

**FBS**  
Farm Business Survey



Department  
for Environment  
Food & Rural Affairs



# FARM BUSINESS SURVEY

**Poultry Production  
in England**



## **Farm Business Survey**

**2022/23**

# **Poultry Production in England**

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## TABLE OF CONTENTS

	Page
Acknowledgements	ii
Table of Contents	iii
List of Tables	iii
List of Figures	iv
 <b>Summary</b>	 <b>1</b>
 <b>Section 1      Commentary on the UK Poultry Industry</b>	 <b>3</b>
1.1      General introduction	3
1.2      The structure of the industry	4
1.3      Contribution of the poultry sector to the economy	8
1.4      Trade	9
1.5      Producer prices	10
 <b>Section 2      Financial Results for Poultry Production in England</b>	 <b>11</b>
2.1      Introduction to the data	11
2.2      Definition of poultry type groups	11
2.3      The sample	12
2.4      Financial results for 2021/22 and 2022/23	13
2.5      Balance sheet information	16
2.6      Gross margins for all poultry enterprises	16
 References	 35
Glossary	36

## LIST OF TABLES

		Page
Table 1.1	UK imports and exports of Eggs and Poultry meat	9
Table 2.1	Financial results for all specialist poultry farms	18
Table 2.2	Financial results for all laying flocks	20
Table 2.3	Financial results for all poultry meat producers	22
Table 2.4	Financial results for laying flocks producing eggs for human consumption	24
Table 2.5	Financial results for laying flocks with free range hens	26
Table 2.6	Financial results for non-contract broilers	28
Table 2.7	Balance sheet data for 2022/23 – specialist poultry farms	30
Table 2.8	Comparison of net worth and percentage equity by farm type for 2022/23	30
Table 2.9	Gross margin for all laying flocks	32
Table 2.10	Gross margin for laying flocks with free range hens	33
Table 2.11	Gross margin per dozen eggs for all laying flocks (annual basis)	33
Table 2.12	Gross margin for non-contract broilers and table chicken	34
Table 2.13	Gross margin for turkey production	34

## LIST OF FIGURES

		Page
Figure 1.1	English poultry numbers at June 2013-2023	3
Figure 1.2	UK chick and poult placings 2013-2023	4
Figure 1.3	Annual UK production of poultry meat by type	5
Figure 1.4	Annual UK egg production by production systems	6
Figure 1.5	Average packers to producer prices by housing type	7
Figure 1.6	Producer value of UK-produced poultry meat and eggs 2014-2021 (£M)	8
Figure 1.7	Poultry output compared to other agricultural outputs through time at current prices (£M)	9
Figure 1.8	Index of producer prices for poultry and eggs and cost of production	10

## 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 2023 was just over 130 million birds, a decrease of 6% on the previous year [1]
- In 2022 total poultry output decreased 1.6% to just over £4.02 billion however poultry output as a proportion of gross output from agriculture dropped in 2022 to 11%
- Compound feed costs decreased in 2023 by 3% with fuel for heating increasing by 19% [10] Output from eggs and egg products fell in 2022 by just under 22% to £640 million. [8]
- Imports of eggs increased this year by over 7% and there was also a decrease in egg exports of 20%. These combined with the decrease in UK egg production led to a fall in self-sufficiency of 2% for 2022[7]

### Section 2

**A review of the financial results derived from the Farm Business Survey (FBS) for the 2022/23 financial year.**

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. 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 2022/23 a total of 57 farms participating in the Farm Business Survey (FBS) in England were classified as specialist poultry farms, compared to 82 farms in 2021/22
- The profitability of specialist poultry farm businesses decreased in the 2022/23 financial year, with average profit as measured by Farm Business Income (FBI) decreasing on a per business basis to £105,914
- Within this sector, on a per business basis, there was a marked difference in profits during 2022/23, with average FBI on a per business basis for the layers decreasing to £56,171
- Of the 27 farms classified as Specialist Layers in 2022/23, 22 had laying flocks producing eggs for human consumption, while the remaining five were breeding flocks and hatcheries
- The FBI for 'laying flocks producing eggs for human consumption' only, showed a decrease in profit, falling to £57,013 in 2022/23. The decrease in profitability is in line with the lower average number of laying hens per business. On a per business basis free range egg systems experienced a decrease in profit, with the average FBI decreasing to £55,999 in 2022/23

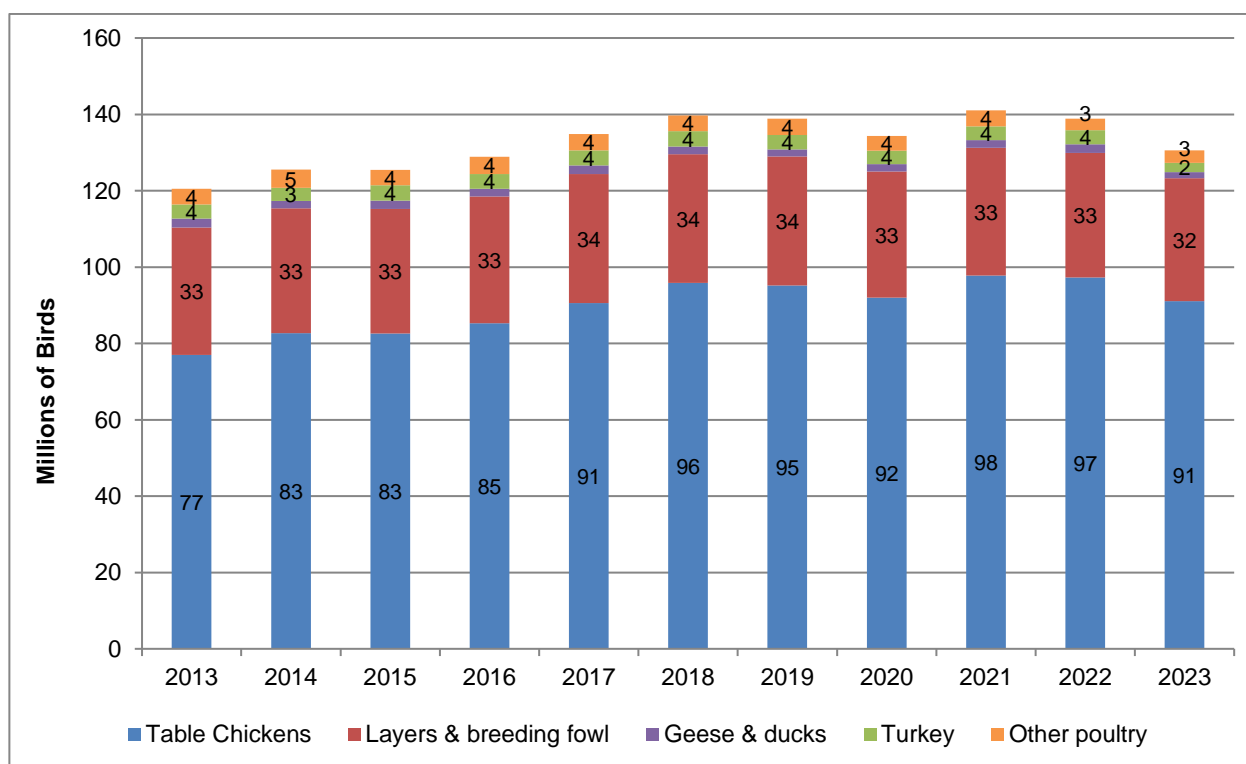
- The price of free range eggs increased compared to the previous year at an average of 117.9p/doz, while egg production for the group increased to 304 eggs per bird per year
- For the poultry meat producers FBI increased to an average of £184,512, due to an increase in bird numbers and price
- The average number of laying hens decreased in 2022/23 to 23,814; the average number of birds for meat production increased to 135,955
- Among the total average variable costs for all specialist poultry farms, there was a large increase in average feed costs on a per holding basis; cost of feed as a percentage of £100 of output per business showed a smaller increase to approximately 61% in 2022/23, due to the rise in both total poultry output and total feed costs
- 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

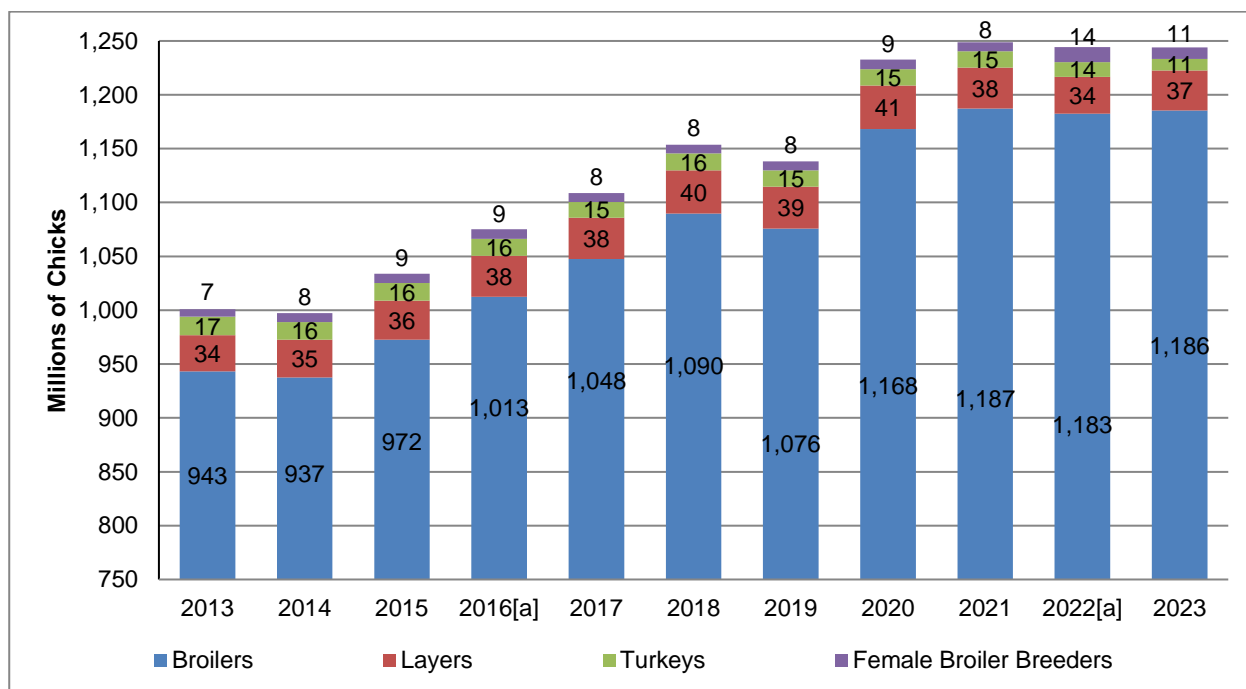
- The English poultry flock decreased for a second year in 2023. The number of birds fell to 130.5 million, a decrease on the previous year of 6%
- The table flock numbers fell to just over 91 million birds in 2023, a decrease of over 6% on the previous year
- Table chickens still make up the majority of total poultry numbers, at 70% for 2023
- Numbers of turkeys decreased, falling by 34%. Geese and ducks also fell in 2023, decreasing by 31%, falling to their lowest levels in the last 10 years
- Numbers of layers and breeding fowl decreased by 1.1% during 2023, with total numbers of birds falling to 32.2 million birds
- The poultry flock in England in 2023 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 2013-2023 [1]





**Figure 1.2 UK chick and poult placings 2013-2023 [2]**



Note: [a] denotes a 53 week year

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

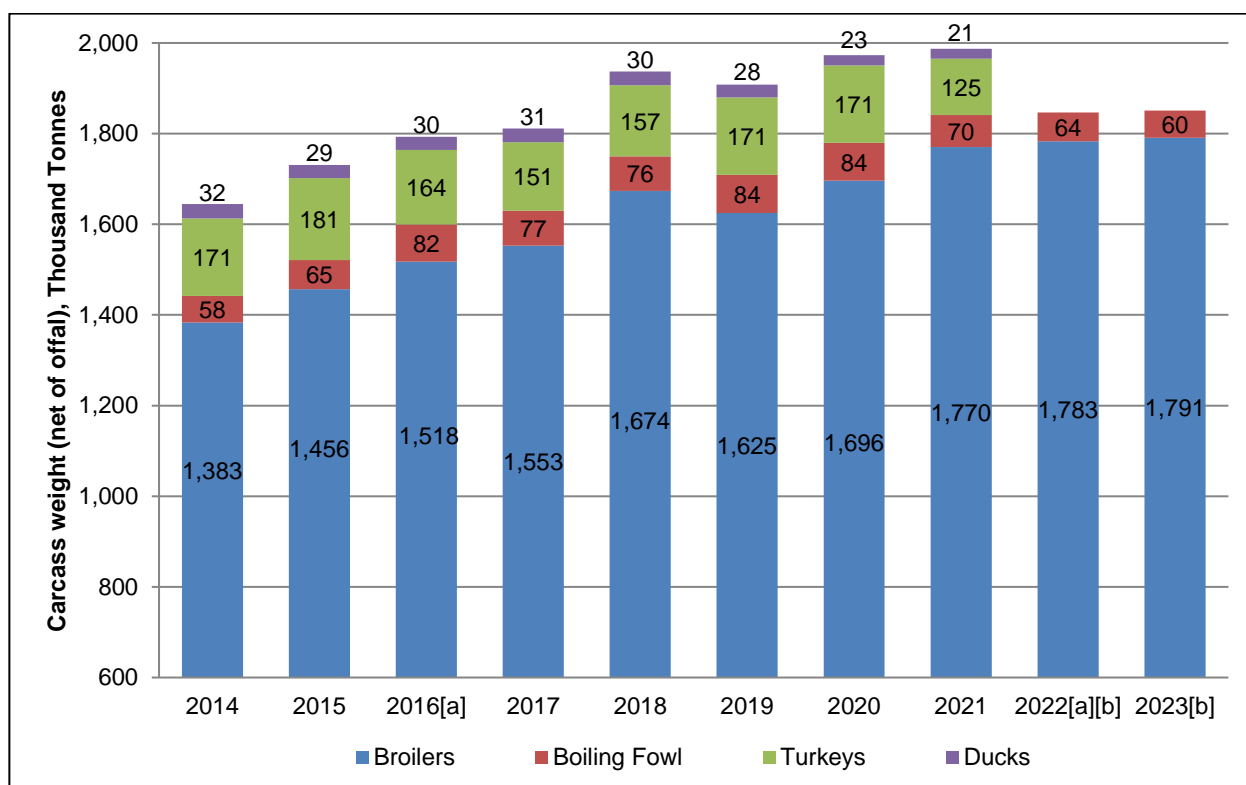
- Broiler chick and poult placings in 2023 were up slightly on the previous year with a 0.3% increase
- Layer chick and poult placings increased by 9% in 2023. Numbers were back up to above 37 million, which is still 8% lower than the high in 2020 which saw numbers at over 40 million
- There was another decrease in turkey chick and poult placings in 2023, down 22% on the previous year. Numbers in 2023 are at under 11 million, just under 38% lower than the peak in 2013 which saw numbers reach just over 17 million
- Broiler breeder hen placements fell during 2023 by 22% to just under 11 million. These numbers are still 54% higher than the low in 2013 [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 decreased slightly in 2023, down just under 1%. When looking over the last ten years, in 2023, 18% more poultry products were produced than in 2013
- Broiler production in 2023 showed an increase of 0.5%, 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

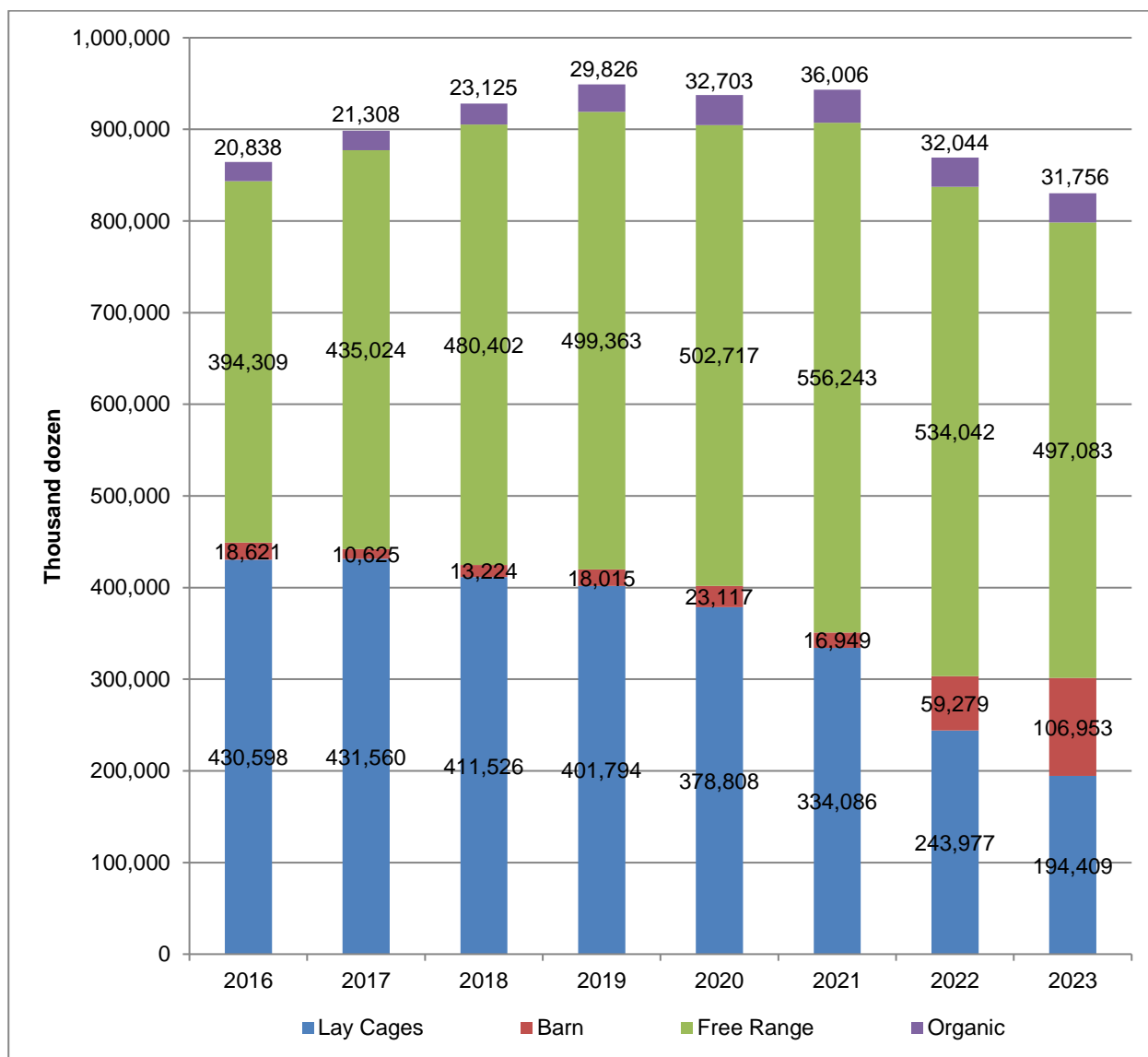
[b] Data for average turkey and duck weight has been suppressed as insufficient data.

### 1.2.2 Poultry for eggs

Eggs are produced in different types of production system:

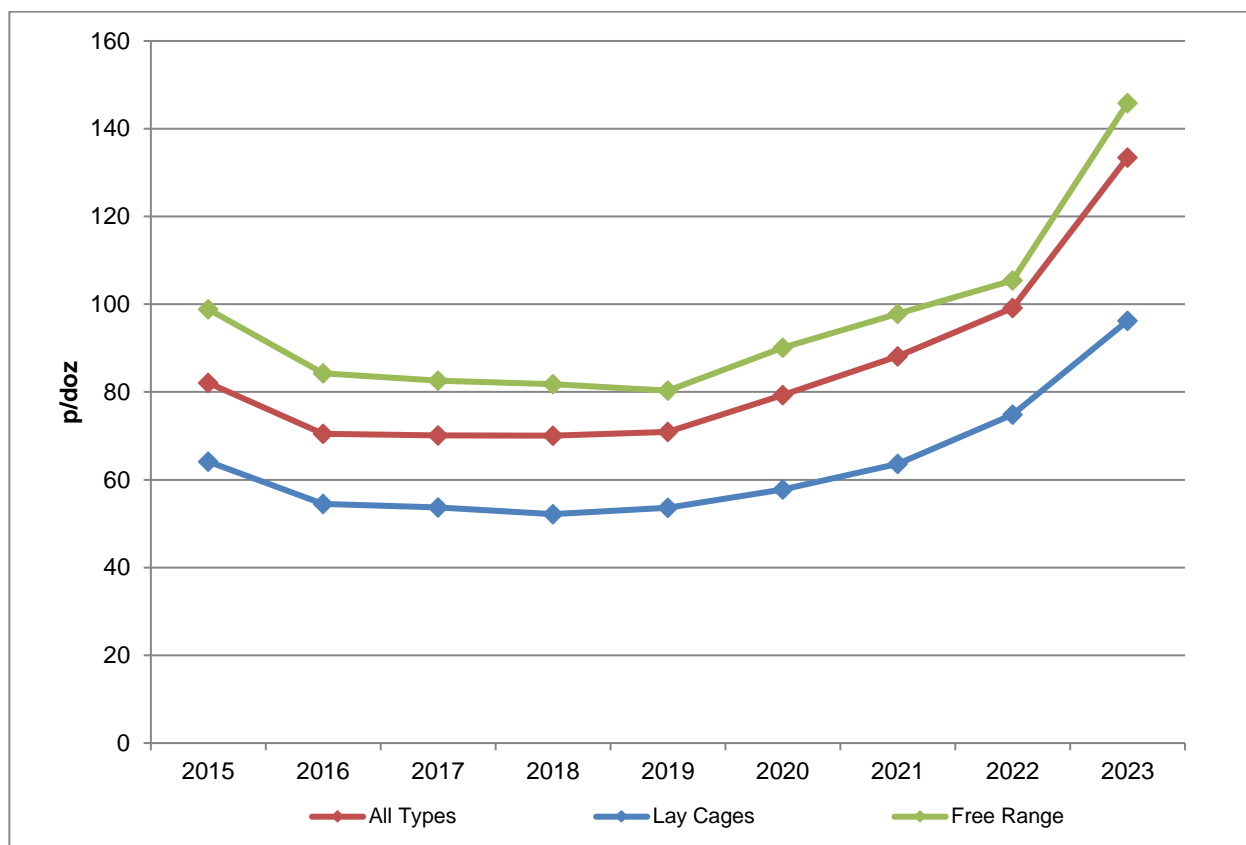
- *Enriched cages* – As of 1<sup>st</sup> January 2012 poultry for egg production within Europe if raised in cage systems must be housed in enriched cages, categorised as having 750cm<sup>2</sup> of cage area per hen (compared with 550cm<sup>2</sup> in conventional housing), housing must include a nesting 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 m<sup>2</sup>. 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 m<sup>2</sup>. 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 m<sup>2</sup> 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 EU Organic Regulations and stipulate a maximum stocking density of 6 hens per m<sup>2</sup> 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 decreased by 4.5% between 2022 and 2023
- In 2023 the numbers of eggs produced in cages continued to decrease. Just over 23% of eggs were produced in enriched cages in 2023, a decrease of just over 20% on the previous year
- Just under 60% of eggs were produced in free range systems in 2023, although there was a decrease of just under 7% on the number of eggs produced compared to 2022
- The numbers of eggs produced in organic systems in 2023 fell with a decrease of 0.9%, but still made up 4% of annual egg production. There was an increase in barn produced eggs of 80% in 2023, this is likely down to the continued enforcement of biosecurity measure introduced due to the large outbreak in avian flu. This now made up just under 13% of annual egg production [6]

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



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

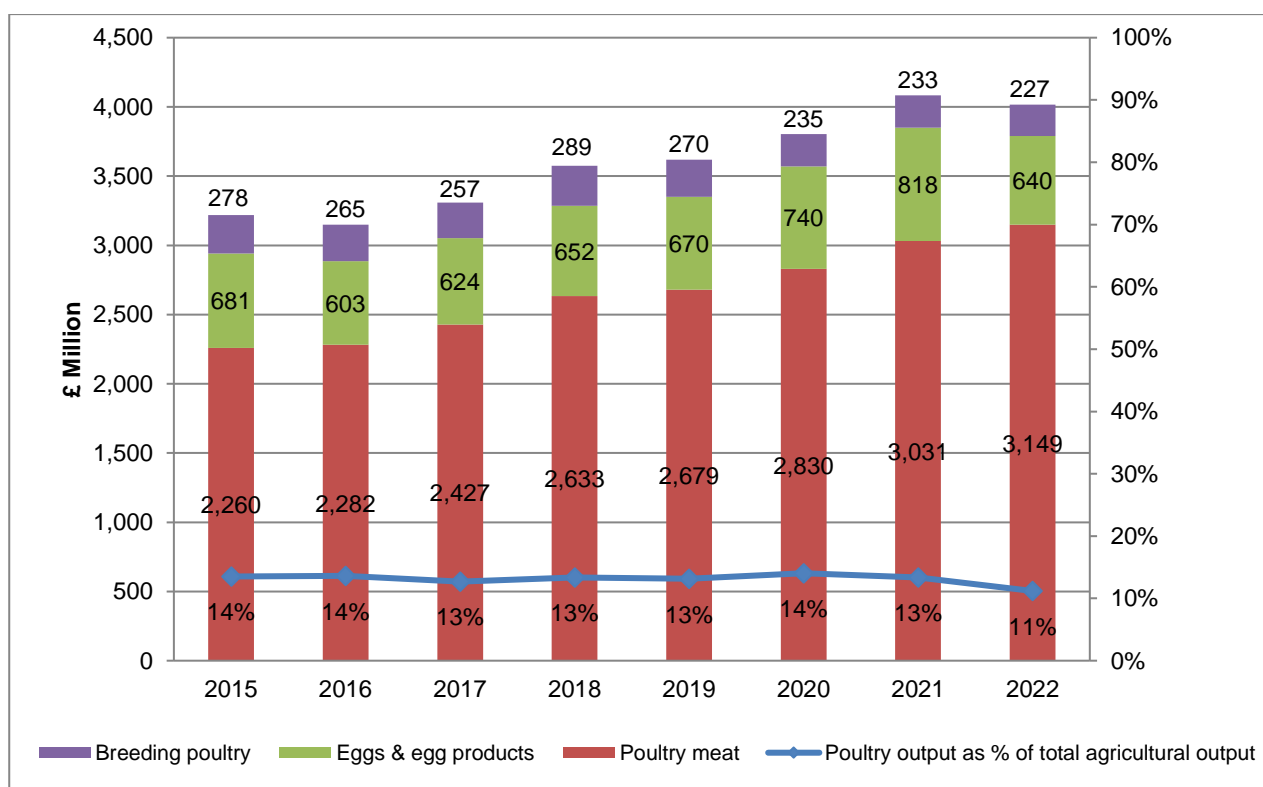
- The average packer to producer price for all types rose in 2023 from 99.1p/doz to 133.4p/doz, 35% up on the previous year
- The average price of free range eggs continued its upward trend from the previous year, rising by 8%. The price for 2023 was 145.8p/doz, an increase of 40.4p/doz on 2022
- The average lay cage egg price in 2023 also increased from the previous year's price of 74.8p/doz, up by 21.4p/doz to 96.2p/doz [6]

### 1.3 Contribution of the poultry sector to the economy

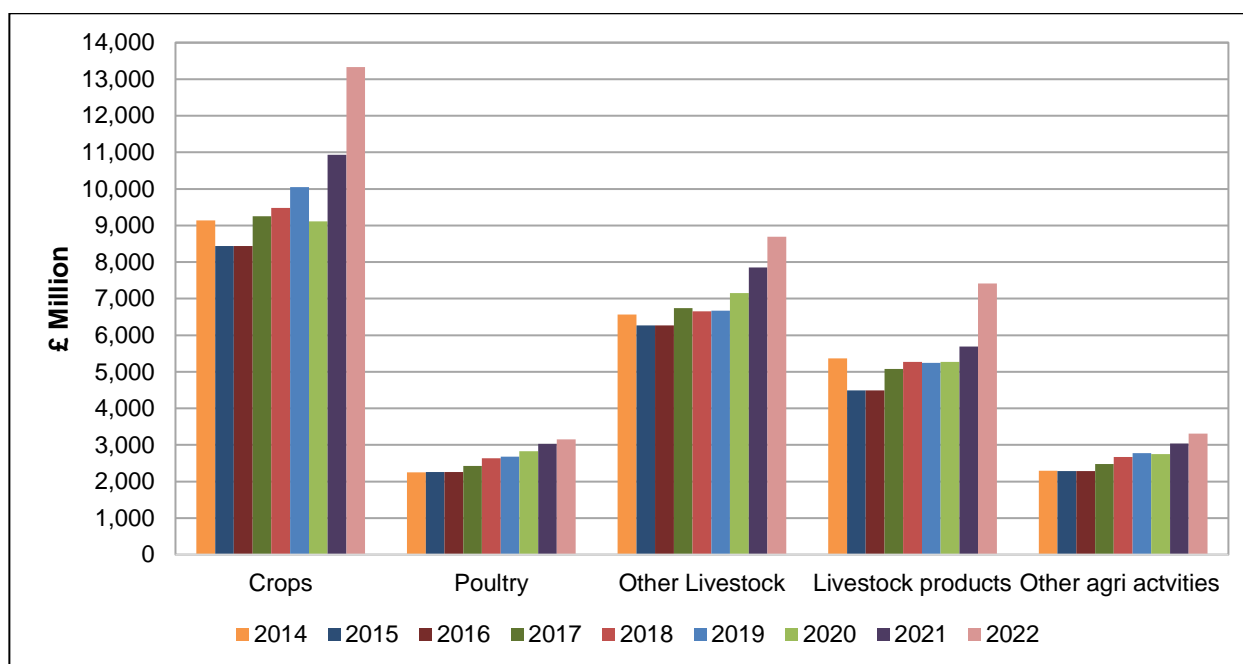
#### 1.3.1 The farm sector

- In 2022, total poultry output (meat, eggs, egg products & breeding poultry) decreased to just under £4.02 billion with a decrease of 1.6% on 2021's figures
- Total agricultural output increased by just under 18% in 2022. This is the biggest increase in output since the 13% rise between 2016 and 2017
- There was another increase in poultry meat output in 2022, with a rise of 4% on the previous year, increasing to just over £3.1 billion
- Output from eggs and egg products fell in 2022 by close to 22% to £640 million. This is only 6% higher than the low seen in 2016 of £603 million
- Poultry output as a proportion of gross output from agriculture dropped in 2022 to 11% [7]

**Figure 1.6 Producer value of UK-produced poultry meat and eggs 2015-2022 (£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)	2014	2015	2016	2017	2018	2019	2020	2021	2022
Imports	158	175	171	166	158	152	149	119	128
Exports	11	9	11	12	35	79	26	35	28
UK production	839	866	899	931	959	979	962	1001	929
% self sufficient	85%	84%	85%	86%	89%	93%	89%	92%	90%

Poultry meat [a] (carcass weight thousand tonnes)	2014	2015	2016	2017	2018	2019	2020	2021	2022
Imports	509	541	580	485	514	494	434	403	418
Exports	339	292	299	352	353	365	410	334	334
UK production	1,648	1,733	1,805	1,860	1,953	1,931	1,993	1,995	1,951
% self sufficient	91%	87%	87%	93%	92%	94%	99%	97%	96%

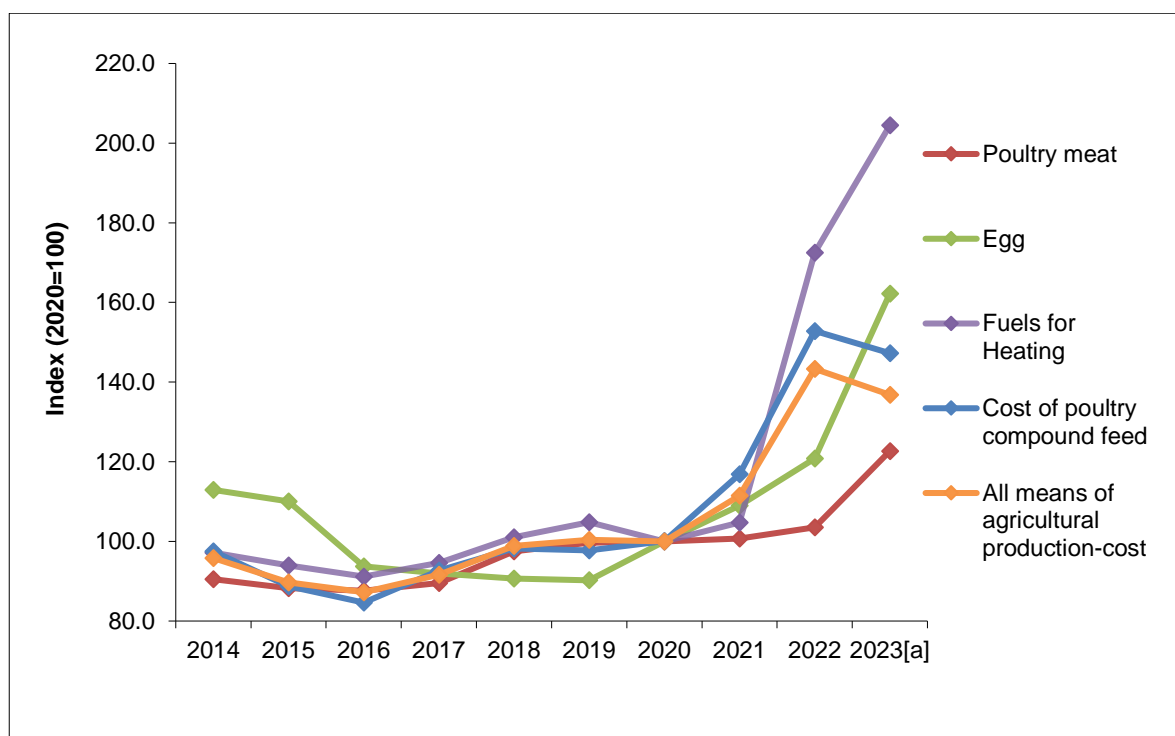
Note: [a] excludes offal

- % self sufficient is calculated using the following formula:  $\left( \frac{Uk\ Production}{UK\ Production + Imports - Exports} \right) \times 100$
- Between 2021 and 2022, UK production of eggs decreased by 7%, reversing the upward trend seen over the previous years. It is still 11% higher than the low of 2014
- UK Production of poultry meat decreased by just under 2% in 2022, going against the increases seen over the previous 8 years. This is still a 18% increase when compared to the low in 2014
- Imports of eggs increased this year by over 7% while there was a decrease in egg exports of 20%. These combined with the decrease in UK egg production led to a fall in self-sufficiency of 2% for 2022
- Imports and exports of poultry meat stayed the same in 2022. Even with the increase in UK production, self-sufficiency stayed the same for 2022 at 96% [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 2023 in the 'All means of production cost' (based on figures available at the time of preparation of report). This year the cost was down by 4.6% to 137 points, but this is still 57% higher than the low in 2016 of 87 points
- Compound feed costs decreased in 2023 by 3.6% to 147 points. This is over 74% or 63 points higher than the low in 2016 of 85 points
- Fuel for heating increased by 19% or 32 points in 2023 to 205 points
- Egg output rose in 2023 to 162 points, an increase of just over 34% or 42 points on 2022
- Poultry meat in 2023 increased on the 2022 level, with a 19% or 19 point increase [9]

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



Note: [a] 2023 data based on average prices between January and November 2023

## SECTION 2: FINANCIAL RESULTS FOR POULTRY PRODUCTION IN ENGLAND

### 2.1 Introduction to the data

The following series of tables [Tables 2.1 to 2.8] are based on farm businesses that participate in the Farm Business Survey (FBS) in England and are classified as specialist poultry farms. Tables 2.9 to 2.13 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.

### 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:
  - 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:
  - Sample includes all types of poultry meat enterprises including contract and non-contract broilers, turkeys, and ducks

#### **Layers – further sub-groups of table 2.2:**

- Table 2.4 - Laying flocks producing eggs for human consumption:
  - Sample includes all types of laying enterprises including enriched cage, free range and deep litter systems
- Table 2.5 - Laying flocks with free range hens:
  - Sample includes solely free range laying enterprises [a sub-set of Table 2.4]

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

- Table 2.6 - Non-contract broilers:
  - Sample includes non-contract broiler enterprises [a sub-set of Table 2.3]

#### **Balance sheet information for 2022/23:**

- Table 2.7 - Balance sheet data for all specialist poultry farms:
  - Analysis for laying flocks, poultry meat producers and non-contract broilers



- Table 2.8 – 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 2.9 - All laying flocks:
  - Sample includes all types of laying enterprises (enriched cage, free range and deep litter)
- Table 2.10 - Laying flocks with free range hens:
  - Sample includes solely free range laying enterprises [a sub-set of Table 2.10]
- Table 2.11 - Laying flocks on an annual basis (including free range systems):
  - Gross margin per doz eggs
- Table 2.12 - Non-contract broilers and table chickens:
  - Sample includes non-contract broiler and table chicken enterprises
- Table 2.13 - 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 design of the weights used in the FBS was altered from 2011/12 to improve the accuracy of estimates relating to both specialist poultry farms and poultry enterprises. 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 2022 June survey there were 1,396 specialist poultry farm businesses in England that were above the FBS size threshold.

The results for the 2022/23 financial year are based on 57 specialist poultry farms, which represent 4.1% of the population of specialist poultry farms. No premium results are shown for the top quartile of businesses, due to the small sample size.

The data in this report have been compiled from the 2021/22 and 2022/23 FBS. 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 <https://www.gov.uk/government/collections/farm-business-survey>

Results for this survey can be accessed at:

<http://farmbusinesssurvey.co.uk> and

<https://www.gov.uk/government/collections/farm-business-survey#farm-accounts-in-england>

## **2.4 Financial results for 2021/22 and 2022/23**

### **2.4.1 Specialist poultry farms [Table 2.1]**

- In 2022/23 a total of 57 farms participating in the Farm Business Survey (FBS) in England were classified as specialist poultry farms, compared to 82 farms in 2021/22
- Of the total of 57 farms 47% were specialist layers [Table 2.2] and 53% were specialist poultry meat producers [Table 2.3], whereas in 2021/22 farms were split evenly between specialist layers and specialist poultry meat
- However, in monetary terms, the balance was very different in terms of poultry output attained in 2022/23:
  - 27% was derived from egg production
  - 71% from broiler production and
  - 2% from a mix of breeding, rearing and other forms of poultry meat production
- The profitability of specialist poultry farm businesses fell in the 2022/23 financial year, with average profit as measured by Farm Business Income (FBI) decreasing on a per business basis to £105,914 [Table 2.1]
- Within this sector, on a per business basis, there was a marked difference in profits during 2022/23, with a decrease in profitability for the laying flocks [Table 2.2] and a rise 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 large increase in average feed costs on a per holding basis; cost of feed as a percentage of £100 of output per business showed a smaller increase to approximately 61% in 2022/23, due to the rise in both total poultry output and 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 2022/24, 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)

- The average number of laying hens per business decreased in 2022/23, to 23,814 birds
- On a per business basis, gross output of all laying flocks decreased to an average of £653,016 in 2022/23
- The net result of the year-on-year changes for these businesses was a decrease in the average FBI to £56,171 per business in 2022/23
- These results should be treated with caution as individual farms can sometimes have a large influence on the results

#### **2.4.3 Laying flocks producing eggs for human consumption [Table 2.4]**

- This sub-set of farms consists of flocks producing eggs for human consumption, which include:
  - Enriched cage, barn, deep litter and free range egg production units; breeding poultry (laying flocks producing hatching eggs, day-old chicks and pullets) are not included
  - This group is suited to assessing egg producer figures in terms of analysing the changes in bird numbers, output, costs and FBI, particularly on a per bird basis
- The average number of laying hens in this group decreased to 20,912
- The total gross output for this group decreased to an average of £665,308 per business; this meant that even with a fall in variable costs, the average gross margin per business decreased to £273,704 in 2022/23
- The FBI for 'laying flocks producing eggs for human consumption' only, showed a decrease in profit, falling to £57,013 in 2022/23
- The decrease in profitability is in line with the lower average number of laying hens per business. When the figures are viewed on a per bird basis there is actually a marginal increase in profit per bird mainly due to the increase in egg prices exceeding the rise in feed costs
- The price attained for eggs produced by both the more intensive group and from free range systems combined increased from 93.8p/doz to 117.6p/doz in 2022/23. This is in line with the trends seen nationally shown in Figure 1.6 in Section 1 of this report
- There was a slight decrease in eggs produced per bird, from 307 in 2021/22 to 304 in 2022/23

#### **2.4.4 Mixed production systems and free range flocks [Table 2.5]**

- The laying flock group producing eggs for human consumption is normally subdivided into two further sub-groups, mixed production systems and free range flocks:
  - There is one farm with a mixed production system and 21 farms with free range systems
  - The mixed production systems sample is too small to publish results
- The price of free range eggs increased compared to the previous year at an average of 117.9p/doz. The average prices seen in these results are higher than those seen nationally at 111.6p/dozen, this could be due to more direct selling by the farms in this sample
- The average number of eggs per bird per year increased for free range producers, to 304 eggs per bird per year

- On a per business basis free range egg farms experienced a decrease in profit, with the average FBI decreasing to £55,999 in 2022/23. On a per bird basis the profit also decreased to £2.70 per bird

#### **2.4.5 Poultry meat producers [Table 2.3]**

- This group of farms is classified as poultry meat producers (Defra farm typology code 522):
  - In 2022/23 there were 30 of these farms, compared with 41 in 2021/22; among them were 24 broiler producers whose results are reported separately (Table 2.6)
  - 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 increased to 135,955 birds
- Gross Output increased in 2022/23, with an increase in broiler output. Variable costs increased as well, but to a lesser extent, with the gross margin higher than the previous year. FBI per business increased to an average of £184,512
- FBI as measured on a per bird basis showed an increase compared to the previous year, to an average of £1.36 per bird
- These results should be treated with caution as individual farms can sometimes have a large influence on the results

#### **2.4.6 Non-contract broiler production [Table 2.6]**

- 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 141,373 in 2022/23
- The main cost to the farm business for this system is feed, which increased to an average of £1,595,050 per business despite the decrease in the average number of birds
- On a per bird basis, the cost of feed showed an increase to an average of £1.45 in 2022/23
- Despite a decrease in throughput, a rise in price for poultry meat meant total output increased compared to 2021/22 to an average of £2,450,627
- Productivity was up slightly in 2022/23, increasing from 7.0 crops of birds reared per year in 2021/22, to 7.8 crops
- The average price received for broilers in the year was £2.52 per bird, an increase of 30p on the previous year, while the price of chicks also increased to an average of 40p per bird
- FBI for the business decreased to an average of £185,882 in 2022/23. This was also reflected on a 'per bird basis' with the profit decreasing 1p to 17p per bird, and on a 'per £100 gross output basis' the profit decreased by £1.36 to £7.59 per £100 of gross output

## **2.5 Balance sheet information [Table 2.7 to 2.8]**

- Table 2.7 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 as a whole, the percentage equity in the business increased, to an average of 67% at the end of the financial year
- The laying flock systems saw their percentage of equity increase to an average of 68%, while the poultry meat producers saw percentage equity rise to an average of 64%

## **2.6. Gross margins for all poultry enterprises**

- Tables 2.9 to 2.13 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 all laying flocks [Table 2.9 to 2.11]**

- Average egg price was 116.5p/doz in 2022/23, compared with 93.3p/doz for the previous year, a rise of 25%
- The average number of birds per holding decreased compared to 2021/22, to 15,838 in 2022/23
- On a per bird basis, poultry output was above the previous year at an average of £24.60 per bird, due to the increase in egg price
- Feed costs for all farms with poultry layers increased to £15.93 per bird in 2022/23
- Total variable costs were up overall on a per bird basis but when combined with a higher output, the result was an average gross margin of £8.07, an increase from 2021/22
- The gross margin per doz eggs was 33p for all layers, an increase on the 2021/22 returns [Table 2.11]
- There was an increase in output on the previous year for the free range egg producers, increasing to an average of £24.60 per bird
- The average egg price was 116.7p/doz for free range egg production, with egg production for free range systems averaging 305 eggs per year
- The average gross margin per doz eggs was 34p for free range production
- Due to a larger rise in output than the rise in costs, the gross margin per bird for free range egg production recorded an increase
- The sample size of specialist poultry farms with enriched cage and mixed production systems in this year's report is too small to publish

### **2.6.2 Gross margin for broilers & table chicken production (non-contract) [Table 2.12]**

- The average price received for broilers was £2.53 [+40p] per bird, with the purchase price of chicks averaging 40p, an increase of 5p on the previous year
- With 7.8 crops per year (an increase of 6% from 7.4 crops), an average gross margin of £4.05 per bird place was recorded on an annual basis, an increase on the results for the 2021/22 year

### **2.6.3 Turkey production [Table 2.13]**

- 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 2022/23 was £53.65 [+£3.68] per bird, while the average purchase price was £6.65 per bird [-£0.43]
- Overall, poultry output averaged £43.09 per bird in 2022/23 and feed costs £14.35 per bird, resulting in a slightly decreased gross margin of £26.08 per bird

**Table 2.1 Financial results for all specialist poultry farms**

	<i>Per farm</i>			<i>Per bird (annual basis)</i>		
	2021/22	2022/23	% change	2021/22	2022/23	£ change
Number of farms	82	57		82	57	
Average number of birds/year	91,909	67,278		91,909	67,278	
	<i>Average £ per farm</i>			<i>Average £ per bird</i>		
<b>Gross output</b>						
Eggs	280,113	373,826	33	3.05	5.56	2.51
Hen depreciation	-31,130	-55,655	79	-0.34	-0.83	-0.49
Broilers	737,507	830,107	13	8.02	12.34	4.31
Other poultry output	84,213	18,252	-78	0.92	0.27	-0.64
<b>Total poultry output</b>	<b>1,070,703</b>	<b>1,166,529</b>	<b>9</b>	<b>11.65</b>	<b>17.34</b>	<b>5.69</b>
Crops	100,487	53,311	-47	1.09	0.79	-0.30
Other livestock	17,349	21,075	21	0.19	0.31	0.12
Other output	101,546	79,000	-22	1.10	1.17	0.07
<b>Total gross output</b>	<b>1,290,086</b>	<b>1,319,916</b>	<b>2</b>	<b>14.04</b>	<b>19.62</b>	<b>5.58</b>
<b>Variable costs</b>						
Feed	688,497	804,616	17	7.49	11.96	4.47
Seed, fertiliser, crop costs	30,559	17,612	-42	0.33	0.26	-0.07
Vet. & medicines	14,472	11,798	-18	0.16	0.18	0.02
Other livestock costs	47,955	31,574	-34	0.52	0.47	-0.05
<b>Total variable costs</b>	<b>781,484</b>	<b>865,601</b>	<b>11</b>	<b>8.50</b>	<b>12.87</b>	<b>4.36</b>
<b>Total gross margin</b>	<b>508,602</b>	<b>454,315</b>	<b>-11</b>	<b>5.53</b>	<b>6.75</b>	<b>1.22</b>
<b>Fixed costs</b>						
Labour:						
Regular paid	54,041	36,786	-32	0.59	0.55	-0.04
Regular unpaid	32,612	32,399	-1	0.35	0.48	0.13
Casual labour	7,403	4,881	-34	0.08	0.07	-0.01
Power & machinery costs:						
Contract & hire	16,087	24,679	53	0.18	0.37	0.19
Fuel	13,724	13,020	-5	0.15	0.19	0.04
Electricity	23,685	35,204	49	0.26	0.52	0.27
Heat	31,924	39,974	25	0.35	0.59	0.25
Repairs	22,420	16,637	-26	0.24	0.25	0.00
Depreciation	39,552	38,114	-4	0.43	0.57	0.14
Rent (incl. imputed)	84,200	68,672	-18	0.92	1.02	0.10
Other costs:						
Occupiers repairs	20,018	13,487	-33	0.22	0.20	-0.02
Sundries (incl. bad debts)	38,718	36,267	-6	0.42	0.54	0.12
<b>Total fixed costs</b>	<b>384,383</b>	<b>360,119</b>	<b>-6</b>	<b>4.18</b>	<b>5.35</b>	<b>1.17</b>
<b>Management &amp; investment income</b>	<b>124,219</b>	<b>94,195</b>	<b><math>\frac{\Delta\text{£/farm}}{-30,024}</math></b>	<b>1.35</b>	<b>1.40</b>	<b>0.05</b>
Minus: management salaries	335	351	15	0.00	0.01	0.00
Plus: farmer & spouse labour	23,805	24,749	944	0.26	0.37	0.11
<b>Net farm income</b>	<b>147,689</b>	<b>118,594</b>	<b>-29,095</b>	<b>1.61</b>	<b>1.76</b>	<b>0.16</b>
<b>Farm business income</b>	<b>138,122</b>	<b>105,914</b>	<b>-32,208</b>	<b>1.50</b>	<b>1.57</b>	<b>0.07</b>

**Per £100 of gross output**

	2021/22	2022/23	£ change	<b>Farm Business Income (FBI) per farm</b> (% distribution by number of weighted farms)		
Number of farms	82	57			%	%
Average number (birds/year)	91,909	67,278			2021/22	2022/23
<b>Average £ per £100 of gross output</b>						
<b>Gross output (%)</b>				Over £100,000	36	31
Eggs (%)	21.71	28.32		0 to <£100,000	40	51
Hen depreciation (%)	-2.41	-4.22		Less than 0	24	18
Broilers (%)	57.17	62.89				
Other poultry output (%)	6.53	1.38		<b>Total</b>	<b>100</b>	<b>100</b>
<b>Total poultry output (%)</b>	<b>82.99</b>	<b>88.38</b>				
Crops (%)	7.79	4.04				
Other livestock (%)	1.34	1.60				
Other output (%)	7.87	5.99				
<b>Total gross output (%)</b>	<b>100.00</b>	<b>100.00</b>				
<b>Variable costs</b>						
Feed	53.37	60.96	7.59			
Seed, fertiliser, crop costs	2.37	1.33	-1.03			
Vet. & medicines	1.12	0.89	-0.23			
Other livestock costs	3.72	2.39	-1.33			
<b>Total variable costs</b>	<b>60.58</b>	<b>65.58</b>	<b>5.00</b>			
<b>Total gross margin</b>	<b>39.42</b>	<b>34.42</b>	<b>-5.00</b>			
<b>Fixed costs</b>				<b>Average Poultry Numbers</b>		
Labour:					<b>Average</b>	<b>Average</b>
Regular paid	4.19	2.79	-1.40		<b>2021/22</b>	<b>2022/23</b>
Regular unpaid	2.53	2.45	-0.07			
Casual labour	0.57	0.37	-0.20	Hens in lay	12,248	12,887
Power & machinery costs:				Pullets	7,731	1,697
Contract & hire	1.25	1.87	0.62	Broilers & other poultry	71,930	52,694
Fuel	1.06	0.99	-0.08			
Electricity	1.84	2.67	0.83	<b>Total Average</b>	<b>91,909</b>	<b>67,278</b>
Heat	2.47	3.03	0.55			
Repairs	1.74	1.26	-0.48			
Depreciation	3.07	2.89	-0.18			
Rent (incl. imputed)	6.53	5.20	-1.32			
Other costs:						
Occupiers repairs	1.55	1.02	-0.53			
Sundries (incl. bad debts)	3.00	2.75	-0.25			
<b>Total fixed costs</b>	<b>29.80</b>	<b>27.28</b>	<b>-2.51</b>			
<b>Management &amp; investment income</b>	<b>9.63</b>	<b>7.14</b>	<b>-2.49</b>			
Minus: management salaries	0.03	0.03	0.00	<b>Other efficiency factors</b>		
Plus: farmer & spouse labour	1.85	1.88	0.03		<b>Average</b>	<b>Average</b>
					<b>2021/22</b>	<b>2022/23</b>
<b>Net farm income</b>	<b>11.45</b>	<b>8.98</b>	<b>-2.46</b>	Eggs per bird	291	299
<b>Farm business income</b>	<b>10.71</b>	<b>8.02</b>	<b>-2.68</b>	Eggs (p/doz.)	94.37	116.25



**Table 2.2 Financial results for all laying flocks**

	<i>Per farm</i>			<i>Per bird (annual basis)</i>		
	<b>2021/22</b>	<b>2022/23</b>	<b>% change</b>	<b>2021/22</b>	<b>2022/23</b>	<b>£ change</b>
Number of farms	41	27		41	27	
Average number of birds/year	51,250	23,814		51,250	23,814	
	<i>Average £ per farm</i>			<i>Average £ per bird</i>		
<b>Gross output</b>						
Eggs	718,545	610,410	-15	14.02	25.63	11.61
Hen depreciation	-79,855	-90,878	14	-1.56	-3.82	-2.26
Broilers	0	0	0	0.00	0.00	0.00
Other poultry output	63,872	11,098	-83	1.25	0.47	-0.78
<b>Total poultry output</b>	<b>702,562</b>	<b>530,629</b>	<b>-24</b>	<b>13.71</b>	<b>22.28</b>	<b>8.57</b>
Crops	25,859	41,383	60	0.50	1.74	1.23
Other livestock	22,221	32,435	46	0.43	1.36	0.93
Other output	49,950	48,568	-3	0.97	2.04	1.06
<b>Total gross output</b>	<b>800,593</b>	<b>653,016</b>	<b>-18</b>	<b>15.62</b>	<b>27.42</b>	<b>11.80</b>
<b>Variable costs</b>						
Feed	381,126	347,404	-9	7.44	14.59	7.15
Seed, fertiliser, crop costs	8,342	12,695	52	0.16	0.53	0.37
Vet. & medicines	11,809	6,604	-44	0.23	0.28	0.05
Other livestock costs	31,510	11,842	-62	0.61	0.50	-0.12
<b>Total variable costs</b>	<b>432,787</b>	<b>378,545</b>	<b>-13</b>	<b>8.44</b>	<b>15.90</b>	<b>7.45</b>
<b>Total gross margin</b>	<b>367,805</b>	<b>274,471</b>	<b>-25</b>	<b>7.18</b>	<b>11.53</b>	<b>4.35</b>
<b>Fixed costs</b>						
Labour:						
Regular paid	58,554	27,290	-53	1.14	1.15	0.00
Regular unpaid	38,661	39,288	2	0.75	1.65	0.90
Casual labour	8,432	5,338	-37	0.16	0.22	0.06
Power & machinery costs:						
Contract & hire	9,194	12,688	38	0.18	0.53	0.35
Fuel	7,298	8,196	12	0.14	0.34	0.20
Electricity	15,679	18,667	19	0.31	0.78	0.48
Heat	5,480	3,957	-28	0.11	0.17	0.06
Repairs	13,042	8,019	-39	0.25	0.34	0.08
Depreciation	26,696	26,645	0	0.52	1.12	0.60
Rent (incl. imputed)	56,183	55,421	-1	1.10	2.33	1.23
Other costs:						
Occupiers repairs	17,059	9,334	-45	0.33	0.39	0.06
Sundries (incl. bad debts)	28,066	22,978	-18	0.55	0.96	0.42
<b>Total fixed costs</b>	<b>284,344</b>	<b>237,821</b>	<b>-16</b>	<b>5.55</b>	<b>9.99</b>	<b>4.44</b>
<b>Management &amp; investment income</b>	<b>83,462</b>	<b>36,649</b>	<b><u>Δ£/farm</u> -46,812</b>	<b>1.63</b>	<b>1.54</b>	<b>-0.09</b>
Minus: management salaries	0	0	0	0.00	0.00	0.00
Plus: farmer & spouse labour	31,658	30,911	-748	0.62	1.30	0.68
<b>Net farm income</b>	<b>115,120</b>	<b>67,560</b>	<b>-47,560</b>	<b>2.25</b>	<b>2.84</b>	<b>0.59</b>
<b>Farm business income</b>	<b>117,522</b>	<b>56,171</b>	<b>-61,351</b>	<b>2.29</b>	<b>2.36</b>	<b>0.07</b>

**Per £100 of gross output**

	2021/22	2022/23	£ change
Number of farms	41	27	
Average number (birds/year)	51,250	23,814	

**Average £ per £100 of gross output**

<b>Gross output (%)</b>			
Eggs (%)	89.75	93.48	
Hen depreciation (%)	-9.97	-13.92	
Broilers (%)	0.00	0.00	
Other poultry output (%)	7.98	1.70	
<b>Total poultry output (%)</b>	<b>87.76</b>	<b>81.26</b>	
Crops (%)	3.23	6.34	
Other livestock (%)	2.78	4.97	
Other output (%)	6.24	7.44	
<b>Total gross output (%)</b>	<b>100.00</b>	<b>100.00</b>	
<b>Variable costs</b>			
Feed	47.61	53.20	5.59
Seed, fertiliser, crop costs	1.04	1.94	0.90
Vet. & medicines	1.48	1.01	-0.46
Other livestock costs	3.94	1.81	-2.12
<b>Total variable costs</b>	<b>54.06</b>	<b>57.97</b>	<b>3.91</b>
<b>Total gross margin</b>	<b>45.94</b>	<b>42.03</b>	<b>-3.91</b>
<b>Fixed costs</b>			
Labour:			
Regular paid	7.31	4.18	-3.13
Regular unpaid	4.83	6.02	1.19
Casual labour	1.05	0.82	-0.24
Power & machinery costs:			
Contract & hire	1.15	1.94	0.79
Fuel	0.91	1.26	0.34
Electricity	1.96	2.86	0.90
Heat	0.68	0.61	-0.08
Repairs	1.63	1.23	-0.40
Depreciation	3.33	4.08	0.75
Rent (incl. imputed)	7.02	8.49	1.47
Other costs:			
Occupiers repairs	2.13	1.43	-0.70
Sundries (incl. bad debts)	3.51	3.52	0.01
<b>Total fixed costs</b>	<b>35.52</b>	<b>36.42</b>	<b>0.90</b>
<b>Management &amp; investment income</b>	<b>10.42</b>	<b>5.61</b>	<b>-4.81</b>
Minus: management salaries	0.00	0.00	0.00
Plus: farmer & spouse labour	3.95	4.73	0.78
<b>Net farm income</b>	<b>14.38</b>	<b>10.35</b>	<b>-4.03</b>
<b>Farm business income</b>	<b>14.68</b>	<b>8.60</b>	<b>-6.08</b>

**Average Poultry Numbers**

	Average 2021/22	Average 2022/23
Hens in lay	31,419	21,043
Pullets	19,831	2,771
Broilers & other poultry	0	0
<b>Total Average</b>	<b>51,250</b>	<b>23,814</b>

**Other efficiency factors**

	Average 2021/22	Average 2022/23
Eggs per bird	291	299
Eggs (p/doz.)	94.37	116.25

**Table 2.3 Financial results for all poultry meat producers**

	<i>Per farm</i>			<i>Per bird (annual basis)</i>		
	2021/22	2022/23	% change	2021/22	2022/23	£ change
Number of farms	41	30		41	30	
Average number of birds/year	117,886	135,955		117,886	135,955	
	<i>Average £ per farm</i>			<i>Average £ per bird</i>		
<b>Gross output</b>						
Eggs	0	0	0	0.00	0.00	0.00
Hen depreciation	0	0	0	0.00	0.00	0.00
Broilers	1,208,698	2,141,761	77	10.25	15.75	5.50
Other poultry output	97,210	29,556	-70	0.82	0.22	-0.61
<b>Total poultry output</b>	<b>1,305,908</b>	<b>2,171,317</b>	<b>66</b>	<b>11.08</b>	<b>15.97</b>	<b>4.89</b>
Crops	148,167	72,160	-51	1.26	0.53	-0.73
Other livestock	14,236	3,125	-78	0.12	0.02	-0.10
Other output	134,511	127,086	-6	1.14	0.93	-0.21
<b>Total gross output</b>	<b>1,602,822</b>	<b>2,373,688</b>	<b>48</b>	<b>13.60</b>	<b>17.46</b>	<b>3.86</b>
<b>Variable costs</b>						
Feed	884,875	1,527,059	73	7.51	11.23	3.73
Seed, fertiliser, crop costs	44,753	25,382	-43	0.38	0.19	-0.19
Vet. & medicines	16,174	20,006	24	0.14	0.15	0.01
Other livestock costs	58,462	62,753	7	0.50	0.46	-0.03
<b>Total variable costs</b>	<b>1,004,265</b>	<b>1,635,200</b>	<b>63</b>	<b>8.52</b>	<b>12.03</b>	<b>3.51</b>
<b>Total gross margin</b>	<b>598,557</b>	<b>738,488</b>	<b>23</b>	<b>5.08</b>	<b>5.43</b>	<b>0.35</b>
<b>Fixed costs</b>						
Labour:						
Regular paid	51,158	51,790	1	0.43	0.38	-0.05
Regular unpaid	28,748	21,512	-25	0.24	0.16	-0.09
Casual labour	6,746	4,159	-38	0.06	0.03	-0.03
Power & machinery costs:						
Contract & hire	20,490	43,625	113	0.17	0.32	0.15
Fuel	17,829	20,643	16	0.15	0.15	0.00
Electricity	28,800	61,334	113	0.24	0.45	0.21
Heat	48,819	96,885	98	0.41	0.71	0.30
Repairs	28,411	30,254	6	0.24	0.22	-0.02
Depreciation	47,765	56,238	18	0.41	0.41	0.01
Rent (incl. imputed)	102,100	89,610	-12	0.87	0.66	-0.21
Other costs:						
Occupiers repairs	21,909	20,050	-8	0.19	0.15	-0.04
Sundries (incl. bad debts)	45,524	57,265	26	0.39	0.42	0.04
<b>Total fixed costs</b>	<b>448,298</b>	<b>553,363</b>	<b>23</b>	<b>3.80</b>	<b>4.07</b>	<b>0.27</b>
<b>Management &amp; investment income</b>	<b>150,259</b>	<b>185,124</b>	<b><u>Δ£/farm</u> 34,865</b>	<b>1.27</b>	<b>1.36</b>	<b>0.09</b>
Minus: management salaries	549	905	355	0.00	0.01	0.00
Plus: farmer & spouse labour	18,788	15,014	-3,774	0.16	0.11	-0.05
<b>Net farm income</b>	<b>168,497</b>	<b>199,234</b>	<b>30,736</b>	<b>1.43</b>	<b>1.47</b>	<b>0.04</b>
<b>Farm business income</b>	<b>151,283</b>	<b>184,512</b>	<b>33,230</b>	<b>1.28</b>	<b>1.36</b>	<b>0.07</b>

**Per £100 of gross output**

	<b>2021/22</b>	<b>2022/23</b>	<b>£ change</b>
Number of farms	41	30	
Average number (birds/year)	117,886	135,955	

**Average £ per £100 of gross output**

**Gross output (%)**

Eggs (%)	0.00	0.00
Hen depreciation (%)	0.00	0.00
Broilers (%)	75.41	90.23
Other poultry output (%)	6.06	1.25

**Total poultry output (%) 81.48 91.47**

Crops (%)	9.24	3.04
Other livestock (%)	0.89	0.13
Other output (%)	8.39	5.35

**Total gross output (%) 100.00 100.00**

**Variable costs**

Feed	55.21	64.33	9.13
Seed, fertiliser, crop costs	2.79	1.07	-1.72
Vet. & medicines	1.01	0.84	-0.17
Other livestock costs	3.65	2.64	-1.00

**Total variable costs 62.66 68.89 6.23**

**Total gross margin 37.34 31.11 -6.23**

**Fixed costs**

Labour:			
Regular paid	3.19	2.18	-1.01
Regular unpaid	1.79	0.91	-0.89
Casual labour	0.42	0.18	-0.25
Power & machinery costs:			
Contract & hire	1.28	1.84	0.56
Fuel	1.11	0.87	-0.24
Electricity	1.80	2.58	0.79
Heat	3.05	4.08	1.04
Repairs	1.77	1.27	-0.50
Depreciation	2.98	2.37	-0.61
Rent (incl. imputed)	6.37	3.78	-2.59
Other costs:			
Occupiers repairs	1.37	0.84	-0.52
Sundries (incl. bad debts)	2.84	2.41	-0.43

**Total fixed costs 27.97 23.31 -4.66**

**Management & investment income 9.37 7.80 -1.58**

Minus: management salaries	0.03	0.04	0.00
Plus: farmer & spouse labour	1.17	0.63	-0.54

**Net farm income 10.51 8.39 -2.12**

**Farm business income 9.44 7.77 -1.67**

**Average Poultry Numbers**

	<b>Average 2021/22</b>	<b>Average 2022/23</b>
Hens in lay	0	0
Pullets	0	0
Broilers & other poultry	117,886	135,955
<b>Total Average</b>	<b>117,886</b>	<b>135,955</b>

**Table 2.4 Financial results for laying flocks producing eggs for human consumption**

	<i>Per farm</i>			<i>Per bird (annual basis)</i>		
	<b>2021/22</b>	<b>2022/23</b>	<b>% change</b>	<b>2021/22</b>	<b>2022/23</b>	<b>£ change</b>
Number of farms	35	22		35	22	
Average number of birds/year	36,958	20,912		36,958	20,912	
	<i>Average £ per farm</i>			<i>Average £ per bird</i>		
<b>Gross output (%)</b>						
Eggs	793,223	620,182	-22	21.46	29.66	8.19
Hen depreciation	-108,878	-85,632	-21	-2.95	-4.09	-1.15
Broilers	0	0	0	0.00	0.00	0.00
Other poultry output	28,235	4,839	-83	0.76	0.23	-0.53
<b>Total poultry output</b>	<b>712,580</b>	<b>539,389</b>	<b>-24</b>	<b>19.28</b>	<b>25.79</b>	<b>6.51</b>
Crops	25,398	45,813	80	0.69	2.19	1.50
Other livestock	25,935	33,951	31	0.70	1.62	0.92
Other output	48,695	46,155	-5	1.32	2.21	0.89
<b>Total gross output</b>	<b>812,609</b>	<b>665,308</b>	<b>-18</b>	<b>21.99</b>	<b>31.81</b>	<b>9.83</b>
<b>Variable costs</b>						
Feed	430,726	359,784	-16	11.65	17.20	5.55
Seed, fertiliser, crop costs	8,136	13,548	67	0.22	0.65	0.43
Vet. & medicines	12,554	6,483	-48	0.34	0.31	-0.03
Other livestock costs	34,976	11,789	-66	0.95	0.56	-0.38
<b>Total variable costs</b>	<b>486,392</b>	<b>391,605</b>	<b>-19</b>	<b>13.16</b>	<b>18.73</b>	<b>5.57</b>
<b>Total gross margin</b>	<b>326,217</b>	<b>273,704</b>	<b>-16</b>	<b>8.83</b>	<b>13.09</b>	<b>4.26</b>
<b>Fixed costs</b>						
Labour:						
Regular paid	59,961	27,063	-55	1.62	1.29	-0.33
Regular unpaid	36,637	37,393	2	0.99	1.79	0.80
Casual labour	3,925	6,587	68	0.11	0.32	0.21
Power & machinery costs:						
Contract & hire	7,563	11,541	53	0.20	0.55	0.35
Fuel	5,688	8,596	51	0.15	0.41	0.26
Electricity	16,599	17,825	7	0.45	0.85	0.40
Heat	839	2,397	186	0.02	0.11	0.09
Repairs	11,060	7,614	-31	0.30	0.36	0.06
Depreciation	26,708	26,764	0	0.72	1.28	0.56
Rent (incl. imputed)	49,257	56,874	15	1.33	2.72	1.39
Other costs:						
Occupiers repairs	9,763	7,378	-24	0.26	0.35	0.09
Sundries (incl. bad debts)	31,148	22,292	-28	0.84	1.07	0.22
<b>Total fixed costs</b>	<b>259,147</b>	<b>232,324</b>	<b>-10</b>	<b>7.01</b>	<b>11.11</b>	<b>4.10</b>
<b>Management &amp; investment income</b>	<b>67,070</b>	<b>41,379</b>	<b><u>Δ£/farm</u> -25,690</b>	<b>1.81</b>	<b>1.98</b>	<b>0.16</b>
Minus: management salaries	0	0	0	0.00	0.00	0.00
Plus: farmer & spouse labour	30,360	29,369	-991	0.82	1.40	0.58
<b>Net farm income</b>	<b>97,429</b>	<b>70,749</b>	<b>-26,681</b>	<b>2.64</b>	<b>3.38</b>	<b>0.75</b>
<b>Farm business income</b>	<b>100,069</b>	<b>57,013</b>	<b>-43,056</b>	<b>2.71</b>	<b>2.73</b>	<b>0.02</b>

**Per £100 of gross output**

	2021/22	2022/23	£ change
Number of farms	35	22	
Average number (birds/year)	36,958	20,912	

**Average £ per £100 of gross output**

<b>Gross output (%)</b>			
Eggs (%)	106.15	97.14	
Hen depreciation (%)	-15.30	-8.59	
Broilers (%)	0.00	0.00	
Other poultry output (%)	6.47	9.47	
<b>Total poultry output (%)</b>	<b>97.32</b>	<b>98.02</b>	
Crops (%)	0.55	0.04	
Other livestock (%)	0.47	0.00	
Other output (%)	1.66	1.93	
<b>Total gross output (%)</b>	<b>100.00</b>	<b>100.00</b>	
<b>Variable costs</b>			
Feed	53.01	54.08	1.07
Seed, fertiliser, crop costs	1.00	2.04	1.04
Vet. & medicines	1.54	0.97	-0.57
Other livestock costs	4.30	1.77	-2.53
<b>Total variable costs</b>	<b>59.86</b>	<b>58.86</b>	<b>-1.00</b>
<b>Total gross margin</b>	<b>40.14</b>	<b>41.14</b>	<b>1.00</b>
<b>Fixed costs</b>			
Labour:			
Regular paid	7.38	4.07	-3.31
Regular unpaid	4.51	5.62	1.11
Casual labour	0.48	0.99	0.51
Power & machinery costs:			
Contract & hire	0.93	1.73	0.80
Fuel	0.70	1.29	0.59
Electricity	2.04	2.68	0.64
Heat	0.10	0.36	0.26
Repairs	1.36	1.14	-0.22
Depreciation	3.29	4.02	0.74
Rent (incl. imputed)	6.06	8.55	2.49
Other costs:			
Occupiers repairs	1.20	1.11	-0.09
Sundries (incl. bad debts)	3.83	3.35	-0.48
<b>Total fixed costs</b>	<b>31.89</b>	<b>34.92</b>	<b>3.03</b>
<b>Management &amp; investment income</b>	<b>8.25</b>	<b>6.22</b>	<b>-2.03</b>
Minus: management salaries	0.00	0.00	0.00
Plus: farmer & spouse labour	3.74	4.41	0.68
<b>Net farm income</b>	<b>11.99</b>	<b>10.63</b>	<b>-1.36</b>
<b>Farm business income</b>	<b>12.31</b>	<b>8.57</b>	<b>-3.75</b>

**Pence per dozen eggs**

	2021/22	2022/23
<b>Gross output</b>		
Eggs	93.84	117.57
Other poultry output	-9.54	-15.32
Other output	11.83	23.87
<b>Total gross output</b>	<b>96.13</b>	<b>126.13</b>
<b>Variable costs</b>		
Feed	50.95	68.21
Other variable costs	6.59	6.03
<b>Total variable costs</b>	<b>57.54</b>	<b>74.24</b>
<b>Total gross margin</b>	<b>38.59</b>	<b>51.89</b>
<b>Total fixed costs</b>	<b>30.66</b>	<b>44.04</b>
<b>Management &amp; investment income</b>	<b>7.93</b>	<b>7.84</b>
<b>Net farm income</b>	<b>11.53</b>	<b>13.41</b>
<b>Farm business income</b>	<b>11.84</b>	<b>10.81</b>

**Average Poultry Numbers**

	Average 2021/22	Average 2022/23
Hens in lay	33,074	20,805
Pullets	3,884	107
Broilers & other poultry	0	0
<b>Total Average</b>	<b>36,958</b>	<b>20,912</b>

**Other efficiency factors**

	Average 2021/22	Average 2022/23
Eggs per bird	307	304
Eggs (p/doz.)	93.83	117.59

**Table 2.5 Financial results for laying flocks with free range hens**

	<i>Per farm</i>			<i>Per bird (annual basis)</i>		
	2021/22	2022/23	% change	2021/22	2022/23	£ change
Number of farms	31	21		31	21	
Average number of birds/year	23,072	20,769		23,072	20,769	
	<i>Average £ per farm</i>			<i>Average £ per bird</i>		
<b>Gross output (%)</b>						
Eggs	565,397	616,564	9	24.51	29.69	5.18
Hen depreciation	-75,090	-85,380	14	-3.25	-4.11	-0.86
Broilers	0	0	0	0.00	0.00	0.00
Other poultry output	10,828	4,364	-60	0.47	0.21	-0.26
<b>Total poultry output</b>	<b>501,135</b>	<b>535,548</b>	<b>7</b>	<b>21.72</b>	<b>25.79</b>	<b>4.06</b>
Crops	27,921	45,911	64	1.21	2.21	1.00
Other livestock	28,832	34,026	18	1.25	1.64	0.39
Other output	51,466	46,158	-10	2.23	2.22	-0.01
<b>Total gross output</b>	<b>609,354</b>	<b>661,643</b>	<b>9</b>	<b>26.41</b>	<b>31.86</b>	<b>5.45</b>
<b>Variable costs</b>						
Feed	303,918	358,216	18	13.17	17.25	4.07
Seed, fertiliser, crop costs	9,102	13,577	49	0.39	0.65	0.26
Vet. & medicines	8,370	6,492	-22	0.36	0.31	-0.05
Other livestock costs	14,091	11,413	-19	0.61	0.55	-0.06
<b>Total variable costs</b>	<b>335,481</b>	<b>389,698</b>	<b>16</b>	<b>14.54</b>	<b>18.76</b>	<b>4.22</b>
<b>Total gross margin</b>	<b>273,873</b>	<b>271,945</b>	<b>-1</b>	<b>11.87</b>	<b>13.09</b>	<b>1.22</b>
<b>Fixed costs</b>						
Labour:						
Regular paid	36,184	26,782	-26	1.57	1.29	-0.28
Regular unpaid	33,078	37,301	13	1.43	1.80	0.36
Casual labour	3,985	6,538	64	0.17	0.31	0.14
Power & machinery costs:						
Contract & hire	7,487	11,537	54	0.32	0.56	0.23
Fuel	4,595	8,590	87	0.20	0.41	0.21
Electricity	14,539	17,797	22	0.63	0.86	0.23
Heat	667	2,401	260	0.03	0.12	0.09
Repairs	7,842	7,569	-3	0.34	0.36	0.02
Depreciation	25,733	26,706	4	1.12	1.29	0.17
Rent (incl. imputed)	47,124	56,847	21	2.04	2.74	0.69
Other costs:						
Occupiers repairs	11,203	7,162	-36	0.49	0.34	-0.14
Sundries (incl. bad debts)	25,976	22,210	-14	1.13	1.07	-0.06
<b>Total fixed costs</b>	<b>218,415</b>	<b>231,441</b>	<b>6</b>	<b>9.47</b>	<b>11.14</b>	<b>1.68</b>
<b>Management &amp; investment income</b>	<b>55,458</b>	<b>40,504</b>	<b><u>Δ£/farm</u> -14,954</b>	<b>2.40</b>	<b>1.95</b>	<b>-0.45</b>
Minus: management salaries	0	0	0	0.00	0.00	0.00
Plus: farmer & spouse labour	28,923	29,316	393	1.25	1.41	0.16
<b>Net farm income</b>	<b>84,381</b>	<b>69,819</b>	<b>-14,561</b>	<b>3.66</b>	<b>3.36</b>	<b>-0.30</b>
<b>Farm business income</b>	<b>85,060</b>	<b>55,999</b>	<b>-29,061</b>	<b>3.69</b>	<b>2.70</b>	<b>-0.99</b>

**Per £100 of gross output**

	2021/22	2022/23	£ change
Number of farms	31	21	
Average number (birds/year)	23,072	20,769	

**Average £ per £100 of gross output**

<b>Gross output (%)</b>			
Eggs (%)	92.79	93.19	
Hen depreciation (%)	-12.32	-12.90	
Broilers (%)	0.00	0.00	
Other poultry output (%)	1.78	0.66	
<b>Total poultry output (%)</b>	<b>82.24</b>	<b>80.94</b>	
Crops (%)	4.58	6.94	
Other livestock (%)	4.73	5.14	
Other output (%)	8.45	6.98	
<b>Total gross output (%)</b>	<b>100.00</b>	<b>100.00</b>	
<b>Variable costs</b>			
Feed	49.88	54.14	4.26
Seed, fertiliser, crop costs	1.49	2.05	0.56
Vet. & medicines	1.37	0.98	-0.39
Other livestock costs	2.31	1.72	-0.59
<b>Total variable costs</b>	<b>55.06</b>	<b>58.90</b>	<b>3.84</b>
<b>Total gross margin</b>	<b>44.94</b>	<b>41.10</b>	<b>-3.84</b>
<b>Fixed costs</b>			
Labour:			
Regular paid	5.94	4.05	-1.89
Regular unpaid	5.43	5.64	0.21
Casual labour	0.65	0.99	0.33
Power & machinery costs:			
Contract & hire	1.23	1.74	0.52
Fuel	0.75	1.30	0.54
Electricity	2.39	2.69	0.30
Heat	0.11	0.36	0.25
Repairs	1.29	1.14	-0.14
Depreciation	4.22	4.04	-0.19
Rent (incl. imputed)	7.73	8.59	0.86
Other costs:			
Occupiers repairs	1.84	1.08	-0.76
Sundries (incl. bad debts)	4.26	3.36	-0.91
<b>Total fixed costs</b>	<b>35.84</b>	<b>34.98</b>	<b>-0.86</b>
<b>Management &amp; investment income</b>	<b>9.10</b>	<b>6.12</b>	<b>-2.98</b>
Minus: management salaries	0.00	0.00	0.00
Plus: farmer & spouse labour	4.75	4.43	-0.32
<b>Net farm income</b>	<b>13.85</b>	<b>10.55</b>	<b>-3.30</b>
<b>Farm business income</b>	<b>13.96</b>	<b>8.46</b>	<b>-5.50</b>

**Pence per dozen eggs**

	2021/22	2022/23
<b>Gross output</b>		
Eggs	101.58	117.85
Other poultry output	-11.54	-15.49
Other output	19.44	24.10
<b>Total gross output</b>	<b>109.47</b>	<b>126.46</b>
<b>Variable costs</b>		
Feed	54.60	68.47
Other variable costs	5.67	6.02
<b>Total variable costs</b>	<b>60.27</b>	<b>74.49</b>
<b>Total gross margin</b>	<b>49.20</b>	<b>51.98</b>
<b>Total fixed costs</b>	<b>39.24</b>	<b>44.24</b>
<b>Management &amp; investment income</b>	<b>9.96</b>	<b>7.74</b>
<b>Net farm income</b>	<b>15.16</b>	<b>13.35</b>
<b>Farm business income</b>	<b>15.28</b>	<b>10.70</b>

**Average Poultry Numbers**

	Average 2021/22	Average 2022/23
Hens in lay	22,435	20,662
Pullets	637	107
Broilers & other poultry	0	0
<b>Total Average</b>	<b>23,072</b>	<b>20,769</b>

**Other efficiency factors**

	Average 2021/22	Average 2022/23
Eggs per bird	298	304
Eggs (p/doz.)	101.54	117.87



**Table 2.6 Financial results for non-contract broilers**

	<i>Per farm</i>			<i>Per bird (per crop)</i>		
	2021/22	2022/23	% change	2021/22	2022/23	£ change
Number of farms	27	24		27	24	
Average number of birds/year	169,398	141,373		169,398	141,373	
Throughput of birds/year	1,192,516	1,097,359		1,192,516	1,097,359	
	<i>Average £ per farm</i>			<i>Average £ per bird</i>		
<b>Gross output (%)</b>						
Eggs	0	0	0	0.00	0.00	0.00
Hen depreciation	0	0	0	0.00	0.00	0.00
Broilers	2,021,140	2,244,695	11	1.69	2.05	0.35
Other poultry output	15,100	11,270	-25	0.01	0.01	0.00
<b>Total poultry output</b>	<b>2,036,240</b>	<b>2,255,965</b>	<b>11</b>	<b>1.71</b>	<b>2.06</b>	<b>0.35</b>
Crops	174,088	65,339	-62	0.15	0.06	-0.09
Other livestock	19,388	3,285	-83	0.02	0.00	-0.01
Other output	159,184	126,038	-21	0.13	0.11	-0.02
<b>Total gross output</b>	<b>2,388,900</b>	<b>2,450,627</b>	<b>3</b>	<b>2.00</b>	<b>2.23</b>	<b>0.23</b>
<b>Variable costs</b>						
Feed	1,426,000	1,595,050	12	1.20	1.45	0.26
Seed, fertiliser, crop costs	53,857	23,593	-56	0.05	0.02	-0.02
Vet. & medicines	24,253	20,639	-15	0.02	0.02	0.00
Other livestock costs	81,292	62,963	-23	0.07	0.06	-0.01
<b>Total variable costs</b>	<b>1,585,402</b>	<b>1,702,244</b>	<b>7</b>	<b>1.33</b>	<b>1.55</b>	<b>0.22</b>
<b>Total gross margin</b>	<b>803,498</b>	<b>748,383</b>	<b>-7</b>	<b>0.67</b>	<b>0.68</b>	<b>0.01</b>
<b>Fixed costs</b>						
Labour:						
Regular paid	68,289	51,380	-25	0.06	0.05	-0.01
Regular unpaid	26,867	20,283	-25	0.02	0.02	0.00
Casual labour	3,255	3,982	22	0.00	0.00	0.00
Power & machinery costs:						
Contract & hire	24,185	44,984	86	0.02	0.04	0.02
Fuel	23,585	20,722	-12	0.02	0.02	0.00
Electricity	43,714	63,929	46	0.04	0.06	0.02
Heat	79,725	100,952	27	0.07	0.09	0.03
Repairs	37,118	30,430	-18	0.03	0.03	0.00
Depreciation	63,430	56,701	-11	0.05	0.05	0.00
Rent (incl. imputed)	115,830	88,994	-23	0.10	0.08	-0.02
Other costs:						
Occupiers repairs	20,830	19,500	-6	0.02	0.02	0.00
Sundries (incl. bad debts)	59,934	56,909	-5	0.05	0.05	0.00
<b>Total fixed costs</b>	<b>566,762</b>	<b>558,766</b>	<b>-1</b>	<b>0.48</b>	<b>0.51</b>	<b>0.03</b>
<b>Management &amp; investment income</b>	<b>236,737</b>	<b>189,616</b>	<b><u>Δ£/farm</u> -47,120</b>	<b>0.20</b>	<b>0.17</b>	<b>-0.03</b>
Minus: management salaries	630	895	266	0.00	0.00	0.00
Plus: farmer & spouse labour	17,832	14,730	-3,102	0.01	0.01	0.00
<b>Net farm income</b>	<b>253,939</b>	<b>203,451</b>	<b>-50,488</b>	<b>0.21</b>	<b>0.19</b>	<b>-0.03</b>
<b>Farm business income</b>	<b>213,733</b>	<b>185,882</b>	<b>-27,851</b>	<b>0.18</b>	<b>0.17</b>	<b>-0.01</b>

**Per £100 of gross output**

	2021/22	2022/23	£ change	Other efficiency factors	
Number of farms	27	24			
Average number (birds/year)	169,398	141,373		Average 2021/22	Average 2022/23
<b>Average £ per £100 of gross output</b>					
<b>Gross output (%)</b>				Broiler sale price (£/bird)	2.22 2.52
Eggs (%)	0.00	0.00			
Hen depreciation (%)	0.00	0.00		Broiler purchase price (£/bird)	0.37 0.40
Broilers (%)	84.61	91.60			
Other poultry output (%)	0.63	0.46		Average number of crops/year	7.0 7.8
<b>Total poultry output (%)</b>	<b>85.24</b>	<b>92.06</b>			
Crops (%)	7.29	2.67			
Other livestock (%)	0.81	0.13			
Other output (%)	6.66	5.14			
<b>Total gross output (%)</b>	<b>100.00</b>	<b>100.00</b>			
<b>Variable costs</b>					
Feed	59.69	65.09	5.39		
Seed, fertiliser, crop costs	2.25	0.96	-1.29		
Vet. & medicines	1.02	0.84	-0.17		
Other livestock costs	3.40	2.57	-0.83		
<b>Total variable costs</b>	<b>66.37</b>	<b>69.46</b>	<b>3.10</b>		
<b>Total gross margin</b>	<b>33.63</b>	<b>30.54</b>	<b>-3.10</b>		
<b>Fixed costs</b>					
Labour:					
Regular paid	2.86	2.10	-0.76		
Regular unpaid	1.12	0.83	-0.30		
Casual labour	0.14	0.16	0.03		
Power & machinery costs:					
Contract & hire	1.01	1.84	0.82		
Fuel	0.99	0.85	-0.14		
Electricity	1.83	2.61	0.78		
Heat	3.34	4.12	0.78		
Repairs	1.55	1.24	-0.31		
Depreciation	2.66	2.31	-0.34		
Rent (incl. imputed)	4.85	3.63	-1.22		
Other costs:					
Occupiers repairs	0.87	0.80	-0.08		
Sundries (incl. bad debts)	2.51	2.32	-0.19		
<b>Total fixed costs</b>	<b>23.72</b>	<b>22.80</b>	<b>-0.92</b>		
<b>Management &amp; investment income</b>	<b>9.91</b>	<b>7.74</b>	<b>-2.17</b>		
Minus: management salaries	0.03	0.04	0.01		
Plus: farmer & spouse labour	0.75	0.60	-0.15		
<b>Net farm income</b>	<b>10.63</b>	<b>8.30</b>	<b>-2.33</b>		
<b>Farm business income</b>	<b>8.95</b>	<b>7.59</b>	<b>-1.36</b>		

**Table 2.7 Balance sheet data for 2022/23 - specialist poultry farms**

Group	All specialist poultry farms		All laying flocks		All poultry meat producers	
Number of farms	57		27		30	
Financial year	2022/23		2022/23		2022/23	
	Opening	Closing	Opening	Closing	Opening	Closing
<b>Assets</b>						
Fixed assets						
Land, buildings & BPS	1,571,428	1,606,461	1,568,813	1,614,341	1,575,560	1,594,009
Breeding livestock	15,802	16,818	25,413	27,121	615	539
Machinery	284,308	284,685	207,934	209,071	404,988	404,164
Miscellaneous business assets	32	32	0	0	81	81
<b>Total fixed assets</b>	<b>1,871,570</b>	<b>1,907,996</b>	<b>1,802,160</b>	<b>1,850,533</b>	<b>1,981,244</b>	<b>1,998,794</b>
Current assets						
Crops & trading livestock	95,553	87,809	93,685	96,534	98,505	74,022
Feedstuffs & goods in store	28,355	33,314	12,656	16,073	53,161	60,558
Liquid assets	163,874	223,817	122,944	182,972	228,549	288,356
<b>Total current assets</b>	<b>287,782</b>	<b>344,939</b>	<b>229,285</b>	<b>295,578</b>	<b>380,214</b>	<b>422,935</b>
<b>Total assets</b>	<b>2,159,352</b>	<b>2,252,935</b>	<b>2,031,445</b>	<b>2,146,111</b>	<b>2,361,458</b>	<b>2,421,729</b>
<b>Liabilities</b>						
Bank term loans	444,324	415,033	381,525	357,649	543,553	505,704
Other loans	232,010	218,960	185,593	177,028	305,355	285,218
Bank overdraft	31,064	38,246	44,375	57,885	10,030	7,214
Other short term loans	73,326	80,065	77,298	86,419	67,051	70,025
<b>Total external liabilities</b>	<b>780,725</b>	<b>752,303</b>	<b>688,791</b>	<b>678,981</b>	<b>925,989</b>	<b>868,161</b>
<b>Net worth</b>	<b>1,378,627</b>	<b>1,500,632</b>	<b>1,342,654</b>	<b>1,467,130</b>	<b>1,435,469</b>	<b>1,553,568</b>
<b>Percentage equity (%)</b>	<b>63.8%</b>	<b>66.6%</b>	<b>66.1%</b>	<b>68.4%</b>	<b>60.8%</b>	<b>64.2%</b>

**Table 2.8 Distribution of tenant's type capital (%)**

	Specialist poultry	Laying flocks, cage, barn & deep litter	All Poultry meat producers	Broilers, non contract
Crops & livestock	17.5	24.4	10.8	10.4
Stores	5.0	2.9	7.0	7.0
Machinery	46.1	41.9	50.1	49.9
Other	31.4	30.8	32.0	32.6
<b>Total</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>
<b>Tenant's type capital (£)</b>	<b>617,224</b>	<b>497,242</b>	<b>806,809</b>	<b>817,611</b>

**Table 2.7 continued**

<b>Group</b>	<b>Broilers, non contract</b>	
Number of farms	24	
Financial year	<b>2022/23</b>	
	Opening	Closing
<b>Assets</b>		
Fixed assets		
Land, buildings & BPS	1,518,465	1,529,348
Breeding livestock	646	566
Machinery	410,020	406,497
Miscellaneous business assets	86	86
<b>Total fixed assets</b>	<b>1,929,216</b>	<b>1,936,496</b>
Current assets		
Crops & trading livestock	97,222	72,026
Feedstuffs & goods in store	53,926	61,165
Liquid assets	233,780	299,204
<b>Total current assets</b>	<b>384,928</b>	<b>432,395</b>
<b>Total assets</b>	<b>2,314,144</b>	<b>2,368,891</b>
<b>Liabilities</b>		
Bank term loans	562,348	521,582
Other loans	318,879	294,773
Bank overdraft	9,389	6,927
Other short term loans	67,386	70,577
<b>Total external liabilities</b>	<b>958,001</b>	<b>893,859</b>
<b>Net worth</b>	<b>1,356,143</b>	<b>1,475,032</b>
<b>Percentage equity (%)</b>	<b>58.6%</b>	<b>62.3%</b>

**Table 2.9 Gross margin for all laying flocks**

	<i>Per bird (annual basis)</i>			<i>Per £100 of gross output</i>		
	2021/22	2022/23	£ change	2021/22	2022/23	£ change
Number of farms	43	28				
Average number of birds/year	28,834	15,838				
	<i>Average £ per bird (annual basis)</i>			<i>Average £ per £100 gross output</i>		
<b>Gross output</b>						
Eggs	23.58	28.27	4.69			
Hen depreciation	-3.24	-3.86	-0.62			
Other poultry output	0.21	0.19	-0.02			
<b>Total output</b>	<b>20.55</b>	<b>24.60</b>	<b>4.05</b>	<b>100.00</b>	<b>100.00</b>	
<b>Variable costs</b>						
Feed	12.28	15.93	3.65	59.74	64.75	5.00
Vet. & medicines	0.32	0.21	-0.11	1.57	0.84	-0.73
Other livestock costs	0.82	0.38	-0.44	3.97	1.55	-2.43
Other variable costs	0.01	0.02	0.01	0.03	0.07	0.03
<b>Total variable costs</b>	<b>13.43</b>	<b>16.53</b>	<b>3.11</b>	<b>65.32</b>	<b>67.20</b>	<b>1.88</b>
<b>Total gross margin</b>	<b>7.13</b>	<b>8.07</b>	<b>0.94</b>	<b>34.68</b>	<b>32.80</b>	<b>-1.88</b>

**Table 2.10 Gross margin for laying flocks with free range hens**

	<i>Per bird (annual basis)</i>			<i>Per £100 of gross output</i>		
	2021/22	2022/23	£ change	2021/22	2022/23	£ change
Number of farms	37	26				
Average number of birds/year	22,704	15,959				
	<i>Average £ per bird (annual basis)</i>			<i>Average £ per £100 gross output</i>		
<b>Gross output</b>						
Eggs	24.22	28.27	4.06			
Hen depreciation	-3.27	-3.85	-0.58			
Other poultry output	0.32	0.18	-0.15			
<b>Total output</b>	<b>21.27</b>	<b>24.60</b>	<b>3.33</b>	<b>100.00</b>	<b>100.00</b>	
<b>Variable costs</b>						
Feed	12.62	15.85	3.23	59.31	64.42	5.11
Vet. & medicines	0.31	0.21	-0.09	1.45	0.87	-0.58
Other livestock costs	0.41	0.37	-0.04	1.95	1.51	-0.45
Other variable costs	0.01	0.01	0.00	0.05	0.06	0.01
<b>Total variable costs</b>	<b>13.35</b>	<b>16.45</b>	<b>3.10</b>	<b>62.75</b>	<b>66.85</b>	<b>4.10</b>
<b>Total gross margin</b>	<b>7.92</b>	<b>8.16</b>	<b>0.23</b>	<b>37.25</b>	<b>33.15</b>	<b>-4.10</b>

**Table 2.11 Gross margin per dozen eggs for all laying flocks (annual basis)**

	<b>Layers</b>		<b>Free range layers</b>	
	<b>2021/22</b>	<b>2022/23</b>	<b>2021/22</b>	<b>2022/23</b>
Number of farms	43	28	37	26
No of dozen eggs	728,465	384,412	562,375	386,766
Average egg yield/bird	308	305	304	305
Average egg price p/doz	93.33	116.50	97.74	116.68
<b><i>Average pence per dozen (annual basis)</i></b>				
<b>Gross output</b>				
Eggs	93.34	116.48	97.77	116.66
Hen depreciation	-12.83	-15.90	-13.19	-15.87
Other poultry output	0.85	0.79	1.30	0.73
<b>Total output</b>	<b>81.36</b>	<b>101.37</b>	<b>85.89</b>	<b>101.52</b>
<b>Variable costs</b>				
Feed	48.61	65.63	50.94	65.40
Vet. & medicines	1.28	0.86	1.24	0.88
Other livestock costs	3.23	1.57	1.67	1.53
Other variable costs	0.03	0.07	0.04	0.06
<b>Total variable costs</b>	<b>53.14</b>	<b>68.12</b>	<b>53.89</b>	<b>67.87</b>
<b>Total gross margin</b>	<b>28.21</b>	<b>33.24</b>	<b>31.99</b>	<b>33.65</b>

**Table 2.12 Gross margin for non-contract broilers and table chicken**

	<i>Per bird</i>			<i>Per £100 of gross output</i>		
	2021/22	2022/23	£ change	2021/22	2022/23	£ change
Number of farms	30	30				
Average number of birds/year	100,365	113,240				
Throughput of birds/year	743,193	887,543				
Average number of crops/year	7.4	7.8				
Average sale price (broilers) - £/bird	2.12	2.53				
Average purchase price (broilers) - £/bird	0.35	0.40				
	<i>Average £ per bird (per flock)</i>			<i>Average £ per £100 gross output</i>		
<b>Gross output</b>						
Broilers	1.70	2.07	0.37			
<b>Total output</b>	<b>1.70</b>	<b>2.07</b>	<b>0.37</b>	<b>100.00</b>	<b>100.00</b>	
<b>Variable costs</b>						
Feed	1.21	1.47	0.26	71.16	71.13	-0.03
Vet. & medicines	0.02	0.02	0.00	1.07	0.92	-0.15
Other livestock costs	0.08	0.06	-0.02	4.81	2.94	-1.87
Other variable costs	0.00	0.00	0.00	0.10	0.02	-0.08
<b>Total variable costs</b>	<b>1.31</b>	<b>1.55</b>	<b>0.24</b>	<b>77.14</b>	<b>75.01</b>	<b>-2.13</b>
<b>Total gross margin</b>	<b>0.39</b>	<b>0.52</b>	<b>0.13</b>	<b>22.86</b>	<b>24.99</b>	<b>2.13</b>

**Table 2.13 Gross margin for turkey production**

	<i>Per bird</i>			<i>Per £100 of gross output</i>		
	2021/22	2022/23	£ change	2021/22	2022/23	£ change
Number of farms	18	13				
Average number of birds/year	250	335				
Throughput of birds/year	539	734				
Average sale price (turkeys) - £/bird	49.97	53.65				
Average purchase price (turkeys) - £/bird	7.08	6.65				
	<i>Average £ per bird</i>			<i>Average £ per £100 gross output</i>		
<b>Gross output</b>						
Other poultry output	40.68	43.09	2.41			
<b>Total output</b>	<b>40.68</b>	<b>43.09</b>	<b>2.41</b>	<b>100.00</b>	<b>100.00</b>	
<b>Variable costs</b>						
Feed	11.12	14.35	3.23	27.34	33.30	5.96
Vet. & medicines	0.14	0.15	0.01	0.33	0.35	0.02
Other livestock costs	1.81	2.35	0.54	4.46	5.46	1.00
Other variable costs	0.04	0.16	0.13	0.09	0.38	0.30
<b>Total variable costs</b>	<b>13.11</b>	<b>17.02</b>	<b>3.91</b>	<b>32.22</b>	<b>39.49</b>	<b>7.27</b>
<b>Total gross margin</b>	<b>27.58</b>	<b>26.08</b>	<b>-1.50</b>	<b>67.78</b>	<b>60.51</b>	<b>-7.27</b>

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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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