



FARMING IN NORTHERN ENGLAND

Benchmarking Data 2023/2024





**FARM BUSINESS SURVEY
FARM BUSINESS BENCHMARKING DATA
NORTH EAST & CUMBRIA**

2023/24 RESULTS

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FARMING IN COUNTY DURHAM, CUMBRIA & NORTHUMBERLAND 2023/24

FOREWORD

This report covers farming in the counties of Durham, Cumbria and Northumberland 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 129 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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Front cover photo courtesy of Alix Dawson.

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 129 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	22	7
Average size (hectares)	270.5	467.4
Output		
Wheat	823.0	855.4
Barley	176.3	121.5
Potatoes	11.2	36.6
Oilseed rape	237.4	310.4
Other crops	64.5	84.4
Straw, forage & cultivations	23.8	94.8
Livestock	53.1	51.4
Basic payment scheme	144.5	135.6
Miscellaneous output	456.9	328.9
Total output	1990.6	2019.0
Variable costs		
Seed	81.1	81.4
Fertiliser	290.6	296.5
Sprays	215.2	170.2
Other crop costs	51.9	57.8
Feed and livestock costs	24.0	19.0
Total variable costs	662.6	624.9
Fixed costs		
Paid labour	132.6	71.4
Unpaid labour	109.6	76.7
Contract hire	210.5	173.1
Machinery depreciation	131.6	80.3
Machinery repairs	105.7	58.5
Fuel and oil	86.6	55.6
Occupiers repairs	37.0	30.7
Rent and rates	274.8	286.9
Other farm costs	113.8	117.3
Total fixed costs	1202.0	950.4
Management & investment income	126.0	443.7
Plus farmer & spouse labour	103.1	56.8
Net farm income	229.1	500.4
Less interest payments	40.5	62.3
Plus adjustments	135.8	63.9
Farm business income	324.4	502.0

MAINLY CEREAL FARMS

Efficiency factors

	2023/24	
	All Farms	Top 30%*
£ per hectare of crop grown		
Wheat	1872.9	2176.8
Barley	1395.3	1645.1
Potatoes		
Oilseed rape	1639.3	1838.1
Beans	887.9	
Oats		
T per hectare of crop grown		
Wheat	8.8	9.4
Barley	7.6	8.3
Potatoes		
Oilseed rape	3.7	4.0
Beans	3.6	
Oats		
£ per hectare		
Total labour costs	242.2	148.0
Total machinery costs	534.3	367.5
Total labour and machinery costs	776.5	515.5
Machinery / buildings investment	224.3	255.4
Interest charges	40.5	62.3
Liabilities	762.0	1259.4
Tenants Capital	3377.5	2811.2
Return on tenant's capital (%)	4.0	16.0
Farm business income per £100 of turnover	14.6	26.1
Amount of BLSA not included in M.I.I.	2.5	1.8

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	17	7
Average size (hectares)	162.0	186.8
Average herd size – (milking cows)	208	281
Output		
Dairy	3753.1	5066.8
Other cattle	614.9	978.2
Other livestock	33.2	15.1
Wheat and barley	125.4	74.8
Other crops	5.6	0.0
Straw, forage & cultivations	38.6	-28.7
Basic payment scheme	141.7	137.0
Miscellaneous output	163.1	90.7
Total output	4875.7	6333.9
Variable costs		
Seed	36.6	24.1
Fertiliser	183.1	225.5
Sprays and other crop costs	62.3	49.6
Feed	1661.7	2284.5
Vet and medicines	179.6	185.7
Other livestock costs	364.3	424.4
Total variable costs	2487.6	3193.8
Fixed costs		
Paid labour	311.3	393.2
Unpaid labour	357.9	293.1
Contract hire	262.7	258.8
Machinery depreciation	221.0	329.0
Machinery repairs	118.0	125.7
Fuel and oil	117.6	136.3
Occupiers repairs	131.3	114.4
Rent and rates	475.3	572.7
Other farm costs	303.5	316.4
Total fixed costs	2298.6	2539.5
Management & investment income	89.5	600.5
Plus farmer & spouse labour	235.7	208.2
Net farm income	325.2	808.8
Less interest payments	61.8	117.3
Plus adjustments	289.5	223.1
Farm business income	552.8	982.0

LOWLAND DAIRY FARM

	Efficiency factors	
	2023/24 All Farms	Top 30%*
£ per hectare of crop grown		
Wheat		
Barley	1048.1	
T per hectare of crop grown		
Wheat		
Barley	7.0	
£ output per cow	2902.5	2939.0
£ milk value per cow	2817.0	2938.0
Litres per cow	6980	6918
Milk price per litre	40.6	43.0
Stocking rate	2.0	2.6
£ per hectare		
Total labour costs	669.2	686.4
Total machinery costs	719.3	849.7
Total labour and machinery costs	1388.5	1536.1
Machinery / buildings investment	651.3	1134.2
Interest charges	61.8	117.3
Liabilities	1346.4	2262.4
Tenants Capital	6459.7	8139.8
Return on tenant's capital (%)	-1.5	4.0
Farm business income per £100 of turnover	11.7	18.2
Amount of BLSA not included in M.I.I.	-151.5	-280.2

LOWLAND 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	21	11
Average size (hectares)	96.0	151.5
Output		
Cattle	365.2	621.9
Sheep	556.3	418.8
Crops & Other Livestock	42.1	66.9
Straw, forage & cultivations	34.5	20.1
Basic payment scheme	160.8	147.5
Miscellaneous output	223.9	250.3
Total output	1382.8	1525.4
Variable costs		
Seed	6.3	9.9
Fertiliser	50.6	70.4
Sprays and other crop costs	8.6	8.5
Feed	204.7	258.4
Vet and medicines	72.3	47.2
Other livestock costs	116.8	74.9
Total variable costs	459.2	469.3
Fixed costs		
Paid labour	31.2	37.1
Unpaid labour	487.5	248.6
Contract hire	62.2	72.2
Machinery depreciation	125.9	110.1
Machinery repairs	63.0	59.9
Fuel and oil	57.7	54.4
Occupiers repairs	61.4	19.7
Rent and rates	285.9	260.2
Other farm costs	213.6	169.2
Total fixed costs	1388.3	1031.5
Management & investment income	-464.8	24.7
Plus farmer & spouse labour	462.1	233.5
Net farm income	-2.7	258.2
Less interest payments	26.3	44.5
Plus adjustments	203.1	169.8
Farm business income	174.0	383.5

LOWLAND 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	145	176
Stocking rate	1.0	1.2
£ per hectare		
Total labour costs	518.7	285.7
Total machinery costs	308.8	296.6
Total labour and machinery costs	827.5	582.3
Machinery / buildings investment	444.0	172.2
Interest charges	26.3	44.5
Liabilities	768.5	1008.6
Tenants Capital	3558.1	3092.7
Return on tenant’s capital (%)	-13.0	0.7
Farm business income per £100 of turnover	12.3	24.2
Amount of BLSA not included in M.I.I.	6.0	10.2

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*
Number of farms	6
Average size (hectares)	267.9
Output	
Cattle	273.2
Sheep	545.8
Crops & Other Livestock	26.0
Straw, forage & cultivations	56.2
Basic payment scheme	107.2
Miscellaneous output	215.1
Total output	1223.4
Variable costs	
Seed	3.9
Fertiliser	71.4
Sprays and other crop costs	8.1
Feed	137.2
Vet and medicines	52.4
Other livestock costs	83.0
Total variable costs	356.0
Fixed costs	
Paid labour	62.1
Unpaid labour	258.2
Contract hire	83.2
Machinery depreciation	65.9
Machinery repairs	33.1
Fuel and oil	46.8
Occupiers repairs	26.5
Rent and rates	202.2
Other farm costs	115.2
Total fixed costs	893.3
Management & investment income	-25.9
Plus farmer & spouse labour	249.8
Net farm income	223.9
Less interest payments	15.8
Plus adjustments	100.6
Farm business income	308.7

DA GRAZING LIVESTOCK FARMS

Efficiency factors

**2023/24
All
Farms***

	£ per hectare of crop grown
Wheat	
Barley	
	T per hectare of crop grown
Wheat	
Barley	
Lamb rearing percentage	163
Stocking rate	0.8
	£ per hectare
Total labour costs	320.3
Total machinery costs	229.0
Total labour and machinery costs	549.3
Machinery / buildings investment	124.6
Interest charges	15.8
Liabilities	278.5
Tenants Capital	2126.8
Return on tenant's capital (%)	-0.5
Farm business income per £100 of turnover	25.5
Amount of BLSA not included in M.I.I.	-4.5

SDA MIXED 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	22	12
Average size (hectares)	91.3	120.5
Output		
Cattle	327.2	285.5
Sheep	458.8	456.4
Crops & Other Livestock	6.9	11.2
Straw, forage & cultivations	0.0	4.2
Basic payment scheme	204.7	159.4
Miscellaneous output	414.8	624.4
Total output	1412.5	1541.1
Variable costs		
Seed	4.7	1.7
Fertiliser	80.5	58.5
Sprays and other crop costs	17.1	4.6
Feed	249.0	188.5
Vet and medicines	56.9	57.6
Other livestock costs	109.5	81.6
Total variable costs	517.7	392.5
Fixed costs		
Paid labour	28.8	30.7
Unpaid labour	439.9	326.7
Contract hire	27.8	28.2
Machinery depreciation	154.4	200.4
Machinery repairs	76.5	72.1
Fuel and oil	88.0	110.8
Occupiers repairs	49.7	32.4
Rent and rates	223.8	219.0
Other farm costs	161.2	168.9
Total fixed costs	1250.2	1189.2
Management & investment income	-355.5	-40.6
Plus farmer & spouse labour	389.9	295.3
Net farm income	34.4	254.7
Less interest payments	88.6	30.9
Plus adjustments	138.0	105.6
Farm business income	83.9	329.4

SDA MIXED 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	132	138
Stocking rate	0.7	0.7
£ per hectare		
Total labour costs	468.9	357.8
Total machinery costs	346.7	411.5
Total labour and machinery costs	815.6	769.3
Machinery / buildings investment	306.3	307.8
Interest charges	88.6	30.9
Liabilities	1390.6	592.8
Tenants Capital	3517.5	3236.8
Return on tenant's capital (%)	-10.8	0.2
Farm business income per £100 of turnover	2.2	17.5
Amount of BLSA not included in M.I.I.	-23.5	-6.6

SDA SPECIALIST BEEF 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	14	6
Average size (hectares)	172.1	218.7
Output		
Cattle	424.1	668.4
Sheep	124.1	172.8
Crops & other livestock	22.4	21.5
Straw, forage & cultivations	8.8	33.0
Basic payment scheme	136.8	172.0
Miscellaneous output	351.8	233.2
Total output	1068.0	1301.0
Variable costs		
Seed	10.7	21.5
Fertiliser	28.8	24.5
Sprays and other crop costs	11.2	11.8
Feed	167.7	218.1
Vet and medicines	25.7	26.7
Other livestock costs	63.3	96.7
Total variable costs	307.5	399.2
Fixed costs		
Paid labour	45.6	70.9
Unpaid labour	276.7	199.2
Contract hire	22.2	27.8
Machinery depreciation	104.3	72.1
Machinery repairs	45.5	53.0
Fuel and oil	45.7	41.1
Occupiers repairs	36.4	21.4
Rent and rates	225.0	159.3
Other farm costs	79.6	63.2
Total fixed costs	881.0	707.8
Management & investment income	-120.5	193.9
Plus farmer & spouse labour	268.7	191.6
Net farm income	148.2	385.5
Less interest payments	30.8	45.0
Plus adjustments	131.6	78.3
Farm business income	249.1	418.8

SDA SPECIALIST BEEF 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	153	
Stocking rate	0.6	0.6
	£ per hectare	
Total labour costs	322.3	270.0
Total machinery costs	217.6	193.9
Total labour and machinery costs	540.0	463.9
Machinery / buildings investment	242.0	131.3
Interest charges	30.8	45.0
Liabilities	881.3	1638.8
Tenants Capital	2412.8	2543.0
Return on tenant's capital (%)	-5.8	9.4
Farm business income per £100 of turnover	26.5	41.8
Amount of BLSA not included in M.I.I.	-3.7	4.7

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	12	5
Average size (hectares)	242.1	335.7
Output		
Wheat & Barley	516.5	716.8
Other Crops	131.0	186.4
Cattle & Sheep	501.7	396.4
Pigs & Poultry	64.5	129.5
Straw, Forage & Cultivations	146.8	115.4
Basic payment scheme	141.0	126.6
Miscellaneous output	455.9	435.4
Total output	1957.4	2106.6
Variable costs		
Seed	61.0	67.1
Fertiliser	177.6	152.9
Sprays and other crop costs	118.3	127.4
Feed	111.7	97.2
Vet and medicines	34.9	28.0
Other livestock costs	79.8	64.4
Total variable costs	583.5	537.0
Fixed costs		
Paid labour	102.5	87.2
Unpaid labour	142.4	122.5
Contract hire	107.9	83.2
Machinery depreciation	171.4	135.1
Machinery repairs	91.5	89.1
Fuel and oil	87.0	102.5
Occupiers repairs	84.6	40.0
Rent and rates	304.0	305.4
Other farm costs	177.7	119.9
Total fixed costs	1269.0	1084.8
Management & investment income	105.0	484.8
Plus farmer & spouse labour	116.2	106.5
Net farm income	221.2	591.3
Less interest payments	60.8	72.7
Plus adjustments	179.8	183.7
Farm business income	340.2	702.3

MIXED FARMS

Efficiency factors

	2023/24	
	All Farms*	Top 30%*
	£ per hectare of crop grown	
Wheat	1484.1	1590.3
Barley	1206.8	1214.9
	T per hectare of crop grown	
Wheat	7.2	7.6
Barley	7.2	6.6
Stocking rate	1.1	1.2
	£ per hectare	
Total labour costs	244.8	209.7
Total machinery costs	457.9	409.8
Total labour and machinery costs	702.7	619.5
Machinery / buildings investment	289.0	315.3
Interest charges	60.8	72.7
Liabilities	1446.1	2222.7
Tenants Capital	3529.0	2864.9
Return on tenant's capital (%)	4.4	18.0
Farm business income per £100 of turnover	13.5	29.2
Amount of BLSA not included in M.I.I.	6.0	14.8

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	91762
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	39		13	
Average size (Ha)	91.9		154.4	
Average yield (T/Ha)	8.6		9.2	
Average price (£/T)	210		231	
	£/ha	£/tonne	£/ha	£/tonne
Output				
Total crop value	1794.9	210.0	2103.2	230.9
Straw	129.9	15.6	170.3	19.3
Total gross output	1924.8	225.6	2273.5	250.2
Variable costs				
Seed	98.8	11.8	90.2	10.0
Fertiliser	367.6	43.0	369.3	39.8
Sprays	262.0	30.2	212.8	24.1
Miscellaneous costs	73.0	8.8	69.9	7.1
Drying Fuel	4.0	0.6	3.4	0.4
Total variable costs	805.4	94.4	745.5	81.5
Gross margin	1119.4	131.2	1528.0	168.7

**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 BARLEY GROSS MARGINS 2023/24

	All Crops		Top 30%*	
Number of crops	33		13	
Average size (Ha)	34.0		56.4	
Average yield (T/Ha)	7.5		8.3	
Average price (£/T)	167		179	
	£/ha	£/tonne	£/ha	£/tonne
Output				
Total crop value	1256.8	167.3	1482.5	178.9
Straw	156.5	20.8	250.9	29.6
Total gross output	1413.4	188.1	1733.4	208.5
Variable costs				
Seed	116.4	16.1	102.4	12.4
Fertiliser	328.6	46.4	295.2	35.3
Sprays	201.6	27.0	185.9	22.3
Miscellaneous costs	41.6	5.5	16.2	2.0
Drying Fuel	3.1	0.4	5.5	0.7
Total variable costs	691.4	95.5	605.2	72.7
Gross margin	722.0	92.6	1128.2	135.8

**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 BARLEY GROSS MARGINS 2023/24

	All Crops*		Top 30%*	
Number of crops	14		5	
Average size (Ha)	22.6		18.4	
Average yield (T/Ha)	6.0		7.0	
Average price (£/T)	181		217	
	£/ha	£/tonne	£/ha	£/tonne
Output				
Total crop value	1081.5	180.5	1441.9	217.1
Straw	98.4	18.6	130.4	24.8
Total gross output	1179.8	199.1	1572.4	241.9
Variable costs				
Seed	89.1	16.5	85.9	15.0
Fertiliser	204.4	35.9	213.3	32.4
Sprays	107.8	18.8	89.7	13.8
Miscellaneous costs	27.8	4.9	40.0	6.6
Drying Fuel	1.3	0.4	2.8	0.9
Total variable costs	430.4	76.6	431.7	68.8
Gross margin	749.4	122.5	1140.7	173.1

**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	25		7	
Average size (Ha)	57.3		61.5	
Average yield (T/Ha)	3.6		3.9	
Average price (£/T)	437		486	
	£/ha	£/tonne	£/ha	£/tonne
Output				
Total crop value	1584.8	437.3	1874.2	486.1
Straw	18.7	5.3	8.9	2.7
Total gross output	1603.5	442.6	1883.1	488.8
Variable costs				
Seed	93.8	26.4	96.2	24.9
Fertiliser	366.1	100.2	399.6	104.4
Sprays	285.6	78.4	201.0	51.7
Miscellaneous costs	42.1	12.1	41.6	10.9
Drying Fuel	1.3	0.4	2.5	0.8
Total variable costs	788.9	217.5	741.0	192.6
Gross margin	814.7	225.1	1142.2	296.2

**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.

BEANS GROSS MARGINS 2023/24

	All Crops		Top 30%*	
Number of crops	18		7	
Average size (Ha)	31.6		53.8	
Average yield (T/Ha)	3.6		4.2	
Average price (£/T)	238		242	
	£/ha	£/tonne	£/ha	£/tonne
Output				
Total crop value	850.8	237.5	1018.6	241.8
Straw	0.1	0.0	0.0	0.0
Total gross output	851.0	237.5	1018.6	241.8
Variable costs				
Seed	95.5	33.5	94.1	21.9
Fertiliser	169.3	46.3	146.4	34.4
Sprays	151.3	41.9	98.3	23.1
Miscellaneous costs	47.5	14.4	33.7	7.3
Drying Fuel	3.8	1.3	8.4	2.1
Total variable costs	467.4	137.4	380.8	88.8
Gross margin	383.6	100.1	637.8	153.0

**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.

WINTER OATS GROSS MARGINS 2023/24

	All Crops*		Top 30%*	
Number of crops	10		5	
Average size (Ha)	36.7		58.6	
Average yield (T/Ha)	6.8		7.8	
Average price (£/T)	178		190	
	£/ha	£/tonne	£/ha	£/tonne
Output				
Total crop value	1207.8	177.6	1461.1	189.7
Straw	78.9	12.4	64.1	7.9
Total gross output	1286.8	190.0	1525.2	197.6
Variable costs				
Seed	89.3	13.8	86.0	11.2
Fertiliser	314.9	47.5	343.7	44.4
Sprays	110.8	15.7	138.8	17.5
Miscellaneous costs	37.2	5.9	8.4	1.0
Total variable costs	559.5	84.1	616.5	79.5
Gross margin	727.2	105.9	908.7	118.1

**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 OATS GROSS MARGINS 2023/24

	All Crops*	
Number of crops	6	
Average size (Ha)	42.8	
Average yield (T/Ha)	4.6	
Average price (£/T)	226	
	£/ha	£/tonne
Output		
Total crop value	987.6	226.4
Straw	92.7	19.4
Total gross output	1080.3	245.8
Variable costs		
Seed	85.2	23.3
Fertiliser	207.9	41.1
Sprays	36.9	7.6
Miscellaneous costs	43.0	11.2
Drying Fuel	11.4	4.3
Total variable costs	384.5	87.6
Gross margin	695.9	158.2

**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.

DAIRY COW GROSS MARGIN 2023/24

	All Herds		Top 30%*	
Number of herds	17		8	
Average number of dairy cows	209.1		276.9	
Milk yield (litres/cow)	6959		8523	
Milk price (p per litre)	40.6		42.1	
Cattle sales and purchases	No.	£/head	No.	£/head
Dairy cows sold	50	986	49	935
Dairy calves sold	50	361		
Dairy cows bought	10	1734		
Gross output	£/cow	p/litre	£/cow	p/litre
Milk	2817.0	40.6	3554.0	42.0
Calves	259.0	3.9	218.8	2.6
Herd depreciation	-173.6	-2.6	-193.5	-2.3
Miscellaneous output	0.0	0.0	0.0	0.0
Total gross output	2902.5	41.8	3579.3	42.4
Variable costs				
Concentrates	1009.7	13.9	1227.0	14.0
Coarse fodder	21.9	0.3	33.4	0.4
Forage variable costs	120.6	1.7	165.5	2.0
Vet and medicines	118.7	1.7	137.5	1.6
Other livestock costs	269.0	4.0	261.5	3.2
Total variable costs	1539.7	21.7	1824.9	21.2
Gross margin	1362.8	20.1	1754.5	21.1

*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

SUCKLER COW GROSS MARGIN 2023/24

	All Herds		Top 30%	
Number of herds	65		22	
Average number of cows	40.3		52.6	
Cattle sales and purchases	No.	£/head	No.	£/head
Beef bulls sold	1	1689	2	1847
Beef cows sold	7	1150	11	1140
Beef cows bought	1	1689		
Gross output	£/cow		£/cow	
Calves	580.2		793.8	
Herd depreciation	-104.0		-105.4	
Miscellaneous output	7.1		2.9	
Total gross output	483.3		691.4	
Variable costs				
Concentrates	98.5		55.1	
Coarse fodder	12.3		21.6	
Forage variable costs	79.4		63.2	
Vet and medicines	37.4		41.2	
Other livestock costs	66.3		56.3	
Total variable costs	294.0		237.4	
Gross margin	189.3		454.1	

LOWLAND SHEEP GROSS MARGIN 2023/24

(Farms with 20 or more ewes)

	All Flocks		Top 30%*	
Number of flocks	27		11	
Ave number of rams	9.1		13.1	
Ave number of ewes	292.5		374.7	
Ave no. of ewe hoggs	38.1		56.6	
Lamb rearing percentage	152		167	
Sales and purchases	No.	£/head	No.	£/head
Fat lambs sold	299	113	440	115
Store lambs < 1 year sold	71	90	115	102
Store lambs bought				
Breeding ewes bought	14	195	18	166
Breeding ewe hoggs bought	15	158		
Gross output		£/ewe		£/ewe
Lambs		179.6		179.0
Flock depreciation		-24.3		-7.5
Wool		0.7		0.6
Miscellaneous output		0.2		0.6
Other sheep output				0.1
Total gross output		156.3		172.8
Variable costs				
Concentrates		28.8		24.4
Coarse fodder		2.2		2.7
Forage variable costs		18.0		12.5
Vet and medicines		12.0		7.0
Other livestock costs		22.2		17.1
Total variable costs		83.2		63.7
Gross margin		73.1		109.1

**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	45		19	
Ave number of rams	15.7		23.9	
Ave number of ewes	683.0		922.7	
Ave no. of ewe hoggs	122.9		163.8	
Lamb rearing percentage	129		160	
Sales and purchases	No.	£/head	No.	£/head
Fat lambs sold	500	98	987	111
Store lambs < 1 year sold	171	73	149	94
Breeding ewe hoggs sold	64	95	75	141
Store lambs bought	37	76		
Breeding ewes bought	5	136	9	143
Breeding ewe hoggs bought	12	115	22	167
Gross output	£/ewe		£/ewe	
Lambs	128.3		176.2	
Flock depreciation	-14.9		-13.0	
Wool	0.7		0.9	
Miscellaneous output	0.0		0.0	
Other sheep output	-0.1		0.1	
Total gross output	114.0		164.2	
Variable costs				
Concentrates	22.1		14.9	
Coarse fodder	2.1		2.2	
Forage variable costs	6.4		4.2	
Vet and medicines	10.2		11.7	
Other livestock costs	12.7		14.5	
Total variable costs	53.6		47.4	
Gross margin	60.5		116.7	

**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*

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	16.0	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