

# **ORGANIC FARM INCOMES IN ENGLAND AND WALES 2011/12**

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*August 2013*

**Institute of Biological, Environmental  
and Rural Sciences (IBERS)**



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# **ORGANIC FARM INCOMES IN ENGLAND AND WALES 2011/12**

Report of work for the  
Department for Environment, Food and Rural Affairs  
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Data not collected directly were supplied by Defra with whom copyright rests. Although all efforts are made to ensure the quality of the farm data supplied, the copyright holder, the original data producer, Defra and the Data Archive, bear no responsibility for the accuracy or comprehensiveness of these materials, or for their further analysis or interpretation.

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## **Executive Summary**

This report presents results of research on the financial performance of organic farms in the **2011/12** financial year (with **2010/11** data for reference). Carried out for the Department for Environment, Food and Rural Affairs (Defra), this research continues project OF0373 and builds on previous work on the economics of organic farming carried out at Aberystwyth University (Projects OF0190, covering 1995/96 to 1998/99 and OF0189, covering 1999/00 to 2004/05)<sup>1</sup>.

This report utilises data collected through the Farm Business Survey in England and Wales. An analysis of the FBS/Defra Data Archive for 2011/12 found a total of 251 businesses with some organic land. To ensure the analysis undertakes a reasonable comparison of organic and conventional farms, the organic sample comprises holdings with at least 70% fully organic land ( $\geq 70\%$  of UAA ha). Farms identified as “in-conversion” and those with less than 70% fully organic certified land were excluded from the analysis, providing a sample of 217 organic holdings.

To allow for comparison with conventional farm data the organic holdings were matched with clusters of comparable conventional holdings, utilising data from a total of 786 conventional farms. Based on a similar resource base e.g. similar land area, farm type, region and other factors, a minimum of 3 **comparable conventional farms** (CCF) were clustered to each organic farm. In total, data from 208 organic farms were suitable for inclusion in the analysis, as it was not possible to identify comparable conventional businesses for some organic farms, and the sample of organic specialist pig and poultry farms was not assessed (due to minimum sample size restrictions).

The data was analysed as two samples; a **full sample** and an **identical sample**. The full sample analysis utilised data from all 208 organic farms and provides the best comparison of organic and comparable conventional farm income data in 2011/12. The identical sample identifies year to year changes within systems of 151 farms, though the sample sizes are smaller.

The results are presented by farm type<sup>2</sup> as un-weighted means of organic and CCF groups. Differences in profitability were also assessed with t-test analysis of Farm Business Income (FBI) results; however some of the samples were small and had large variation which will have reduced the likelihood of statistical differences being identified.

The **full sample** results are presented in Figure A (overleaf), and indicate that in 2011/12 the profitability (Farm Business Income) of most organic farm types was slightly lower or similar to that of comparable conventional farms (except for horticulture), though organic LFA farms were significantly more profitable than the CCF group. Despite some differences in performance between organic and conventional systems, differences in FBI for other farm types were not statistically significant.

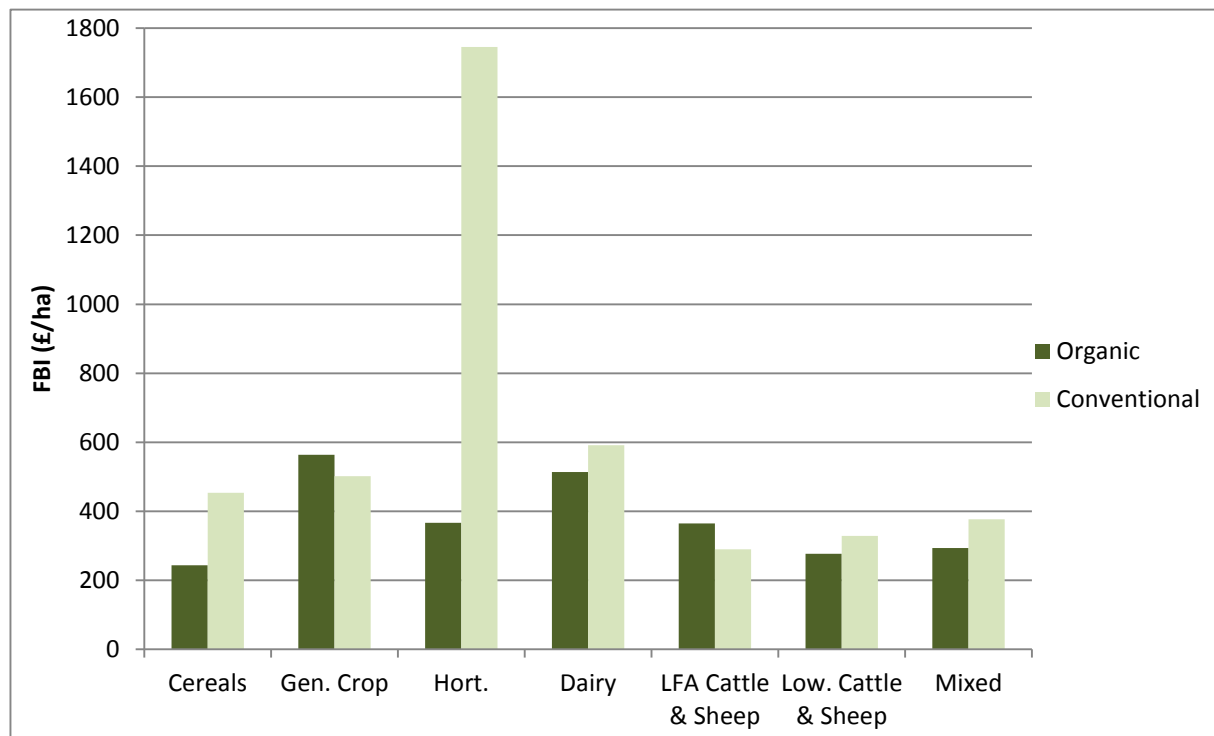
Figure B indicates the total income and various income sources for organic (O) and conventional (C) farm types (horticultural holdings are excluded from figures B and C for clarity). It can be seen that although organic farms receive greater agri-environment payments per hectare than conventional holdings, that the majority of their income originates from livestock and cropping outputs. The figure also indicates the high level of support payments compared to total income for both organic and conventional cattle and sheep holdings.

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<sup>1</sup> The previous two years reports can be found at <http://orgprints.org/19705/> and <http://orgprints.org/18161/> and earlier reports can be found at <http://archive.defra.gov.uk/evidence/economics/foodfarm/reports/index.htm>

<sup>2</sup> Farm type continued to be defined by SGM, rather than SO method to allow comparison between 09/10 & 10/11 data.

**Figure A Organic and conventional Farm Business Income (£/ha, full samples, 2011/12)**



**Figure B Organic and conventional farm income sources (£/ha, full samples, 2011/12)**

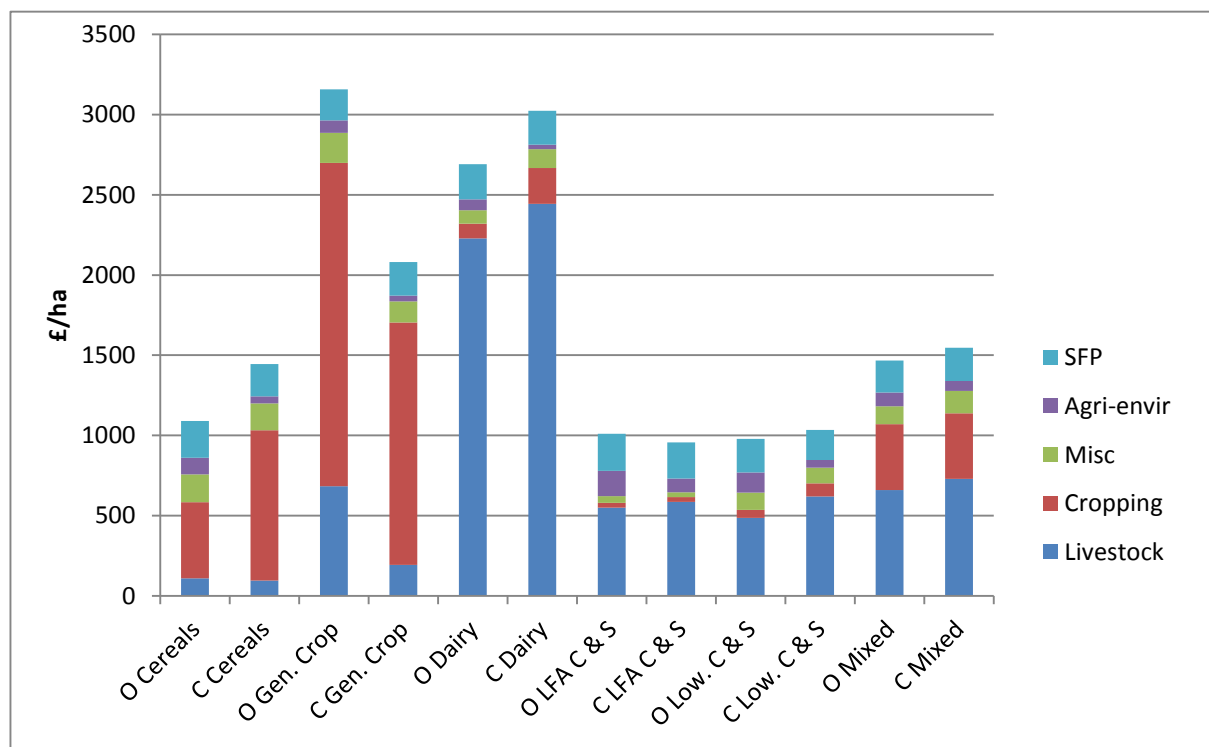
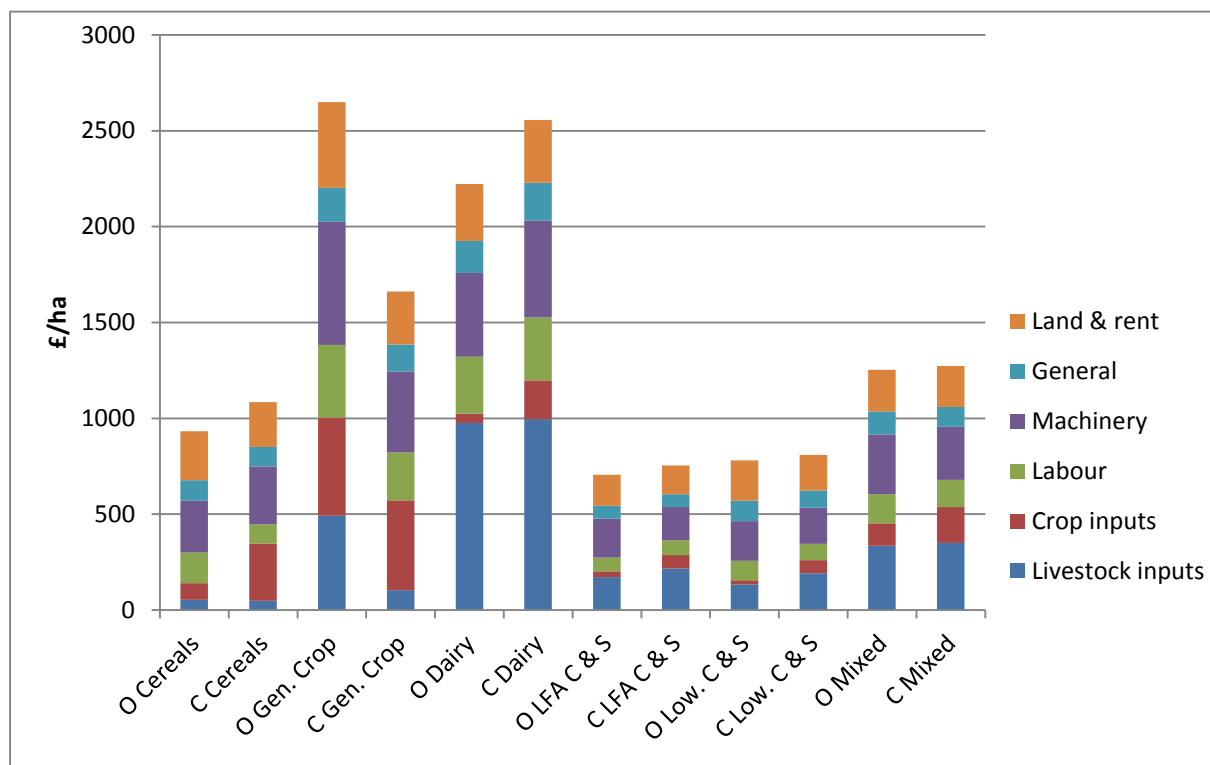


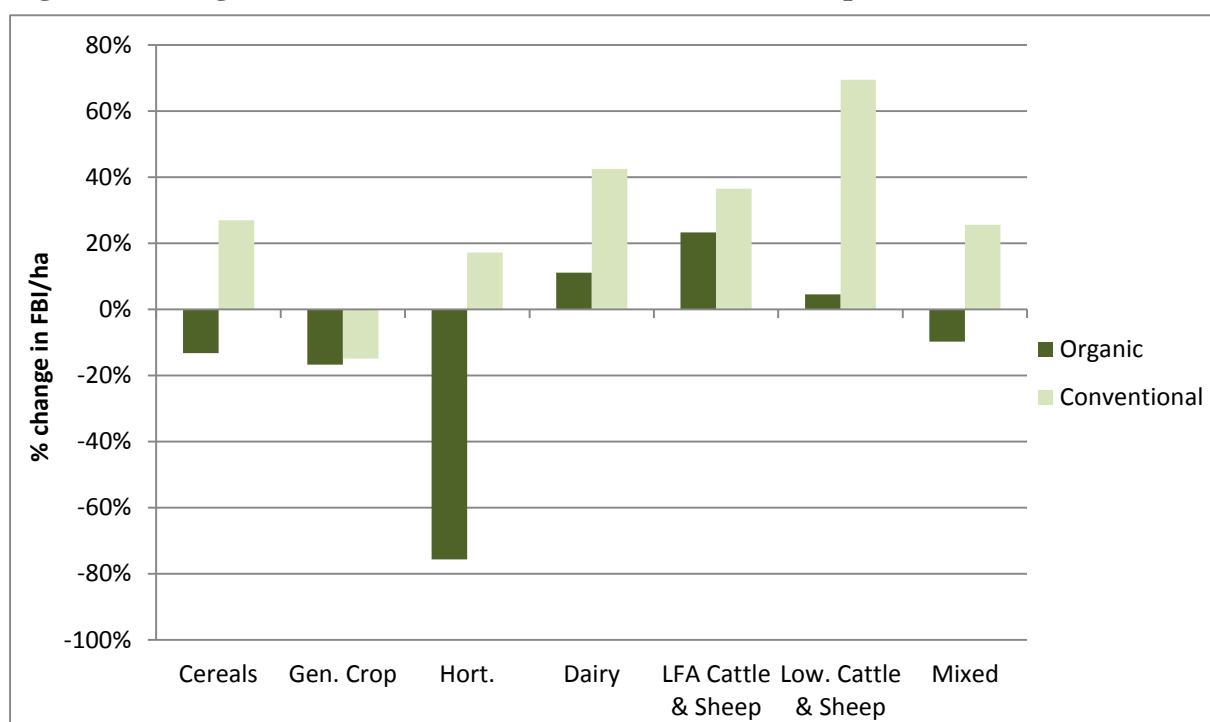
Figure C indicates the total costs and allocation for organic (O) and conventional (C) farm types. Total costs were lower for most organic farm types but higher for cropping and LFA dairying. In general, crop input costs such as fertiliser and crop protection were lower, whilst other costs varied by farm type.

Figure C Organic and conventional farm input costs (£/ha, full samples, 2011/12)



The **identical sample** indicates year to year changes, with the percentage change in FBI (£/ha) between years shown in Figure D. The chart highlights a general trend of increased profitability in cropping and horticulture and reduced profitability for many livestock holdings. The statistical analysis found that profitability did not change significantly between years for any organic farm types, but conventional cropping FBI increased and LFA cattle and sheep FBI reduced significantly.

Figure D Change in Farm Business Income/ha (Identical samples, 2010/11 and 2011/12)



*Organic Farm Incomes in England and Wales 2011/12*

A summary of Farm Business Income per farm and per hectare is shown in Table A, below.

**Table A Farm Business Income (£/farm and £/ha) by farm type, 2011/12 and 2010/11**

Farm type	Full sample						Identical sample					
	2011/12		2010/11		2011/12		2010/11		2011/12		2010/11	
	Farms	£/farm	£/ha	Farms	£/farm	£/ha	Farms	£/farm	£/ha	Farms	£/farm	£/ha
<b>Cereals</b>												
Organic	23	67132	243	23	74967	271	15	79148	241	90546	277	
Comparable conventional	254	101334	453	184	77667	334	125	118110	453	93586	357	
<b>General Cropping</b>												
Organic	12	96485	563	10	145720	718	7	158559	697	175591	837	
Comparable conventional	68	82525	501	56	107465	561	40	136946	585	157559	687	
<b>Horticulture</b>												
Organic	16	16652	367	15	34150	1463	14	4267	169	18223	695	
Comparable conventional	73	55409	1745	57	52959	2617	65	53067	2419	45481	2064	
<b>Dairy</b>												
Organic	49	78034	514	54	62530	424	40	66435	461	59633	414	
Comparable conventional	281	81663	591	271	63775	494	221	75911	573	52919	402	
<b>LFA cattle and sheep</b>												
Organic	53	62703	364	50	49026	294	42	68383	383	55154	310	
Comparable conventional	344	42470	289	321	29773	210	282	45102	290	32951	213	
<b>Lowland cattle and sheep</b>												
Organic	40	37124	276	38	28942	235	30	33796	273	32560	261	
Comparable conventional	197	37655	328	215	20113	194	153	35651	356	21158	210	
<b>Mixed</b>												
Organic	15	57759	293	22	50526	255	7	78827	362	86249	401	
Comparable conventional	78	68387	376	101	46023	265	30	78987	390	64351	311	

The differences between organic and conventional systems (2011/12), and year to year changes (2010/11 vs. 2011/12) were also assessed with the student's t-test. Differences and their statistical significance are presented in Table B below.

**Table B Statistical differences in Farm Business Income (£/farm and £/ha) by farm type, 2011/12 and 2010/11**

Farm type	Full sample		Identical sample			
	FBI/farm	FBI/ha	Organic		Conventional	
	FBI/farm	FBI/ha	FBI/farm	FBI/ha	FBI/farm	FBI/ha
<b>Cereal</b>						
Org vs. Conv (2011/12)	-34202	NS	-210	**		
Yr to Yr (2010/11 vs. 2011/12)			-11398	NS	-37	NS
			24524	*	96	*
<b>General Cropping</b>						
Organic vs. Conventional	13960	NS	62	NS		
Year to year change (09/10 vs. 10/11)			-17032	NS	-140	NS
			-20613	NS	-102	NS
<b>Horticulture</b>						
Organic vs. Conventional	-38757	NS	-1379	NS		
Year to year change (09/10 vs. 10/11)			-13955	NS	-526	NS
			7585	NS	355	NS
<b>Dairy</b>						
Organic vs. Conventional	-3629	NS	-77	NS		
Year to year changes			6802	NS	46	NS
			22992	***	171	***
<b>LFA cattle and sheep</b>						
Organic vs. Conventional	20232	*	75	**		
Year to year changes			13229	*	72	*
			12151	***	78	***
<b>Lowland cattle and sheep</b>						
Organic vs. Conventional	-531	NS	-52	NS		
Year to year changes			1236	NS	12	NS
			14493	***	146	NS
<b>Mixed</b>						
Organic vs. Conventional	-10628	NS	-83	NS		
Year to year changes			-7423	NS	-39	NS
			14636	NS	80	NS

Notes: NS-No significant difference, \*-difference at 5%, \*\*-difference at 1%, \*\*\*-difference at 0.1%



**Gross and Net Margin** data was also calculated for organic and conventional systems, and summary data is shown in Table C and Table D below. The organic livestock net margins are characterised by similar financial output (less output volume but sold at a higher price), lower variable costs (due to feed and fertiliser savings) but higher fixed costs per head. Both organic and conventional net margins tended to be negative for beef and sheep sectors but the conventional dairy net margin was superior to organic. However, the addition of support payments to NM tended to result in a superior organic financial performance.

**Table C Organic and conventional livestock enterprise net margins (£/head), 2011/12**

All values £ per cow or ewe	Dairy		Sheep LFA Higher output		Beef			
	Org.	Conv.	Org.	Conv.	Suckler stores LFA		Suckler finishing Lowland	
					Org.	Conv.	Org.	Conv.
Output	1919	1940	112	98	708	734	1089	1235
Variable costs	891	920	38	42	337	402	414	672
<b>Gross Margin</b>	<b>1028</b>	<b>1019</b>	<b>74</b>	<b>57</b>	<b>371</b>	<b>331</b>	<b>675</b>	<b>563</b>
Fixed Costs	724	657	64	46	526	464	1116	749
Total actual costs	1615	1577	101	87	863	866	1530	1421
<b>Net Margin after actual costs</b>	<b>304</b>	<b>362</b>	<b>11</b>	<b>11</b>	<b>-155</b>	<b>-133</b>	<b>-441</b>	<b>-186</b>
Imputed costs (IC)	299	330	35	41	375	395	614	573
<b>Net Margin after all costs</b>	<b>5</b>	<b>32</b>	<b>-24</b>	<b>-30</b>	<b>-531</b>	<b>-528</b>	<b>-1056</b>	<b>-759</b>
Other related output (ORO)*	222	154	52	37	707	501	804	574
<b>NM after all costs (inc. ORO)</b>	<b>227</b>	<b>186</b>	<b>28</b>	<b>7</b>	<b>177</b>	<b>-27</b>	<b>-251</b>	<b>-186</b>

\*=ORO includes support payments and byproduct and forage values

Crop net margin results were generally higher in 2011/12, with organic enterprises out-performing their conventional counterparts. Organic crops had similar output, lower variable costs and higher support payments resulted in substantially higher organic net margins. Detailed results and data for a greater range of enterprises are presented in Chapter 3 and Appendix 2.

**Table D Organic and conventional crop enterprise net margins (£/ha), 2011/12**

All values £/ha	Winter Wheat		Spring Barley		Feed Beans		Potatoes	
	Org.	Conv.	Org.	Conv.	Org.	Conv.	Org.	Conv.
Output	1190	1349	940	956	855	819	6928	4205
Variable costs	142	440	131	309	115	244	2250	2248
<b>Gross Margin</b>	<b>1048</b>	<b>909</b>	<b>809</b>	<b>646</b>	<b>740</b>	<b>574</b>	<b>4678</b>	<b>1957</b>
Fixed Costs	816	669	835	585	600	496	2652	1340
Total actual costs	958	1109	966	894	714	740	4902	3588
<b>Net Margin after actual costs</b>	<b>232</b>	<b>240</b>	<b>-26</b>	<b>62</b>	<b>140</b>	<b>78</b>	<b>2026</b>	<b>616</b>
Imputed costs (IC)	175	191	133	157	159	174	349	567
<b>Net Margin after all costs</b>	<b>57</b>	<b>49</b>	<b>-159</b>	<b>-95</b>	<b>-19</b>	<b>-95</b>	<b>1677</b>	<b>50</b>
Other related output (ORO)*	314	304	329	304	299	295	245	335
<b>NM after all costs (inc. ORO)</b>	<b>372</b>	<b>354</b>	<b>170</b>	<b>209</b>	<b>281</b>	<b>199</b>	<b>1921</b>	<b>385</b>

\*=ORO includes support payments and byproduct and forage values

**Overall**, 2011/12 data indicated that the organic sector farm profitability was similar, whilst conventional farm profitability had significantly increased. However, organic farm financial performance remained similar to comparable conventional farms, with organic LFA cattle and sheep farms continuing to outperform their conventional counterparts, but organic horticulture considerably less profitable than conventional holdings.

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## **Introduction**

This report continues the series funded by Defra under Project OF0373, and other reports on organic farm incomes that started with the 1995/96-1998/99 period under MAFF project OF0190 and continued from 1999/00-2004/05 under Defra Project OF0189<sup>3</sup>.

The aim of this report is to show the financial performance of organic farms, differentiated by farm type for 2011/12 including comparisons with similar conventional farms and with 2010/11 data, in order to inform Defra policy-making with respect to organic farming and provide a basis for assessments by farmers, advisers and other interested parties of the farm-level implications of conversion to and continued organic farming.

This report includes a section on methodology, which shows the data sourcing and sampling techniques used to obtain a representative organic farm sample, as well as an explanation of the clustering procedure used to select comparable conventional farms (CCF) to match the organic farms. The financial results are presented with an explanation of the results and brief highlights, followed by summary data for each farm type. As in previous years, the 2011/12 report uses Farm Business Income (FBI) indicator as the headline profitability figure, in line with publishing by Defra and the devolved administrations. Detailed gross and net margins are included for livestock and cropping enterprises, as are benchmark costs of production per tonne and per litre for arable and milk respectively.

The detailed whole-farm results can be found in Appendix 1 and detailed enterprise-specific gross and net margin results in Appendix 2 and costs of production data in Appendix 3, with methodological details in Appendices 4-7.

Please note that in data tables sub totals and totals may not exactly equal the sum of the column due to the rounding of numbers, but the error should be minimal.

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<sup>3</sup> Previous reports can be found at <http://archive.defra.gov.uk/evidence/economics/foodfarm/reports/index.htm> or by searching for “Organic Farm Incomes England Wales” as key words at [www.orgprints.org](http://www.orgprints.org)

## 1. Methods

In this report, financial and physical farm data are shown for the 2010/11 and 2011/12 financial years. The report includes an analysis of organic farms including comparisons with similar conventional farms and between year comparisons, presented as full and identical samples.

### Data Sample

As in previous OFI reports, the data analysed within this report was collected as part of the English and Welsh Farm Business Surveys by the constituent Rural Business Research Units in England and by the Welsh Farm Business Survey Unit at Aberystwyth University. The standard Farm Business Survey methodology<sup>4</sup> was used for all farms.

Financial results were obtained from businesses in England and Wales with account years ending between December 2011 and April 2012. The data for all the organic and non-organic farms surveyed was collated by Defra, stored in the Defra Data Archive and made available to Aberystwyth University for analysis.

The analysis within this report is focused on farm businesses having at least 70% organic land status in 2011/12. Of the total of 251 businesses with some organic land identified in the Defra Data Archive, 217 met the greater than 70% fully organic land criterion (see Table 1). Of these, it was not possible to identify comparable conventional businesses for three holdings, whilst two organic specialist pig/poultry and four “other” farm type farms were also excluded.

**Table 1 Distribution of useable surveyed organic farms by type and region, 2011/12**

<i>Farm Type</i>	<i>Whole farm</i>	<i>GM* only</i>	North East	North West	York & Humb	East Mid	West Mid	East Eng	South Eng	South West	Wales
Cereals	23	0	2 (0)	2 (0)	1 (0)	0 (0)	0 (0)	8 (0)	4 (0)	5 (0)	1 (0)
General Cropping	12	0	0 (0)	0 (0)	2 (0)	0 (0)	2 (0)	4 (0)	1 (0)	3 (0)	0 (0)
Horticulture	16	0	0 (0)	1 (0)	2 (0)	0 (0)	1 (0)	5 (0)	6 (0)	1 (0)	0 (0)
Dairy	49	0	1 (0)	6 (0)	2 (0)	3 (0)	9 (0)	0 (0)	5 (0)	19 (0)	4 (0)
Cattle/sheep (LFA)	53	0	8 (1)	4 (1)	0 (0)	1 (0)	1 (0)	0 (0)	0 (1)	8 (0)	31 (0)
Cattle/sheep (Low)	40	0	3 (0)	0 (0)	0 (1)	3 (0)	3 (0)	3 (1)	5 (0)	19 (0)	4 (0)
Mixed	15	0	1 (0)	0 (0)	1 (0)	3 (0)	3 (0)	0 (0)	1 (0)	5 (0)	1 (0)
<b>Total</b>	<b>208</b>	<b>0</b>	<b>15 (0)</b>	<b>13 (1)</b>	<b>8 (1)</b>	<b>10 (0)</b>	<b>19 (0)</b>	<b>20 (0)</b>	<b>22 (0)</b>	<b>60 (1)</b>	<b>41 (0)</b>

\* GM - Farms used for gross margin data purposes only as no comparable whole-farm data available.

Figures in parentheses indicate businesses for which clustering was not possible and additional farms excluded for technical reasons.

### Farm Types

Defra introduced a new farm typology system for 2010/11, but to allow comparisons with previous years, all farms in this report were classified utilising the previous system: Constituent EC type (1985 EC Typology described in Commission Decision 85/377/EEC) and for the purposes of this report are presented in groups by robust type according to the UK farm classification system (revised 1994)<sup>5</sup>. (See Appendix 4 for more information). The constituent EC types are determined using standard gross margins (SGMs) for conventional farms to estimate European Size Units (ESUs). This classification system may not appropriately reflect the enterprise profile of organic farm systems due to differences in gross margin values, but there is no alternative classification system available. It is considered that within the current classification system errors are likely to be small. The new typology based on standard output has not been assessed for its effect on organic farm systems. For this report cropping farms have been split into cereal and general cropping

<sup>4</sup> See <http://www.defra.gov.uk/statistics/foodfarm/farmmanage/fbs/aboutfbs/datacollection/> for further information on the farm accounting system employed in England and Wales by Defra Economics Division.

holdings, as the sample sizes were large enough. The distribution of the businesses by economic size (ESU) and type is shown in Table 2.

**Table 2 Distribution of useable surveyed organic farms by type and size (European Size Units) for the identical and full farm samples, 2011/12**

<b>Identical sample</b>	16 -	28 -	40 -	60 -	100 -		<b>Total</b>
<i>ESU code</i>	< 16	< 28	< 40	< 60	< 100	< 200	200 +
<i>Farm type</i>							
Cereals			3	3	3	3	<b>12</b>
General cropping				1	3	3	<b>7</b>
Horticulture		3	3	3	3	2	<b>14</b>
Dairy			3	10	19	8	<b>40</b>
Cattle and sheep - LFA	4	11	11	9	5	1	<b>42</b>
Cattle and sheep - lowland	11	9	4	1	2	1	<b>28</b>
Mixed	1	1	1	1	1	1	<b>8</b>
<b>Total</b>	<b>16</b>	<b>24</b>	<b>16</b>	<b>20</b>	<b>25</b>	<b>31</b>	<b>151</b>

<b>Full sample</b>	16 -	28 -	40 -	60 -	100 -		<b>Total</b>	
<i>ESU code</i>	< 16	< 28	< 40	< 60	< 100	< 200	200 +	
<i>Farm type</i>								
Cereals		2	1	6	4	6	4	<b>23</b>
General cropping		1	1	2	1	4	3	<b>12</b>
Horticulture		3		3	4	3	3	<b>16</b>
Dairy			1	3	13	19	13	<b>49</b>
Cattle and sheep - LFA	7	14	13	10	7	1	1	<b>53</b>
Cattle and sheep - lowland	15	11	7	2	3	2		<b>40</b>
Mixed		4	2	3	1	3	2	<b>15</b>
<b>Total</b>	<b>22</b>	<b>35</b>	<b>25</b>	<b>29</b>	<b>33</b>	<b>38</b>	<b>26</b>	<b>208</b>

### Comparable Conventional Farms (CCF)

An additional element of this work is the inclusion of comparable conventional farm data (obtained from the main FBS sample) for the farm types shown. Each organic farm within this study was matched with a cluster of conventional farms based on the resource endowment indicators for individual organic farms. Indicators included farm type, FBS region, Less Favoured Area (LFA) status, utilisable agricultural area (UAA); farm business size and milk quota held (where applicable). The milk quota indicator was relaxed for 2011/12 due to the reduced constraining effect of milk quota size. The clustered conventional farm data were averaged for each farm type to derive the comparable conventional farm (CCF) data based on the organic farms from the identical and full farm samples.

The full clustering procedure is outlined in Appendix 7, but in brief, the average for the group of individual organic businesses is then compared with the average for the group of conventional farm clusters. The intention is to ensure, as far as possible, that differences between organic and conventional farms can be attributed to their management system and not to differences in business resource endowment that are not related to the production system employed.

## **Data Analysis Method**

The 2011/12 report continues to utilise the new software process that was employed to carry out the data analysis over the last few years, ensuring full comparability. Custom built Java programs are used to sort the Defra dataset, to cluster conventional farms and to extract the correct data from the database. MS Excel was utilised to undertake the two-tailed student's t-test statistical comparison of the mean profitability (FBI) of the different farm systems and years.

## **Samples**

The full samples for each farm type include all data available for organic holdings that comprise over 70% fully organic land within the Defra dataset. This sample is primarily used to compare the performance of organic farms with clustered comparable conventional farms. Both organic and conventional farm data is collected from the same time period and should reflect direct differences between the two systems.

The identical samples include data from samples of organic and comparable conventional farms that are identical for both years. This sample highlights between year changes, such as output or input cost changes within each sector.

Occasionally the two samples may show conflicting results, but the full sample is the best indicator of organic vs. conventional comparisons, the identical sample the best indicator of between year changes within each sector.

The total number of organic farms for 2011/12, referred to as the full farm sample data, is shown alongside the identical datasets. Identical sample comparisons are presented for all main farm types and comprise identical farms that are present in both the 2010/11 and 2011/12 datasets. It was not possible to produce results for poultry or pig holdings for 2011/12 due to a lack of data.

To ensure anonymity of results for farmers participating in these surveys, no data are presented for groups of less than five farms. However, it should be noted that individual farm results can still have a significant effect on average results for these small samples, so that where possible, results are presented for groups of more than 15 businesses. Where results are presented for groups of less than 15, the results should be treated with some caution.

The full samples of organic farms per robust farm type are sufficiently large to give some reasonable level of confidence in the data although it should be noted that the organic farm samples are not necessarily statistically representative of their type, as most have been selected to meet the statistical needs of the Farm Business Survey as a whole, not this study. However, the results can be seen as a reasonable indication of farm income levels for comparable organic and conventional farms.

## **Results Presentation**

Summarised and detailed financial input, output, income, returns to labour and capital, liabilities and assets and some physical performance measures are presented based on current FBS data collection and collation guidelines.

**Whole farm** data is presented in Appendix 1 and is summarised in tables in Section 2. Data is calculated for most robust types (e.g. cereals) and some individual farm types (e.g. LFA Cattle & Sheep), depending on sample sizes.

The results include a large number of variables for both financial and physical outputs, inputs in addition to factors such as labour and investment returns. This report focuses on the Farm Business Income (FBI) measure adopted by Defra and the Welsh Assembly Government, but the previously used Net Farm Income (NFI) figures are also shown in the detailed appendix data. The newer



income measure is intended to reflect more closely actual profitability of farm businesses and does not include the adjustments designed to make farms comparable in terms of land tenure, reliance on borrowed capital and reliance on unpaid staff which Net Farm Income and Management and Investment Income were intended to do. As a result of the exclusion of notional costs for unpaid resources, Farm Business Income values are typically higher than Net Farm Incomes, but the relative performance of organic and conventional farms is similar in most cases. Please note there were methodology changes to land and building valuation so opening and closing values may vary between sample years.

**Gross and net margin** data are included for selected organic livestock and crop enterprises. Margins for organic dairy herds are presented on a herd size and top performing herds basis as well as a regional basis, in addition to a two year identical sample. Cattle and sheep gross margins are shown for lowland and LFA farm types. For arable crops, gross and net margins are also shown, and include winter and spring wheat, spring barley, spring oats, and beans for stock feed. Where available, 2010/11 organic and conventional gross margin data are shown alongside the 2011/12 data. The conventional farm data are included from holdings that have been clustered within the whole farm section of this report.

**Benchmark costs of production** data are shown for organic milk and arable crop production enterprises using the full FBS sample.

## 2. Whole-farm results

### 2.1 Presentation of results

The summary section shows tables for each farm type giving breakdowns of average outputs, inputs and incomes in £/ha; for cropping, horticulture (intensive horticulture), dairy, LFA and lowland cattle and sheep and mixed farms for identical and full samples. The terms *input* and *output* are used to define financial values rather than physical quantities (for further definitions of terms see Appendix 5). All whole-farm results for each farm type in this section and the appendices are simple averages.

Tables A1 to A7 in Appendix 1 (page 27 onwards), provide detailed figures for whole-farm outputs, inputs, incomes, returns to labour and capital, asset and liability information, land utilisation and crop performance, and stocking and livestock performance for the eight farm types. Other physical information available, in addition to the financial data collected, includes figures for livestock units per forage hectare, and labour units per farm. Where direct labour data were not available, labour units have been derived from wages paid using standard agricultural wages (based on Agricultural Wages Board). All labour-use figures presented are, however, based on estimated hours and should be treated with caution.

Values per hectare shown are weighted averages per hectare of farm utilised agricultural area (UAA) rather than per hectare of a specific enterprise because presenting the whole-farm situation reflects the interdependence of enterprises. For example, organic horticultural businesses cannot crop their entire land each year and this has a considerable influence on the overall farm profitability. However, gross/net margin data are shown separately to provide an indication of individual enterprise performance within farm businesses.

In line with changes to Farm Business Survey practice, two main income measures are shown: Farm Business Income and Net Farm Income. Other previously used income measures (management and investment income, occupiers' net income and cash income) are not shown but can be derived from the results presented if required.

Farm Business Income (FBI) is the headline profitability figure and 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. FBI excludes notional rental values for owner-occupied land and unpaid labour included in NFI, but includes interest and other capital charges. It is designed to better reflect overall business performance including the increasing levels of business diversification currently found on farms. 2011/12 data also includes directors remuneration as a capital withdrawal from the business, in line with FBS practise from 2008/09 onwards.

Net Farm Income (NFI) is shown below the FBI figure for information and represents the return to farmer and spouse for their manual and managerial labour and on the tenant-type capital invested in the farm. For this measure, all farms are effectively treated as tenanted and a rental value is imputed as an expense for owner-occupied land. The cost of permanent improvements to farms, together with any capital grants relating to such work, are excluded, although such landlord-type improvements will be reflected in higher rent or rental value charges. Debt servicing charges incurred by farmers on farm borrowing or the leasing of equipment are also excluded. Unpaid labour (other than that of farmer and spouse) is treated as if paid at standard rates.

## 2.2 Summary of whole-farm Farm Business Income results

Table 3 summarises the Farm Business Income (FBI) results for full samples and identical samples of organic and similar conventional farms on a whole farm and per ha basis for 2011/12 and 2010/11.

**Table 3 Summary of Farm Business Incomes by farm type, 2011/12 and 2010/11**

<b>Full samples</b>		<b>2011/12</b>			<b>2010/11</b>		
<b>Farm type</b>	<b>Type*</b>	<b>Farms</b>	<b>£/farm</b>	<b>£/ha</b>	<b>Farms</b>	<b>£/farm</b>	<b>£/ha</b>
Cereals	Organic	23	67132	243	23	74967	271
	CCF	254	101334	453	184	77667	334
General Cropping	Organic	12	96485	563	10	145720	718
	CCF	68	82525	501	56	107465	561
Horticulture	Organic	16	16652	367	15	34150	1463
	CCF	73	55409	1745	57	52959	2617
Dairy	Organic	49	78034	514	54	62530	424
	CCF	281	81663	591	271	63775	494
LFA cattle and sheep	Organic	53	62703	364	50	49026	294
	CCF	344	42470	289	321	29773	210
Lowland cattle and sheep	Organic	40	37124	276	38	28942	235
	CCF	197	37655	328	215	20113	194
Mixed	Organic	15	57759	293	22	50526	255
	CCF	78	68387	376	101	46023	265
<b>Identical samples</b>		<b>2011/12</b>			<b>2010/11</b>		
<b>Farm type</b>	<b>Type*</b>	<b>Farms</b>	<b>£/farm</b>	<b>£/ha</b>	<b>Farms</b>	<b>£/farm</b>	<b>£/ha</b>
Cereals	Organic	15	79148	241	15	90546	277
	CCF	125	118110	453	125	93586	357
General Cropping	Organic	7	158559	697	7	175591	837
	CCF	40	136946	585	40	157559	687
Horticulture	Organic	14	4267	169	14	18223	695
	CCF	65	53067	2419	65	45481	2064
Dairy	Organic	40	66435	461	40	59633	414
	CCF	221	75911	573	221	52919	402
LFA cattle and sheep	Organic	42	68383	383	42	55154	310
	CCF	282	45102	290	282	32951	213
Lowland cattle and sheep	Organic	30	33796	273	30	32560	261
	CCF	153	35651	356	153	21158	210
Mixed	Organic	7	78827	362	7	86249	401
	CCF	30	78987	390	30	64351	311

\*Type: Organic=Organically managed farms, CCF=Comparable Conventional Farms

Table 4 indicates differences in farm profitability between organic and conventional systems, and year to year results. The differences in mean figures were assessed using a two-tailed students t-test. Due to variability in profit (within sample) and the small size of some of the samples few differences were significantly different either at farm or per hectare level, though organic cereal profitability per hectare was significantly lower than the CCF farms, organic LFA cattle and sheep FBI was significantly higher than CCF holdings. The only significant year to year change on organic holdings saw LFA Cattle & Sheep profitability rise, but many farm conventional types experienced significant profitability increases in 2011/12, reflecting higher conventional commodity prices than in 2010/11.

**Table 4 Statistical differences in Farm Business Income by farm type (organic vs. conventional, 2011/12) and between years (2011/12 and 2010/11)**

Farm type	Full sample		Identical sample			
	FBI/farm	FBI/ha	Organic		Conventional	
			FBI/farm	FBI/ha	FBI/farm	FBI/ha
<b>Cereal</b>						
Org vs. Conv (2011/12)	-34202 NS	-210 **				
Yr to Yr (2010/11 vs. 2011/12)			-11398 NS	-37 NS	24524 *	96 *
<b>General Cropping</b>						
Organic vs. Conventional	13960 NS	62 NS				
Year to year change (09/10 vs. 10/11)			-17032 NS	-140 NS	-20613 NS	-102 NS
<b>Horticulture</b>						
Organic vs. Conventional	-38757 NS	-1379 NS				
Year to year change (09/10 vs. 10/11)			-13955 NS	-526 NS	7585 NS	355 NS
<b>Dairy</b>						
Organic vs. Conventional	-3629 NS	-77 NS				
Year to year changes			6802 NS	46 NS	22992 ***	171 ***
<b>LFA cattle and sheep</b>						
Organic vs. Conventional	20232 *	75 **				
Year to year changes			13229 *	72 *	12151 ***	78 ***
<b>Lowland cattle and sheep</b>						
Organic vs. Conventional	-531 NS	-52 NS				
Year to year changes			1236 NS	12 NS	14493 ***	146 NS
<b>Mixed</b>						
Organic vs. Conventional	-10628 NS	-83 NS				
Year to year changes			-7423 NS	-39 NS	14636 NS	80 NS

Notes: NS-No significant difference, \*-difference at 5%, \*\*-difference at 1%, \*\*\*-difference at 0.1%

## 2.3 Cereal farms

For detailed results see Appendix 1, Table A1, pages 28-35.

**Table 5 Summary data for cereal farms (£/ha), 2011/12 and 2010/11**

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	Full sample				Identical sample			
	2011/12		2010/11		Organic		Conventional	
	Org	Conv.	Org	Conv.	11/12	10/11	11/12	10/11
Sample number	23	254	23	184	15	15	125	125
Average farm size (UAA)	276.3	223.7	276.6	232.3	329.1	326.6	260.7	262.3
Business Size (ESU)	115.9	126.2	115.0	122.8	135.4	140.0	148.1	148.2
	£/ha	£/ha	£/ha	£/ha	£/ha	£/ha	£/ha	£/ha
Livestock outputs	109	94	120	88	139	128	105	94
Cropping outputs	476	939	437	754	449	460	940	789
Miscellaneous	172	167	163	169	160	171	187	164
Agri-env. payments	104	45	104	47	105	112	44	41
Subsidies/Single Payment	230	201	215	201	231	218	199	197
<b>TOTAL OUTPUTS</b>	<b>1090</b>	<b>1445</b>	<b>1039</b>	<b>1260</b>	<b>1084</b>	<b>1090</b>	<b>1475</b>	<b>1285</b>
Livestock inputs	52	48	68	53	67	70	55	49
Crop inputs	87	299	67	263	84	69	295	273
Labour	157	77	143	90	168	169	82	78
Machinery	291	328	252	303	269	261	333	301
General	127	127	105	116	122	107	130	113
Land & rent	133	117	132	102	132	136	127	116
<b>TOTAL INPUTS</b>	<b>847</b>	<b>995</b>	<b>768</b>	<b>927</b>	<b>843</b>	<b>812</b>	<b>1022</b>	<b>929</b>
<b>Farm Business Income</b>	<b>243</b>	<b>453</b>	<b>271</b>	<b>334</b>	<b>241</b>	<b>277</b>	<b>453</b>	<b>357</b>
<b>Net Farm Income</b>	<b>158</b>	<b>364</b>	<b>201</b>	<b>251</b>	<b>175</b>	<b>212</b>	<b>372</b>	<b>280</b>

The 2011/12 *full sample* indicates a significantly lower FBI per ha for organic holdings. Organic output remained lower than conventional in 2011/12, due to much lower cropping output and despite greater agri-environment payments. Overall, organic costs were lower than conventional holdings, with much lower crop costs, but much higher labour costs.

The *identical samples* showed a slight decrease in organic holding profitability, whilst conventional holding FBI/ha increased despite higher costs.

Organic crop yields remained substantially lower than conventional e.g. conventional wheat yield of 7.7t/ha vs organic wheat yield of 3.6t/ha in 2011/12, with the average organic wheat price slightly higher at £250/t compared to the average conventional price of £157/t.

Overall, organic cropping holding profitability decreased slightly in 2011/12, whilst conventional holding profitability increased sharply.

## 2.4 General Cropping farms

For detailed results see Appendix 1, Table A2, pages 36-43.

**Table 6 Summary data for general cropping farms (£/ha), 2011/12 and 2010/11**

	Full sample				Identical sample			
	2011/12		2010/11		Organic		Conventional	
	Org	Conv.	Org	Conv.	11/12	10/11	11/12	10/11
Sample number	12	68	10	56	7	7	40	40
Average farm size (UAA)	171.3	164.6	203.0	191.4	227.5	209.8	234.2	229.3
Business Size (ESU)	230.4	187.4	259.4	213.4	356.4	311.8	296.4	298.5
	<b>£/ha</b>	<b>£/ha</b>	<b>£/ha</b>	<b>£/ha</b>	<b>£/ha</b>	<b>£/ha</b>	<b>£/ha</b>	<b>£/ha</b>
Livestock outputs	684	193	415	234	821	462	120	101
Cropping outputs	2015	1510	2169	1526	2454	2744	1801	1792
Miscellaneous	188	133	130	189	176	125	120	102
Agri-env. payments	78	36	97	41	81	65	36	38
Subsidies/Single Payment	193	210	204	213	186	198	216	224
<b>TOTAL OUTPUTS</b>	<b>3158</b>	<b>2082</b>	<b>3016</b>	<b>2203</b>	<b>3717</b>	<b>3595</b>	<b>2293</b>	<b>2257</b>
Livestock inputs	492	102	250	142	603	300	68	64
Crop inputs	513	469	518	449	624	664	527	487
Labour	354	227	352	293	427	425	287	246
Machinery	747	452	716	443	862	854	463	446
General	253	183	215	176	248	236	193	168
Land & rent	235	148	248	140	256	280	170	158
<b>TOTAL INPUTS</b>	<b>2594</b>	<b>1581</b>	<b>2298</b>	<b>1643</b>	<b>3020</b>	<b>2758</b>	<b>1708</b>	<b>1570</b>
<b>Farm Business Income</b>	<b>563</b>	<b>501</b>	<b>718</b>	<b>561</b>	<b>697</b>	<b>837</b>	<b>585</b>	<b>687</b>
<b>Net Farm Income</b>	<b>508</b>	<b>420</b>	<b>611</b>	<b>483</b>	<b>625</b>	<b>758</b>	<b>506</b>	<b>584</b>

The 2011/12 *full sample* indicates a similar FBI per ha for both organic and comparable conventional holdings. Organic output was slightly higher than conventional due to greater livestock output and higher agri-environment payments. However, organic costs were also considerably higher than conventional holdings, as a result of greater livestock, labour and machinery costs, though crop input costs were similar.

The *identical samples* showed a decrease in both organic and conventional holding profitability as a result of increased costs and similar output. Livestock output and inputs varied considerably on the organic holdings whilst the conventional holdings saw the greatest change in crop costs.

Organic crop yields remained lower than conventional though for some crops the yield difference was less pronounced e.g. organic potato yield of 33.4t/ha vs conventional potato yield of 39.2t/ha in 2011/12, but the average organic potato price was £240/t compared to the average conventional price of £133/t.

Overall, organic general cropping holding profitability decreased in 2011/12, but remained well above conventional levels.

## 2.5 Horticulture

For detailed results see Appendix 1, Table A3, pages 44-51.

**Table 7 Summary data for horticulture businesses (£/ha), 2011/12 and 2010/11**

	Full sample				Identical sample			
	2011/12		2010/11		Organic		Conventional	
	Org	Conv.	Org	Conv.	11/12	10/11	11/12	10/11
Sample number	16	73	15	57	14	14	65	65
Average farm size (UAA)	45.4	31.7	23.3	20.2	25.2	26.2	21.9	22.0
Business Size (ESU)	152.2	147.5	216.3	211.7	148.5	154.0	143.3	143.5
	£/ha	£/ha	£/ha	£/ha	£/ha	£/ha	£/ha	£/ha
Livestock outputs	376	133	286	88	385	309	120	78
Cropping outputs	4090	11223	10353	20098	7612	7501	16690	15256
Miscellaneous	538	1359	821	4196	749	689	2139	2072
Agri-env. payments	156	43	94	29	194	121	52	41
Subsidies/Single Payment	185	215	129	172	139	123	180	152
<b>TOTAL OUTPUTS</b>	<b>5344</b>	<b>12973</b>	<b>11683</b>	<b>24583</b>	<b>9079</b>	<b>8744</b>	<b>19180</b>	<b>17598</b>
Livestock inputs	159	55	138	50	224	187	45	32
Crop inputs	1481	4385	3521	8439	2911	2676	6550	6247
Labour	1374	3812	3063	7026	2579	2545	5826	5386
Machinery	998	1196	1632	2318	1529	1283	1695	1553
General	765	1506	1613	3737	1376	1166	2258	2025
Land & rent	201	273	253	396	292	192	387	291
<b>TOTAL INPUTS</b>	<b>4978</b>	<b>11227</b>	<b>10220</b>	<b>21966</b>	<b>8910</b>	<b>8048</b>	<b>16762</b>	<b>15534</b>
<b>Farm Business Income</b>	<b>367</b>	<b>1745</b>	<b>1463</b>	<b>2617</b>	<b>169</b>	<b>695</b>	<b>2419</b>	<b>2064</b>
<b>Net Farm Income</b>	<b>242</b>	<b>1740</b>	<b>1387</b>	<b>2784</b>	<b>179</b>	<b>639</b>	<b>2481</b>	<b>2100</b>

The horticulture holding data has historically been difficult to assess due to the small sample sizes and large variation in intensity of production between holdings, but the sample size in 2011/12 had increased to 16 holdings, though these still represent a broad range of systems.

The 2011/12 *full sample* indicates the average organic holding FBI per ha to be lower than comparable conventional holdings, as in 2010/11. Organic holding output was less than 50% of conventional reflecting their lower intensity, however, organic costs were also much lower than conventional; with labour and cropping input costs over 50% lower. Overall though, conventional holding FBI per ha remained higher for both 2010/11 and 2011/12 financial years.

The *identical sample* showed a decrease in organic profitability despite similar organic agricultural output, but increased crop input, machinery, general and land costs. Conventional holdings showed an increase in profitability with higher output but also increased costs.

Overall, conventional horticultural holdings remained financially superior to organic holdings mainly due to higher output from a smaller area through increased intensity of farming. Organic systems appear less profitable per hectare but are less reliant on external inputs to maintain income.

## 2.6 Dairy farms

For detailed results see Appendix 1, Table A4, pages 52-59.

**Table 8 Summary data for Dairy farms (£/ha), 2011/12 and 2010/11**

	Full sample				Identical sample			
	2011/12		2010/11		Organic		Conventional	
	Org	Conv.	Org	Conv.	11/12	10/11	11/12	10/11
Sample number	49	281	54	271	40	40	221	221
Average farm size (UAA)	151.9	138.2	147.5	129.1	144.3	143.9	132.5	131.7
Business Size (ESU)	163.0	161.2	157.9	156.3	158.2	159.7	153.5	151.5
	<b>£/ha</b>	<b>£/ha</b>	<b>£/ha</b>	<b>£/ha</b>	<b>£/ha</b>	<b>£/ha</b>	<b>£/ha</b>	<b>£/ha</b>
Livestock outputs	2229	2444	1959	2130	2241	2034	2402	2063
Cropping outputs	92	223	69	148	78	69	191	173
Miscellaneous	83	118	90	86	83	78	119	97
Agri-env. payments	69	28	81	28	74	83	23	28
Subsidies/Single Payment	219	211	218	234	218	221	215	223
<b>TOTAL OUTPUTS</b>	<b>2691</b>	<b>3024</b>	<b>2417</b>	<b>2625</b>	<b>2694</b>	<b>2484</b>	<b>2950</b>	<b>2584</b>
Livestock inputs	977	996	859	872	1020	914	968	882
Crop inputs	48	202	49	194	49	49	201	181
Labour	267	240	249	197	245	235	218	204
Machinery	485	565	462	510	512	483	567	516
General	221	252	205	220	215	214	254	243
Land & rent	180	177	169	138	193	175	168	156
<b>TOTAL INPUTS</b>	<b>2177</b>	<b>2433</b>	<b>1993</b>	<b>2131</b>	<b>2234</b>	<b>2070</b>	<b>2377</b>	<b>2182</b>
<b>Farm Business Income</b>	<b>514</b>	<b>591</b>	<b>424</b>	<b>494</b>	<b>461</b>	<b>414</b>	<b>573</b>	<b>402</b>
<b>Net Farm Income</b>	<b>468</b>	<b>468</b>	<b>364</b>	<b>355</b>	<b>398</b>	<b>351</b>	<b>430</b>	<b>271</b>

The LFA and lowland dairy samples are combined to due to a small number of LFA dairy holdings within the sample.

The *full sample* results indicate that organic dairy farm profitability was below conventional levels in 2011/12 due to lower milk and cropping output, despite also having lower costs, especially crop costs due to less reliance on fertiliser.

The *identical samples* showed an improved FBI/ha for both organic and conventional farms through increased output, but both sectors also experienced substantially increased costs, especially for feed and machinery.

In terms of milk production, the average organic milk yield was 6248 litres/cow, lower than the average conventional holding yield of 7428 litres/cow. The organic milk price was 31.2ppl, higher than the average conventional price of 27.1ppl. Both the organic and CCF milk prices had risen considerably in the year, reflected in increased output.

Overall, the data indicates that conventional dairying has continued to remain more profitable than organic systems, though high external input costs may cause this to be unsustainable.



## 2.7 LFA Cattle and Sheep

For detailed results see Appendix 1, Table A5, pages 60-67.

**Table 9 Summary data for LFA cattle and sheep farms (£/ha), 2011/12 and 2010/11**

	Full sample				Identical sample			
	2011/12		2010/11		Organic		Conventional	
	Org	Conv.	Org	Conv.	11/12	10/11	11/12	10/11
Sample number	53	344	50	321	42	42	282	282
Average farm size (UAA)	172.1	146.8	166.6	141.6	178.6	177.7	155.3	154.9
Business Size (ESU)	40.9	38.6	38.9	36.8	42.2	41.5	39.3	39.5
	£/ha	£/ha	£/ha	£/ha	£/ha	£/ha	£/ha	£/ha
Livestock outputs	549	586	422	450	536	429	561	458
Cropping outputs	30	29	25	18	32	22	22	19
Miscellaneous	43	32	47	32	30	44	30	33
Agri-env. payments	157	85	176	91	171	193	89	87
Subsidies/Single Payment	231	226	230	235	235	232	222	222
<b>TOTAL OUTPUTS</b>	<b>1009</b>	<b>957</b>	<b>900</b>	<b>826</b>	<b>1003</b>	<b>920</b>	<b>925</b>	<b>820</b>
Livestock inputs	172	217	162	201	170	163	213	201
Crop inputs	30	70	26	57	29	26	63	56
Labour	51	28	47	27	53	54	27	28
Machinery	223	193	196	181	205	196	180	175
General	82	85	83	79	82	80	80	78
Land & rent	87	75	91	70	81	91	71	69
<b>TOTAL INPUTS</b>	<b>645</b>	<b>668</b>	<b>606</b>	<b>615</b>	<b>620</b>	<b>610</b>	<b>634</b>	<b>607</b>
<b>Farm Business Income</b>	<b>364</b>	<b>289</b>	<b>294</b>	<b>210</b>	<b>383</b>	<b>310</b>	<b>290</b>	<b>213</b>
<b>Net Farm Income</b>	<b>303</b>	<b>202</b>	<b>236</b>	<b>132</b>	<b>317</b>	<b>250</b>	<b>203</b>	<b>129</b>

Through combining the four main LFA cattle and sheep farm types, the robust farm type sample comprised 53 farms in 2011/12.

The 2011/12 *full sample* highlighted that organic LFA cattle and sheep farms were more profitable than comparable conventional farms. Organic FBI/ha was higher despite lower livestock output, but this was offset by considerably greater agri-environment payments, resulting in a higher overall output. Organic livestock and crop inputs were lower than conventional, though labour and machinery costs remained higher, but costs were similar overall.

The *identical samples* showed increased profitability for both organic and conventional farms with greater output and marginally higher costs, mainly livestock inputs and machinery costs.

LFA organic finished cattle prices averaged £1070/head, slightly lower than 2010/11, whilst the conventional average of £1040 was considerably improved from £897/head in 2010/11. The LFA holding organic finished lamb price was similar to the conventional price, at £73/head and £71/head, both around £10/head greater than in 2010/11.

Overall, organic LFA cattle and sheep holdings continued to be more profitable than their conventional counterparts, with both sectors increasing profitability in 2011/12.

## 2.8 Lowland cattle and sheep farms

For detailed results see Appendix 1, Table A6, pages 68-75.

**Table 10 Summary data for lowland cattle and sheep farms (£/ha), 2011/12 and 2010/11**

	Full sample				Identical sample			
	2011/12		2010/11		Organic		Conventional	
	Org	Conv.	Org	Conv.	11/12	10/11	11/12	10/11
Sample number	40	197	38	215	30	30	149	153
Average farm size (UAA)	134.4	114.7	123.0	103.7	123.6	124.6	100.2	100.8
Business Size (ESU)	29.9	28.8	28.7	26.5	28.2	29.5	27.7	26.5
	<b>£/ha</b>	<b>£/ha</b>	<b>£/ha</b>	<b>£/ha</b>	<b>£/ha</b>	<b>£/ha</b>	<b>£/ha</b>	<b>£/ha</b>
Livestock outputs	486	619	490	496	557	516	704	537
Cropping outputs	50	83	45	76	47	44	73	66
Miscellaneous	107	97	91	136	72	67	113	110
Agri-env. payments	127	48	166	53	147	177	56	59
Subsidies/Single Payment	209	189	205	190	205	196	188	189
<b>TOTAL OUTPUTS</b>	<b>979</b>	<b>1035</b>	<b>998</b>	<b>951</b>	<b>1027</b>	<b>1000</b>	<b>1133</b>	<b>962</b>
Livestock inputs	133	192	211	196	197	224	229	221
Crop inputs	23	68	23	57	18	22	64	53
Labour	74	52	57	70	74	56	55	50
Machinery	235	213	232	235	241	218	227	227
General	151	105	135	120	139	131	122	120
Land & rent	88	76	105	79	85	87	80	80
<b>TOTAL INPUTS</b>	<b>702</b>	<b>707</b>	<b>763</b>	<b>757</b>	<b>754</b>	<b>739</b>	<b>778</b>	<b>752</b>
<b>Farm Business Income</b>	<b>276</b>	<b>328</b>	<b>235</b>	<b>194</b>	<b>273</b>	<b>261</b>	<b>356</b>	<b>210</b>
<b>Net Farm Income</b>	<b>199</b>	<b>227</b>	<b>142</b>	<b>102</b>	<b>183</b>	<b>169</b>	<b>240</b>	<b>111</b>

The 2011/12 *full sample* indicated that organic lowland cattle and sheep holding profitability (FBI) had fallen behind comparable conventional holdings. Total output on organic holdings was lower and the proportion of income from support payments was higher for organic farms whilst input costs were similar between systems.

The *identical sample* showed increased FBI for both sectors though conventional profits had increased substantially more than on organic holdings. Costs had increased for both organic and conventional sectors but output had improved beyond this.

Lowland organic finished cattle prices averaged £1011/head, slightly lower than the conventional average of £1029/head, whilst the lowland holding organic finished lamb price was similar to the conventional price, at £76/head and £80/head respectively.

Overall, whilst profitability of organic lowland cattle and sheep holdings increased in 2011/12, comparable conventional holding profitability surged ahead of the organic holdings.

## 2.9 Mixed farms

For detailed results see Appendix 1, Table A7, pages 76-83.

**Table 11 Summary data for mixed farms (£/ha), 2011/12 and 2010/11**

	Full sample				Identical sample			
	2011/12		2010/11		Organic		Conventional	
	Org	Conv.	Org	Conv.	11/12	10/11	11/12	10/11
Sample number	15	78	22	101	7	7	30	30
Average farm size (UAA)	196.8	181.7	198.1	173.5	217.6	214.8	202.4	207.2
Business Size (ESU)	83.4	82.3	86.6	82.3	113.5	106.0	109.6	110.5
	£/ha	£/ha	£/ha	£/ha	£/ha	£/ha	£/ha	£/ha
Livestock outputs	659	728	586	585	915	791	913	722
Cropping outputs	410	409	268	420	588	406	520	474
Miscellaneous	112	140	129	140	86	195	125	107
Agri-env. payments	87	61	128	46	85	104	49	56
Subsidies/Single Payment	199	209	209	221	220	229	216	228
<b>TOTAL OUTPUTS</b>	<b>1467</b>	<b>1547</b>	<b>1319</b>	<b>1411</b>	<b>1895</b>	<b>1725</b>	<b>1823</b>	<b>1587</b>
Livestock inputs	335	350	293	334	516	439	514	461
Crop inputs	118	187	75	164	179	132	224	185
Labour	111	105	127	109	167	188	116	108
Machinery	331	312	312	314	367	328	350	320
General	138	121	151	120	156	92	120	110
Land & rent	141	98	106	105	148	144	108	93
<b>TOTAL INPUTS</b>	<b>1173</b>	<b>1172</b>	<b>1064</b>	<b>1147</b>	<b>1532</b>	<b>1323</b>	<b>1432</b>	<b>1276</b>
<b>Farm Business Income</b>	<b>293</b>	<b>376</b>	<b>255</b>	<b>265</b>	<b>362</b>	<b>401</b>	<b>390</b>	<b>311</b>
<b>Net Farm Income</b>	<b>214</b>	<b>275</b>	<b>192</b>	<b>173</b>	<b>272</b>	<b>322</b>	<b>278</b>	<b>205</b>

The 2011/12 *full sample* indicated that mixed organic farm profitability had fallen further behind comparable conventional farms. Total output was slightly lower for organic holdings, with near identical total costs, but lower crop input costs and greater land and rent costs on organic holdings.

The *identical sample* indicated reduced profitability for organic holdings, but increased profits for conventional farms. Total output improved for both sectors but costs also increased resulting in reduced organic profitability whilst conventional FBI improved.

Organic mixed farms achieved an improved average wheat yield of 4.1t/ha at a slightly greater average price of £234/t, compared to 7.6t/ha and £154/t for conventional production. Organic and conventional finished cattle and lamb prices were similar, cattle at £998 and £1060 per head and lamb at £81 and £82 per head for organic and conventional respectively.

Overall, organic and conventional mixed farming systems achieved similar levels of profitability, though conventional profitability had improved whilst organic FBI had decreased slightly.

### 3. Enterprise gross and net margins

Tables 12 to 15 show gross and net margin results for selected organic livestock and crop enterprises for 2011/12 and 2010/11, with comparative conventional data shown where available. More detailed data is shown in Appendix 2, page **Error! Bookmark not defined.** (Caution is required when making comparisons between years as only Table 12 has an identical sample for both years).

Gross and net margin figures are for certified organic enterprises, but may include some livestock/crops sold at conventional prices. Arable benchmark costs of production are included in this section as the results are derived from the gross/net margin data based on achieved yields. Not all crop results are shown due to small samples.

All gross/net margin data has been calculated as un-weighted averages. Crop outputs include revenue and imputed values for farmhouse consumption, feed used on farm and a closing valuation for any unsold crop. It should be noted that feed values and closing valuations may be undervalued (i.e. not valued at achievable organic premium prices) in the recording process – however, this will also be reflected in lower costs for the livestock enterprises where home-grown feed is used.

Estimated net margins including allocated fixed and imputed costs are also shown. These costs are allocated pro rata based on the number of livestock units (LU) and the land area allocated to individual enterprises. The imputed costs cover unpaid labour (based on standard rates for hours input) as well as rental value for owner occupied land and interest on tenant-type capital adjusted for actual interest payments. This ensures that the costs of the farm-family's own labour, land and capital resources used in the business are accounted for.

Table 12 presents dairy data for the identical and full samples. The **identical** sample comprised of 41 organic and 71 comparable conventional dairy holdings over two years. Both organic and conventional holding output was higher in 2011/12, but variable costs were also greater. The organic gross margin (GM) was therefore 2% higher, the conventional gaining 8%. However, increased fixed and imputed costs resulted in the organic net margin (NM) (excluding support payments) falling by £5 to £-21/cow, the conventional NM improved to £7/cow.

Table 12 also contains results for the **full** sample of 51 organic dairy enterprises and 136 comparable conventional enterprises. Comparing organic and conventional groups, the organic farm output was slightly lower whilst variable costs were almost identical. Organic fixed costs remained higher due to greater labour and machinery costs, resulting in a negative net margin (excluding support payments) of £-38/cow, compared to £93 margin for the conventional holdings.

Table 13 shows organic LFA and lowland cattle gross margins to be above or similar to conventional levels. However, due to lower output from the organic farms, fixed costs were higher per head, resulting in large negative margins, though these were often offset by support payments in the LFA, whereas all conventional margins remained negative.

Table 14 indicates that organic sheep gross margins were similar or better than conventional levels, due to similar or higher outputs and lower variable costs, but higher fixed costs resulted in negative net margins. Lowland organic and all but one conventional sheep margin remained negative even with the addition of support payments.

Table 15 presents crop gross and net margin data for 2011/12. Both gross and net margins were generally higher for organic crops, though net margins excluding support payments were negative for some crops for both organic and conventional holdings. In general, organic crop output was lower but variable costs were also lower, resulting in superior gross margins.

**Table 12 Summary of organic and conventional dairy gross and net margins (£ per cow, 2011/12 and 2010/11)**

Sample Type Herd characteristics Year	Identical Sample				Full Sample			
	Organic		Conventional**		Organic		Conventional**	
	2010/11	2011/12	2010/11	2011/12	2010/11	2011/12	2010/11	2011/12
Number of herds	41	41	71	71	51	45	136	145
Average farm area - actual ha	156	161	148	148	166	160	136	140
Average size of the farm business (ESU)	151	151	164	166	156	156	153	166
Average size of herd (dairy cows)	129	128	134	135	130	134	123	137
Average milk yield (litres per cow)	5951	6138	7605	7641	6264	6315	7538	7397
Implied milk price (ppl)	30	31	24	27	30	32	25	27
<b>Enterprise output (£ per cow)</b>								
Milk disposals (1)	1783	1940	1911	2126	1898	2011	1873	2060
Other output less transfers in	-59	-87	-106	-120	-79	-91	-93	-122
<b>Total enterprise output</b>	<b>1724</b>	<b>1854</b>	<b>1805</b>	<b>2007</b>	<b>1819</b>	<b>1919</b>	<b>1780</b>	<b>1938</b>
<b>Variable Costs (£ per cow)</b>								
Concentrates	467	547	516	578	508	574	499	561
Other feed and keep	39	51	28	24	40	49	28	33
Other livestock costs - dairy	221	240	216	236	229	239	221	232
<b>Total variable costs</b>	<b>727</b>	<b>838</b>	<b>760</b>	<b>838</b>	<b>777</b>	<b>862</b>	<b>748</b>	<b>826</b>
<b>Margin over concentrates</b>	<b>1257</b>	<b>1307</b>	<b>1289</b>	<b>1429</b>	<b>1311</b>	<b>1345</b>	<b>1281</b>	<b>1378</b>
<b>Forage variable costs (£ per cow)</b>	<b>31</b>	<b>30</b>	<b>99</b>	<b>99</b>	<b>30</b>	<b>29</b>	<b>97</b>	<b>94</b>
<b>Gross margin including forage costs</b>	<b>966</b>	<b>986</b>	<b>947</b>	<b>1070</b>	<b>1012</b>	<b>1028</b>	<b>935</b>	<b>1018</b>
<b>Fixed Costs (£ per cow)\$</b>								
Labour	170	170	137	139	198	184	138	145
Power and machinery	287	273	266	271	299	275	268	268
Land and buildings	90	96	84	90	89	95	82	92
General farm costs	85	84	78	81	84	82	77	81
Rent and finance	71	86	65	68	78	88	56	71
<b>Total fixed costs</b>	<b>704</b>	<b>710</b>	<b>630</b>	<b>648</b>	<b>749</b>	<b>724</b>	<b>622</b>	<b>657</b>
<b>Total actual costs</b>	<b>1461</b>	<b>1578</b>	<b>1488</b>	<b>1586</b>	<b>1556</b>	<b>1615</b>	<b>1467</b>	<b>1577</b>
<b>Net margin over actual costs (£/cow)</b>	<b>263</b>	<b>276</b>	<b>316</b>	<b>421</b>	<b>263</b>	<b>304</b>	<b>313</b>	<b>361</b>
<b>Total imputed costs</b>	<b>321</b>	<b>313</b>	<b>325</b>	<b>328</b>	<b>296</b>	<b>299</b>	<b>325</b>	<b>330</b>
<b>Total costs including imputed</b>	<b>1782</b>	<b>1891</b>	<b>1814</b>	<b>1913</b>	<b>1852</b>	<b>1914</b>	<b>1791</b>	<b>1907</b>
<b>Net margin over all costs (£/cow)</b>	<b>-58</b>	<b>-38</b>	<b>-9</b>	<b>93</b>	<b>-33</b>	<b>5</b>	<b>-11</b>	<b>31</b>
<b>Other related outputs (ORO)</b>								
Agri-environment payments (exc OFS)	62	56	25	19	63	54	20	17
Organic Farming Scheme Payment	4	4	0	0	3	4	0	0
Single Payment Scheme	154	156	121	114	160	157	131	115
Byproducts & forage	6	12	18	26	9	11	16	22
<b>Total other related outputs</b>	<b>225</b>	<b>228</b>	<b>163</b>	<b>159</b>	<b>235</b>	<b>226</b>	<b>167</b>	<b>154</b>
<b>NM over all costs (inc. ORO) (£/cow)</b>	<b>167</b>	<b>190</b>	<b>154</b>	<b>252</b>	<b>202</b>	<b>231</b>	<b>155</b>	<b>185</b>

\$ Fixed costs are proportioned to enterprise according to the ratio of livestock units per enterprise and the proportion of the farm area in forage production

# Includes unpaid labour, imputed rent and interest on tenants capital

\*\* Conventional data are from whole farm analysis clustered conventional farms

**Table 13 Summary of organic and conventional beef gross and net margins (£/cow, 2011/12, full samples)**

LFA status Production system Organic or conventional system	Less Favoured Area				Lowland Area			
	Finished cattle		Store cattle		Finished cattle		Store cattle	
	Org.	Conv.**	Org.	Conv.**	Org.	Conv.**	Org.	Conv.**
Number of herds	10	39	24	120	39	62	17	72
Average farm area - actual ha	213	187	358	210	215	157	150	124
Average size of the farm business (ESU)	62	51	34	36	81	68	66	42
Average size of herd	66	49	36	40	52	49	37	36
<b>Enterprise output (£ per cow)</b>								
Finished beef sales	880	1143	64	64	901	1177	25	278
Store beef sales & transfers	640	192	587	660	218	162	399	597
Other output less transfers in	-534	-195	56	9	-30	-104	176	63
<b>Total enterprise output</b>	<b>986</b>	<b>1141</b>	<b>708</b>	<b>734</b>	<b>1089</b>	<b>1235</b>	<b>600</b>	<b>937</b>
<b>Variable Costs (£ per cow)</b>								
Concentrates	113	225	85	133	118	292	39	133
Other feed and keep	94	34	29	40	23	37	23	30
Other livestock costs - dairy	155	163	170	127	187	205	114	157
<b>Total variable costs</b>	<b>361</b>	<b>422</b>	<b>284</b>	<b>300</b>	<b>328</b>	<b>533</b>	<b>175</b>	<b>320</b>
<b>Gross margin before forage costs</b>	<b>625</b>	<b>718</b>	<b>424</b>	<b>433</b>	<b>761</b>	<b>701</b>	<b>425</b>	<b>617</b>
<b>Forage variable costs (£ per cow)</b>	<b>68</b>	<b>148</b>	<b>53</b>	<b>102</b>	<b>86</b>	<b>138</b>	<b>30</b>	<b>97</b>
<b>Gross margin including forage costs</b>	<b>557</b>	<b>571</b>	<b>371</b>	<b>331</b>	<b>675</b>	<b>563</b>	<b>394</b>	<b>520</b>
<b>Fixed Costs (£ per cow)§</b>								
Labour	62	67	55	31	305	145	106	95
Power and machinery	290	276	262	233	404	326	312	313
Land and buildings	99	90	57	61	132	98	215	104
General farm costs	101	97	98	86	135	104	130	105
Rent and finance	62	52	54	53	141	76	119	86
<b>Total fixed costs</b>	<b>614</b>	<b>583</b>	<b>526</b>	<b>464</b>	<b>1116</b>	<b>749</b>	<b>882</b>	<b>703</b>
<b>Total actual costs</b>	<b>1044</b>	<b>1152</b>	<b>863</b>	<b>866</b>	<b>1530</b>	<b>1421</b>	<b>1088</b>	<b>1120</b>
<b>Net margin over actual costs</b>	<b>-58</b>	<b>-12</b>	<b>-155</b>	<b>-133</b>	<b>-441</b>	<b>-186</b>	<b>-488</b>	<b>-183</b>
<b>Total imputed costs#</b>	<b>416</b>	<b>472</b>	<b>375</b>	<b>395</b>	<b>614</b>	<b>573</b>	<b>539</b>	<b>592</b>
<b>Total costs including imputed</b>	<b>1460</b>	<b>1625</b>	<b>1239</b>	<b>1262</b>	<b>2145</b>	<b>1994</b>	<b>1627</b>	<b>1712</b>
<b>Net margin over all costs</b>	<b>-474</b>	<b>-484</b>	<b>-531</b>	<b>-528</b>	<b>-1056</b>	<b>-759</b>	<b>-1027</b>	<b>-775</b>
<b>Other related outputs (ORO)</b>								
LFA and agri-environmental payments	238	172	234	153	268	201	337	214
Organic Farming Scheme Payment	8	0	54	0	7	0	0	0
Single Payment Scheme	377	414	419	348	529	372	466	401
<b>Total other related outputs</b>	<b>622</b>	<b>585</b>	<b>707</b>	<b>501</b>	<b>804</b>	<b>574</b>	<b>803</b>	<b>614</b>
<b>NM over all costs (inc. ORO)</b>	<b>148</b>	<b>101</b>	<b>177</b>	<b>-27</b>	<b>-251</b>	<b>-186</b>	<b>-224</b>	<b>-160</b>

§ Fixed costs are proportioned to enterprise according to the ratio of livestock units

per enterprise and the proportion of the farm area in forage production

# Includes unpaid labour, imputed rent and interest on tenants capital

\*\* Conventional data are from whole farm analysis clustered conventional farms

**Table 14 Summary of organic and conventional sheep gross and net margins (£/ewe, 2011/12, full samples)**

LFA status Productivity Organic or conventional system	Less Favoured Area				Lowland Area	
	Lower		Higher		All flocks	
	Org.	Conv.**	Org.	Conv.**	Org.	Conv.**
Number of flocks	13	61	34	133	37	138
Average farm area - actual ha	398	301	285	159	196	152
Average size of the farm business (ESU)	35	41	50	39	85	75
Average size of herd	530	752	698	581	285	270
Finished lambs sold per ewe	0.48	0.51	1.02	1.00	0.97	1.14
<b>Enterprise output (£ per ewe)</b>						
Finished lamb sales	27	33	81	75	79	92
Store lamb sales	7	9	9	3	5	11
Other output less transfers in	9	12	22	20	15	12
<b>Total enterprise output</b>	<b>43</b>	<b>54</b>	<b>111</b>	<b>98</b>	<b>99</b>	<b>115</b>
<b>Variable Costs (£ per ewe)</b>						
Concentrates	6	10	13	15	10	17
Other feed and keep	2	5	5	4	4	2
Other livestock costs - dairy	8	9	15	13	16	18
<b>Total variable costs</b>	<b>16</b>	<b>24</b>	<b>33</b>	<b>32</b>	<b>29</b>	<b>37</b>
<b>Gross margin before forage costs</b>	<b>27</b>	<b>30</b>	<b>78</b>	<b>66</b>	<b>70</b>	<b>79</b>
<b>Forage variable costs (£ per ewe)</b>	<b>2</b>	<b>6</b>	<b>4</b>	<b>10</b>	<b>3</b>	<b>9</b>
<b>Gross margin including forage costs</b>	<b>25</b>	<b>24</b>	<b>74</b>	<b>57</b>	<b>67</b>	<b>69</b>
<b>Fixed Costs (£ per ewe)§</b>						
Labour	8	3	10	5	22	15
Power and machinery	22	19	33	26	34	29
Land and buildings	3	4	7	5	11	8
General farm costs	5	6	7	6	10	11
Rent and finance	2	5	6	4	11	9
<b>Total fixed costs</b>	<b>40</b>	<b>36</b>	<b>64</b>	<b>46</b>	<b>87</b>	<b>72</b>
<b>Total actual costs</b>	<b>58</b>	<b>66</b>	<b>101</b>	<b>87</b>	<b>120</b>	<b>118</b>
<b>Net margin over actual costs</b>	<b>-15</b>	<b>-12</b>	<b>10</b>	<b>11</b>	<b>-20</b>	<b>-2</b>
<b>Total imputed costs</b>	<b>34</b>	<b>31</b>	<b>35</b>	<b>41</b>	<b>51</b>	<b>60</b>
<b>Total costs including imputed</b>	<b>92</b>	<b>97</b>	<b>136</b>	<b>128</b>	<b>171</b>	<b>177</b>
<b>Net margin over all costs</b>	<b>-49</b>	<b>-43</b>	<b>-24</b>	<b>-30</b>	<b>-71</b>	<b>-62</b>
<b>Other related outputs (ORO)</b>						
LFA and agri-environmental payments	32	15	18	10	22	16
Organic Farming Scheme Payment	4	0	2	0	0	0
Single Payment Scheme	32	25	32	27	35	33
<b>Total other related outputs</b>	<b>69</b>	<b>40</b>	<b>52</b>	<b>37</b>	<b>57</b>	<b>49</b>
<b>NM over all costs (inc. ORO)</b>	<b>20</b>	<b>-3</b>	<b>27</b>	<b>7</b>	<b>-14</b>	<b>-13</b>

§ Fixed costs are proportioned to enterprise according to the ratio of livestock units per enterprise and the proportion of the farm area in forage production

# Includes unpaid labour, imputed rent and interest on tenants capital

\*\* Conventional data are from whole farm analysis clustered conventional farms

**Table 15 Summary of organic and conventional crop gross, net margins (£/t), 2011/12, full samples**

Crop Enterprise	Winter Wheat		Spring Wheat		Spring Barley		Winter Oats	
	Org	Conv	Org	Conv	Org	Conv	Org	Conv
Number of enterprises	37	272	18	18	44	136	17	37
Average farm area - actual ha	249	218	296	244	264	202	241	219
Average business size (ESU)	146	155	171	210	144	112	100	125
Area of crop grown (ha.)	31	70	27	19	27	23	11	18
Total production (tonnes/units)	139	581	83	78	101	119	47	115
Yield tonnes/units per hectare	4.4	8.3	3.1	4.2	3.8	5.3	4.1	6.4
Crop Value (£ per tonne/unit)	250	156	255	190	231	166	246	164
<b>Enterprise output</b>	£/t	£/t	£/t	£/t	£/t	£/t	£/t	£/t
Revenue	241	151	245	189	188	144	233	150
Feed used on farm	9	4	10	1	43	22	13	14
Straw	18	6	11	5	16	16	20	15
<b>Total enterprise output</b>	268	162	266	195	247	182	266	179
<b>Variable Costs</b>								
Seeds	20	7	36	21	22	12	18	8
Fertilisers	5	23	9	29	6	23	3	22
Crop protection	1	19	1	22	0	16	0	15
Other crop costs	7	4	7	4	6	7	5	4
<b>Total variable costs</b>	32	53	52	76	35	59	26	49
<b>Gross margin</b>	236	109	213	118	213	123	239	130
<b>Fixed Costs \$</b>								
Labour	18	7	31	10	23	7	21	7
Power and machinery	108	48	125	67	130	68	132	65
Land and buildings	12	7	14	15	15	10	12	9
General farm costs	20	9	24	16	19	13	23	15
Rent and finance	27	11	26	22	32	13	18	15
<b>Total fixed costs</b>	<b>184</b>	<b>80</b>	<b>219</b>	<b>129</b>	<b>220</b>	<b>111</b>	<b>206</b>	<b>110</b>
<b>Total actual costs</b>	<b>216</b>	<b>133</b>	<b>271</b>	<b>205</b>	<b>254</b>	<b>170</b>	<b>233</b>	<b>159</b>
<b>Net margin over actual costs</b>	<b>52</b>	<b>29</b>	<b>-6</b>	<b>-11</b>	<b>-7</b>	<b>12</b>	<b>33</b>	<b>20</b>
<b>Total imputed costs#</b>	<b>39</b>	<b>23</b>	<b>42</b>	<b>44</b>	<b>35</b>	<b>30</b>	<b>42</b>	<b>26</b>
<b>Total costs including imputed</b>	<b>255</b>	<b>156</b>	<b>313</b>	<b>249</b>	<b>289</b>	<b>200</b>	<b>275</b>	<b>185</b>
<b>Net margin over all costs</b>	<b>13</b>	<b>6</b>	<b>-47</b>	<b>-55</b>	<b>-42</b>	<b>-18</b>	<b>-9</b>	<b>-6</b>
<b>Other related outputs (ORO)</b>								
LFA and agri-environment	25	12	46	21	34	21	33	17
Organic Farming Scheme	1	0	0	0	1	0	0	0
Single Payment Scheme	45	24	65	48	51	37	47	31
<b>Total other related outputs</b>	<b>71</b>	<b>37</b>	<b>112</b>	<b>69</b>	<b>87</b>	<b>58</b>	<b>80</b>	<b>48</b>
<b>NM over all costs (inc. ORO)</b>	<b>84</b>	<b>42</b>	<b>64</b>	<b>14</b>	<b>45</b>	<b>40</b>	<b>71</b>	<b>41</b>

\$ Fixed costs are allocated to enterprise according to crop area as a % of total farm area

# Includes unpaid labour, imputed rent and interest on tenants capital



Table 15 cont'd

Crop Enterprise	Spring Oats		Feed Beans		Potatoes		Market Garden	
	Org	Conv	Org	Conv	Org	Conv	Org	Conv
Number of enterprises	20	13	26	59	6	23	9	14
Average farm area - actual ha	288	160	303	264	181	176	48	44
Average business size (ESU)	128	79	131	165	290	210	176	85
Area of crop grown (ha.)	17	11	33	23	22	14	4	5
Total production (tonnes/units)	60	63	94	90	635	614	-	-
Yield tonnes/units per hectare	3.5	5.5	2.8	3.9	28.7	43.8	-	-
Crop Value (£ per tonne/unit)	250	161	300	210	242	96	-	-
<b>Enterprise output</b>								
Revenue	802	746	817	793	6912	4196	9920	7613
Feed used on farm	70	142	29	23	16	9	0	0
Straw	47	89	9	1	0	0	0	0
<b>Total enterprise output</b>	<b>920</b>	<b>976</b>	<b>855</b>	<b>817</b>	<b>6928</b>	<b>4205</b>	<b>9920</b>	<b>7613</b>
<b>Variable Costs</b>								
Seeds	93	70	87	64	1062	682	1952	625
Fertilisers	32	124	19	50	50	496	1085	161
Crop protection	2	84	0	111	70	780	37	279
Other crop costs	19	19	8	19	1068	291	2336	1325
<b>Total variable costs</b>	<b>146</b>	<b>296</b>	<b>115</b>	<b>244</b>	<b>2250</b>	<b>2248</b>	<b>5410</b>	<b>2390</b>
<b>Gross margin</b>	<b>773</b>	<b>680</b>	<b>740</b>	<b>573</b>	<b>4678</b>	<b>1956</b>	<b>4510</b>	<b>5223</b>
<b>Fixed Costs \$</b>								
Labour	81	30	76	42	439	379	2550	1047
Power and machinery	462	423	346	258	1532	679	1501	1035
Land and buildings	44	39	44	47	90	75	166	90
General farm costs	63	81	80	72	166	99	460	434
Rent and finance	70	70	54	76	425	108	258	237
<b>Total fixed costs</b>	<b>720</b>	<b>643</b>	<b>600</b>	<b>496</b>	<b>2652</b>	<b>1340</b>	<b>4936</b>	<b>2843</b>
<b>Total actual costs</b>	<b>866</b>	<b>939</b>	<b>714</b>	<b>740</b>	<b>4902</b>	<b>3588</b>	<b>10345</b>	<b>5233</b>
<b>Net margin over actual costs</b>	<b>53</b>	<b>37</b>	<b>140</b>	<b>77</b>	<b>2026</b>	<b>616</b>	<b>-426</b>	<b>2380</b>
<b>Total imputed costs#</b>	123	183	159	174	349	567	2730	2288
<b>Total costs including imputed</b>	<b>989</b>	<b>1121</b>	<b>874</b>	<b>914</b>	<b>5251</b>	<b>4155</b>	<b>13075</b>	<b>7521</b>
<b>Net margin over all costs</b>	<b>-69</b>	<b>-146</b>	<b>-19</b>	<b>-97</b>	<b>1677</b>	<b>49</b>	<b>-3155</b>	<b>93</b>
<b>Other related outputs (ORO)</b>								
LFA and agri-environment	114	124	98	94	103	126	96	103
Organic Farming Scheme	2	0	0	0	0	0	0	0
Single Payment Scheme	206	188	201	201	142	209	186	208
<b>Total other related outputs</b>	<b>322</b>	<b>311</b>	<b>299</b>	<b>295</b>	<b>245</b>	<b>335</b>	<b>282</b>	<b>311</b>
<b>NM over all costs (inc. ORO)</b>	<b>253</b>	<b>166</b>	<b>281</b>	<b>197</b>	<b>1921</b>	<b>384</b>	<b>-2873</b>	<b>403</b>

\$ Fixed costs are allocated to enterprise according to crop area as a % of total farm area

# Includes unpaid labour, imputed rent and interest on tenants capital

## **4. Benchmark costs of production**

Detailed cost of production data for dairy and sheep are shown in Appendix 3 (page 97), but summary data are shown in Table 16 to Table 17.

In previous years it has been possible to present cost of production data for cropping, dairy, beef and sheep systems in Wales, (dairy and cropping in England) but under the existing data collection system for England (and now also Wales) it is not possible to obtain the sale/transfer weights needed to calculate costs of production for beef and lamb. Therefore only dairy and arable data is available for this report, covering both England and Wales.

Where possible, comparable conventional farm data is shown and represents results for all farms for which costs of production data were collected. The clustering approach used for selecting comparable conventional farms for the whole-farm data presented in this report could not be used in this case. The England and Wales samples use enterprise data from conventional farms that were part of clusters for the whole farm analysis.

The cost of production data are calculated according to standard procedures whereby the variable costs relate to actual enterprise costs while the forage costs are apportioned according to the weighting of the livestock enterprise on the basis of livestock units associated with each livestock enterprise. This method is also carried out for allocating the fixed/overhead costs and other outputs, except that there is a further adjustment to account for the weighting of any arable enterprises within the whole farm system. Here, values are allocated on the basis of livestock units and the percentage area that is utilised by the livestock enterprises as a whole. This method assists preventing the allocation of arable costs to the livestock enterprises. All outputs and costs are then divided by the unit of production (litres for milk, tonnes of yield for arable).

To fully reflect costs and put businesses on a comparable basis with respect to use of own labour, land and capital resources, imputed values are estimated for unpaid labour (farmer/spouse/other), interest on the farmer's share of tenant's capital (the total on-farm value of buildings, machinery, livestock and milk quota calculated at an interest rate of 6%) and imputed rent (rental value of owner occupied land excluding buildings). These costs are allocated on the same basis as for other fixed costs described above.

Organic variable costs are often lower than conventional due to a lower level of input usage, though fixed costs are often higher per unit of production due to lower physical production overall to spread these costs. (Whole farm data, presented elsewhere in this report does not show a strong pattern of organic farms having higher fixed costs). Although the total cost of production can be higher on organic systems, these are usually off-set by higher levels of support payments.

## **4.1 Dairy enterprise production costs**

Three different samples of data were available to calculate dairy costs of production. The Defra dataset for England and Wales provided data from 45 organic and 145 comparable conventional holdings, as well as an identical sample of 41 organic and 71 conventional for 2010/11 and 2011/12. The England and Wales data is summarised in Table 16; more detailed results are shown in Appendix 3 starting on page 97.

### **England & Wales Identical Sample**

The identical sample data indicated a slightly improved milk yield for both organic and conventional holdings, with enterprise output rising slightly for both conventional and organic farms. However, both organic and conventional variable costs were also slightly higher, as were conventional holding fixed costs. Overall, the organic net margin (excluding support payments) was slightly improved, whilst the conventional net margin was much higher, and whilst organic holdings attracted greater support payments conventional holdings remained ahead.

### **England & Wales Full Sample**

The full sample indicates that organic dairy output was higher than conventional, and despite higher variable costs the organic gross margin was higher. However, greater organic fixed costs resulted in a lower net margin (over actual costs) than the conventional holdings. With the inclusion of imputed costs organic milk production cost 31.1ppl, higher than conventional production at 25.9ppl. However, higher organic support payments resulted in a slightly superior NM (including support payments).

**Table 16 Summary of costs of production data for milk, 2011/12 and 2010/11 (Identical and Full Samples. ppl)**

Sample Type Herd characteristics Year	Identical Sample				Full Sample		
	Organic		Conventional**		Organic		Conv.**
	2010/11	2011/12	2010/11	2011/12	2010/11	2011/12	2011/12
Number of herds	41	41	71	71	51	45	145
Average size of herd (dairy cows)	129	128	134	135	130	134	137
Average milk yield (litres per cow)	5951	6138	7605	7641	6264	6315	7397
Average farm size (effective ha)	149	152	133	133	158	152	130
Average size of the farm business (ESU)	151	151	164	166	156	156	166
<b>Enterprise output (pence per litre)</b>							
Milk disposals	30.0	31.6	25.1	27.8	30.3	31.8	27.9
Other output less transfers in	-1.0	-1.4	-1.4	-1.6	-1.3	-1.4	-1.6
<b>Dairy outputs</b>	<b>29.0</b>	<b>30.2</b>	<b>23.7</b>	<b>26.3</b>	<b>29.0</b>	<b>30.4</b>	<b>26.2</b>
<b>Variable Costs</b>							
Concentrates	7.8	8.9	6.8	7.6	8.1	9.1	7.6
Other feed and keep	0.7	0.8	0.4	0.3	0.6	0.8	0.5
Other livestock costs - dairy	3.7	3.9	2.8	3.1	3.7	3.8	3.1
<b>Total variable costs</b>	<b>12.2</b>	<b>13.6</b>	<b>10.0</b>	<b>11.0</b>	<b>12.4</b>	<b>13.7</b>	<b>11.2</b>
<b>Herd replacement</b>	<b>1.2</b>	<b>1.3</b>	<b>0.8</b>	<b>0.9</b>	<b>1.1</b>	<b>1.2</b>	<b>0.9</b>
<b>Forage variable costs</b>	<b>0.5</b>	<b>0.5</b>	<b>1.3</b>	<b>1.3</b>	<b>0.5</b>	<b>0.5</b>	<b>1.3</b>
<b>Gross margin including forage costs</b>	<b>15.0</b>	<b>14.8</b>	<b>11.7</b>	<b>13.1</b>	<b>15.1</b>	<b>15.1</b>	<b>12.9</b>
<b>Fixed Costs\$</b>							
Labour	2.9	2.8	1.8	1.8	3.2	2.9	2.0
Power and machinery	4.8	4.5	3.5	3.5	4.8	4.4	3.6
Land and buildings	1.1	1.2	0.8	0.9	1.0	1.1	1.0
General farm costs	1.9	1.8	1.3	1.3	1.7	1.7	1.4
Rent and finance	1.2	1.4	0.9	0.9	1.3	1.4	1.0
<b>Total fixed costs</b>	<b>11.8</b>	<b>11.6</b>	<b>8.3</b>	<b>8.5</b>	<b>12.0</b>	<b>11.5</b>	<b>8.9</b>
<b>Total actual costs</b>	<b>25.8</b>	<b>27.0</b>	<b>20.4</b>	<b>21.7</b>	<b>25.9</b>	<b>26.7</b>	<b>22.2</b>
<b>Net margin over actual costs</b>	<b>3.2</b>	<b>3.2</b>	<b>3.4</b>	<b>4.6</b>	<b>3.1</b>	<b>3.6</b>	<b>4.0</b>
<b>Total imputed costs#</b>	<b>4.8</b>	<b>4.7</b>	<b>3.5</b>	<b>3.4</b>	<b>4.3</b>	<b>4.4</b>	<b>3.7</b>
<b>Total costs including imputed</b>	<b>30.6</b>	<b>31.6</b>	<b>23.8</b>	<b>25.1</b>	<b>30.2</b>	<b>31.1</b>	<b>25.9</b>
<b>Net margin over all costs</b>	<b>-1.6</b>	<b>-1.4</b>	<b>-0.1</b>	<b>1.1</b>	<b>-1.2</b>	<b>-0.7</b>	<b>0.3</b>
<b>Other related outputs (ORO)</b>							
Agri-environment payments (exc OFS)	1.0	0.8	0.3	0.3	0.9	0.8	0.2
Organic Farming Scheme Payment	0.1	0.1	0.0	0.0	0.1	0.1	0.0
Single Payment Scheme	0.1	0.2	0.2	0.3	0.1	0.2	0.3
Byproducts & forage	2.6	2.5	1.6	1.5	2.6	2.5	1.6
<b>Total other related outputs</b>	<b>3.7</b>	<b>3.6</b>	<b>2.1</b>	<b>2.1</b>	<b>3.7</b>	<b>3.5</b>	<b>2.1</b>
<b>NM over all costs (inc. ORO)</b>	<b>2.1</b>	<b>2.2</b>	<b>2.0</b>	<b>3.2</b>	<b>2.5</b>	<b>2.8</b>	<b>2.4</b>

\$ Fixed costs are proportioned to enterprise according to the ratio of livestock units per enterprise and the proportion of the farm area in forage production

# Includes unpaid labour, imputed rent and interest on tenants capital

\*\* Conventional data are from whole farm analysis clustered conventional farms

## 4.2 Cropping enterprise production costs

Costs of production data for crops are based on net margin data per hectare converted to per tonne output figures. In general the data shows organic gross margins to be higher due to lower input costs, but higher organic fixed costs due to lower production yields. Overall however, organic net margins per tonne are higher than conventional levels, especially with the inclusion of support payments.

**Table 17 Summary of organic and conventional crop costs of production (£/t), 2011/12, full samples**

Crop Enterprise	Winter Wheat		Spring Wheat		Spring Barley		Winter Oats	
	Org	Conv	Org	Conv	Org	Conv	Org	Conv
Number of enterprises	28	238	19	18	36	113	15	53
Average farm area - actual ha	306	227	317	245	264	187	214	200
Average business size (ESU)	148	151	143	189	117	105	87	114
Area of crop grown (ha.)	46	69	27	18	22	22	17	16
Total production (tonnes/units)	196	570	85	72	75	114	61	101
Yield tonnes/units per hectare	4.3	8.2	3.2	3.9	3.5	5.1	3.6	6.2
Crop Value (£ per tonne/unit)	243	149	242	220	224	144	204	145
<b>Enterprise output</b>	£/t	£/t	£/t	£/t	£/t	£/t	£/t	£/t
Revenue	231	145	231	207	169	116	181	135
Feed used on farm	12	4	11	13	55	28	23	11
Straw	15	8	15	7	30	18	22	17
<b>Total enterprise output</b>	258	157	257	227	254	162	226	162
<b>Variable Costs</b>								
Seeds	18	7	32	21	20	9	20	7
Fertilisers	3	20	3	33	5	23	1	21
Crop protection	1	20	1	24	0	16	0	15
Other crop costs	6	4	6	3	9	5	7	6
<b>Total variable costs</b>	27	50	42	81	34	53	28	49
<b>Gross margin</b>	231	107	215	146	220	109	199	113
<b>Fixed Costs \$</b>								
Labour	20	2	0	2	1	3	2	2
Power and machinery	94	48	108	83	125	67	101	58
Land and buildings	11	6	14	11	15	9	10	10
General farm costs	16	8	16	17	20	13	23	13
Rent and finance	17	10	29	21	25	13	29	14
<b>Total fixed costs</b>	157	74	167	134	187	104	166	97
<b>Total actual costs</b>	184	124	209	216	221	157	194	147
<b>Net margin over actual costs</b>	73	34	48	11	33	5	32	16
<b>Total imputed costs#</b>	32	22	27	46	29	29	34	28
<b>Total costs including imputed</b>	216	146	236	262	249	186	227	174
<b>Net margin over all costs</b>	42	11	21	-35	4	-24	-1	-12
<b>Other related outputs (ORO)</b>								
LFA and agri-environment	28	14	45	26	40	23	35	22
Organic Farming Scheme	1	0	0	0	1	0	5	0
Single Payment Scheme	46	25	62	51	56	40	54	32
<b>Total other related outputs</b>	75	39	107	77	97	63	94	54
<b>NM over all costs (inc. ORO)</b>	117	50	128	42	102	39	92	43

\$ Fixed costs are allocated to enterprise according to crop area as a % of total farm area

# Includes unpaid labour, imputed rent and interest on tenants capital

Table 17 cont'd

Crop Enterprise	Spring Oats		Feed Beans		Potatoes	
	Org	Conv	Org	Conv	Org	Conv
Number of enterprises	18	15	29	58	6	22
Average farm area - actual ha	264	215	295	271	177	143
Average business size (ESU)	120	114	140	160	185	145
Area of crop grown (ha.)	9	17	24	26	12	11
Total production (tonnes/units)	34	74	51	77	364	470
Yield tonnes/units per hectare	3.6	4.5	2.1	3.0	30.8	42.4
Crop Value (£ per tonne/unit)	177	132	269	207	239	132
<b>Enterprise output</b>	£/t	£/t	£/t	£/t	£/t	£/t
Revenue	137	82	234	197	237	132
Feed used on farm	40	50	35	10	1	0
Straw	29	17	1	0	0	0
<b>Total enterprise output</b>	206	149	269	207	239	132
<b>Variable Costs</b>						
Seeds	23	7	44	17	34	13
Fertilisers	2	18	6	12	2	11
Crop protection	0	14	0	38	3	13
Other crop costs	6	2	3	5	9	8
<b>Total variable costs</b>	31	42	53	71	47	45
<b>Gross margin</b>	175	108	216	136	191	87
<b>Fixed Costs \$</b>						
Labour	1	2	2	3	1	3
Power and machinery	109	73	127	73	50	16
Land and buildings	13	11	20	14	3	2
General farm costs	16	15	27	21	7	2
Rent and finance	25	11	27	20	9	3
<b>Total fixed costs</b>	<b>163</b>	<b>111</b>	<b>204</b>	<b>131</b>	<b>69</b>	<b>26</b>
<b>Total actual costs</b>	<b>194</b>	<b>153</b>	<b>257</b>	<b>202</b>	<b>116</b>	<b>71</b>
<b>Net margin over actual costs</b>	<b>11</b>	<b>-3</b>	<b>13</b>	<b>5</b>	<b>122</b>	<b>62</b>
<b>Total imputed costs#</b>	28	29	68	54	16	19
<b>Total costs including imputed</b>	<b>223</b>	<b>182</b>	<b>325</b>	<b>256</b>	<b>132</b>	<b>90</b>
<b>Net margin over all costs</b>	<b>-17</b>	<b>-32</b>	<b>-56</b>	<b>-49</b>	<b>107</b>	<b>42</b>
<b>Other related outputs (ORO)</b>						
LFA and agri-environment	38	38	55	27	3	3
Organic Farming Scheme	1	0	3	0	0	0
Single Payment Scheme	53	42	92	67	7	5
<b>Total other related outputs</b>	<b>92</b>	<b>80</b>	<b>150</b>	<b>94</b>	<b>10</b>	<b>8</b>
<b>NM over all costs (inc. ORO)</b>	<b>75</b>	<b>48</b>	<b>94</b>	<b>45</b>	<b>117</b>	<b>50</b>

\$ Fixed costs are allocated to enterprise according to crop area as a % of total farm area

# Includes unpaid labour, imputed rent and interest on tenants capital

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## Appendix 1 Detailed Whole Farm Results

Table A1.1 CEREAL FARM RESULTS

OUTPUTS AND INPUTS		ORGANIC							
		Identical sample				Full sample			
		2010/11		2011/12		2010/11		2011/12	
Sample number		15		15		23		23	
Average farm size (UAA)		327		329		277		276	
Business size (ESU)		140		135		115		116	
<b>OUTPUTS</b>		<b>£/farm</b>	<b>£/ha</b>	<b>£/farm</b>	<b>£/ha</b>	<b>£/farm</b>	<b>£/ha</b>	<b>£/farm</b>	<b>£/ha</b>
Dairy -	milk output	1217	4	920	3	794	3	600	2
	cattle	363	1	488	1	237	1	318	1
	net quota	0	0	0	0	0	0	0	0
	valuation change	-590	-2	-470	-1	-385	-1	-307	-1
Other cattle	output	33497	103	26596	81	28984	105	17336	63
	valuation change	-6661	-20	5747	17	-6035	-22	3883	14
Sheep -	total output	5193	16	6814	21	3888	14	4444	16
	valuation change	1510	5	-166	-1	716	3	-108	0
Other livestock		7125	22	5918	18	5079	18	3859	14
Arable crops	output	135662	415	135445	412	108477	392	120293	435
	protein/energy support	1076	3	1111	3	900	3	1093	4
By products forage and cults		14655	45	12341	38	12426	45	11095	40
Miscellaneous (incl. farmhouse benefit value)		55982	171	52643	160	45028	163	47482	172
	- organic grants	3074	9	2116	6	1985	7	1466	5
	- other agri-env.payments	33621	103	32278	98	26776	97	27192	98
	- subsidy/single farm payment	70163	215	74918	228	58610	212	62532	226
	<b>FARM REVENUE</b>	<b>355888</b>	<b>1090</b>	<b>356698</b>	<b>1084</b>	<b>287479</b>	<b>1039</b>	<b>301179</b>	<b>1090</b>
<b>INPUTS</b>									
Feeds	purchased concentrates	6590	20	6263	19	4712	17	4085	15
	homegrown concentrates	4798	15	5151	16	3844	14	3359	12
	Purchased fodder, Tack and stock keep	1331	4	867	3	1228	4	566	2
	Veterinary and medicines	1469	4	1643	5	1190	4	1074	4
	Other livestock costs	8775	27	8244	25	7870	28	5397	20
Seeds -	purchased and homegrown	17113	52	20433	62	14052	51	17052	62
Fertilisers		3023	9	3485	11	2180	8	3728	13
	Crop protection	73	0	83	0	48	0	423	2
	Other crop costs	2261	7	3687	11	2332	8	2928	11
Labour	paid incl. paid management	50148	154	49927	152	35734	129	38861	141
	casual	5012	15	5456	17	3923	14	4413	16
Machinery	contract	20146	62	22118	67	15373	56	22281	81
	repairs	17532	54	17837	54	14405	52	15199	55
	fuels	13672	42	11733	54	11238	41	14510	53
	General farming costs	30087	92	32841	100	24727	89	29384	106
	Land expenses	15758	48	13776	42	12879	47	14763	53
	Rent	26664	82	27578	84	22311	81	20371	74
	<b>FARM EXPENSES</b>	<b>224451</b>	<b>687</b>	<b>237122</b>	<b>721</b>	<b>178047</b>	<b>644</b>	<b>198394</b>	<b>718</b>
<b>Excess of revenue over expenses</b>		<b>131437</b>	<b>402</b>	<b>119576</b>	<b>363</b>	<b>109432</b>	<b>396</b>	<b>102785</b>	<b>372</b>
<b>Notional inputs</b>									
	- rental value/imputed rent	34545	106	37735	115	28953	105	35450	128
	- unpaid labour	400	1	395	1	1193	4	1122	4
	- machinery depreciation	27396	84	23749	72	23773	86	22683	82
		<b>62341</b>	<b>191</b>	<b>61880</b>	<b>188</b>	<b>53919</b>	<b>195</b>	<b>59255</b>	<b>214</b>
NET FARM INCOME (excl. BLSA)		<b>69096</b>	<b>212</b>	<b>57696</b>	<b>175</b>	<b>55513</b>	<b>201</b>	<b>43530</b>	<b>158</b>
NET FARM INCOME (incl. BLSA)		<b>69590</b>	<b>213</b>	<b>63478</b>	<b>193</b>	<b>55840</b>	<b>202</b>	<b>47301</b>	<b>171</b>



**Table A1.1 CEREAL FARM RESULTS**

OUTPUTS AND INPUTS		CONVENTIONAL							
		<i>Identical sample</i>				<i>Full sample</i>			
		2010/11		2011/12		2010/11		2011/12	
Sample number		125	125	184	254				
Average farm size (UAA)		262	261	232	224				
Business size (ESU)		148	148	123	126				
<b>OUTPUTS</b>		<b>£/farm</b>	<b>£/ha</b>	<b>£/farm</b>	<b>£/ha</b>	<b>£/farm</b>	<b>£/ha</b>	<b>£/farm</b>	<b>£/ha</b>
Dairy -	milk output	92	0	15	0	107	0	8	0
	cattle	226	1	3	0	121	1	2	0
	net quota	0	0	0	0	0	0	0	0
	valuation change	-222	-1	-2	0	-125	-1	-1	0
Other cattle	output	17025	65	12492	48	13645	59	11632	52
	valuation change	-3228	-12	4187	16	-848	-4	2077	9
Sheep -	total output	9242	35	7923	30	6870	30	5396	24
	valuation change	186	1	925	4	-597	-3	571	3
Other livestock		1349	5	1738	7	1223	5	1402	6
Arable crops	output	192531	734	227269	872	156807	675	190369	851
	protein/energy support	455	2	4899	1	429	2	260	1
By products forage and cults		14318	55	17731	68	18404	79	19603	88
Miscellaneous (incl. farmhouse benefit value)		43126	164	48739	187	39349	169	37281	167
	- organic grants	0	0	0	0	0	0	0	0
	- other agri-env.payments	10813	41	11520	44	11019	47	10027	45
	- single payment scheme	51202	195	47078	198	46683	200	45261	200
	<b>FARM REVENUE</b>	<b>337116</b>	<b>1285</b>	<b>384517</b>	<b>1475</b>	<b>293087</b>	<b>1262</b>	<b>323887</b>	<b>1448</b>
<b>INPUTS</b>									
Feeds	purchased concentrates	3583	14	4714	18	3677	16	3297	15
	homegrown concentrates	3177	12	2836	11	3308	14	2307	10
Purchased fodder, Tack and stock keep		575	2	614	2	416	2	407	2
Veterinary and medicines		1279	5	1284	5	1017	4	950	4
Other livestock costs		4128	16	4812	18	3867	17	3701	17
Seeds -	purchased and homegrown	9297	35	10522	40	8929	38	9392	42
Fertilisers		30621	117	33797	130	24995	108	29138	130
Crop protection		26541	101	25739	99	22654	98	22118	99
Other crop costs		5078	19	6788	26	4452	19	6291	28
Labour	paid incl. paid management	17455	67	18757	72	18691	80	15133	68
	casual	2937	11	2683	10	2145	9	2021	9
Machinery	contract	14970	57	16030	61	14107	61	16499	74
	repairs	14096	54	13664	52	12644	54	11352	51
	fuels	13771	53	17904	69	11959	51	14517	65
General farming costs		23324	89	27625	106	20906	90	22669	101
Land expenses		8432	32	9274	36	8006	34	7616	34
Rent		20875	80	22655	87	14600	63	17234	77
	<b>FARM EXPENSES</b>	<b>200138</b>	<b>763</b>	<b>219697</b>	<b>843</b>	<b>176372</b>	<b>759</b>	<b>184640</b>	<b>825</b>
<b>Excess of revenue over expenses</b>		<b>136978</b>	<b>522</b>	<b>164820</b>	<b>632</b>	<b>116715</b>	<b>502</b>	<b>139247</b>	<b>622</b>
<b>Notional inputs</b>									
	- rental value/imputed rent	28100	107	29583	113	27612	119	27340	122
	- unpaid labour	6487	25	6446	25	5017	22	5275	24
	- machinery depreciation	28835	110	31888	122	25833	111	25192	113
		<b>63422</b>	<b>242</b>	<b>67916</b>	<b>261</b>	<b>58461</b>	<b>252</b>	<b>57806</b>	<b>258</b>
NET FARM INCOME (excl. BLSA)		<b>73556</b>	<b>280</b>	<b>96904</b>	<b>372</b>	<b>58253</b>	<b>251</b>	<b>81441</b>	<b>364</b>
NET FARM INCOME (incl. BLSA)		<b>73880</b>	<b>282</b>	<b>99629</b>	<b>382</b>	<b>58581</b>	<b>252</b>	<b>83455</b>	<b>373</b>

**Table A1.2 CEREAL FARM RESULTS** **ORGANIC**  
**INCOME MEASURES AND RETURNS TO LABOUR & CAPITAL**

INCOME MEASURES	<i>Identical sample</i>				<i>Full sample</i>			
	2010/11		2011/12		2010/11		2011/12	
	£/farm	£/ha	£/farm	£/ha	£/farm	£/ha	£/farm	£/ha
NET FARM INCOME (excl. BLSA)	69096	212	57696	175	55513	201	43530	158
plus unpaid labour (excludes farmer and spouse)	400	1	395	1	1193	4	1122	4
plus imputed rent and rental value	33881	104	37105	113	28792	104	34919	126
plus semi-integrated non-agric activities output	0	0	0	0	0	0	0	0
minus imputed rent on farmhouse & farm cottages	1482	5	1482	5	1274	5	967	3
minus insurance repairs & net interest payments	4322	13	6968	21	4081	15	5429	20
minus build & works depreciation	6625	20	7148	22	4915	18	5750	21
minus non-agric activity and director costs	402	1	450	1	262	1	294	1
<b>FARM BUSINESS INCOME</b>	<b>90546</b>	<b>277</b>	<b>79148</b>	<b>241</b>	<b>74967</b>	<b>271</b>	<b>67132</b>	<b>243</b>
<b>LABOUR USE AND LABOUR INCOMES</b>								
Annual Labour Units per farm	3.3		3.3		2.7		2.6	
of which farmer & spouse	0.9		0.8		0.8		0.7	
of which paid family labour	0.0		0.0		0.0		0.0	
of which unpaid labour	0.0		0.0		0.1		0.1	
Notional value of farmer/spouse labour	16072		14997		15777		12281	
Value of paid family labour	76		76		49		50	
Labour income per Annual Labour Unit	32660		28334		30482		27208	
Family labour income per Family Work Unit	59809		48403		47718		41802	
Value of paid managerial input	3820		3687		2546		2405	
<b>TENANT'S CAPITAL</b>								
Machinery	146453	448	157963	480	127286	460	145428	526
Livestock	72038	221	76815	233	62126	225	50413	182
Crops	60874	186	70599	215	51089	185	56122	203
Stores	18326	56	18590	56	13946	50	15763	57
<b>TOTAL</b>	<b>297691</b>	<b>911</b>	<b>323967</b>	<b>984</b>	<b>254446</b>	<b>920</b>	<b>267726</b>	<b>969</b>
<b>ASSETS</b>								
	Opening Value	Closing Value	Opening Value	Closing Value	Opening Value	Closing Value	Opening Value	Closing Value
Land and Property	1985724	2181939	2181939	2369570	1784068	1948325	2034372	2210255
Buildings, improvements and fixtures	49861	61513	61513	65941	37328	48950	49023	52794
Machinery	143409	149497	149497	166429	125036	129535	141308	149549
Livestock	74598	69478	71477	82154	64803	59448	46864	53963
Produce and goods in store	81454	98422	95581	105498	67711	75239	73986	87829
Quotas and single payment asset value	86842	85362	85362	96788	73493	72234	73604	81508
Credit balances	122897	122338	123406	85401	113445	121384	93733	67379
<b>TOTAL</b>	<b>2544786</b>	<b>2768549</b>	<b>2768776</b>	<b>2971780</b>	<b>2265884</b>	<b>2455114</b>	<b>2512890</b>	<b>2703276</b>
<b>EXTERNAL LIABILITIES</b>								
Long and medium term loans	55190	52062	56047	195471	80701	66251	64552	154850
Short term loans	39765	56276	57407	52028	28799	39779	41145	38681
Overdrafts	39469	29010	29010	15747	27569	20259	21216	13247
<b>TOTAL</b>	<b>134423</b>	<b>137348</b>	<b>142464</b>	<b>263246</b>	<b>137069</b>	<b>126288</b>	<b>126913</b>	<b>206778</b>
<b>NET WORTH</b>	<b>2410362</b>	<b>2631201</b>	<b>2626311</b>	<b>2708534</b>	<b>2128816</b>	<b>2328826</b>	<b>2385978</b>	<b>2496498</b>
<b>RETURNS TO CAPITAL</b>								
Owner Equity (%)	95.0		91.1		94.9		92.4	
FBI/Net worth (%)	3.8		3.0		3.5		2.8	
Management and Investment Income	57338		52168		42608		37425	
Return on tenant's capital (%)	19.3		16.1		16.7		14.0	
Return on all capital (%)	2.3		1.9		1.9		1.5	

**Table A1.2 CEREAL FARM RESULTS****CONVENTIONAL****INCOME MEASURES AND RETURNS TO LABOUR & CAPITAL**

INCOME MEASURES	<i>Identical sample</i>				<i>Full sample</i>			
	2010/11		2011/12		2010/11		2011/12	
	£/farm	£/ha	£/farm	£/ha	£/farm	£/ha	£/farm	£/ha
<b>NET FARM INCOME (excl. BLSA)</b>	73556	280	96904	372	58253	251	81441	364
plus unpaid labour (excludes farmer and spouse)	6487	25	6446	25	5017	22	5275	24
plus imputed rent and rental value	27692	106	29205	112	27188	117	26785	120
plus semi-integrated non-agric activities output	0	0	0	0	0	0	0	0
minus imputed rent on farmhouse & farm cottages	766	3	879	3	707	3	691	3
minus insurance repairs & net interest payments	5444	21	5238	20	4892	21	3694	17
minus build & works depreciation	7150	27	7367	28	5950	26	5748	26
minus non-agric activity and director costs	788	3	959	4	1242	5	2034	9
<b>FARM BUSINESS INCOME</b>	<b>93586</b>	<b>357</b>	<b>118110</b>	<b>453</b>	<b>77667</b>	<b>334</b>	<b>101334</b>	<b>453</b>
<b>LABOUR USE AND LABOUR INCOMES</b>								
Annual Labour Units per farm	2.2		2.2		2.1		1.9	
of which farmer & spouse	0.9		0.9		0.9		0.8	
of which paid family labour	0.1		0.1		0.1		0.1	
of which unpaid labour	0.3		0.3		0.3		0.3	
Notional value of farmer/spouse labour	16655		16717		15932		16198	
Value of paid family labour	1183		1386		2040		1695	
Labour income per Annual Labour Unit	36515		46229		31855		45047	
Family labour income per Family Work Unit	56068		78275		44714		69093	
Value of paid managerial input	575		495		419		408	
<b>TENANT'S CAPITAL</b>								
Machinery	150300	573	170643	655	140695	606	135704	607
Livestock	38124	145	40911	157	30300	130	31236	140
Crops	101659	388	120049	461	77430	333	92543	414
Stores	42350	161	51436	197	36236	156	42758	191
<b>TOTAL</b>	<b>332434</b>	<b>1268</b>	<b>383040</b>	<b>1469</b>	<b>284661</b>	<b>1225</b>	<b>302242</b>	<b>1351</b>
<b>ASSETS</b>								
	Opening Value	Closing Value	Opening Value	Closing Value	Opening Value	Closing Value	Opening Value	Closing Value
Land and Property	1410253	1538172	1538758	1681257	1439647	1561226	1504141	1630060
Buildings, improvements and fixtures	61725	65713	63103	67438	50926	54893	49287	52718
Machinery	142522	158079	158721	182565	133390	148001	127742	143665
Livestock	39651	36597	36924	44899	30988	29611	28864	33609
Produce and goods in store	144808	169238	170235	195604	116622	127990	133998	154229
Quotas and single payment asset value	62355	61084	61084	67919	58415	55926	54114	59443
Credit balances	59777	70109	70623	71958	53764	67117	94018	101082
<b>TOTAL</b>	<b>1921091</b>	<b>2098993</b>	<b>2099448</b>	<b>2311640</b>	<b>1883753</b>	<b>2044764</b>	<b>1992165</b>	<b>2174807</b>
<b>EXTERNAL LIABILITIES</b>								
Long and medium term loans	55436	55373	56967	68799	57628	66980	49812	57862
Short term loans	47669	47424	47791	60300	45447	48850	41112	48738
Overdrafts	33562	32338	33637	27186	33095	30166	25599	20612
<b>TOTAL</b>	<b>136668</b>	<b>135136</b>	<b>138395</b>	<b>156285</b>	<b>136170</b>	<b>145995</b>	<b>116523</b>	<b>127213</b>
<b>NET WORTH</b>	<b>1784423</b>	<b>1963857</b>	<b>1961053</b>	<b>2155355</b>	<b>1747583</b>	<b>1898769</b>	<b>1875642</b>	<b>2047594</b>
<b>RETURNS TO CAPITAL</b>								
Owner Equity (%)	93.6		93.2		92.9		94.2	
FBI/Net worth (%)	5.2		6.0		4.4		5.4	
Management and Investment Income	57800		83408		43068		67665	
Return on tenant's capital (%)	17.4		21.8		15.1		22.4	
Return on all capital (%)	3.0		4.0		2.3		3.4	

**Table A4.3 CEREAL FARM RESULTS****ORGANIC****LAND UTILISATION AND CROP PERFORMANCE**

<b>LAND UTILISATION - hectares per farm</b>	<i>Identical sample</i>		<i>Full sample</i>					
	2010/11	2011/12	2010/11	2011/12				
Tillage - maincrops								
Wheat	70.2	57.2	59.8	46.8				
Barley	29.2	46.8	23.3	40.9				
Other cereals	27.9	23.8	23.6	22.1				
Oil seed rape	0.0	0.0	0.0	0.0				
Linseed	0.0	0.0	0.0	0.0				
Peas/Beans	34.8	30.7	27.8	29.4				
Potatoes	0.0	0.0	0.0	0.0				
Sugarbeet	0.0	0.0	0.0	0.0				
Horticulture	0.3	0.4	0.1	0.8				
Other crops	19.6	17.6	15.5	17.2				
<b>Total cropping</b>	<b>182.0</b>	<b>176.5</b>	<b>150.1</b>	<b>157.1</b>				
Set-aside	0.0	0.0	0.0	0.0				
Tillage - fodder	9.2	11.4	8.5	7.4				
Grassland								
Grazing, hay and silage	101.0	104.1	84.5	84.7				
Fallow and land let	34.3	36.7	33.3	27.1				
Rough grazing								
Effective	0.0	0.0	0.0	0.0				
<b>Utilisable agricultural area (Effective ha.)</b>	<b>326.6</b>	<b>329.1</b>	<b>276.6</b>	<b>276.3</b>				
Woods, roads and buildings	15.9	14.6	16.4	15.8				
<b>TOTAL AREA (Actual ha.)</b>	<b>342.5</b>	<b>343.6</b>	<b>292.9</b>	<b>292.1</b>				
effective forage area	<b>110.2</b>	<b>115.4</b>	<b>94.2</b>	<b>92.2</b>				
Bare land and forage hired in	0.0	0.0	1.2	0.0				
<b>CROP PERFORMANCE *</b>								
<b>- Yields (tonnes per hectare)</b>	t/ha	n	t/ha	n	t/ha	n	t/ha	n
Wheat	3.8	14	3.8	14	3.6	22	3.9	20
Barley	3.6	11	3.7	13	3.4	15	3.8	18
Oilseed Rape	-	0	-	0	-	0	-	0
Potatoes	-	0	-	0	-	0	-	0
Sugar Beet	-	0	-	0	-	0	-	0
<b>- Prices (£ per tonne)*</b>	£/t	n	£/t	n	£/t	n	£/t	n
Wheat	244	14	248	14	239	22	250	20
Barley	238	11	239	13	236	15	238	18
Oilseed Rape	-	0	-	0	-	0	-	0
Potatoes	-	0	-	0	-	0	-	0
Sugar Beet	-	0	-	0	-	0	-	0

\* Yield and price data is implied

**Table A4.3 CEREAL FARM RESULTS**  
**LAND UTILISATION AND CROP PERFORMANCE**

**CONVENTIONAL**

LAND UTILISATION - hectares per farm	<i>Identical sample</i>		<i>Full sample</i>	
	2010/11	2011/12	2010/11	2011/12
Tillage - maincrops				
Wheat	93.4	91.9	74.8	77.6
Barley	22.2	21.2	23.6	22.3
Other cereals	6.8	6.8	7.2	5.1
Oil seed rape	37.8	42.2	26.8	32.2
Linseed	2.7	3.8	1.9	2.9
Peas/Beans	12.6	9.6	11.3	7.8
Potatoes	0.0	0.0	0.2	0.0
Sugarbeet	1.0	0.9	0.5	2.5
Horticulture	0.0	0.0	0.1	0.0
Other crops	0.7	0.5	2.0	0.7
<b>Total cropping</b>	<b>177.3</b>	<b>177.0</b>	<b>148.5</b>	<b>151.2</b>
Set-aside	0.0	0.0	0.0	0.0
Tillage - fodder	0.7	1.1	1.6	1.0
Grassland				
Grazing, hay and silage	58.9	55.3	50.9	41.8
Fallow and land let	25.8	26.4	30.7	29.6
Rough grazing				
Effective	0.2	0.6	0.2	0.4
<b>Utilisable agricultural area (Effective ha.)</b>	<b>262.3</b>	<b>260.7</b>	<b>232.3</b>	<b>223.7</b>
Woods, roads and buildings	11.1	11.1	10.4	9.6
<b>TOTAL AREA (Actual ha.)</b>	<b>273.4</b>	<b>271.8</b>	<b>242.8</b>	<b>233.3</b>
effective forage area	<b>64.1</b>	<b>61.6</b>	<b>55.7</b>	<b>46.2</b>
Bare land and forage hired in	5.1	5.3	3.1	3.5

**CROP PERFORMANCE \***

<b>- Yields (tonnes per hectare)</b>	t/ha	n	t/ha	n	t/ha	n	t/ha	n
Wheat	7.9	15	8.1	15	7.7	23	8.0	23
Barley	6.0	14	6.0	14	6.0	22	5.6	23
Oilseed Rape	3.4	15	3.8	15	3.5	21	3.8	22
Potatoes	-	0	-	0	-	4	-	2
Sugar Beet	58.1	6	73.2	6	-	3	70.0	13
<b>- Prices (£ per tonne)*</b>	£/t	n	£/t	n	£/t	n	£/t	n
Wheat	151	15	158	15	150	23	157	23
Barley	137	14	154	14	134	22	159	23
Oilseed Rape	314	15	378	15	311	21	377	22
Potatoes	-	0	-	0	-	4	-	2
Sugar Beet	30	6	29	6	-	3	33	13

\* Yield and price data is implied

**Table A1.3 CEREAL FARM RESULTS****CONVENTIONAL****LAND UTILISATION AND CROP PERFORMANCE**

<b>LAND UTILISATION - hectares per farm</b>	<i>Identical sample</i>		<i>Full sample</i>					
	2010/11	2011/12	2010/11	2011/12				
Tillage - maincrops								
Wheat	93.4	91.9	74.8	77.6				
Barley	22.2	21.2	23.6	22.3				
Other cereals	6.8	6.8	7.2	5.1				
Oil seed rape	37.8	42.2	26.8	32.2				
Linseed	2.7	3.8	1.9	2.9				
Peas/Beans	12.6	9.6	11.3	7.8				
Potatoes	0.0	0.0	0.2	0.0				
Sugarbeet	1.0	0.9	0.5	2.5				
Horticulture	0.0	0.0	0.1	0.0				
Other crops	0.7	0.5	2.0	0.7				
<b>Total cropping</b>	<b>177.3</b>	<b>177.0</b>	<b>148.5</b>	<b>151.2</b>				
Set-aside	0.0	0.0	0.0	0.0				
Tillage - fodder	0.7	1.1	1.6	1.0				
Grassland								
Grazing, hay and silage	58.9	55.3	50.9	41.8				
Fallow and land let	15.8	18.4	22.7	21.6				
Rough grazing								
Effective	0.2	0.6	0.2	0.4				
<b>Utilisable agricultural area (Effective ha.)</b>	<b>262.3</b>	<b>260.7</b>	<b>232.3</b>	<b>223.7</b>				
Woods, roads and buildings	11.1	11.1	10.4	9.6				
<b>TOTAL AREA (Actual ha.)</b>	<b>273.4</b>	<b>271.8</b>	<b>242.8</b>	<b>233.3</b>				
effective forage area	<b>64.1</b>	<b>61.6</b>	<b>55.7</b>	<b>46.2</b>				
Bare land and forage hired in	5.1	5.3	3.1	3.5				
<b>CROP PERFORMANCE *</b>								
<b>- Yields (tonnes per hectare)</b>	t/ha	n	t/ha	n	t/ha	n	t/ha	n
Wheat	7.9	15	8.1	15	7.7	23	8.0	23
Barley	6.0	14	6.0	14	6.0	22	5.6	23
Oilseed Rape	3.4	15	3.8	15	3.5	21	3.8	22
Potatoes	-	0	-	0	-	4	-	2
Sugar Beet	58.1	6	73.2	6	-	3	70.0	13
<b>- Prices (£ per tonne)*</b>	£/t	n	£/t	n	£/t	n	£/t	n
Wheat	151	15	158	15	150	23	157	23
Barley	137	14	154	14	134	22	159	23
Oilseed Rape	314	15	378	15	311	21	377	22
Potatoes	-	0	-	0	-	4	-	2
Sugar Beet	30	6	29	6	-	3	33	13

\* Yield and price data is implied

**Table A1.4 CEREAL FARM RESULTS  
STOCKING AND LIVESTOCK PERFORMANCE****ORGANIC**

LIVESTOCK CARRIED - L.U. per farm	<i>Identical sample</i>				<i>Full sample</i>			
	2010/11		2011/12		2010/11		2011/12	
	LU	No's	LU	No's	LU	No's	LU	No's
Dairy cows	2.0	2	1.5	2	1.3	1	1.0	1
Beef cows	20.1	27	20.1	27	19.5	26	13.1	17
Other cattle	41.2	75	41.5	74	35.9	66	27.4	49
Breeding sheep	9.8	93	11.7	112	6.8	65	9.7	91
Other sheep	4.0	86	2.8	54	2.8	62	1.8	35
Pigs	2.8	17	2.5	20	2.3	15	1.6	13
Poultry	0.6	67	0.6	66	0.4	44	0.4	43
Other livestock	0.0	1	0.0	1	0.0	1	0.0	1
<b>TOTAL (L.U.)</b>	<b>80.5</b>		<b>80.7</b>		<b>69.0</b>		<b>55.0</b>	

**STOCKING RATES**

Stocking rate (LU per eff.ha)	0.2	0.2	0.2	0.2
GLU/forage effective hectare*	0.7	0.7	0.7	0.6

\* for organic farms, pigs, poultry and other livestock are deemed to be grazing livestock

**LIVESTOCK PERFORMANCE**

<b>- Yield*</b>	litres	n	litres	n	litres	n	litres	n
Milk yield/cow	-	1	-	1	-	1	-	1
<b>- Prices (£ per head)*</b>	£/head	n	£/head	n	£/head	n	£/head	n
Dairy cows	-	1	-	1	-	1	-	1
Dairy calves	-	0	-	0	-	0	-	0
Dairy heifers in calf	-	1	-	0	-	1	-	0
Beef heifers in calf	-	0	-	0	-	0	-	0
Finished cattle	895	8	1061	8	883	13	1054	9
Beef store cattle 1-2 yrs	-	0	-	4	-	1	-	4
Beef stores <1 yr	-	0	-	0	-	2	-	0
Ewes	-	0	-	0	-	1	-	0
Ewe hogs	-	0	-	1	-	0	-	1
Finished lambs	-	3	-	3	-	4	-	3
Store lambs	-	0	-	1	-	1	-	1
Finished Pigs	-	0	-	0	-	0	-	0
<b>- Prices (pence per unit)*</b>	p/unit	n	p/unit	n	p/unit	n	p/unit	n
Milk (pence per litre)	-	1	-	1	-	1	-	1
Wool (pence per kg)	-	3	-	3	-	3	-	3
Eggs (pence per dozen)	-	2	-	3	-	2	-	3

\* Yield and price data is implied

**Table A1.4 CEREAL FARM RESULTS  
STOCKING AND LIVESTOCK PERFORMANCE****CONVENTIONAL**

LIVESTOCK CARRIED - L.U. per farm	<i>Identical sample</i>				<i>Full sample</i>			
	2010/11		2011/12		2010/11		2011/12	
	LU	No's	LU	No's	LU	No's	LU	No's
Dairy cows	0.1	0	0.0	0	0.1	0	0.0	0
Beef cows	9.8	13	10.1	13	9.6	13	8.0	11
Other cattle	23.0	42	21.7	39	18.0	34	16.7	30
Breeding sheep	9.6	91	9.4	90	8.4	80	6.2	59
Other sheep	4.2	92	4.1	89	2.7	59	2.7	57
Pigs	1.3	8	1.4	9	0.7	5	2.4	15
Poultry	0.0	2	0.0	2	0.1	22	0.0	4
Other livestock	0.0	1	0.0	0	0.1	3	0.0	2
<b>TOTAL (L.U.)</b>	<b>48.1</b>		<b>46.7</b>		<b>39.6</b>		<b>36.1</b>	

**STOCKING RATES**

Stocking rate (LU per eff.ha)	0.2	0.2	0.2	0.2
GLU/forage effective hectare*	0.8	0.8	0.7	0.8

\* for conventional farms, pigs, poultry and other livestock are deemed to be non-grazing livestock

**LIVESTOCK PERFORMANCE**

<b>- Yield*</b>	litres	n	litres	n	litres	n	litres	n
Milk yield/cow	-	2	-	1	-	3	-	1
<b>- Prices (£ per head)*</b>	£/head	n	£/head	n	£/head	n	£/head	n
Dairy cows	-	1	-	0	-	2	-	0
Dairy calves	-	0	-	0	-	0	-	0
Dairy heifers in calf	-	1	-	0	-	1	-	0
Beef heifers in calf	-	1	-	3	-	0	-	4
Finished cattle	889	10	1108	10	1120	20	1077	16
Beef store cattle 1-2 yrs	676	12	851	13	730	16	872	18
Beef stores <1 yr	491	7	495	6	384	8	517	8
Ewes	95	6	99	8	79	11	99	8
Ewe hogs	-	3	101	6	-	4	99	7
Finished lambs	73	14	81	13	72	20	81	17
Store lambs	51	8	61	8	47	13	65	11
Finished Pigs	-	0	-	0	-	0	-	0
<b>- Prices (pence per unit)*</b>	p/unit	n	p/unit	n	p/unit	n	p/unit	n
Milk (pence per litre)	-	2	-	1	-	3	-	1
Wool (pence per kg)	53	13	106	13	47	18	109	17
Eggs (pence per dozen)	-	1	-	1	-	1	-	1

\* Yield and price data is implied



Table A2.1 GENERAL CROPPING FARM RESULTS

ORGANIC

## OUTPUTS AND INPUTS

		<i>Identical sample</i>				<i>Full sample</i>			
		2010/11		2011/12		2010/11		2011/12	
Sample number		7		7		10		12	
Average farm size (UAA)		210		228		203		171	
Business size (ESU)		312		356		259		230	
<b>OUTPUTS</b>		<b>£/farm</b>	<b>£/ha</b>	<b>£/farm</b>	<b>£/ha</b>	<b>£/farm</b>	<b>£/ha</b>	<b>£/farm</b>	<b>£/ha</b>
Dairy -	milk output	0	0	0	0	0	0	0	0
	cattle	0	0	0	0	0	0	0	0
	net quota	0	0	0	0	0	0	0	0
	valuation change	0	0	0	0	0	0	0	0
Other cattle	output	9200	44	12727	56	19509	96	14913	87
	valuation change	2699	13	5211	23	4191	21	3545	21
Sheep -	total output	775	4	553	2	1096	5	323	2
	valuation change	-54	0	-4	0	393	2	-2	0
Other livestock		84345	402	168227	739	59041	291	98375	574
Arable crops	output	551069	2626	530733	2333	420065	2069	326458	1906
	protein/energy support	775	4	258	1	617	3	186	1
By products forage and cults		24825	118	27535	121	20400	100	18610	109
Miscellaneous (incl. farmhouse benefit value)		26279	125	40002	176	26457	130	32156	188
	- organic grants	0	0	0	0	0	0	0	0
	- other agri-env.payments	13586	65	18362	81	19731	97	13369	78
	- subsidy/single farm payment	40842	195	42089	185	40824	201	32943	192
	<b>FARM REVENUE</b>	<b>754342</b>	<b>3595</b>	<b>845694</b>	<b>3717</b>	<b>612324</b>	<b>3016</b>	<b>540874</b>	<b>3158</b>
<b>INPUTS</b>									
Feeds	purchased concentrates	54969	262	124867	549	38780	191	73238	428
	homegrown concentrates	2251	11	2620	12	3170	16	3357	20
Purchased fodder, Tack and stock keep		277	1	179	1	226	1	296	2
Veterinary and medicines		2134	10	2966	13	2855	14	1867	11
Other livestock costs		3400	16	6551	29	5635	28	5477	32
Seeds -	purchased and homegrown	52293	249	54808	241	40214	198	35221	206
Fertilisers		5389	26	8747	38	4414	22	5429	32
Crop protection		6143	29	6588	29	4785	24	3956	23
Other crop costs		75442	360	71775	315	55695	274	43281	253
Labour	paid incl. paid management	54330	259	62542	275	42340	209	37372	218
	casual	34779	166	34664	152	29112	143	23338	136
Machinery	contract	61782	294	57601	253	48998	241	38576	225
	repairs	26705	127	30142	132	21784	107	19802	116
	fuels	30005	143	35925	158	24979	123	22530	132
General farming costs		39044	186	44795	197	35667	176	30548	178
Land expenses		21617	103	17404	76	21178	104	13478	79
Rent		36971	176	40297	177	28691	141	25971	152
	<b>FARM EXPENSES</b>	<b>507531</b>	<b>2419</b>	<b>602473</b>	<b>2648</b>	<b>408523</b>	<b>2012</b>	<b>383737</b>	<b>2240</b>
<b>Excess of revenue over expenses</b>		<b>246811</b>	<b>1176</b>	<b>243221</b>	<b>1069</b>	<b>203801</b>	<b>1004</b>	<b>157137</b>	<b>917</b>
<b>Notional inputs</b>									
	- rental value/imputed rent	33107	158	53146	234	32080	158	37049	216
	- unpaid labour	4320	21	4444	20	7587	37	4150	24
	- machinery depreciation	50311	240	43334	190	40014	197	28932	169
		<b>87738</b>	<b>418</b>	<b>100923</b>	<b>444</b>	<b>79681</b>	<b>392</b>	<b>70131</b>	<b>409</b>
NET FARM INCOME (excl. BLSA)		<b>159073</b>	<b>758</b>	<b>142298</b>	<b>625</b>	<b>124121</b>	<b>611</b>	<b>87006</b>	<b>508</b>
NET FARM INCOME (incl. BLSA)		<b>159062</b>	<b>758</b>	<b>144451</b>	<b>635</b>	<b>124142</b>	<b>611</b>	<b>88655</b>	<b>518</b>

Table A2.1 GENERAL CROPPING FARM RESULTS OUTPUTS AND INPUTS		CONVENTIONAL							
		Identical sample				Full sample			
		2010/11		2011/12		2010/11		2011/12	
Sample number		40	40	40	40	56	68	56	68
Average farm size (UAA)		229	234	234	234	191	165	191	165
Business size (ESU)		299	296	296	296	213	187	213	187
<b>OUTPUTS</b>		<b>£/farm</b>	<b>£/ha</b>	<b>£/farm</b>	<b>£/ha</b>	<b>£/farm</b>	<b>£/ha</b>	<b>£/farm</b>	<b>£/ha</b>
Dairy -	milk output	0	0	0	0	0	0	0	0
	cattle	0	0	0	0	0	0	0	0
	net quota	0	0	0	0	0	0	0	0
	valuation change	0	0	0	0	0	0	0	0
Other cattle	output	13770	60	16455	70	24281	127	17046	104
	valuation change	-848	-4	841	4	1536	8	2156	13
Sheep -	total output	1399	6	2133	9	4860	25	4320	26
	valuation change	187	1	87	0	511	3	329	2
Other livestock		8552	37	8532	36	13552	71	7957	48
Arable crops	output	396950	1731	406063	1734	279204	1459	236958	1440
	protein/energy support	257	1	1251	1	156	1	79	0
By products forage and cults		14044	61	15679	67	12972	68	11610	71
Miscellaneous (incl. farmhouse benefit value)		23370	102	28076	120	36086	189	21872	133
	- organic grants	0	0	0	0	0	0	0	0
	- other agri-env. payments	8635	38	8483	36	7804	41	5847	36
	- single payment scheme	51188	223	49289	215	41094	212	34560	209
	<b>FARM REVENUE</b>	<b>517502</b>	<b>2257</b>	<b>536888</b>	<b>2293</b>	<b>422059</b>	<b>2205</b>	<b>342733</b>	<b>2082</b>
<b>INPUTS</b>									
Feeds	purchased concentrates	6844	30	8870	38	12425	65	8788	53
	homegrown concentrates	5256	23	4082	17	6572	34	4031	24
	Purchased fodder, Tack and stock keep	232	1	244	1	854	4	430	3
	Veterinary and medicines	706	3	577	2	1704	9	804	5
	Other livestock costs	1733	8	2183	9	5613	29	2814	17
Seeds -	purchased and homegrown	26083	114	28604	122	16201	85	16728	102
	Fertilisers	30109	131	36483	156	24635	129	25135	153
	Crop protection	31157	136	36255	155	24227	127	21930	133
	Other crop costs	24304	106	22045	94	20986	110	13391	81
Labour	paid incl. paid management	28550	125	31990	137	33219	174	17029	103
	casual	27877	122	35239	150	22916	120	20401	124
Machinery	contract	16909	74	17954	77	15402	80	15512	94
	repairs	21616	94	20427	87	16596	87	12834	78
	fuels	19525	85	22384	96	17594	92	14171	86
	General farming costs	33625	147	35507	152	26767	140	22896	139
	Land expenses	12213	53	10574	45	8610	45	6521	40
	Rent	21464	94	26327	112	16183	85	15826	96
	<b>FARM EXPENSES</b>	<b>308203</b>	<b>1344</b>	<b>339745</b>	<b>1451</b>	<b>270502</b>	<b>1413</b>	<b>219239</b>	<b>1332</b>
<b>Excess of revenue over expenses</b>		<b>209299</b>	<b>913</b>	<b>197143</b>	<b>842</b>	<b>151557</b>	<b>792</b>	<b>123494</b>	<b>750</b>
<b>Notional inputs</b>									
	- rental value/imputed rent	31180	136	32297	138	23843	125	23398	142
	- unpaid labour	4797	21	4407	19	5858	31	3979	24
	- machinery depreciation	39452	172	41958	179	29383	153	27007	164
		<b>75430</b>	<b>329</b>	<b>78663</b>	<b>336</b>	<b>59083</b>	<b>309</b>	<b>54384</b>	<b>330</b>
NET FARM INCOME (excl. BLSA)		133869	584	118480	506	92473	483	69109	420
NET FARM INCOME (incl. BLSA)		133939	584	119033	508	92530	483	70080	426

**Table A2.2 GENERAL CROPPING FARM RESULTS ORGANIC**  
**INCOME MEASURES AND RETURNS TO LABOUR & CAPITAL**

INCOME MEASURES	<i>Identical sample</i>				<i>Full sample</i>			
	2010/11		2011/12		2010/11		2011/12	
	£/farm	£/ha	£/farm	£/ha	£/farm	£/ha	£/farm	£/ha
<b>NET FARM INCOME (excl. BLSA)</b>	159073	758	142298	625	124121	611	87006	508
plus unpaid labour (excludes farmer and spouse)	4320	21	4444	20	7587	37	4150	24
plus imputed rent and rental value	32935	157	52620	231	31958	157	36504	213
plus semi-integrated non-agric activities output	0	0	0	0	0	0	0	0
minus imputed rent on farmhouse & farm cottages	0	0	0	0	300	1	256	1
minus insurance repairs & net interest payments	8743	42	10021	44	6890	34	6294	37
minus build & works depreciation	10361	49	29103	128	9613	47	18181	106
minus non-agric activity and director costs	1633	8	1679	7	1143	6	6444	38
<b>FARM BUSINESS INCOME</b>	<b>175591</b>	<b>837</b>	<b>158559</b>	<b>697</b>	<b>145720</b>	<b>718</b>	<b>96485</b>	<b>563</b>
<b>LABOUR USE AND LABOUR INCOMES</b>								
Annual Labour Units per farm	6.3		6.5		5.4		4.4	
of which farmer & spouse	1.4		1.4		1.3		1.2	
of which paid family labour	0.2		0.3		0.1		0.2	
of which unpaid labour	0.2		0.2		0.4		0.2	
Notional value of farmer/spouse labour	26918		27782		25210		23267	
Value of paid family labour	6497		7803		4548		4552	
Labour income per Annual Labour Unit	36799		33716		33989		30390	
Family labour income per Family Work Unit	91205		74037		74204		55891	
Value of paid managerial input	196		257		137		150	
<b>TENANT'S CAPITAL</b>								
Machinery	254118	1211	273630	1203	213811	1053	176939	1033
Livestock	22458	107	27456	121	51173	252	32777	191
Crops	47069	224	43119	190	47119	232	32355	189
Stores	39455	188	66190	291	30163	149	39679	232
<b>TOTAL</b>	<b>363100</b>	<b>1730</b>	<b>410394</b>	<b>1804</b>	<b>342265</b>	<b>1686</b>	<b>281751</b>	<b>1645</b>
<b>ASSETS</b>								
	Opening Value	Closing Value	Opening Value	Closing Value	Opening Value	Closing Value	Opening Value	Closing Value
Land and Property	1808390	1969812	1969812	2142582	1669617	1822986	1451680	1574072
Buildings, improvements and fixtures	97082	92184	92184	204098	88979	85768	63992	130492
Machinery	249780	258457	258457	288804	209160	218462	167050	186829
Livestock	21140	23775	23775	31136	48870	53476	30261	35294
Produce and goods in store	78957	94091	107703	110914	82334	94846	73469	72018
Quotas and single payment asset value	51342	50680	50680	57170	50683	49848	39776	45091
Credit balances	136737	189895	189895	250684	114415	150713	124832	162906
<b>TOTAL</b>	<b>2443429</b>	<b>2678895</b>	<b>2692506</b>	<b>3085388</b>	<b>2264059</b>	<b>2476099</b>	<b>1951059</b>	<b>2206700</b>
<b>EXTERNAL LIABILITIES</b>								
Long and medium term loans	235805	278842	278842	342587	209007	236039	165870	201677
Short term loans	93375	99007	102372	211328	71111	74351	65801	131359
Overdrafts	28898	49945	49173	29625	23108	34962	34633	25471
<b>TOTAL</b>	<b>358079</b>	<b>427795</b>	<b>430387</b>	<b>583539</b>	<b>303226</b>	<b>345351</b>	<b>266304</b>	<b>358507</b>
<b>NET WORTH</b>	<b>2085350</b>	<b>2251100</b>	<b>2262120</b>	<b>2501849</b>	<b>1960832</b>	<b>2130748</b>	<b>1684755</b>	<b>1848193</b>
<b>RETURNS TO CAPITAL</b>								
Owner Equity (%)	84.0		81.1		86.1		83.8	
FBI/Net worth (%)	8.4		7.0		7.4		5.7	
Management and Investment Income	132341		116926		99070		65538	
Return on tenant's capital (%)	36.4		28.5		28.9		23.3	
Return on all capital (%)	5.4		4.3		4.4		3.4	

**Table A2.2 GENERAL CROPPING FARM RESULTS CONVENTIONAL**  
**INCOME MEASURES AND RETURNS TO LABOUR & CAPITAL**

INCOME MEASURES	<i>Identical sample</i>				<i>Full sample</i>			
	2010/11		2011/12		2010/11		2011/12	
	£/farm	£/ha	£/farm	£/ha	£/farm	£/ha	£/farm	£/ha
NET FARM INCOME (excl. BLSA)	133869	584	118480	506	92473	483	69109	420
plus unpaid labour (excludes farmer and spouse)	4797	21	4407	19	5858	31	3979	24
plus imputed rent and rental value	28730	125	29701	127	22388	117	21830	133
plus semi-integrated non-agric activities output	0	0	0	0	0	0	0	0
minus imputed rent on farmhouse & farm cottages	180	1	322	1	497	3	385	2
minus insurance repairs & net interest payments	4639	20	7187	31	5706	30	4493	27
minus build & works depreciation	4855	21	5619	24	5827	30	4855	29
minus non-agric activity and director costs	165	1	2514	11	1224	6	2661	16
<b>FARM BUSINESS INCOME</b>	<b>157559</b>	<b>687</b>	<b>136946</b>	<b>585</b>	<b>107465</b>	<b>561</b>	<b>82525</b>	<b>501</b>
<b>LABOUR USE AND LABOUR INCOMES</b>								
Annual Labour Units per farm	4.5		4.7		4.4		3.2	
of which farmer & spouse	1.1		1.1		1.1		1.0	
of which paid family labour	0.0		0.1		0.1		0.0	
of which unpaid labour	0.2		0.2		0.3		0.2	
Notional value of farmer/spouse labour	19958		20369		20941		20030	
Value of paid family labour	472		856		1481		820	
Labour income per Annual Labour Unit	38933		35502		30806		29995	
Family labour income per Family Work Unit	103260		84371		61933		50334	
Value of paid managerial input	0		0		68		0	
<b>TENANT'S CAPITAL</b>								
Machinery	198328	865	218258	932	152449	796	140059	851
Livestock	17827	78	17807	76	49219	257	29420	179
Crops	98096	428	108327	463	85482	447	60888	370
Stores	38429	168	46502	199	34848	182	30389	185
<b>TOTAL</b>	<b>352680</b>	<b>1538</b>	<b>390894</b>	<b>1669</b>	<b>321998</b>	<b>1682</b>	<b>260757</b>	<b>1584</b>
<b>ASSETS</b>								
	Opening Value	Closing Value	Opening Value	Closing Value	Opening Value	Closing Value	Opening Value	Closing Value
Land and Property	1618099	1740108	1740108	1850031	1170576	1277304	1159950	1227175
Buildings, improvements and fixtures	40912	42879	42879	51321	44168	52006	42292	44986
Machinery	185427	211229	211601	224915	142096	162803	135758	144360
Livestock	18629	17025	17025	18589	48534	49904	27791	31050
Produce and goods in store	137194	168881	169549	173918	129864	145298	95428	108832
Quotas and single payment asset value	57444	61472	61472	66707	49760	50645	42768	45991
Credit balances	170354	162832	162832	162771	123600	109024	104114	100772
<b>TOTAL</b>	<b>2228058</b>	<b>2404426</b>	<b>2405466</b>	<b>2548253</b>	<b>1708598</b>	<b>1846984</b>	<b>1608102</b>	<b>1703167</b>
<b>EXTERNAL LIABILITIES</b>								
Long and medium term loans	167254	166175	166175	160718	105798	122414	89016	91771
Short term loans	69046	54191	54627	60390	68315	57979	37926	41842
Overdrafts	38415	32609	32609	26545	55868	52443	21363	23759
<b>TOTAL</b>	<b>274715</b>	<b>252975</b>	<b>253412</b>	<b>247653</b>	<b>229982</b>	<b>232836</b>	<b>148306</b>	<b>157372</b>
<b>NET WORTH</b>	<b>1953343</b>	<b>2151451</b>	<b>2152054</b>	<b>2300599</b>	<b>1478616</b>	<b>1614148</b>	<b>1459796</b>	<b>1545795</b>
<b>RETURNS TO CAPITAL</b>								
Owner Equity (%)	89.5		90.3		87.4		90.8	
FBI/Net worth (%)	8.1		6.4		7.3		5.7	
Management and Investment Income	113981		98664		71657		50051	
Return on tenant's capital (%)	32.3		25.2		22.3		19.2	
Return on all capital (%)	5.1		4.1		4.2		3.1	

**Table A2.3 GENERAL CROPPING FARM RESULTS ORGANIC**  
**LAND UTILISATION AND CROP PERFORMANCE**

LAND UTILISATION - hectares per farm	<i>Identical sample</i>				<i>Full sample</i>				
	2010/11		2011/12		2010/11		2011/12		
Tillage - maincrops	Wheat	39.8	45.9	32.2	29.8				
	Barley	16.2	27.6	12.8	17.5				
	Other cereals	10.8	7.4	12.5	6.0				
	Oil seed rape	0.0	0.0	0.0	0.3				
	Linseed	0.0	0.0	0.0	0.0				
	Peas/Beans	23.5	8.4	18.4	5.8				
	Potatoes	14.7	15.4	10.7	9.6				
	Sugarbeet	0.0	0.0	0.0	0.0				
	Horticulture	28.5	34.6	23.7	21.8				
	Other crops	3.5	3.8	3.3	4.2				
	<b>Total cropping</b>	<b>137.1</b>	<b>143.0</b>	<b>113.5</b>	<b>95.0</b>				
	Set-aside	0.0	0.0	10.7	0.0				
Tillage - fodder		0.7	0.0	1.9	3.2				
Grassland	Grazing, hay and silage	44.3	54.2	64.9	42.8				
Fallow and land let		27.8	30.3	12.0	30.4				
Rough grazing	Effective	0.0	0.0	0.0	0.0				
<b>Utilisable agricultural area (Effective ha.)</b>		<b>209.8</b>	<b>227.5</b>	<b>203.0</b>	<b>171.3</b>				
Woods, roads and buildings		16.7	16.5	12.5	11.6				
<b>TOTAL AREA (Actual ha.)</b>		<b>226.6</b>	<b>244.0</b>	<b>215.5</b>	<b>182.9</b>				
effective forage area		<b>45.0</b>	<b>54.2</b>	<b>73.3</b>	<b>51.4</b>				
Bare land and forage hired in		0.0	2.3	6.5	7.2				
		0	0	0	0	0	0	0	
<b>CROP PERFORMANCE *</b>									
<b>- Yields (tonnes per hectare)</b>		t/ha	n	t/ha	n	t/ha	n	t/ha	n
Wheat		-	4	-	4	3.7	5	4.7	7
Barley		-	3	3.9	5	-	4	4.1	6
Oilseed Rape		-	0	-	0	-	0	-	1
Potatoes		-	4	-	3	33.4	5	-	4
Sugar Beet		-	0	-	0	-	0	-	0
<b>- Prices (£ per tonne)*</b>		£/t	n	£/t	n	£/t	n	£/t	n
Wheat		-	4	-	4	270	5	234	7
Barley		-	3	232	5	-	4	223	6
Oilseed Rape		-	0	-	0	-	0	-	1
Potatoes		-	4	-	3	240	5	-	4
Sugar Beet		-	0	-	0	-	0	-	0

\* Yield and price data is implied

**Table A2.3 GENERAL CROPPING FARM RESULTS** **CONVENTIONAL**  
**LAND UTILISATION AND CROP PERFORMANCE**

LAND UTILISATION - hectares per farm	<i>Identical sample</i>		<i>Full sample</i>					
	2010/11	2011/12	2010/11	2011/12				
Tillage - maincrops								
Wheat	84.5	93.4	62.7	61.3				
Barley	21.6	23.7	22.7	15.6				
Other cereals	0.9	0.8	5.2	2.4				
Oil seed rape	20.1	16.5	11.9	12.2				
Linseed	4.2	3.3	1.0	1.9				
Peas/Beans	6.9	5.0	4.1	2.3				
Potatoes	9.9	9.8	8.0	5.5				
Sugarbeet	20.0	17.9	11.6	10.4				
Horticulture	20.3	19.8	11.1	11.7				
Other crops	3.4	3.4	2.3	2.3				
<b>Total cropping</b>	<b>191.9</b>	<b>193.6</b>	<b>140.6</b>	<b>125.6</b>				
Set-aside	9.9	9.8	11.0	0.0				
Tillage - fodder	1.0	1.7	1.6	1.1				
Grassland								
Grazing, hay and silage	11.9	11.5	32.8	21.4				
Fallow and land let	14.3	17.9	4.8	15.9				
Rough grazing								
Effective	0.0	0.0	0.1	0.0				
<b>Utilisable agricultural area (Effective ha.)</b>	<b>229.3</b>	<b>234.2</b>	<b>191.4</b>	<b>164.6</b>				
Woods, roads and buildings	9.8	9.2	9.8	6.3				
<b>TOTAL AREA (Actual ha.)</b>	<b>239.1</b>	<b>243.4</b>	<b>201.2</b>	<b>170.9</b>				
effective forage area	<b>13.4</b>	<b>13.8</b>	<b>37.0</b>	<b>23.7</b>				
Bare land and forage hired in	0.6	0.8	2.4	1.2				
<b>CROP PERFORMANCE *</b>								
<b>- Yields (tonnes per hectare)</b>	t/ha	n	t/ha	n	t/ha	n	t/ha	n
Wheat	8.5	6	8.2	7	7.8	9	7.9	12
Barley	6.1	6	5.4	6	6.4	9	5.2	11
Oilseed Rape	4.2	5	4.4	5	4.0	7	4.1	8
Potatoes	40.4	6	41.2	6	39.2	9	39.1	11
Sugar Beet	57.4	5	73.6	5	57.9	7	71.6	10
<b>- Prices (£ per tonne)*</b>	£/t	n	£/t	n	£/t	n	£/t	n
Wheat	154	6	146	7	150	9	149	12
Barley	138	6	157	6	140	9	153	11
Oilseed Rape	308	5	383	5	308	7	382	8
Potatoes	136	6	91	6	133	9	108	11
Sugar Beet	27	5	30	5	26	7	31	10

\* Yield and price data is implied

**Table A2.4 GENERAL CROPPING FARM RESULTS ORGANIC**  
**STOCKING AND LIVESTOCK PERFORMANCE**

LIVESTOCK CARRIED - L.U. per farm	<i>Identical sample</i>				<i>Full sample</i>			
	2010/11		2011/12		2010/11		2011/12	
	LU	No's	LU	No's	LU	No's	LU	No's
Dairy cows	0.0	0	0.0	0	0.0	0	0.0	0
Beef cows	10.6	14	11.9	16	20.1	27	11.1	15
Other cattle	18.8	34	20.4	37	39.2	71	25.6	45
Breeding sheep	0.0	0	0.0	0	0.9	9	0.0	0
Other sheep	0.3	8	0.2	4	0.5	11	0.1	2
Pigs	6.9	41	5.0	29	4.8	28	3.7	24
Poultry	12.9	7614	21.3	12557	9.1	5330	12.5	7325
Other livestock	0.0	0	0.0	0	0.0	0	0.0	0
<b>TOTAL (L.U.)</b>	<b>49.6</b>		<b>58.8</b>		<b>74.6</b>		<b>53.0</b>	

**STOCKING RATES**

Stocking rate (LU per eff.ha)	0.2	0.3	0.4	0.3
GLU/forage effective hectare*	1.1	1.1	1.0	1.0

\* for organic farms, pigs, poultry and other livestock are deemed to be grazing livestock

**LIVESTOCK PERFORMANCE**

<b>- Yield*</b>	litres	n	litres	n	litres	n	litres	n
Milk yield/cow	-	0	-	0	-	0	-	0
<b>- Prices (£ per head)*</b>	£/head	n	£/head	n	£/head	n	£/head	n
Dairy cows	-	0	-	0	-	0	-	0
Dairy calves	-	0	-	0	-	0	-	0
Dairy heifers in calf	-	0	-	0	-	0	-	1
Beef heifers in calf	-	0	-	0	-	1	-	2
Finished cattle	-	3	-	2	883	5	-	4
Beef store cattle 1-2 yrs	-	1	-	2	-	2	-	4
Beef stores <1 yr	-	0	-	0	-	1	-	1
Ewes	-	0	-	0	-	0	-	0
Ewe hogs	-	0	-	0	-	0	-	0
Finished lambs	-	1	-	1	-	2	-	1
Store lambs	-	0	-	0	-	0	-	0
Finished Pigs	-	0	-	0	-	0	-	0
<b>- Prices (pence per unit)*</b>	p/unit	n	p/unit	n	p/unit	n	p/unit	n
Milk (pence per litre)	-	0	-	0	-	0	-	0
Wool (pence per kg)	-	0	-	0	-	1	-	0
Eggs (pence per dozen)	-	0	-	0	-	0	-	0

\* Yield and price data is implied

**Table A2.4 GENERAL CROPPING FARM RESULTS CONVENTIONAL STOCKING AND LIVESTOCK PERFORMANCE**

LIVESTOCK CARRIED - L.U. per farm	<i>Identical sample</i>				<i>Full sample</i>			
	2010/11		2011/12		2010/11		2011/12	
	LU	No's	LU	No's	LU	No's	LU	No's
Dairy cows	0.0	0	0.0	0	0.0	0	0.0	0
Beef cows	1.5	2	1.1	1	9.7	13	3.9	5
Other cattle	13.5	23	12.6	21	30.3	56	17.6	32
Breeding sheep	2.2	21	2.3	22	7.4	70	5.2	51
Other sheep	0.7	17	0.9	21	2.4	52	2.0	41
Pigs	0.0	0	0.0	0	4.0	34	8.2	48
Poultry	5.8	366	5.8	373	5.4	339	5.9	363
Other livestock	0.0	0	0.0	0	0.0	0	0.0	0
<b>TOTAL (L.U.)</b>	<b>23.7</b>		<b>22.8</b>		<b>59.2</b>		<b>42.9</b>	

**STOCKING RATES**

Stocking rate (LU per eff.ha)	0.1	0.1	0.3	0.3
GLU/forage effective hectare*	1.8	1.7	1.6	1.8

\* for conventional farms, pigs, poultry and other livestock are deemed to be non-grazing livestock

**LIVESTOCK PERFORMANCE**

<b>- Yield*</b>	litres	n	litres	n	litres	n	litres	n
Milk yield/cow	-	0	-	0	-	0	-	0
<b>- Prices (£ per head)*</b>	£/head	n	£/head	n	£/head	n	£/head	n
Dairy cows	-	0	-	0	-	0	-	0
Dairy calves	-	0	-	0	-	0	-	0
Dairy heifers in calf	-	0	-	0	-	0	-	0
Beef heifers in calf	-	0	-	0	-	0	-	0
Finished cattle	-	3	-	3	877	7	1003	7
Beef store cattle 1-2 yrs	-	2	-	2	825	5	884	6
Beef stores <1 yr	-	1	-	2	-	3	-	4
Ewes	-	1	-	1	-	1	-	2
Ewe hogs	-	0	-	0	-	0	-	0
Finished lambs	-	4	-	4	72	6	82	9
Store lambs	-	1	-	1	-	1	-	2
Finished Pigs	-	0	-	0	-	0	-	0
<b>- Prices (pence per unit)*</b>	p/unit	n	p/unit	n	p/unit	n	p/unit	n
Milk (pence per litre)	-	0	-	0	-	0	-	0
Wool (pence per kg)	-	3	-	4	44	5	98	7
Eggs (pence per dozen)	-	1	-	1	-	2	-	4

\* Yield and price data is implied



Table A3.1 HORTICULTURE FARM RESULTS

## ORGANIC

## OUTPUTS AND INPUTS

		<i>Identical sample</i>				<i>Full sample</i>			
		2010/11		2011/12		2010/11		2011/12	
Sample number		14		14		15		16	
Average farm size (UAA)		26		25		23		45	
Business size (ESU)		154		148		216		152	
<b>OUTPUTS</b>		<b>£/farm</b>	<b>£/ha</b>	<b>£/farm</b>	<b>£/ha</b>	<b>£/farm</b>	<b>£/ha</b>	<b>£/farm</b>	<b>£/ha</b>
Dairy -	milk output	0	0	0	0	0	0	0	0
	cattle	0	0	0	0	0	0	0	0
	net quota	0	0	0	0	0	0	0	0
	valuation change	0	0	0	0	0	0	0	0
Other cattle	output	2750	105	1965	78	2566	110	12647	278
	valuation change	-475	-18	1525	60	-443	-19	-1210	-27
Sheep -	total output	2437	93	2812	111	1977	85	2629	58
	valuation change	886	34	-272	-11	286	12	-195	-4
Other livestock		2501	95	3678	146	2300	99	3219	71
Arable crops	output	196057	7481	191758	7602	237701	10181	183606	4041
	protein/energy support	0	0	0	0	0	0	0	0
By products forage and cults		527	20	251	10	4006	172	2195	48
Miscellaneous (incl. farmhouse benefit value)		18067	689	18898	749	19169	821	24428	538
	- organic grants	0	0	0	0	0	0	0	0
	- other agri-env.payments	3184	121	4892	194	2195	94	7070	156
	- subsidy/single farm payment	3227	123	3510	139	3011	129	8408	185
	<b>FARM REVENUE</b>	<b>229160</b>	<b>8744</b>	<b>229019</b>	<b>9079</b>	<b>272767</b>	<b>11683</b>	<b>242797</b>	<b>5344</b>
<b>INPUTS</b>									
Feeds	purchased concentrates	2087	80	2552	101	1353	58	2604	57
	homegrown concentrates	794	30	535	21	741	32	468	10
Purchased fodder, Tack and stock keep		476	18	435	17	85	4	401	9
Veterinary and medicines		489	19	670	27	307	13	1068	23
Other livestock costs		1046	40	1459	58	740	32	2703	60
Seeds -	purchased and homegrown	17738	677	16518	655	17133	734	15697	346
Fertilisers		7379	282	6447	256	12467	534	5849	129
Crop protection		1469	56	2677	106	2242	96	2728	60
Other crop costs		43543	1661	47783	1894	50368	2157	43032	947
Labour	paid incl. paid management	44542	1700	45262	1794	50414	2159	43207	951
	casual	22156	845	19788	784	21106	904	19205	423
Machinery	contract	1939	74	3131	124	1567	67	6352	140
	repairs	5018	191	6984	277	5928	254	8303	183
	fuels	3722	142	5410	214	4815	206	6306	139
General farming costs		22549	860	24952	989	28599	1225	25767	567
Land expenses		4310	164	6439	255	5072	217	7293	161
Rent		537	20	408	16	501	21	1375	30
	<b>FARM EXPENSES</b>	<b>179793</b>	<b>6860</b>	<b>191450</b>	<b>7590</b>	<b>203437</b>	<b>8713</b>	<b>192358</b>	<b>4234</b>
<b>Excess of revenue over expenses</b>		<b>49367</b>	<b>1884</b>	<b>37568</b>	<b>1489</b>	<b>69330</b>	<b>2969</b>	<b>50439</b>	<b>1110</b>
<b>Notional inputs</b>									
	- rental value/imputed rent	21352	815	20197	801	20362	872	22447	494
	- unpaid labour	1951	74	1860	74	3641	156	4276	94
	- machinery depreciation	9320	356	11000	436	12945	554	12736	280
		<b>32623</b>	<b>1245</b>	<b>33057</b>	<b>1310</b>	<b>36948</b>	<b>1583</b>	<b>39458</b>	<b>868</b>
NET FARM INCOME (excl. BLSA)		<b>16744</b>	<b>639</b>	<b>4511</b>	<b>179</b>	<b>32382</b>	<b>1387</b>	<b>10981</b>	<b>242</b>
NET FARM INCOME (incl. BLSA)		<b>16878</b>	<b>644</b>	<b>4753</b>	<b>188</b>	<b>32558</b>	<b>1395</b>	<b>12209</b>	<b>269</b>

**Table A3.1 HORTICULTURE FARM RESULTS**

OUTPUTS AND INPUTS		CONVENTIONAL							
		<i>Identical sample</i>				<i>Full sample</i>			
		2010/11		2011/12		2010/11		2011/12	
Sample number		65		65		57		73	
Average farm size (UAA)		22		22		20		32	
Business size (ESU)		144		143		212		147	
<b>OUTPUTS</b>		<b>£/farm</b>	<b>£/ha</b>	<b>£/farm</b>	<b>£/ha</b>	<b>£/farm</b>	<b>£/ha</b>	<b>£/farm</b>	<b>£/ha</b>
Dairy -	milk output	0	0	0	0	0	0	0	0
	cattle	0	0	0	0	0	0	0	0
	net quota	0	0	0	0	0	0	0	0
	valuation change	0	0	0	0	0	0	0	0
Other cattle	output	364	17	929	42	1088	54	2585	81
	valuation change	-26	-1	-232	-11	-102	-5	-213	-7
Sheep -	total output	0	0	0	0	128	6	226	7
	valuation change	0	0	0	0	-83	-4	-62	-2
Other livestock		1389	63	1926	88	751	37	1685	53
Arable crops	output	335883	15243	365448	16656	406211	20070	355488	11198
	protein/energy support	0	0	0	0	0	0	10	0
By products forage and cults		279	13	743	34	572	28	808	25
Miscellaneous (incl. farmhouse benefit value)		45647	2072	46933	2139	84929	4196	43142	1359
	- organic grants	0	0	0	0	0	0	0	0
	- other agri-env. payments	894	41	1130	52	578	29	1359	43
	- single payment scheme	3340	152	3945	180	3486	172	6800	215
	<b>FARM REVENUE</b>	<b>387770</b>	<b>17598</b>	<b>420821</b>	<b>19180</b>	<b>497556</b>	<b>24583</b>	<b>411827</b>	<b>12972</b>
<b>INPUTS</b>									
Feeds	purchased concentrates	487	22	742	34	538	27	746	24
	homegrown concentrates	21	1	31	1	2	0	324	10
Purchased fodder, Tack and stock keep		0	0	0	0	0	0	0	0
Veterinary and medicines		48	2	46	2	97	5	172	5
Other livestock costs		155	7	169	8	370	18	506	16
Seeds -	purchased and homegrown	44844	2035	43829	1998	54471	2691	40356	1271
Fertilisers		12157	552	11870	541	20852	1030	12518	394
Crop protection		7614	346	7567	345	7463	369	9071	286
Other crop costs		73048	3315	80443	3666	88019	4349	77261	2434
Labour	paid incl. paid management	100574	4564	108440	4942	130586	6452	103490	3260
	casual	18096	821	19380	883	11615	574	17526	552
Machinery	contract	3786	172	4217	192	3405	168	4233	133
	repairs	9052	411	9044	412	16214	801	8799	277
	fuels	9325	423	11105	506	13965	690	10737	338
General farming costs		35350	1604	39190	1786	62067	3067	37414	1179
Land expenses		4723	214	6871	313	6505	321	6819	215
Rent		1230	56	1227	56	980	48	1401	44
	<b>FARM EXPENSES</b>	<b>320508</b>	<b>14545</b>	<b>344169</b>	<b>15687</b>	<b>417150</b>	<b>20610</b>	<b>331375</b>	<b>10438</b>
<b>Excess of revenue over expenses</b>		<b>67262</b>	<b>3052</b>	<b>76653</b>	<b>3494</b>	<b>80406</b>	<b>3973</b>	<b>80452</b>	<b>2534</b>
<b>Notional inputs</b>									
	- rental value/imputed rent	8746	397	8932	407	9038	447	10559	333
	- unpaid labour	3236	147	3713	169	4683	231	4691	148
	- machinery depreciation	9005	409	9571	436	10330	510	9978	314
		<b>20986</b>	<b>952</b>	<b>22216</b>	<b>1013</b>	<b>24050</b>	<b>1188</b>	<b>25228</b>	<b>795</b>
NET FARM INCOME (excl. BLSA)		<b>46276</b>	<b>2100</b>	<b>54437</b>	<b>2481</b>	<b>56356</b>	<b>2784</b>	<b>55224</b>	<b>1740</b>
NET FARM INCOME (incl. BLSA)		<b>46276</b>	<b>2100</b>	<b>54437</b>	<b>2481</b>	<b>56389</b>	<b>2786</b>	<b>55448</b>	<b>1747</b>

**Table A3.2 HORTICULTURE FARM RESULTS ORGANIC**  
**INCOME MEASURES AND RETURNS TO LABOUR & CAPITAL**

INCOME MEASURES	<i>Identical sample</i>				<i>Full sample</i>			
	2010/11		2011/12		2010/11		2011/12	
	£/farm	£/ha	£/farm	£/ha	£/farm	£/ha	£/farm	£/ha
<b>NET FARM INCOME (excl. BLSA)</b>	16744	639	4511	179	32382	1387	10981	242
plus unpaid labour (excludes farmer and spouse)	1951	74	1860	74	3641	156	4276	94
plus imputed rent and rental value	21161	807	19689	781	20037	858	22003	484
plus semi-integrated non-agric activities output	0	0	0	0	0	0	0	0
minus imputed rent on farmhouse & farm cottages	0	0	0	0	0	0	0	0
minus insurance repairs & net interest payments	2813	107	4769	189	4219	181	4615	102
minus build & works depreciation	13624	520	12046	478	12839	550	11637	256
minus non-agric activity and director costs	5197	198	4978	197	4851	208	4356	96
<b>FARM BUSINESS INCOME</b>	<b>18223</b>	<b>695</b>	<b>4267</b>	<b>169</b>	<b>34150</b>	<b>1463</b>	<b>16652</b>	<b>367</b>
<b>LABOUR USE AND LABOUR INCOMES</b>								
Annual Labour Units per farm	5.0		4.8		5.2		4.8	
of which farmer & spouse	1.2		1.2		1.1		1.2	
of which paid family labour	0.0		0.0		0.0		0.0	
of which unpaid labour	0.1		0.1		0.2		0.2	
Notional value of farmer/spouse labour	23500		25002		21796		24078	
Value of paid family labour	0		0		467		171	
Labour income per Annual Labour Unit	16091		13842		19214		14831	
Family labour income per Family Work Unit	10139		-217		22899		3818	
Value of paid managerial input	813		813		796		711	
<b>TENANT'S CAPITAL</b>								
Machinery	47674	1819	54104	2145	67787	2903	66869	1472
Livestock	8775	335	10146	402	6829	292	20522	452
Crops	16894	645	9759	387	24733	1059	14139	311
Stores	4946	189	5546	220	13881	595	6133	135
<b>TOTAL</b>	<b>78290</b>	<b>2987</b>	<b>79555</b>	<b>3154</b>	<b>113229</b>	<b>4850</b>	<b>107663</b>	<b>2370</b>
<b>ASSETS</b>								
	Opening Value	Closing Value	Opening Value	Closing Value	Opening Value	Closing Value	Opening Value	Closing Value
Land and Property	583033	615781	615781	663373	576286	610342	787321	853797
Buildings, improvements and fixtures	168292	158356	158356	139549	180183	170058	150580	132334
Machinery	44748	50601	50601	57608	65008	70565	62716	71022
Livestock	8372	9178	9178	11114	6751	6906	20417	20626
Produce and goods in store	54533	72569	72569	69167	66269	88712	76599	74453
Quotas and single payment asset value	3071	4790	4790	5568	2866	4470	10256	11617
Credit balances	40836	49016	49204	75110	63812	77104	64136	95889
<b>TOTAL</b>	<b>902884</b>	<b>960291</b>	<b>960479</b>	<b>1021489</b>	<b>961176</b>	<b>1028156</b>	<b>1172026</b>	<b>1259738</b>
<b>EXTERNAL LIABILITIES</b>								
Long and medium term loans	74054	74084	74084	96666	81686	74797	95969	118816
Short term loans	25789	25501	25501	16967	55270	66397	29002	24246
Overdrafts	436	13042	13042	25034	25293	35555	11412	21905
<b>TOTAL</b>	<b>100279</b>	<b>112626</b>	<b>112626</b>	<b>138668</b>	<b>162248</b>	<b>176749</b>	<b>136383</b>	<b>164968</b>
<b>NET WORTH</b>	<b>802605</b>	<b>847665</b>	<b>847853</b>	<b>882821</b>	<b>798928</b>	<b>851408</b>	<b>1035642</b>	<b>1094770</b>
<b>RETURNS TO CAPITAL</b>								
Owner Equity (%)	88.3		86.4		82.8		86.9	
FBI/Net worth (%)	2.3		0.5		4.3		1.6	
Management and Investment Income	-5808		-19436		11558		-11157	
Return on tenant's capital (%)	-7.4		-24.4		10.2		-10.4	
Return on all capital (%)	-0.6		-2.0		1.2		-1.0	

**Table A3.2 HORTICULTURE FARM RESULTS** **CONVENTIONAL**  
**INCOME MEASURES AND RETURNS TO LABOUR & CAPITAL**

INCOME MEASURES	<i>Identical sample</i>				<i>Full sample</i>			
	2010/11		2011/12		2010/11		2011/12	
	£/farm	£/ha	£/farm	£/ha	£/farm	£/ha	£/farm	£/ha
<b>NET FARM INCOME (excl. BLSA)</b>	46276	2100	54437	2481	56356	2784	55224	1740
plus unpaid labour (excludes farmer and spouse)	3236	147	3713	169	4683	231	4691	148
plus imputed rent and rental value	8335	378	8568	391	8528	421	10140	319
plus semi-integrated non-agric activities output	0	0	0	0	0	0	0	0
minus imputed rent on farmhouse & farm cottages	38	2	38	2	30	1	35	1
minus insurance repairs & net interest payments	4018	182	3343	152	5293	262	3580	113
minus build & works depreciation	3063	139	3258	148	3000	148	4214	133
minus non-agric activity and director costs	5245	238	7013	320	8284	409	6817	215
<b>FARM BUSINESS INCOME</b>	<b>45481</b>	<b>2064</b>	<b>53067</b>	<b>2419</b>	<b>52959</b>	<b>2617</b>	<b>55409</b>	<b>1745</b>
<b>LABOUR USE AND LABOUR INCOMES</b>								
Annual Labour Units per farm	8.1		8.5		9.4		8.2	
of which farmer & spouse	1.2		1.2		1.1		1.2	
of which paid family labour	0.0		0.0		0.1		0.1	
of which unpaid labour	0.2		0.2		0.3		0.2	
Notional value of farmer/spouse labour	22587		22800		20386		22782	
Value of paid family labour	394		551		1694		1135	
Labour income per Annual Labour Unit	20072		21266		20785		21317	
Family labour income per Family Work Unit	32893		39813		40640		38907	
Value of paid managerial input	59		92		0		96	
<b>TENANT'S CAPITAL</b>								
Machinery	48397	2196	52800	2407	56919	2812	54817	1727
Livestock	726	33	867	39	2405	119	3362	106
Crops	29786	1352	30205	1377	44327	2190	34818	1097
Stores	12193	553	14474	660	19680	972	16549	521
<b>TOTAL</b>	<b>91102</b>	<b>4134</b>	<b>98345</b>	<b>4482</b>	<b>123332</b>	<b>6094</b>	<b>109546</b>	<b>3451</b>
<b>ASSETS</b>								
	Opening Value	Closing Value	Opening Value	Closing Value	Opening Value	Closing Value	Opening Value	Closing Value
Land and Property	444289	478951	478951	516526	390936	419501	595571	643908
Buildings, improvements and fixtures	63949	61803	61803	60787	79607	74984	69713	69595
Machinery	46770	50024	50024	55576	55643	58195	51716	57917
Livestock	652	801	801	932	2383	2428	3229	3495
Produce and goods in store	80328	86127	86599	90396	95254	107037	97187	101229
Quotas and single payment asset value	2566	4608	4608	5621	2665	4656	7419	8394
Credit balances	74891	84728	83099	96152	103122	102255	84092	100617
<b>TOTAL</b>	<b>713444</b>	<b>767041</b>	<b>765885</b>	<b>825990</b>	<b>729611</b>	<b>769056</b>	<b>908927</b>	<b>985156</b>
<b>EXTERNAL LIABILITIES</b>								
Long and medium term loans	62642	58021	58021	51886	84743	67271	62408	56776
Short term loans	43284	46769	46769	60778	79675	79943	45704	60901
Overdrafts	17879	13852	13852	11357	12353	15628	14932	13058
<b>TOTAL</b>	<b>123805</b>	<b>118642</b>	<b>118642</b>	<b>124021</b>	<b>176772</b>	<b>162842</b>	<b>123043</b>	<b>130734</b>
<b>NET WORTH</b>	<b>589640</b>	<b>648399</b>	<b>647242</b>	<b>701968</b>	<b>552839</b>	<b>606214</b>	<b>785884</b>	<b>854422</b>
<b>RETURNS TO CAPITAL</b>								
Owner Equity (%)	84.5		85.0		78.8		86.7	
FBI/Net worth (%)	7.7		8.2		9.6		7.1	
Management and Investment Income	23748		31729		36003		32762	
Return on tenant's capital (%)	26.1		32.3		29.2		29.9	
Return on all capital (%)	3.3		4.1		4.9		3.6	

**Table A3.3 HORTICULTURE FARM RESULTS**  
**LAND UTILISATION AND CROP PERFORMANCE**

**ORGANIC**

LAND UTILISATION - hectares per farm	<i>Identical sample</i>		<i>Full sample</i>	
	2010/11	2011/12	2010/11	2011/12
Tillage - maincrops				
Wheat	0.8	0.4	0.7	2.0
Barley	0.4	0.4	0.4	2.2
Other cereals	0.3	0.3	0.3	1.6
Oil seed rape	0.0	0.0	0.0	0.0
Linseed	0.0	0.0	0.0	0.0
Peas/Beans	0.0	0.1	0.0	0.1
Potatoes	0.6	0.5	0.6	0.4
Sugarbeet	0.0	0.0	0.0	0.0
Horticulture	11.5	11.7	11.4	13.1
Other crops	0.0	0.0	0.0	0.6
<b>Total cropping</b>	<b>13.6</b>	<b>13.5</b>	<b>13.3</b>	<b>20.0</b>
Set-aside	0.0	0.0	0.6	0.0
Tillage - fodder	0.3	0.3	0.0	0.3
Grassland				
Grazing, hay and silage	11.7	10.7	9.3	23.3
Fallow and land let	0.6	0.8	0.0	1.6
Rough grazing				
Effective	0.0	0.0	0.0	0.0
<b>Utilisable agricultural area (Effective ha.)</b>	<b>26.2</b>	<b>25.2</b>	<b>23.3</b>	<b>45.4</b>
Woods, roads and buildings	2.6	2.6	2.1	2.5
<b>TOTAL AREA (Actual ha.)</b>	<b>28.8</b>	<b>27.9</b>	<b>25.5</b>	<b>47.9</b>
effective forage area	<b>12.0</b>	<b>11.0</b>	<b>9.3</b>	<b>23.6</b>
Bare land and forage hired in	0.0	0.0	0.0	0.0

**CROP PERFORMANCE \*****- Yields (tonnes per hectare)**

	t/ha	n	t/ha	n	t/ha	n	t/ha	n
Wheat	-	2	-	1	-	2	-	2
Barley	-	1	-	1	-	1	-	2
Oilseed Rape	-	0	-	0	-	0	-	0
Potatoes	-	1	-	1	-	1	-	1
Sugar Beet	-	0	-	0	-	0	-	0

**- Prices (£ per tonne)\***

	£/t	n	£/t	n	£/t	n	£/t	n
Wheat	-	2	-	1	-	2	-	2
Barley	-	1	-	1	-	1	-	2
Oilseed Rape	-	0	-	0	-	0	-	0
Potatoes	-	1	-	1	-	1	-	1
Sugar Beet	-	0	-	0	-	0	-	0

\* Yield and price data is implied

**Table A4.3 HORTICULTURE FARM RESULTS**  
**LAND UTILISATION AND CROP PERFORMANCE****CONVENTIONAL**

LAND UTILISATION - hectares per farm	<i>Identical sample</i>		<i>Full sample</i>					
	2010/11	2011/12	2010/11	2011/12				
Tillage - maincrops								
Wheat	1.0	0.4	1.1	3.9				
Barley	0.7	0.2	0.3	0.9				
Other cereals	0.0	0.0	1.0	0.1				
Oil seed rape	0.0	0.9	0.0	1.4				
Linseed	0.0	0.0	0.7	0.4				
Peas/Beans	0.0	0.0	0.0	0.1				
Potatoes	0.1	0.0	0.0	0.0				
Sugarbeet	0.1	0.1	0.0	0.1				
Horticulture	12.2	12.1	11.5	14.1				
Other crops	0.0	0.0	0.0	0.1				
<b>Total cropping</b>	<b>14.0</b>	<b>13.7</b>	<b>14.6</b>	<b>21.2</b>				
Set-aside	0.1	0.0	0.4	0.0				
Tillage - fodder	0.0	0.0	0.0	0.0				
Grassland								
Grazing, hay and silage	2.6	2.6	2.7	4.6				
Fallow and land let	5.0	5.8	2.3	5.8				
Rough grazing								
Effective	0.0	0.0	0.0	0.0				
<b>Utilisable agricultural area (Effective ha.)</b>	<b>22.0</b>	<b>21.9</b>	<b>20.2</b>	<b>31.7</b>				
Woods, roads and buildings	2.1	2.1	1.8	2.1				
<b>TOTAL AREA (Actual ha.)</b>	<b>24.1</b>	<b>24.0</b>	<b>22.0</b>	<b>33.9</b>				
effective forage area	<b>2.6</b>	<b>2.6</b>	<b>2.8</b>	<b>4.6</b>				
Bare land and forage hired in	0.0	0.0	0.1	0.0				
<b>CROP PERFORMANCE *</b>								
<b>- Yields (tonnes per hectare)</b>	t/ha	n	t/ha	n	t/ha	n	t/ha	n
Wheat	-	4	-	1	-	1	-	2
Barley	-	4	-	1	-	1	-	2
Oilseed Rape	-	0	-	2	-	0	-	3
Potatoes	-	1	-	0	-	1	-	0
Sugar Beet	-	1	-	1	-	0	-	1
<b>- Prices (£ per tonne)*</b>	£/t	n	£/t	n	£/t	n	£/t	n
Wheat	-	4	-	1	-	1	-	2
Barley	-	4	-	1	-	1	-	2
Oilseed Rape	-	0	-	2	-	0	-	3
Potatoes	-	1	-	0	-	1	-	0
Sugar Beet	-	1	-	1	-	0	-	1

\* Yield and price data is implied

**Table A3.4 HORTICULTURE FARM RESULTS  
STOCKING AND LIVESTOCK PERFORMANCE****ORGANIC**

LIVESTOCK CARRIED - L.U. per farm	<i>Identical sample</i>				<i>Full sample</i>			
	2010/11		2011/12		2010/11		2011/12	
	LU	No's	LU	No's	LU	No's	LU	No's
Dairy cows	0.0	0	0.0	0	0.0	0	0.0	0
Beef cows	2.4	3	2.6	4	2.2	3	7.2	10
Other cattle	2.7	5	2.7	6	2.5	5	7.9	17
Breeding sheep	3.3	32	3.4	32	2.0	19	3.8	35
Other sheep	1.3	25	0.7	15	0.6	14	0.8	17
Pigs	1.2	10	1.5	15	1.1	8	1.3	13
Poultry	0.2	13	0.2	16	0.2	12	0.2	14
Other livestock	0.0	0	0.0	0	0.0	0	0.0	0
<b>TOTAL (L.U.)</b>	<b>11.0</b>		<b>11.3</b>		<b>8.6</b>		<b>21.1</b>	

**STOCKING RATES**

Stocking rate (LU per eff.ha)	0.4	0.4	0.4	0.5
GLU/forage effective hectare*	0.9	1.0	0.9	0.9

\* for organic farms, pigs, poultry and other livestock are deemed to be grazing livestock

**LIVESTOCK PERFORMANCE**

<b>- Yield*</b>	litres	n	litres	n	litres	n	litres	n
Milk yield/cow	-	0	-	0	-	0	-	0
<b>- Prices (£ per head)*</b>	£/head	n	£/head	n	£/head	n	£/head	n
Dairy cows	-	0	-	0	-	0	-	0
Dairy calves	-	0	-	0	-	0	-	0
Dairy heifers in calf	-	0	-	0	-	0	-	0
Beef heifers in calf	-	0	-	0	-	0	-	0
Finished cattle	-	2	-	2	-	2	-	3
Beef store cattle 1-2 yrs	-	0	-	0	-	0	-	0
Beef stores <1 yr	-	0	-	0	-	0	-	0
Ewes	-	0	-	2	-	0	-	2
Ewe hoggs	-	1	-	1	-	1	-	1
Finished lambs	-	2	-	3	-	2	-	4
Store lambs	-	1	-	0	-	0	-	0
Finished Pigs	-	0	-	0	-	0	-	0
<b>- Prices (pence per unit)*</b>	p/unit	n	p/unit	n	p/unit	n	p/unit	n
Milk (pence per litre)	-	0	-	0	-	0	-	0
Wool (pence per kg)	-	2	-	3	-	2	-	3
Eggs (pence per dozen)	-	2	-	2	-	2	-	2

\* Yield and price data is implied

**Table A3.4 HORTICULTURE FARM RESULTS  
STOCKING AND LIVESTOCK PERFORMANCE****CONVENTIONAL**

LIVESTOCK CARRIED - L.U. per farm	<i>Identical sample</i>				<i>Full sample</i>			
	2010/11		2011/12		2010/11		2011/12	
	LU	No's	LU	No's	LU	No's	LU	No's
Dairy cows	0.0	0	0.0	0	0.0	0	0.0	0
Beef cows	0.0	0	0.0	0	0.0	0	0.9	1
Other cattle	0.7	1	0.6	1	2.2	4	2.0	4
Breeding sheep	0.0	0	0.0	0	0.4	4	0.1	1
Other sheep	0.0	0	0.0	0	0.1	2	0.0	0
Pigs	0.0	0	0.1	0	0.1	0	0.0	0
Poultry	0.2	33	0.3	60	0.1	34	0.2	53
Other livestock	0.0	0	0.0	0	0.0	0	0.0	1
<b>TOTAL (L.U.)</b>	<b>0.9</b>		<b>1.0</b>		<b>2.9</b>		<b>3.2</b>	

**STOCKING RATES**

Stocking rate (LU per eff.ha)	0.0	0.0	0.1	0.1
GLU/forage effective hectare*	0.3	0.4	1.0	0.7

\* for conventional farms, pigs, poultry and other livestock are deemed to be non-grazing livestock

**LIVESTOCK PERFORMANCE**

<b>- Yield*</b>	litres	n	litres	n	litres	n	litres	n
Milk yield/cow	-	0	-	0	-	0	-	0
<b>- Prices (£ per head)*</b>	£/head	n	£/head	n	£/head	n	£/head	n
Dairy cows	-	0	-	0	-	0	-	0
Dairy calves	-	0	-	0	-	0	-	0
Dairy heifers in calf	-	0	-	0	-	0	-	0
Beef heifers in calf	-	0	-	0	-	0	-	0
Finished cattle	-	1	-	1	-	2	-	2
Beef store cattle 1-2 yrs	-	1	-	1	-	2	-	1
Beef stores <1 yr	-	0	-	0	-	0	-	1
Ewes	-	0	-	0	-	0	-	0
Ewe hogs	-	0	-	0	-	0	-	0
Finished lambs	-	0	-	0	-	1	-	1
Store lambs	-	0	-	0	-	1	-	0
Finished Pigs	-	0	-	0	-	0	-	0
<b>- Prices (pence per unit)*</b>	p/unit	n	p/unit	n	p/unit	n	p/unit	n
Milk (pence per litre)	-	0	-	0	-	0	-	0
Wool (pence per kg)	-	0	-	0	-	0	-	1
Eggs (pence per dozen)	-	1	-	1	-	0	-	1

\* Yield and price data is implied



Table A4.1 DAIRY FARM RESULTS

OUTPUTS AND INPUTS		ORGANIC							
		Identical sample				Full sample			
		2010/11		2011/12		2010/11		2011/12	
Sample number		40	40	40	40	54	49	54	49
Average farm size (UAA)		144	144	144	144	147	152	147	152
Business size (ESU)		160	158	160	158	158	163	158	163
<b>OUTPUTS</b>		<b>£/farm</b>	<b>£/ha</b>	<b>£/farm</b>	<b>£/ha</b>	<b>£/farm</b>	<b>£/ha</b>	<b>£/farm</b>	<b>£/ha</b>
Dairy -	milk output	256926	1786	276289	1915	250821	1701	288860	1902
	cattle	-7466	-52	-8368	-58	-7733	-52	-10817	-71
	net quota	-615	-4	-621	-4	-456	-3	-507	-3
	valuation change	1703	12	-3240	-22	1347	9	-1856	-12
Other cattle	output	38458	267	47706	331	40336	274	51231	337
	valuation change	1842	13	8603	60	2269	15	8940	59
Sheep -	total output	1177	8	1588	11	1772	12	1523	10
	valuation change	-112	-1	89	1	-144	-1	121	1
Other livestock		836	6	1249	9	619	4	1019	7
Arable crops	output	8217	57	8862	61	8661	59	11322	75
	protein/energy support	18	0	41	0	28	0	59	0
By products forage and cults		1669	12	2412	17	1524	10	2598	17
Miscellaneous (incl. farmhouse benefit value)		11169	78	11990	83	13214	90	12533	83
	- organic grants	858	6	925	6	850	6	755	5
	- other agri-env.payments	11015	77	9690	67	11096	75	9719	64
	- subsidy/single farm payment	31782	221	31457	218	32134	218	33149	218
	<b>FARM REVENUE</b>	<b>357475</b>	<b>2484</b>	<b>388671</b>	<b>2694</b>	<b>356336</b>	<b>2417</b>	<b>408650</b>	<b>2691</b>
<b>INPUTS</b>									
Feeds	purchased concentrates	75559	525	82159	570	72709	493	84110	554
	homegrown concentrates	9831	68	13589	94	9886	67	13441	89
Purchased fodder, Tack and stock keep		6348	44	7870	55	5717	39	7502	49
Veterinary and medicines		8932	62	10015	69	8712	59	9862	65
Other livestock costs		30852	214	33444	232	29587	201	33395	220
Seeds -	purchased and homegrown	3691	26	3797	26	3755	25	4173	27
Fertilisers		1743	12	1629	11	1685	11	1371	9
Crop protection		15	0	15	0	57	0	13	0
Other crop costs		1652	11	1683	12	1693	11	1727	11
Labour	paid incl. paid management	31642	220	32400	225	34028	231	37584	247
	casual	2114	15	2880	20	2745	19	3032	20
Machinery	contract	22457	156	22021	153	19266	131	21412	141
	repairs	12530	87	13217	92	13001	88	13732	90
	fuels	9619	67	11348	79	9862	67	11509	76
General farming costs		25333	176	25382	176	23831	162	25554	168
Land expenses		6881	48	7495	52	6765	46	8037	53
Rent		17304	120	19410	135	16887	115	18412	121
	<b>FARM EXPENSES</b>	<b>266503</b>	<b>1852</b>	<b>288354</b>	<b>1999</b>	<b>260185</b>	<b>1765</b>	<b>294867</b>	<b>1942</b>
<b>Excess of revenue over expenses</b>		<b>90972</b>	<b>632</b>	<b>100317</b>	<b>695</b>	<b>96151</b>	<b>652</b>	<b>113783</b>	<b>749</b>
<b>Notional inputs</b>									
	- rental value/imputed rent	16912	118	17732	123	17394	118	18616	123
	- unpaid labour	5403	38	5064	35	6007	41	4345	29
	- machinery depreciation	18190	126	20169	140	19087	129	19734	130
		<b>40505</b>	<b>281</b>	<b>42965</b>	<b>298</b>	<b>42488</b>	<b>288</b>	<b>42695</b>	<b>281</b>
<b>NET FARM INCOME (excl. BLSA)</b>		<b>50467</b>	<b>351</b>	<b>57352</b>	<b>398</b>	<b>53663</b>	<b>364</b>	<b>71088</b>	<b>468</b>
<b>NET FARM INCOME (incl. BLSA)</b>		<b>46376</b>	<b>322</b>	<b>73025</b>	<b>506</b>	<b>49914</b>	<b>339</b>	<b>88129</b>	<b>580</b>

**Table A4.1 DAIRY FARM RESULTS**  
**OUTPUTS AND INPUTS**

		CONVENTIONAL							
		Identical sample				Full sample			
		2010/11		2011/12		2010/11		2011/12	
Sample number		221		221		271		281	
Average farm size (UAA)		132		132		129		138	
Business size (ESU)		151		153		156		161	
<b>OUTPUTS</b>		<b>£/farm</b>	<b>£/ha</b>	<b>£/farm</b>	<b>£/ha</b>	<b>£/farm</b>	<b>£/ha</b>	<b>£/farm</b>	<b>£/ha</b>
Dairy -	milk output	230046	1747	261670	1975	229510	1778	281015	2034
	cattle	-10089	-77	-14491	-109	-7558	-59	-18179	-132
	net quota	0	0	0	0	0	0	0	0
	valuation change	-339	-3	850	6	190	1	1680	12
Other cattle	output	46672	354	54913	415	47343	367	57353	415
	valuation change	-511	-4	8736	66	1065	8	10011	72
Sheep -	total output	4658	35	5323	40	3955	31	4846	35
	valuation change	-51	0	23	0	68	1	-16	0
Other livestock		1202	9	1174	9	267	2	958	7
Arable crops	output	17778	135	19296	146	15242	118	24413	177
	protein/energy support	9	0	249	0	1	0	5	0
By products forage and cults		5017	38	5954	45	3803	29	6435	47
Miscellaneous (incl. farmhouse benefit value)		12759	97	15781	119	11082	86	16307	118
	- organic grants	0	0	0	0	0	0	0	0
	- other agri-env. payments	3734	28	3076	23	3567	28	3802	28
	- single payment scheme	29381	223	28218	215	30207	234	29219	211
<b>FARM REVENUE</b>		<b>340268</b>	<b>2584</b>	<b>390773</b>	<b>2950</b>	<b>338742</b>	<b>2625</b>	<b>417850</b>	<b>3024</b>
<b>INPUTS</b>									
Feeds	purchased concentrates	69356	527	76589	578	65610	508	82075	594
	homegrown concentrates	9698	74	11365	86	9698	75	11532	83
Purchased fodder, Tack and stock keep		3179	24	3893	29	3747	29	4821	35
Veterinary and medicines		10578	80	10921	82	10561	82	12141	88
Other livestock costs		23264	177	25408	192	22908	178	27020	196
Seeds -	purchased and homegrown	4039	31	4203	32	3801	29	4604	33
Fertilisers		13966	106	16197	122	15473	120	16332	118
Crop protection		3634	28	3922	30	3259	25	4393	32
Other crop costs		2177	17	2304	17	2461	19	2588	19
Labour	paid incl. paid management	24716	188	25854	195	23530	182	29783	216
	casual	2208	17	3060	23	1874	15	3423	25
Machinery	contract	15270	116	17013	128	15696	122	17777	129
	repairs	11654	89	12944	98	11630	90	13490	98
	fuels	10454	79	12855	97	10446	81	13530	98
General farming costs		24815	188	26545	200	22103	171	27324	198
Land expenses		6043	46	7321	55	7157	55	8087	59
Rent		13653	104	14087	106	10016	78	15583	113
<b>FARM EXPENSES</b>		<b>248703</b>	<b>1889</b>	<b>274482</b>	<b>2072</b>	<b>239969</b>	<b>1859</b>	<b>294504</b>	<b>2131</b>
<b>Excess of revenue over expenses</b>		<b>91565</b>	<b>695</b>	<b>116291</b>	<b>878</b>	<b>98773</b>	<b>765</b>	<b>123346</b>	<b>893</b>
<b>Notional inputs</b>									
	- rental value/imputed rent	21294	162	21693	164	21320	165	21503	156
	- unpaid labour	11912	90	13267	100	10854	84	12130	88
	- machinery depreciation	22651	172	24425	184	20735	161	25061	181
		<b>55858</b>	<b>424</b>	<b>59385</b>	<b>448</b>	<b>52909</b>	<b>410</b>	<b>58694</b>	<b>425</b>
NET FARM INCOME (excl. BLSA)		<b>35707</b>	<b>271</b>	<b>56906</b>	<b>430</b>	<b>45864</b>	<b>355</b>	<b>64652</b>	<b>468</b>
NET FARM INCOME (incl. BLSA)		<b>32842</b>	<b>249</b>	<b>72483</b>	<b>547</b>	<b>46690</b>	<b>362</b>	<b>81226</b>	<b>588</b>

**Table A4.2 DAIRY FARM RESULTS** **ORGANIC**  
**INCOME MEASURES AND RETURNS TO LABOUR & CAPITAL**

INCOME MEASURES	<i>Identical sample</i>				<i>Full sample</i>			
	2010/11		2011/12		2010/11		2011/12	
	£/farm	£/ha	£/farm	£/ha	£/farm	£/ha	£/farm	£/ha
<b>NET FARM INCOME (excl. BLSA)</b>	50467	351	57352	398	53663	364	71088	468
plus unpaid labour (excludes farmer and spouse)	5403	38	5064	35	6007	41	4345	29
plus imputed rent and rental value	16831	117	17662	122	17287	117	18563	122
plus semi-integrated non-agric activities output	0	0	0	0	0	0	0	0
minus imputed rent on farmhouse & farm cottages	950	7	927	6	1154	8	765	5
minus insurance repairs & net interest payments	4719	33	4759	33	5690	39	6535	43
minus build & works depreciation	6661	46	7101	49	6851	46	7208	47
minus non-agric activity and director costs	738	5	856	6	732	5	1454	10
<b>FARM BUSINESS INCOME</b>	<b>59633</b>	<b>414</b>	<b>66435</b>	<b>461</b>	<b>62530</b>	<b>424</b>	<b>78034</b>	<b>514</b>
<b>LABOUR USE AND LABOUR INCOMES</b>								
Annual Labour Units per farm	3.3		3.3		3.3		3.4	
of which farmer & spouse	1.5		1.4		1.4		1.4	
of which paid family labour	0.1		0.1		0.1		0.1	
of which unpaid labour	0.3		0.3		0.3		0.2	
Notional value of farmer/spouse labour	26569		27103		25007		26222	
Value of paid family labour	1839		1985		1744		2471	
Labour income per Annual Labour Unit	21292		23339		23480		27893	
Family labour income per Family Work Unit	21186		25006		24896		34605	
Value of paid managerial input	267		281		257		229	
<b>TENANT'S CAPITAL</b>								
Machinery	99766	693	110622	767	103284	700	110863	730
Livestock	194217	1350	203749	1412	186954	1268	208864	1375
Crops	13856	96	14489	100	12403	84	14188	93
Stores	10020	70	11625	81	9197	62	11293	74
<b>TOTAL</b>	<b>317859</b>	<b>2209</b>	<b>340485</b>	<b>2360</b>	<b>311838</b>	<b>2115</b>	<b>345208</b>	<b>2273</b>
<b>ASSETS</b>								
	Opening Value	Closing Value	Opening Value	Closing Value	Opening Value	Closing Value	Opening Value	Closing Value
Land and Property	607632	656504	656577	720963	631342	736246	810434	886123
Buildings, improvements and fixtures	53617	62802	62802	67740	57917	64633	61000	68300
Machinery	92672	106859	106859	114386	97296	109272	105056	116669
Livestock	194560	193873	193176	214322	187103	186804	196732	220996
Produce and goods in store	22802	26302	26611	26796	20537	23664	25415	26510
Quotas and single payment asset value	49438	44645	42192	45203	47490	43001	42997	45620
Credit balances	63086	67251	67240	79214	66910	69641	77642	96130
<b>TOTAL</b>	<b>1083808</b>	<b>1158235</b>	<b>1155457</b>	<b>1268623</b>	<b>1108595</b>	<b>1233261</b>	<b>1319276</b>	<b>1460349</b>
<b>EXTERNAL LIABILITIES</b>								
Long and medium term loans	79704	75245	75323	77904	90838	134584	140186	145298
Short term loans	38748	48384	47952	43510	36226	43857	45911	45966
Overdrafts	28688	31971	32324	29351	32251	37603	32939	33456
<b>TOTAL</b>	<b>147141</b>	<b>155600</b>	<b>155599</b>	<b>150764</b>	<b>159315</b>	<b>216044</b>	<b>219035</b>	<b>224719</b>
<b>NET WORTH</b>	<b>936667</b>	<b>1002635</b>	<b>999857</b>	<b>1117859</b>	<b>949281</b>	<b>1017216</b>	<b>1100241</b>	<b>1235629</b>
<b>RETURNS TO CAPITAL</b>								
Owner Equity (%)	86.6		88.1		82.5		84.6	
FBI/Net worth (%)	6.4		6.6		6.6		7.1	
Management and Investment Income	20074		46202		25165		62136	
Return on tenant's capital (%)	6.3		13.6		8.1		18.0	
Return on all capital (%)	1.9		4.0		2.3		4.7	

**Table A4.2 DAIRY FARM RESULTS** **CONVENTIONAL**  
**INCOME MEASURES AND RETURNS TO LABOUR & CAPITAL**

INCOME MEASURES	<i>Identical sample</i>				<i>Full sample</i>			
	2010/11		2011/12		2010/11		2011/12	
	£/farm	£/ha	£/farm	£/ha	£/farm	£/ha	£/farm	£/ha
NET FARM INCOME (excl. BLSA)	35707	271	56906	430	45864	355	64652	468
plus unpaid labour (excludes farmer and spouse)	11912	90	13267	100	10854	84	12130	88
plus imputed rent and rental value	21216	161	21599	163	21295	165	21429	155
plus semi-integrated non-agric activities output	0	0	0	0	0	0	0	0
minus imputed rent on farmhouse & farm cottages	795	6	793	6	597	5	769	6
minus insurance repairs & net interest payments	6755	51	6727	51	6218	48	7154	52
minus build & works depreciation	7879	60	7940	60	7315	57	8230	60
minus non-agric activity and director costs	487	4	401	3	109	1	394	3
<b>FARM BUSINESS INCOME</b>	<b>52919</b>	<b>402</b>	<b>75911</b>	<b>573</b>	<b>63775</b>	<b>494</b>	<b>81663</b>	<b>591</b>
<b>LABOUR USE AND LABOUR INCOMES</b>								
Annual Labour Units per farm	3.4		3.5		3.1		3.5	
of which farmer & spouse	1.5		1.5		1.3		1.4	
of which paid family labour	0.2		0.1		0.2		0.2	
of which unpaid labour	0.6		0.7		0.6		0.6	
Notional value of farmer/spouse labour	28186		28342		22485		27993	
Value of paid family labour	2632		2268		3464		2864	
Labour income per Annual Labour Unit	15808		22081		19813		24556	
Family labour income per Family Work Unit	10413		22884		19737		27782	
Value of paid managerial input	0		0		0		0	
<b>TENANT'S CAPITAL</b>								
Machinery	126267	959	136332	1029	121657	943	138793	1004
Livestock	193570	1470	204991	1547	183059	1418	209374	1515
Crops	16858	128	18377	139	13898	108	20936	152
Stores	13128	100	16817	127	10439	81	18702	135
<b>TOTAL</b>	<b>349823</b>	<b>2657</b>	<b>376518</b>	<b>2842</b>	<b>329053</b>	<b>2550</b>	<b>387805</b>	<b>2807</b>
<b>ASSETS</b>								
	Opening Value	Closing Value	Opening Value	Closing Value	Opening Value	Closing Value	Opening Value	Closing Value
Land and Property	790644	835697	835697	892906	707335	761870	844409	904689
Buildings, improvements and fixtures	56859	72179	72524	73191	56818	67160	73593	76120
Machinery	119886	132648	132650	140014	115023	128291	134957	142630
Livestock	195338	191802	192411	217572	181980	184137	195260	223487
Produce and goods in store	29857	34684	34737	39229	25399	28997	38098	44158
Quotas and single payment asset value	39961	37347	38723	40963	54213	48450	39486	41443
Credit balances	55576	61326	61815	67039	44048	47877	67070	70399
<b>TOTAL</b>	<b>1288120</b>	<b>1365682</b>	<b>1368558</b>	<b>1470914</b>	<b>1184816</b>	<b>1266781</b>	<b>1392873</b>	<b>1502926</b>
<b>EXTERNAL LIABILITIES</b>								
Long and medium term loans	117722	118772	120407	121891	109127	119554	130772	131725
Short term loans	46173	55043	55072	53587	28080	31270	58068	57131
Overdrafts	46732	55585	55670	51598	36582	40997	64826	56209
<b>TOTAL</b>	<b>210627</b>	<b>229400</b>	<b>231149</b>	<b>227076</b>	<b>173789</b>	<b>191821</b>	<b>253666</b>	<b>245065</b>
<b>NET WORTH</b>	<b>1077493</b>	<b>1136283</b>	<b>1137409</b>	<b>1243838</b>	<b>1011027</b>	<b>1074960</b>	<b>1139207</b>	<b>1257861</b>
<b>RETURNS TO CAPITAL</b>								
Owner Equity (%)	83.2		84.6		84.9		83.7	
FBI/Net worth (%)	4.9		6.7		6.3		7.2	
Management and Investment Income	4656		44141		24206		53233	
Return on tenant's capital (%)	1.3		11.7		7.4		13.7	
Return on all capital (%)	0.4		3.2		2.0		3.8	

**Table A4.3 DAIRY FARM RESULTS**  
**LAND UTILISATION AND CROP PERFORMANCE**

**ORGANIC**

LAND UTILISATION - hectares per farm	<i>Identical sample</i>		<i>Full sample</i>					
	2010/11	2011/12	2010/11	2011/12				
Tillage - maincrops								
Wheat	3.2	3.4	3.4	3.8				
Barley	3.6	3.7	3.7	4.4				
Other cereals	1.3	1.5	1.4	1.7				
Oil seed rape	0.0	0.0	0.0	0.0				
Linseed	0.0	0.0	0.0	0.0				
Peas/Beans	1.2	1.4	1.4	1.8				
Potatoes	0.0	0.1	0.0	0.1				
Sugarbeet	0.0	0.0	0.0	0.0				
Horticulture	0.0	0.0	0.0	0.0				
Other crops	0.0	0.0	0.0	0.0				
<b>Total cropping</b>	<b>9.3</b>	<b>10.0</b>	<b>10.0</b>	<b>11.7</b>				
Set-aside	0.0	0.0	0.0	0.0				
Tillage - fodder	11.4	10.8	11.0	10.4				
Grassland								
Grazing, hay and silage	119.9	119.9	122.6	125.9				
Fallow and land let	0.3	0.3	2.0	2.0				
Rough grazing								
Effective	2.6	2.8	2.2	2.3				
<b>Utilisable agricultural area (Effective ha.)</b>	<b>143.9</b>	<b>144.3</b>	<b>147.5</b>	<b>151.9</b>				
Woods, roads and buildings	2.3	2.5	3.1	3.1				
<b>TOTAL AREA (Actual ha.)</b>	<b>146.2</b>	<b>146.7</b>	<b>150.6</b>	<b>155.0</b>				
effective forage area	<b>145.7</b>	<b>145.3</b>	<b>146.2</b>	<b>149.8</b>				
Bare land and forage hired in	11.9	11.8	10.6	11.2				
	0	0	0	0				
	0	0	0	0				
	0	0	0	0				
	0	0	0	0				
	0	0	0	0				
	0	0	0	0				
<b>CROP PERFORMANCE *</b>								
<b>- Yields (tonnes per hectare)</b>	t/ha	n	t/ha	n	t/ha	n	t/ha	n
Wheat	3.8	6	4.5	7	4.1	8	4.8	9
Barley	3.9	5	4.2	8	4.3	9	4.6	11
Oilseed Rape	-	0	-	0	-	0	-	0
Potatoes	-	1	-	2	-	1	-	2
Sugar Beet	-	0	-	0	-	0	-	0
<b>- Prices (£ per tonne)*</b>	£/t	n	£/t	n	£/t	n	£/t	n
Wheat	235	6	232	7	235	8	233	9
Barley	225	5	213	8	206	9	210	11
Oilseed Rape	-	0	-	0	-	0	-	0
Potatoes	-	1	-	2	-	1	-	2
Sugar Beet	-	0	-	0	-	0	-	0

\* Yield and price data is implied

**Table A4.3 DAIRY FARM RESULTS****CONVENTIONAL****LAND UTILISATION AND CROP PERFORMANCE**

<b>LAND UTILISATION - hectares per farm</b>	<i>Identical sample</i>		<i>Full sample</i>					
	2010/11	2011/12	2010/11	2011/12				
Tillage - maincrops								
Wheat	8.2	9.4	7.0	11.5				
Barley	5.1	5.1	5.5	5.9				
Other cereals	0.7	0.5	0.5	0.4				
Oil seed rape	0.1	0.0	0.6	0.6				
Linseed	0.0	0.0	0.0	0.0				
Peas/Beans	0.2	0.2	0.0	0.2				
Potatoes	0.0	0.0	0.0	0.0				
Sugarbeet	0.0	0.0	0.1	0.0				
Horticulture	0.0	0.0	0.0	0.0				
Other crops	0.4	0.4	0.3	0.3				
<b>Total cropping</b>	<b>14.8</b>	<b>15.5</b>	<b>14.1</b>	<b>19.0</b>				
Set-aside	0.0	0.0	0.1	0.0				
Tillage - fodder	17.3	18.3	14.6	19.4				
Grassland								
Grazing, hay and silage	97.2	96.1	95.4	96.6				
Fallow and land let	1.2	1.3	4.5	3.0				
Rough grazing								
Effective	0.8	0.8	0.8	0.6				
<b>Utilisable agricultural area (Effective ha.)</b>	<b>131.7</b>	<b>132.5</b>	<b>129.1</b>	<b>138.2</b>				
Woods, roads and buildings	3.2	3.4	4.3	3.8				
<b>TOTAL AREA (Actual ha.)</b>	<b>135.0</b>	<b>135.9</b>	<b>133.6</b>	<b>141.9</b>				
effective forage area	<b>122.0</b>	<b>121.6</b>	<b>115.8</b>	<b>122.3</b>				
Bare land and forage hired in	8.0	7.9	6.1	7.0				
<b>CROP PERFORMANCE *</b>								
<b>- Yields (tonnes per hectare)</b>	t/ha	n	t/ha	n	t/ha	n	t/ha	n
Wheat	8.0	27	8.7	27	7.6	23	8.8	26
Barley	6.6	28	6.9	27	6.0	41	6.6	29
Oilseed Rape	-	1	-	0	3.9	6	-	0
Potatoes	-	1	-	1	-	2	-	2
Sugar Beet	-	1	-	1	-	2	-	0
<b>- Prices (£ per tonne)*</b>	£/t	n	£/t	n	£/t	n	£/t	n
Wheat	157	27	153	27	147	23	152	26
Barley	145	28	148	27	144	41	148	29
Oilseed Rape	-	1	-	0	299	6	-	0
Potatoes	-	1	-	1	-	2	-	2
Sugar Beet	-	1	-	1	-	2	-	0

\* Yield and price data is implied

**Table A4.4 DAIRY FARM RESULTS  
STOCKING AND LIVESTOCK PERFORMANCE****ORGANIC**

LIVESTOCK CARRIED - L.U. per farm	<i>Identical sample</i>				<i>Full sample</i>			
	2010/11		2011/12		2010/11		2011/12	
	LU	No's	LU	No's	LU	No's	LU	No's
Dairy cows	138.3	138	136.1	136	136.2	136	139.0	139
Beef cows	1.2	2	1.4	2	1.2	2	1.2	2
Other cattle	66.0	121	64.1	118	66.0	121	66.3	123
Breeding sheep	2.3	27	2.6	29	2.3	28	2.2	25
Other sheep	1.1	22	0.9	19	1.3	26	0.9	18
Pigs	0.1	1	0.1	1	0.1	1	0.1	0
Poultry	0.6	192	0.7	205	0.4	142	0.5	168
Other livestock	0.0	1	0.0	1	0.0	0	0.0	0
<b>TOTAL (L.U.)</b>	<b>209.7</b>		<b>205.9</b>		<b>207.7</b>		<b>210.2</b>	

**STOCKING RATES**

Stocking rate (LU per eff.ha)	1.5	1.4	1.4	1.4
GLU/forage effective hectare*	1.4	1.4	1.4	1.4

\* for organic farms, pigs, poultry and other livestock are deemed to be grazing livestock

**LIVESTOCK PERFORMANCE**

- Yield*	litres	n	litres	n	litres	n	litres	n
Milk yield/cow	6084	40	6180	40	6212	53	6248	48
- Prices (£ per head)*	£/head	n	£/head	n	£/head	n	£/head	n
Dairy cows	561	39	668	39	577	52	690	48
Dairy calves	109	22	98	22	102	30	104	26
Dairy heifers in calf	1022	9	1039	7	989	11	1039	7
Beef heifers in calf	-	0	-	0	-	0	-	0
Finished cattle	765	10	971	10	795	13	942	13
Beef store cattle 1-2 yrs	577	16	630	23	606	21	616	26
Beef stores <1 yr	162	25	212	23	168	28	209	28
Ewes	-	3	-	3	-	3	-	3
Ewe hogs	-	0	-	1	-	0	-	2
Finished lambs	-	4	87	5	72	5	86	7
Store lambs	-	1	-	2	-	1	-	2
Finished Pigs	-	0	-	0	-	0	-	0
- Prices (pence per unit)*	p/unit	n	p/unit	n	p/unit	n	p/unit	n
Milk (pence per litre)	29.2	40	31.0	40	28.8	53	31.2	49
Wool (pence per kg)	28	5	90	5	33	6	93	6
Eggs (pence per dozen)	-	1	-	1	-	1	-	1

\* Yield and price data is implied

**Table A4.4 DAIRY FARM RESULTS  
STOCKING AND LIVESTOCK PERFORMANCE****CONVENTIONAL**

LIVESTOCK CARRIED - L.U. per farm	<i>Identical sample</i>				<i>Full sample</i>			
	2010/11		2011/12		2010/11		2011/12	
	LU	No's	LU	No's	LU	No's	LU	No's
Dairy cows	124.1	124	125.4	125	127.9	128	130.4	130
Beef cows	0.6	1	0.7	1	1.0	1	0.5	1
Other cattle	72.8	136	72.4	136	77.6	144	72.1	135
Breeding sheep	4.7	51	4.9	52	6.0	62	4.5	47
Other sheep	2.2	48	2.1	47	2.5	52	1.9	42
Pigs	0.7	6	0.7	5	0.2	1	0.6	4
Poultry	0.1	7	0.1	4	0.0	2	0.1	4
Other livestock	0.0	0	0.0	0	0.0	0	0.0	0
<b>TOTAL (L.U.)</b>	<b>205.2</b>		<b>206.3</b>		<b>215.2</b>		<b>210.0</b>	

**STOCKING RATES**

Stocking rate (LU per eff.ha)	1.6	1.6	1.7	1.5
GLU/forage effective hectare*	1.7	1.7	1.9	1.7

\* for conventional farms, pigs, poultry and other livestock are deemed to be non-grazing livestock

**LIVESTOCK PERFORMANCE**

<b>- Yield*</b>	litres	n	litres	n	litres	n	litres	n
Milk yield/cow	7121	40	7245	40	7020	54	7427	40
<b>- Prices (£ per head)*</b>	£/head	n	£/head	n	£/head	n	£/head	n
Dairy cows	602	40	735	40	607	54	722	49
Dairy calves	87	39	118	31	103	50	115	40
Dairy heifers in calf	1211	24	1355	21	1150	18	1233	24
Beef heifers in calf	-	1	-	0	-	1	-	0
Finished cattle	804	38	912	38	801	49	911	45
Beef store cattle 1-2 yrs	588	37	748	38	572	46	750	46
Beef stores <1 yr	185	32	189	31	206	46	189	38
Ewes	83	12	90	7	82	16	106	10
Ewe hogs	-	2	-	4	-	2	140	5
Finished lambs	79	25	88	24	78	36	89	30
Store lambs	72	17	65	8	70	15	66	10
Finished Pigs	-	0	-	0	-	0	-	0
<b>- Prices (pence per unit)*</b>	p/unit	n	p/unit	n	p/unit	n	p/unit	n
Milk (pence per litre)	24.1	40	26.9	40	23.5	54	27.1	49
Wool (pence per kg)	47	22	91	22	49	35	90	26
Eggs (pence per dozen)	178	5	186	5	-	2	186	6

\* Yield and price data is implied



Table A5.1 LFA CATTLE &amp; SHEEP FARM RESULTS

ORGANIC

## OUTPUTS AND INPUTS

		<i>Identical sample</i>				<i>Full sample</i>			
		2010/11		2011/12		2010/11		2011/12	
Sample number		42		42		50		53	
Average farm size (UAA)		178		179		167		172	
Business size (ESU)		41		42		39		41	
<b>OUTPUTS</b>		<b>£/farm</b>	<b>£/ha</b>	<b>£/farm</b>	<b>£/ha</b>	<b>£/farm</b>	<b>£/ha</b>	<b>£/farm</b>	<b>£/ha</b>
Dairy -	milk output	1308	7	1481	8	1256	8	1173	7
	cattle	-160	-1	-44	0	361	2	-35	0
	net quota	0	0	0	0	0	0	0	0
	valuation change	-16	0	8	0	-574	-3	6	0
Other cattle	output	22930	129	33210	186	22768	137	32861	191
	valuation change	3800	21	-548	-3	4791	29	1053	6
Sheep -	total output	44631	251	53316	299	37640	226	51150	297
	valuation change	2425	14	6995	39	2874	17	6991	41
Other livestock		1325	7	1229	7	1118	7	1298	8
Arable crops	output	2879	16	3442	19	2883	17	2983	17
	protein/energy support	0	0	0	0	0	0	0	0
By products forage and cults		964	5	2348	13	1247	7	2106	12
Miscellaneous (incl. farmhouse benefit value)		7834	44	5339	30	7888	47	7323	43
	- organic grants	4776	27	4214	24	4105	25	3829	22
	- other agri-env.payments	29492	166	26243	147	25196	151	23162	135
	- subsidy/single farm payment	41296	232	41894	235	38347	230	39766	231
	<b>FARM REVENUE</b>	<b>163483</b>	<b>920</b>	<b>179127</b>	<b>1003</b>	<b>149900</b>	<b>900</b>	<b>173668</b>	<b>1009</b>
<b>INPUTS</b>									
Feeds	purchased concentrates	11706	66	11715	66	10560	63	10846	63
	homegrown concentrates	1185	7	1068	6	1403	8	1083	6
Purchased fodder, Tack and stock keep		2731	15	2634	15	2555	15	2809	16
Veterinary and medicines		4964	28	5282	30	4573	27	5283	31
Other livestock costs		8407	47	9698	54	7943	48	9588	56
Seeds -	purchased and homegrown	1180	7	1441	8	1250	8	1381	8
Fertilisers		2509	14	2850	16	2220	13	2827	16
Crop protection		18	0	9	0	17	0	7	0
Other crop costs		849	5	836	5	808	5	971	6
Labour	paid incl. paid management	6841	39	6361	36	5363	32	5597	33
	casual	2747	15	3114	17	2475	15	3262	19
Machinery	contract	9355	53	9354	52	6616	40	8724	51
	repairs	5320	30	5575	31	5417	33	6279	36
	fuels	6123	34	6933	39	6073	36	7370	43
General farming costs		10938	62	11683	65	10734	64	11475	67
Land expenses		7440	42	6101	34	6638	40	6578	38
Rent		8382	47	8117	45	8230	49	8142	47
	<b>FARM EXPENSES</b>	<b>90694</b>	<b>510</b>	<b>92770</b>	<b>519</b>	<b>82876</b>	<b>498</b>	<b>92221</b>	<b>536</b>
<b>Excess of revenue over expenses</b>		<b>72789</b>	<b>410</b>	<b>86357</b>	<b>484</b>	<b>67024</b>	<b>402</b>	<b>81447</b>	<b>473</b>
<b>Notional inputs</b>									
	- rental value/imputed rent	14460	81	14755	83	13243	80	13355	78
	- unpaid labour	3390	19	3888	22	3529	21	3290	19
	- machinery depreciation	10498	59	11123	62	10913	66	12619	73
		<b>28347</b>	<b>160</b>	<b>29766</b>	<b>167</b>	<b>27685</b>	<b>166</b>	<b>29265</b>	<b>170</b>
<b>NET FARM INCOME (excl. BLSA)</b>		<b>44442</b>	<b>250</b>	<b>56591</b>	<b>317</b>	<b>39339</b>	<b>236</b>	<b>52182</b>	<b>303</b>
<b>NET FARM INCOME (incl. BLSA)</b>		<b>47712</b>	<b>269</b>	<b>62702</b>	<b>351</b>	<b>42179</b>	<b>253</b>	<b>58972</b>	<b>343</b>

**Table A5.1 LFA CATTLE & SHEEP FARM RESULTS**

OUTPUTS AND INPUTS		CONVENTIONAL							
		<i>Identical sample</i>		<i>Full sample</i>					
		2010/11	2011/12	2010/11	2011/12				
Sample number		282	282	321	344				
Average farm size (UAA)		155	155	142	147				
Business size (ESU)		40	39	37	39				
<b>OUTPUTS</b>		<b>£/farm</b>	<b>£/ha</b>	<b>£/farm</b>	<b>£/ha</b>	<b>£/farm</b>	<b>£/ha</b>	<b>£/farm</b>	<b>£/ha</b>
Dairy -	milk output	968	6	1124	7	743	5	976	7
	cattle	158	1	-84	-1	188	1	-70	0
	net quota	0	0	0	0	0	0	0	0
	valuation change	-3	0	113	1	-64	0	66	0
Other cattle	output	26709	172	29599	191	24374	172	31069	212
	valuation change	-759	-5	3457	22	-566	-4	2776	19
Sheep -	total output	39834	257	49548	319	35569	251	47712	325
	valuation change	4080	26	3342	22	3432	24	3305	23
Other livestock		21	0	62	0	39	0	158	1
Arable crops	output	1647	11	1330	9	1344	9	1771	12
	protein/energy support	1	0	0	0	0	0	0	0
By products forage and cults		1300	8	2041	13	1179	8	2421	16
Miscellaneous (incl. farmhouse benefit value)		5105	33	4724	30	4469	32	4654	32
	- organic grants	0	0	0	0	0	0	0	0
	- other agri-env. payments	13478	87	13849	89	12828	91	12486	85
	- single payment scheme	34455	222	34489	222	33332	235	33134	226
	<b>FARM REVENUE</b>	<b>126995</b>	<b>820</b>	<b>143595</b>	<b>925</b>	<b>116867</b>	<b>826</b>	<b>140458</b>	<b>957</b>
<b>INPUTS</b>									
Feeds	purchased concentrates	14046	91	14889	96	13353	94	14139	96
	homegrown concentrates	990	6	1059	7	774	5	1463	10
Purchased fodder, Tack and stock keep		3501	23	3679	24	2855	20	3219	22
Veterinary and medicines		4571	30	4563	29	3984	28	4403	30
Other livestock costs		7972	51	8874	57	7452	53	8652	59
Seeds -	purchased and homegrown	485	3	519	3	417	3	668	5
Fertilisers		6873	44	7874	51	6549	46	8196	56
Crop protection		306	2	331	2	274	2	384	3
Other crop costs		987	6	989	6	861	6	999	7
Labour	paid incl. paid management	2931	19	3000	19	2798	20	2797	19
	casual	1453	9	1247	8	1082	8	1304	9
Machinery	contract	3904	25	3768	24	3436	24	3977	27
	repairs	4089	26	4069	26	4117	29	4247	29
	fuels	5573	36	5992	39	5174	37	6157	42
General farming costs		9722	63	10077	65	8882	63	9916	68
Land expenses		4407	28	4204	27	3705	26	4324	29
Rent		6097	39	6601	43	6058	43	6391	44
	<b>FARM EXPENSES</b>	<b>77908</b>	<b>503</b>	<b>81733</b>	<b>526</b>	<b>71771</b>	<b>507</b>	<b>81234</b>	<b>553</b>
<b>Excess of revenue over expenses</b>		<b>49088</b>	<b>317</b>	<b>61863</b>	<b>398</b>	<b>45095</b>	<b>319</b>	<b>59224</b>	<b>403</b>
<b>Notional inputs</b>									
	- rental value/imputed rent	11300	73	11774	76	10978	78	11297	77
	- unpaid labour	7116	46	7248	47	5670	40	7038	48
	- machinery depreciation	10630	69	11320	73	9816	69	11168	76
		<b>29045</b>	<b>188</b>	<b>30341</b>	<b>195</b>	<b>26464</b>	<b>187</b>	<b>29503</b>	<b>201</b>
NET FARM INCOME (excl. BLSA)		<b>20042</b>	<b>129</b>	<b>31521</b>	<b>203</b>	<b>18631</b>	<b>132</b>	<b>29721</b>	<b>202</b>
NET FARM INCOME (incl. BLSA)		<b>23331</b>	<b>151</b>	<b>36022</b>	<b>232</b>	<b>21511</b>	<b>152</b>	<b>33847</b>	<b>231</b>

**Table A5.2 LFA CATTLE & SHEEP FARM RESULTS ORGANIC**  
**INCOME MEASURES AND RETURNS TO LABOUR & CAPITAL**

INCOME MEASURES	<i>Identical sample</i>				<i>Full sample</i>			
	2010/11		2011/12		2010/11		2011/12	
	£/farm	£/ha	£/farm	£/ha	£/farm	£/ha	£/farm	£/ha
<b>NET FARM INCOME (excl. BLSA)</b>	44442	250	56591	317	39339	236	52182	303
plus unpaid labour (excludes farmer and spouse)	3390	19	3888	22	3529	21	3290	19
plus imputed rent and rental value	14428	81	14722	82	13243	80	13329	77
plus semi-integrated non-agric activities output	0	0	0	0	0	0	0	0
minus imputed rent on farmhouse & farm cottages	264	1	262	1	320	2	208	1
minus insurance repairs & net interest payments	3248	18	2878	16	3151	19	2594	15
minus build & works depreciation	3594	20	3678	21	3615	22	3298	19
minus non-agric activity and director costs	0	0	0	0	0	0	0	0
<b>FARM BUSINESS INCOME</b>	<b>55154</b>	<b>310</b>	<b>68383</b>	<b>383</b>	<b>49026</b>	<b>294</b>	<b>62703</b>	<b>364</b>
<b>LABOUR USE AND LABOUR INCOMES</b>								
Annual Labour Units per farm	1.8		1.7		1.7		1.7	
of which farmer & spouse	1.1		1.0		1.1		1.1	
of which paid family labour	0.0		0.0		0.0		0.0	
of which unpaid labour	0.2		0.2		0.2		0.2	
Notional value of farmer/spouse labour	16977		16819		17750		17788	
Value of paid family labour	180		264		351		322	
Labour income per Annual Labour Unit	26342		33519		23175		30243	
Family labour income per Family Work Unit	31361		43091		25892		36990	
Value of paid managerial input	76		57		50		45	
<b>TENANT'S CAPITAL</b>								
Machinery	62672	353	66975	375	64951	390	73872	429
Livestock	110420	622	120971	677	106098	637	120739	702
Crops	4067	23	5164	29	3984	24	4779	28
Stores	1291	7	1832	10	1387	8	1886	11
<b>TOTAL</b>	<b>178451</b>	<b>1004</b>	<b>194941</b>	<b>1092</b>	<b>176421</b>	<b>1059</b>	<b>201276</b>	<b>1170</b>
<b>ASSETS</b>								
	Opening Value	Closing Value	Opening Value	Closing Value	Opening Value	Closing Value	Opening Value	Closing Value
Land and Property	706706	728111	729063	743681	642645	661802	695388	714915
Buildings, improvements and fixtures	34278	37866	37866	38085	34369	38069	32708	33749
Machinery	61093	64251	64251	69698	63870	66033	72045	75698
Livestock	105623	115217	114679	127262	101092	111105	113317	128160
Produce and goods in store	13895	13227	13227	15524	11796	12288	11788	13846
Quotas and single payment asset value	61498	55905	55895	53153	57361	52494	51870	49769
Credit balances	38183	33324	33383	40788	34567	29688	29136	36135
<b>TOTAL</b>	<b>1021275</b>	<b>1047900</b>	<b>1048364</b>	<b>1088191</b>	<b>945699</b>	<b>971479</b>	<b>1006252</b>	<b>1052273</b>
<b>EXTERNAL LIABILITIES</b>								
Long and medium term loans	45072	49442	43609	42402	46987	49797	40950	40747
Short term loans	9592	11206	11206	9188	11209	13546	12071	10827
Overdrafts	10240	12301	12301	9932	9321	11659	17056	17297
<b>TOTAL</b>	<b>64904</b>	<b>72950</b>	<b>67117</b>	<b>61523</b>	<b>67517</b>	<b>75001</b>	<b>70077</b>	<b>68872</b>
<b>NET WORTH</b>	<b>956371</b>	<b>974950</b>	<b>981247</b>	<b>1026669</b>	<b>878182</b>	<b>896477</b>	<b>936175</b>	<b>983401</b>
<b>RETURNS TO CAPITAL</b>								
Owner Equity (%)	93.0		94.3		92.3		93.5	
FBI/Net worth (%)	5.8		7.0		5.6		6.7	
Management and Investment Income	30810		45940		24479		41229	
Return on tenant's capital (%)	17.3		23.6		13.9		20.5	
Return on all capital (%)	3.0		4.4		2.6		4.1	

**Table A5.2 LFA CATTLE & SHEEP FARM RESULTS CONVENTIONAL**  
**INCOME MEASURES AND RETURNS TO LABOUR & CAPITAL**

INCOME MEASURES	<i>Identical sample</i>				<i>Full sample</i>			
	2010/11		2011/12		2010/11		2011/12	
	£/farm	£/ha	£/farm	£/ha	£/farm	£/ha	£/farm	£/ha
<b>NET FARM INCOME (excl. BLSA)</b>	20042	129	31521	203	18631	132	29721	202
plus unpaid labour (excludes farmer and spouse)	7116	46	7248	47	5670	40	7038	48
plus imputed rent and rental value	11299	73	11771	76	10978	78	11296	77
plus semi-integrated non-agric activities output	0	0	0	0	0	0	0	0
minus imputed rent on farmhouse & farm cottages	226	1	283	2	194	1	266	2
minus insurance repairs & net interest payments	2311	15	2331	15	2261	16	2522	17
minus build & works depreciation	2969	19	2824	18	3051	22	2797	19
minus non-agric activity and director costs	0	0	0	0	0	0	0	0
<b>FARM BUSINESS INCOME</b>	<b>32951</b>	<b>213</b>	<b>45102</b>	<b>290</b>	<b>29773</b>	<b>210</b>	<b>42470</b>	<b>289</b>
<b>LABOUR USE AND LABOUR INCOMES</b>								
Annual Labour Units per farm	1.8		1.8		1.7		1.7	
of which farmer & spouse	1.1		1.1		1.2		1.1	
of which paid family labour	0.0		0.0		0.0		0.0	
of which unpaid labour	0.4		0.4		0.4		0.4	
Notional value of farmer/spouse labour	18393		18689		18562		18633	
Value of paid family labour	741		755		917		610	
Labour income per Annual Labour Unit	11635		17689		10754		16929	
Family labour income per Family Work Unit	8711		17796		8240		16630	
Value of paid managerial input	27		49		15		38	
<b>TENANT'S CAPITAL</b>								
Machinery	66585	430	71839	463	62548	442	70791	482
Livestock	100968	652	110153	709	91483	646	108269	738
Crops	3808	25	4260	27	3177	22	4724	32
Stores	2921	19	3726	24	2764	20	3557	24
<b>TOTAL</b>	<b>174282</b>	<b>1125</b>	<b>189977</b>	<b>1223</b>	<b>159971</b>	<b>1130</b>	<b>187341</b>	<b>1276</b>
<b>ASSETS</b>								
	Opening Value	Closing Value	Opening Value	Closing Value	Opening Value	Closing Value	Opening Value	Closing Value
Land and Property	498761	520284	522483	550452	459498	488840	529200	556442
Buildings, improvements and fixtures	30164	31899	31899	30800	30954	32249	30956	29895
Machinery	63309	69861	69885	73793	60049	65047	68359	73223
Livestock	97663	104272	104442	115863	88639	94326	103125	113413
Produce and goods in store	11813	11575	11592	11089	9115	8598	11245	10837
Quotas and single payment asset value	54954	47061	47079	43325	55117	46392	46589	42368
Credit balances	25259	23937	23937	31193	25811	23828	21552	28290
<b>TOTAL</b>	<b>781923</b>	<b>808889</b>	<b>811318</b>	<b>856514</b>	<b>729182</b>	<b>759281</b>	<b>811026</b>	<b>854469</b>
<b>EXTERNAL LIABILITIES</b>								
Long and medium term loans	29530	33613	33534	34383	32784	32689	35557	36245
Short term loans	6155	7218	7218	8982	5931	5970	6908	9707
Overdrafts	20490	21260	21260	19915	20980	23149	21698	19380
<b>TOTAL</b>	<b>56175</b>	<b>62092</b>	<b>62012</b>	<b>63280</b>	<b>59696</b>	<b>61809</b>	<b>64162</b>	<b>65333</b>
<b>NET WORTH</b>	<b>725748</b>	<b>746797</b>	<b>749306</b>	<b>793235</b>	<b>669486</b>	<b>697472</b>	<b>746864</b>	<b>789137</b>
<b>RETURNS TO CAPITAL</b>								
Owner Equity (%)	92.3		92.6		91.9		92.4	
FBI/Net worth (%)	4.5		6.0		4.4		5.7	
Management and Investment Income	4965		17382		2964		15253	
Return on tenant's capital (%)	2.8		9.1		1.9		8.1	
Return on all capital (%)	0.6		2.1		0.4		1.9	

**Table A5.3 LFA CATTLE & SHEEP FARM RESULTS ORGANIC**  
**LAND UTILISATION AND CROP PERFORMANCE**

LAND UTILISATION - hectares per farm	<i>Identical sample</i>		<i>Full sample</i>	
	2010/11	2011/12	2010/11	2011/12
Tillage - maincrops				
Wheat	0.6	0.3	0.7	0.3
Barley	2.8	1.2	2.7	1.2
Other cereals	0.9	1.7	1.1	1.4
Oil seed rape	0.0	0.0	0.0	0.0
Linseed	0.0	0.0	0.0	0.0
Peas/Beans	0.2	1.0	0.1	0.8
Potatoes	0.0	0.0	0.0	0.0
Sugarbeet	0.0	0.0	0.0	0.0
Horticulture	0.0	0.0	0.0	0.0
Other crops	0.0	0.0	0.0	0.0
<b>Total cropping</b>	<b>4.5</b>	<b>4.2</b>	<b>4.6</b>	<b>3.7</b>
Set-aside	0.0	0.0	0.0	0.0
Tillage - fodder	1.6	1.7	2.1	2.2
Grassland				
Grazing, hay and silage	139.0	140.4	129.9	137.8
Fallow and land let	1.3	1.4	1.7	1.3
Rough grazing				
Effective	31.6	31.2	28.7	27.5
<b>Utilisable agricultural area (Effective ha.)</b>	<b>177.7</b>	<b>178.6</b>	<b>166.6</b>	<b>172.1</b>
Woods, roads and buildings	10.5	10.5	7.9	9.2
<b>TOTAL AREA (Actual ha.)</b>	<b>195.2</b>	<b>189.1</b>	<b>180.9</b>	<b>181.3</b>
effective forage area	<b>182.8</b>	<b>186.3</b>	<b>169.5</b>	<b>179.5</b>
Bare land and forage hired in	20.2	12.9	16.8	12.0

**CROP PERFORMANCE \***

<b>- Yields (tonnes per hectare)</b>	t/ha	n	t/ha	n	t/ha	n	t/ha	n
Wheat	-	3	-	2	-	3	-	3
Barley	3.8	8	3.7	8	3.8	9	3.8	9
Oilseed Rape	-	0	-	0	-	0	-	0
Potatoes	-	0	-	0	-	0	-	0
Sugar Beet	-	0	-	0	-	0	-	0
<b>- Prices (£ per tonne)*</b>	£/t	n	£/t	n	£/t	n	£/t	n
Wheat	-	3	-	2	-	3	-	3
Barley	185	8	201	8	179	10	193	9
Oilseed Rape	-	0	-	0	-	0	-	0
Potatoes	-	0	-	0	-	0	-	0
Sugar Beet	-	0	-	0	-	0	-	0

\* Yield and price data is implied

**Table A5.3 LFA CATTLE & SHEEP FARM RESULTS** **CONVENTIONAL**  
**LAND UTILISATION AND CROP PERFORMANCE**

LAND UTILISATION - hectares per farm	<i>Identical sample</i>		<i>Full sample</i>					
	2010/11	2011/12	2010/11	2011/12				
Tillage - maincrops								
Wheat	0.4	0.2	0.2	0.2				
Barley	1.1	1.1	1.2	1.4				
Other cereals	0.0	0.0	0.1	0.2				
Oil seed rape	0.0	0.0	0.0	0.0				
Linseed	0.0	0.0	0.0	0.0				
Peas/Beans	0.0	0.0	0.0	0.0				
Potatoes	0.0	0.0	0.0	0.0				
Sugarbeet	0.0	0.0	0.0	0.0				
Horticulture	0.0	0.0	0.0	0.0				
Other crops	0.0	0.0	0.0	0.0				
<b>Total cropping</b>	<b>1.5</b>	<b>1.4</b>	<b>1.4</b>	<b>1.9</b>				
Set-aside	0.0	0.0	0.0	0.0				
Tillage - fodder	1.3	1.0	1.1	1.2				
Grassland								
Grazing, hay and silage	118.0	119.5	106.8	114.9				
Fallow and land let	1.6	1.7	0.5	1.5				
Rough grazing								
Effective	32.5	31.7	31.7	27.3				
<b>Utilisable agricultural area (Effective ha.)</b>	<b>154.9</b>	<b>155.3</b>	<b>141.6</b>	<b>146.8</b>				
Woods, roads and buildings	4.9	5.0	5.3	4.6				
<b>TOTAL AREA (Actual ha.)</b>	<b>169.4</b>	<b>160.3</b>	<b>157.0</b>	<b>151.4</b>				
effective forage area	<b>160.9</b>	<b>161.8</b>	<b>147.7</b>	<b>151.6</b>				
Bare land and forage hired in	9.4	9.8	8.2	8.4				
<b>CROP PERFORMANCE *</b>								
<b>- Yields (tonnes per hectare)</b>	t/ha	n	t/ha	n	t/ha	n	t/ha	n
Wheat	6.4	5	-	1	-	3	4.7	7
Barley	6.3	19	6.0	16	6.2	21	6.6	17
Oilseed Rape	-	0	-	0	-	0	-	0
Potatoes	-	0	-	0	-	0	-	0
Sugar Beet	-	0	-	0	-	0	-	0
<b>- Prices (£ per tonne)*</b>	£/t	n	£/t	n	£/t	n	£/t	n
Wheat	158	5	-	1	-	3	118	7
Barley	146	19	145	16	143	21	146	17
Oilseed Rape	-	0	-	0	-	0	-	0
Potatoes	-	0	-	0	-	0	-	0
Sugar Beet	-	0	-	0	-	0	-	0

\* Yield and price data is implied

**Table A5.4 LFA CATTLE & SHEEP FARM RESULTS ORGANIC**  
**STOCKING AND LIVESTOCK PERFORMANCE**

LIVESTOCK CARRIED - L.U. per farm	<i>Identical sample</i>				<i>Full sample</i>			
	2010/11		2011/12		2010/11		2011/12	
	LU	No's	LU	No's	LU	No's	LU	No's
Dairy cows	0.9	1	0.9	1	0.9	1	0.7	1
Beef cows	25.5	34	27.2	36	26.5	35	28.5	38
Other cattle	39.4	74	39.7	77	41.1	78	40.3	79
Breeding sheep	58.1	725	59.0	736	50.2	627	56.3	702
Other sheep	25.2	551	27.4	596	21.8	473	26.3	569
Pigs	0.0	0	0.0	0	0.0	0	0.0	0
Poultry	0.4	27	0.3	16	0.4	22	0.2	17
Other livestock	0.0	0	0.0	0	0.0	0	0.0	0
<b>TOTAL (L.U.)</b>	<b>149.4</b>		<b>154.5</b>		<b>140.9</b>		<b>152.4</b>	

**STOCKING RATES**

Stocking rate (LU per eff.ha)	0.8	0.9	0.8	0.9
GLU/forage effective hectare*	0.8	0.8	0.8	0.8

\* for organic farms, pigs, poultry and other livestock are deemed to be grazing livestock

**LIVESTOCK PERFORMANCE**

<b>- Yield*</b>	litres	n	litres	n	litres	n	litres	n
Milk yield/cow	-	1	-	1	-	2	-	1
<b>- Prices (£ per head)*</b>	£/head	n	£/head	n	£/head	n	£/head	n
Dairy cows	-	1	-	1	-	2	-	1
Dairy calves	-	1	-	1	-	1	-	1
Dairy heifers in calf	-	1	-	1	-	1	-	1
Beef heifers in calf	-	0	959	5	-	1	959	5
Finished cattle	1221	21	1048	22	1142	26	1070	26
Beef store cattle 1-2 yrs	644	24	810	26	652	27	780	30
Beef stores <1 yr	411	11	450	10	398	14	509	16
Ewes	79	13	103	10	81	14	120	12
Ewe hoggs	91	12	82	10	92	11	85	11
Finished lambs	62	39	72	38	63	46	73	48
Store lambs	48	20	49	18	50	22	52	24
Finished Pigs	-	0	-	0	-	0	-	0
<b>- Prices (pence per unit)*</b>	p/unit	n	p/unit	n	p/unit	n	p/unit	n
Milk (pence per litre)	-	1	-	1	-	2	-	1
Wool (pence per kg)	45	38	96	39	45	45	97	49
Eggs (pence per dozen)	-	1	-	1	-	1	-	1

\* Yield and price data is implied

**Table A5.4 LFA CATTLE & SHEEP FARM RESULTS CONVENTIONAL STOCKING AND LIVESTOCK PERFORMANCE**

LIVESTOCK CARRIED - L.U. per farm	<i>Identical sample</i>				<i>Full sample</i>			
	2010/11		2011/12		2010/11		2011/12	
	LU	No's	LU	No's	LU	No's	LU	No's
Dairy cows	0.9	1	0.9	1	0.6	1	0.8	1
Beef cows	27.8	37	27.5	37	23.5	31	26.9	36
Other cattle	37.3	73	36.4	72	34.6	67	39.0	76
Breeding sheep	57.8	722	58.3	729	55.7	697	54.6	682
Other sheep	23.7	520	24.7	535	23.7	520	23.2	507
Pigs	0.0	0	0.1	0	0.0	0	0.1	1
Poultry	0.0	0	0.0	0	0.0	0	0.0	2
Other livestock	0.0	1	0.0	0	0.0	1	0.0	1
<b>TOTAL (L.U.)</b>	<b>147.5</b>		<b>147.8</b>		<b>138.2</b>		<b>144.7</b>	

**STOCKING RATES**

Stocking rate (LU per eff.ha)	1.0	1.0	1.0	1.0
GLU/forage effective hectare*	0.9	0.9	0.9	1.0

\* for conventional farms, pigs, poultry and other livestock are deemed to be non-grazing livestock

**LIVESTOCK PERFORMANCE**

<b>- Yield*</b>	litres	n	litres	n	litres	n	litres	n
Milk yield/cow	-	3	-	3	2586	5	-	4
<b>- Prices (£ per head)*</b>	£/head	n	£/head	n	£/head	n	£/head	n
Dairy cows	705	6	-	3	742	7	-	4
Dairy calves	-	2	-	2	91	5	-	2
Dairy heifers in calf	-	0	-	0	-	0	-	1
Beef heifers in calf	632	5	1039	7	-	3	1034	8
Finished cattle	923	35	1040	38	897	44	1040	46
Beef store cattle 1-2 yrs	681	42	795	42	668	47	776	52
Beef stores <1 yr	401	26	502	30	427	26	479	33
Ewes	87	32	107	36	82	35	105	43
Ewe hogs	71	31	95	30	70	33	92	36
Finished lambs	61	42	70	42	61	50	71	53
Store lambs	51	37	52	39	46	41	52	45
Finished Pigs	-	0	-	0	-	0	-	0
<b>- Prices (pence per unit)*</b>	p/unit	n	p/unit	n	p/unit	n	p/unit	n
Milk (pence per litre)	-	3	-	3	18.6	5	-	4
Wool (pence per kg)	46	42	88	42	44	50	89	53
Eggs (pence per dozen)	-	1	-	1	-	0	-	1

\* Yield and price data is implied



**Table A6.1 LOWLAND CATTLE & SHEEP FARM RESULTS ORGANIC**

OUTPUTS AND INPUTS		<i>Identical sample</i>				<i>Full sample</i>			
		2010/11		2011/12		2010/11		2011/12	
Sample number		30	30	30	30	38	40	38	40
Average farm size (UAA)		125	124	125	124	123	134	123	134
Business size (ESU)		30	28	30	28	29	30	29	30
<b>OUTPUTS</b>		<b>£/farm</b>	<b>£/ha</b>	<b>£/farm</b>	<b>£/ha</b>	<b>£/farm</b>	<b>£/ha</b>	<b>£/farm</b>	<b>£/ha</b>
Dairy -	milk output	0	0	0	0	0	0	0	0
	cattle	4	0	0	0	3	0	193	1
	net quota	0	0	0	0	0	0	0	0
	valuation change	0	0	0	0	0	0	-210	-2
Other cattle	output	27862	224	27467	222	31375	255	31495	234
	valuation change	-945	-8	5022	41	-2584	-21	8929	66
Sheep -	total output	16283	131	16288	132	14606	119	19436	145
	valuation change	451	4	2756	22	669	5	2437	18
Other livestock		20610	165	17350	140	16271	132	3000	22
Arable crops	output	1874	15	2249	18	2585	21	3990	30
	protein/energy support	0	0	0	0	0	0	0	0
By products forage and cults		3630	29	3590	29	2977	24	2715	20
Miscellaneous (incl. farmhouse benefit value)		8383	67	8877	72	11235	91	14414	107
	- organic grants	1897	15	638	5	834	7	528	4
	- other agri-env.payments	20095	161	17504	142	19593	159	16532	123
	- subsidy/single farm payment	24458	196	25284	205	25268	205	28095	209
	<b>FARM REVENUE</b>	<b>124602</b>	<b>1000</b>	<b>127025</b>	<b>1027</b>	<b>122831</b>	<b>998</b>	<b>131553</b>	<b>979</b>
<b>INPUTS</b>									
Feeds	purchased concentrates	17694	142	14824	120	14769	120	4216	31
	homegrown concentrates	1251	10	1260	10	1499	12	2443	18
Purchased fodder, Tack and stock keep		1070	9	1060	9	1418	12	1353	10
Veterinary and medicines		1798	14	1756	14	1844	15	2314	17
Other livestock costs		6109	49	5512	45	6428	52	7526	56
Seeds -	purchased and homegrown	1353	11	1044	8	1568	13	1609	12
Fertilisers		686	6	425	3	595	5	402	3
Crop protection		91	1	26	0	82	1	23	0
Other crop costs		649	5	781	6	624	5	994	7
Labour	paid incl. paid management	5938	48	7442	60	5918	48	7991	59
	casual	1007	8	1698	14	1104	9	1895	14
Machinery	contract	5282	42	5233	42	5871	48	5786	43
	repairs	4554	37	4432	36	4868	40	4753	35
	fuels	3790	30	5115	41	3885	32	5749	43
General farming costs		11786	95	12574	102	12899	105	14313	106
Land expenses		5564	45	4769	39	7096	58	5401	40
Rent		4912	39	5336	43	5283	43	6074	45
	<b>FARM EXPENSES</b>	<b>73534</b>	<b>590</b>	<b>73285</b>	<b>593</b>	<b>75752</b>	<b>616</b>	<b>72840</b>	<b>542</b>
<b>Excess of revenue over expenses</b>		<b>51068</b>	<b>410</b>	<b>53740</b>	<b>435</b>	<b>47079</b>	<b>383</b>	<b>58713</b>	<b>437</b>
<b>Notional inputs</b>									
	- rental value/imputed rent	16821	135	16604	134	17108	139	16720	124
	- unpaid labour	4218	34	4340	35	3510	29	3676	27
	- machinery depreciation	8964	72	10182	82	9028	73	11615	86
		<b>30002</b>	<b>241</b>	<b>31127</b>	<b>252</b>	<b>29646</b>	<b>241</b>	<b>32012</b>	<b>238</b>
<b>NET FARM INCOME (excl. BLSA)</b>		<b>21067</b>	<b>169</b>	<b>22613</b>	<b>183</b>	<b>17433</b>	<b>142</b>	<b>26701</b>	<b>199</b>
<b>NET FARM INCOME (incl. BLSA)</b>		<b>21843</b>	<b>175</b>	<b>28014</b>	<b>227</b>	<b>18496</b>	<b>150</b>	<b>33442</b>	<b>249</b>

**Table A6.1 LOWLAND CATTLE & SHEEP FARM RESULTS CONVENTIONAL**

OUTPUTS AND INPUTS		<i>Identical sample</i>				<i>Full sample</i>			
		2010/11		2011/12		2010/11		2011/12	
Sample number		153	149	215	197				
Average farm size (UAA)		101	100	104	115				
Business size (ESU)		27	28	26	29				
<b>OUTPUTS</b>		<b>£/farm</b>	<b>£/ha</b>	<b>£/farm</b>	<b>£/ha</b>	<b>£/farm</b>	<b>£/ha</b>	<b>£/farm</b>	<b>£/ha</b>
Dairy -	milk output	5	0	0	0	52	0	0	0
	cattle	159	2	0	0	113	1	0	0
	net quota	0	0	0	0	0	0	0	0
	valuation change	-155	-2	0	0	-120	-1	0	0
Other cattle	output	32499	322	39807	397	28776	277	40201	350
	valuation change	-1092	-11	6028	60	-223	-2	4834	42
Sheep -	total output	16598	165	17440	174	15504	149	23655	206
	valuation change	56	1	1654	17	545	5	1738	15
Other livestock		6066	60	5576	56	6767	65	557	5
Arable crops	output	3090	31	2962	30	3569	34	4555	40
	protein/energy support	0	0	0	0	5	0	0	0
By products forage and cults		3533	35	4383	44	4356	42	4986	43
Miscellaneous (incl. farmhouse benefit value)		11106	110	11301	113	14119	136	11123	97
	- organic grants	0	0	0	0	0	0	0	0
	- other agri-env. payments	5994	59	5577	56	5465	53	5455	48
	- single payment scheme	19052	189	18815	188	19677	190	21634	189
	<b>FARM REVENUE</b>	<b>96912</b>	<b>962</b>	<b>113544</b>	<b>1133</b>	<b>98605</b>	<b>951</b>	<b>118737</b>	<b>1035</b>
<b>INPUTS</b>									
Feeds	purchased concentrates	10599	105	10407	104	9044	87	8329	73
	homegrown concentrates	1582	16	2244	22	1529	15	2828	25
	Purchased fodder, Tack and stock keep	938	9	1059	11	910	9	1047	9
	Veterinary and medicines	2289	23	2324	23	2353	23	2600	23
	Other livestock costs	6830	68	6925	69	6482	62	7272	63
Seeds -	purchased and homegrown	615	6	778	8	728	7	1023	9
	Fertilisers	3558	35	4519	45	3870	37	5256	46
	Crop protection	653	6	594	6	738	7	870	8
	Other crop costs	494	5	518	5	599	6	612	5
Labour	paid incl. paid management	4337	43	4696	47	6020	58	4894	43
	casual	734	7	799	8	1200	12	1048	9
Machinery	contract	4681	46	4780	48	4551	44	4822	42
	repairs	3653	36	3656	36	4563	44	4197	37
	fuels	3789	38	4259	43	4055	39	4789	42
	General farming costs	9698	96	10469	105	10371	100	10301	90
	Land expenses	3529	35	3575	36	3389	33	3503	31
	Rent	4274	42	4220	42	4293	41	4963	43
	<b>FARM EXPENSES</b>	<b>62251</b>	<b>618</b>	<b>65822</b>	<b>657</b>	<b>64695</b>	<b>624</b>	<b>68353</b>	<b>596</b>
<b>Excess of revenue over expenses</b>		<b>34661</b>	<b>344</b>	<b>47723</b>	<b>476</b>	<b>33910</b>	<b>327</b>	<b>50385</b>	<b>439</b>
<b>Notional inputs</b>									
	- rental value/imputed rent	12106	120	12735	127	11672	113	12663	110
	- unpaid labour	3567	35	3795	38	2937	28	3732	33
	- machinery depreciation	7827	78	7134	71	8712	84	7986	70
		<b>23501</b>	<b>233</b>	<b>23665</b>	<b>236</b>	<b>23321</b>	<b>225</b>	<b>24381</b>	<b>212</b>
NET FARM INCOME (excl. BLSA)		<b>11160</b>	<b>111</b>	<b>24057</b>	<b>240</b>	<b>10589</b>	<b>102</b>	<b>26003</b>	<b>227</b>
NET FARM INCOME (incl. BLSA)		<b>12194</b>	<b>121</b>	<b>28966</b>	<b>289</b>	<b>11787</b>	<b>114</b>	<b>32128</b>	<b>280</b>

**Table A6.2 LOWLAND CATTLE & SHEEP FARM RESULTS ORGANIC  
INCOME MEASURES AND RETURNS TO LABOUR & CAPITAL**

INCOME MEASURES	<i>Identical sample</i>				<i>Full sample</i>			
	2010/11		2011/12		2010/11		2011/12	
	£/farm	£/ha	£/farm	£/ha	£/farm	£/ha	£/farm	£/ha
<b>NET FARM INCOME (excl. BLSA)</b>	21067	169	22613	183	17433	142	26701	199
plus unpaid labour (excludes farmer and spouse)	4218	34	4340	35	3510	29	3676	27
plus imputed rent and rental value	16515	133	16276	132	16711	136	16457	122
plus semi-integrated non-agric activities output	0	0	0	0	0	0	0	0
minus imputed rent on farmhouse & farm cottages	33	0	33	0	132	1	100	1
minus insurance repairs & net interest payments	3801	31	3537	29	3128	25	5201	39
minus build & works depreciation	4621	37	4824	39	4834	39	3629	27
minus non-agric activity and director costs	783	6	1039	8	619	5	780	6
<b>FARM BUSINESS INCOME</b>	<b>32560</b>	<b>261</b>	<b>33796</b>	<b>273</b>	<b>28942</b>	<b>235</b>	<b>37124</b>	<b>276</b>
<b>LABOUR USE AND LABOUR INCOMES</b>								
Annual Labour Units per farm	1.6		1.6		1.6		1.7	
of which farmer & spouse	1.0		0.9		1.1		1.0	
of which paid family labour	0.0		0.0		0.0		0.1	
of which unpaid labour	0.2		0.2		0.2		0.2	
Notional value of farmer/spouse labour	17973		18122		19893		19896	
Value of paid family labour	193		558		904		1409	
Labour income per Annual Labour Unit	15441		16661		12299		17445	
Family labour income per Family Work Unit	13887		14978		9471		16756	
Value of paid managerial input	0		117		0		88	
<b>TENANT'S CAPITAL</b>								
Machinery	48967	393	57596	466	48828	397	62885	468
Livestock	73474	590	79560	644	74493	605	92937	691
Crops	5762	46	6117	49	5205	42	6536	49
Stores	1358	11	1659	13	1795	15	1921	14
<b>TOTAL</b>	<b>129561</b>	<b>1040</b>	<b>144933</b>	<b>1172</b>	<b>130321</b>	<b>1059</b>	<b>164279</b>	<b>1222</b>
<b>ASSETS</b>								
	Opening Value	Closing Value	Opening Value	Closing Value	Opening Value	Closing Value	Opening Value	Closing Value
Land and Property	945530	1004569	1004569	1074859	1003530	1066556	1128621	1241909
Buildings, improvements and fixtures	37692	41280	41411	47261	39421	43203	30758	38999
Machinery	46798	51137	51137	64056	46939	50717	55390	70380
Livestock	72913	74035	73400	85720	74587	74399	84206	101669
Produce and goods in store	10134	10262	10282	13632	9851	9635	11108	12836
Quotas and single payment asset value	33467	32206	32206	35888	33439	32114	34964	38921
Credit balances	28796	30566	33020	30936	26062	28778	36083	31085
<b>TOTAL</b>	<b>1175330</b>	<b>1244054</b>	<b>1246026</b>	<b>1352352</b>	<b>1233828</b>	<b>1305402</b>	<b>1381129</b>	<b>1535798</b>
<b>EXTERNAL LIABILITIES</b>								
Long and medium term loans	64790	66247	66247	69677	64245	85676	82078	115522
Short term loans	10452	12526	12526	13035	10160	12398	12480	12236
Overdrafts	26023	19660	19660	30951	18438	13537	18971	27168
<b>TOTAL</b>	<b>101265</b>	<b>98433</b>	<b>98433</b>	<b>113663</b>	<b>92844</b>	<b>111610</b>	<b>113528</b>	<b>154926</b>
<b>NET WORTH</b>	<b>1074064</b>	<b>1145621</b>	<b>1147593</b>	<b>1238689</b>	<b>1140984</b>	<b>1193792</b>	<b>1267600</b>	<b>1380872</b>
<b>RETURNS TO CAPITAL</b>								
Owner Equity (%)	92.1		91.6		91.5		89.9	
FBI/Net worth (%)	3.0		2.9		2.5		2.9	
Management and Investment Income	3871		10009		-1397		13634	
Return on tenant's capital (%)	3.0		6.9		-1.1		8.3	
Return on all capital (%)	0.3		0.8		-0.1		1.0	

**Table A6.2 LOWLAND CATTLE & SHEEP FARM RESULTS CONVENTIONAL  
INCOME MEASURES AND RETURNS TO LABOUR & CAPITAL**

INCOME MEASURES	<i>Identical sample</i>				<i>Full sample</i>			
	2010/11		2011/12		2010/11		2011/12	
	£/farm	£/ha	£/farm	£/ha	£/farm	£/ha	£/farm	£/ha
<b>NET FARM INCOME (excl. BLSA)</b>	11160	111	24057	240	10589	102	26003	227
plus unpaid labour (excludes farmer and spouse)	3567	35	3795	38	2937	28	3732	33
plus imputed rent and rental value	12006	119	12641	126	11431	110	12569	110
plus semi-integrated non-agric activities output	0	0	0	0	0	0	0	0
minus imputed rent on farmhouse & farm cottages	187	2	162	2	295	3	199	2
minus insurance repairs & net interest payments	2365	23	1727	17	1927	19	1689	15
minus build & works depreciation	2950	29	2918	29	2477	24	2690	23
minus non-agric activity and director costs	73	1	36	0	145	1	72	1
<b>FARM BUSINESS INCOME</b>	<b>21158</b>	<b>210</b>	<b>35651</b>	<b>356</b>	<b>20113</b>	<b>194</b>	<b>37655</b>	<b>328</b>
<b>LABOUR USE AND LABOUR INCOMES</b>								
Annual Labour Units per farm	1.5		1.4		1.6		1.5	
of which farmer & spouse	1.0		1.0		1.1		1.0	
of which paid family labour	0.1		0.0		0.1		0.0	
of which unpaid labour	0.2		0.2		0.2		0.2	
Notional value of farmer/spouse labour	18719		18527		20518		19208	
Value of paid family labour	797		811		1496		818	
Labour income per Annual Labour Unit	8469		17751		8117		18290	
Family labour income per Family Work Unit	4244		16796		3854		17343	
Value of paid managerial input	1		1		3		0	
<b>TENANT'S CAPITAL</b>								
Machinery	40578	403	41789	417	44409	428	46512	405
Livestock	76412	758	82034	819	72603	700	91525	798
Crops	5090	51	5388	54	5655	55	7132	62
Stores	3084	31	3830	38	4503	43	4885	43
<b>TOTAL</b>	<b>125164</b>	<b>1242</b>	<b>133041</b>	<b>1328</b>	<b>127171</b>	<b>1226</b>	<b>150055</b>	<b>1308</b>
<b>ASSETS</b>								
	Opening Value	Closing Value	Opening Value	Closing Value	Opening Value	Closing Value	Opening Value	Closing Value
Land and Property	679120	727747	750004	814253	694365	739551	776515	840799
Buildings, improvements and fixtures	25817	27612	27450	27601	20990	24033	24392	25448
Machinery	40442	40715	40990	42587	44434	44385	45272	47752
Livestock	76483	76342	75825	88244	71952	73255	85228	97822
Produce and goods in store	11874	12012	11898	12505	12319	13101	15359	15028
Quotas and single payment asset value	26554	25185	25129	26087	25955	24889	29086	29756
Credit balances	21160	27687	27736	28978	25579	27747	30941	36038
<b>TOTAL</b>	<b>881450</b>	<b>937300</b>	<b>959032</b>	<b>1040255</b>	<b>895594</b>	<b>946960</b>	<b>1006793</b>	<b>1092643</b>
<b>EXTERNAL LIABILITIES</b>								
Long and medium term loans	28161	35527	34317	34853	24673	33482	36484	35267
Short term loans	11129	9263	9069	8853	12026	10478	10850	10266
Overdrafts	18225	16864	16962	16956	14024	12311	16316	14252
<b>TOTAL</b>	<b>57515</b>	<b>61654</b>	<b>60348</b>	<b>60662</b>	<b>50722</b>	<b>56272</b>	<b>63649</b>	<b>59785</b>
<b>NET WORTH</b>	<b>823936</b>	<b>875646</b>	<b>898684</b>	<b>979593</b>	<b>844872</b>	<b>890688</b>	<b>943143</b>	<b>1032858</b>
<b>RETURNS TO CAPITAL</b>								
Owner Equity (%)	93.4		94.2		94.1		94.5	
FBI/Net worth (%)	2.6		4.0		2.4		4.0	
Management and Investment Income	-6524		10440		-8727		12920	
Return on tenant's capital (%)	-5.2		7.8		-6.9		8.6	
Return on all capital (%)	-0.7		1.1		-1.0		1.3	

**Table A6.3 LOWLAND CATTLE & SHEEP FARM RESULTS ORGANIC LAND UTILISATION AND CROP PERFORMANCE**

LAND UTILISATION - hectares per farm	<i>Identical sample</i>		<i>Full sample</i>					
	2010/11	2011/12	2010/11	2011/12				
Tillage - maincrops								
Wheat	0.3	0.2	0.2	0.5				
Barley	0.7	0.8	1.5	1.8				
Other cereals	1.8	1.8	1.5	1.7				
Oil seed rape	0.0	0.0	0.0	0.0				
Linseed	0.0	0.0	0.0	0.0				
Peas/Beans	0.0	0.0	0.0	0.1				
Potatoes	0.0	0.0	0.0	0.0				
Sugarbeet	0.0	0.0	0.0	0.0				
Horticulture	0.0	0.0	0.0	0.0				
Other crops	0.0	0.0	0.0	0.0				
<b>Total cropping</b>	<b>2.8</b>	<b>2.7</b>	<b>3.2</b>	<b>4.2</b>				
Set-aside	0.0	0.0	0.0	0.0				
Tillage - fodder	3.2	2.0	3.1	3.0				
Grassland								
Grazing, hay and silage	113.4	112.3	111.8	121.9				
Fallow and land let	3.5	3.5	3.2	2.7				
Rough grazing								
Effective	1.6	2.8	1.3	2.4				
<b>Utilisable agricultural area (Effective ha.)</b>	<b>124.6</b>	<b>123.6</b>	<b>123.0</b>	<b>134.4</b>				
Woods, roads and buildings	16.8	16.8	14.5	13.9				
<b>TOTAL AREA (Actual ha.)</b>	<b>141.4</b>	<b>140.5</b>	<b>137.5</b>	<b>148.4</b>				
effective forage area	<b>122.0</b>	<b>120.6</b>	<b>120.4</b>	<b>130.7</b>				
Bare land and forage hired in	3.8	3.6	4.2	3.5				
<b>CROP PERFORMANCE *</b>								
<b>- Yields (tonnes per hectare)</b>	t/ha	n	t/ha	n	t/ha	n	t/ha	n
Wheat	-	1	-	1	-	1	-	3
Barley	-	3	-	2	-	4	3.2	6
Oilseed Rape	-	0	-	0	-	0	-	0
Potatoes	-	0	-	0	-	0	-	0
Sugar Beet	-	0	-	0	-	0	-	0
<b>- Prices (£ per tonne)*</b>	£/t	n	£/t	n	£/t	n	£/t	n
Wheat	-	1	-	1	-	1	-	3
Barley	-	3	-	2	-	4	207	6
Oilseed Rape	-	0	-	0	-	0	-	0
Potatoes	-	0	-	0	-	0	-	0
Sugar Beet	-	0	-	0	-	0	-	0

\* Yield and price data is implied

**Table A6.3 LOWLAND CATTLE & SHEEP FARM RESULTS CONVENTIONAL  
LAND UTILISATION AND CROP PERFORMANCE**

LAND UTILISATION - hectares per farm	<i>Identical sample</i>		<i>Full sample</i>					
	2010/11	2011/12	2010/11	2011/12				
Tillage - maincrops								
Wheat	0.7	0.7	0.8	1.0				
Barley	1.9	2.0	2.5	3.3				
Other cereals	0.3	0.3	0.4	0.5				
Oil seed rape	0.1	0.0	0.1	0.0				
Linseed	0.0	0.0	0.0	0.0				
Peas/Beans	0.0	0.0	0.1	0.0				
Potatoes	0.0	0.0	0.0	0.0				
Sugarbeet	0.0	0.0	0.0	0.0				
Horticulture	0.0	0.0	0.0	0.0				
Other crops	0.0	0.0	0.0	0.0				
<b>Total cropping</b>	<b>3.0</b>	<b>3.0</b>	<b>3.9</b>	<b>4.8</b>				
Set-aside	0.0	0.0	0.0	0.0				
Tillage - fodder	1.6	1.7	2.4	2.0				
Grassland								
Grazing, hay and silage	88.5	87.9	89.9	99.0				
Fallow and land let	4.4	4.0	6.7	6.4				
Rough grazing								
Effective	3.2	3.2	1.3	2.9				
<b>Utilisable agricultural area (Effective ha.)</b>	<b>100.8</b>	<b>100.2</b>	<b>103.7</b>	<b>114.7</b>				
Woods, roads and buildings	4.2	4.2	5.3	3.7				
<b>TOTAL AREA (Actual ha.)</b>	<b>104.9</b>	<b>104.4</b>	<b>109.1</b>	<b>118.4</b>				
effective forage area	<b>95.8</b>	<b>95.1</b>	<b>95.9</b>	<b>107.3</b>				
Bare land and forage hired in	3.2	4.5	2.3	6.6				
<b>CROP PERFORMANCE *</b>								
<b>- Yields (tonnes per hectare)</b>	t/ha	n	t/ha	n	t/ha	n	t/ha	n
Wheat	7.3	5	8.4	6	7.1	11	8.3	10
Barley	5.5	17	5.5	16	5.7	26	5.9	23
Oilseed Rape	-	1	-	0	-	1	-	0
Potatoes	-	0	-	0	-	0	-	0
Sugar Beet	-	0	-	0	-	0	-	0
<b>- Prices (£ per tonne)*</b>	£/t	n	£/t	n	£/t	n	£/t	n
Wheat	146	5	154	6	151	11	153	10
Barley	148	17	145	16	139	26	145	23
Oilseed Rape	-	1	-	0	-	1	-	0
Potatoes	-	0	-	0	-	0	-	0
Sugar Beet	-	0	-	0	-	0	-	0

\* Yield and price data is implied

**Table A6.4 LOWLAND CATTLE & SHEEP FARM RESULTS ORGANIC STOCKING AND LIVESTOCK PERFORMANCE**

LIVESTOCK CARRIED - L.U. per farm	<i>Identical sample</i>				<i>Full sample</i>			
	2010/11		2011/12		2010/11		2011/12	
	LU	No's	LU	No's	LU	No's	LU	No's
Dairy cows	0.0	0	0.0	0	0.0	0	0.2	0
Beef cows	23.0	31	23.4	31	25.1	33	25.9	35
Other cattle	42.4	76	40.8	76	45.9	81	49.2	90
Breeding sheep	23.9	226	23.4	221	19.9	189	25.3	242
Other sheep	10.6	238	8.8	193	8.9	199	10.2	219
Pigs	0.4	3	0.4	3	0.3	2	2.2	13
Poultry	15.2	1226	11.3	838	12.0	968	0.8	71
Other livestock	0.0	1	0.0	1	0.0	1	0.0	2
<b>TOTAL (L.U.)</b>	<b>115.4</b>		<b>108.0</b>		<b>112.1</b>		<b>113.7</b>	

**STOCKING RATES**

Stocking rate (LU per eff.ha)	0.9	0.9	0.9	0.8
GLU/forage effective hectare*	0.9	0.9	0.9	0.9

\* for organic farms, pigs, poultry and other livestock are deemed to be grazing livestock

**LIVESTOCK PERFORMANCE**

<b>- Yield*</b>	litres	n	litres	n	litres	n	litres	n
Milk yield/cow	-	0	-	0	-	0	-	0
<b>- Prices (£ per head)*</b>	£/head	n	£/head	n	£/head	n	£/head	n
Dairy cows	-	0	-	0	-	0	-	1
Dairy calves	-	0	-	0	-	0	-	0
Dairy heifers in calf	-	0	-	1	-	0	-	2
Beef heifers in calf	-	2	-	0	-	2	-	0
Finished cattle	847	21	984	21	849	26	1011	30
Beef store cattle 1-2 yrs	614	13	649	9	630	16	671	11
Beef stores <1 yr	-	4	482	7	413	7	516	8
Ewes	-	4	68	6	-	4	68	5
Ewe hoggs	-	1	-	0	-	2	-	1
Finished lambs	73	17	79	18	71	22	76	24
Store lambs	-	3	-	3	-	2	-	4
Finished Pigs	-	0	-	0	-	0	-	0
<b>- Prices (pence per unit)*</b>	p/unit	n	p/unit	n	p/unit	n	p/unit	n
Milk (pence per litre)	-	0	-	0	-	0	-	0
Wool (pence per kg)	49	15	93	16	50	19	95	21
Eggs (pence per dozen)	-	3	-	3	-	3	-	3

\* Yield and price data is implied

**Table A6.4 LOWLAND CATTLE & SHEEP FARM RESULTS CONVENTIONAL STOCKING AND LIVESTOCK PERFORMANCE**

LIVESTOCK CARRIED - L.U. per farm	<i>Identical sample</i>				<i>Full sample</i>			
	2010/11		2011/12		2010/11		2011/12	
	LU	No's	LU	No's	LU	No's	LU	No's
Dairy cows	0.0	0	0.0	0	0.1	0	0.0	0
Beef cows	20.4	27	19.7	26	21.8	29	22.7	30
Other cattle	44.8	80	43.2	78	41.9	76	42.8	78
Breeding sheep	22.8	217	22.6	215	21.8	208	28.2	269
Other sheep	7.5	157	8.3	177	7.4	154	10.5	226
Pigs	0.2	16	2.3	22	0.8	30	0.1	0
Poultry	3.7	248	3.0	198	3.4	248	0.1	6
Other livestock	0.0	7	0.0	0	0.0	5	0.0	5
<b>TOTAL (L.U.)</b>	<b>99.4</b>		<b>99.2</b>		<b>97.2</b>		<b>104.4</b>	

**STOCKING RATES**

Stocking rate (LU per eff.ha)	1.0	1.0	0.9	0.9
GLU/forage effective hectare*	1.0	1.0	1.0	1.0

\* for conventional farms, pigs, poultry and other livestock are deemed to be non-grazing livestock

**LIVESTOCK PERFORMANCE**

<b>- Yield*</b>	litres	n	litres	n	litres	n	litres	n
Milk yield/cow	-	1	-	0	-	2	-	0
<b>- Prices (£ per head)*</b>	£/head	n	£/head	n	£/head	n	£/head	n
Dairy cows	-	0	-	0	-	1	-	0
Dairy calves	-	0	-	0	-	0	-	0
Dairy heifers in calf	-	1	-	1	-	2	-	2
Beef heifers in calf	-	2	-	0	-	4	-	0
Finished cattle	863	29	1018	28	864	37	1029	38
Beef store cattle 1-2 yrs	648	28	753	25	751	34	742	35
Beef stores <1 yr	381	18	514	21	437	23	490	28
Ewes	88	17	100	14	86	16	127	20
Ewe hogs	84	8	-	4	101	11	137	10
Finished lambs	71	27	80	26	72	37	80	38
Store lambs	54	21	60	20	54	22	62	27
Finished Pigs	-	0	-	0	-	0	-	0
<b>- Prices (pence per unit)*</b>	p/unit	n	p/unit	n	p/unit	n	p/unit	n
Milk (pence per litre)	-	1	-	0	-	2	-	0
Wool (pence per kg)	50	28	102	27	51	37	99	39
Eggs (pence per dozen)	-	4	-	4	123	5	-	3

\* Yield and price data is implied



Table A7.1 MIXED FARM RESULTS

OUTPUTS AND INPUTS		ORGANIC							
		Identical sample				Full sample			
		2010/11		2011/12		2010/11		2011/12	
Sample number		7		7		22		15	
Average farm size (UAA)		215		218		198		197	
Business size (ESU)		106		114		87		83	
<b>OUTPUTS</b>		<b>£/farm</b>	<b>£/ha</b>	<b>£/farm</b>	<b>£/ha</b>	<b>£/farm</b>	<b>£/ha</b>	<b>£/farm</b>	<b>£/ha</b>
Dairy -	milk output	29375	137	31066	143	9347	47	14498	74
	cattle	1385	6	89	0	441	2	41	0
	net quota	0	0	0	0	0	0	0	0
	valuation change	-152	-1	-914	-4	-48	0	-426	-2
Other cattle	output	49940	232	48290	222	56935	287	53359	271
	valuation change	-5205	-24	7824	36	-3748	-19	5528	28
Sheep -	total output	13090	61	12828	59	14845	75	10032	51
	valuation change	-800	-4	406	2	811	4	-13	0
Other livestock		82222	383	99637	458	37416	189	46621	237
Arable crops	output	77187	359	114217	525	48081	243	71685	364
	protein/energy support	167	1	89	0	163	1	237	1
By products forage and cults		9949	46	13794	63	5065	26	9108	46
Miscellaneous (incl. farmhouse benefit value)		41868	195	18744	86	25473	129	21993	112
	- organic grants	822	4	933	4	262	1	435	2
	- other agri-env.payments	21520	100	17529	81	25043	126	16701	85
	- subsidy/single farm payment	49123	229	47800	220	41227	208	38939	198
	<b>FARM REVENUE</b>	<b>370492</b>	<b>1725</b>	<b>412332</b>	<b>1895</b>	<b>261310</b>	<b>1319</b>	<b>288739</b>	<b>1467</b>
<b>INPUTS</b>									
Feeds	purchased concentrates	61910	288	73582	338	31359	158	35689	181
	homegrown concentrates	3017	14	6246	29	3996	20	6837	35
Purchased fodder, Tack and stock keep		264	1	480	2	1189	6	1366	7
Veterinary and medicines		4864	23	5281	24	4512	23	3670	19
Other livestock costs		24292	113	26765	123	16910	85	18341	93
Seeds -	purchased and homegrown	11431	53	14897	68	7319	37	10107	51
Fertilisers		8652	40	8081	37	3043	15	4158	21
Crop protection		3168	15	3337	15	1128	6	1664	8
Other crop costs		5083	24	12566	58	3339	17	7208	37
Labour	paid incl. paid management	37022	172	32919	151	22510	114	19170	97
	casual	3407	16	3392	16	2670	13	2696	14
Machinery	contract	25262	118	31190	143	12755	64	20057	102
	repairs	12033	56	11523	53	11051	56	9228	47
	fuels	10059	47	12202	56	10241	52	12107	62
General farming costs		17753	83	31993	147	19883	100	23647	120
Land expenses		9922	46	8754	40	6952	35	8495	43
Rent		19887	93	21909	101	12951	65	18060	92
	<b>FARM EXPENSES</b>	<b>258028</b>	<b>1201</b>	<b>305117</b>	<b>1402</b>	<b>171806</b>	<b>867</b>	<b>202500</b>	<b>1029</b>
<b>Excess of revenue over expenses</b>		<b>112464</b>	<b>524</b>	<b>107215</b>	<b>493</b>	<b>89504</b>	<b>452</b>	<b>86238</b>	<b>438</b>
<b>Notional inputs</b>									
	- rental value/imputed rent	20180	94	22816	105	26551	134	16061	82
	- unpaid labour	4500	21	4632	21	6271	32	7993	41
	- machinery depreciation	18706	87	20562	94	18573	94	20053	102
		<b>43385</b>	<b>202</b>	<b>48010</b>	<b>221</b>	<b>51395</b>	<b>259</b>	<b>44108</b>	<b>224</b>
<b>NET FARM INCOME (excl. BLSA)</b>		<b>69079</b>	<b>322</b>	<b>59205</b>	<b>272</b>	<b>38110</b>	<b>192</b>	<b>42131</b>	<b>214</b>
<b>NET FARM INCOME (incl. BLSA)</b>		<b>68214</b>	<b>318</b>	<b>66277</b>	<b>305</b>	<b>38340</b>	<b>194</b>	<b>49765</b>	<b>253</b>

**Table A7.1 MIXED FARM RESULTS**  
**OUTPUTS AND INPUTS**

		CONVENTIONAL							
		Identical sample				Full sample			
		2010/11		2011/12		2010/11		2011/12	
Sample number		30		30		101		78	
Average farm size (UAA)		207		202		173		182	
Business size (ESU)		111		110		82		82	
<b>OUTPUTS</b>		<b>£/farm</b>	<b>£/ha</b>	<b>£/farm</b>	<b>£/ha</b>	<b>£/farm</b>	<b>£/ha</b>	<b>£/farm</b>	<b>£/ha</b>
Dairy -	milk output	15967	77	15248	75	15190	88	9041	50
	cattle	141	1	-232	-1	1941	11	113	1
	net quota	0	0	0	0	0	0	0	0
	valuation change	-470	-2	-498	-2	-3920	-23	-345	-2
Other cattle	output	62922	304	69200	342	51526	297	61232	337
	valuation change	-1974	-10	20726	102	-2075	-12	16039	88
Sheep -	total output	18607	90	22998	114	16059	93	21819	120
	valuation change	-88	0	832	4	666	4	1486	8
Other livestock		54422	263	56600	280	22043	127	22948	126
Arable crops	output	79510	384	84842	419	59565	343	61742	340
	protein/energy support	5	0	184	0	37	0	23	0
By products forage and cults		18616	90	20422	101	13296	77	12526	69
Miscellaneous (incl. farmhouse benefit value)		22180	107	25344	125	24249	140	25385	140
	- organic grants	0	0	0	0	0	0	0	0
	- other agri-env. payments	11688	56	9818	49	7923	46	11151	61
	- single payment scheme	47237	228	43441	215	38451	221	38132	209
	<b>FARM REVENUE</b>	<b>328762</b>	<b>1587</b>	<b>368925</b>	<b>1823</b>	<b>244951</b>	<b>1412</b>	<b>281294</b>	<b>1548</b>
<b>INPUTS</b>									
Feeds	purchased concentrates	43080	208	53207	263	26572	153	29121	160
	homegrown concentrates	24997	121	20355	101	12412	72	11806	65
	Purchased fodder, Tack and stock keep	1728	8	3586	18	1254	7	2764	15
	Veterinary and medicines	5571	27	5909	29	4020	23	4284	24
	Other livestock costs	20045	97	21038	104	13667	79	15526	85
Seeds -	purchased and homegrown	5406	26	5898	29	4516	26	5084	28
	Fertilisers	18431	89	23767	117	13532	78	17765	98
	Crop protection	9742	47	11056	55	7617	44	8474	47
	Other crop costs	4805	23	4611	23	2845	16	2643	15
Labour	paid incl. paid management	18348	89	20420	101	16112	93	14184	78
	casual	3959	19	3139	16	2884	17	4917	27
Machinery	contract	9075	44	9246	46	9514	55	10813	60
	repairs	13398	65	14071	70	10536	61	10682	59
	fuels	11940	58	14652	72	9797	56	10506	58
	General farming costs	19033	92	20509	101	16609	96	18933	104
	Land expenses	6113	30	7925	39	6007	35	7643	42
	Rent	12375	60	13432	66	11350	65	9389	52
	<b>FARM EXPENSES</b>	<b>228046</b>	<b>1101</b>	<b>252821</b>	<b>1249</b>	<b>169243</b>	<b>975</b>	<b>184533</b>	<b>1016</b>
<b>Excess of revenue over expenses</b>		<b>100716</b>	<b>486</b>	<b>116104</b>	<b>574</b>	<b>75708</b>	<b>436</b>	<b>96761</b>	<b>533</b>
<b>Notional inputs</b>									
	- rental value/imputed rent	25514	123	25371	125	18888	109	21917	121
	- unpaid labour	10049	48	9974	49	8091	47	6627	36
	- machinery depreciation	22762	110	24580	121	18798	108	18324	101
		<b>58325</b>	<b>281</b>	<b>59925</b>	<b>296</b>	<b>45777</b>	<b>264</b>	<b>46867</b>	<b>258</b>
NET FARM INCOME (excl. BLSA)		<b>42391</b>	<b>205</b>	<b>56180</b>	<b>278</b>	<b>29931</b>	<b>173</b>	<b>49895</b>	<b>275</b>
NET FARM INCOME (incl. BLSA)		<b>43338</b>	<b>209</b>	<b>62803</b>	<b>310</b>	<b>30384</b>	<b>175</b>	<b>56133</b>	<b>309</b>

Table A7.2 MIXED FARM RESULTS

## ORGANIC

## INCOME MEASURES AND RETURNS TO LABOUR &amp; CAPITAL

INCOME MEASURES	<i>Identical sample</i>				<i>Full sample</i>			
	2010/11		2011/12		2010/11		2011/12	
	£/farm	£/ha	£/farm	£/ha	£/farm	£/ha	£/farm	£/ha
<b>NET FARM INCOME (excl. BLSA)</b>	69079	322	59205	272	38110	192	42131	214
plus unpaid labour (excludes farmer and spouse)	4500	21	4632	21	6271	32	7993	41
plus imputed rent and rental value	20103	94	22230	102	26191	132	15744	80
plus semi-integrated non-agric activities output	0	0	0	0	0	0	0	0
minus imputed rent on farmhouse & farm cottages	1011	5	1000	5	734	4	933	5
minus insurance repairs & net interest payments	1942	9	1924	9	10032	51	3565	18
minus build & works depreciation	4480	21	4316	20	9278	47	3611	18
minus non-agric activity and director costs	0	0	0	0	0	0	0	0
<b>FARM BUSINESS INCOME</b>	<b>86249</b>	<b>401</b>	<b>78827</b>	<b>362</b>	<b>50526</b>	<b>255</b>	<b>57759</b>	<b>293</b>
<b>LABOUR USE AND LABOUR INCOMES</b>								
Annual Labour Units per farm	2.9		2.6		2.7		2.3	
of which farmer & spouse	1.1		1.0		1.3		1.0	
of which paid family labour	0.0		0.0		0.2		0.2	
of which unpaid labour	0.3		0.3		0.3		0.4	
Notional value of farmer/spouse labour	17573		17951		22593		15644	
Value of paid family labour	0		0		3548		2857	
Labour income per Annual Labour Unit	32348		30815		19101		24088	
Family labour income per Family Work Unit	46677		36918		16904		24230	
Value of paid managerial input	1965		1461		625		682	
<b>TENANT'S CAPITAL</b>								
Machinery	114152	531	124129	570	105169	531	113319	576
Livestock	143892	670	154004	708	152449	770	130095	661
Crops	46178	215	48385	222	29487	149	37607	191
Stores	12827	60	16362	75	9241	47	10842	55
<b>TOTAL</b>	<b>317049</b>	<b>1476</b>	<b>342879</b>	<b>1576</b>	<b>296347</b>	<b>1496</b>	<b>291862</b>	<b>1483</b>
<b>ASSETS</b>								
	Opening Value	Closing Value	Opening Value	Closing Value	Opening Value	Closing Value	Opening Value	Closing Value
Land and Property	1326380	1365430	1365430	1152195	1290612	1363833	1057011	985405
Buildings, improvements and fixtures	38948	41181	41181	39573	61193	82807	34888	32985
Machinery	106744	121559	121559	126698	99501	110838	111268	115371
Livestock	147416	140369	144585	163422	153955	150943	122679	137511
Produce and goods in store	54350	79946	68599	86423	43419	54142	56639	64010
Quotas and single payment asset value	63042	56531	56531	62154	53285	50790	45520	50461
Credit balances	74536	68878	41730	77062	37718	49865	30228	48053
<b>TOTAL</b>	<b>1811416</b>	<b>1873894</b>	<b>1839616</b>	<b>1707528</b>	<b>1739684</b>	<b>1863217</b>	<b>1458233</b>	<b>1433796</b>
<b>EXTERNAL LIABILITIES</b>								
Long and medium term loans	50611	50000	50000	50000	168094	185243	67768	55278
Short term loans	26240	20848	19975	32816	45412	40180	30650	35495
Overdrafts	29392	24338	24338	31007	63471	62922	21398	26168
<b>TOTAL</b>	<b>106242</b>	<b>95186</b>	<b>94314</b>	<b>113824</b>	<b>276977</b>	<b>288345</b>	<b>119816</b>	<b>116941</b>
<b>NET WORTH</b>	<b>1705174</b>	<b>1778707</b>	<b>1745302</b>	<b>1593704</b>	<b>1462706</b>	<b>1574872</b>	<b>1338417</b>	<b>1316855</b>
<b>RETURNS TO CAPITAL</b>								
Owner Equity (%)	94.9		93.3		84.5		91.8	
FBI/Net worth (%)	5.1		4.5		3.5		4.3	
Management and Investment Income	52605		49787		16372		34803	
Return on tenant's capital (%)	16.6		14.5		5.5		11.9	
Return on all capital (%)	2.9		2.7		0.9		2.4	

**Table A7.2 MIXED FARM RESULTS** **CONVENTIONAL**  
**INCOME MEASURES AND RETURNS TO LABOUR & CAPITAL**

INCOME MEASURES	<i>Identical sample</i>				<i>Full sample</i>			
	2010/11		2011/12		2010/11		2011/12	
	£/farm	£/ha	£/farm	£/ha	£/farm	£/ha	£/farm	£/ha
NET FARM INCOME (excl. BLSA)	42391	205	56180	278	29931	173	49895	275
plus unpaid labour (excludes farmer and spouse)	10049	48	9974	49	8091	47	6627	36
plus imputed rent and rental value	25221	122	25263	125	18651	107	21737	120
plus semi-integrated non-agric activities output	0	0	0	0	0	0	0	0
minus imputed rent on farmhouse & farm cottages	450	2	450	2	705	4	530	3
minus insurance repairs & net interest payments	3408	16	3380	17	3711	21	2838	16
minus build & works depreciation	9164	44	8230	41	5749	33	6331	35
minus non-agric activity and director costs	287	1	369	2	484	3	172	1
<b>FARM BUSINESS INCOME</b>	<b>64351</b>	<b>311</b>	<b>78987</b>	<b>390</b>	<b>46023</b>	<b>265</b>	<b>68387</b>	<b>376</b>
<b>LABOUR USE AND LABOUR INCOMES</b>								
Annual Labour Units per farm	2.9		2.9		2.5		2.5	
of which farmer & spouse	1.3		1.2		1.2		1.2	
of which paid family labour	0.0		0.0		0.1		0.1	
of which unpaid labour	0.5		0.5		0.4		0.4	
Notional value of farmer/spouse labour	23239		23343		21419		22764	
Value of paid family labour	543		637		1348		1024	
Labour income per Annual Labour Unit	19257		23309		16365		23331	
Family labour income per Family Work Unit	18511		27739		12793		27706	
Value of paid managerial input	69		69		0		27	
<b>TENANT'S CAPITAL</b>								
Machinery	122070	589	136170	673	104371	602	109003	600
Livestock	145382	702	158510	783	109727	632	127142	700
Crops	29933	144	37140	183	29553	170	26982	149
Stores	20070	97	25458	126	16460	95	23260	128
<b>TOTAL</b>	<b>317456</b>	<b>1532</b>	<b>357279</b>	<b>1765</b>	<b>260111</b>	<b>1499</b>	<b>286387</b>	<b>1576</b>
<b>ASSETS</b>								
	Opening Value	Closing Value	Opening Value	Closing Value	Opening Value	Closing Value	Opening Value	Closing Value
Land and Property	1384519	1502137	1502137	1625818	976030	1072427	1211817	1343818
Buildings, improvements and fixtures	83205	82230	82230	74214	52100	52472	71064	61953
Machinery	119000	125140	125140	147200	100454	108289	97838	120169
Livestock	145409	145356	144783	172237	111787	107666	115937	138347
Produce and goods in store	42892	65606	65421	71735	44530	59186	53700	56523
Quotas and single payment asset value	56863	53520	53520	55130	49726	46930	46554	47237
Credit balances	48138	47613	48534	53092	46510	43414	53163	53715
<b>TOTAL</b>	<b>1880026</b>	<b>2021602</b>	<b>2021765</b>	<b>2199425</b>	<b>1381136</b>	<b>1490385</b>	<b>1650074</b>	<b>1821761</b>
<b>EXTERNAL LIABILITIES</b>								
Long and medium term loans	134974	147098	147098	171082	45294	79268	100640	133665
Short term loans	26173	20993	20993	30459	27635	26593	14442	32856
Overdrafts	31883	35873	35873	32042	33300	26959	19867	17370
<b>TOTAL</b>	<b>193030</b>	<b>203964</b>	<b>203964</b>	<b>233582</b>	<b>106229</b>	<b>132820</b>	<b>134949</b>	<b>183891</b>
<b>NET WORTH</b>	<b>1686996</b>	<b>1817638</b>	<b>1817801</b>	<b>1965843</b>	<b>1274907</b>	<b>1357565</b>	<b>1515125</b>	<b>1637870</b>
<b>RETURNS TO CAPITAL</b>								
Owner Equity (%)	89.9		89.4		91.1		89.9	
FBI/Net worth (%)	3.8		4.3		3.6		4.5	
Management and Investment Income	20167		39529		8965		33396	
Return on tenant's capital (%)	6.4		11.1		3.4		11.7	
Return on all capital (%)	1.1		2.0		0.6		2.0	

**Table A7.3 MIXED FARM RESULTS**  
**LAND UTILISATION AND CROP PERFORMANCE**

**ORGANIC**

LAND UTILISATION - hectares per farm	<i>Identical sample</i>		<i>Full sample</i>	
	2010/11	2011/12	2010/11	2011/12
Tillage - maincrops				
Wheat	34.2	29.8	25.8	22.6
Barley	3.6	3.7	4.2	4.6
Other cereals	5.7	9.3	6.7	7.8
Oil seed rape	0.0	0.0	0.0	0.0
Linseed	0.0	1.5	0.0	0.7
Peas/Beans	4.5	4.2	4.3	6.5
Potatoes	3.7	2.3	1.4	1.4
Sugarbeet	0.0	0.0	0.0	0.0
Horticulture	0.5	1.9	0.6	1.2
Other crops	0.8	5.0	0.2	2.3
<b>Total cropping</b>	<b>52.9</b>	<b>57.7</b>	<b>43.2</b>	<b>47.2</b>
Set-aside	0.0	0.0	1.4	0.0
Tillage - fodder	6.2	9.5	6.2	6.7
Grassland				
Grazing, hay and silage	137.8	132.7	138.1	131.3
Fallow and land let	14.4	15.1	5.4	9.3
Rough grazing				
Effective	3.3	3.0	3.6	2.1
<b>Utilisable agricultural area (Effective ha.)</b>	<b>214.8</b>	<b>217.6</b>	<b>198.1</b>	<b>196.8</b>
Woods, roads and buildings	27.7	28.2	15.0	15.2
<b>TOTAL AREA (Actual ha.)</b>	<b>242.5</b>	<b>245.9</b>	<b>213.1</b>	<b>212.0</b>
effective forage area	<b>149.9</b>	<b>146.8</b>	<b>156.9</b>	<b>140.8</b>
Bare land and forage hired in	2.7	1.6	8.9	0.8

**CROP PERFORMANCE \***

<b>- Yields (tonnes per hectare)</b>	t/ha	n	t/ha	n	t/ha	n	t/ha	n
Wheat	4.2	6	4.3	5	3.7	15	4.1	11
Barley	-	1	-	2	3.8	7	4.2	6
Oilseed Rape	-	0	-	0	-	0	-	0
Potatoes	-	1	-	1	-	2	-	2
Sugar Beet	-	0	-	0	-	0	-	0
<b>- Prices (£ per tonne)*</b>	£/t	n	£/t	n	£/t	n	£/t	n
Wheat	224	6	229	5	224	15	234	11
Barley	-	1	-	2	185	7	204	6
Oilseed Rape	-	0	-	0	-	0	-	0
Potatoes	-	1	-	1	-	2	-	2
Sugar Beet	-	0	-	0	-	0	-	0

\* Yield and price data is implied

**Table A7.3 MIXED FARM RESULTS****CONVENTIONAL****LAND UTILISATION AND CROP PERFORMANCE**

<b>LAND UTILISATION - hectares per farm</b>	<i>Identical sample</i>		<i>Full sample</i>					
	2010/11	2011/12	2010/11	2011/12				
Tillage - maincrops								
Wheat	32.2	34.7	30.8	28.1				
Barley	28.5	26.4	13.9	19.4				
Other cereals	3.9	3.2	2.2	2.3				
Oil seed rape	8.6	8.4	5.4	5.4				
Linseed	0.0	0.0	0.0	0.0				
Peas/Beans	1.1	1.1	1.4	0.8				
Potatoes	0.0	0.0	0.2	0.1				
Sugarbeet	1.0	0.9	0.3	0.3				
Horticulture	0.0	0.0	0.0	0.0				
Other crops	0.2	0.0	0.1	0.0				
<b>Total cropping</b>	<b>75.6</b>	<b>74.7</b>	<b>54.2</b>	<b>56.3</b>				
Set-aside	0.0	0.0	1.4	0.0				
Tillage - fodder	7.8	8.9	7.0	8.0				
Grassland								
Grazing, hay and silage	116.7	115.3	104.6	112.3				
Fallow and land let	6.8	3.4	6.3	3.9				
Rough grazing								
Effective	0.5	0.0	0.3	1.6				
<b>Utilisable agricultural area (Effective ha.)</b>	<b>207.2</b>	<b>202.4</b>	<b>173.5</b>	<b>181.7</b>				
Woods, roads and buildings	5.2	5.2	4.3	6.4				
<b>TOTAL AREA (Actual ha.)</b>	<b>212.4</b>	<b>207.6</b>	<b>177.8</b>	<b>188.1</b>				
effective forage area	<b>129.7</b>	<b>129.4</b>	<b>116.4</b>	<b>125.4</b>				
Bare land and forage hired in	4.7	5.3	4.5	3.5				
 <b>CROP PERFORMANCE *</b>								
<b>- Yields (tonnes per hectare)</b>	t/ha	n	t/ha	n	t/ha	n	t/ha	n
Wheat	7.5	7	7.2	7	8.1	22	7.6	14
Barley	5.9	7	5.8	7	5.8	19	5.6	15
Oilseed Rape	-	4	3.2	5	2.3	9	3.4	8
Potatoes	-	1	-	1	-	3	-	2
Sugar Beet	-	2	-	2	-	2	-	2
<b>- Prices (£ per tonne)*</b>	£/t	n	£/t	n	£/t	n	£/t	n
Wheat	153	7	154	7	154	22	154	14
Barley	136	7	153	7	140	19	153	15
Oilseed Rape	-	4	375	5	325	9	376	8
Potatoes	-	1	-	1	-	3	-	2
Sugar Beet	-	2	-	2	-	2	-	2

\* Yield and price data is implied

**Table A7.4 MIXED FARM RESULTS  
STOCKING AND LIVESTOCK PERFORMANCE****ORGANIC**

LIVESTOCK CARRIED - L.U. per farm	<i>Identical sample</i>				<i>Full sample</i>			
	2010/11		2011/12		2010/11		2011/12	
	LU	No's	LU	No's	LU	No's	LU	No's
Dairy cows	15.3	15	15.7	16	4.9	5	7.3	7
Beef cows	32.9	44	32.2	43	50.2	67	36.3	48
Other cattle	62.7	118	59.9	115	80.4	150	58.4	113
Breeding sheep	16.8	164	19.9	190	21.1	202	13.9	132
Other sheep	6.5	129	6.7	137	8.1	170	5.6	121
Pigs	27.4	217	28.6	236	9.0	71	13.4	110
Poultry	0.0	0	0.0	0	5.7	745	0.1	6
Other livestock	0.0	0	0.0	0	0.0	2	0.0	0
<b>TOTAL (L.U.)</b>	<b>161.5</b>		<b>163.0</b>		<b>179.4</b>		<b>135.0</b>	

**STOCKING RATES**

Stocking rate (LU per eff.ha)	0.8	0.7	0.9	0.7
GLU/forage effective hectare*	1.1	1.1	1.1	1.0

\* for organic farms, pigs, poultry and other livestock are deemed to be grazing livestock

**LIVESTOCK PERFORMANCE**

<b>- Yield*</b>	litres	n	litres	n	litres	n	litres	n
Milk yield/cow	-	1	-	1	-	1	-	1
<b>- Prices (£ per head)*</b>	£/head	n	£/head	n	£/head	n	£/head	n
Dairy cows	-	1	-	1	-	1	-	1
Dairy calves	-	0	-	0	-	0	-	0
Dairy heifers in calf	-	1	-	0	-	1	-	0
Beef heifers in calf	-	0	-	0	-	2	-	0
Finished cattle	-	4	1060	5	931	15	998	11
Beef store cattle 1-2 yrs	-	2	-	2	629	9	679	8
Beef stores <1 yr	-	3	-	1	224	6	-	2
Ewes	-	0	-	0	-	0	-	0
Ewe hogs	-	0	-	1	-	1	-	1
Finished lambs	-	3	-	3	70	12	81	5
Store lambs	-	1	-	1	-	2	-	3
Finished Pigs	-	0	-	0	-	0	-	0
<b>- Prices (pence per unit)*</b>	p/unit	n	p/unit	n	p/unit	n	p/unit	n
Milk (pence per litre)	-	1	-	1	-	1	-	1
Wool (pence per kg)	-	3	-	3	50	10	96	6
Eggs (pence per dozen)	-	0	-	0	-	4	-	1

\* Yield and price data is implied

**Table A7.4 MIXED FARM RESULTS  
STOCKING AND LIVESTOCK PERFORMANCE****CONVENTIONAL**

LIVESTOCK CARRIED - L.U. per farm	<i>Identical sample</i>				<i>Full sample</i>			
	2010/11		2011/12		2010/11		2011/12	
	LU	No's	LU	No's	LU	No's	LU	No's
Dairy cows	8.2	8	7.8	8	7.8	8	4.5	4
Beef cows	29.7	40	28.6	38	20.3	27	23.9	32
Other cattle	82.0	143	84.7	146	70.8	125	76.2	130
Breeding sheep	24.5	230	24.9	234	22.9	224	24.6	234
Other sheep	9.0	202	9.3	209	9.3	203	9.8	218
Pigs	38.1	242	41.0	280	15.3	117	14.6	99
Poultry	0.0	0	0.0	0	0.3	100	1.0	588
Other livestock	0.0	1	0.0	0	0.0	1	0.0	1
<b>TOTAL (L.U.)</b>	<b>191.5</b>		<b>196.3</b>		<b>146.8</b>		<b>154.6</b>	

**STOCKING RATES**

Stocking rate (LU per eff.ha)	0.9	1.0	0.8	0.9
GLU/forage effective hectare*	1.5	1.5	1.3	1.2

\* for conventional farms, pigs, poultry and other livestock are deemed to be non-grazing livestock

**LIVESTOCK PERFORMANCE**

<b>- Yield*</b>	litres	n	litres	n	litres	n	litres	n
Milk yield/cow	-	2	-	1	-	4	-	1
<b>- Prices (£ per head)*</b>	£/head	n	£/head	n	£/head	n	£/head	n
Dairy cows	-	2	-	1	-	4	-	1
Dairy calves	-	1	-	1	-	1	-	1
Dairy heifers in calf	-	0	-	0	-	3	-	3
Beef heifers in calf	-	0	-	0	-	1	-	2
Finished cattle	911	7	1022	7	894	21	1060	15
Beef store cattle 1-2 yrs	714	5	844	6	768	18	875	14
Beef stores <1 yr	-	2	-	3	319	13	352	11
Ewes	-	2	-	3	94	8	-	3
Ewe hogs	-	2	-	4	-	0	86	5
Finished lambs	73	6	82	6	71	21	82	11
Store lambs	-	4	-	4	51	15	62	9
Finished Pigs	-	0	-	0	-	0	-	0
<b>- Prices (pence per unit)*</b>	p/unit	n	p/unit	n	p/unit	n	p/unit	n
Milk (pence per litre)	-	2	-	1	-	4	-	1
Wool (pence per kg)	64	6	102	6	57	21	104	11
Eggs (pence per dozen)	-	0	-	0	-	1	-	0

\* Yield and price data is implied



## Appendix 2 Detailed Gross Margin and Net Margin Data

Table A8.1 Organic dairy gross and net margins (£/cow), 2011/12 (conventional for comparison)

Herd characteristics	<100 cows	>100 cows	North Eng	Central Eng	SWest Eng	Wales	Top 5*	All org. herds	Conventional**
	2011/12	2011/12	2011/12	2011/12	2011/12	2011/12	2011/12	2011/12	2011/12
Number of herds	20	24	8	8	25	4	5	45	145
Average farm area - actual ha	110	205	156	210	146	158	124	160	140
-effective ha	99	199	139	201	143	144	112	152	130
Average size of the farm business (ES)	79	222	145	176	147	198	141	156	166
Average size of herd (dairy cows)	66	191	118	141	129	184	124	134	137
Average milk yield (litres per cow)	5998	6401	6562	6099	6062	6221	7612	6315	7397
Implied milk price (ppl)	31.3	32.0	31.1	31.7	31.8	31.8	31.5	31.7	27.2
<b>Enterprise output (£ per cow)</b>									
Milk disposals (1)	1942	2047	2226	1954	1967	2014	2483	2011	2060
Calves - sales and transfers out	144	78	85	102	97	85	130	95	94
Bulls & cows - sales and transfers out	159	111	113	79	133	155	152	122	165
Net milk quota	0	0	0	0	0	0	0	0	0
Valuation change	-75	-6	8	-11	-50	28	57	-24	-16
Less: purchases & transfers in	273	290	340	225	305	218	371	285	365
<b>Total enterprise output</b>	<b>1896</b>	<b>1940</b>	<b>2092</b>	<b>1899</b>	<b>1842</b>	<b>2064</b>	<b>2452</b>	<b>1919</b>	<b>1940</b>
<b>Variable Costs (£ per cow)</b>									
Concentrates	548	589	717	490	548	632	710	574	561
Purchased bulk feed	34	34	20	65	30	21	7	34	27
Stock keep	4	18	3	2	13	58	14	15	7
Veterinary & medicines	48	58	44	56	61	50	49	56	72
Other livestock costs - dairy	188	179	144	199	193	168	168	183	160
<b>Total variable costs</b>	<b>822</b>	<b>878</b>	<b>928</b>	<b>812</b>	<b>845</b>	<b>929</b>	<b>949</b>	<b>862</b>	<b>826</b>
<b>Margin over concentrates</b>	<b>1348</b>	<b>1351</b>	<b>1375</b>	<b>1409</b>	<b>1294</b>	<b>1432</b>	<b>1742</b>	<b>1345</b>	<b>1379</b>
<b>Gross margin before forage costs</b>	<b>1074</b>	<b>1062</b>	<b>1164</b>	<b>1087</b>	<b>997</b>	<b>1135</b>	<b>1503</b>	<b>1057</b>	<b>1113</b>
<b>Forage variable costs (£ per cow)</b>									
Seeds	10	15	6	19	12	23	15	14	13
Fertilisers	5	9	6	3	3	39	3	8	65
Sprays	0	0	0	0	0	0	0	0	7
Other forage costs	8	7	10	5	6	11	11	7	8
<b>Total forage variable costs per cow</b>	<b>23</b>	<b>30</b>	<b>22</b>	<b>27</b>	<b>21</b>	<b>74</b>	<b>29</b>	<b>29</b>	<b>94</b>
% of forage variable costs to dairy	60	67	63	70	64	71	62	66	64
<b>Gross margin including forage costs</b>	<b>1051</b>	<b>1031</b>	<b>1143</b>	<b>1059</b>	<b>976</b>	<b>1061</b>	<b>1474</b>	<b>1028</b>	<b>1019</b>

\* Top five farms are based on highest gross margin per cow (including forage costs)

\*\* Conventional data are from whole farm analysis clustered conventional farms

Organic Farm Incomes in England and Wales 2011/12

	<100 cows 2011/12	>100 cows 2011/12	North Eng 2011/12	Central Eng 2011/12	SWest Eng 2011/12	Wales 2011/12	Top 5* 2011/12	All herds 2011/12	Conventional** 2011/12
<b>Fixed Costs (£ per cow)\$</b>									
Paid labour	149	197	149	249	193	92	143	184	145
Casual labour	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
Machinery - contract work	81	85	81	72	91	68	114	83	78
- repairs	53	49	47	62	52	34	59	51	43
- fuels	37	42	44	48	34	59	47	41	42
-depreciation	95	66	75	57	73	94	114	73	77
Buildings depreciation	31	35	28	47	32	29	25	34	38
General farm costs	71	48	45	67	52	44	58	53	53
Water	37	21	11	30	31	8	35	25	20
Electricity	32	26	21	29	29	28	25	28	29
Land expenses	42	35	32	38	37	34	20	36	34
Insurance	48	24	32	29	27	34	34	29	29
Rent	42	60	43	93	60	2	65	56	41
Interest payments	26	33	14	23	41	29	16	32	30
<b>Total fixed costs</b>	<b>743</b>	<b>721</b>	<b>623</b>	<b>841</b>	<b>751</b>	<b>557</b>	<b>755</b>	<b>724</b>	<b>657</b>
<b>Total actual costs</b>	<b>1588</b>	<b>1630</b>	<b>1572</b>	<b>1681</b>	<b>1617</b>	<b>1560</b>	<b>1733</b>	<b>1615</b>	<b>1577</b>
<b>Net margin over actual costs</b>	<b>308</b>	<b>310</b>	<b>520</b>	<b>218</b>	<b>225</b>	<b>504</b>	<b>719</b>	<b>304</b>	<b>362</b>
<b>Imputed costs</b>									
Unpaid labour (farmer, spouse, other)	330	111	157	166	174	117	187	163	189
Imputed rent	94	71	67	76	73	90	46	75	80
Interest on tenant's capital (6% rate) #	76	57	75	66	56	58	95	61	61
<b>Total imputed costs</b>	<b>500</b>	<b>239</b>	<b>300</b>	<b>308</b>	<b>303</b>	<b>265</b>	<b>328</b>	<b>299</b>	<b>330</b>
<b>Total costs including imputed</b>	<b>2088</b>	<b>1868</b>	<b>1872</b>	<b>1989</b>	<b>1920</b>	<b>1825</b>	<b>2061</b>	<b>1914</b>	<b>1907</b>
<b>Net margin over all costs</b>	<b>-191</b>	<b>72</b>	<b>220</b>	<b>-90</b>	<b>-78</b>	<b>239</b>	<b>391</b>	<b>5</b>	<b>32</b>
<b>Other related outputs (ORO)</b>									
LFA and agri-environmental payments	62	46	62	69	43	67	25	50	17
Organic Farming Scheme Payment	4	4	0	0	0	36	8	4	0
By products and forage	11	13	15	6	14	1	5	11	22
Single Payment Scheme	183	148	179	175	143	164	188	157	115
<b>Total other related outputs</b>	<b>260</b>	<b>210</b>	<b>256</b>	<b>250</b>	<b>200</b>	<b>233</b>	<b>226</b>	<b>222</b>	<b>154</b>
<b>NM over all costs (inc. ORO)</b>	<b>69</b>	<b>282</b>	<b>476</b>	<b>160</b>	<b>122</b>	<b>472</b>	<b>617</b>	<b>227</b>	<b>186</b>

\$ Fixed costs are proportioned to enterprise according to the ratio of livestock units per enterprise and the proportion of the farm area in forage production (hay, silage and grazing area)

# Tenants capital concerns livestock and machinery values minus actual interest paid in fixed costs

**Table A8.2 Organic beef gross and net margins (£/cow), 2010/11 and 2011/12 (conventional data for comparison)**

Location Enterprise type Organic/Conventional Year	Less-favoured Area						Lowland					
	Suckler Finishing			Suckler Store			Suckler Finishing			Suckler Store		
	Organic	Conv.	2010/11	Organic	Conv.	2010/11	Organic	Conv.	2010/11	Organic	Conv.	2010/11
Number of herds	10	10	39	20	24	120	43	39	62	17	17	72
Average farm area - actual ha	198	213	187	441	358	210	222	215	157	140	150	124
-effective ha	154	170	148	178	167	147	211	206	149	133	137	117
Average size of the farm business (ESU)	52	62	51	37	34	36	87	81	68	56	66	42
Average size of herd (breeding cows)	47	66	49	39	36	40	58	52	49	41	37	36
<b>Enterprise output (£ per cow)</b>												
Calf Sales	0	0	7	104	154	73	2	10	23	85	231	149
Other store cattle - sales & transfers out	313	640	192	515	587	660	202	218	162	462	399	597
Bulls & cows - sales & transfers out	126	76	145	100	149	130	109	158	152	136	84	165
Finished cattle sales	1078	880	1143	18	64	64	767	901	1177	74	25	278
Valuation change	290	109	114	40	-43	41	-29	182	93	-67	54	73
Less: purchases & transfers in	807	720	461	216	204	235	241	381	372	139	193	324
<b>Total enterprise output</b>	<b>1000</b>	<b>986</b>	<b>1141</b>	<b>560</b>	<b>708</b>	<b>734</b>	<b>811</b>	<b>1089</b>	<b>1235</b>	<b>552</b>	<b>600</b>	<b>937</b>
<b>Variable Costs (£ per cow)</b>												
Concentrates	177	113	225	92	85	133	143	118	292	58	39	133
Purchased bulk feed	56	31	19	35	24	26	23	16	28	11	23	22
Stock keep	69	63	15	9	6	14	12	7	9	1	0	7
Veterinary & medicines	33	34	45	50	57	38	39	36	40	24	35	33
Other livestock costs - beef	159	121	118	84	112	89	134	151	165	111	78	124
<b>Total variable costs</b>	<b>494</b>	<b>361</b>	<b>422</b>	<b>271</b>	<b>284</b>	<b>300</b>	<b>351</b>	<b>328</b>	<b>533</b>	<b>205</b>	<b>175</b>	<b>320</b>
<b>Gross margin before forage costs</b>	<b>506</b>	<b>625</b>	<b>718</b>	<b>289</b>	<b>424</b>	<b>433</b>	<b>460</b>	<b>761</b>	<b>701</b>	<b>347</b>	<b>425</b>	<b>617</b>
<b>Forage variable costs (£ per cow)</b>												
Seeds	21	10	9	8	14	5	29	46	12	16	18	10
Fertilisers	35	42	125	17	28	84	19	21	109	4	6	67
Sprays	0	0	3	0	0	2	1	0	7	0	1	4
Other forage costs (excl. contracting)	18	16	11	7	11	11	9	19	11	6	5	16
<b>Total forage variable costs</b>	<b>74</b>	<b>68</b>	<b>148</b>	<b>32</b>	<b>53</b>	<b>102</b>	<b>58</b>	<b>86</b>	<b>138</b>	<b>26</b>	<b>30</b>	<b>97</b>
% of forage variable costs to enterprise output	66	58	58	48	43	46	76	75	75	87	67	75
<b>Gross margin including forage costs</b>	<b>432</b>	<b>557</b>	<b>571</b>	<b>257</b>	<b>371</b>	<b>331</b>	<b>402</b>	<b>675</b>	<b>563</b>	<b>321</b>	<b>394</b>	<b>520</b>

Location Enterprise type Organic/Conventional Year	Less-favoured Area						Lowland						
	Suckler Finishing			Suckler Store			Suckler Finishing			Suckler Store			
	Organic	Conv.	2010/11	2011/12	2011/12	2010/11	2011/12	2011/12	Organic	Conv.	2010/11	2011/12	2011/12
<b>Fixed Costs (£ per cow)\$</b>													
Paid labour	72	62	67	54	55	31	237	305	145	108	106	95	
Machinery - contract work	86	46	55	40	52	37	82	109	72	91	111	76	
- repairs	59	46	42	42	47	37	60	69	64	47	50	55	
- fuels	56	57	63	53	56	50	57	85	67	38	57	57	
-depreciation	147	135	108	95	100	103	102	127	114	118	83	115	
Buildings depreciation	65	35	44	41	31	33	60	74	48	64	158	60	
General farm costs	85	60	54	46	59	52	82	88	62	89	93	63	
Water	6	5	8	2	1	4	14	13	17	18	14	17	
Electricity	10	6	9	5	7	6	10	14	9	13	10	9	
Land expenses	88	59	39	15	25	24	31	45	33	57	44	27	
Insurance	49	41	43	19	40	34	31	46	42	39	37	42	
Rent	35	52	35	25	26	33	69	84	52	49	46	49	
Interest payments	19	10	17	21	28	20	60	57	24	75	73	37	
<b>Total fixed costs</b>	<b>777</b>	<b>614</b>	<b>583</b>	<b>460</b>	<b>526</b>	<b>464</b>	<b>895</b>	<b>1116</b>	<b>749</b>	<b>807</b>	<b>882</b>	<b>703</b>	
<b>Total actual costs</b>	<b>1345</b>	<b>1044</b>	<b>1152</b>	<b>763</b>	<b>863</b>	<b>866</b>	<b>1303</b>	<b>1530</b>	<b>1421</b>	<b>1037</b>	<b>1088</b>	<b>1120</b>	
<b>Net margin over actual costs</b>	<b>-345</b>	<b>-58</b>	<b>-12</b>	<b>-203</b>	<b>-155</b>	<b>-133</b>	<b>-493</b>	<b>-441</b>	<b>-186</b>	<b>-485</b>	<b>-488</b>	<b>-183</b>	
<b>Imputed costs (£ per cow)</b>													
Unpaid labour (farmer, spouse, other)	232	140	238	189	219	233	240	307	316	323	256	335	
Imputed rent	127	95	100	53	71	63	133	183	127	157	235	149	
Interest on tenant's capital (6% rate) #	209	181	135	92	85	99	91	125	130	69	49	108	
<b>Total Imputed costs</b>	<b>568</b>	<b>416</b>	<b>472</b>	<b>334</b>	<b>375</b>	<b>395</b>	<b>464</b>	<b>614</b>	<b>573</b>	<b>548</b>	<b>539</b>	<b>592</b>	
<b>Total costs including imputed</b>	<b>1913</b>	<b>1460</b>	<b>1625</b>	<b>1096</b>	<b>1239</b>	<b>1262</b>	<b>1767</b>	<b>2145</b>	<b>1994</b>	<b>1585</b>	<b>1627</b>	<b>1712</b>	
<b>Net margin over all costs</b>	<b>-913</b>	<b>-474</b>	<b>-484</b>	<b>-537</b>	<b>-531</b>	<b>-528</b>	<b>-957</b>	<b>-1056</b>	<b>-759</b>	<b>-1034</b>	<b>-1027</b>	<b>-775</b>	
<b>Other related outputs (ORO)</b>													
LFA and agri-environmental payments	339	217	125	322	213	136	255	205	77	317	283	120	
Organic Farming Scheme	21	8	0	64	54	0	7	7	0	9	0	0	
By products and forage	52	21	46	4	21	17	52	64	125	85	54	94	
Single Payment Scheme	579	377	414	453	419	348	465	529	372	504	466	401	
<b>Total other related outputs</b>	<b>991</b>	<b>622</b>	<b>585</b>	<b>843</b>	<b>707</b>	<b>501</b>	<b>779</b>	<b>804</b>	<b>574</b>	<b>914</b>	<b>803</b>	<b>614</b>	
<b>NM over all costs (inc. ORO)</b>	<b>78</b>	<b>148</b>	<b>101</b>	<b>306</b>	<b>177</b>	<b>-27</b>	<b>-178</b>	<b>-251</b>	<b>-186</b>	<b>-120</b>	<b>-224</b>	<b>-160</b>	

\$ Fixed costs are proportioned to enterprise according to the ratio of livestock units per enterprise and the proportion of the farm area in forage production (hay, silage and grazing area)

# Interest on livestock, deadstock and machinery values minus actual interest paid (see fixed costs)

**Table A8.3 Organic breeding sheep gross and net margins (£/ewe), 2010/11 and 2011/12**

Flock type Productivity* Organic/Conventional Year	Less-favoured Area						Lowland All flocks		
	Lower			Higher			Organic	2011/12	Conv.
	Organic	Conv.	2011/12	Organic	Conv.	2011/12			
2010/11	2011/12	2011/12	2010/11	2011/12	2011/12	2010/11	2011/12	2011/12	
<b>Number of flocks</b>	17	13	61	26	34	133	40	37	138
Average farm area - actual ha	355	398	301	313	285	159	199	196	152
-effective ha	141	160	171	197	190	130	188	186	145
Average size of the farm business (ESU)	29	35	41	54	50	39	80	85	75
Average size of flock (breeding ewes)	507	530	752	678	698	581	273	285	270
Finished lambs sold per ewe	0.5	0.5	0.5	1.1	1.0	1.0	1.1	1.0	1.1
<b>Enterprise output (£ per ewe)</b>									
Lamb sales - finished	26.9	26.8	33.4	73.8	80.7	75.0	81.7	79.0	91.9
- store	8.6	7.5	8.9	6.6	8.5	2.9	1.5	5.0	11.4
Ewe and ram sales	5.6	2.0	9.0	16.1	15.0	15.6	1.9	3.3	9.8
Other sheep sales	5.7	6.2	6.3	8.4	12.4	10.8	12.7	10.2	14.2
Wool sales	0.7	1.7	1.8	1.2	2.5	2.2	1.6	3.2	3.1
Valuation change	2.6	1.5	3.7	5.8	14.0	4.8	7.5	8.0	6.9
Less: sheep purchases	6.2	2.6	8.8	23.5	21.7	12.9	13.1	9.3	22.0
<b>Total enterprise output</b>	<b>43.8</b>	<b>43.1</b>	<b>54.5</b>	<b>88.4</b>	<b>111.8</b>	<b>98.4</b>	<b>94.5</b>	<b>100.8</b>	<b>115.4</b>
<b>Variable Costs (£ per ewe)</b>									
Concentrates	7.9	6.0	9.8	13.5	13.2	15.0	11.9	9.9	17.1
Purchased bulk feed	1.7	1.4	3.7	2.4	3.3	2.9	3.2	3.2	1.3
Stock keep	0.4	0.5	1.7	2.0	1.7	1.0	0.9	0.5	0.8
Veterinary & medicines	3.2	3.2	3.6	6.0	6.4	4.8	5.0	5.5	6.0
Other livestock costs - sheep	3.8	4.7	5.5	7.4	8.6	8.2	11.4	10.4	11.5
<b>Total variable costs</b>	<b>17.0</b>	<b>15.8</b>	<b>24.3</b>	<b>31.4</b>	<b>33.2</b>	<b>32.0</b>	<b>32.4</b>	<b>29.4</b>	<b>36.7</b>
<b>Gross margin before forage costs</b>	<b>26.9</b>	<b>27.3</b>	<b>30.2</b>	<b>57.0</b>	<b>78.6</b>	<b>66.4</b>	<b>62.1</b>	<b>71.3</b>	<b>78.7</b>
<b>Forage variable costs (£ per ewe)</b>									
Seeds	0.5	0.5	0.4	0.9	1.1	0.5	2.9	2.1	1.1
Fertilisers	1.0	1.0	4.8	2.4	2.6	8.2	1.0	0.3	6.9
Sprays	0.0	0.0	0.1	0.0	0.0	0.3	0.1	0.1	0.7
Other forage costs	0.4	0.7	0.5	0.6	0.6	0.8	0.6	0.6	0.6
<b>Total forage variable costs</b>	<b>2.0</b>	<b>2.2</b>	<b>5.8</b>	<b>4.0</b>	<b>4.3</b>	<b>9.7</b>	<b>4.6</b>	<b>3.1</b>	<b>9.3</b>
% of forage variable costs to enterprise output	63.1	53.5	56.2	57.2	51.6	51.7	30.1	29.2	38.4
<b>Gross margin including forage costs</b>	<b>24.9</b>	<b>25.1</b>	<b>24.4</b>	<b>53.0</b>	<b>74.3</b>	<b>56.8</b>	<b>57.5</b>	<b>68.2</b>	<b>69.4</b>

Flock type Productivity* Organic/Conventional Year	Less-favoured Area						Lowland All flocks		
	Lower			Higher			Organic	Conv.	2011/12
	Organic	Conv.	2011/12	Organic	Conv.	2011/12			
2010/11	2011/12	2011/12	2010/11	2011/12	2011/12	2010/11	2011/12	2011/12	
<b>Fixed Costs (£ per ewe)\$</b>									
Paid labour	3.1	7.7	3.1	12.3	10.4	4.8	27.1	21.9	15.0
Machinery - contract work	2.8	2.8	2.2	6.2	6.5	3.3	7.2	7.6	5.1
- repairs	4.5	3.5	3.1	5.7	5.9	4.5	7.9	5.6	5.6
- fuels	4.9	6.0	4.7	5.7	6.7	5.9	5.6	6.9	6.1
-depreciation	9.6	9.1	8.1	11.0	13.5	11.7	13.4	13.2	11.0
Buildings depreciation	3.9	2.4	2.4	4.4	3.4	2.8	7.7	6.0	4.3
General farm costs	3.5	3.4	3.5	4.1	4.5	3.7	6.4	6.9	6.5
Water	0.1	0.1	0.3	0.3	0.2	0.3	0.9	0.8	0.9
Electricity	0.6	0.6	0.5	0.7	0.5	0.5	1.1	0.9	1.0
Land expenses	1.2	0.9	1.1	3.0	3.3	2.0	2.8	3.8	3.1
Insurance	2.2	1.9	2.2	1.9	2.7	2.7	2.1	3.1	4.0
Rent	1.1	0.9	1.8	2.8	4.2	2.4	2.1	5.6	6.6
Interest payments	2.4	0.9	2.7	1.0	1.6	1.1	6.5	5.0	2.5
<b>Total fixed costs</b>	<b>39.9</b>	<b>40.2</b>	<b>35.6</b>	<b>59.1</b>	<b>63.5</b>	<b>45.8</b>	<b>90.9</b>	<b>87.3</b>	<b>71.8</b>
<b>Total actual costs</b>	<b>58.8</b>	<b>58.2</b>	<b>65.8</b>	<b>94.5</b>	<b>101.0</b>	<b>87.5</b>	<b>127.9</b>	<b>119.8</b>	<b>117.8</b>
<b>Net margin over actual costs</b>	<b>-15.0</b>	<b>-15.1</b>	<b>-11.2</b>	<b>-6.1</b>	<b>10.7</b>	<b>11.0</b>	<b>-33.4</b>	<b>-19.1</b>	<b>-2.4</b>
<b>Imputed costs</b>									
Unpaid labour (farmer, spouse, other)	25.9	22.0	22.8	17.3	18.8	26.6	30.2	27.1	37.2
Imputed rent	4.1	4.5	3.5	6.1	6.6	5.6	18.0	14.3	12.1
Interest on tenant's capital (6% rate) #	6.9	7.6	5.1	10.8	9.5	8.4	6.7	9.3	10.2
<b>Total Imputed costs</b>	<b>36.9</b>	<b>34.1</b>	<b>31.4</b>	<b>34.2</b>	<b>34.8</b>	<b>40.6</b>	<b>54.9</b>	<b>50.7</b>	<b>59.5</b>
<b>Total costs including imputed</b>	<b>95.7</b>	<b>92.2</b>	<b>97.1</b>	<b>128.6</b>	<b>135.9</b>	<b>128.0</b>	<b>182.8</b>	<b>170.5</b>	<b>177.3</b>
<b>Net margin over all costs</b>	<b>-51.8</b>	<b>-49.2</b>	<b>-42.6</b>	<b>-40.2</b>	<b>-24.1</b>	<b>-29.6</b>	<b>-88.3</b>	<b>-69.7</b>	<b>-61.9</b>
<b>Other related outputs (ORO)</b>									
LFA and agri-environmental payments	27.3	31.6	13.2	28.0	16.3	7.7	26.4	18.1	7.9
Organic Farming Scheme	7.3	4.3	0.0	2.7	2.3	0.0	0.5	0.3	0.0
By products and forage	0.8	0.6	1.6	1.3	1.5	2.0	3.9	3.6	8.0
Single Payment Scheme	38.5	32.2	25.1	35.9	31.8	26.8	35.2	34.8	32.7
<b>Total other related outputs</b>	<b>74.0</b>	<b>68.8</b>	<b>39.8</b>	<b>65.1</b>	<b>51.9</b>	<b>36.5</b>	<b>65.6</b>	<b>56.8</b>	<b>48.7</b>
<b>NM over all costs (inc. ORO)</b>	<b>22.1</b>	<b>19.6</b>	<b>-2.8</b>	<b>24.9</b>	<b>27.8</b>	<b>6.9</b>	<b>-22.8</b>	<b>-13.0</b>	<b>-13.3</b>

\$ Fixed costs are proportioned to enterprise according to the ratio of livestock units per enterprise and the proportion of the farm area in forage production (1

# Interest on livestock, deadstock and machinery values minus actual interest paid (see fixed costs)

**Table A8.4 Organic arable crop gross/net margins (£/ha) and costs of production (£/tonne), 2010/11 and 2011/12 (non-organic for comparison)**

Crop enterprise	Winter wheat						Spring wheat						Triticale					
	Organic		Conv.		Conv.		Organic		Conv.		Conv.		Organic		Conv.		Conv.	
Year	2010/11	2011/12	2010/11	2011/12	2010/11	2011/12	2010/11	2011/12	2010/11	2011/12	2010/11	2011/12	2010/11	2011/12	2010/11	2011/12	2010/11	2011/12
Number of enterprises	28	37		272			19	18		18			15	13		6		
Average farm area - actual ha	306	249		218			317	296		244			262	190		124		
-effective ha	288	238		209			283	282		235			246	168		121		
Average business size (ESU)	148	146		155			143	171		210			147	146		120		
Area of crop grown (ha.)	46	31		70			27	27		19			18	14		6		
Total production (tonnes/units)	196	139		581			85	83		78			64	45		36		
Yield tonnes/units per hectare	4.3	4.4		8.3			3.2	3.1		4.2			3.6	3.2		5		
Crop Value (£ per tonne/unit)	243	250		156			242	255		190			211	188		149		
<b>Enterprise output</b>	<b>£/ha</b>	<b>£/t</b>	<b>£/ha</b>	<b>£/t</b>	<b>£/ha</b>	<b>£/t</b>	<b>£/ha</b>	<b>£/t</b>	<b>£/ha</b>	<b>£/t</b>	<b>£/ha</b>	<b>£/t</b>	<b>£/ha</b>	<b>£/t</b>	<b>£/ha</b>	<b>£/t</b>	<b>£/ha</b>	<b>£/t</b>
Closing valuation	267	63	413	93	535	64	423	131	433	139	484	116	202	56	226	71	205	37
Revenue	718	169	657	148	725	87	319	99	331	106	305	73	357	98	79	25	27	5
Farm house consumption, in kind	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Feed used on farm	50	12	41	9	36	4	35	11	32	10	5	1	208	57	292	92	587	107
<b>Crop enterprise output</b>	<b>1034</b>	<b>243</b>	<b>1111</b>	<b>250</b>	<b>1296</b>	<b>156</b>	<b>777</b>	<b>242</b>	<b>796</b>	<b>255</b>	<b>794</b>	<b>190</b>	<b>767</b>	<b>211</b>	<b>597</b>	<b>188</b>	<b>819</b>	<b>149</b>
-output from straw and beet tops	64	15	79	18	53	6	50	15	33	11	20	5	100	27	90	28	204	37
<b>Total enterprise output</b>	<b>1098</b>	<b>258</b>	<b>1190</b>	<b>268</b>	<b>1349</b>	<b>162</b>	<b>826</b>	<b>257</b>	<b>829</b>	<b>266</b>	<b>814</b>	<b>195</b>	<b>867</b>	<b>238</b>	<b>687</b>	<b>216</b>	<b>1023</b>	<b>187</b>
<b>Variable Costs</b>																		
Seeds	77	18	89	20	59	7	102	32	112	36	87	21	83	23	112	35	92	17
Fertilisers	11	3	21	5	190	23	10	3	28	9	123	29	8	2	2	1	126	23
Crop protection	3	1	3	1	159	19	2	1	2	1	91	22	0	0	0	0	30	5
Other crop costs	25	6	29	7	32	4	20	6	22	7	18	4	31	9	12	4	35	6
<b>Total variable costs</b>	<b>115</b>	<b>27</b>	<b>142</b>	<b>32</b>	<b>440</b>	<b>53</b>	<b>134</b>	<b>42</b>	<b>164</b>	<b>52</b>	<b>319</b>	<b>76</b>	<b>122</b>	<b>34</b>	<b>126</b>	<b>40</b>	<b>282</b>	<b>51</b>
<b>Gross margin</b>	<b>982</b>	<b>231</b>	<b>1048</b>	<b>236</b>	<b>909</b>	<b>109</b>	<b>692</b>	<b>215</b>	<b>665</b>	<b>213</b>	<b>495</b>	<b>118</b>	<b>744</b>	<b>204</b>	<b>561</b>	<b>177</b>	<b>741</b>	<b>135</b>

\$ Fixed costs are proportioned to enterprise according to the crop area as a % of total actual farm area

# Interest at 6% on deadstock and machinery values minus actual interest paid (see fixed costs)

Crop enterprise	Winter wheat						Spring wheat						Triticale					
	Organic		Conv.		Conv.		Organic		Conv.		Conv.		Organic		Conventiona			
Year	2010/11	2011/12	2011/12	2011/12	2011/12	2011/12	2010/11	2011/12	2011/12	2011/12	2011/12	2011/12	2010/11	2011/12	2011/12	2011/12	2011/12	
<b>Fixed Costs \$</b>	<b>£/ha</b>	<b>£/t</b>	<b>£/ha</b>	<b>£/t</b>	<b>£/ha</b>	<b>£/t</b>	<b>£/ha</b>	<b>£/t</b>	<b>£/ha</b>	<b>£/t</b>	<b>£/ha</b>	<b>£/t</b>	<b>£/ha</b>	<b>£/t</b>	<b>£/ha</b>	<b>£/t</b>	<b>£/ha</b>	<b>£/t</b>
Paid labour	84	20	78	18	55	7	64	20	96	31	40	10	84	23	76	24	2	0
Machinery - contract work	51	12	112	25	91	11	84	26	118	38	49	12	147	40	144	45	157	29
- repairs	103	24	99	22	67	8	72	22	62	20	57	14	82	22	74	23	49	9
- fuels	83	19	103	23	78	9	64	20	82	26	62	15	57	16	66	21	85	15
-depreciation	155	36	157	35	148	18	122	38	120	38	100	24	119	33	63	20	76	14
Buildings depreciation	26	6	27	6	32	4	24	8	19	6	24	6	29	8	82	26	109	20
General farm costs	46	11	59	13	45	5	30	9	45	14	39	9	33	9	50	16	71	13
Water	8	2	9	2	6	1	6	2	9	3	7	2	7	2	7	2	18	3
Electricity	7	2	9	2	11	1	6	2	6	2	14	3	10	3	13	4	24	4
Land expenses	21	5	26	6	25	3	20	6	25	8	39	9	16	4	26	8	27	5
Insurance	13	3	19	4	23	3	14	4	20	6	19	5	15	4	24	8	39	7
Rent	36	9	93	21	66	8	59	18	56	18	62	15	64	18	16	5	37	7
Interest payments	35	8	25	6	22	3	36	11	25	8	28	7	16	4	19	6	86	16
<b>Total fixed costs</b>	<b>670</b>	<b>157</b>	<b>816</b>	<b>184</b>	<b>669</b>	<b>80</b>	<b>600</b>	<b>187</b>	<b>683</b>	<b>219</b>	<b>540</b>	<b>129</b>	<b>678</b>	<b>186</b>	<b>661</b>	<b>208</b>	<b>778</b>	<b>142</b>
<b>Total actual costs</b>	<b>785</b>	<b>184</b>	<b>958</b>	<b>216</b>	<b>1109</b>	<b>133</b>	<b>734</b>	<b>228</b>	<b>846</b>	<b>271</b>	<b>859</b>	<b>205</b>	<b>801</b>	<b>220</b>	<b>787</b>	<b>248</b>	<b>1061</b>	<b>193</b>
<b>Net margin over actual costs</b>	<b>312</b>	<b>73</b>	<b>232</b>	<b>52</b>	<b>240</b>	<b>29</b>	<b>92</b>	<b>29</b>	<b>-18</b>	<b>-6</b>	<b>-45</b>	<b>-11</b>	<b>66</b>	<b>18</b>	<b>-100</b>	<b>-31</b>	<b>-38</b>	<b>-7</b>
<b>Imputed costs</b>																		
Unpaid labour (farmer/spouse)	32	8	67	15	69	8	24	7	27	9	46	11	33	9	36	11	35	6
Imputed rent	108	25	91	21	100	12	69	22	82	26	121	29	69	19	178	56	156	28
Interest on tenant's capital#	-6	-1	17	4	21	3	-6	-2	20	7	18	4	11	3	18	6	-35	-6
<b>Total Imputed costs</b>	<b>135</b>	<b>32</b>	<b>175</b>	<b>39</b>	<b>191</b>	<b>23</b>	<b>87</b>	<b>27</b>	<b>130</b>	<b>42</b>	<b>184</b>	<b>44</b>	<b>112</b>	<b>31</b>	<b>232</b>	<b>73</b>	<b>155</b>	<b>28</b>
<b>Total costs incl. imputed</b>	<b>920</b>	<b>216</b>	<b>1133</b>	<b>255</b>	<b>1300</b>	<b>156</b>	<b>821</b>	<b>255</b>	<b>976</b>	<b>313</b>	<b>1043</b>	<b>249</b>	<b>913</b>	<b>251</b>	<b>1019</b>	<b>321</b>	<b>1216</b>	<b>222</b>
<b>Net margin over all costs</b>	<b>178</b>	<b>42</b>	<b>57</b>	<b>13</b>	<b>49</b>	<b>6</b>	<b>5</b>	<b>2</b>	<b>-148</b>	<b>-47</b>	<b>-229</b>	<b>-55</b>	<b>-47</b>	<b>-13</b>	<b>-332</b>	<b>-105</b>	<b>-193</b>	<b>-35</b>
<b>Other related outputs (ORO)</b>																		
LFA and agri-environment	93	22	79	18	41	5	112	35	108	35	43	10	86	24	79	25	57	10
Organic Farming Support	5	1	4	1	0	0	1	0	1	0	0	0	3	1	3	1	0	0
By products and forage	30	7	37	8	60	7	33	10	36	12	44	11	35	10	17	5	58	11
Single Payment Scheme	197	46	199	45	203	24	199	62	203	65	200	48	193	53	179	56	199	36
<b>Total other related inputs</b>	<b>321</b>	<b>75</b>	<b>314</b>	<b>71</b>	<b>304</b>	<b>37</b>	<b>344</b>	<b>107</b>	<b>348</b>	<b>112</b>	<b>287</b>	<b>69</b>	<b>314</b>	<b>86</b>	<b>274</b>	<b>86</b>	<b>315</b>	<b>57</b>
<b>NM over all costs (inc. ORO)</b>	<b>498</b>	<b>117</b>	<b>372</b>	<b>84</b>	<b>354</b>	<b>42</b>	<b>349</b>	<b>108</b>	<b>200</b>	<b>64</b>	<b>58</b>	<b>14</b>	<b>267</b>	<b>73</b>	<b>-58</b>	<b>-18</b>	<b>122</b>	<b>22</b>



Table A8.4 (cont.)

Crop enterprise	Spring barley						Winter oats						Spring oats					
	Organic		Conv.		Conv.		Organic		Conv.		Conv.		Organic		Conv.		Conv.	
Year	2010/11	2011/12	2011/12	2010/11	2011/12	2011/12	2010/11	2011/12	2011/12	2010/11	2011/12	2011/12	2010/11	2011/12	2011/12	2010/11	2011/12	2011/12
Number of enterprises	36	44	136	15	17	37	18	20	13	18	20	13	18	20	13	18	20	13
Average farm area - actual ha	264	264	202	214	241	219	264	288	160	264	288	160	264	288	160	264	288	160
-effective ha	241	243	183	207	225	208	242	259	145	242	259	145	242	259	145	242	259	145
Average business size (ESU)	117	144	112	87	100	125	120	128	79	120	128	79	120	128	79	120	128	79
Area of crop grown (ha.)	22	27	23	17	11	18	9	17	11	9	17	11	9	17	11	9	17	11
Total production (tonnes/units)	75	101	119	61	47	115	34	60	63	34	60	63	34	60	63	34	60	63
Yield tonnes/units per hectare	3.5	3.8	5.3	3.6	4.1	6.4	3.6	3.5	6	3.6	3.5	6	3.6	3.5	6	3.6	3.5	6
Crop Value (£ per tonne/unit)	224	231	166	204	246	164	177	250	161	177	250	161	177	250	161	177	250	161
<b>Enterprise output</b>	<b>£/ha</b>	<b>£/t</b>	<b>£/ha</b>	<b>£/t</b>	<b>£/ha</b>	<b>£/t</b>	<b>£/ha</b>	<b>£/t</b>	<b>£/ha</b>	<b>£/t</b>	<b>£/ha</b>	<b>£/t</b>	<b>£/ha</b>	<b>£/t</b>	<b>£/ha</b>	<b>£/t</b>	<b>£/ha</b>	<b>£/t</b>
Closing valuation	397	114	283	74	306	58	262	72	262	63	393	62	273	76	469	134	279	50
Revenue	192	55	432	114	448	85	395	109	698	169	563	88	220	61	333	96	467	84
Farm house consumption, benefits	0	0	0	0	1	0	0	0	0	0	0	0	0	0	0	0	0	0
Feed used on farm	191	55	163	43	118	22	84	23	55	13	89	14	142	40	70	20	142	26
<b>Crop enterprise output</b>	<b>781</b>	<b>224</b>	<b>878</b>	<b>231</b>	<b>873</b>	<b>166</b>	<b>741</b>	<b>204</b>	<b>1015</b>	<b>246</b>	<b>1046</b>	<b>164</b>	<b>635</b>	<b>177</b>	<b>872</b>	<b>250</b>	<b>887</b>	<b>161</b>
-output from straw and beet tops	103	30	62	16	83	16	80	22	82	20	94	15	105	29	47	14	89	16
<b>Total enterprise output</b>	<b>883</b>	<b>254</b>	<b>940</b>	<b>247</b>	<b>956</b>	<b>182</b>	<b>820</b>	<b>226</b>	<b>1097</b>	<b>266</b>	<b>1140</b>	<b>179</b>	<b>740</b>	<b>206</b>	<b>920</b>	<b>264</b>	<b>976</b>	<b>177</b>
<b>Variable Costs</b>																		
Seeds	71	20	85	22	65	12	72	20	75	18	50	8	81	23	93	27	70	13
Fertilisers	17	5	23	6	123	23	3	1	11	3	140	22	9	2	32	9	124	22
Crop protection	1	0	1	0	86	16	0	0	1	0	93	15	0	0	2	1	84	15
Other crop costs	30	9	22	6	35	7	25	7	22	5	28	4	22	6	19	5	19	3
<b>Total variable costs</b>	<b>118</b>	<b>34</b>	<b>131</b>	<b>35</b>	<b>309</b>	<b>59</b>	<b>100</b>	<b>28</b>	<b>109</b>	<b>26</b>	<b>311</b>	<b>49</b>	<b>112</b>	<b>31</b>	<b>146</b>	<b>42</b>	<b>296</b>	<b>54</b>
<b>Gross margin</b>	<b>765</b>	<b>220</b>	<b>809</b>	<b>213</b>	<b>646</b>	<b>123</b>	<b>720</b>	<b>199</b>	<b>988</b>	<b>239</b>	<b>829</b>	<b>130</b>	<b>628</b>	<b>175</b>	<b>773</b>	<b>222</b>	<b>680</b>	<b>123</b>

\$ Fixed costs are proportioned to enterprise according to the crop area as a % of total actual farm area

# Interest at 6% on deadstock and machinery values minus actual interest paid (see fixed costs)

Crop enterprise	Spring barley						Winter oats						Spring oats					
	Organic		Conv.		Conv.		Organic		Conv.		Conv.		Organic		Conv.		Conv.	
	2010/11	2011/12	2010/11	2011/12	2010/11	2011/12	2010/11	2011/12	2010/11	2011/12	2010/11	2011/12	2010/11	2011/12	2010/11	2011/12	2010/11	2011/12
<b>Year</b>	<b>£/ha</b>	<b>£/t</b>	<b>£/ha</b>	<b>£/t</b>	<b>£/ha</b>	<b>£/t</b>	<b>£/ha</b>	<b>£/t</b>	<b>£/ha</b>	<b>£/t</b>	<b>£/ha</b>	<b>£/t</b>	<b>£/ha</b>	<b>£/t</b>	<b>£/ha</b>	<b>£/t</b>	<b>£/ha</b>	<b>£/t</b>
<b>Fixed Costs *</b>																		
Paid labour	57	17	88	23	36	7	30	8	86	21	45	7	38	11	81	23	30	5
Machinery - contract work	131	38	142	37	118	22	114	31	110	27	109	17	93	26	85	25	156	28
- repairs	101	29	88	23	56	11	71	20	116	28	52	8	87	24	88	25	77	14
- fuels	75	21	103	27	66	12	51	14	98	24	81	13	71	20	96	27	67	12
-depreciation	120	34	152	40	109	21	124	34	213	52	160	25	134	37	186	53	110	20
Buildings depreciation	30	9	30	8	32	6	17	5	18	4	28	4	29	8	21	6	19	3
General farm costs	48	14	47	12	40	8	61	17	63	15	60	9	37	10	37	11	45	8
Water	7	2	8	2	6	1	8	2	8	2	7	1	7	2	5	1	4	1
Electricity	8	2	8	2	9	2	7	2	8	2	10	2	5	1	8	2	14	3
Land expenses	23	7	28	7	22	4	20	5	31	7	28	4	19	5	23	6	20	4
Insurance	14	4	18	5	21	4	16	5	24	6	30	5	14	4	21	6	31	6
Rent	62	18	94	25	49	9	86	24	61	15	67	10	48	13	54	16	33	6
Interest payments	26	7	28	7	22	4	20	5	15	4	26	4	42	12	16	4	37	7
<b>Total fixed costs</b>	<b>702</b>	<b>202</b>	<b>835</b>	<b>220</b>	<b>585</b>	<b>111</b>	<b>624</b>	<b>172</b>	<b>851</b>	<b>206</b>	<b>702</b>	<b>110</b>	<b>624</b>	<b>173</b>	<b>720</b>	<b>206</b>	<b>643</b>	<b>116</b>
<b>Total actual costs</b>	<b>820</b>	<b>236</b>	<b>966</b>	<b>254</b>	<b>894</b>	<b>170</b>	<b>724</b>	<b>200</b>	<b>960</b>	<b>233</b>	<b>1013</b>	<b>159</b>	<b>736</b>	<b>205</b>	<b>866</b>	<b>248</b>	<b>939</b>	<b>170</b>
<b>Net margin over actual costs</b>	<b>63</b>	<b>18</b>	<b>-26</b>	<b>-7</b>	<b>62</b>	<b>12</b>	<b>96</b>	<b>26</b>	<b>138</b>	<b>33</b>	<b>127</b>	<b>20</b>	<b>5</b>	<b>1</b>	<b>53</b>	<b>15</b>	<b>37</b>	<b>7</b>
<b>Imputed costs</b>																		
Unpaid labour (farmer, spouse, oth	33	10	46	12	40	8	77	21	79	19	68	11	40	11	26	7	93	17
Imputed rent	66	19	79	21	104	20	41	11	73	18	79	12	68	19	74	21	94	17
Interest on tenant's capital (6% rate	1	0	8	2	13	2	3	1	21	5	21	3	-6	-2	23	7	-4	-1
<b>Total Imputed costs</b>	<b>101</b>	<b>29</b>	<b>133</b>	<b>35</b>	<b>157</b>	<b>30</b>	<b>122</b>	<b>34</b>	<b>173</b>	<b>42</b>	<b>168</b>	<b>26</b>	<b>101</b>	<b>28</b>	<b>123</b>	<b>35</b>	<b>183</b>	<b>33</b>
<b>Total costs incl. imputed</b>	<b>921</b>	<b>265</b>	<b>1099</b>	<b>289</b>	<b>1051</b>	<b>200</b>	<b>846</b>	<b>233</b>	<b>1133</b>	<b>275</b>	<b>1181</b>	<b>185</b>	<b>837</b>	<b>233</b>	<b>989</b>	<b>284</b>	<b>1121</b>	<b>203</b>
<b>Net margin over all costs</b>	<b>-37</b>	<b>-11</b>	<b>-159</b>	<b>-42</b>	<b>-95</b>	<b>-18</b>	<b>-26</b>	<b>-7</b>	<b>-36</b>	<b>-9</b>	<b>-41</b>	<b>-6</b>	<b>-96</b>	<b>-27</b>	<b>-69</b>	<b>-20</b>	<b>-146</b>	<b>-26</b>
<b>Other related outputs (ORO)</b>																		
LFA and agri-environment	101	29	98	26	46	9	110	30	93	23	41	6	116	32	95	27	62	11
Organic Farming Support	4	1	4	1	0	0	16	5	0	0	0	0	4	1	2	1	0	0
By products and forage	42	12	37	10	62	12	33	9	41	10	66	10	24	7	21	6	61	11
Single Payment Scheme	195	56	195	51	196	37	198	54	195	47	197	31	191	53	206	59	188	34
<b>Total other related inputs</b>	<b>338</b>	<b>97</b>	<b>329</b>	<b>87</b>	<b>304</b>	<b>58</b>	<b>340</b>	<b>94</b>	<b>329</b>	<b>80</b>	<b>304</b>	<b>48</b>	<b>331</b>	<b>92</b>	<b>322</b>	<b>92</b>	<b>311</b>	<b>56</b>
<b>NM over all costs (inc. ORO)</b>	<b>301</b>	<b>87</b>	<b>170</b>	<b>45</b>	<b>209</b>	<b>40</b>	<b>314</b>	<b>86</b>	<b>293</b>	<b>71</b>	<b>263</b>	<b>41</b>	<b>235</b>	<b>65</b>	<b>253</b>	<b>72</b>	<b>166</b>	<b>30</b>

Table A8.4 (cont.)

Crop enterprise	Beans for feed						Ware Potatoes						Market Garden						
	Organic		Conv.		Conv.		Organic		Conv.		Conv.		Organic		Conv.		Conv.		
Year	2010/11	2011/12	2011/12	2011/12	2010/11	2011/12	2011/12	2010/11	2011/12	2011/12	2010/11	2011/12	2011/12	2010/11	2011/12	2011/12	2010/11	2011/12	2011/12
Number of enterprises	29	26		59	6	6		23	7	9		14							
Average farm area - actual ha	295	303		264	177	181		176	62	48		44							
-effective ha	282	272		251	173	171		173	59	45		39							
Average business size (ESU)	140	131		165	185	290		210	223	176		85							
Area of crop grown (ha.)	24	33		23	12	22		14	4	4		5							
Total production (tonnes/units)	51	94		90	364	635		614	-	-		-							
Yield tonnes/units per hectare	2.1	2.8		3.9	30.8	29		44	-	-		-							
Crop Value (£ per tonne/unit)	269	300		210	239	242		96	-	-		-							
<b>Enterprise output</b>	<b>£/ha</b>	<b>£/t</b>	<b>£/ha</b>	<b>£/t</b>	<b>£/ha</b>	<b>£/t</b>	<b>£/ha</b>	<b>£/t</b>	<b>£/ha</b>	<b>£/t</b>	<b>£/ha</b>	<b>£/t</b>	<b>£/ha</b>	<b>£/t</b>	<b>£/ha</b>	<b>£/t</b>	<b>£/ha</b>	<b>£/t</b>	<b>£/t</b>
Closing valuation	219	102	236	84	299	77	917	30	747	26	604	14	0	-	0	-	122	-	-
Revenue	283	132	581	206	495	127	6381	207	6165	215	3592	82	29760	-	9920	-	7491	-	-
Farm house consumption, benefits	0	0	0	0	2	0	0	0	0	0	0	0	0	-	16	-	0	-	-
Feed used on farm	74	35	29	10	23	6	39	1	16	1	9	0	0	-	0	-	0	-	-
<b>Crop enterprise output</b>	<b>576</b>	<b>269</b>	<b>846</b>	<b>300</b>	<b>818</b>	<b>210</b>	<b>7336</b>	<b>239</b>	<b>6928</b>	<b>242</b>	<b>4205</b>	<b>96</b>	<b>29760</b>	<b>-</b>	<b>9936</b>	<b>-</b>	<b>7613</b>	<b>-</b>	<b>-</b>
-output from straw and beet tops	1	1	9	3	1	0	0	0	0	0	0	0	0	-	0	-	0	-	-
<b>Total enterprise output</b>	<b>577</b>	<b>269</b>	<b>855</b>	<b>303</b>	<b>819</b>	<b>210</b>	<b>7336</b>	<b>239</b>	<b>6928</b>	<b>242</b>	<b>4205</b>	<b>96</b>	<b>29760</b>	<b>-</b>	<b>9936</b>	<b>-</b>	<b>7613</b>	<b>-</b>	<b>-</b>
<b>Variable Costs</b>																			
Seeds	94	44	87	31	64	16	1031	34	1062	37	682	16	3667	-	1952	-	625	-	-
Fertilisers	14	6	19	7	50	13	63	2	50	2	496	11	1630	-	1085	-	161	-	-
Crop protection	0	0	0	0	111	28	88	3	70	2	780	18	68	-	37	-	279	-	-
Other crop costs	6	3	8	3	19	5	267	9	1068	37	291	7	3722	-	2336	-	1325	-	-
<b>Total variable costs</b>	<b>114</b>	<b>53</b>	<b>115</b>	<b>41</b>	<b>244</b>	<b>63</b>	<b>1450</b>	<b>47</b>	<b>2250</b>	<b>78</b>	<b>2248</b>	<b>51</b>	<b>9087</b>	<b>-</b>	<b>5410</b>	<b>-</b>	<b>2390</b>	<b>-</b>	<b>-</b>
<b>Gross margin</b>	<b>464</b>	<b>216</b>	<b>740</b>	<b>263</b>	<b>574</b>	<b>147</b>	<b>5886</b>	<b>191</b>	<b>4678</b>	<b>163</b>	<b>1957</b>	<b>45</b>	<b>20672</b>	<b>-</b>	<b>4526</b>	<b>-</b>	<b>5223</b>	<b>-</b>	<b>-</b>

\$ Fixed costs are proportioned to enterprise according to the crop area as a % of total actual farm area

# Interest at 6% on deadstock and machinery values minus actual interest paid (see fixed costs)

Crop enterprise	Beans for feed						Ware Potatoes						Market Garden							
	Organic			Conv.			Organic			Conv.			Organic			Conv.				
	Year	2010/11	2011/12	2010/11	2011/12	2010/11	2011/12	2010/11	2011/12	2010/11	2011/12	2010/11	2011/12	2010/11	2011/12	2010/11	2011/12	2010/11	2011/12	
<b>Fixed Costs *</b>	<b>£/ha</b>	<b>£/t</b>	<b>£/ha</b>	<b>£/t</b>	<b>£/ha</b>	<b>£/t</b>	<b>£/ha</b>	<b>£/t</b>	<b>£/ha</b>	<b>£/t</b>	<b>£/ha</b>	<b>£/t</b>	<b>£/ha</b>	<b>£/t</b>	<b>£/ha</b>	<b>£/t</b>	<b>£/ha</b>	<b>£/t</b>	<b>£/ha</b>	<b>£/t</b>
Paid labour	57	27	76	27	42	11	672	22	439	15	379	9	9554	-	2550	-	1047	-	-	-
Machinery - contract work	54	25	114	40	65	17	1142	37	1122	39	113	3	376	-	122	-	175	-	-	-
- repairs	61	28	73	26	42	11	105	3	108	4	137	3	310	-	442	-	268	-	-	-
- fuels	53	25	64	23	53	14	92	3	181	6	135	3	353	-	371	-	264	-	-	-
-depreciation	97	45	86	30	89	23	179	6	104	4	261	6	813	-	493	-	264	-	-	-
Buildings depreciation	23	11	24	8	28	7	36	1	45	2	25	1	64	-	57	-	34	-	-	-
General farm costs	40	19	59	21	44	11	104	3	99	3	49	1	532	-	253	-	257	-	-	-
Water	6	3	5	2	6	1	77	3	42	1	20	0	104	-	134	-	41	-	-	-
Electricity	7	3	9	3	9	2	10	0	17	1	34	1	294	-	73	-	63	-	-	-
Land expenses	20	9	20	7	20	5	69	2	45	2	50	1	560	-	110	-	56	-	-	-
Insurance	13	6	16	6	23	6	24	1	25	1	29	1	315	-	73	-	136	-	-	-
Rent	35	16	26	9	60	16	251	8	406	14	92	2	144	-	247	-	167	-	-	-
Interest payments	24	11	28	10	16	4	12	0	19	1	16	0	11	-	11	-	70	-	-	-
<b>Total fixed costs</b>	<b>489</b>	<b>228</b>	<b>600</b>	<b>213</b>	<b>496</b>	<b>127</b>	<b>2772</b>	<b>90</b>	<b>2652</b>	<b>92</b>	<b>1340</b>	<b>31</b>	<b>13430</b>	<b>-</b>	<b>4936</b>	<b>-</b>	<b>2843</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>Total actual costs</b>	<b>603</b>	<b>281</b>	<b>714</b>	<b>253</b>	<b>740</b>	<b>190</b>	<b>4222</b>	<b>137</b>	<b>4902</b>	<b>171</b>	<b>3588</b>	<b>82</b>	<b>22517</b>	<b>-</b>	<b>10345</b>	<b>-</b>	<b>5233</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>Net margin over actual costs</b>	<b>-26</b>	<b>-12</b>	<b>140</b>	<b>50</b>	<b>78</b>	<b>20</b>	<b>3114</b>	<b>101</b>	<b>2026</b>	<b>71</b>	<b>616</b>	<b>14</b>	<b>7243</b>	<b>-</b>	<b>-410</b>	<b>-</b>	<b>2380</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>Imputed costs</b>																				
Unpaid labour (farmer, spouse, oth	30	14	27	10	56	14	375	12	191	7	388	9	2610	-	2503	-	2118	-	-	-
Imputed rent	110	52	128	46	93	24	84	3	80	3	135	3	228	-	195	-	183	-	-	-
Interest on tenant's capital (6% rate	6	3	4	1	25	6	28	1	78	3	44	1	35	-	32	-	-13	-	-	-
<b>Total Imputed costs</b>	<b>147</b>	<b>68</b>	<b>159</b>	<b>56</b>	<b>174</b>	<b>45</b>	<b>487</b>	<b>16</b>	<b>349</b>	<b>12</b>	<b>567</b>	<b>13</b>	<b>2872</b>	<b>-</b>	<b>2730</b>	<b>-</b>	<b>2288</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>Total costs incl. imputed</b>	<b>750</b>	<b>350</b>	<b>874</b>	<b>310</b>	<b>914</b>	<b>234</b>	<b>4709</b>	<b>153</b>	<b>5251</b>	<b>183</b>	<b>4155</b>	<b>95</b>	<b>25389</b>	<b>-</b>	<b>13075</b>	<b>-</b>	<b>7521</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>Net margin over all costs</b>	<b>-172</b>	<b>-80</b>	<b>-19</b>	<b>-7</b>	<b>-95</b>	<b>-24</b>	<b>2627</b>	<b>85</b>	<b>1677</b>	<b>58</b>	<b>50</b>	<b>1</b>	<b>4370</b>	<b>-</b>	<b>-3140</b>	<b>-</b>	<b>93</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>Other related outputs (ORO)</b>																				
LFA and agri-environment	89	41	77	27	42	11	79	3	71	2	28	1	96	-	76	-	53	-	-	-
Organic Farming Support	5	3	0	0	0	0	0	0	0	0	0	0	0	-	0	-	0	-	-	-
By products and forage	34	16	21	8	52	13	26	1	32	1	98	2	34	-	20	-	50	-	-	-
Single Payment Scheme	198	92	201	71	201	51	215	7	142	5	209	5	178	-	186	-	208	-	-	-
<b>Total other related inputs</b>	<b>320</b>	<b>150</b>	<b>299</b>	<b>106</b>	<b>295</b>	<b>75</b>	<b>319</b>	<b>10</b>	<b>245</b>	<b>9</b>	<b>335</b>	<b>8</b>	<b>308</b>	<b>-</b>	<b>282</b>	<b>-</b>	<b>311</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>NM over all costs (inc. ORO)</b>	<b>148</b>	<b>69</b>	<b>281</b>	<b>100</b>	<b>199</b>	<b>51</b>	<b>2946</b>	<b>96</b>	<b>1921</b>	<b>67</b>	<b>385</b>	<b>9</b>	<b>4679</b>	<b>-</b>	<b>-2857</b>	<b>-</b>	<b>403</b>	<b>-</b>	<b>-</b>	<b>-</b>

## Appendix 3 Detailed Costs of Production Data

**Table A9.1 Costs of production - dairy, identical sample, 2010/11 & 2011/12 (p/litre)**

	Organic		Conventional	
	2010/11	2011/12	2010/11	2011/12
Sample size	41	41	71	71
Herd size - numbers	129	128	134	135
Herd size - LU	130	129	134	136
Total Grazing LU	200	199	217	220
Litres of milk produced per cow	5951	6138	7605	7641
Percentage Dairy LU to Total GLU	65	65	62	62
Farm size - effective hectares	149	152	133	133
Farm size - ESU	151	151	164	166
% of area used for forage/grazing	96	96	90	89
<b>Enterprise output (pence per litre)</b>				
Dairy - milk	30.0	31.6	25.1	27.8
- livestock purchases, sales and transfers	-1.2	-0.9	-1.6	-1.3
- net milk quota	0.0	0.0	0.0	0.0
- valuation change	0.2	-0.5	0.2	-0.3
<b>Total dairy output</b>	<b>29.0</b>	<b>30.2</b>	<b>23.7</b>	<b>26.3</b>
<b>Costs (pence per litre)</b>				
Concentrates	7.8	8.9	6.8	7.6
Purchased bulk feed (hay & straw)	0.4	0.6	0.3	0.2
Stock keep	0.2	0.3	0.1	0.1
Veterinary and medicines	0.8	0.9	0.9	1.0
Other livestock costs - dairy	2.9	3.0	1.9	2.1
Herd replacement	1.2	1.3	0.8	0.9
<b>Total variable costs</b>	<b>13.4</b>	<b>14.9</b>	<b>10.8</b>	<b>11.9</b>
Seeds	0.2	0.2	0.2	0.2
Fertilisers	0.1	0.1	0.8	0.9
Sprays	0.0	0.0	0.1	0.1
Other forage costs	0.1	0.1	0.1	0.1
<b>Total forage costs</b>	<b>0.5</b>	<b>0.5</b>	<b>1.3</b>	<b>1.3</b>
<b>Gross margin including forage costs</b>	<b>15.0</b>	<b>14.8</b>	<b>11.7</b>	<b>13.1</b>
Paid labour	2.9	2.8	1.8	1.8
Machinery - contract work	1.3	1.3	1.0	1.1
- repairs	0.9	0.8	0.6	0.6
- fuels	0.7	0.7	0.5	0.6
-depreciation	1.4	1.2	1.1	1.0
Buildings depreciation	0.5	0.6	0.5	0.4
General farm costs	1.0	0.9	0.7	0.7
Water	0.5	0.4	0.3	0.3
Electricity	0.5	0.5	0.4	0.4
Land expenses	0.5	0.6	0.4	0.5
Insurance	0.5	0.5	0.3	0.4
Rent	0.7	0.9	0.5	0.5
Interest payments	0.5	0.5	0.4	0.3
<b>Total fixed costs</b>	<b>11.8</b>	<b>11.6</b>	<b>8.3</b>	<b>8.5</b>
<b>Total actual costs</b>	<b>25.8</b>	<b>27.0</b>	<b>20.4</b>	<b>21.7</b>
<b>Net margin over actual costs</b>	<b>3.2</b>	<b>3.2</b>	<b>3.4</b>	<b>4.6</b>
<b>Imputed costs</b>				
Unpaid labour (farmer, spouse, other)	2.7	2.4	1.7	1.6
Imputed rent	1.2	1.3	1.0	1.0
Interest on tenant's capital (6% rate)	0.9	1.0	0.7	0.8
<b>Total imputed costs</b>	<b>4.8</b>	<b>4.7</b>	<b>3.5</b>	<b>3.4</b>
<b>Total costs (inc. imputed costs)</b>	<b>30.6</b>	<b>31.6</b>	<b>23.8</b>	<b>25.1</b>
<b>Net margin over all costs</b>	<b>-1.6</b>	<b>-1.4</b>	<b>-0.1</b>	<b>1.1</b>
<b>Other related outputs (ORO)</b>				
Agri-environment payments (exc OFS)	1.0	0.8	0.3	0.3
Organic Farming Scheme Payment	0.1	0.1	0.0	0.0
By products and forage	0.1	0.2	0.2	0.3
Single Payment Scheme	2.6	2.5	1.6	1.5
<b>Total other related outputs (ORO)</b>	<b>3.7</b>	<b>3.6</b>	<b>2.1</b>	<b>2.1</b>
<b>Net margin over all costs (inc. ORO)</b>	<b>2.1</b>	<b>2.2</b>	<b>2.0</b>	<b>3.2</b>

**Table A9.2 Costs of production - dairy, full sample, 2010/11 & 2011/12 (p/litre)**

	Organic		Conventional	
	2010/11	2011/12 Top 5	45	2011/12 145
Sample size	51	Top 5	45	145
Herd size - numbers	130	124	134	137
Herd size - LU	131	124	135	138
Total Grazing LU	203	201	205	216
Litres of milk produced per cow	6264	7612	6315	7397
Percentage Dairy LU to Total GLU	64	62	66	64
Farm size - effective hectares	158	112	152	130
Farm size - ESU	156	141	156	166
% of area used for forage/grazing	95	100	96	91
<b>Enterprise output (pence per litre)</b>				
Dairy - milk	30.3	32.6	31.8	27.9
- livestock purchases, sales and transfers	-1.2	-1.2	-1.1	-1.4
- net milk quota	-0.1	0.0	0.0	0.0
- valuation change	0.0	0.8	-0.4	-0.2
<b>Total dairy output</b>	<b>29.0</b>	<b>32.2</b>	<b>30.4</b>	<b>26.2</b>
<b>Costs (pence per litre)</b>				
Concentrates	8.1	9.3	9.1	7.6
Purchased bulk feed (hay & straw)	0.5	0.1	0.5	0.4
Stock keep	0.2	0.2	0.2	0.1
Veterinary and medicines	0.8	0.6	0.9	1.0
Other livestock costs - dairy	2.8	2.2	2.9	2.2
Herd replacement	1.1	0.9	1.2	0.9
<b>Total variable costs</b>	<b>13.5</b>	<b>13.3</b>	<b>14.8</b>	<b>12.1</b>
Seeds	0.2	0.2	0.2	0.2
Fertilisers	0.1	0.0	0.1	0.9
Sprays	0.0	0.0	0.0	0.1
Other forage costs	0.1	0.1	0.1	0.1
<b>Total forage costs</b>	<b>0.5</b>	<b>0.4</b>	<b>0.5</b>	<b>1.3</b>
<b>Gross margin including forage costs</b>	<b>15.1</b>	<b>18.5</b>	<b>15.1</b>	<b>12.9</b>
Paid labour	3.2	1.9	2.9	2.0
Machinery - contract work	1.4	1.5	1.3	1.1
- repairs	0.9	0.8	0.8	0.6
- fuels	0.7	0.6	0.7	0.6
-depreciation	1.3	1.5	1.2	1.0
Buildings depreciation	0.5	0.3	0.5	0.5
General farm costs	0.9	0.8	0.8	0.7
Water	0.4	0.5	0.4	0.3
Electricity	0.5	0.3	0.4	0.4
Land expenses	0.5	0.3	0.6	0.5
Insurance	0.4	0.5	0.5	0.4
Rent	0.8	0.8	0.9	0.6
Interest payments	0.4	0.2	0.5	0.4
<b>Total fixed costs</b>	<b>12.0</b>	<b>9.9</b>	<b>11.5</b>	<b>8.9</b>
<b>Total actual costs</b>	<b>25.9</b>	<b>23.6</b>	<b>26.7</b>	<b>22.2</b>
<b>Net margin over actual costs</b>	<b>3.1</b>	<b>8.6</b>	<b>3.6</b>	<b>4.0</b>
<b>Imputed costs</b>				
Unpaid labour (farmer, spouse, other)	2.3	2.3	2.2	1.8
Imputed rent	1.1	0.6	1.2	1.1
Interest on tenant's capital (6% rate)	0.9	1.4	1.0	0.8
<b>Total imputed costs</b>	<b>4.3</b>	<b>4.3</b>	<b>4.4</b>	<b>3.7</b>
<b>Total costs (inc. imputed costs)</b>	<b>30.2</b>	<b>28.0</b>	<b>31.1</b>	<b>25.9</b>
<b>Net margin over all costs</b>	<b>-1.2</b>	<b>4.2</b>	<b>-0.7</b>	<b>0.3</b>
<b>Other related outputs (ORO)</b>				
Agri-environment payments (exc OFS)	0.9	0.3	0.8	0.2
Organic Farming Scheme Payment	0.1	0.1	0.1	0.0
By products and forage	0.1	0.1	0.2	0.3
Single Payment Scheme	2.6	2.5	2.5	1.6
<b>Total other related outputs (ORO)</b>	<b>3.7</b>	<b>3.0</b>	<b>3.5</b>	<b>2.1</b>
<b>Net margin over all costs (inc. ORO)</b>	<b>2.5</b>	<b>7.2</b>	<b>2.8</b>	<b>2.4</b>

## Appendix 4 The farm classification system

For each farm in the survey, each hectare of crop area and each head of livestock are assessed in terms of Standard Gross Margins (SGMs). These SGMs are expressed in European Currency Units, with 1200 such units equivalent to 1 European Size Unit (ESU).

*Farm size* is measured for a particular farm by the number of ESUs registered in total, and this is thus a measure of the size of the farm business. It is a measure of the economic size of businesses in terms of the value they add to variable inputs and thus differs from physical measures, such as area, which take no account of the intensity of production. The survey is designed to cover farms of at least 8 ESU in size.

*Farm type* is determined for a particular farm by the proportion of the SGM total accounted for by each enterprise. Precise details of the typology are complex, but may be summarised as follows:

<i>Farm type</i>	<i>Characteristics</i>
Cereals	Farms on which cereals and other crops generally found in cereal rotations account for more than two thirds of their total SGM.
General cropping	Farms on which arable crops (including field scale vegetables) account for more than two thirds of their total SGM excluding farms classified as <i>cereals</i> .
Horticulture	Holdings on which fruit (including vineyards), hardy nursery stock, glasshouse flowers and vegetables, market garden scale vegetables, outdoor bulbs and flowers, and mushrooms account for more than two thirds of their total SGM.
Poultry	Farms where poultry account for over two thirds of total SGM.
Dairy	Farms where the dairy enterprise, including followers, accounts for over two thirds of the total SGM. A holding is classified as a Less Favoured Area (LFA) holding if 50% or more of its total area is in the LFA.
LFA Cattle and Sheep	Farms in the LFA on which cattle, sheep and other grazing livestock, other than dairy cattle account for over two thirds of total SGM. Includes holdings classified as Severely Disadvantaged Area (SDA) if land is 50% or more within the SDA, and Disadvantaged Area (DA), if land is more than 50% within the DA.
Lowland Cattle and Sheep	Farms outside the Less Favoured Areas on which grazing livestock, other than dairy cattle, account for over one-third, commonly over two-thirds, of total SGM, and form the largest enterprise group, or farms on which grazing livestock (except dairy cattle) and field crops each account for over one-third but less than two-thirds of total SGM.
Mixed	Includes mixed pig and poultry farms as well as farms with a mixture of crops and livestock, not classified elsewhere due to their mixed status.

## Appendix 5 Definition of terms and abbreviations

### Breeding Livestock Appreciation (BLSA)

BLSA is that element of Net Farm Income resulting from changes in breeding livestock prices between the opening and closing valuations. It is calculated by multiplying for each category of breeding livestock the change in the opening and closing valuations by the average number of livestock in that category during the year.

### Cash Income

Cash income is based on actual receipts and actual expenditure. It represents the difference between receipts and expenditure on current account, before depreciation charges and investment spending.

### Effective Hectares (Eff. ha)

The effective hectares constitutes the total farm area minus the area occupied by roads, woodland, wasteland and buildings, and with rough grazing expressed in terms of their pasture equivalent. E.g. on a particular farm, 20 hectares of rough grazing in terms of its capacity to carry stock may be worth 4 hectares of permanent pasture - it is therefore regarded as being 4 effective hectares. A notional area is also estimated for the use made of any common grazing.

### Enterprise Output

Enterprise output is all returns from an enterprise, plus the market value of any of its products transferred out to another enterprise, plus the market value of any production from the enterprise given to workers or consumed on the farm. In the case of livestock enterprises, the value of purchased livestock and the market value of livestock transferred in from another enterprise are deducted. All totals are adjusted for changes in valuation. Milk output includes quota transactions and any super-levies paid, have been deducted.

### General Farming Costs

General farming costs include electricity, water and telephone charges, licences, insurances, subscriptions, professional charges, etc.

### Farm Business Income

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) plus profit/loss on sale of assets minus costs (C), where: TFO is defined as the sum of output from: crop enterprises, adjustment for disposal of previous crops, livestock enterprises, separable non-agricultural diversification, single farm payment, agri-environmental payments, other grants and subsidies, miscellaneous receipts; C is defined as variable costs plus fixed costs.

### Livestock Units (LU) and Grazing Livestock Units (GLU)

Livestock numbers are converted to livestock units, which are based on estimated energy requirements, in order to calculate the total stocking of grazing livestock on the farm. The following conversion factors are used:

Dairy cow	1.00	Hill ewe	0.06
Beef/hill cow	0.75	Upland ewe	0.08
Beef/dairy bull	0.65	Lowland ewe	0.11
Beef/dairy heifer	0.80	Ram	0.08
Other cattle – 2 years old and over	0.80	Ewe lamb	0.08
- 1 to 2 years old	0.65	Other sheep 1 year old and over	0.08
- under 1 year old	0.34	Store lamb under 1 yr.	0.04



**Margin over concentrates**

Margin over concentrates is the difference between milk sales and the value of purchased and home grown concentrates used for the dairy herd.

**Miscellaneous Output**

Miscellaneous output includes contract work, farm cottage rents, benefit value of farmhouses, and profit on resale of purchased agricultural produce.

**Net Farm Income (NFI)**

NFI is total farm enterprise output less total inputs (excluding the value of the labour of the farmer and spouse). It is calculated as if all farms are tenanted, and represents the return to the farmer and spouse for their labour and management, and on the tenant-type capital of the business.

**Net Worth**

Net worth is the difference between total assets and total liabilities and represents the value of assets available to the business, all other claims against these assets having been met.

**Occupier's Net Income**

Occupier's net income is based on actual tenure and indebtedness. It represents the return to the farmer and spouse for their labour, management and investment in the farm business.

**Other Crop Costs**

Other crop costs include crop protection chemicals and other costs incurred specifically for crop enterprises and forage.

**Other Livestock Costs**

Other livestock costs include purchased bedding materials, and other costs incurred specifically for livestock enterprises.

**Owner Equity**

Owner equity is net worth expressed as a percentage of total assets.

**Rental Value**

For owner-occupied farms, a rental value is imputed to make it possible to compare results with farms on which rents have to be paid.

**Return on All Capital**

Return on all capital is management and investment income plus rental value expressed as a percentage of total capital.

**Return on Tenant's Capital**

Return on tenant's capital is management and investment income expressed as a percentage of total tenant's capital.

**Tenant's Capital**

Tenant's capital is the value of livestock, machinery, crops (including cultivations) and stores. In the tables, it is expressed as the average of the opening and closing valuations for these items.

**Utilisable Agricultural Area**

UAA is the land area that is actually farmed by the farmer excluding areas such as roads, farm yards, buildings woodlands, water or unused rough grazing.

**Abbreviations used throughout text include:**

ALU – Annual Labour Units

CCF – Comparable Conventional Farms

ESU – Economic Size Unit

FBI – Farm Business Income

FBS – Farm Business Survey

GM – Gross Margin

LFA – Less Favoured Area

LU – Livestock Unit

MII – Management and Investment Income

NM – Net Margin

NFI – Net Farm Income

OFS – Organic Farming Scheme

SFP – Single Farm Payment

SGM – Standard Gross Margins

UAA – Utilisable Agricultural Area

## **Appendix 6 Numbers of farms to be sampled/recruited by type and region**

The recruitment targets set in 2006/07 were based on an analysis of registered organic businesses in 2005, classified by farm type and GOR (government office region), and have been maintained into 2011/12. The guideline target samples try to ensure that the population distribution is reflected. To increase the useable data, new businesses recruited should have more than 70% fully organic land.

For England from 2006/07, it was agreed with Defra that guidelines for a minimum of 140 farms (70 in the main FBS and 70 from the supplementary data collection covered by this project) should provide for a minimum of 6 in each type category (see table), except:

- a) In the case of the LFA (DA & SDA) cattle and sheep categories, as these can be combined with each other and with Welsh data to achieve the 5 minimum.
- b) Horticulture, where the priority should be to achieve a minimum of 6 for each of 'small-scale market garden' and 'larger scale field vegetables' within the other horticulture category. If recruitment enables the specialist glass and fruit categories to be increased to 5 or 6, that would be welcome, but was not a requirement.
- c) Specialist horses and pigs, where the organic population is too small.

For Wales, the recruitment priorities identified, taking account of the existing samples, are:

- a) Improve balance between LFA and lowland dairy if any lowland dairy farms drop out
- b) Recruit horticultural businesses if any cropping or mixed farms drop out
- c) Maintain current lowland cattle and sheep numbers
- d) Focus on recruiting LFA (DA) cattle & sheep businesses.
- e) Within the SDA groups, cattle and sheep businesses are over-represented, and specialist sheep are underrepresented, so if any drop out of the former, they could be replaced by the latter if possible.

**Table A10 Distribution of 2005/06 organic holdings in England and Wales by type and region and recruitment targets for 2006/07**

FBSGor	Cereals	Dairy (LFA)	Dairy (Lowland)	General Cropping	Grazing Livestock (DA)	Grazing Livestock (Lowland)	Mixed	Other Cattle & Sheep (SDA)	Other Horticulture	Specialist Fruit	Specialist Glass	Specialist HNS	Specialist Horses	Specialist Pigs	Specialist Poultry	Specialist Sheep (SDA)	Grand Total England	Guideline target	Current FBS (2005/6)	To recruit
EAST	44		6	53		10	8		11	8	10	2	1	2	4		159	11	13	-2
EM	32	5	18	33	6	17	20	2	6	1	3	1			8		152	11	9	2
NE&YH	29	7	15	30	6	10	28	13	11		2	1	2		3	20	177	13	12	1
NW	5	8	40	7	1	18	12	16	5	1	6	1	3		3	7	133	10	6	4
SE&LON	59		21	27		58	47		17	17	11		4		9		270	20	10	10
SW	75	12	175	44	12	196	147	12	40	15	19	3	15	2	11	3	781	57	19	38
WM	27	8	52	33	4	42	34	8	17	11	4		3		4	1	248	18	2	16
<b>Grand Total England</b>	<b>271</b>	<b>40</b>	<b>327</b>	<b>227</b>	<b>29</b>	<b>351</b>	<b>296</b>	<b>51</b>	<b>107</b>	<b>53</b>	<b>55</b>	<b>8</b>	<b>28</b>	<b>4</b>	<b>42</b>	<b>31</b>	<b>1920</b>	<b>140</b>	<b>71</b>	<b>70</b>
Guideline target (min 6)	20	6	24	16	3	25	22	4	16	0	0	0	0	0	6	3	145	-5		
Wales guideline target		5	3	1	9	5	2	7	2							6		40	30	10
<b>Total guideline target</b>	<b>20</b>	<b>11</b>	<b>27</b>	<b>17</b>	<b>12</b>	<b>30</b>	<b>24</b>	<b>11</b>	<b>18</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>6</b>	<b>9</b>	<b>180</b>			
Current FBS (2005/6) Eng	10	3	15	6	2	7	11	5	2	1	3	0	0	1	3	2	71			
To recruit England	10	3	9	10	1	18	11	0		10			0	0	3	1	70			
Current FBS Wales	0	2	5	1	2	5	4	8	0	0	0	0	0	0	0	3	30			
To recruit Wales	0	1		0	6	1	0	2	(2 if other cropping farms drop out)			0	0	0	see other	10				

## Appendix 7 Organic and conventional farm comparisons

A key aspect of this research work was to derive a cluster of similar conventional farms for each organic farm to provide comparison data. By generating comparison farm data, it is possible to determine and understand further the economic performance of organic farms, their relative competitiveness and the impact of policy on them in relation to conventional farms.

### 5.1.1 Background

Issues relating to comparing results from organic and conventional farms have been discussed by Lampkin and Padel (1994)<sup>5</sup> and Offermann and Nieberg (2000).<sup>6</sup>

The conventional farms selected need to be ‘comparable’. The objective is to isolate the effect of the farming system on profits, so the choice of characteristics for comparison must be restricted to ‘non-system determined’ factors, i.e. location (climate, topography, soil, and market distance), size and tenure. The use of clusters of similar conventional farms to compare with each organic farm has the advantage over paired farm comparisons in that specific circumstances of individual conventional farms do not distort the comparison. The average for a group of organic farms can then be compared with the average for the group of matched clusters with greater confidence when the farm size, type and location characteristics of the organic and conventional groups are similar.

The idea of using clusters of conventional farms for comparisons has been carried out before (Fowler et al., 1999)<sup>7</sup>, using a hierarchical cluster analysis technique on the basis of Euclidean squared difference; however, the method of clustering has been changed in this study.

### 5.1.2 Conventional farm selection

For each organic farm recorded, the aim was to generate a cluster of at least three comparable conventional farms (CCF) from the Farm Business Survey database (Defra, 2007)<sup>8</sup>. The emphasis for selection of comparable conventional farms for this study was to focus on resource endowment identifiers/variables. The resource endowment of the business is normally independent of the organic or conventional management, and is a reflection of the resources with which the farm manager can run the farm business.

The main identifiers required to be identical for determining resource endowment include:

- Region (FBS province) - assists with selecting farms with similar production conditions (i.e. location, market distance, institutional and policy frameworks);
- Less Favoured Area and Non- Less Favoured Area status (See Table A9);
- Altitude (See Table A10);
- Main farm type, which is more descriptive typing than robust type (see Table A11).

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<sup>5</sup> Lampkin, NH and S Padel (1994) *Economics of Organic Farming – an international perspective*. CAB International, Wallingford.

<sup>6</sup> Offermann, F. and Nieberg, H. (2000) *Economic performance of organic farms in Europe*. Organic farming in Europe: Economics and Policy. Vol. 5. University of Hohenheim, Germany.

<sup>7</sup> Fowler, S.; Lampkin, N. H. and Midmore, P. (2000) *Organic Farming Incomes in England and Wales 1995/96-1997/98*. Report to MAFF. Institute of Rural Studies, University of Wales, Aberystwyth.

<sup>8</sup> Department for Environment, Food and Rural Affairs (Farm Business Division). *Farm Business Survey Data, 2005/06* [Computer File]. Colchester, Essex: The Data Archive [Distributor] 4<sup>th</sup> December 2007.

**Table A11 Recoding of LFA codes to simplify the clustering procedure**

Less Favoured Area Codes		LFA types
All land outside LFA	1	<b>1</b>
All land inside severely disadvantaged area (SDA)	2	<b>2</b>
All land inside disadvantaged area (DA)	3	
50%+ in LFA of which 50%+ in SDA	4	<b>3</b>
50%+ in LFA of which 50%+ in DA	5	
<50%+ in LFA of which 50%+ in SDA	6	<b>4</b>
<50%+ in LFA of which 50%+ in DA	7	

**Table A12 Altitude codes for farms in the FBS/FADN system**

Altitude Description	Code
Most of business below 300m	1
Most of business at 300m to 600m	2
Most of business at 600m or above	3

**Table A13 Main type and robust types used in the FBS/FADN system**

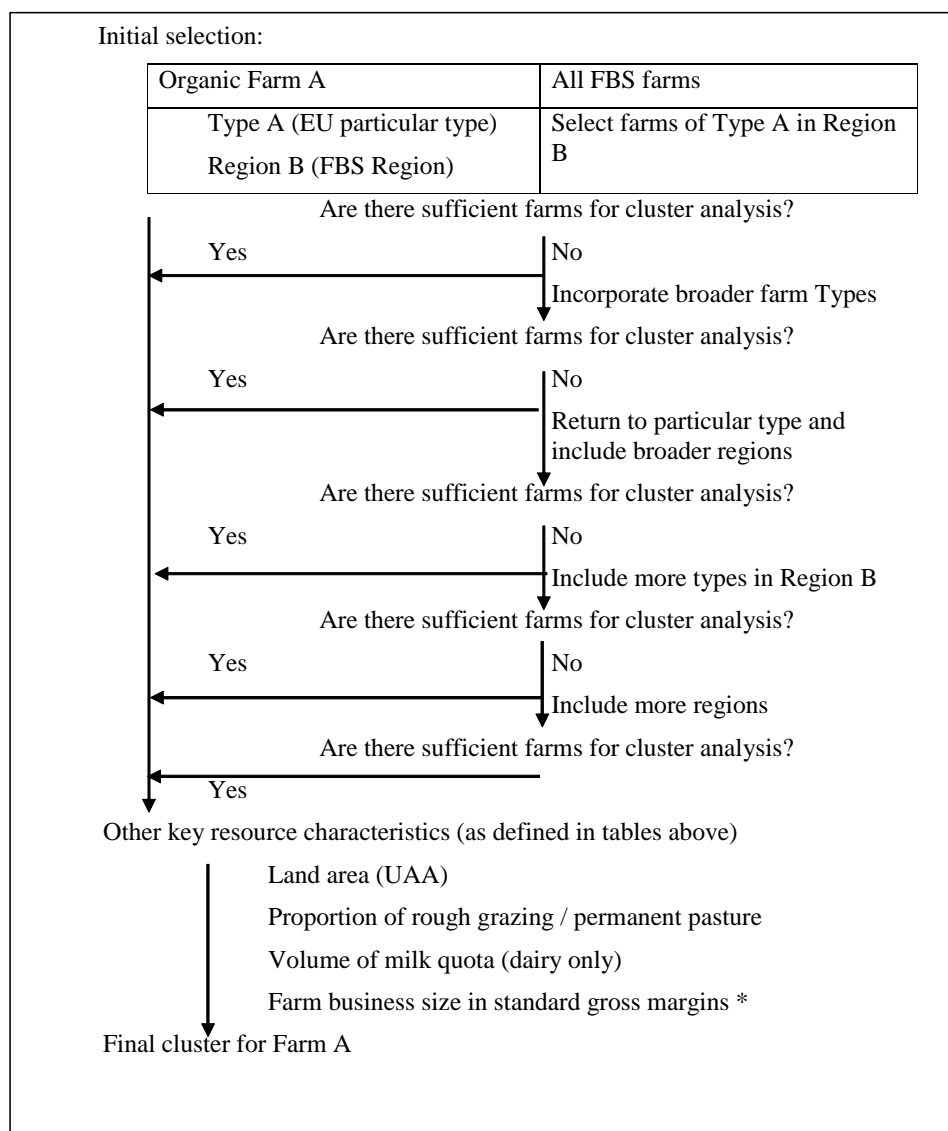
Farming Description	Main type	Robust type
Cereals	1	Cropping
General cropping	2	
Specialist fruit	3	Horticulture
Specialist glass	4	
Specialist hardy nursery stock	5	
Other horticulture	6	
Specialist pigs	7	Pigs and poultry
Specialist poultry	8	
Dairy (LFA)	9	Dairy
Dairy (lowland)	10	
Specialist sheep (SDA)	11	LFA cattle and sheep
Specialist beef (SDA)	12	
Mixed cattle & sheep (SDA)	13	
Cattle & sheep (DA)	14	
Cattle & sheep (lowland)	15	Lowland cattle and sheep
Cropping and dairy	16	Mixed
Cropping, cattle & sheep	17	
Cropping, pigs & poultry	18	
Cropping & mixed livestock	19	
Mixed livestock	20	

To prevent limiting the number of CCFs unduly, the above variables were reassigned different codes to allow some flexibility in deriving the comparison farm data.

To identify comparable farm data with similar resource endowment, pre-defined ranges were used for land (UAA), milk quota ownership (dairy farms only), proportion of permanent pasture and rough grazing land, and the farm business size in standard gross margins (ESU) per farm. The range was defined by a percentage deviation from the value of the respective organic farm (e.g. +/- 20%) and/or an absolute value to prevent organic farms with small values being lost from the sample. Overall, the combination of variables for deriving farm clusters can be taken as a reasonable guide to identifying comparable resource endowment.

For all farm types, a standard procedure was undertaken to determine the comparable data selection per organic farm. However, it was not possible to achieve a reasonable number of CCFs in 33% of cases. Therefore, a hierarchical clustering approach was used, by adding farms of the same type from adjacent regions and on occasion increasing the pre-defined ranges per farm type (See Box 1 and Table A13).

**Box 1 Conventional farm selection procedure**



Farm business size, as measured by standard gross margins, is a measure of the potential economic activity of the particular mix and size of enterprises on the farm.

**Table A14 Summary table to show the procedure used per farm type and the CCF results achieved (2011/12 farms)**

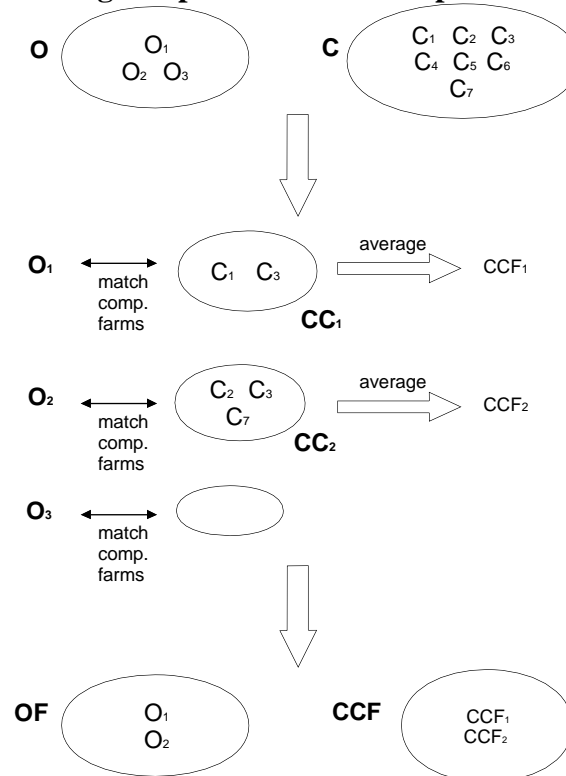
Farm type	Cereals	Gen. Crop	Hort.	Dairy All	Cattle and sheep LFA	Lowland	Mixed	Total
Total organic farms	<b>23</b>	<b>12</b>	<b>16</b>	<b>49</b>	<b>55</b>	<b>41</b>	<b>15</b>	<b>211*</b>
<b>Baseline clustering criteria</b>								
LFA status/altitude	identical	identical	identical	identical	identical	identical	identical	
Main type	identical	identical	identical	identical	identical	identical	identical	
Region	identical	identical	identical	identical	identical	identical	identical	
Utilisable agricultural area [UAA] (+/- %)	30	30	30	30	30	30	30	
Quota owned (+/- %)	n/a	n/a	n/a	30	n/a	n/a	30	
Permanent Pasture [PP] (+/- %)	30	30	30	n/a	30	30	30	
Rough Grazing [RG] (+/- %)	30	30	30	n/a	30	30	30	
Economic Size Units [ESU] (+/- %)	30	30	30	30	30	30	30	
No. of farms for which baseline cluster obtained (min 3 farms)	15	0	0	27	21	19	2	<b>84</b>
(as a percent)	<b>65%</b>	<b>0%</b>	<b>0%</b>	<b>55%</b>	<b>38%</b>	<b>46%</b>	<b>13%</b>	<b>40%</b>
Modifications required to achieve clusters for remaining farms								
Main type (incorporate broader farm type definition)	0	2	5	0	8	0	0	<b>7%</b>
Regional (broader selection)	2	1	1	10	5	6	5	<b>14%</b>
Main type and regional (broader selection)	1	4	0	2	5	4	1	<b>8%</b>
Regional/main type and UAA/ESU/RG/PP (broader selection)	4	0	4	8	6	4	3	<b>14%</b>
LFA/altitude (non-identical criteria)	0	1	1	0	0	0	2	<b>2%</b>
Combination of above	1	0	5	2	8	7	2	<b>12%</b>
Not clustered	0	0	0	0	2	1	0	<b>1%</b>
<b>Resulting final cluster statistics</b>								
Average number of farms in cluster per organic farm	11.04	5.67	4.56	5.73	6.49	4.95	5.20	<b>6.2</b>
No. of organic farms with 5 or more farms (CCF) per cluster	16	6	7	26	27	18	7	<b>107</b>
% of organic farms with 5 or more farms (CCF) per cluster	<b>70%</b>	<b>50%</b>	<b>44%</b>	<b>53%</b>	<b>51%</b>	<b>45%</b>	<b>47%</b>	<b>51%</b>
Range of CCF per organic farm per farm type: Minimum	3	3	3	3	3	3	3	<b>3</b>
Maximum	33	15	7	15	31	11	14	<b>18</b>

\*=Additionally, there were 2 "poultry" farms and 4 "other" typology farms in the dataset



Once the comparable conventional farm data were identified from the main Farm Business Survey database (sample C in Box 2) and for the organic farms (sample O), the comparable conventional farm data for each cluster ( $CC_n$ ) were averaged. This effectively creates a single ('artificial') comparable conventional farm  $CCF_n$  for each organic farm ( $O_n$ ). Note that farms from sample C could be used more than once (in different clusters). All organic farms with no comparable data were removed from sample O, leaving set OF as the subset of sample O with matching clusters, and CCF as the set of averages for each cluster of non organic businesses drawn from sample C. The robust type comparative analysis presented in this report is based on average values for businesses matching the robust type criteria drawn from OF, compared with average values for their corresponding clusters drawn from CCF.

### Box 2. Procedure for determining comparable farm data per farm type



Source: Offermann, 2004.<sup>9</sup>

#### 5.1.3 Interpretation of results

As discussed earlier, the farms have been classified by Standard Gross Margins (SGMs), a typology system originally devised for conventional agricultural systems (see Appendix 2) and therefore not entirely appropriate for organic farms. Further, because of the systematic differences in structure on organic farms, clustering conventional farms is still only an approximate guide to the possible performance of organic farms if they were managed conventionally or vice versa.

The sample size for the comparison clusters is sufficiently large for a degree of confidence in the average value; however, there is still a possibility for outliers (especially larger farms) to have some disproportionate influence on the average.

<sup>9</sup> Offermann, F. (2004) Selection of comparable conventional farms: Some considerations for a general guideline. Unpublished project guidelines, Further Development of European Organic Farming Policy Project ([www.irs.aber.ac.uk/euceeofp](http://www.irs.aber.ac.uk/euceeofp)).