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FARM BUSINESS SURVEY

Poultry Production
in England
2023/24

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2023/24

Poultry Production in England

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Foreword

The Poultry Production in England Report is one of a series of reports being produced based on the results of the Farm Business Survey (FBS) for England. 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 series of detailed reports for various farm types and enterprises, covering the 2023/24 financial year along with the 2022/23 series can be found at <https://www.farmbusinesssurvey.co.uk/>.

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>

Acknowledgements

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The views expressed in this report are those of the authors and are not necessarily shared by other members of Promar International Ltd. or by the Department for Environment, Food and Rural Affairs.

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Summary

Section 1

An overview of the poultry industry in the United Kingdom (UK) using external data, including government published statistics and information from the press.

The report illustrates the importance of poultry to UK agriculture output, the composition of its sectors and highlights historical and current trends in the output and prices used for poultry production. The review also includes price indices for key products and inputs. The numbers that appear in square brackets relate to the sources of information and these references are fully listed on Page 36.

Highlights:

- Total number of birds in production in England in June 2024 was just over 128.6 million birds, a decrease of 1.5% on the previous year [1]
- The average packer to producer price for all types rose in 2024 from 132.8p/doz to 144.4p/doz, just under 9% up on the previous year [6]
- In 2023, total poultry output increased 15% to just over £4.8 billion, with poultry output as a proportion of gross output from agriculture rising in 2023 to 14% [7]
- Compound feed costs decreased in 2024 by 10%, with fuel for heating also decreasing by 19% [9]. Output from eggs and egg products rose in 2023 by just under 30% to over £1 billion. [7]
- Imports of eggs increased this year by just under 30% while there was also an increase in egg exports of 7%. The difference in increases, combined with the decrease in UK egg production, led to a fall in self-sufficiency of 4% for 2023 [8]
- Imports of poultry meat saw a small increase of 1.6%, with exports of poultry meat falling by over 19% in 2023. This combined with the decrease in UK production saw self-sufficiency fall in 2023 to 82% [8]

Section 2

The stratification of the FBS poultry sample is explained and key trends are shown for the businesses included, both as a whole, and for laying flocks and poultry meat producers in England. The results for each group are presented in tables reporting on output, costs and Farm Business Income (FBI) at a business level, per bird and per £100 of gross output basis.

Highlights:

- In 2023/24 a total of 62 farms participating in the Farm Business Survey (FBS) in England were classified as specialist poultry farms, compared to 58 farms in 2022/23
- The profitability of specialist poultry farm businesses rose in the 2023/24 financial year, with average profit as measured by Farm Business Income (FBI) increasing on a per business basis to £143,621
- Of the 27 farms classified as Specialist Layers in 2023/24, 22 had laying flocks producing eggs for human consumption, while the remaining five were breeding flocks and hatcheries
- The net result of the year-on-year changes for layers was an increase in the average FBI to £257,640 per business in 2023/24
- The Farm Business income for 'laying flocks with free range hens' showed an increase in profit, rising to £367,620 in 2023/24. The increase in profitability is in line with the higher average number of laying hens per business, although the main driver was the increase in the price of eggs between the two years

- The price of free range eggs increased compared to the previous year to an average of 134p/doz, while egg production for the group increased to 316 eggs per bird per year
- For the poultry meat producers FBI decreased to an average of £54,503, due to a decrease in bird numbers
- The average number of laying hens increased in 2023/24 to 37,899; the average number of birds for meat production decreased to 127,703
- In common with past income trends, there was a wide range in the level of Farm Business Income (FBI) observed for different businesses, ranging from over £100,000 per year to a number incurring negative FBI

SECTION 1: COMMENTARY ON THE UK POULTRY INDUSTRY

1.1 General introduction

- The English poultry flock decreased for a third year in 2024. The number of birds fell to 128.6 million, a decrease on the previous year of 1.5%
- The table flock numbers fell to just under 88 million birds in 2024, a decrease of 3.5% on the previous year
- Table chickens still make up the majority of total poultry numbers, at 70% for 2024
- Numbers of turkeys increased, rising by 29%. Geese and ducks also rose in 2024, increasing by 13%, though still at their second lowest level in the last 10 years
- Numbers of layers and breeding fowl decreased by just 0.1% during 2024, with total numbers of birds at 32.2 million
- The poultry flock in England in 2024 consists of approximately 70% table birds, 25% layers and breeding fowl, 2% other poultry, 2% turkey and 1% geese and ducks [1]

Figure 1.1 English poultry numbers at June 2014-2024 [1]

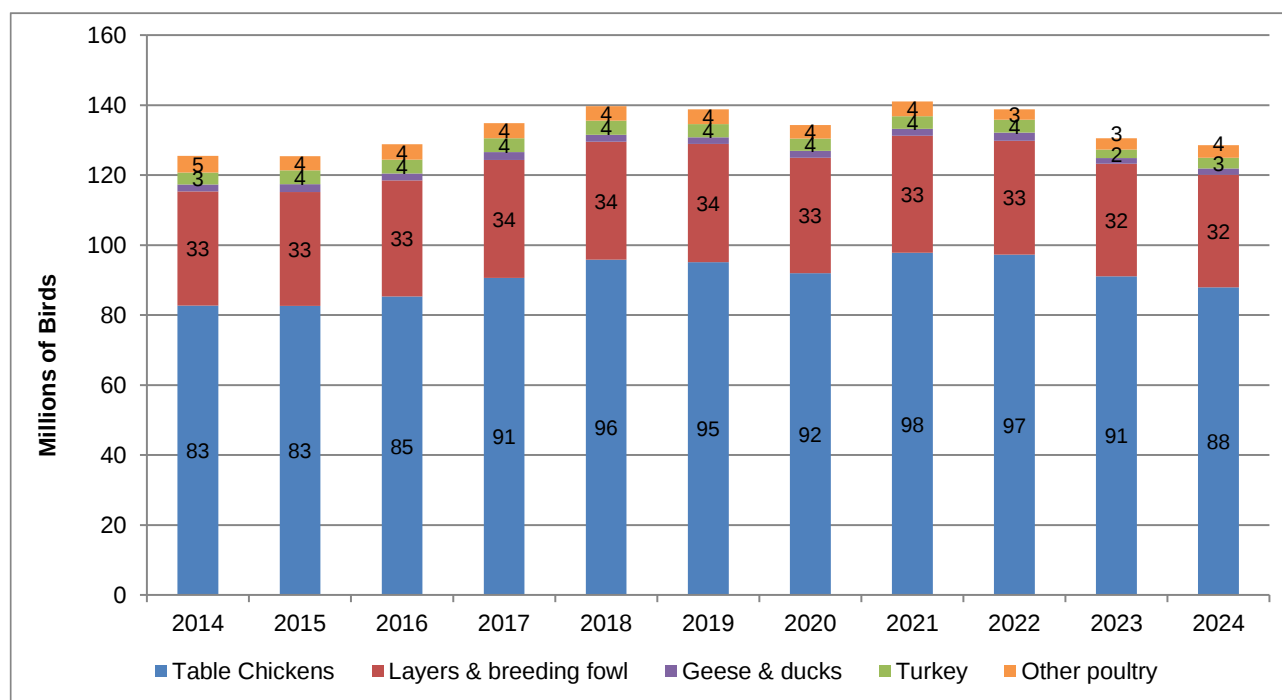
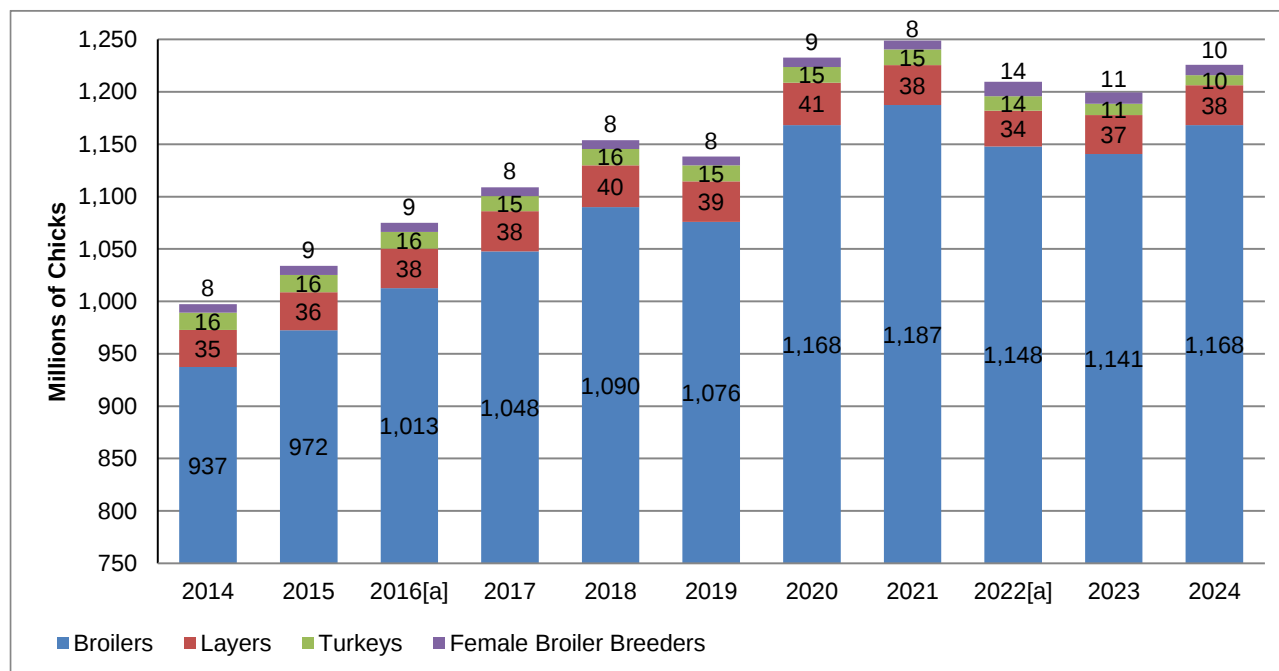


Figure 1.2 UK chick and poult placements 2014-2024 [2]



Note: [a] denotes a 53 week year

Only data for UK chick and poult placements is available and it is therefore not possible to focus solely on the situation for England:

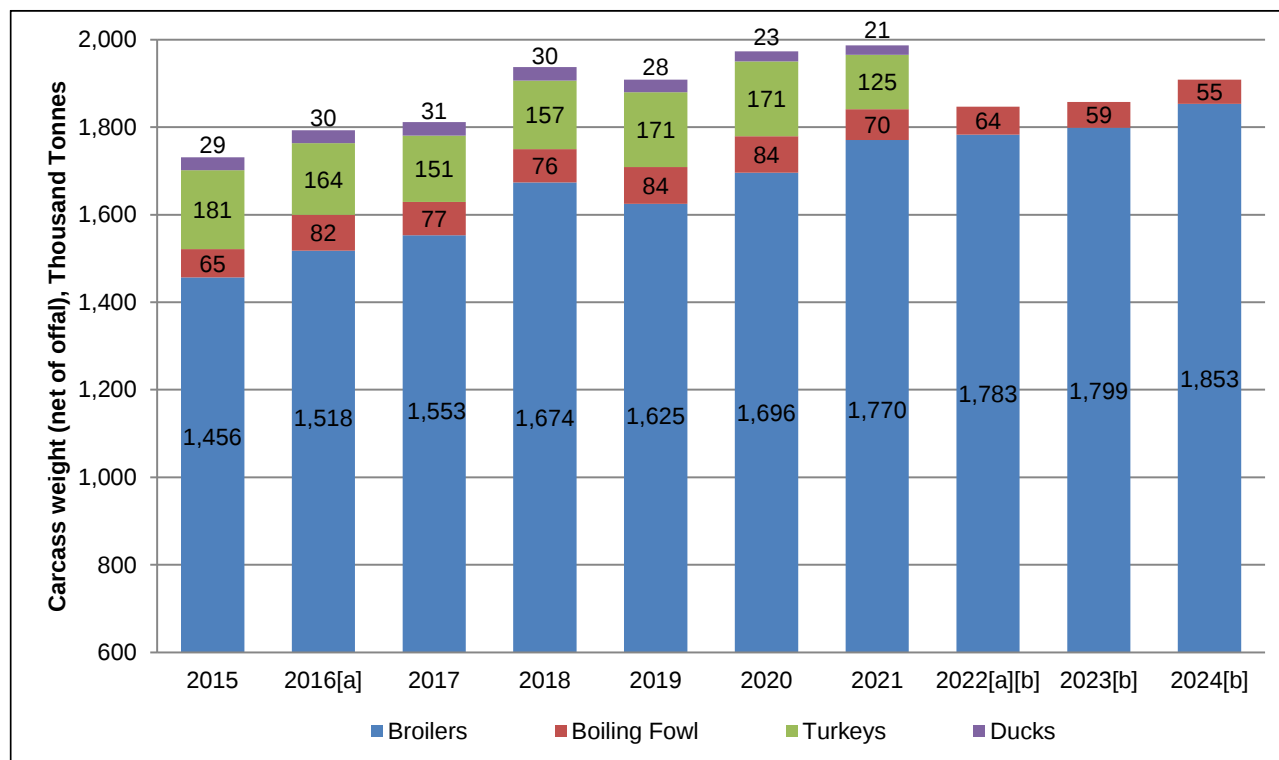
- Broiler chick and poult placements in 2024 were up on the previous year with an 2.4% increase
- Layer chick and poult placements similarly increased by 2.5% in 2024. Numbers were up to just over 38.1 million, which is still 5.9% lower than the high in 2020, which saw numbers at over 40.5 million
- There was another decrease in turkey chick and poult placements in 2024, down 9% on the previous year. Numbers in 2024 are at over 9.6 million, just over 41% lower than the peak in 2015 which saw numbers reach just over 16.4 million
- Broiler breeder hen placements fell during 2024 by 9% to just over 9.7 million. These numbers are 9% higher than the low in 2017 [2]

1.2 The Structure of the industry

1.2.1 Poultry for meat

- Poultry premises stocked with more than 50 birds must register with the British Poultry Register (BPR) giving details of poultry type, housing type, maximum number of poultry present on holdings through the year, together with a note of owner and associate organisations [3]
- Total poultry production increased in 2024, up by 2.9%. When looking over the last ten years, in 2024, 23% more poultry products were produced than in 2014
- Broiler production in 2023 showed an increase of 3%, representing the majority of total poultry meat production at 91% [4]

Figure 1.3 Annual UK production of poultry meat by type [4]



Note: [a] denotes a 53 week year

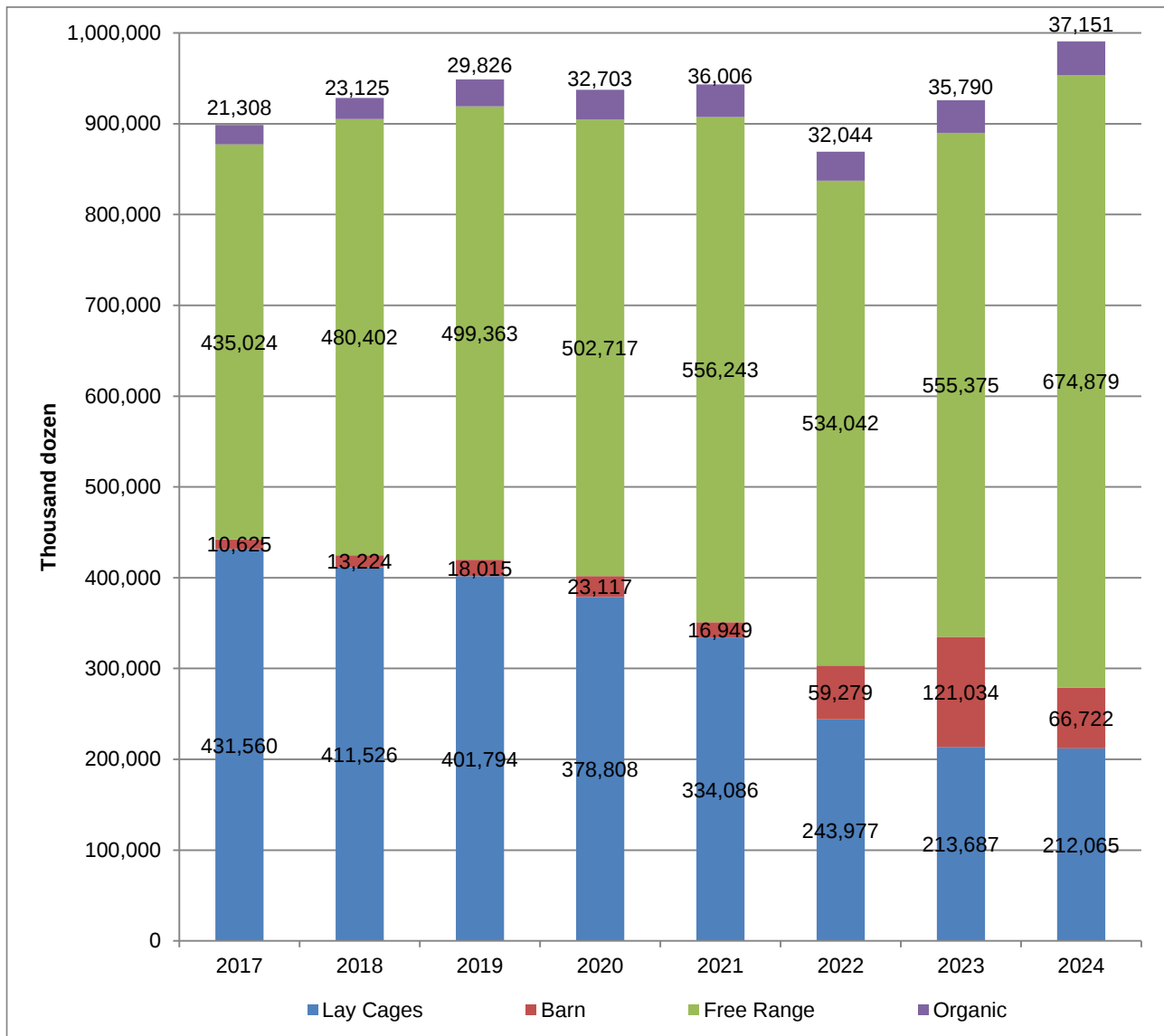
[b] Data for average turkey and duck weight has been suppressed as insufficient data.

1.2.2 Poultry for eggs

Eggs are produced in different types of production system:

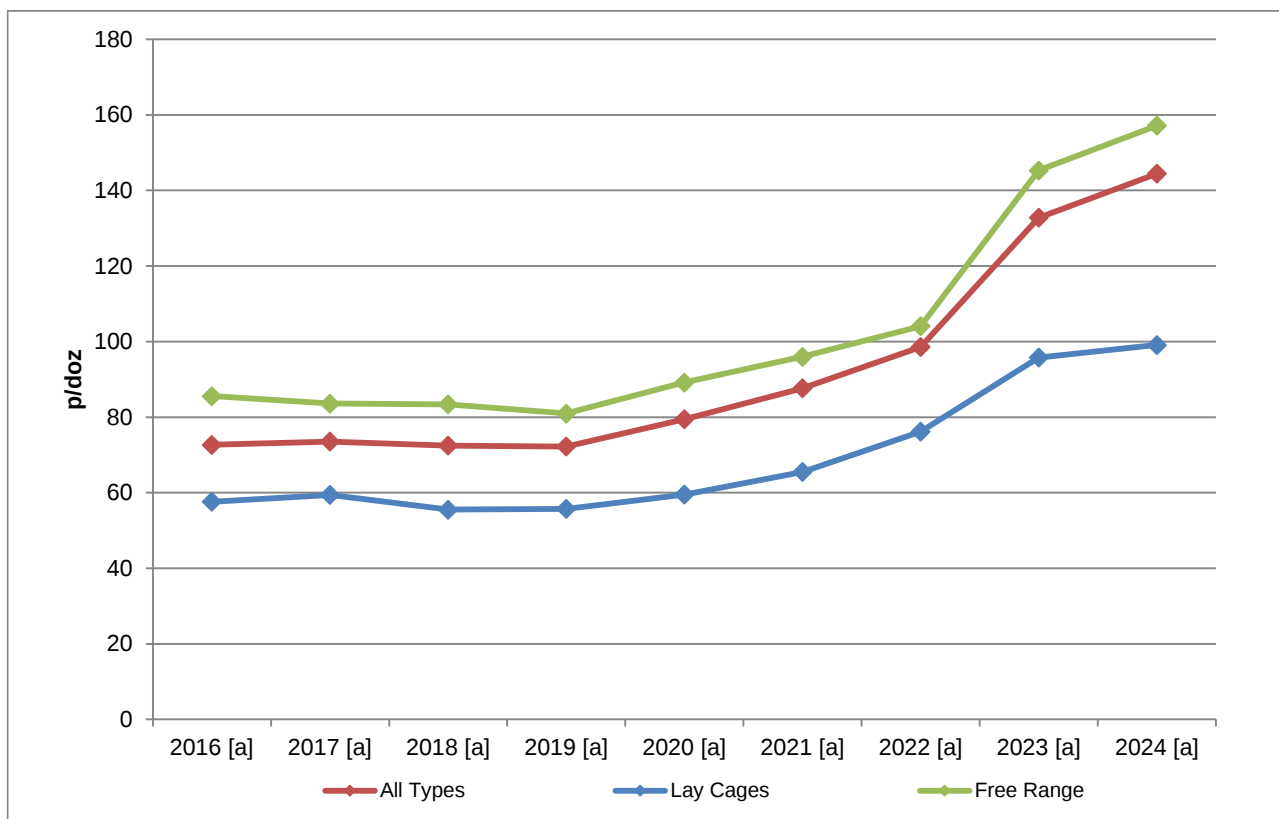
- **Enriched cages** – As of 1st January 2012 poultry for egg production within Europe if raised in cage systems must be housed in enriched cages, categorised as having 750cm² of cage area per hen (compared with 550cm² in conventional housing), housing must include a nesting area, litter to allow dust bathing, perches of at least 15cm per bird, and claw shortening devices
- **Barn system** – This system employs open-space hen houses with a series of perches at different levels. Birds are allowed to roam the litter covered floor space, at a maximum density (since 2002) of nine birds per m². There is a Deep Litter variant of this system where hen houses have solid floors covered with straw, sand, shavings or turf and a lower stocking density of seven birds per m². Both systems provide communal nest boxes and raised feeding troughs to prevent the scattering of feeds
- **Free Range System** – This system requires birds to have continuous daytime access to outdoor 'runs', largely covered with vegetation, to a maximum stocking density of nine laying hens per m² of usable area. The Welfare of Laying Hens Directive imposes the same hen house conditions as for the Barn System. Free range production can also be organic where, additionally, feeds are organic and the hens are ranged on organically managed land
- **Organic system** - Hens producing organic eggs are always free range. In addition, hens must be fed an organically produced diet and ranged on land that is registered as organic. The hen house conditions for organic hens are set by the Organic Regulations and stipulate a maximum stocking density of 6 hens per m² of useable area and a maximum flock size of 3,000 birds. Hens must be provided with nest boxes and adequate perches, providing 18 centimetres of perch per hen, together with litter, accounting for one-third of the ground for scratching and dust bathing [5]

Figure 1.4 Annual UK egg production by production systems [6]



- Total packing station throughput increased by 7% between 2023 and 2024
- In 2024 just over 21% of eggs were produced in enriched cages, a decrease of 1.7% on the previous year
- Just over 68% of eggs were produced in free range systems in 2024, with 22% more eggs produced by this system compared with 2023, as enriched cages and barn production continue to decline
- The numbers of eggs produced in organic systems in 2024 rose with an increase of 3.8% but still made up 4% of annual egg production.
- There was a decrease in barn produced eggs of 45% in 2024, this is likely down to the relaxation of enforcement of biosecurity measure introduced due to avian flu. This now made up just under 7% of annual egg production [6]

Figure 1.5 Average packers to producer prices by housing type [6]



Note: [a] Data for organic eggs suppressed as sample too small

- The average packer to producer price for all types rose in 2024 from 132.8p/doz to 144.4p/doz, just under 9% up on the previous year
- The average price of free range eggs continued its upward trend from the previous year, rising by 8%. The price for 2024 was 157.2p/doz, an increase of 11.9p/doz on 2023
- The average lay cage egg price in 2024 also increased from the previous year's price of 95.8p/doz, up by 3.3p/doz to 99.1p/doz [6]

1.3 Contribution of the poultry sector to the economy

1.3.1 The farm sector

- In 2023, total poultry output increased to just under £4.8 billion with an increase of 15% on 2022's figures
- Total agricultural output decreased by just under 3.5% in 2023. Though the £34.8 billion is still over 50% higher than the output seen in 2016
- There was another increase in poultry meat output in 2023, with a rise of just under 12% on the previous year, increasing to just over £3.5 billion
- Output from eggs and egg products also rose in 2023 by close to 30% to just over £1 billion. This is 66% higher than the low seen in 2016 of £603 million
- Poultry output as a proportion of gross output from agriculture rose in 2023 to 14% [7]

Figure 1.6 Producer value of UK-produced poultry meat and eggs 2016-2023 (£M) [7]

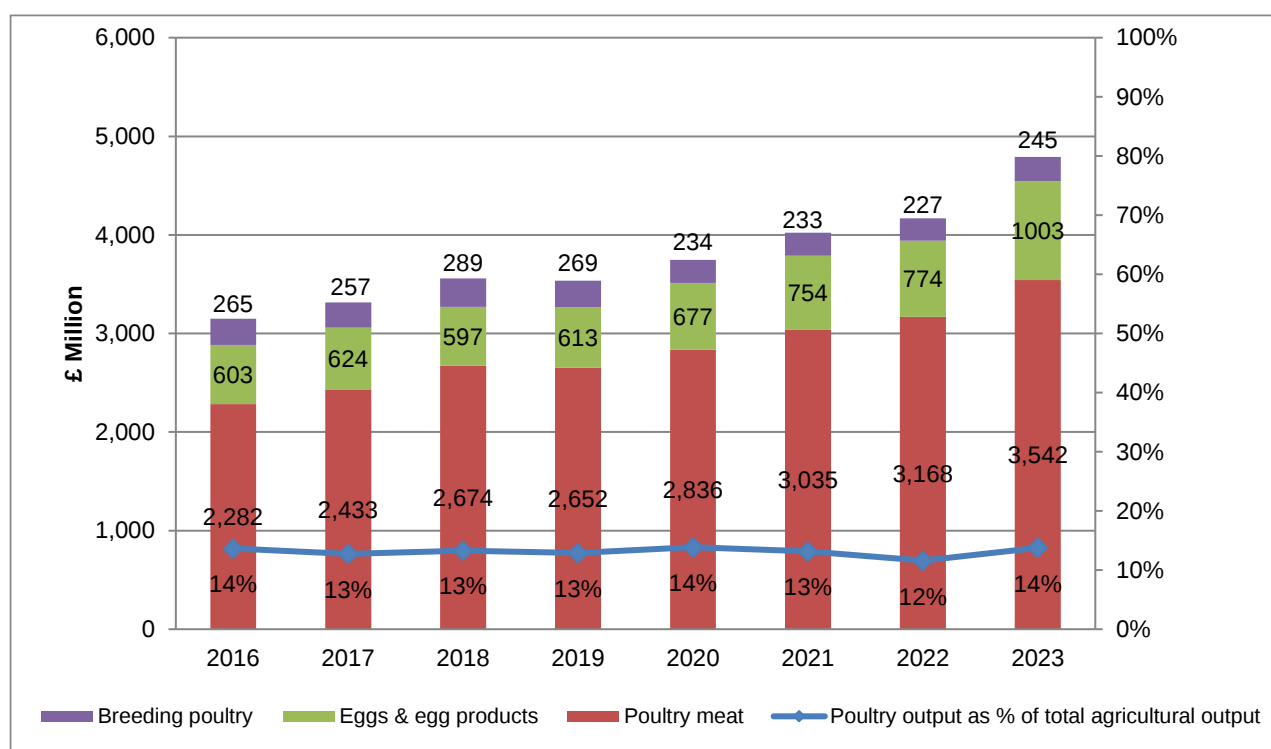
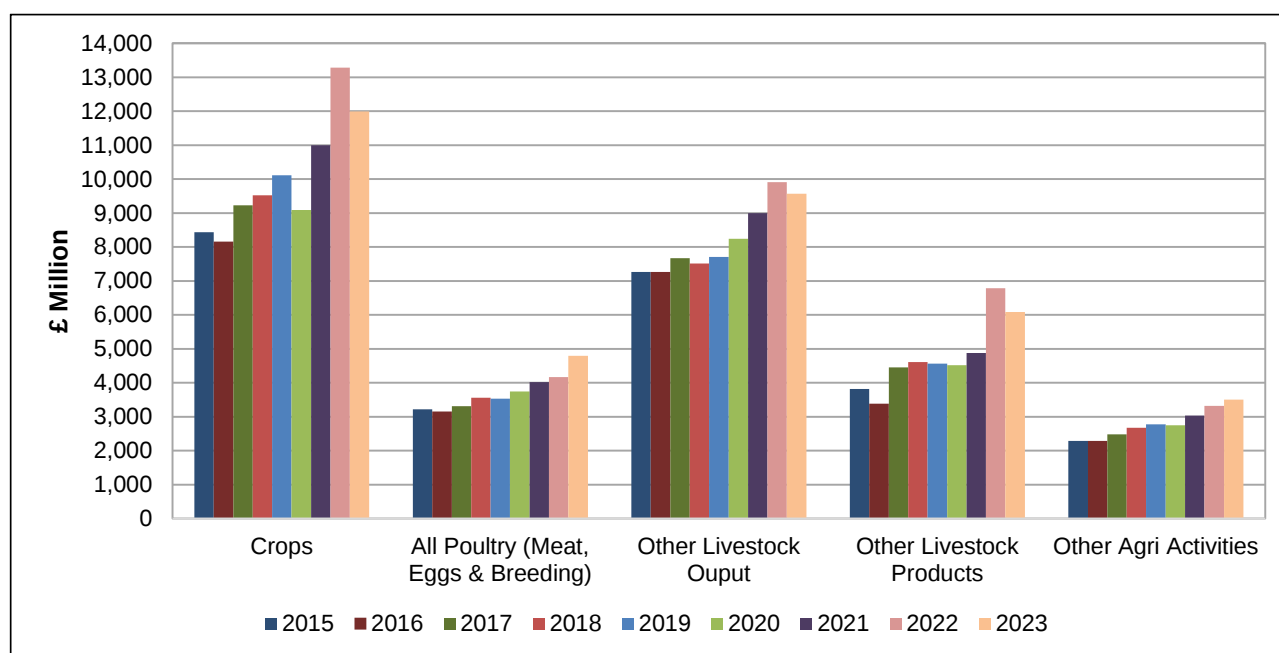


Figure 1.7 Poultry output compared with other agricultural outputs through time at current prices (£M) [8]



1.4 Trade

Table 1.1 UK imports and exports of Eggs and Poultry meat [8]

Eggs (Million Dozen)	2015	2016	2017	2018	2019	2020	2021	2022	2023
Imports	175	171	166	158	152	149	119	128	166
Exports	9	11	12	35	79	26	35	28	30
UK production	866	899	931	959	979	962	1001	929	855
% self sufficient	84%	85%	86%	89%	93%	89%	92%	90%	86%

Poultry meat [a] (carcass weight thousand tonnes)	2015	2016	2017	2018	2019	2020	2021	2022	2023
Imports	541	580	485	514	494	434	403	418	626
Exports	292	299	352	353	365	410	334	334	198
UK production	1,733	1,805	1,860	1,953	1,931	1,993	1,995	1,951	1,967
% self sufficient	87%	87%	93%	92%	94%	99%	97%	96%	82%

Note: [a] excludes offal

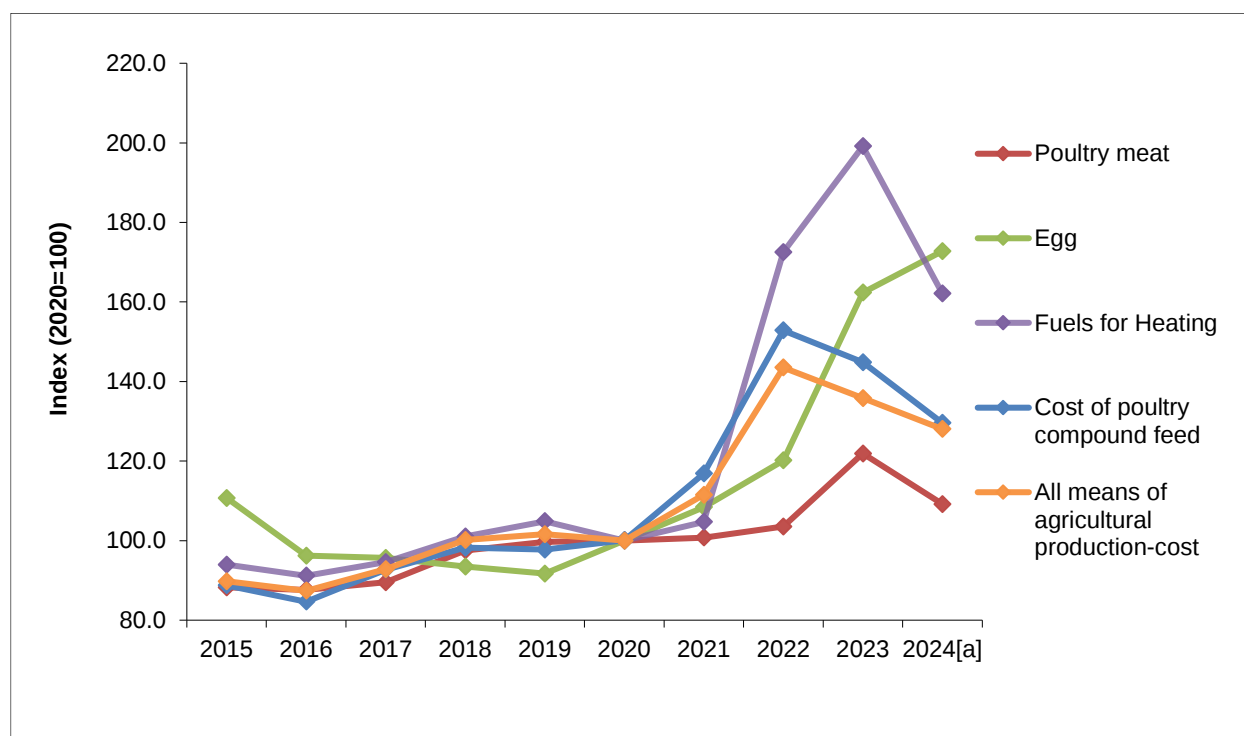
- % self sufficient is calculated using the following formula: $\left(\frac{UK\ Production}{UK\ Production + Imports - Exports} \right) \times 100$
- Between 2022 and 2023, UK production of eggs decreased by 8%, continuing the downward trend seen the previous year. It is now the lowest level seen in the last 9 years
- UK Production of poultry meat decreased by 0.8% in 2023, with a similar two year decline seen in the eggs. This is still a 14% increase when compared to the low in 2015
- Imports of eggs increased this year by just under 30% while there was also an increase in egg exports of 7%. The difference in increases, combined with the decrease in UK egg production, led to a fall in self-sufficiency of 4% for 2022

- Imports of poultry meat saw a small increase of 1.6%, with exports of poultry meat falling by over 19% in 2023. This combined with the decrease in UK production saw self-sufficiency fall in 2023 to 82% [8]

1.5 Producer prices

- As with previous years, feed and fuel continue to be the major costs for poultry producers
- There was a decrease in 2024 in the 'All means of agricultural productioncost' (based on figures available at the time of preparation of report). This year the cost was down by just under 6% to 128 points, but this is still just under 47% higher than the low in 2016 of 87 points
- Compound feed costs decreased in 2024 by over 10% to 130 points. This is 53% or 45 points higher than the low in 2016 of 85 points
- Fuel for heating decreased by 19% or 37 points in 2024 to 162 points
- Egg output rose again in 2024 to 173 points, an increase of just over 6% or 10 points on 2023
- Poultry meat in 2024 decreased on the 2023 level, with a 10% or 13 point decrease [9]

Figure 1.8 Index of producer prices for poultry and eggs and cost of production [9]



Note: [a] 2024 data based on average prices between January and October 2024

SECTION 2: FINANCIAL RESULTS FOR POULTRY PRODUCTION IN ENGLAND

2.1 Introduction to the data

The following series of tables [Tables 2.1 to 2.7] are based on farm businesses that participate in the Farm Business Survey (FBS) in England and are classified as specialist poultry farms. Tables 2.8 to 2.11 are based on farm businesses that participate in the FBS with a poultry enterprise; this includes all farm type groups, including specialist poultry farms. The FBS is a sample survey, so results here have been weighted to be representative of the poultry industry in England. Businesses all have year ends between December and April, representing an average February year end.

The data in this report were compiled from the 2022/23 and 2023/24 financial years based on the 2017 Standard Output coefficients. This means that the 2022/23 figures presented here will be different to those shown in the 2022/23 report as they are based on different coefficients. Further information can be accessed at: www.gov.uk/government/collections/farm-business-survey.

2.2 Definition of poultry type groups:

Specialist Poultry farms are farms on which poultry account for more than two thirds of their total Standard Output (SO). The SO of an agricultural product (crop or livestock) is the average monetary value of the agricultural output per unit at farm-gate prices, excluding direct payments and value added tax. Each unit of crop or livestock has its own monetary value. To calculate the Standard Output for a poultry enterprise, the average number of poultry are multiplied by a standard monetary unit for each type of poultry. The threshold for inclusion with the Farm Business Survey (FBS) in England is 25,000 euros of standard output. Standard Outputs are representative of the level of output that could be expected on the average farm under "normal" conditions (i.e. no disease outbreaks or adverse weather).

Specialist Poultry Farms:

- Table 2.1 - All specialist poultry farms:
 - Sample includes all types of laying and non-laying enterprises, defined as specialist poultry farms

Specialist Poultry Farms – split between laying flocks and poultry meat producers:

- Table 2.2 - All laying flocks (Defra farm type code 5210):
 - Sample includes all types of laying enterprises producing eggs for human consumption including enriched cage, free range and deep litter and breeder/rearer enterprises (growing pullets, layer breeders and broiler breeders)
- Table 2.3 - Poultry meat producers (Defra farm type code 5220):
 - Sample includes all types of poultry meat enterprises including contract and non-contract broilers, turkeys, and ducks

Layers – further sub-group of table 2.2:

- Table 2.4 - Laying flocks with free range hens:
 - Sample includes solely free range laying enterprises

Poultry meat producers – further sub-group of table 2.3:

- Table 2.5 - Non-contract broilers:
 - Sample includes non-contract broiler enterprises

Balance sheet information for 2023/24:

- Table 2.6 - Balance sheet data for all specialist poultry farms:
 - Analysis for laying flocks, poultry meat producers and non-contract broilers

- Table 2.7 – Distribution of tenant's type capital (%):
 - Shown for all specialist poultry farms with subsets for all laying flocks, all poultry meat producers and non-contract broilers

Gross margin analysis for all poultry enterprises:

This sample of farms includes all farm type groups, including specialist poultry farms.

- Table 2.8 - Laying flocks with free range hens:
 - Sample includes solely free range laying enterprises
- Table 2.9 - Laying flocks on an annual basis (free range systems):
 - Gross margin per doz eggs
- Table 2.10 - Non-contract broilers and table chickens:
 - Sample includes non-contract broiler and table chicken enterprises
- Table 2.11 - Turkey production:
 - Sample includes mainly Christmas turkey producers

2.3 The sample

The sample is drawn from a stratified population of seven regions in England. The weighting of the FBS results is a two stage process with, firstly, an initial weight being produced and, secondly, this initial weight is then adjusted via a calibration procedure. The weights are based on population data from the June business register and are calculated for each design stratum. The weight when applied to each business represents the number of times that business' data must be replicated in order to 'represent' businesses not selected for the sample, so as to reflect the entire population, and applies to all variables. The weighting methodology matches the number of specialist layer businesses and meat production businesses to the June Survey; however, it does not split production to the lower levels sometimes used in this report.

According to the 2023 June survey there were 1,479 specialist poultry farm businesses in England that were above the FBS size threshold.

The results for the 2023/24 financial year are based on 62 specialist poultry farms, which represent 4.2% of the population of specialist poultry farms. No premium results are shown for the top quartile of businesses, due to the small sample size.

When making inter-year comparisons the results should be treated with caution as poultry farms are subject to a considerable degree of uncertainty reflecting both the structure of this sector and the relatively small sample of these farms 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 www.gov.uk/government/collections/farm-business-survey

Results for this survey can be accessed at:
www.farmbusinesssurvey.co.uk and
www.gov.uk/government/collections/farm-business-survey

2.4 Financial results for 2022/23 and 2023/24

2.4.1 Specialist poultry farms [Table 2.1]

- In 2023/24 a total of 62 farms participating in the Farm Business Survey (FBS) in England were classified as specialist poultry farms, compared to 58 farms in 2022/23
- Of the total of 62 farms, 44% were specialist layers [Table 2.2] and 55% were specialist poultry meat producers [Table 2.3], whereas in 2022/23 farms were 48% and 52% respectively
- However, in monetary terms, the balance was very different in terms of poultry output attained in 2023/24:
 - 38% was derived from egg production
 - 59% from broiler production and
 - 3% from a mix of breeding, rearing and other forms of poultry meat production
- The profitability of specialist poultry farm businesses rose in the 2023/24 financial year, with average profit as measured by Farm Business Income (FBI) increasing on a per business basis to £143,621 [Table 2.1]
- Within this sector, on a per business basis, there was a marked difference in profits during 2023/24, with an increase in profitability for the laying flocks [Table 2.2] and a fall in Farm Business Income for the poultry meat producers [Table 2.3]
- Among the total average variable costs for all specialist poultry farms, there was a decrease in average feed costs on a per holding basis; with feed costs per bird falling by 5%; cost of feed as a percentage of £100 of output per business showed a larger decrease to approximately 53% in 2023/24, but this was mainly due to the rise in total poultry output and a more moderate fall in total feed costs
- The total fixed costs include imputed items such as labour and rent, to calculate Management & investment income. When benchmarking businesses, these imputed costs are included so that businesses can be compared on an equal basis. However, adjustments are made to these figures to show Farm Business Income, which more closely resembles the actual profit of the business
- In common with past income trends, there was a wide range in the level of Farm Business Income (FBI) observed for different businesses, ranging from over £100,000 per year to a number incurring negative FBI
- Note that these changes for specialist poultry farms should be treated with caution because of the small sample size and the range of enterprises covered by this farm type. For example, there are farms producing broilers, turkeys, ducks and geese and for laying flocks the systems cover organic and conventional free range enterprises as well as enriched cages

2.4.2 All laying flocks producing eggs for human consumption and breeder/rearers [Table 2.2]

- In 2023/24, the 27 specialist poultry farms that were classified as layers (Defra farm typology code 521) included 22 businesses with laying flocks producing eggs for human consumption and five businesses comprising breeding and rearing units (including growing pullets, layer breeders and broiler breeders, producing hatching eggs, day-old chicks and pullets)
- The average number of laying hens per business increased in 2023/24, to 37,899 birds
- On a per business basis, gross output of all laying flocks increased to an average of £1,339,630 in 2023/24, mainly due to an increase in egg output
- The net result of the year-on-year changes for these businesses was an increase in the average FBI to £257,640 per business in 2023/24, from £53,613 in 2022/23

- On a per bird basis, output increased by 42%, while profit per bird (FBI) increased from £1.56 to £6.80 per bird in 2023/24
- These results should be treated with caution as individual farms can sometimes have a large influence on the results

2.4.3 Free range laying flocks producing eggs for human consumption [Table 2.4]

- This sub-set of farms consists of free range flocks producing eggs for human consumption
- The sample of farms derived from enriched cages, barn and deep litter production units is too small to publish
- The average number of laying hens in this group increased from 29,283 to 43,167 in 2023/24
- On a per business basis free range egg farms experienced an increase in profit, with Farm Business Income increasing to £367,620 in 2023/24
- On a per bird basis the profit increased from £1.79 to £8.52 per bird
- Although the increase in profitability is in line with the higher average number of laying hens per business, the main driver for the higher output was the much-improved average egg price in 2023/24
- The price of free range eggs increased compared to the previous year to an average of 134p/doz, an increase of 23%, in line with the trends seen nationally, shown in Figure 1.6 in Section 1 of this report
- The average number of eggs per bird per year increased for free range producers, to 316 eggs per bird per year (+2.5%)
- The cost of feed per bird fell by 14% to £13.90 per bird

2.4.4 Poultry meat producers [Table 2.3]

- This group of farms is classified as poultry meat producers (Defra farm typology code 522):
 - In 2023/24 there were 34 of these farms, compared with 30 in 2022/23; among them were 26 broiler producers whose results are reported separately (Table 2.5)
 - This group also includes contract broiler producers where birds and feed are provided by the rearing company, who in turn pay a fee to the producer, but due to their very small sample size results are not reported separately here
- Although broiler production is the predominant system, a small number of producers of table chickens, turkeys, ducks and geese are also present in the sample, but their results have not been reported separately here due to very small sample size
- The average number of birds per business decreased to 127,703 birds, a fall of 15%
- Gross Output decreased in 2023/24, with a reduction in broiler output. Variable costs decreased as well, but to a lesser extent, with the gross margin lower than the previous year.
- Farm Business Income per business decreased to an average of £54,503
- Profitability on a per bird basis decreased from £1.32 to an average of £0.43 per bird in 2023/24

2.4.6 Non-contract broiler production [Table 2.5]

- Producers in this group own the birds and incur all the costs associated with their production
- A production cycle of normally around 40 days enables around seven to eight crops a year to be reared, allowing a reasonable period between each new batch of birds to undertake maintenance and biosecurity measures
- The results recorded here on a per bird basis are on an individual 'bird-crop' basis
- The average number of birds fell to 132,973 in 2023/24, a fall of 16%
- The main cost to the farm business for this system is feed, which decreased to an average of £1,335,706 per business in line with the decrease in the average number of birds
- However, on a per bird basis, the cost of feed showed a small increase to an average of £1.50 in 2023/24, a rise of 5%
- Despite a rise in price for poultry meat, a decrease in throughput meant total output per bird was very similar in both years
- Productivity was down in 2023/24, decreasing from 7.9 crops of birds reared per year in 2022/23, to 6.7 crops in 2023/24
- The average price received for broilers in the year was £2.59 per bird, an increase of 12p on the previous year, while the price of chicks also increased to an average of 43p per bird, up from 40p per bird
- Farm Business Income for the business decreased to an average of £48,723 in 2023/24.
- On a 'per bird basis' the profit decreased by 10p to 5p/bird, and on a 'per £100 gross output basis' the profit decreased by £4.96 to £2.35 per £100 of gross output

2.5 Balance sheet information [Table 2.6 to 2.7]

- Table 2.6 shows the assets, liabilities and net worth for the same group of farms included in the preceding commentary on financial results
- For specialist poultry farms the percentage equity in the business increased marginally, to an average of 59% at the end of the financial year
- The laying flock systems saw their percentage of equity increase to an average of 62%, while the poultry meat producers saw percentage equity fall to an average of 54%

2.6. Gross margins for all poultry enterprises

- Tables 2.8 to 2.11 show the gross margin results from all farms in the survey with poultry enterprises, some of which will be in addition to the specialist poultry farms commented upon earlier in this report
- Hence the sample of farms on which gross margins have been calculated is larger, although the average flock size is smaller, as the poultry enterprises on these additional farms tend to be supplementary to the main farm enterprises

2.6.1 Gross margin for laying flocks with free range hens [Table 2.8 to 2.9]

- Average egg price was 134p/doz in 2023/24, compared with 108p/doz for the previous year, a rise of 25%
- The average number of birds per holding increased from 23,426 to 33,054 in 2023/24
- On a per bird basis, poultry output was above the previous year at an average of £30.11 per bird, due to the increase in egg price
- Feed costs decreased to £14.03 per bird in 2023/24
- Total variable costs were down overall on a per bird basis, and when combined with a higher output, the result was an average gross margin of £15.30, an increase of 105% from 2022/23
- The gross margin per dozen eggs was 61p, compared to 31p in 2022/23 [Table 2.9]
- Egg production per bird was an average of 308 eggs per year in 2023/24

2.6.2 Gross margin for broilers & table chicken production (non-contract) [Table 2.10]

- The average price received for broilers was £2.58 [+10p] per bird, with the purchase price of chicks averaging 43p, an increase of 3p on the previous year
- With 6.9 crops per year (a decrease of 14% from 8.0 crops), an average gross margin of £3.37 per bird place was recorded on an annual basis, a decrease on the results for the 2022/23 year

2.6.3 Turkey production [Table 2.11]

- Farms in this group are predominantly small-scale Christmas turkey producers and are not representative of large scale turkey production, which accounts for the vast majority of English turkey production
- The average price received for turkeys in 2023/24 was £58.07 [+£4.25] per bird, while the average purchase price was £7.56 per bird [+£1.14]
- Overall, poultry output averaged £47.38 per bird in 2023/24 and feed costs £11.83 per bird, resulting in an increased gross margin of £33.43 per bird

Table 2.1 Financial results for all specialist poultry farms

	<i>Per farm</i>			<i>Per bird (annual basis)</i>		
	2022/23	2023/24	% change	2022/23	2023/24	£ change
Number of farms	58	62		58	62	
Average number of birds/year	85,240	81,147		85,240	81,147	
	<i>Average £ per farm</i>			<i>Average £ per bird</i>		
Gross output						
Eggs	456,385	607,413	33	5.35	7.49	2.13
Hen depreciation	-76,475	-67,663	-12	-0.90	-0.83	0.06
Broilers	1,026,566	853,280	-17	12.04	10.52	-1.53
Other poultry output	27,168	47,902	76	0.32	0.59	0.27
Total poultry output	1,433,643	1,440,931	1	16.82	17.76	0.94
Crops	73,005	69,172	-5	0.86	0.85	0.00
Other livestock	31,489	54,496	73	0.37	0.67	0.30
Other output	103,930	117,709	13	1.22	1.45	0.23
Total gross output	1,642,068	1,682,309	2	19.26	20.73	1.47
Variable costs						
Feed	993,511	893,715	-10	11.66	11.01	-0.64
Seed, fertiliser, crop costs	23,840	35,708	50	0.28	0.44	0.16
Vet. & medicines	15,442	15,468	0	0.18	0.19	0.01
Other livestock costs	39,661	61,783	56	0.47	0.76	0.30
Total variable costs	1,072,454	1,006,674	-6	12.58	12.41	-0.18
Total gross margin	569,614	675,635	19	6.68	8.33	1.64
Fixed costs						
Labour:						
Regular paid	50,217	53,008	6	0.59	0.65	0.06
Regular unpaid	35,632	41,169	16	0.42	0.51	0.09
Casual labour	6,685	8,589	28	0.08	0.11	0.03
Power & machinery costs:						
Contract & hire	33,700	27,037	-20	0.40	0.33	-0.06
Fuel	17,959	11,420	-36	0.21	0.14	-0.07
Electricity	44,096	45,923	4	0.52	0.57	0.05
Heat	52,062	33,585	-35	0.61	0.41	-0.20
Repairs	22,727	31,308	38	0.27	0.39	0.12
Depreciation	47,264	55,644	18	0.55	0.69	0.13
Rent (incl. imputed)	82,287	131,697	60	0.97	1.62	0.66
Other costs:						
Occupiers repairs	17,311	25,320	46	0.20	0.31	0.11
Sundries (incl. bad debts)	46,041	51,345	12	0.54	0.63	0.09
Total fixed costs	455,980	516,046	13	5.35	6.36	1.01
Management & investment income	113,633	159,589	$\frac{\Delta£/\text{farm}}{45,955}$	1.33	1.97	0.63
Minus: management salaries	423	1,426	1,004	0.00	0.02	0.01
Plus: farmer & spouse labour	26,845	29,167	2,322	0.31	0.36	0.04
Net farm income	140,056	187,330	47,274	1.64	2.31	0.67
Farm business income	116,885	143,621	26,736	1.37	1.77	0.40

Per £100 of gross output

	2022/23	2023/24	£ change	Farm Business Income (FBI) per farm (% distribution by number of weighted farms)		
Number of farms	58	62			%	%
Average number (birds/year)	85,240	81,147			2022/23	2023/24
Average £ per £100 of gross output						
Gross output (%)				Over £100,000	35	51
Eggs (%)	27.79	36.11		0 to <£100,000	49	22
Hen depreciation (%)	-4.66	-4.02		Less than 0	16	26
Broilers (%)	62.52	50.72				
Other poultry output (%)	1.65	2.85		Total	100	100
Total poultry output (%)	87.31	85.65				
Crops (%)	4.45	4.11				
Other livestock (%)	1.92	3.24				
Other output (%)	6.33	7.00				
Total gross output (%)	100.00	100.00				
Variable costs						
Feed	60.50	53.12	-7.38			
Seed, fertiliser, crop costs	1.45	2.12	0.67			
Vet. & medicines	0.94	0.92	-0.02			
Other livestock costs	2.42	3.67	1.26			
Total variable costs	65.31	59.84	-5.47			
Total gross margin	34.69	40.16	5.47			
Fixed costs				Average Poultry Numbers		
Labour:					Average	Average
Regular paid	3.06	3.15	0.09		2022/23	2023/24
Regular unpaid	2.17	2.45	0.28			
Casual labour	0.41	0.51	0.10	Hens in lay	16,693	18,379
Power & machinery costs:				Pullets	2,637	472
Contract & hire	2.05	1.61	-0.45	Broilers & other poultry	65,910	62,296
Fuel	1.09	0.68	-0.41			
Electricity	2.69	2.73	0.04	Total Average	85,240	81,147
Heat	3.17	2.00	-1.17			
Repairs	1.38	1.86	0.48			
Depreciation	2.88	3.31	0.43			
Rent (incl. imputed)	5.01	7.83	2.82			
Other costs:						
Occupiers repairs	1.05	1.51	0.45			
Sundries (incl. bad debts)	2.80	3.05	0.25			
Total fixed costs	27.77	30.67	2.91			
Management & investment income	6.92	9.49	2.57			
Minus: management salaries	0.03	0.08	0.06	Other efficiency factors		
Plus: farmer & spouse labour	1.63	1.73	0.10		Average	Average
Net farm income	8.53	11.14	2.61		2022/23	2023/24
Farm business income	7.12	8.54	1.42	Eggs per bird	301	303
				Eggs (p/doz.)	108.96	130.80

Table 2.2 Financial results for all laying flocks

	<i>Per farm</i>			<i>Per bird (annual basis)</i>		
	2022/23	2023/24	% change	2022/23	2023/24	£ change
Number of farms	28	27		28	27	
Average number of birds/year	34,447	37,899		34,447	37,899	
	<i>Average £ per farm</i>			<i>Average £ per bird</i>		
Gross output						
Eggs	813,330	1,215,952	50	23.61	32.08	8.47
Hen depreciation	-136,287	-135,354	-1	-3.96	-3.57	0.38
Broilers	0	0	0	0.00	0.00	0.00
Other poultry output	18,649	12,756	-32	0.54	0.34	-0.20
Total poultry output	695,692	1,093,354	57	20.20	28.85	8.65
Crops	78,529	82,437	5	2.28	2.18	-0.10
Other livestock	53,883	62,593	16	1.56	1.65	0.09
Other output	77,923	101,247	30	2.26	2.67	0.41
Total gross output	906,027	1,339,630	48	26.30	35.35	9.05
Variable costs						
Feed	461,938	506,729	10	13.41	13.37	-0.04
Seed, fertiliser, crop costs	25,020	46,299	85	0.73	1.22	0.50
Vet. & medicines	9,866	16,807	70	0.29	0.44	0.16
Other livestock costs	17,151	25,267	47	0.50	0.67	0.17
Total variable costs	513,974	595,102	16	14.92	15.70	0.78
Total gross margin	392,053	744,528	90	11.38	19.65	8.26
Fixed costs						
Labour:						
Regular paid	43,033	56,287	31	1.25	1.49	0.24
Regular unpaid	47,347	56,915	20	1.37	1.50	0.13
Casual labour	8,029	10,674	33	0.23	0.28	0.05
Power & machinery costs:						
Contract & hire	23,076	22,546	-2	0.67	0.59	-0.07
Fuel	12,920	13,473	4	0.38	0.36	-0.02
Electricity	27,706	44,460	60	0.80	1.17	0.37
Heat	5,885	10,021	70	0.17	0.26	0.09
Repairs	13,915	37,003	166	0.40	0.98	0.57
Depreciation	39,174	55,470	42	1.14	1.46	0.33
Rent (incl. imputed)	80,107	111,339	39	2.33	2.94	0.61
Other costs:						
Occupiers repairs	15,342	18,136	18	0.45	0.48	0.03
Sundries (incl. bad debts)	33,756	49,419	46	0.98	1.30	0.32
Total fixed costs	350,290	485,741	39	10.17	12.82	2.65
Management & investment income	41,763	258,787	$\frac{\Delta£/\text{farm}}{217,024}$	1.21	6.83	5.62
Minus: management salaries	0	0	0	0.00	0.00	0.00
Plus: farmer & spouse labour	35,793	41,562	5,769	1.04	1.10	0.06
Net farm income	77,556	300,349	222,793	2.25	7.93	5.67
Farm business income	53,613	257,640	204,027	1.56	6.80	5.24

Per £100 of gross output

	2022/23	2023/24	£ change
Number of farms	28	27	
Average number (birds/year)	34,447	37,899	

Average £ per £100 of gross output

Gross output (%)

Eggs (%)	89.77	90.77
Hen depreciation (%)	-15.04	-10.10
Broilers (%)	0.00	0.00
Other poultry output (%)	2.06	0.95

Total poultry output (%) 76.78 81.62

Crops (%)	8.67	6.15
Other livestock (%)	5.95	4.67
Other output (%)	8.60	7.56

Total gross output (%) 100.00 100.00

Variable costs

Feed	50.98	37.83	-13.16
Seed, fertiliser, crop costs	2.76	3.46	0.69
Vet. & medicines	1.09	1.25	0.17
Other livestock costs	1.89	1.89	-0.01

Total variable costs 56.73 44.42 -12.31

Total gross margin 43.27 55.58 12.31

Fixed costs

Labour:			
Regular paid	4.75	4.20	-0.55
Regular unpaid	5.23	4.25	-0.98
Casual labour	0.89	0.80	-0.09
Power & machinery costs:			
Contract & hire	2.55	1.68	-0.86
Fuel	1.43	1.01	-0.42
Electricity	3.06	3.32	0.26
Heat	0.65	0.75	0.10
Repairs	1.54	2.76	1.23
Depreciation	4.32	4.14	-0.18
Rent (incl. imputed)	8.84	8.31	-0.53
Other costs:			
Occupiers repairs	1.69	1.35	-0.34
Sundries (incl. bad debts)	3.73	3.69	-0.04

Total fixed costs 38.66 36.26 -2.40

Management & investment income 4.61 19.32 14.71

Minus: management salaries	0.00	0.00	0.00
Plus: farmer & spouse labour	3.95	3.10	-0.85

Net farm income 8.56 22.42 13.86

Farm business income 5.92 19.23 13.31

Average Poultry Numbers

	Average 2022/23	Average 2023/24
Hens in lay	29,749	36,903
Pullets	4,699	995
Broilers & other poultry	0	0
Total Average	34,447	37,899

Other efficiency factors

	Average 2022/23	Average 2023/24
Eggs per bird	301	302
Eggs (p/doz.)	108.96	130.78

Table 2.3 Financial results for all poultry meat producers

	<i>Per farm</i>			<i>Per bird (annual basis)</i>		
	2022/23	2023/24	% change	2022/23	2023/24	£ change
Number of farms	30	34		30	34	
Average number of birds/year	150,182	127,703		150,182	127,703	
	<i>Average £ per farm</i>			<i>Average £ per bird</i>		
Gross output						
Eggs	0	0	0	0.00	0.00	0.00
Hen depreciation	0	0	0	0.00	0.00	0.00
Broilers	2,339,116	1,760,202	-25	15.58	13.78	-1.79
Other poultry output	38,059	20,501	-46	0.25	0.16	-0.09
Total poultry output	2,377,175	1,780,703	-25	15.83	13.94	-1.88
Crops	65,943	59,730	-9	0.44	0.47	0.03
Other livestock	2,858	51,211	1,692	0.02	0.40	0.38
Other output	137,181	120,925	-12	0.91	0.95	0.03
Total gross output	2,583,157	2,012,569	-22	17.20	15.76	-1.44
Variable costs						
Feed	1,673,170	1,277,901	-24	11.14	10.01	-1.13
Seed, fertiliser, crop costs	22,333	27,366	23	0.15	0.21	0.07
Vet. & medicines	22,571	14,260	-37	0.15	0.11	-0.04
Other livestock costs	68,443	94,105	37	0.46	0.74	0.28
Total variable costs	1,786,517	1,413,631	-21	11.90	11.07	-0.83
Total gross margin	796,640	598,938	-25	5.30	4.69	-0.61
Fixed costs						
Labour:						
Regular paid	59,403	43,558	-27	0.40	0.34	-0.05
Regular unpaid	20,652	26,278	27	0.14	0.21	0.07
Casual labour	4,965	4,196	-15	0.03	0.03	0.00
Power & machinery costs:						
Contract & hire	47,284	29,983	-37	0.31	0.23	-0.08
Fuel	24,403	10,171	-58	0.16	0.08	-0.08
Electricity	65,053	47,847	-26	0.43	0.37	-0.06
Heat	111,104	56,893	-49	0.74	0.45	-0.29
Repairs	33,994	26,817	-21	0.23	0.21	-0.02
Depreciation	57,607	57,027	-1	0.38	0.45	0.06
Rent (incl. imputed)	85,074	143,564	69	0.57	1.12	0.56
Other costs:						
Occupiers repairs	19,828	23,533	19	0.13	0.18	0.05
Sundries (incl. bad debts)	61,747	47,998	-22	0.41	0.38	-0.04
Total fixed costs	591,114	517,866	-12	3.94	4.06	0.12
Management & investment income	205,526	81,071	$\frac{\Delta£/\text{farm}}{-124,454}$	1.37	0.63	-0.73
Minus: management salaries	963	2,942	1,979	0.01	0.02	0.02
Plus: farmer & spouse labour	15,404	18,549	3,144	0.10	0.15	0.04
Net farm income	219,967	96,678	-123,289	1.46	0.76	-0.71
Farm business income	197,784	54,503	-143,281	1.32	0.43	-0.89

Per £100 of gross output

	2022/23	2023/24	£ change
Number of farms	30	34	
Average number (birds/year)	150,182	127,703	

Average £ per £100 of gross output

Gross output (%)

Eggs (%)	0.00	0.00
Hen depreciation (%)	0.00	0.00
Broilers (%)	90.55	87.46
Other poultry output (%)	1.47	1.02

Total poultry output (%) 92.03 88.48

Crops (%)	2.55	2.97
Other livestock (%)	0.11	2.54
Other output (%)	5.31	6.01

Total gross output (%) 100.00 100.00

Variable costs

Feed	64.77	63.50	-1.28
Seed, fertiliser, crop costs	0.86	1.36	0.50
Vet. & medicines	0.87	0.71	-0.17
Other livestock costs	2.65	4.68	2.03

Total variable costs 69.16 70.24 1.08

Total gross margin 30.84 29.76 -1.08

Fixed costs

Labour:			
Regular paid	2.30	2.16	-0.14
Regular unpaid	0.80	1.31	0.51
Casual labour	0.19	0.21	0.02
Power & machinery costs:			
Contract & hire	1.83	1.49	-0.34
Fuel	0.94	0.51	-0.44
Electricity	2.52	2.38	-0.14
Heat	4.30	2.83	-1.47
Repairs	1.32	1.33	0.02
Depreciation	2.23	2.83	0.60
Rent (incl. imputed)	3.29	7.13	3.84
Other costs:			
Occupiers repairs	0.77	1.17	0.40
Sundries (incl. bad debts)	2.39	2.38	-0.01

Total fixed costs 22.88 25.73 2.85

Management & investment income

	7.96	4.03	-3.93
Minus: management salaries	0.04	0.15	0.11
Plus: farmer & spouse labour	0.60	0.92	0.33

Net farm income 8.52 4.80 -3.71

Farm business income 7.66 2.71 -4.95

Average Poultry Numbers

	Average 2022/23	Average 2023/24
Hens in lay	0	0
Pullets	0	0
Broilers & other poultry	150,182	127,703
Total Average	150,182	127,703

Table 2.4 Financial results for laying flocks with free range hens

	<i>Per farm</i>			<i>Per bird (annual basis)</i>		
	2022/23	2023/24	% change	2022/23	2023/24	£ change
Number of farms	21	20		21	20	
Average number of birds/year	29,283	43,167		29,283	43,167	
	<i>Average £ per farm</i>			<i>Average £ per bird</i>		
Gross output (%)						
Eggs	817,699	1,484,509	82	27.92	34.39	6.47
Hen depreciation	-120,770	-154,874	28	-4.12	-3.59	0.54
Broilers	0	0	0	0.00	0.00	0.00
Other poultry output	6,173	7,455	21	0.21	0.17	-0.04
Total poultry output	703,102	1,337,090	90	24.01	30.98	6.96
Crops	61,265	79,922	30	2.09	1.85	-0.24
Other livestock	53,517	55,791	4	1.83	1.29	-0.54
Other output	70,227	109,072	55	2.40	2.53	0.13
Total gross output	888,112	1,581,875	78	30.33	36.65	6.32
Variable costs						
Feed	474,861	600,194	26	16.22	13.90	-2.31
Seed, fertiliser, crop costs	19,658	45,069	129	0.67	1.04	0.37
Vet. & medicines	9,970	20,733	108	0.34	0.48	0.14
Other livestock costs	15,426	18,943	23	0.53	0.44	-0.09
Total variable costs	519,915	684,939	32	17.75	15.87	-1.89
Total gross margin	368,197	896,936	144	12.57	20.78	8.20
Fixed costs						
Labour:						
Regular paid	41,582	68,816	65	1.42	1.59	0.17
Regular unpaid	40,289	44,911	11	1.38	1.04	-0.34
Casual labour	10,555	7,310	-31	0.36	0.17	-0.19
Power & machinery costs:						
Contract & hire	18,127	21,711	20	0.62	0.50	-0.12
Fuel	11,413	11,870	4	0.39	0.27	-0.11
Electricity	26,810	54,246	102	0.92	1.26	0.34
Heat	4,297	12,956	202	0.15	0.30	0.15
Repairs	10,851	32,878	203	0.37	0.76	0.39
Depreciation	37,689	60,614	61	1.29	1.40	0.12
Rent (incl. imputed)	78,630	122,286	56	2.69	2.83	0.15
Other costs:						
Occupiers repairs	9,448	17,401	84	0.32	0.40	0.08
Sundries (incl. bad debts)	31,065	53,212	71	1.06	1.23	0.17
Total fixed costs	320,756	508,212	58	10.95	11.77	0.82
Management & investment income	47,440	388,724	<u>Δ£/farm</u> 341,283	1.62	9.01	7.39
Minus: management salaries	0	0	0	0.00	0.00	0.00
Plus: farmer & spouse labour	29,489	32,606	3,117	1.01	0.76	-0.25
Net farm income	76,929	421,330	344,401	2.63	9.76	7.13
Farm business income	52,390	367,620	315,230	1.79	8.52	6.73

Per £100 of gross output

	2022/23	2023/24	£ change
Number of farms	21	20	
Average number (birds/year)	29,283	43,167	

Average £ per £100 of gross output

Gross output (%)			
Eggs (%)	92.07	93.84	
Hen depreciation (%)	-13.60	-9.79	
Broilers (%)	0.00	0.00	
Other poultry output (%)	0.70	0.47	
Total poultry output (%)	79.17	84.53	
Crops (%)	6.90	5.05	
Other livestock (%)	6.03	3.53	
Other output (%)	7.91	6.90	
Total gross output (%)	100.00	100.00	
Variable costs			
Feed	53.47	37.94	-15.53
Seed, fertiliser, crop costs	2.21	2.85	0.64
Vet. & medicines	1.12	1.31	0.19
Other livestock costs	1.74	1.20	-0.54
Total variable costs	58.54	43.30	-15.24
Total gross margin	41.46	56.70	15.24
Fixed costs			
Labour:			
Regular paid	4.68	4.35	-0.33
Regular unpaid	4.54	2.84	-1.70
Casual labour	1.19	0.46	-0.73
Power & machinery costs:			
Contract & hire	2.04	1.37	-0.67
Fuel	1.29	0.75	-0.53
Electricity	3.02	3.43	0.41
Heat	0.48	0.82	0.34
Repairs	1.22	2.08	0.86
Depreciation	4.24	3.83	-0.41
Rent (incl. imputed)	8.85	7.73	-1.12
Other costs:			
Occupiers repairs	1.06	1.10	0.04
Sundries (incl. bad debts)	3.50	3.36	-0.13
Total fixed costs	36.12	32.13	-3.99
Management & investment income	5.34	24.57	19.23
Minus: management salaries	0.00	0.00	0.00
Plus: farmer & spouse labour	3.32	2.06	-1.26
Net farm income	8.66	26.63	17.97
Farm business income	5.90	23.24	17.34

Pence per dozen eggs

	2022/23	2023/24
Gross output		
Eggs	109.25	134.13
Other poultry output	-15.31	-13.32
Other output	24.72	22.12
Total gross output	118.65	142.92
Variable costs		
Feed	63.44	54.23
Other variable costs	6.02	7.66
Total variable costs	69.46	61.88
Total gross margin	49.19	81.04
Total fixed costs	42.85	45.92
Management & investment income	6.34	35.12
Net farm income	10.28	38.07
Farm business income	7.00	33.21

Average Poultry Numbers

	Average 2022/23	Average 2023/24
Hens in lay	29,120	42,053
Pullets	163	1,114
Broilers & other poultry	0	0
Total Average	29,283	43,167

Other efficiency factors

	Average 2022/23	Average 2023/24
Eggs per bird	308	316
Eggs (p/doz.)	109.24	134.02

Table 2.5 Financial results for non-contract broilers

	<i>Per farm</i>			<i>Per bird (per crop)</i>		
	2022/23	2023/24	% change	2022/23	2023/24	£ change
Number of farms	24	26		24	26	
Average number of birds/year	157,915	132,973		157,915	132,973	
Throughput of birds/year	1,240,908	888,299		1,240,908	888,299	
	<i>Average £ per farm</i>			<i>Average £ per bird</i>		
Gross output (%)						
Eggs	0	0	0	0.00	0.00	0.00
Hen depreciation	0	0	0	0.00	0.00	0.00
Broilers	2,488,003	1,842,836	-26	2.00	2.07	0.07
Other poultry output	13,429	5,783	-57	0.01	0.01	0.00
Total poultry output	2,501,432	1,848,619	-26	2.02	2.08	0.07
Crops	51,891	53,895	4	0.04	0.06	0.02
Other livestock	3,048	53,667	1,660	0.00	0.06	0.06
Other output	133,724	114,875	-14	0.11	0.13	0.02
Total gross output	2,690,095	2,071,055	-23	2.17	2.33	0.16
Variable costs						
Feed	1,773,545	1,335,706	-25	1.43	1.50	0.07
Seed, fertiliser, crop costs	18,582	25,438	37	0.01	0.03	0.01
Vet. & medicines	23,628	14,709	-38	0.02	0.02	0.00
Other livestock costs	67,962	96,725	42	0.05	0.11	0.05
Total variable costs	1,883,718	1,472,578	-22	1.52	1.66	0.14
Total gross margin	806,378	598,477	-26	0.65	0.67	0.02
Fixed costs						
Labour:						
Regular paid	58,611	40,495	-31	0.05	0.05	0.00
Regular unpaid	19,133	25,172	32	0.02	0.03	0.01
Casual labour	4,720	3,708	-21	0.00	0.00	0.00
Power & machinery costs:						
Contract & hire	49,168	30,642	-38	0.04	0.03	-0.01
Fuel	24,385	9,822	-60	0.02	0.01	-0.01
Electricity	68,684	49,448	-28	0.06	0.06	0.00
Heat	117,495	59,214	-50	0.09	0.07	-0.03
Repairs	34,030	26,666	-22	0.03	0.03	0.00
Depreciation	57,749	57,640	0	0.05	0.06	0.02
Rent (incl. imputed)	82,899	147,859	78	0.07	0.17	0.10
Other costs:						
Occupiers repairs	18,841	21,993	17	0.02	0.02	0.01
Sundries (incl. bad debts)	60,772	46,084	-24	0.05	0.05	0.00
Total fixed costs	596,486	518,744	-13	0.48	0.58	0.10
Management & investment income	209,891	79,733	$\frac{\Delta£/\text{farm}}{-130,158}$	0.17	0.09	-0.08
Minus: management salaries	954	3,002	2,048	0.00	0.00	0.00
Plus: farmer & spouse labour	15,198	18,073	2,875	0.01	0.02	0.01
Net farm income	224,135	94,804	-129,331	0.18	0.11	-0.07
Farm business income	196,792	48,723	-148,070	0.16	0.05	-0.10

Per £100 of gross output

	2022/23	2023/24	£ change	Other efficiency factors	
Number of farms	24	26			
Average number (birds/year)	157,915	132,973		Average 2022/23	Average 2023/24
Average £ per £100 of gross output					
Gross output (%)				Broiler sale price (£/bird)	2.47 2.59
Eggs (%)	0.00	0.00			
Hen depreciation (%)	0.00	0.00		Broiler purchase price (£/bird)	0.40 0.43
Broilers (%)	92.49	88.98			
Other poultry output (%)	0.50	0.28		Average number of crops/year	7.9 6.7
Total poultry output (%)	92.99	89.26			
Crops (%)	1.93	2.60			
Other livestock (%)	0.11	2.59			
Other output (%)	4.97	5.55			
Total gross output (%)	100.00	100.00			
Variable costs					
Feed	65.93	64.49	-1.43		
Seed, fertiliser, crop costs	0.69	1.23	0.54		
Vet. & medicines	0.88	0.71	-0.17		
Other livestock costs	2.53	4.67	2.14		
Total variable costs	70.02	71.10	1.08		
Total gross margin	29.98	28.90	-1.08		
Fixed costs					
Labour:					
Regular paid	2.18	1.96	-0.22		
Regular unpaid	0.71	1.22	0.50		
Casual labour	0.18	0.18	0.00		
Power & machinery costs:					
Contract & hire	1.83	1.48	-0.35		
Fuel	0.91	0.47	-0.43		
Electricity	2.55	2.39	-0.17		
Heat	4.37	2.86	-1.51		
Repairs	1.27	1.29	0.02		
Depreciation	2.15	2.78	0.64		
Rent (incl. imputed)	3.08	7.14	4.06		
Other costs:					
Occupiers repairs	0.70	1.06	0.36		
Sundries (incl. bad debts)	2.26	2.23	-0.03		
Total fixed costs	22.17	25.05	2.87		
Management & investment income	7.80	3.85	-3.95		
Minus: management salaries	0.04	0.14	0.11		
Plus: farmer & spouse labour	0.56	0.87	0.31		
Net farm income	8.33	4.58	-3.75		
Farm business income	7.32	2.35	-4.96		

Table 2.6 Balance sheet data for 2023/24 - specialist poultry farms

Group	All specialist poultry farms		All laying flocks		All poultry meat producers	
Number of farms	62		27		34	
Financial year	2023/24		2023/24		2023/24	
	Opening	Closing	Opening	Closing	Opening	Closing
Assets						
Fixed assets						
Land, buildings & BPS	2,434,055	2,585,032	2,764,057	2,875,372	2,007,858	2,205,832
Breeding livestock	24,926	24,845	43,999	43,320	8,395	8,891
Machinery	385,847	461,905	396,194	462,856	380,561	474,797
Miscellaneous business assets	39	39	0	0	80	80
Total fixed assets	2,844,867	3,071,821	3,204,250	3,381,549	2,396,894	2,689,599
Current assets						
Crops & trading livestock	215,453	223,850	200,163	247,470	243,941	216,336
Feedstuffs & goods in store	36,210	36,796	34,282	33,271	41,017	43,173
Liquid assets	231,888	289,671	225,278	185,054	251,662	413,440
Total current assets	483,551	550,318	459,723	465,794	536,620	672,950
Total assets	3,328,419	3,622,139	3,663,973	3,847,343	2,933,514	3,362,549
Liabilities						
Bank term loans	630,324	735,755	595,646	583,979	651,790	877,865
Other loans	575,790	507,582	698,322	602,111	457,710	402,018
Bank overdraft	53,900	80,261	107,229	72,522	3,071	92,574
Other short term loans	138,964	174,351	171,854	195,151	112,787	164,219
Total external liabilities	1,398,977	1,497,950	1,573,052	1,453,764	1,225,359	1,536,676
Net worth	1,929,441	2,124,189	2,090,921	2,393,580	1,708,154	1,825,873
Percentage equity (%)	58.0%	58.6%	57.1%	62.2%	58.2%	54.3%

Table 2.7 Distribution of tenant's type capital (%)

	Specialist poultry	Laying flocks, cage, barn & deep litter	All Poultry meat producers	Broilers, non contract
Crops & livestock	25.3	28.6	22.9	23.0
Stores	3.8	3.6	4.0	4.0
Machinery	43.9	45.9	41.0	40.5
Other	27.0	21.9	32.0	32.4
Total	100.0	100.0	100.0	100.0
Tenant's type capital (£)	966,300	935,999	1,042,298	1,064,515

Table 2.6 continued

Group	Broilers, non contract	
Number of farms	26	
Financial year	2023/24	
	Opening	Closing
Assets		
Fixed assets		
Land, buildings & BPS	2,017,838	2,221,933
Breeding livestock	8,771	9,291
Machinery	383,495	479,749
Miscellaneous business assets	84	84
Total fixed assets	2,410,188	2,711,057
Current assets		
Crops & trading livestock	250,444	222,089
Feedstuffs & goods in store	40,854	43,830
Liquid assets	260,280	427,726
Total current assets	551,579	693,645
Total assets	2,961,766	3,404,702
Liabilities		
Bank term loans	681,323	919,781
Other loans	478,275	420,170
Bank overdraft	2,816	97,161
Other short term loans	115,545	169,024
Total external liabilities	1,277,959	1,606,136
Net worth	1,683,808	1,798,566
Percentage equity (%)	56.9%	52.8%

Table 2.8 Gross margin for laying flocks with free range hens

	<i>Per bird (annual basis)</i>			<i>Per £100 of gross output</i>		
	2022/23	2023/24	£ change	2022/23	2023/24	£ change
Number of farms	26	25				
Average number of birds/year	23,426	33,054				
	<i>Average £ per bird (annual basis)</i>			<i>Average £ per £100 gross output</i>		
Gross output						
Eggs	26.23	33.61	7.39			
Hen depreciation	-3.77	-3.65	0.13			
Other poultry output	0.17	0.14	-0.03			
Total output	22.62	30.11	7.49	100.00	100.00	
Variable costs						
Feed	14.61	14.03	-0.58	64.58	46.58	-18.00
Vet. & medicines	0.23	0.38	0.16	1.01	1.28	0.26
Other livestock costs	0.34	0.39	0.05	1.49	1.30	-0.19
Other variable costs	0.00	0.00	0.00	0.02	0.01	-0.01
Total variable costs	15.18	14.80	-0.38	67.10	49.17	-17.93
Total gross margin	7.44	15.30	7.86	32.90	50.83	17.93

Table 2.9 Gross margin per dozen eggs for free range hens (annual basis)

	Free range layers	
	2022/23	2023/24
Number of farms	26	25
No of dozen eggs	571,454	829,184
Average egg yield/bird	311	308
Average egg price p/doz	107.50	133.89
Gross output		
Eggs	107.51	133.99
Hen depreciation	-15.47	-14.53
Other poultry output	0.69	0.56
Total output	92.73	120.02
Variable costs		
Feed	59.89	55.91
Vet. & medicines	0.94	1.53
Other livestock costs	1.39	1.56
Other variable costs	0.02	0.01
Total variable costs	62.23	59.02
Total gross margin	30.51	61.01

Table 2.10 Gross margin for non-contract broilers and table chicken

	<i>Per bird</i>			<i>Per £100 of gross output</i>		
	2022/23	2023/24	£ change	2022/23	2023/24	£ change
Number of farms	30	32				
Average number of birds/year	128,923	107,929				
Throughput of birds/year	1,026,620	740,610				
Average number of crops/year	8.0	6.9				
Average sale price (broilers) - £/bird	2.48	2.58				
Average purchase price (broilers) - £/bird	0.40	0.43				
	<i>Average £ per bird (per flock)</i>			<i>Average £ per £100 gross output</i>		
Gross output						
Broilers	2.03	2.07	0.04			
Total output	2.03	2.07	0.04	100.00	100.00	
Variable costs						
Feed	1.45	1.47	0.02	71.46	70.88	-0.58
Vet. & medicines	0.02	0.02	0.00	0.95	0.73	-0.22
Other livestock costs	0.06	0.10	0.04	2.94	4.70	1.77
Other variable costs	0.00	0.00	0.00	0.02	0.04	0.02
Total variable costs	1.53	1.58	0.05	75.36	76.35	0.99
Total gross margin	0.50	0.49	-0.01	24.64	23.65	-0.99
Gross margin per twelve months	3.99	3.37	-0.62			

Table 2.11 Gross margin for turkey production

	<i>Per bird</i>			<i>Per £100 of gross output</i>		
	2022/23	2023/24	£ change	2022/23	2023/24	£ change
Number of farms	13	16				
Average number of birds/year	329	209				
Throughput of birds/year	715	462				
Average sale price (turkeys) - £/bird	53.82	58.07				
Average purchase price (turkeys) - £/bird	6.43	7.56				
	<i>Average £ per bird</i>			<i>Average £ per £100 gross output</i>		
Gross output						
Other poultry output	43.48	47.38	3.89			
Total output	43.48	47.38	3.89	100.00	100.00	
Variable costs						
Feed	14.26	11.83	-2.43	32.79	24.96	-7.83
Vet. & medicines	0.15	0.11	-0.04	0.35	0.24	-0.11
Other livestock costs	2.25	1.99	-0.25	5.17	4.21	-0.96
Other variable costs	0.16	0.01	-0.15	0.37	0.03	-0.34
Total variable costs	16.82	13.95	-2.87	38.67	29.43	-9.23
Total gross margin	26.67	33.43	6.76	61.33	70.57	9.23

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Glossary

Farm Business Income (FBI)

Represents the return to all unpaid labour (farmers, spouses and others with an entrepreneurial interest in the farm business) and to all their capital invested in the farm business including land and farm buildings. It is defined as Total Farm Output (TFO) minus cost (C): where TFO is defined as the sum of output from: crop enterprises, adjustment for disposal of previous crops, livestock enterprises, separable non-agricultural diversifications, basic payment scheme, agri-environmental payments, other grants and subsidies, miscellaneous receipts; C is defined as variable costs plus fixed costs.

Fixed costs

These include rent (or imputed rent), regular wages, unpaid manual labour, casual labour, power and machinery costs, glasshouse depreciation, glasshouse fuel, building and general repairs, insurance, water, office expenses and miscellaneous expenditure.

Gross output

Total revenue adjusted for changes in valuation of livestock and stores, less purchases of livestock, or produce for resale.

Labour

Covers not only the costs of hired labour, but also an appropriate allowance for the unpaid manual labour of the producer and members of the family.

Management and investment income (MII)

Total gross output less all costs (including the value of unpaid manual labour) other than salaried management. It represents the reward to management, both paid and unpaid and the return on tenant-type capital whether that capital is borrowed or not.

Net farm income

Represents the return to the farmer and spouse for their manual labour, management and interest on tenant-type capital invested in the farm, whether that capital is borrowed or not.

Per £100 gross output

Shows the relative importance of the main resources used in each unit product, and in total provide a useful measure of profitability.

Power and machinery

Include contract and hire, fuel, electricity, repairs and an allowance for depreciation. A deduction is made for the private use of vehicles. Machinery depreciation is calculated on a 'replacement cost' basis.

Rent

In the case of an owner occupier, an imputed rent is charged in accordance with what a tenant in similar circumstances, including length of occupation, would be paying.

Tenant-type capital

Assets normally provided by tenants and includes growing crops, stores, machinery, livestock, cash and other assets needed to run the business. Permanent crops (including orchards) and glasshouses are also generally considered to be tenant-type capital.

Total gross margin

This is the difference between total gross output and total variable costs and measures the contribution of the business towards covering its fixed costs and providing for a profit.

Variable costs

These vary in direct proportion to the size of each holding enterprise and include all purchased feed, seed, fertilisers, crop protection, veterinary and livestock costs.

Abbreviations used in this Publication

/	per
£	pounds (stirling)
cfu/g	colony forming units per gram
Defra	Department for Environment, Food and Rural Affairs
doz	dozen
ha	hectare
kg	kilogram
no.	number
n/a	not applicable
p	pence

Rounding

Totals are calculated from unrounded components and may not therefore be the total of the rounded components shown.

Derivation of Farm Business Income

Net Farm Income

Plus:

Value of unpaid labour [excluding farmer & spouse; already taken into account in deriving Net Farm Income]

Imputed rent and rental value

Less:

Net interest payments

Ownership charges [buildings & works depreciation; insurance of farm buildings; landlord-type repairs and upkeep]

Director's remuneration

Equals:

Farm Business Income

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