

*Farm business analysis (pd)*

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Farm Business Statistics  
for  
South East England

Supplement for 1975

FARM BUSINESS UNIT  
SCHOOL OF RURAL ECONOMICS  
AND RELATED STUDIES

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FOREWORD

This booklet presents average financial data for 1973-74 and the three year period 1971-74, and average physical data for 1973-74. Premium figures, calculated from the most profitable 50% of farms in each group, are also given for 1971-74. All the information is derived from the Farm Management Survey.

Since there are twenty-two farm type and size groups it is inevitable that some groups contain relatively few farms. Where there are less than about six per group, comparisons must be made only with considerable caution especially as there may be a large variation between farms within these groups. Small sample sizes for some groups represent the penalty of having a large number of narrowly defined groups selected from a total of about 200 farms. However this is preferred to the alternative of having fewer, more broadly defined groups with larger samples in each, but covering wider differences in enterprise combinations and farm size. Individual enterprise yields and outputs are presented as whole-survey averages on page 48.

We would like to thank the many farmers in Kent, Surrey and Sussex who have co-operated in the Survey and thus made possible this report.

J.P.G. WEBSTER  
February 1975

The following staff members were involved in the collection and preparation of the information:

H. Curtis  
P. Rogers

J. Wilde  
J. Chamberlin  
B. Place

Mrs S. Logan

SEN 901 859 43 5

### Method of Farm Classification

The classification of farms is based on the relative contribution to the Total Standard Output of four main types of enterprise: Milk (i.e. Dairy Cows), Sheep plus Cattle, Pigs plus Poultry, and Arable (crops other than forage). The Standard Output figures for each enterprise are given on page 52.

1. If over 60% of total Standard Output comes from a single one of the above four categories, the farm is classified in group 1, 2, 3, 4, 5, 6, 13, 15, 19, 20 or 21.
2. If over 75% of total Standard Output comes from any two categories combined, and neither is less than 30%, most farms will be in groups 7, 8, 9, 10, 11, 16 or 22.
3. If over 80% of total Standard Output comes from three categories combined, with none less than 20%, most farms will be in groups 12, 17 or 18.
4. If the Total Standard Output exceeds £45,000 and not less than 50% of it is derived from crops other than fruit and vegetables, farms are included in a separate group (14, large-scale: mainly arable).
5. The breakdown of Standard Output for each of these farm groups is given on the next page, together with the average farm size in acres, and the average Standard Output per acre - which is an indication of the intensity of the system.

A small proportion of farms will not fit into any of these groups; such farms should be compared with standard from the group whose Standard Output is nearest. The standards can be "blended" if a farm is borderline between two groups, taking farm size into consideration also. The Standards are merely a guide.

Premium Farm figures are the averages for the 50% of farms showing the highest Management and Investment Income per acre and/or Return on Capital over the three-year period. Where, near the median, the two measures showed a different order of profitability, the Return on Capital order was normally taken. Occasionally, where differences between farms near the median were small, more than half the farms were used in order to derive the Premium figures - especially in the case of groups with only a small sample of farms.

Production Pattern for each Farm Type 1971/74

Farm Type	Av. ac.	S.O. p.acre	% Standard Output from:				Page
			Milk	S/C	P/P	Crops	
1. Predom.Milk - under 125 acres.	76	133	84	12	2	2	4
2. Predom.Milk - 125 - 200 acs.	158	110	78	16	-	6	6
3. Predom.Milk - over 200 acs.	330	95	70	16	-	14	8
4. Predom.Arable - under 250 acs.	148	54	1	20	1	78	10
5. Predom. Arable - 250 - 450 acs.	340	61	-	16	-	84	12
6. Predom.Arable - over 450 acs.	662	55	8	14	-	78	14
7. Milk & Arable - under 250 acs.	183	98	50	10	2	38	16
8. Milk & Arable - 250 - 450 acs.	366	71	48	19	-	33	18
9. Milk & Arable - over 450 acs.	740	66	42	14	-	44	20
10. Sh./Cattle & Ar. - under 250 acs.	148	46	-	47	-	53	22
11. Sh./Cattle & Ar. - over 250 acs.	484	54	-	45	-	55	24
12. Milk Sheep/Cattle and Arable	412	91	47	25	-	28	26
13. Predominantly Sheep/Cattle	221	52	-	72	3	25	28
14. Large-Scale: mainly Arable.	1240	69	14	13	3	70	30
15. Predominantly Pigs/Poultry.	153	193	2	4	68	26	32
16. Arable and Pigs/Poultry	170	134	-	10	48	42	34
17. Sh./Cattle,Pigs/Poultry & Ar.	235	81	-	37	36	37	36
18. Milk,Pigs/Poultry & Arable	281	135	35	7	37	21	38
19. Intensive Arable - Fruit	188	105	-	4	-	96(74 <sup>1</sup> )	40
20. Intensive Arable - Hops/Fruit	264	107	-	11	3	86(61 <sup>1</sup> )	42
21. Intensive Arable - Field Veg.	241	110	-	-	11	89(48 <sup>2</sup> )	44
22. Intensive Arable - Hops/Fruit & Milk	208	158	47	13	-	40(35 <sup>1</sup> )	46

1 - % Fruit and/or Hops

2 - % Potatoes & Vegetable  
Crops

FINANCIAL RESULTS & per acre

	Average 1973-74	Average 1971-74	Premium Farms 1971-74
No. of Farm Records	9	29	15
Average Acreage	82	76	83
<u>GROSS OUTPUT</u>			
Cattle	30.7	28.2	32.7
Sheep & Wool	-	-	-
Pigs	-	-	-
Poultry & Eggs	0.4	2.7	2.5
Milk	<u>133.5</u>	<u>124.3</u>	<u>123.1</u>
<u>Total Livestock</u>	<u>164.6</u>	<u>155.2</u>	<u>158.3</u>
Cereals (inc.Straw)	-	0.4	0.7
Fruit & Hops	-	-	-
Other Crops	<u>5.0</u>	<u>1.8</u>	<u>2.8</u>
<u>Total Crops</u>	<u>5.0</u>	<u>2.2</u>	<u>3.5</u>
Forage & Tillage Vln.Chgs. (-)	0.8	1.0	0.9
Other Receipts	<u>2.0</u>	<u>2.0</u>	<u>1.5</u>
<u>GROSS OUTPUT</u>	<u>170.8</u>	<u>160.4</u>	<u>164.2</u>
<u>NET OUTPUT</u>	<u>109.3</u>	<u>110.2</u>	<u>114.8</u>
<u>GROSS MARGIN</u>	<u>84.3</u>	<u>90.1</u>	<u>94.5</u>

Farm Type: Predominantly Milk under 125 acres.

	Average 1973-74	Average 1971-74	Premium Farms 1971-74
<u>INPUTS</u>			
Bought Feed	60.6	49.5	48.7
Bought Seed	1.0	0.7	0.7
Fertilisers	5.5	5.8	5.7
Casual Labour	4.6	3.2	3.8
Contract Work	4.3	3.5	3.5
Misc.Variable costs	<u>10.6</u>	<u>7.6</u>	<u>7.3</u>
<u>Total Variable Costs</u>	<u>86.6</u>	<u>70.3</u>	<u>69.7</u>
Regular labour - paid	9.6	8.5	8.3
" " - unpaid	16.2	15.9	15.0
Machinery Depreciation	8.4	6.1	5.2
Fuel & Oil	5.1	4.4	4.5
Mach.Repairs,Veh.Tax & Insce.	8.1	7.2	7.0
Rent & Rates	12.7	10.7	10.6
General Overhead Costs	<u>8.8</u>	<u>10.9</u>	<u>11.3</u>
<u>Total Fixed Costs</u>	<u>68.9</u>	<u>63.7</u>	<u>61.9</u>
<u>TOTAL INPUTS</u>	<u>155.5</u>	<u>134.0</u>	<u>131.6</u>
Value of Home-Grown Cereals used on Farm	-	N.A.	N.A.

	Average 1973-74	Average 1971-74	Premium 1971-74
<u>PROFITABILITY</u> £ per acre			
MANAGEMENT & INVESTMENT INCOME.	15.4	26.4	32.6
NET FARM INCOME	30.2	41.1	46.7
RETURN ON TENANT'S CAPITAL	11%	21%	27%

TENANT'S CAPITAL £ per acre

Livestock	104.6	88.0	89.3
Crops & Cultivations	7.4	7.7	7.4
Stores, etc.,	10.2	7.1	6.2
Machinery & Equipment	40.8	34.9	28.0
<b>TOTAL</b>	<u>163.0</u>	<u>117.7</u>	<u>130.9</u>

Descriptive Statistics

1973-74

% of Land in:			
Cereals		-	
Hops & Fruit		-	
Other Crops		2	
Forage		98	
Bare Fallow		-	
<u>Grazing Livestock Units</u>	Number per 100 acres		As %
Dairy Cows	68		76
Other Cattle	20		24
Sheep	-		-
<b>Total</b>	<u>88</u>		<u>100</u>

Farm Type: Predominantly Milk under 125 acres.

EFFICIENCY STANDARDS

	Average 1973-74	Premium 1971-74
Adjusted Gross Output per acre (£)	170	166
Standard Output per acre (£)	155	133
Output from Forage per Farm Forage Acre (£)	158	159
Grazing Livestock Output (less concentrate) per adjusted forage acre (£)	78	95
Forage Acres per Grazing Livestock Unit	-	-
Adjusted Forage Acres per Grazing Livestock Unit	1.7	1.6
Gross Margin per £100 Labour (£)	287	N.A.
Labour Cost per 100 Standard Man- Days (£)	414	364
Machinery Costs per 1000 Tractor Hours (£):		
Licences, Insce, Repairs	709	455
Fuel and Electricity	487	484
Contract	394	381
Depreciation	676	426
<b>Total</b>	<u>2266</u>	<u>1746</u>
Gross Margin per £100 Machinery Costs (£)	380	N.A.
Gross Margin per £100 Labour & Machinery Costs (£)	153	N.A.

FINANCIAL RESULTS £ per acre

	Average 1973-74	Average 1971-74	Premium Farms 1971-74
No. of Farm Records	11	31	16
Average Acreage	157	158	159
<u>GROSS OUTPUT</u>			
Cattle	30.4	26.9	29.4
Sheep & Wool	-	0.3	0.5
Pigs	-	-	-
Poultry & Eggs	0.4	0.6	1.1
Milk	<u>114.4</u>	<u>97.5</u>	<u>104.0</u>
<u>Total Livestock</u>	<u>145.2</u>	<u>125.3</u>	<u>135.0</u>
Cereals (inc.Straw)	2.7	2.5	2.4
Fruit & Hops	-	-	-
Other Crops	<u>0.5</u>	<u>1.0</u>	<u>0.5</u>
<u>Total Crops</u>	<u>3.2</u>	<u>3.5</u>	<u>2.9</u>
Forage & Tillage Vln.Chgs.	0.3	0.1	0.5
Other Receipts	<u>2.0</u>	<u>1.6</u>	<u>1.3</u>
<u>GROSS OUTPUT</u>	<u>150.7</u>	<u>130.5</u>	<u>139.7</u>
<u>NET OUTPUT</u>	<u>106.3</u>	<u>97.1</u>	<u>109.2</u>
<u>GROSS MARGIN</u>	<u>84.9</u>	<u>79.5</u>	<u>93.3</u>

Farm Type :Predominantly Milk 125-200 acres.

	Average 1973-74	Average 1971-74	Premium Farms 1971-74
<u>INPUTS</u>			
Bought Feed	43.1	32.3	29.3
Bought Seed	1.2	1.1	1.2
Fertilisers	8.9	7.8	8.2
Casual Labour	1.2	1.3	0.7
Contract Work	3.9	3.1	1.9
Misc.Variable costs	<u>7.4</u>	<u>5.4</u>	<u>5.1</u>
<u>Total Variable Costs</u>	<u>65.7</u>	<u>51.0</u>	<u>46.4</u>
Regular labour - paid	16.3	14.2	14.3
" " - unpaid	8.4	7.2	7.7
Machinery Depreciation	7.0	5.3	5.3
Fuel & Oil	4.5	3.8	3.4
Mach.Repairs,Veh.Tax & Insce.	6.2	5.2	4.6
Rent & Rates	10.2	9.0	8.5
General Overhead Costs	<u>6.4</u>	<u>7.4</u>	<u>6.9</u>
<u>Total Fixed Costs</u>	<u>59.0</u>	<u>52.1</u>	<u>50.7</u>
<u>TOTAL INPUTS</u>	<u>124.7</u>	<u>103.1</u>	<u>97.1</u>
Value of Home-Grown Cereals used on Farm	<u>4.0</u>	<u>N.A.</u>	<u>N.A.</u>

	Average 1973-74	Average 1971-74	Premium 1971-74
<u>PROFITABILITY £ per acre</u>			
MANAGEMENT & INVESTMENT INCOME.	25.9	27.4	42.6
NET FARM INCOME	32.2	33.2	48.3
RETURN ON TENANT'S CAPITAL	13%	22%	38%

TENANT'S CAPITAL £ per acre

Livestock	100.5	75.0	69.6
Crops & Cultivations	7.8	9.8	12.2
Stores, etc.,	4.9	4.1	3.6
Machinery & Equipment	<u>29.8</u>	<u>26.9</u>	<u>27.9</u>
<u>TOTAL</u>	<u>143.0</u>	<u>115.8</u>	<u>113.3</u>

Descriptive Statistics

1973-74

% of Land in: Cereals		9	
Hops & Fruit		-	
Other Crops		-	
Forage		91	
Bare Fallow		-	
<u>Grazing Livestock Units</u>	Number per 100 acres		As %
Dairy Cows	54		68
Other Cattle	28		32
Sheep	-		-
<u>Total</u>	<u>82</u>		<u>100</u>

Farm Type: Predominantly Milk 125-200 acres.

EFFICIENCY STANDARDS

	Average 1973-74	Premium 1971-74
Adjusted Gross Output per acre (£)	152	141
Standard Output per acre (£)	132	109
Output from Forage per Farm Forage Acre (£)	161	142
Grazing Livestock Output (less concentrate) per adjusted forage acre (£)	103	116
Forage Acres per Grazing Livestock Unit	-	-
Adjusted Forage Acres per Grazing Livestock Unit	1.4	1.5
Gross Margin per £100 Labour (£)	348	N.A.
Labour Cost per 100 Standard Man- Days (£)	374	343
Machinery Costs per 1000 Tractor Hours (£):		
Licences, Insce, Repairs	554	308
Fuel and Electricity	399	327
Contract	344	218
Depreciation	<u>609</u>	<u>439</u>
<u>Total</u>	<u>1906</u>	<u>1292</u>
Gross Margin per £100 Machinery Costs (£)	450	N.A.
Gross Margin per £100 Labour & Machinery Costs (£)	186	N.A.

Enterprise Yield and Output figures are shown as whole-survey averages on page...48...



FINANCIAL RESULTS £ per acre

	Average 1973-74	Average 1971-74	Premium Farms 1971-74
No. of Farm Records	15	45	20
Average Acreage	334	330	347
<u>GROSS OUTPUT</u>			
Cattle	24.8	25.7	31.2
Sheep & Wool	1.5	1.0	0.7
Pigs	-	-	-
Poultry & Eggs	-	-	-
Milk	91.5	81.3	88.5
<u>Total Livestock</u>	<u>117.8</u>	<u>108.0</u>	<u>120.4</u>
Cereals (inc.Straw)	13.0	8.6	8.7
Fruit & Hops	-	-	-
Other Crops	0.7	0.4	0.3
<u>Total Crops</u>	<u>13.7</u>	<u>9.0</u>	<u>9.0</u>
Forage & Tillage Vln.Chgs.	0.6	0.1	0.4
Other Receipts	2.4	1.6	1.5
<u>GROSS OUTPUT</u>	<u>134.5</u>	<u>118.7</u>	<u>131.3</u>
<u>NET OUTPUT</u>	<u>103.9</u>	<u>94.0</u>	<u>103.7</u>
<u>GROSS MARGIN</u>	<u>83.5</u>	<u>77.8</u>	<u>86.7</u>

Farm Type:Predominantly Milk over 200 acres.

	Average 1973-74	Average 1971-74	Premium Farms 1971-74
<u>INPUTS</u>			
Bought Feed	28.6	22.9	26.1
Bought Seed	2.0	1.8	1.5
Fertilisers	8.5	7.3	7.4
Casual Labour	1.7	1.7	2.2
Contract Work	2.5	1.9	2.5
Misc.Variable costs	7.8	5.2	4.9
<u>Total Variable Costs</u>	<u>51.1</u>	<u>40.8</u>	<u>44.6</u>
Regular labour - paid	21.8	18.2	16.0
" " - unpaid	2.3	2.4	2.9
Machinery Depreciation	5.4	4.7	4.5
Fuel & Oil	3.4	3.0	2.9
Mach.Repairs,Veh.Tax & Insce.	6.0	4.7	4.1
Rent & Rates	9.3	8.3	8.0
General Overhead Costs	7.9	7.6	7.4
<u>Total Fixed Costs</u>	<u>56.1</u>	<u>48.9</u>	<u>45.8</u>
<u>TOTAL INPUTS</u>	<u>107.2</u>	<u>89.7</u>	<u>90.4</u>
Value of Home-Grown Cereals used on Farm	9.3	N.A.	N.A.

	Average 1973-74	Average 1971-74	Premium 1971-74
<u>PROFITABILITY £ per acre</u>			
MANAGEMENT & INVESTMENT INCOME.	27.3	29.0	40.9
NET FARM INCOME	29.1	30.7	42.6
RETURN ON TENANT'S CAPITAL	22%	27%	38%

TENANT'S CAPITAL £ per acre

Livestock	77.2	63.7	66.5
Crops & Cultivations	14.6	12.7	9.4
Stores, etc.,	8.3	5.7	6.0
Machinery & Equipment	29.9	26.0	24.9
<b>TOTAL</b>	<u>130.0</u>	<u>108.1</u>	<u>106.8</u>

Descriptive Statistics

1973-74

% of Land in:			
Cereals		28	
Hops & Fruit		-	
Other Crops		1	
Forage		70	
Bare Fallow		1	
<u>Grazing Livestock Units</u>	Number per 100 acres		As %
Dairy Cows	41		66
Other Cattle	19		30
Sheep	2		4
<b>Total</b>	<u>62</u>		<u>100</u>

Farm Type: Predominantly Milk over 200 acres.

EFFICIENCY STANDARDS

	Average 1973-74	Premium 1971-74
Adjusted Gross Output per acre (£)	142	135
Standard Output per acre (£)	115	96
Output from Forage per Farm Forage Acre (£)	166	146
Grazing Livestock Output (less concentrate) per adjusted forage acre (£)	106	109
Forage Acres per Grazing Livestock Unit	-	-
Adjusted Forage Acres per Grazing Livestock Unit	1.3	1.4
Gross Margin per £100 Labour (£)	350	N.A.
Labour Cost per 100 Standard Man- Days (£)	460	369
Machinery Costs per 1000 Tractor Hours (£):		
Licences, Inscs, Repairs	535	355
Fuel and Electricity	308	299
Contract	212	257
Depreciation	495	412
<b>Total</b>	<u>1550</u>	<u>1323</u>
Gross Margin per £100 Machinery Costs (£)	499	N.A.
Gross Margin per £100 Labour & Machinery Costs (£)	199	N.A.

FINANCIAL RESULTS £ per acre

	Average 1973-74	Average 1971-74	Premium Farms 1971-74
No. of Farm Records	9	30	13
Average Acreage	149	148	156
<u>GROSS OUTPUT</u>			
Cattle	6.9	7.2	7.7
Sheep & Wool	9.6	7.0	9.1
Pigs	1.7	1.2	1.6
Poultry & Eggs	-	6.2	2.2
Milk	3.2	1.0	-
<u>Total Livestock</u>	<u>21.4</u>	<u>22.6</u>	<u>20.6</u>
Cereals (inc.Straw)	46.3	30.4	33.0
Fruit & Hops	1.7	1.5	2.3
Other Crops	16.4	13.4	12.4
<u>Total Crops</u>	<u>64.4</u>	<u>45.3</u>	<u>47.7</u>
Forage & Tillage Vln.Chgs.	0.2	0.4	0.7
Other Receipts	2.6	2.4	2.6
<u>GROSS OUTPUT</u>	<u>88.6</u>	<u>70.7</u>	<u>71.6</u>
<u>NET OUTPUT</u>	<u>81.9</u>	<u>62.0</u>	<u>65.5</u>
<u>GROSS MARGIN</u>	<u>66.2</u>	<u>48.8</u>	<u>52.6</u>

Farm Type: Predominantly Arable under 250 acres.

	Average 1973-74	Average 1971-74	Premium Farms 1971-74
<u>INPUTS</u>			
Bought Feed	3.9	5.6	3.2
Bought Seed	2.7	3.1	3.0
Fertilisers	6.4	5.2	5.6
Casual Labour	2.4	2.0	1.6
Contract Work	3.1	2.8	2.5
Misc.Variable costs	3.9	3.3	3.2
<u>Total Variable Costs</u>	<u>22.4</u>	<u>22.0</u>	<u>19.1</u>
Regular labour - paid	7.8	6.0	4.7
" " - unpaid	11.4	9.3	9.2
Machinery Depreciation	4.2	3.6	2.7
Fuel & Oil	2.2	2.3	1.9
Mach.Repairs,Vch.Tax & Insee.	3.4	3.6	2.9
Rent & Rates	9.5	8.1	7.1
General Overhead Costs	5.4	4.5	4.1
<u>Total Fixed Costs</u>	<u>43.9</u>	<u>37.4</u>	<u>32.6</u>
<u>TOTAL INPUTS</u>	<u>66.3</u>	<u>59.4</u>	<u>51.7</u>
Value of Home-Grown Cereals used on Farm	1.9	N.A.	N.A.

	Average 1973-74	Average 1971-74	Premium 1971-74
<u>PROFITABILITY £ per acre</u>			
MANAGEMENT & INVESTMENT INCOME.	22.4	11.3	20.0
NET FARM INCOME	31.2	17.8	27.3
RETURN ON TENANT'S CAPITAL	31%	18%	31%

TENANT'S CAPITAL £ per acre

Livestock	19.1	14.1	16.2
Crops & Cultivations	27.5	22.6	26.6
Stores, etc.,	5.5	3.7	4.3
Machinery & Equipment	18.5	19.6	14.3
<u>TOTAL</u>	<u>70.6</u>	<u>60.0</u>	<u>61.4</u>

Descriptive Statistics

	1973-74	
% of Land in:		
Cereals		51
Hops & Fruit		2
Other Crops		7
Forage		37
Bare Fallow		3
<u>Grazing Livestock Units</u>	Number per 100 acres	As %
Dairy Cows	2	9
Other Cattle	7	42
Sheep	10	49
<u>Total</u>	<u>19</u>	<u>100</u>

Farm Type Predominantly Arable under 250 acres.

EFFICIENCY STANDARDS

	Average 1973-74	Premium 1971-74
Adjusted Gross Output per acre (£)	88	71
Standard Output per acre (£)	59	55
Output from Forage per Farm Forage Acre (£)	109	74
Grazing Livestock Output (less concentrate) per adjusted forage acre (£)	69	N.A.
Forage Acres per Grazing Livestock Unit	-	-
Adjusted Forage Acres per Grazing Livestock Unit	1.4	1.5
Gross Margin per £100 Labour (£)	386	N.A.
Labour Cost per 100 Standard Man- Days (£)	553	407
Machinery Costs per 1000 Tractor Hours (£):		
Licences, Insce, Repairs	350	238
Fuel and Electricity	234	203
Contract	290	209
Depreciation	442	280
<u>Total</u>	<u>1316</u>	<u>930</u>
Gross Margin per £100 Machinery Costs (£)	609	N.A.
Gross Margin per £100 Labour & Machinery Costs (£)	226	N.A.

FINANCIAL RESULTS £ per acre

	Average 1973-74	Average 1971-74	Premium Farms 1971-74
No. of Farm Records	10	31	15
Average Acreage	324	340	352
<u>GROSS OUTPUT</u>			
Cattle	6.7	6.7	5.2
Sheep & Wool	5.4	4.7	5.2
Pigs	-	0.2	-
Poultry & Eggs	-	-	-
Milk	-	-	-
<u>Total Livestock</u>	<u>12.1</u>	<u>11.6</u>	<u>10.4</u>
Cereals (inc.Straw)	57.5	40.2	42.1
Fruit & Hops	0.9	0.8	1.1
Other Crops	<u>33.3</u>	<u>22.3</u>	<u>35.0</u>
<u>Total Crops</u>	<u>91.7</u>	<u>63.3</u>	<u>78.2</u>
Forage & Tillage Vln.Chgs.	-	(-) 0.1	0.1
Other Receipts	<u>3.8</u>	<u>2.8</u>	<u>3.2</u>
<u>GROSS OUTPUT</u>	<u>107.6</u>	<u>77.6</u>	<u>91.9</u>
<u>NET OUTPUT</u>	<u>99.4</u>	<u>70.5</u>	<u>83.5</u>
<u>GROSS MARGIN</u>	<u>78.7</u>	<u>54.6</u>	<u>65.3</u>

Farm Type: Predominantly Arable 250-450 acres.

	Average 1973-74	Average 1971-74	Premium Farms 1971-74
<u>INPUTS</u>			
Bought Feed	1.5	1.7	1.4
Bought Seed	6.6	5.4	6.9
Fertilisers	8.5	6.5	6.3
Casual Labour	3.6	2.5	3.4
Contract Work	2.2	2.0	2.4
Misc.Variable costs	<u>6.5</u>	<u>4.8</u>	<u>6.1</u>
<u>Total Variable Costs</u>	<u>28.9</u>	<u>22.9</u>	<u>26.5</u>
Regular labour - paid	13.0	11.4	12.8
" " - unpaid	3.1	2.5	2.7
Machinery Depreciation	5.7	4.2	4.5
Fuel & Oil	2.5	2.3	2.4
Mach.Repairs,Veh.Tax & Insce.	4.8	4.2	4.3
Rent & Rates	10.0	8.2	9.3
General Overhead Costs	<u>4.2</u>	<u>3.7</u>	<u>3.3</u>
<u>Total Fixed Costs</u>	<u>43.3</u>	<u>36.5</u>	<u>39.3</u>
<u>TOTAL INPUTS</u>	<u>72.2</u>	<u>59.4</u>	<u>65.8</u>
Value of Home-Grown Cereals used on Farm	<u>2.0</u>	<u>N.A.</u>	<u>N.A.</u>

	Average 1973-74	Average 1971-74	Premium 1971-74
<u>PROFITABILITY £ per acre</u>			
MANAGEMENT & INVESTMENT INCOME.	35.4	18.1	25.9
NET FARM INCOME	38.1	20.2	28.3
RETURN ON TENANT'S CAPITAL	45%	25%	41%

TENANT'S CAPITAL £ per acre

Livestock	16.3	13.5	10.9
Crops & Cultivations	31.0	24.4	22.9
Stores, etc.,	10.6	7.0	8.8
Machinery & Equipment	<u>30.0</u>	<u>24.5</u>	<u>26.8</u>
<u>TOTAL</u>	<u>87.9</u>	<u>69.4</u>	<u>69.4</u>

Descriptive Statistics

1973-74

% of Land in:			
Cereals		60	
Hops & Fruit		-	
Other Crops		19	
Forage		19	
Bare Fallow		2	
<u>Grazing Livestock Units</u>	Number per 100 acres		As %
Dairy Cows	-		-
Other Cattle	6		60
Sheep	8		40
<u>Total</u>	<u>14</u>		<u>100</u>

Farm Type: Predominantly Arable 250-450 acres.

EFFICIENCY STANDARDS

	Average 1973-74	Premium 1971-74
Adjusted Gross Output per acre (£)	106	90
Standard Output per acre (£)	76	70
Output from Forage per Farm Forage Acre (£)	64	93
Grazing Livestock Output (less concentrate) per adjusted forage acre (£)	41	N.A.
Forage Acres per Grazing Livestock Unit	-	-
Adjusted Forage Acres per Grazing Livestock Unit	1.7	1.0
Gross Margin per £100 Labour (£)	416	N.A.
Labour Cost per 100 Standard Man- Days (£)	521	462
Machinery Costs per 1000 Tractor Hours (£):		
Licences, Inscce, Repairs	471	339
Fuel and Electricity	247	246
Contract	201	223
Depreciation	<u>560</u>	<u>420</u>
<u>Total</u>	<u>1479</u>	<u>1228</u>
Gross Margin per £100 Machinery Costs (£)	572	N.A.
Gross Margin per £100 Labour & Machinery Costs (£)	235	N.A.

FINANCIAL RESULTS & per acre

	Average 1973-74	Average 1971-74	Premium Farms 1971-74
No. of Farm Records	5	16	8
Average Acreage	633	662	751
<u>GROSS OUTPUT</u>			
Cattle	6.7	6.0	4.1
Sheep & Wool	4.1	3.7	4.5
Pigs	-	-	-
Poultry & Eggs	-	-	-
Milk	<u>11.6</u>	<u>5.4</u>	<u>1.7</u>
<u>Total Livestock</u>	<u>22.4</u>	<u>15.1</u>	<u>10.3</u>
Cereals (inc.Straw)	57.5	39.5	45.3
Fruit & Hops	-	0.1	0.1
Other Crops	<u>13.0</u>	<u>14.3</u>	<u>16.3</u>
<u>Total Crops</u>	<u>70.5</u>	<u>53.9</u>	<u>61.7</u>
Forage & Tillage Vln.Chgs.	0.4	0.7	0.8
Other Receipts	0.8	0.6	0.6
<u>GROSS OUTPUT</u>	<u>94.1</u>	<u>70.3</u>	<u>73.4</u>
<u>NET OUTPUT</u>	<u>84.6</u>	<u>64.0</u>	<u>68.5</u>
<u>GROSS MARGIN</u>	<u>68.0</u>	<u>50.6</u>	<u>54.5</u>

Farm Type:Predominantly Arable over 450 acres.

	Average 1973-74	Average 1971-74	Premium Farms 1971-74
<u>INPUTS</u>			
Bought Feed	4.5	2.5	1.2
Bought Seed	5.0	3.8	3.7
Fertilisers	8.1	6.5	7.2
Casual Labour	2.0	2.1	1.9
Contract Work	1.7	1.4	1.5
Misc.Variable costs	4.8	3.5	3.5
<u>Total Variable Costs</u>	<u>26.1</u>	<u>19.8</u>	<u>19.0</u>
Regular labour - paid	12.0	9.6	7.9
"    - unpaid	1.3	1.7	1.5
Machinery Depreciation	4.6	3.7	4.0
Fuel & Oil	2.0	1.9	1.8
Mach.Repairs,Veh.Tax & Insce.	4.1	3.7	3.8
Rent & Rates	8.6	8.3	8.9
General Overhead Costs	4.5	3.2	3.7
<u>Total Fixed Costs</u>	<u>37.1</u>	<u>32.1</u>	<u>31.6</u>
<u>TOTAL INPUTS</u>	<u>63.2</u>	<u>51.9</u>	<u>50.6</u>
Value of Home-Grown Cereals used on Farm	2.7	N.A.	N.A.

	Average 1973-74	Average 1971-74	Premium 1971-74
<u>PROFITABILITY</u> £ per acre			
MANAGEMENT & INVESTMENT INCOME.	30.9	18.5	22.8
NET FARM INCOME	31.9	19.4	23.3
RETURN ON TENANT'S CAPITAL	34%	26%	31%

TENANT'S CAPITAL £ per acre

Livestock	20.9	13.8	10.4
Crops & Cultivations	41.3	30.9	30.8
Stores, etc.,	5.4	5.2	7.0
Machinery & Equipment	26.1	21.3	21.8
<u>TOTAL</u>	<u>93.7</u>	<u>71.2</u>	<u>70.0</u>

Descriptive Statistics

1973-74

% of Land in:		
Cereals		62
Hops & Fruit		-
Other Crops		10
Forage		27
Bare Fallow		1

<u>Grazing Livestock Units</u>	Number per 100 acres	As %
Dairy Cows	6	27
Other Cattle	7	31
Sheep	9	42
<u>Total</u>	<u>22</u>	<u>100</u>

Farm Type: Predominantly Arable over 450 acres.

EFFICIENCY STANDARDS

	Average 1973-74	Premium 1971-74
Adjusted Gross Output per acre (£)	96	74
Standard Output per acre (£)	71	54
Output from Forage per Farm Forage Acre (£)	82	41
Grazing Livestock Output (less concentrate) per adjusted forage acre (£)	57	N.A.
Forage Acres per Grazing Livestock Unit	-	-
Adjusted Forage Acres per Grazing Livestock Unit	1.3	1.2
Gross Margin per £100 Labour (£)	530	N.A.
Labour Cost per 100 Standard Man- Days (£)	452	341
Machinery Costs per 1000 Tractor Hours (£):		
Licences, Insce, Repairs	423	386
Fuel and Electricity	208	250
Contract	141	174
Depreciation	485	403
<u>Total</u>	<u>1257</u>	<u>1213</u>
Gross Margin per £100 Machinery Costs (£)	561	N.A.
Gross Margin per £100 Labour & Machinery Costs (£)	248	N.A.



FINANCIAL RESULTS & per acre

	Average 1973-74	Average 1971-74	Premium Farms 1971-74
No. of Farm Records	6	17	9
Average Acreage	180	183	188
<u>GROSS OUTPUT</u>			
Cattle	16.6	15.3	10.0
Sheep & Wool	1.9	1.2	1.2
Pigs	2.6	3.4	4.6
Poultry & Eggs	-	-	-
Milk	56.5	51.9	52.8
<u>Total Livestock</u>	<u>77.6</u>	<u>71.8</u>	<u>68.6</u>
Cereals (inc.Straw)	40.4	26.0	28.9
Fruit & Hops	0.5	0.2	-
Other Crops	28.4	19.3	14.9
<u>Total Crops</u>	<u>69.3</u>	<u>45.5</u>	<u>43.8</u>
Forage & Tillage Vln.Chgs.	0.8	1.0	2.1
Other Receipts	2.8	2.2	1.8
<u>GROSS OUTPUT</u>	<u>150.5</u>	<u>120.5</u>	<u>116.3</u>
<u>NET OUTPUT</u>	<u>120.3</u>	<u>97.6</u>	<u>96.4</u>
<u>GROSS MARGIN</u>	<u>94.8</u>	<u>79.6</u>	<u>80.9</u>

Farm Type: Milk and Arable under 250 acres.

	Average 1973-74	Average 1971-74	Premium Farms 1971-74
<u>INPUTS</u>			
Bought Feed	24.9	18.6	15.3
Bought Seed	5.3	4.3	4.6
Fertilisers	9.0	7.7	7.2
Casual Labour	4.4	2.9	1.9
Contract Work	2.8	1.3	1.1
Misc.Variable costs	9.4	6.1	5.3
<u>Total Variable Costs</u>	<u>55.8</u>	<u>40.9</u>	<u>35.4</u>
Regular labour - paid	25.1	20.2	17.6
" " - unpaid	7.0	6.5	5.8
Machinery Depreciation	6.1	5.3	5.1
Fuel & Oil	4.7	3.7	3.2
Mach.Repairs,Vch.Tax & Insce.	6.2	5.8	6.3
Rent & Rates	8.4	7.1	6.9
General Overhead Costs	7.1	6.7	6.4
<u>Total Fixed Costs</u>	<u>64.7</u>	<u>55.3</u>	<u>51.3</u>
<u>TOTAL INPUTS</u>	<u>120.5</u>	<u>96.2</u>	<u>86.7</u>
Value of Home-Grown Cereals used on Farm	5.8	N.A.	N.A.

	Average 1973-74	Average 1971-74	Premium 1971-74
<u>PROFITABILITY</u> £ per acre			
MANAGEMENT & INVESTMENT INCOME.	30.1	24.3	29.5
NET FARM INCOME	36.6	30.0	35.0
RETURN ON TENANT'S CAPITAL	24%	24%	30%

TENANT'S CAPITAL £ per acre

Livestock	56.4	44.2	39.2
Crops & Cultivations	25.5	19.6	23.4
Stores, etc.,	8.6	6.3	4.9
Machinery & Equipment	33.1	31.0	29.5
<u>TOTAL</u>	<u>123.6</u>	<u>101.1</u>	<u>97.0</u>

Descriptive Statistics

1973-74

% of Land in:			
Cereals		44	
Hops & Fruit		-	
Other Crops		12	
Forage		44	
Bare Fallow		-	
<u>Grazing Livestock Units</u>	Number per 100 acres		As %
Dairy Cows	26		66
Other Cattle	14		29
Sheep	2		5
<u>Total</u>	<u>42</u>		<u>100</u>

Farm Type : Milk and Arable under 250 acres.

EFFICIENCY STANDARDS

	Average 1973-74	Premium 1971-74
Adjusted Gross Output per acre (£)	153	119
Standard Output per acre (£)	111	96
Output from Forage per Farm Forage Acre (£)	168	152
Grazing Livestock Output (less concentrate) per adjusted forage acre (£)	92	N.A.
Forage Acres per Grazing Livestock Unit	-	-
Adjusted Forage Acres per Grazing Livestock Unit	1.5	1.2
Gross Margin per £100 Labour (£)	287	N.A.
Labour Cost per 100 Standard Man- Days (£)	580	478
Machinery Costs per 1000 Tractor Hours (£):		
Licences, Insce, Repairs	482	475
Fuel and Electricity	360	287
Contract	226	97
Depreciation	<u>507</u>	<u>532</u>
<u>Total</u>	<u>1575</u>	<u>1391</u>
Gross Margin per £100 Machinery Costs (£)	573	N.A.
Gross Margin per £100 Labour & Machinery Costs (£)	179	N.A.

FINANCIAL RESULTS & per acre

	Average 1973-74	Average 1971-74	Premium Farms 1971-74
No. of Farm Records	5	16	7
Average Acreage	377	366	368
<u>GROSS OUTPUT</u>			
Cattle	20.1	20.5	19.4
Sheep & Wool	0.1	-	-
Pigs	-	-	-
Poultry & Eggs	2.0	1.1	1.0
Milk	<u>47.6</u>	<u>41.5</u>	<u>41.9</u>
<u>Total Livestock</u>	<u>69.8</u>	<u>63.1</u>	<u>62.3</u>
Cereals (inc.Straw)	27.3	18.2	23.8
Fruit & Hops	-	-	-
Other Crops	<u>3.1</u>	<u>2.0</u>	<u>1.7</u>
<u>Total Crops</u>	<u>30.4</u>	<u>20.2</u>	<u>25.5</u>
Forage & Tillage Vln.Chgs.(-)	0.2	0.1	0.7
Other Receipts	<u>1.8</u>	<u>1.1</u>	<u>0.9</u>
<u>GROSS OUTPUT</u>	<u>101.8</u>	<u>84.5</u>	<u>89.4</u>
<u>NET OUTPUT</u>	<u>82.2</u>	<u>70.8</u>	<u>76.6</u>
<u>GROSS MARGIN</u>	<u>65.0</u>	<u>58.0</u>	<u>63.9</u>

Farm Type: Milk and Arable 250-450 acres.

	Average 1973-74	Average 1971-74	Premium Farms 1971-74
<u>INPUTS</u>			
Bought Feed	16.9	11.4	10.1
Bought Seed	2.7	2.4	2.8
Fertilisers	7.8	6.2	6.2
Casual Labour	1.6	1.0	0.7
Contract Work	2.0	1.4	1.6
Misc.Variable costs	<u>5.8</u>	<u>4.1</u>	<u>4.2</u>
<u>Total Variable Costs</u>	<u>36.8</u>	<u>26.5</u>	<u>25.6</u>
Regular labour - paid	16.2	13.4	11.2
" " - unpaid	2.0	1.9	2.7
Machinery Depreciation	4.6	3.8	3.7
Fuel & Oil	3.1	2.6	2.7
Mach.Repairs,Veh.Tax & Insce.	4.2	3.9	3.6
Rent & Rates	7.9	6.7	6.6
General Overhead Costs	<u>5.0</u>	<u>5.2</u>	<u>5.4</u>
<u>Total Fixed Costs</u>	<u>43.0</u>	<u>37.5</u>	<u>35.9</u>
<u>TOTAL INPUTS</u>	<u>79.8</u>	<u>64.0</u>	<u>61.5</u>
Value of Home-Grown Cereals used on Farm	<u>9.5</u>	<u>N.A.</u>	<u>N.A.</u>

	Average 1973-74	Average 1971-74	Premium 1971-74
<u>PROFITABILITY £ per acre</u>			
MANAGEMENT & INVESTMENT INCOME.	22.0	20.4	27.9
NET FARM INCOME	24.0	22.4	30.6
RETURN ON TENANT'S CAPITAL	22%	25%	33%

TENANT'S CAPITAL £ per acre

Livestock	52.0	41.8	39.8
Crops & Cultivations	15.2	13.5	13.9
Stores, etc.,	7.5	5.2	5.9
Machinery & Equipment	25.5	21.5	21.1
<u>TOTAL</u>	<u>100.2</u>	<u>82.0</u>	<u>80.7</u>

Descriptive Statistics

	1973-74	
% of Land in:		
Cereals		47
Hops & Fruit		-
Other Crops		11
Forage		52
Bare Fallow		-
<u>Grazing Livestock Units</u>	Number per 100 acres	As %
Dairy Cows	21	56
Other Cattle	17	44
Sheep	-	-
<u>Total</u>	<u>38</u>	<u>100</u>

Farm Type: Milk and Arable 250-450 acres.

EFFICIENCY STANDARDS

	Average 1973-74	Premium 1971-74
Adjusted Gross Output per acre (£)	108	91
Standard Output per acre (£)	88	70
Output from Forage per Farm Forage Acre (£)	136	123
Grazing Livestock Output (less concentrate) per adjusted forage acre (£)	107	N.A.
Forage Acres per Grazing Livestock Unit	-	-
Adjusted Forage Acres per Grazing Livestock Unit	1.3	1.4
Gross Margin per £100 Labour (£)	365	N.A.
Labour Cost per 100 Standard Man- Days (£)	493	336
Machinery Costs per 1000 Tractor Hours (£):		
Licences, Insce, Repairs	452	273
Fuel and Electricity	332	328
Contract	233	185
Depreciation	504	387
<u>Total</u>	<u>1521</u>	<u>1173</u>
Gross Margin per £100 Machinery Costs (£)	464	N.A.
Gross Margin per £100 Labour & Machinery Costs (£)	201	N.A.