



FARMING IN YORKSHIRE, LANCASHIRE & CHESHIRE

Benchmarking Data 2023/2024



FBS
Farm Business Survey



Department
for Environment
Food & Rural Affairs



**FARM BUSINESS SURVEY
FARM BUSINESS BENCHMARKING DATA
YORKSHIRE, LANCASHIRE & CHESHIRE**

2023/24 RESULTS

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FARMING IN YORKSHIRE, LANCASHIRE AND CHESHIRE 2023/24

FOREWORD

This report covers farming in the counties of Yorkshire, Lancashire and Cheshire using weighted data. The detailed economic data presented in this report is compiled from the Farm Business Survey (FBS). The Farm Business Survey is carried out by Promar International Ltd and is the most comprehensive annual survey of farm incomes in England. The survey is commissioned by the Department for Environment, Food and Rural Affairs (Defra) and has two main purposes. Firstly, it provides unbiased information required by Defra and the farming community to monitor economic trends in farming year by year. Secondly, it provides aggregated farm data which is used in advisory work, teaching and research.

This report presents data for 259 farms and relates to the 2023/24 financial year (2023 harvest). Also shown in this report are the gross margin figures for a range of crop and livestock enterprises. The figures presented are the most reliable and independent source of data on farm output, costs and incomes in the region. As such they are invaluable for benchmarking purposes.

Promar International Ltd would like to express its sincere gratitude to all the farmers who have voluntarily provided their records and information, which form the foundation of the annual Farm Business Survey and this report.

The core data used in this report was collected on behalf of, and financed by, the Department for Environment, Food and Rural Affairs (Defra) and is Crown Copyright.

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Cover photograph kindly supplied by Lewis Rodgers.

FARM BUSINESS SURVEY: RESULTS FOR 2023/24 YEAR

Introduction

The Farm Business Survey (FBS) was established in 1936 with the objective of collecting information on the economic condition of farming.

The Sample

The data presented in this report comes from 259 farms, which are all part of the Farm Business Survey. The data have been 'weighted' to represent the total population. The accounting period covered includes farms with a year end between 31st December 2023 and 30th April 2024.

It is important to recognise that all surveys, including the Farm Business Survey (FBS), are subject to sampling error, as they do not represent the entire population. Readers should be aware that the figures derived from FBS data carry a certain level of uncertainty and are, by nature, estimates. In general, smaller sample sizes tend to result in greater sampling error, which reduces the confidence we can place in the estimates. For further details on the FBS sample, please refer to the Defra FBS publications:

<https://www.gov.uk/government/collections/farm-business-survey>

The Farm Types in this report are based on the Farm Business Survey classifications. The classification of farms is based on Standard Outputs (SO), please see refer to the explanatory document <https://www.gov.uk/guidance/changes-to-farm-typology-use-of-2017-standard-output-coefficients> for further details on Standard Outputs.

Presentation of the Results

In order to compare results from farms with differing circumstances certain modifications and adjustments have to be made to the account. The main adjustments in the accounts are as follows:

1. All farms are treated as tenanted with a rental value imputed for owner-occupied land.
2. Labour costs for farmer and spouse and unpaid family labour are based on the time spent on performing manual work, valued at an appropriate wage rate.
3. Income received under the Basic Payment Scheme was treated on an 'as due' basis and is shown separately in the results. Environmental payments are included in miscellaneous output. All Environmental Stewardship payments have been included in the account only if they had been received during the financial year.

4. Fixed assets are valued at conservative market prices except for machinery and equipment which are valued at current replacement costs. Trading livestock and crops are valued at estimated market prices.

This report shows three profit indicators:

Management and investment income (MII) is defined as the return to the farmer and spouse for their management and on the tenant-type capital of the business. Management and investment income is net farm income minus an imputed cost for the manual labour of the farmer and spouse.

Net farm income (NFI) assumes all farms are tenanted and that all tenant type assets are owned by the farmer. It represents the return to the farmer and spouse for their manual and managerial labour and on tenant type capital in livestock, crops, machinery, etc., but excluding land and buildings. It is calculated before deduction of interest payments on any farming loans and also excludes interest earned on any financial assets owned. (Breeding livestock appreciation (BLSA) is excluded from total farm output and, therefore, is not included in net farm income).

Farm business income (FBI) for sole traders and partnerships represents the financial return to all unpaid labour (farmers and spouses, non-principal partners and directors and their spouses and family workers) and on all their capital invested in the farm business, including land and buildings.

Results are presented for eleven farm types, for each group the Average and top 30% of results for 2023/24 year are presented. All farms are presented in terms of MII per hectare except from Pig and Poultry Farms, these are presented in terms of MII per farm.

The second section of the report presents the gross margin results for a range of crop and livestock enterprises. For both the group results and the gross margin results data has not been published where there are less than five farms in the sample. Users should always check the sample size when examining this data.

Please Note – in the following tables of results, an asterisk (*) denotes where a part of the table was derived from data with less than 15 observations in the sample which could reduce the robustness of the results

MAINLY CEREAL FARMS (Average £ per hectare figures)

**A part of this table was derived from data with less than 15 observations in the sample which could reduce the robustness of the results*

	2023/24	
	All Farms	Top 30%*
Number of farms	38	14
Average size (hectares)	137.9	180.1
Output		
Wheat	504.2	606.2
Barley	337.3	252.0
Potatoes	26.2	81.0
Oilseed rape	103.8	91.5
Other crops	76.8	138.4
Straw, forage & cultivations	121.6	100.6
Livestock	61.9	57.3
Basic payment scheme	143.2	139.7
Miscellaneous output	433.8	953.0
Total output	1808.7	2419.5
Variable costs		
Seed	89.6	106
Fertiliser	279.4	215.9
Sprays	183.4	181.0
Other crop costs	20.9	27.0
Feed and livestock costs	46.0	23.8
Total variable costs	619.3	553.7
Fixed costs		
Paid labour	83.5	197.2
Unpaid labour	360.6	243.2
Contract hire	92.8	144.7
Machinery depreciation	178.8	176.7
Machinery repairs	113.3	129.7
Fuel and oil	95.7	104.9
Occupiers repairs	46.9	77.9
Rent and rates	277.2	309.3
Other farm costs	236.7	315.8
Total fixed costs	1485.5	1699.4
Management & investment income	-296.0	166.4
Plus farmer & spouse labour	295.5	209.2
Net farm income	-0.6	375.6
Less interest payments	50.1	13.0
Plus adjustments	208.9	214.9
Farm business income	158.2	577.5

MAINLY CEREAL FARMS

Efficiency factors

	2023/24	
	All Farms	Top 30%*
£ per hectare of crop grown		
Wheat	1647.6	1714.8
Barley	1200.5	1363.9
Potatoes		
Oilseed rape	1451.3	1517.6
Beans	853.3	1109.7
Oats	1108.7	

T per hectare of crop grown

Wheat	8.3	8.2
Barley	7.0	7.6
Potatoes		
Oilseed rape	3.7	4.0
Beans	3.7	4.5
Oats	5.6	

£ per hectare		
Total labour costs	444.1	440.5
Total machinery costs	480.6	555.9
Total labour and machinery costs	924.7	996.4
Machinery / buildings investment	393.4	735.4
Interest charges	50.1	13.0
Liabilities	1170.6	688.2
Tenants Capital	3267.9	3082.4
Return on tenant's capital (%)	-13.6	3.7
Farm business income per £100 of turnover	5.9	28.2
Amount of BLSA not included in M.I.I.	2.0	1.6

GENERAL CROPPING FARMS (Average £ per hectare figures)

**A part of this table was derived from data with less than 15 observations in the sample which could reduce the robustness of the results*

	2023/24	
	All Farms*	Top 30%*
Number of farms	13	5
Average size (hectares)	154.6	130.8
Output		
Wheat	350.4	383.0
Barley	261.6	355.2
Potatoes	858.6	1039.0
Oilseed rape	33.4	49.1
Other crops	124.7	178.6
Straw, forage & cultivations	576.4	673.0
Livestock	113.7	0.0
Basic payment scheme	139.5	146.1
Miscellaneous output	724.2	1180.1
Total output	3182.6	4004.3
Variable costs		
Seed	147.0	116.9
Fertiliser	256.1	243.7
Sprays	124.5	175.2
Other crop costs	88.0	156.9
Feed and livestock costs	54.5	0.0
Total variable costs	669.9	692.7
Fixed costs		
Paid labour	205.9	312.7
Unpaid labour	285.9	301.3
Contract hire	259.7	129.7
Machinery depreciation	189.0	178.0
Machinery repairs	123.5	207.2
Fuel and oil	86.5	104.9
Occupiers repairs	125.5	185.6
Rent and rates	332.3	379.2
Other farm costs	262.3	298.8
Total fixed costs	1870.5	2097.5
Management & investment income	642.2	1214.1
Plus farmer & spouse labour	231.6	213.7
Net farm income	873.8	1427.8
Less interest payments	24.4	28.8
Plus adjustments	252.1	297.6
Farm business income	1101.5	1696.6

GENERAL CROPPING FARMS

Efficiency factors

	2023/24	
	All Farms*	Top 30%*
	£ per hectare of crop grown	
Wheat	1847.8	
Barley	1332.8	
Potatoes	9642.4	
Oilseed rape	1670.3	
Beans		
Oats		
	T per hectare of crop grown	
Wheat	8.6	
Barley	6.9	
Potatoes	34.1	
Oilseed rape	4.1	
Beans		
Oats		
	£ per hectare	
Total labour costs	491.8	614.0
Total machinery costs	658.6	619.9
Total labour and machinery costs	1150.4	1233.9
Machinery / buildings investment	185.6	220.1
Interest charges	24.4	28.8
Liabilities	1182.7	1802.4
Tenants Capital	3905.7	3757.1
Return on tenant's capital (%)	24.0	40.8
Farm business income per £100 of turnover	33.2	46.9
Amount of BLSA not included in M.I.I.	0.2	0.0

LOWLAND DAIRY FARMS (Average £ per hectare figures)

**A part of this table was derived from data with less than 15 observations in the sample which could reduce the robustness of the results*

	2023/24	
	All Farms	Top 30%*
Number of farms	44	13
Average size (hectares)	157.5	196.9
Average herd size – (milking cows)	253	346
Output		
Dairy	5110.5	6268.2
Other cattle	479.4	626.1
Other livestock	100.1	304.1
Wheat and barley	44.3	42.9
Other crops	1.4	0.0
Straw, forage & cultivations	19.2	3.3
Basic payment scheme	126.2	123.8
Miscellaneous output	209.5	303.2
Total output	6090.5	7671.5
Variable costs		
Seed	40.4	37.9
Fertiliser	199.2	208.6
Sprays and other crop costs	56.3	46.2
Feed	2070.8	2456.5
Vet and medicines	153.8	201.2
Other livestock costs	456.0	549.8
Total variable costs	2976.6	3500.2
Fixed costs		
Paid labour	491.2	695.4
Unpaid labour	506.4	366.1
Contract hire	282.1	294.0
Machinery depreciation	344.5	287.4
Machinery repairs	221.4	241.3
Fuel and oil	146.5	180.2
Occupiers repairs	185.4	193.6
Rent and rates	409.0	473.6
Other farm costs	445.0	450.7
Total fixed costs	3031.5	3182.3
Management & investment income	82.4	988.9
Plus farmer & spouse labour	347.8	252.0
Net farm income	430.2	1240.9
Less interest payments	173.5	85.3
Plus adjustments	214.3	136.5
Farm business income	471.0	1292.2

LOWLAND DAIRY FARM

	Efficiency factors	
	2023/24 All Farms	Top 30%*
	£ per hectare of crop grown	
Wheat	1124.9	
Barley	939.9	
	T per hectare of crop grown	
Wheat	6.4	
Barley	5.8	
£ output per cow	3326.8	3579.3
£ milk value per cow	3357.5	3632.0
Litres per cow	8344	8910
Milk price per litre	40.3	40.7
Stocking rate	2.2	2.5
	£ per hectare	
Total labour costs	997.6	1061.7
Total machinery costs	994.5	1002.9
Total labour and machinery costs	1992.2	2064.6
Machinery / buildings investment	522.0	334.2
Interest charges	173.5	85.3
Liabilities	3232.9	2359.2
Tenants Capital	6873.0	7234.4
Return on tenant’s capital (%)	1.1	13.9
Farm business income per £100 of turnover	8.3	18.2
Amount of BLSA not included in M.I.I.	-67.8	-126.5

LFA DAIRY FARMS (Average £ per hectare figures)

**A part of this table was derived from data with less than 15 observations in the sample which could reduce the robustness of the results*

	2023/24	
	All Farms	Top 30%*
Number of farms	20	8
Average size (hectares)	143.9	111.5
Average herd size – (milking cows)	155	108
Output		
Dairy	3091.8	3363.0
Other cattle	475.8	516.0
Other livestock	153.6	26.3
Wheat and barley	13.7	0.0
Other crops	0.0	0.0
Straw, forage & cultivations	9.3	-1.3
Basic payment scheme	150.3	139.3
Miscellaneous output	210.2	428.8
Total output	4104.8	4472.0
Variable costs		
Seed	8.8	6.6
Fertiliser	200.7	116.2
Sprays and other crop costs	34.0	15.7
Feed	1370.2	1186.1
Vet and medicines	119.5	117.4
Other livestock costs	326.3	415.2
Total variable costs	2059.6	1857.0
Fixed costs		
Paid labour	228.1	149.8
Unpaid labour	598.0	585.6
Contract hire	138.4	174.4
Machinery depreciation	208.8	192.7
Machinery repairs	170.6	152.3
Fuel and oil	124.3	118.7
Occupiers repairs	118.6	140.0
Rent and rates	266.0	261.8
Other farm costs	295.8	268.8
Total fixed costs	2148.6	2044.1
Management & investment income	-103.4	570.9
Plus farmer & spouse labour	425.9	388.7
Net farm income	322.6	959.6
Less interest payments	57.6	63.9
Plus adjustments	218.2	244.2
Farm business income	483.2	1139.9

LFA DAIRY FARMS

	Efficiency factors	
	2023/24 All Farms	Top 30%*
£ per hectare of crop grown		
Wheat		
Barley		
T per hectare of crop grown		
Wheat		
Barley		
£ output per cow	2758.1	2766.6
£ milk value per cow	2726.0	2657.7
Litres per cow	7177	6651
Milk price per litre	38.2	40.9
Stocking rate	1.6	1.3
£ per hectare		
Total labour costs	826.1	735.4
Total machinery costs	642.1	638.2
Total labour and machinery costs	1468.2	1373.6
Machinery / buildings investment	409.7	453.0
Interest charges	57.6	63.9
Liabilities	1433.4	1324.7
Tenants Capital	4812.0	4630.6
Return on tenant's capital (%)	-4.6	13.1
Farm business income per £100 of turnover	12.6	28.2
Amount of BLSA not included in M.I.I.	-111.8	-89.9

LOWLAND GRAZING LIVESTOCK FARMS

(Average £ per hectare figures)

	2023/24	
	All Farms	Top 30%
Number of farms	36	15
Average size (hectares)	120.7	269.0
Output		
Cattle	989.4	1230.8
Sheep	210.6	67.7
Crops & Other Livestock	84.3	136.1
Straw, forage & cultivations	190.3	318.7
Basic payment scheme	147.8	134.7
Miscellaneous output	780.6	790.3
Total output	2402.9	2678.4
Variable costs		
Seed	27.2	53.7
Fertiliser	88.9	129.1
Sprays and other crop costs	34.0	62.8
Feed	351.2	331.3
Vet and medicines	52.1	48.5
Other livestock costs	148.3	118.5
Total variable costs	701.7	743.9
Fixed costs		
Paid labour	288.6	111.2
Unpaid labour	759.6	341.3
Contract hire	113.4	184.5
Machinery depreciation	251.0	229.0
Machinery repairs	111.6	105.3
Fuel and oil	106.3	105.8
Occupiers repairs	107.6	139.4
Rent and rates	299.4	266.8
Other farm costs	400.5	265.7
Total fixed costs	2438.1	1749.0
Management & investment income	-736.9	185.4
Plus farmer & spouse labour	663.3	266.7
Net farm income	-73.6	452.2
Less interest payments	55.5	76.0
Plus adjustments	185.3	74.4
Farm business income	56.2	450.6

LOWLAND GRAZING LIVESTOCK FARMS

Efficiency factors

	2023/24	
	All Farms	Top 30%
£ per hectare of crop grown		
Wheat	1591.8	
Barley	993.0	1190.9
T per hectare of crop grown		
Wheat	8.3	
Barley	5.9	6.9
Lamb rearing percentage	165	
Stocking rate	1.4	1.4
£ per hectare		
Total labour costs	1048.6	453.9
Total machinery costs	582.3	624.6
Total labour and machinery costs	1630.9	1078.6
Machinery / buildings investment	248.6	381.6
Interest charges	55.5	76.0
Liabilities	1614.7	1303.0
Tenants Capital	4772.2	3854.5
Return on tenant’s capital (%)	-15.9	7.3
Farm business income per £100 of turnover	2.5	19.3
Amount of BLSA not included in M.I.I.	15.7	15.0

DA GRAZING LIVESTOCK FARMS (Average £ per hectare figures)

**A part of this table was derived from data with less than 15 observations in the sample which could reduce the robustness of the results*

	2023/24	
	All Farms	Top 30%*
Number of farms	15	7
Average size (hectares)	87.1	144.0
Output		
Cattle	452.8	451.7
Sheep	446.5	639.0
Crops & Other Livestock	35.2	76.9
Straw, forage & cultivations	7.3	8.2
Basic payment scheme	142.5	124.1
Miscellaneous output	207.5	204.6
Total output	1291.8	1504.5
Variable costs		
Seed	3.5	5.2
Fertiliser	37.8	37.5
Sprays and other crop costs	8.9	7.5
Feed	223.9	258.5
Vet and medicines	52.3	56.9
Other livestock costs	107.9	78.8
Total variable costs	434.3	444.4
Fixed costs		
Paid labour	26.4	59.9
Unpaid labour	459.2	328.0
Contract hire	109.7	87.5
Machinery depreciation	82.3	126.7
Machinery repairs	64.5	51.7
Fuel and oil	57.9	61.9
Occupiers repairs	87.9	34.6
Rent and rates	120.2	140.1
Other farm costs	198.8	142.0
Total fixed costs	1206.9	1032.5
Management & investment income	-349.3	27.6
Plus farmer & spouse labour	431.2	293.6
Net farm income	81.9	321.3
Less interest payments	52.7	6.8
Plus adjustments	50.6	39.2
Farm business income	79.8	353.7

DA GRAZING LIVESTOCK FARMS

Efficiency factors

	2023/24	
	All Farms	Top 30%*
£ per hectare of crop grown		
Wheat		
Barley		
T per hectare of crop grown		
Wheat		
Barley		
Lamb rearing percentage	162	187
Stocking rate	0.9	0.7
£ per hectare		
Total labour costs	485.6	387.9
Total machinery costs	314.4	327.9
Total labour and machinery costs	800.0	715.7
Machinery / buildings investment	82.7	149.8
Interest charges	52.7	6.8
Liabilities	847.7	234.5
Tenants Capital	2327.0	2674.1
Return on tenant's capital (%)	-14.9	3.5
Farm business income per £100 of turnover	2.8	15.7
Amount of BLSA not included in M.I.I.	51.6	70.7

SDA GRAZING LIVESTOCK FARMS (Average £ per hectare figures)

**A part of this table was derived from data with less than 15 observations in the sample which could reduce the robustness of the results*

	2023/24	
	All Farms	Top 30%*
Number of farms	28	13
Average size (hectares)	129.3	189.4
Output		
Cattle	368.6	387.8
Sheep	176.3	253.4
Crops & Other Livestock	21.1	0.2
Straw, forage & cultivations	49.8	77.4
Basic payment scheme	176.3	194.7
Miscellaneous output	322.9	239.3
Total output	1115.0	1152.8
Variable costs		
Seed	0.6	0.6
Fertiliser	25.6	31.8
Sprays and other crop costs	14.1	10.3
Feed	179.6	148.4
Vet and medicines	53.7	32.6
Other livestock costs	77.0	57.1
Total variable costs	350.6	280.8
Fixed costs		
Paid labour	20.0	22.4
Unpaid labour	419.4	337.1
Contract hire	43.4	17.2
Machinery depreciation	97.0	66.3
Machinery repairs	58.1	45.3
Fuel and oil	47.5	40.4
Occupiers repairs	37.4	29.8
Rent and rates	195.8	146.1
Other farm costs	161.0	129.7
Total fixed costs	1079.6	834.4
Management & investment income	-315.1	37.6
Plus farmer & spouse labour	384.2	319.0
Net farm income	69.1	356.6
Less interest payments	35.8	51.2
Plus adjustments	121.1	100.6
Farm business income	154.4	406.0

SDA GRAZING LIVESTOCK FARMS

Efficiency factors

	2023/24	
	All Farms	Top 30%*
£ per hectare of crop grown		
Wheat		
Barley		
T per hectare of crop grown		
Wheat		
Barley		
Lamb rearing percentage	129	137
Stocking rate	0.6	1.2
£ per hectare		
Total labour costs	439.4	359.5
Total machinery costs	246.0	169.2
Total labour and machinery costs	685.4	528.7
Machinery / buildings investment	85.4	71.6
Interest charges	35.8	51.2
Liabilities	707.9	679.8
Tenants Capital	2062.7	1707.0
Return on tenant's capital (%)	-11.7	6.1
Farm business income per £100 of turnover	11.4	33.0
Amount of BLSA not included in M.I.I.	29.8	43.6

SDA SPECIALIST SHEEP FARMS (Average £ per hectare figures)

**A part of this table was derived from data with less than 15 observations in the sample which could reduce the robustness of the results*

	2023/24	
	All Farms*	Top 30%*
Number of farms	11	5
Average size (hectares)	109.8	140.3
Output		
Cattle	61.9	101.8
Sheep	645.9	708.9
Straw, forage & cultivations	-0.1	0.6
Basic payment scheme	159.7	172.2
Miscellaneous output	279.1	382.3
Total output	1146.5	1365.9
Variable costs		
Seed	2.2	2.8
Fertiliser	28.9	33.6
Sprays and other crop costs	7.1	5.0
Feed	211.4	195.4
Vet and medicines	59.5	67.4
Other livestock costs	83.2	77.4
Total variable costs	392.4	381.5
Fixed costs		
Paid labour	29.1	52.3
Unpaid labour	532.2	366.4
Contract hire	33.7	29.9
Machinery depreciation	65.0	64.6
Machinery repairs	41.1	33.7
Fuel and oil	49.3	47.2
Occupiers repairs	29.7	27.8
Rent and rates	179.6	153.3
Other farm costs	148.8	139.6
Total fixed costs	1111.6	914.7
Management & investment income	-357.5	69.7
Plus farmer & spouse labour	431.4	333.7
Net farm income	74.0	403.3
Less interest payments	51.5	12.0
Plus adjustments	143.4	85.3
Farm business income	165.9	476.7

SDA SPECIALIST SHEEP FARMS

Efficiency factors

	2023/24	
	All Farms*	Top 30%
	£ per hectare of crop grown	
Wheat		
Barley		
	T per hectare of crop grown	
Wheat		
Barley		
Lamb rearing percentage	136	147
Stocking rate	0.5	0.5
	£ per hectare	
Total labour costs	561.4	418.7
Total machinery costs	192.1	175.3
Total labour and machinery costs	753.5	594.0
Machinery / buildings investment	111.1	98.9
Interest charges	51.5	12.0
Liabilities	671.8	180.9
Tenants Capital	1844.7	1969.9
Return on tenant's capital (%)	-17.9	4.3
Farm business income per £100 of turnover	5.9	28.7
Amount of BLSA not included in M.I.I.	55.4	53.0

MIXED FARMS (Average £ per hectare figures)

**A part of this table was derived from data with less than 15 observations in the sample which could reduce the robustness of the results*

	2023/24	
	All Farms	Top 30%*
Number of farms	20	7
Average size (hectares)	139.7	221.4
Output		
Wheat & Barley	507.1	674.5
Other Crops	171.7	459.6
Cattle & Sheep	969.4	1372.8
Pigs & Poultry	20.1	60.0
Straw, Forage & Cultivations	121.9	73.8
Basic payment scheme	138.5	142.2
Miscellaneous output	195.7	216.1
Total output	2124.4	2999.0
Variable costs		
Seed	83.3	120.5
Fertiliser	222.9	323.8
Sprays and other crop costs	148.2	179.5
Feed	392.1	505.4
Vet and medicines	31.0	33.2
Other livestock costs	145.2	139.0
Total variable costs	1022.6	1301.5
Fixed costs		
Paid labour	52.7	45.4
Unpaid labour	421.5	484.2
Contract hire	132.4	82.4
Machinery depreciation	187.0	217.2
Machinery repairs	87.9	68.4
Fuel and oil	106.7	99.9
Occupiers repairs	68.3	50.1
Rent and rates	280.7	278.4
Other farm costs	212.5	196.1
Total fixed costs	1549.6	1522.0
Management & investment income	-447.8	175.6
Plus farmer & spouse labour	317.8	369.7
Net farm income	-130.0	545.3
Less interest payments	81.5	71.8
Plus adjustments	205.1	237.7
Farm business income	-6.4	711.1

MIXED FARMS

Efficiency factors

	2023/24	
	All Farms	Top 30%*
	£ per hectare of crop grown	
Wheat	1391.9	1785.3
Barley	1032.3	1221.1
	T per hectare of crop grown	
Wheat	7.5	9.4
Barley	6.2	7.0
Stocking rate	1.9	2.9
	£ per hectare	
Total labour costs	474.2	529.5
Total machinery costs	514.0	467.8
Total labour and machinery costs	988.2	997.3
Machinery / buildings investment	151.2	341.0
Interest charges	81.5	71.8
Liabilities	1474.4	1614.9
Tenants Capital	3931.6	4602.5
Return on tenant's capital (%)	-19.1	3.7
Farm business income per £100 of turnover	-9.3	17.9
Amount of BLSA not included in M.I.I.	12.4	22.0

PIG FARMS (Average £ per farm figures)

**A part of this table was derived from data with less than 15 observations in the sample which could reduce the robustness of the results*

	2023/24	
	All Farms	Top 30%*
Number of farms	16	5
Output		
Pigs	879314	1601829
Other livestock	18699	8720
Wheat & Barley	63516	2449
Other crops	22232	518
Straw, forage & cultivations	17348	2352
Basic payment scheme	11880	1044
Miscellaneous output	30186	6341
Total output	1043174	1623253
Variable costs		
Seed	5449	529
Fertiliser	23444	1345
Sprays and other crop costs	13120	717
Feed	479632	829063
Vet and medicines	22079	38089
Other livestock costs	77335	114110
Total variable costs	621058	983853
Fixed costs		
Paid labour	77349	129816
Unpaid labour	37557	25475
Contract hire	24871	24850
Machinery depreciation	24049	11101
Machinery repairs	9245	8172
Fuel and oil	9080	4174
Occupiers repairs	29165	31131
Rent and rates	49460	49557
Other farm costs	64014	91672
Total fixed costs	324789	376037
Management & investment income	97327	263364
Plus farmer & spouse labour*	16781	-7386
Net farm income	114108	255978
Less interest payments	7347	10740
Plus adjustments	24243	3076
Farm business income	131004	248314

**The Farmer & Spouse Labour figure also accounts for Paid Managerial Input*

POULTRY FARMS (Average £ per farm figures)

**A part of this table was derived from data with less than 15 observations in the sample which could reduce the robustness of the results*

	2023/24	
	All Farms	Top 30%*
Number of farms	16	5
Output		
Poultry	1519783	1852049
Other livestock	24125	44096
Wheat & Barley	36621	73871
Other crops	9797	19998
Straw, forage & cultivations	12066	22718
Basic payment scheme	9635	19246
Miscellaneous output	105468	141986
Total output	1717494	2173964
Variable costs		
Seed	5058	10311
Fertiliser	11975	23947
Sprays and other crop costs	13211	26391
Feed	897924	889116
Vet and medicines	19487	24386
Other livestock costs	32155	26293
Total variable costs	979809	1000444
Fixed costs		
Paid labour	52092	67076
Unpaid labour	43490	51460
Contract hire	38164	44392
Machinery depreciation	62393	86720
Machinery repairs	35010	46434
Fuel and oil	9215	13193
Occupiers repairs	16822	21423
Rent and rates	130975	143440
Other farm costs	147506	212267
Total fixed costs	535666	686406
Management & investment income	202019	487115
Plus farmer & spouse labour	29657	32992
Net farm income	231676	520107
Less interest payments	57617	99316
Plus adjustments	12294	15749
Farm business income	186353	436539

WINTER WHEAT GROSS MARGINS 2023/24

	All Crops		Top 30%	
Number of crops	86		30	
Average size (Ha)	46.3		59.8	
Average yield (T/Ha)	8.1		9.2	
Average price (£/T)	197		221	
	£/ha	£/tonne	£/ha	£/tonne
Output				
Total crop value	1583.2	196.8	1981.2	220.7
Straw	127.1	16.5	137.8	14.9
Total gross output	1710.4	213.2	2119.0	235.6
Variable costs				
Seed	106.6	14.3	86.1	10.2
Fertiliser	340.6	41.4	344.6	36.0
Sprays	243.3	30.2	232.1	24.4
Miscellaneous costs	24.8	3.3	24.8	3.3
Drying Fuel	1.8	0.2	2.2	0.2
Total variable costs	717.1	89.5	689.9	74.2
Gross margin	993.3	123.7	1429.1	161.4

Note - £/ha relates to value per hectare of crop grown and £/tonne relates to value per tonne of grain produced.

WINTER BARLEY GROSS MARGINS 2023/24

	All Crops	Top 30%
Number of crops	69	29
Average size (Ha)	25.4	29.9
Average yield (T/Ha)	7.3	8.3
Average price (£/T)	168	172

	£/ha	£/tonne	£/ha	£/tonne
Output				
Total crop value	1235.9	167.7	1436.9	171.9
Straw	161.9	23.8	221.5	28.0
Total gross output	1397.9	191.5	1658.4	199.9
Variable costs				
Seed	88.1	12.3	84.3	10.3
Fertiliser	318.1	44.3	244.9	29.3
Sprays	217.3	30.2	201.4	24.4
Miscellaneous costs	21.4	2.9	16.6	2.0
Drying Fuel	0.7	0.1	0.1	0.0
Total variable costs	645.5	89.9	547.3	66.0
Gross margin	752.4	101.6	1111.1	133.9

Note - £/ha relates to value per hectare of crop grown and £/tonne relates to value per tonne of grain produced.

SPRING BARLEY GROSS MARGIN 2023/24

	All Crops		Top 30%	
Number of crops	53		17	
Average size (Ha)	20.1		26.4	
Average yield (T/Ha)	5.4		7.0	
Average price (£/T)	179		211	
	£/ha	£/tonne	£/ha	£/tonne
Output				
Total crop value	966	178.5	1455.0	210.6
Straw	120.6	25.2	126.6	19.0
Total gross output	1086.6	203.7	1581.7	229.7
Variable costs				
Seed	85.1	17.6	73.9	10.6
Fertiliser	228.4	43.8	259.9	35.8
Sprays	119.7	22.5	131.2	18.4
Miscellaneous costs	21.5	4.2	13.1	1.9
Drying Fuel	0.7	0.1	1.0	0.1
Total variable costs	455.3	88.1	479.0	66.7
Gross margin	631.3	115.6	1102.6	162.9

Note - £/ha relates to value per hectare of crop grown and £/tonne relates to value per tonne of grain produced.

WINTER OAT GROSS MARGINS 2023/24

	All Crops*	Top 30%*
Number of crops	9	5
Average size (Ha)	25.0	18.2
Average yield (T/Ha)	6.1	5.8
Average price (£/T)	220	256

	£/ha	£/tonne	£/ha	£/tonne
Output				
Total crop value	1310.9	219.9	1436.7	256.4
Straw	132.1	19.4	122.6	19.2
Total gross output	1443.0	239.3	1559.3	275.6
Variable costs				
Seed	83.7	14.9	91.3	17.3
Fertiliser	304.0	45.7	148.1	22.2
Sprays	113.1	17.6	75.5	10.6
Miscellaneous costs	36.6	7.2	48.7	10.0
Drying Fuel	0.0	0.0	0.0	0.0
Total variable costs	537.4	85.4	363.5	60.2
Gross margin	905.6	153.9	1195.7	215.4

**A part of this table was derived from data with less than 15 observations in the sample which could reduce the robustness of the results*

Note - £/ha relates to value per hectare of crop grown and £/tonne relates to value per tonne of grain produced.

SPRING OAT GROSS MARGINS 2023/24

	All Crops
Number of crops	5
Average size (Ha)	17.2
Average yield (T/Ha)	5.4
Average price (£/T)	195

	£/ha	£/tonne
Output		
Total crop value	1047.2	195.0
Straw	82.8	16.8
Total gross output	1130.0	211.8

Variable costs		
Seed	90.6	17.3
Fertiliser	225.5	41.1
Sprays	144.8	27.1
Miscellaneous costs	19.9	3.9
Drying Fuel	0.0	0.0
Total variable costs	480.8	89.4
Gross margin	649.2	122.3

**A part of this table was derived from data with less than 15 observations in the sample which could reduce the robustness of the results*

Note - £/ha relates to value per hectare of crop grown and £/tonne relates to value per tonne of grain produced.

WINTER OILSEED RAPE GROSS MARGINS 2023/24

	All Crops	Top 30%*
Number of crops	39	14
Average size (Ha)	29.5	38.4
Average yield (T/Ha)	3.7	4.4
Average price (£/T)	393	410

	£/ha	£/tonne	£/ha	£/tonne
Output				
Total crop value	1425.1	392.8	1784.9	410.4
Straw	1.5	0.4	0.9	0.2
Total gross output	1426.6	393.2	1785.8	410.7
Variable costs				
Seed	95.5	27.4	85.3	20.3
Fertiliser	404.1	113.9	356.5	81.6
Sprays	264.0	74.2	245.3	55.8
Miscellaneous costs	42.2	11.7	34.3	7.6
Drying Fuel	0.7	0.1	2.2	0.5
Total variable costs	806.5	227.4	723.5	165.7
Gross margin	620.1	165.8	1062.3	245.0

**A part of this table was derived from data with less than 15 observations in the sample which could reduce the robustness of the results*

Note - £/ha relates to value per hectare of crop grown and £/tonne relates to value per tonne of grain produced.

BEAN GROSS MARGINS 2023/24

	All Crops		Top 30%	
Number of crops	26		9	
Average size (Ha)	18.7		22.1	
Average yield (T/Ha)	3.2		4.5	
Average price (£/T)	252		248	
	£/ha	£/tonne	£/ha	£/tonne
Output				
Total crop value	781.5	252.0	1106.0	248.3
Straw	2.1	0.9	6.0	1.3
Total gross output	783.6	252.8	1112.1	249.7
Variable costs				
Seed	100.5	45.4	62.1	14.2
Fertiliser	56.9	22.7	10.4	2.4
Sprays	150.4	51.4	174.9	40.2
Miscellaneous costs	25.5	8.5	19.5	4.4
Drying Fuel	0.4	0.1	1.4	0.3
Total variable costs	333.7	128.1	268.3	61.5
Gross margin	449.9	124.7	843.8	188.2

**A part of this table was derived from data with less than 15 observations in the sample which could reduce the robustness of the results*

Note - £/ha relates to value per hectare of crop grown and £/tonne relates to value per tonne of grain produced.

POTATO GROSS MARGINS 2023/24

	All Crops*
Number of crops	12
Average size (Ha)	13.2
Average yield (T/Ha)	29.5
Average price (£/T)	277

	£/ha	£/tonne
Output		
Total crop value	8466.8	277.1
Total gross output	8466.8	277.1

Variable costs

Seed	962.3	41.8
Fertiliser	593.4	29.4
Sprays	416.7	17.5
Miscellaneous costs	340.2	10.0
Total variable costs	2312.7	98.6
Gross margin	6154.2	178.4

**A part of this table was derived from data with less than 15 observations in the sample which could reduce the robustness of the results*

Note - £/ha relates to value per hectare of crop grown and £/tonne relates to value per tonne of grain produced.

VINING PEA GROSS MARGINS 2023/24

	All Crops*
Number of crops	5
Average size (Ha)	20.6
	£/ha
Output	
Total crop value	1521.9
Total gross output	1521.9
Variable costs	
Seed	143.2
Fertiliser	4.4
Sprays	188.1
Miscellaneous costs	15.6
Total variable costs	351.4
Gross margin	1170.6

**A part of this table was derived from data with less than 15 observations in the sample which could reduce the robustness of the results*

Note - £/ha relates to value per hectare of crop grown and £/tonne relates to value per tonne of grain produced.

DAIRY COW GROSS MARGIN 2023/24

	All Herds		Top 30%	
Number of herds	56		21	
Average number of dairy cows	231.2		305.2	
Milk yield (litres/cow)	7768		10202	
Milk price (p per litre)	39.5		41.0	
Cattle sales and purchases	No.	£/head	No.	£/head
Dairy cows sold	66	882	92	927
Dairy calves sold	112	197	181	222
Dairy cows bought	8	1754		
Gross output	£/cow	p/litre	£/cow	p/litre
Milk	3063.1	39.5	4177.1	41.0
Calves	187.9	2.8	221.3	2.2
Herd depreciation	-209.7	-3.2	-186.0	-1.9
Miscellaneous output				
Total gross output	3041.3	39.0	4212.4	41.3
Variable costs				
Concentrates	977.2	12.3	1285.7	12.4
Coarse fodder	76.0	1.0	116.2	1.1
Forage variable costs	137.6	1.8	151.5	1.5
Vet and medicines	83.6	1.2	104.0	1.0
Other livestock costs	227.0	3.2	257.5	2.5
Total variable costs	1501.4	19.4	1914.9	18.5
Gross margin	1539.9	19.6	2297.6	22.8

SUCKLER COW GROSS MARGIN 2023/24

	All Herds		Top 30%*	
Number of herds	36		7	
Average number of cows	28.0		21.8	
Cattle sales and purchases	No.	£/head	No.	£/head
Beef bulls sold	1	2553		
Beef cows sold	5	1175	4	1127
Beef cows bought	1	1478		
Gross output		£/cow		£/cow
Calves		672.9		904.0
Herd depreciation		-90.0		-60.7
Miscellaneous output				
Total gross output		582.8		843.4
Variable costs				
Concentrates		110.9		76.7
Coarse fodder		37.7		23.0
Forage variable costs		59.1		69.2
Vet and medicines		46.1		47.7
Other livestock costs		91.6		101.9
Total variable costs		345.4		318.4
Gross margin		237.4		524.9

**A part of this table was derived from data with less than 15 observations in the sample which could reduce the robustness of the results*

LOWLAND SHEEP GROSS MARGIN 2023/24

(Farms with 20 or more ewes)

	All Flocks		Top 30%*	
Number of flocks	35		11	
Ave number of rams	8.2		13.5	
Ave number of ewes	258.0		431.7	
Ave no. of ewe hogs	58.1		139.5	
Lamb rearing percentage	141		171	
Sales and purchases	No.	£/head	No.	£/head
Fat lambs sold	285	119	557	118
Store lambs < 1 year sold	34	91		
Store lambs bought	4	39		
Breeding ewes bought	22	169	22	109
Breeding ewe hogs bought	23	143		
Gross output		£/ewe		£/ewe
Lambs		159.8		200.6
Flock depreciation		-17.2		-9.3
Wool		0.6		0.8
Miscellaneous output				
Other sheep output		0.1		0.4
Total gross output		143.2		192.5
Variable costs				
Concentrates		32.5		22.5
Coarse fodder		4.8		4.7
Forage variable costs		12.8		8.1
Vet and medicines		12.4		12.9
Other livestock costs		20.3		18.8
Total variable costs		82.7		67.1
Gross margin		60.5		125.4

**A part of this table was derived from data with less than 15 observations in the sample which could reduce the robustness of the results*

LFA SHEEP GROSS MARGIN 2023/24

(Farms with 20 or more ewes)

	All Flocks		Top 30%	
Number of flocks	57		20	
Ave number of rams	11.4		11.3	
Ave number of ewes	394.5		416.7	
Ave no. of ewe hoggs	68.3		57.1	
Lamb rearing percentage	139		163	
Sales and purchases	No.	£/head	No.	£/head
Fat lambs sold	262	107	505	118
Store lambs < 1 year sold	142	79	56	92
Breeding ewe hoggs sold	48	110	54	129
Store lambs bought	7	78	20	77
Breeding ewes bought	36	150	33	147
Breeding ewe hoggs bought	11	108	6	132
Gross output	£/ewe		£/ewe	
Lambs	141.0		191.0	
Flock depreciation	-17.5		-14.7	
Wool	0.6		0.8	
Miscellaneous output				
Other sheep output	0.3		0.5	
Total gross output	124.4		177.7	
Variable costs				
Concentrates	29.1		28.0	
Coarse fodder	7.4		7.5	
Forage variable costs	8.0		7.9	
Vet and medicines	10.0		9.3	
Other livestock costs	14.3		12.5	
Total variable costs	68.7		65.1	
Gross margin	55.7		112.6	

LAYING HEN GROSS MARGIN 2023/24

	All Flocks		Top 30*	
Number of flocks	29		10	
Ave number of hens	31190		30141	
Egg yield per bird	293		313	
Ave price of eggs sold (p/dozen)	138		157	
Sales and purchases	No.	£/head	No.	£/head
Laying hens sold	20315	0.3	28230	0.6
Hens and pullets bought	31799	5.2	33375	5.2
Gross output	£/bird	p/dozen	£/bird	p/dozen
Egg output	33.8	138.2	40.6	157.2
Flock depreciation	-3.8	-15.9	-3.5	-13.9
Miscellaneous output	0.1	0.4	0.2	0.9
Total gross output	30.1	122.7	37.3	144.1
Variable costs				
Concentrates	14.6	60.1	14.8	56.9
Vet and medicines	0.3	1.3	0.4	1.4
Other livestock costs	0.9	3.7	0.9	3.2
Total variable costs	15.9	65.2	16.6	61.6
Gross margin	14.2	57.6	21.3	82.5

**A part of this table was derived from data with less than 15 observations in the sample which could reduce the robustness of the results*

N.B. Laying Hen Gross Margin Figures are based on the National Sample

COMMERICAL BROILER GROSS MARGIN 2023/24

	All Flocks		Top 30%*	
Number of flocks	30		13	
Ave number of birds	117320		83852	
Sales and purchases	No.	£/head	No.	£/head
Birds purchased	804049	0.4	555326	0.5
Birds sold	789413	2.8	527890	3.3
Gross output	£/bird		£/bird	
Broiler output	16.1		19.4	
Miscellaneous output	0.0		0.0	
Total gross output	16.1		19.4	
Variable costs				
Concentrates	11.1		11.5	
Vet and medicines	0.1		0.1	
Other livestock costs	0.7		0.5	
Heating Fuel	0.0		0.0	
Total variable costs	11.9		12.2	
Gross margin	4.2		7.3	

**A part of this table was derived from data with less than 15 observations in the sample which could reduce the robustness of the results*

N.B. Commercial Broiler Gross Margin Figures are based on the National Sample

COMMERICAL BREEDING PIG GROSS MARGIN 2023/24

	All Herds		Top 30%*	
Number of herds	22		8	
Ave number of sows	332.9		278.9	
Ave number of gilts in pig	81.0		36.7	
Ave number of maiden gilts	52.1		48.3	
Sows & Gilts per Boar	80.5		80.4	
Pigs Reared per Sow and Gilt Farrowed	22.2		29.4	
Sales and purchases	No.	£/head	No.	£/head
Fat pigs sold	6532	177	7156	190
Cull sows sold	125	167	107	190
Sows purchased	53	209	66	205
Gross output	£/sow & gilt in pig		£/sow & gilt in pig	
Pig output	3479.7		4918.7	
Herd depreciation	-13.6		-12.4	
Miscellaneous output	3.8		0.0	
Total gross output	3469.9		4906.3	
Variable costs				
Concentrates	2036.2		2431.8	
Vet and medicines	78.8		114.7	
Forage costs	0.0		0.0	
Other livestock costs	255.9		309.9	
Total variable costs	2370.8		2856.4	
Gross margin	1099.1		2049.9	

**A part of this table was derived from data with less than 15 observations in the sample which could reduce the robustness of the results*

N.B. Commercial Breeding Pig Gross Margin Figures are based on the National Sample

DEFINITIONS

Farm area quoted refers to 'adjusted agricultural hectares'. Where a farm has an area of rough grazing (e.g. most Upland farms), an in-bye or permanent pasture equivalent is calculated. One hectare = 2.471 acres.

Adjusted Forage Hectares is the effective area that is available for grazing livestock. It includes permanent pasture; adjusted rough grazing; temporary grass; roots; maize and green forage crops. It is used in the calculation of Stocking Rate.

Livestock Units are based on estimated energy requirements. Standard ratios are used for converting animals of different species and ages into Livestock Units with one unit representing a dairy cow. When these are applied to grazing animals they are called Grazing Livestock Units (GLU's).

Lamb Rearing Percentage is the number of lambs reared per 100 ewes and ewe lambs put to the ram.

Milk Value is the sum of income from wholesale and retail milk plus the value of milk used on the farm.

Enterprise Output

- a) Crops. Output is the total value of the crop produced, irrespective of its disposal. It is calculated on a 'harvest year' basis and includes actual sales plus the market value of that part of the crop retained on the farm for feeding to livestock, for use as seed for the coming year or in-store and not yet sold.
- b) Livestock. Output is the difference between total livestock revenue and livestock purchases, adjusted for valuation changes. It includes estimates for the value of stock transferred into or out of the enterprise and the value of livestock produce consumed in the farmhouse or by workers.
- c) Miscellaneous. Miscellaneous output includes income connected with the farm but not related to any one enterprise (e.g. wayleaves, contracting, cottage rents).

Variable Costs are those that can be readily allocated to a specific enterprise and vary according to the changes in the scale of that enterprise.

- a) Crop Variable Costs: include purchased and homegrown seed, fertilisers, sprays, silage and grain additives, wrap, twine and any other expenses specific to crop enterprises.
- b) Livestock Variable Costs: feed costs include purchased and homegrown concentrates and purchased forage and agistment but do not include homegrown forage. Other livestock costs include market expenses, vet and medicine, haulage, bedding straw, ear tags, breed society fees, artificial insemination and any other expenses specific to livestock enterprises.

Fixed Costs are those that cannot readily be allocated to a specific enterprise or do not vary proportionately with the scale of the particular enterprises on the farm. They include labour (paid and unpaid), machinery, rent and rates and other farm costs. While some casual labour and machinery contract charges are often regarded as variable costs, they are all included with the fixed costs in this

analysis. Other fixed costs include electricity, insurance, telephone, professional fees, subscriptions, bank charges, office expenses and other miscellaneous farm expenses. Interest and landlord-type costs are not included.

Breeding Livestock Appreciation (BLSA) represents the change in the market value of mature breeding livestock between the opening and closing valuations.

Tenant's Capital is the estimated total value of capital on the farm, other than land and buildings. In these accounts it is calculated as the average of the opening and closing valuations of machinery, crops, livestock, stores, cultivations, Basic Payment Scheme entitlements, debtors and credit bank balances.

Return on Tenant's Capital is MII as a percentage of Tenant's Capital.

Rental Value is the charge on any owner occupied land based on the rent a tenant in similar circumstances is paying.

Imputed Rent on Tenant's Improvements is the charge on any improvements carried out by the tenant of a kind for which the landlord is normally responsible.

Farmer and Spouse Labour Costs are based on time spent by the farmer and spouse in manual work on the farm, valued at the appropriate prevailing hourly earnings of agricultural workers. An allowance is also included in regular labour if there is a partner or other unpaid family workers.

Management and Investment Income (MII) is defined as the return to the farmer and spouse for their management and on the tenant-type capital of the business. Management and investment income is net farm income minus an imputed cost for the manual labour of the farmer and spouse.

Net Farm Income (NFI) assumes all farms are tenanted and that all tenant type assets are owned by the farmer. It represents the return to the farmer and spouse for their manual and managerial labour and on tenant type capital in livestock, crops, machinery, etc., but excluding land and buildings. It is calculated before deduction of interest payments on any farming loans and also excludes interest earned on any financial assets owned. (Breeding livestock appreciation (BLSA) is excluded from total farm output and, therefore, is not included in net farm income).

Farm Business Income (FBI) for sole traders and partnerships represents the financial return to all unpaid labour (farmers and spouses, non-principal partners and directors and their spouses and family workers) and on all their capital invested in the farm business, including land and buildings.



The following Farm Business Survey results are available at www.farmbusinesssurvey.co.uk

Benchmarking & Projection

FBS Benchmarking allows you to compare the financial performance of your business to the performance of average and top performing farms of the same farm type. This system allows comparison of your profit and loss account, gross margins, balance sheet and performance measures.

FBS projection calculator is the unique online internet tool that allows users to calculate projected enterprise margins into the future. Using either FBS data, or their own farm results, users can estimate future margins on the basis of futures market prices. The site is free to use.

Data Builder

FBS data builder is a specialist interactive tool for professionals and researchers. FBS data builder allows direct interrogation of FBS data to construct user defined tables.

Enterprise Reports

'Farm Type' reports for England, combining expert data analysis, and interpretation with commentary on the sector.

Crop Production
Dairy Farming
Hill Farming
Horticulture Production
Lowland Grazing Livestock Production
Pig Production
Poultry Production
Organic Farming in England