2,430	128	1,871	97
	0		0	
TOTAL OUTPUT	25,551	1,343	22,184	1,144
VARIABLE COSTS (£)				
Seeds (including homegrown)	1,165	61	1,495	77
Fertilisers	2,129	112	2,832	146
Crop protection	1,396	73	2,965	153
Other crop costs	347	18	297	15
Drying and heating costs	101	5	0	
TOTAL VARIABLE COSTS	5,138	270	7,589	392
GROSS MARGIN (£)	20,413	1,073	14,595	753

Gross Margin - Spring barley – Suffolk

Farms in Sample	2021/22		2022/23	
	22		11	sample <15
	Per farm	Per hectare	Per farm	Per hectare
Area per farm (hectares)	56.74		36.80	
Yield (tonnes and tonnes per hectare)	328.7	5.8	225.0	6.1
Price (£ per tonne)	191		228	
OUTPUT (£)				
Crop sold	62,625	1,104	50,486	1,372
Feed used on-farm	312	5	833	23
Straw and by-products	750	13	500	14
	0		0	
TOTAL OUTPUT	63,687	1,122	51,819	1,408
VARIABLE COSTS (£)				
Seeds (including homegrown)	4,608	81	3,108	84
Fertilisers	11,381	201	6,528	177
Crop protection	5,858	103	4,119	112
Other crop costs	2,021	36	4,074	111
Drying and heating costs	22	0	0	
TOTAL VARIABLE COSTS	23,890	421	17,827	484
GROSS MARGIN (£)	39,797	701	33,992	924

Gross Margin - Spring barley – Wiltshire				
Farms in Sample	2021/22		2022/23	
	15		13	sample <15
	Per farm	Per hectare	Per farm	Per hectare
Area per farm (hectares)	32.21		46.70	
Yield (tonnes and tonnes per hectare)	197.8	6.1	360.1	7.7
Price (£ per tonne)	203		243	
OUTPUT (£)				
Crop sold	40,117	1,245	87,195	1,867
Feed used on-farm	78	2	285	6
Straw and by-products	3,731	116	8,710	187
	0		0	
TOTAL OUTPUT	43,926	1,364	96,190	2,060
VARIABLE COSTS (£)				
Seeds (including homegrown)	2,499	78	4,395	94
Fertilisers	4,802	149	10,264	220
Crop protection	4,651	144	6,561	141
Other crop costs	1,963	61	5,383	115
Drying and heating costs	123	4	137	3
TOTAL VARIABLE COSTS	14,038	436	26,740	573
GROSS MARGIN (£)	29,888	928	69,450	1,487

Gross Margin - Spring barley - East Riding of Yorkshire				
Farms in Sample	2021/22		2022/23	
	15		11	sample <15
	Per farm	Per hectare	Per farm	Per hectare
Area per farm (hectares)	25.62		26.97	
Yield (tonnes and tonnes per hectare)	174.0	6.8	194.0	7.2
Price (£ per tonne)	209		256	
OUTPUT (£)				
Crop sold	35,350	1,380	49,293	1,828
Feed used on-farm	1,094	43	391	14
Straw and by-products	1,998	78	1,831	68
	0		0	
TOTAL OUTPUT	38,442	1,500	51,515	1,910
VARIABLE COSTS (£)				
Seeds (including homegrown)	2,233	87	2,293	85
Fertilisers	3,362	131	4,777	177
Crop protection	2,992	117	4,111	152
Other crop costs	655	26	591	22
Drying and heating costs	198	8	55	2
TOTAL VARIABLE COSTS	9,441	368	11,828	439
GROSS MARGIN (£)	29,001	1,132	39,687	1,471

Gross Margin - Winter oilseed rape - Cambridgeshire				
Farms in Sample	2021/22		2022/23	
	11	sample <15	8	sample <15
	Per farm	Per hectare	Per farm	Per hectare
Area per farm (hectares)	42.38		59.02	
Yield (tonnes and tonnes per hectare)	129.3	3.1	176.5	3.0
Price (£ per tonne)	471		523	
OUTPUT (£)				
Crop sold	60,973	1,439	92,286	1,564
	0		0	
	0		0	
	0		0	
TOTAL OUTPUT	60,973	1,439	92,286	1,564
VARIABLE COSTS (£)				
Seeds (including homegrown)	2,508	59	4,981	84
Fertilisers	9,034	213	15,079	256
Crop protection	8,072	190	10,886	184
Other crop costs	1,000	24	1,928	33
Drying and heating costs	87	2	0	
TOTAL VARIABLE COSTS	20,701	488	32,874	557
GROSS MARGIN (£)	40,273	950	59,412	1,007

Gross Margin - Winter oilseed rape - Lincolnshire				
Farms in Sample	2021/22		2022/23	
	22		17	
	Per farm	Per hectare	Per farm	Per hectare
Area per farm (hectares)	28.40		29.26	
Yield (tonnes and tonnes per hectare)	109.1	3.8	124.0	4.2
Price (£ per tonne)	541		573	
OUTPUT (£)				
Crop sold	59,049	2,079	71,126	2,430
	0		0	
Straw and by-products	401	14	0	
	0		0	
TOTAL OUTPUT	59,450	2,094	71,126	2,430
VARIABLE COSTS (£)				
Seeds (including homegrown)	2,043	72	2,149	73
Fertilisers	5,728	202	7,774	266
Crop protection	5,930	209	8,487	290
Other crop costs	653	23	710	24
	0		0	
TOTAL VARIABLE COSTS	14,354	505	19,119	653
GROSS MARGIN (£)	45,096	1,588	52,007	1,777

Gross Margin - Winter oilseed rape - Norfolk				
Farms in Sample	2021/22		2022/23	
	24		18	
	Per farm	Per hectare	Per farm	Per hectare
Area per farm (hectares)	30.93		39.26	
Yield (tonnes and tonnes per hectare)	98.0	3.2	161.7	4.1
Price (£ per tonne)	509		543	
OUTPUT (£)				
Crop sold	49,847	1,612	87,855	2,238
	0		0	
Straw and by-products	987	32	0	
	0		0	
TOTAL OUTPUT	50,835	1,644	87,855	2,238
VARIABLE COSTS (£)				
Seeds (including homegrown)	2,154	70	2,965	76
Fertilisers	7,674	248	14,425	367
Crop protection	4,716	152	8,079	206
Other crop costs	558	18	1,277	33
Drying and heating costs	3	0	0	
TOTAL VARIABLE COSTS	15,106	488	26,746	681
GROSS MARGIN (£)	35,729	1,155	61,109	1,557

Gross Margin - Winter oilseed rape - Northumberland				
Farms in Sample	2021/22		2022/23	
	14	sample <15	12	sample <15
	Per farm	Per hectare	Per farm	Per hectare
Area per farm (hectares)	42.71		73.08	
Yield (tonnes and tonnes per hectare)	172.5	4.0	308.5	4.2
Price (£ per tonne)	481		587	
OUTPUT (£)				
Crop sold	83,041	1,944	181,259	2,480
	0		0	
	0		0	
	0		0	
TOTAL OUTPUT	83,041	1,944	181,259	2,480
VARIABLE COSTS (£)				
Seeds (including homegrown)	3,047	71	4,104	56
Fertilisers	9,646	226	18,047	247
Crop protection	8,498	199	9,985	137
Other crop costs	2,244	53	4,268	58
Drying and heating costs	381	9	15	0
TOTAL VARIABLE COSTS	23,815	558	36,418	498
GROSS MARGIN (£)	59,226	1,387	144,841	1,982

Gross Margin - Winter oilseed rape - North Yorkshire

Farms in Sample	2021/22		2022/23	
	14	sample <15	20	
	Per farm	Per hectare	Per farm	Per hectare
Area per farm (hectares)	21.42		21.23	
Yield (tonnes and tonnes per hectare)	70.8	3.3	82.2	3.9
Price (£ per tonne)	514		579	
OUTPUT (£)				
Crop sold	36,437	1,701	47,604	2,242
	0		0	
Straw and by-products	139	6	145	7
	0		0	
TOTAL OUTPUT	36,575	1,708	47,748	2,249
VARIABLE COSTS (£)				
Seeds (including homegrown)	1,985	93	1,714	81
Fertilisers	4,508	210	7,067	333
Crop protection	4,653	217	4,856	229
Other crop costs	279	13	504	24
Drying and heating costs	83	4	10	0
TOTAL VARIABLE COSTS	11,508	537	14,150	666
GROSS MARGIN (£)	25,067	1,170	33,598	1,582

Gross Margin - Winter oilseed rape - Shropshire

Farms in Sample	2021/22		2022/23	
	17		11	sample <15
	Per farm	Per hectare	Per farm	Per hectare
Area per farm (hectares)	24.97		33.52	
Yield (tonnes and tonnes per hectare)	97.0	3.9	135.7	4.0
Price (£ per tonne)	530		571	
OUTPUT (£)				
Crop sold	51,445	2,060	77,498	2,312
	0		0	
Straw and by-products	1,095	44	1,042	31
	0		0	
TOTAL OUTPUT	52,540	2,104	78,539	2,343
VARIABLE COSTS (£)				
Seeds (including homegrown)	1,596	64	2,432	73
Fertilisers	6,127	245	9,491	283
Crop protection	4,491	180	5,799	173
Other crop costs	922	37	1,089	32
Drying and heating costs	25	1	26	1
TOTAL VARIABLE COSTS	13,160	527	18,838	562
GROSS MARGIN (£)	39,380	1,577	59,702	1,781

Gross Margin - Winter oilseed rape - Suffolk				
Farms in Sample	2021/22		2022/23	
	17		12	sample <15
	Per farm	Per hectare	Per farm	Per hectare
Area per farm (hectares)	50.38		23.63	
Yield (tonnes and tonnes per hectare)	139.7	2.8	83.1	3.5
Price (£ per tonne)	465		520	
OUTPUT (£)				
Crop sold	64,971	1,290	43,243	1,830
	0		0	
	0		0	
	0		0	
TOTAL OUTPUT	64,971	1,290	43,243	1,830
VARIABLE COSTS (£)				
Seeds (including homegrown)	3,600	71	1,720	73
Fertilisers	11,463	228	6,411	271
Crop protection	9,586	190	5,593	237
Other crop costs	1,899	38	742	31
	0		0	
TOTAL VARIABLE COSTS	26,548	527	14,467	612
GROSS MARGIN (£)	38,423	763	28,775	1,218

Gross Margin - Winter oilseed rape - East Riding of Yorkshire				
Farms in Sample	2021/22		2022/23	
	15		10	sample <15
	Per farm	Per hectare	Per farm	Per hectare
Area per farm (hectares)	35.60		33.41	
Yield (tonnes and tonnes per hectare)	123.4	3.5	151.5	4.5
Price (£ per tonne)	548		520	
OUTPUT (£)				
Crop sold	67,635	1,900	78,801	2,359
	0		0	
Straw and by-products	171	5	441	13
	0		0	
TOTAL OUTPUT	67,807	1,905	79,242	2,372
VARIABLE COSTS (£)				
Seeds (including homegrown)	2,391	67	2,847	85
Fertilisers	7,099	199	10,439	312
Crop protection	7,114	200	8,131	243
Other crop costs	674	19	583	17
Drying and heating costs	139	4	48	1
TOTAL VARIABLE COSTS	17,417	489	22,046	660
GROSS MARGIN (£)	50,390	1,415	57,196	1,712

Gross Margin - Sugar beet - Lincolnshire

	2021/22		2022/23	
	28		13	sample <15
Farms in Sample	Per farm	Per hectare	Per farm	Per hectare
Area per farm (hectares)	23.37		19.89	
Yield (tonnes and tonnes per hectare)	1,946.4	83.3	1,602.7	80.6
Price (£ per tonne)	28		32	
OUTPUT (£)				
Crop sold	54,297	2,324	51,596	2,594
Feed used on-farm	46	2	0	
	0		0	
	0		0	
TOTAL OUTPUT	54,343	2,326	51,596	2,594
VARIABLE COSTS (£)				
Seeds (including homegrown)	4,873	209	4,322	217
Fertilisers	4,321	185	5,682	286
Crop protection	4,703	201	5,018	252
Other crop costs	10,068	431	7,504	377
	0		0	
TOTAL VARIABLE COSTS	23,966	1,026	22,526	1,132
GROSS MARGIN (£)	30,378	1,300	29,070	1,461

Gross Margin - Sugar beet - Norfolk

	2021/22		2022/23	
	40		26	
Farms in Sample	Per farm	Per hectare	Per farm	Per hectare
Area per farm (hectares)	41.28		40.50	
Yield (tonnes and tonnes per hectare)	3,150.4	76.3	2,594.1	64.0
Price (£ per tonne)	27		34	
OUTPUT (£)				
Crop sold	86,366	2,092	87,011	2,148
Feed used on-farm	129	3	0	
Straw and by-products	0		54	1
	0		0	
TOTAL OUTPUT	86,495	2,095	87,064	2,150
VARIABLE COSTS (£)				
Seeds (including homegrown)	9,535	231	9,594	237
Fertilisers	8,704	211	14,172	350
Crop protection	8,229	199	9,883	244
Other crop costs	15,603	378	12,271	303
	0		0	
TOTAL VARIABLE COSTS	42,071	1,019	45,921	1,134
GROSS MARGIN (£)	44,424	1,076	41,143	1,016

Gross Margin - Sugar beet - Suffolk				
Farms in Sample	2021/22		2022/23	
	17		13	sample <15
	Per farm	Per hectare	Per farm	Per hectare
Area per farm (hectares)	38.19		32.02	
Yield (tonnes and tonnes per hectare)	2,854.2	74.7	2,087.0	65.2
Price (£ per tonne)	26		34	
OUTPUT (£)				
Crop sold	73,005	1,912	69,973	2,185
	0		0	
	0		0	
	0		0	
TOTAL OUTPUT	73,005	1,912	69,973	2,185
VARIABLE COSTS (£)				
Seeds (including homegrown)	8,706	228	7,282	227
Fertilisers	10,027	263	7,723	241
Crop protection	8,098	212	7,743	242
Other crop costs	7,679	201	12,291	384
	0		0	
TOTAL VARIABLE COSTS	34,511	904	35,039	1,094
GROSS MARGIN (£)	38,494	1,008	34,934	1,091

Gross Margin - Ware potatoes - Norfolk				
Farms in Sample	2021/22		2022/23	
	7	sample <15	7	sample <15
	Per farm	Per hectare	Per farm	Per hectare
Area per farm (hectares)	29.45		60.72	
Yield (tonnes and tonnes per hectare)	1,427.2	48.5	2,872.8	47.3
Price (£ per tonne)	150		173	
OUTPUT (£)				
Crop sold	213,826	7,261	498,011	8,202
	0		0	
	0		0	
	0		0	
TOTAL OUTPUT	213,826	7,261	498,011	8,202
VARIABLE COSTS (£)				
Seeds (including homegrown)	21,809	741	46,161	760
Fertilisers	11,730	398	30,930	509
Crop protection	23,553	800	40,721	671
Other crop costs	31,977	1,086	53,509	881
Drying and heating costs	2,195	75	1,900	31
TOTAL VARIABLE COSTS	91,264	3,099	173,221	2,853
GROSS MARGIN (£)	122,562	4,162	324,790	5,349

To prepare an enterprise net margin, we estimate and deduct the share of fixed costs attributable to the enterprise. The method used is described below.

Definitions

Net Margin

The **net margin** of an enterprise equals gross margin less **adjusted fixed costs** allocated to the Enterprise¹⁴. The **adjusted fixed costs** are those fixed costs deducted to derive net margin. They include unpaid manual labour, including the farmer and spouse, and net field rent but exclude interest on any borrowings. Private costs of the farmer are excluded from the fixed costs.

Cost of Production

The **cost of production** is taken as the sum of the variable costs and the adjusted fixed costs divided by the crop yield.

In the FBS, the coefficients used to apportion costs are derived and applied at the aggregate level and therefore relate to the industry and not to an individual farm. Therefore, the approach described above differs from cost accounting in which costs are allocated to enterprises at the farm level, by collecting detailed allocation of labour use and machines to individual enterprises. The resulting net margins are estimates because some element of expert opinion is needed in the allocation of some costs.

Allocation and Apportionment of Costs to the Agriculture Cost Centre

Firstly, the costs that do not relate to agriculture can be removed from the calculation. Because the FBS record is a ring-fenced management account of the whole farm business, there are known outputs and corresponding costs that relate to the agriculture, diversification, agri-environment and single payment cost centres. Therefore, no revenues or costs relating to the Single Payment are included in these calculations, hence the results presented are estimates of the costs of production reflecting market prices, input usage and output achieved for the crop alone.

The FBS net margin methodology was designed to be transparent and comprehensible to end users and is described here¹⁵. "The apportionment of land and property costs across the cost centres presented is based upon directly allocatable costs for diversified enterprises, with costs across agriculture, agri-environmental schemes and the single payment scheme apportioned on the basis of their respective gross margin contribution across these three cost centres. Apportionment of general farming costs and overhead machinery costs are based upon the respective output generated by each cost centre, weighted to reflect the degree to which each activity draws upon these costs."

Directly Attributable Output and Cost Allocation

To ascertain the net margin of an enterprise from an FBS record, all outputs and the costs that are directly attributable are allocated to the specific crop or livestock enterprise. In the case of crops, all outputs can be traced to the enterprise so allocation is straightforward. A number of costs can also be allocated to the enterprise and these include:

- Seed
- Crop specific contract work

¹⁴ Definitions of Terms used in Farm Business Management, Defra 2010

¹⁵ Appendix 2 (Item VI) Farm Accounts in England 2008/2009 Defra statistics

Appendix 3 Calculation of Net Margin and Cost of Production Estimation

In the next stages, the remaining costs must be allocated or apportioned to individual enterprises.

Direct Allocation of Variable Costs and Allocatable Fixed Costs to the Enterprise

In the next stage of the exercise, the researcher allocates variable costs to individual enterprises:

- Fertiliser – allocation should be known to the farmer
- Crop protection – allocation should be known to the farmer
- Other crop costs – some known e.g. AHDB levy but others require allocation
- Drying and heating – readily estimated based on moisture removal

Apportionment of Labour, Machinery, Overhead and Occupancy Costs

Finally, externally generated input output coefficients are used to apportion the fixed cost elements to individual enterprises. Originally based on work carried out in 1999 the input-output coefficients were subsequently refined in 2006 to account for the removal of production linked subsidies following Common Agricultural Policy (CAP) changes in January 2005 and in a number of further studies in 2006, 2008 and 2012. These items include:

- Paid, unpaid and farmers' labour
- Non enterprise-specific contract and machinery rental
- Machinery repairs, fuel and depreciation
- Utilities
- Administrative costs
- Rent and rental value
- Property repairs and other occupancy costs.

The net margin is calculated by deduction of all of the costs from the enterprise output.

Estimation of Cost of Production

To calculate the cost of production, all of the costs (the variable costs, labour and imputed labour costs, machinery costs, occupancy costs including imputed rent and administrative costs) are summed. In the case of crops, these costs are divided by the production in tonnes to give a cost of production per tonne. Please note that interest (paid or received) is not included in the calculation.

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