

ORGANIC FARM INCOMES IN ENGLAND AND WALES 2008/09

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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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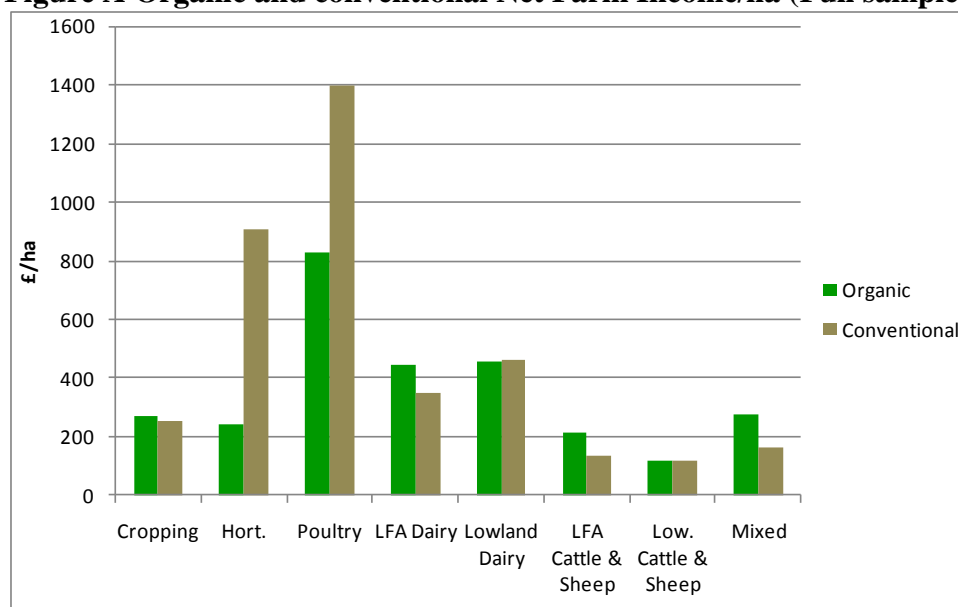
Executive Summary

This report presents results of research on the financial performance of organic farms in 2007/08 and 2008/09, carried out for the Department for Environment, Food and Rural Affairs (Defra). This research concludes 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)¹.

Analysis of the Defra Data Archive for 2008/09 found a total of 241 businesses with some organic land, and of these holdings, 188 met the criterion for inclusion within this study by having greater than 70% fully organic land. In total, data from 180 organic farms were utilised in the analysis, clustered to a total of 767 comparable conventional holdings. It was not possible to identify comparable conventional businesses for seven organic farms, and one farm was excluded for technical reasons, though the gross margin results from seven of these businesses could be utilised.

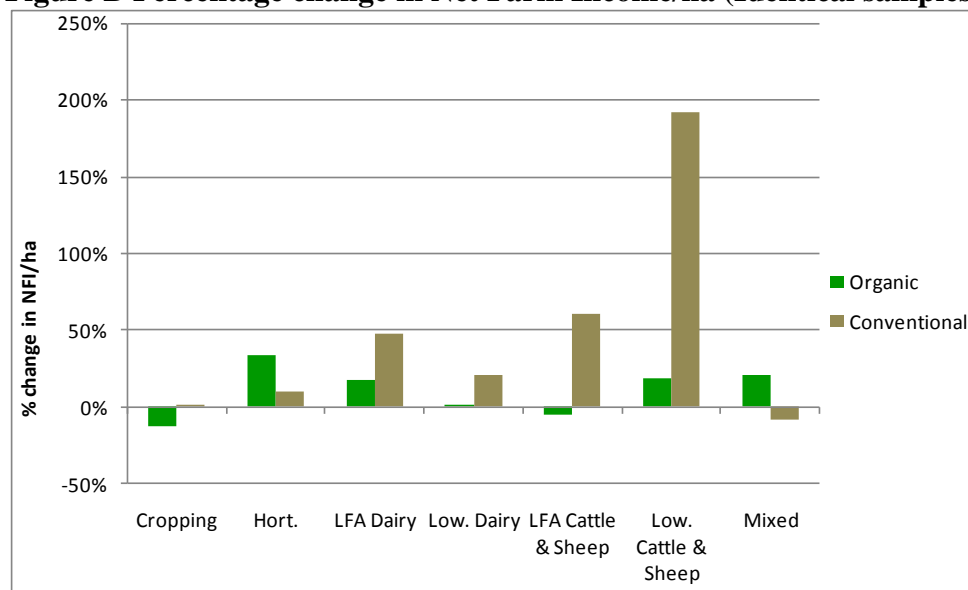
The **full sample** analysis utilises data from 180 organic farms to provide a comparison of organic and comparable conventional farm income data in 2008/09, (with the 2007/08 sample provided for a non-identical comparison). Figure A below indicates that, for the full sample, for most farm types, Net Farm Incomes (NFI) remained at or above the level of conventional farms in 2008/09. Organic LFA livestock and mixed farms were considerably more profitable than their conventional comparisons. However, the organic horticulture and poultry farm types did not perform as well as conventional, mainly as a result of the specialisation/intensity of the comparable conventional systems, but the small organic sample size may also have affected the results.

Figure A Organic and conventional Net Farm Income/ha (Full samples, 2008/09)



The data are also analysed as an **identical sample** that compares the performance for an identical sample of organic and comparable conventional farms in each of the two years 2007/08 and 2008/09. This comparison is shown in Figure B (opposite), which highlights that most organic farm type NFIs were similar to the previous year, but there were some large gains for comparable conventional farms. Within the organic sector, horticulture, lowland cattle and sheep, mixed and LFA dairy farms all showed an improvement in NFI, whilst organic cropping and LFA cattle and sheep NFI declined marginally. Both organic and conventional sectors saw input costs rise in 2008/09, whilst within the conventional sector livestock farms showed considerable improvement in profitability, reflecting gains in conventional livestock and milk prices during the year.

¹ Previous reports can be found at: https://statistics.defra.gov.uk/esg/index/list.asp?i_id=130

Figure B Percentage change in Net Farm Income/ha (Identical samples, 2007/08 and 2008/09)

In summary, Table A shows NFI per farm and per hectare for full and identical samples in 2007/08 and 2008/09. It highlights that the main organic farm types studied over the two year period covered by this report remain financially competitive with comparable conventional businesses; their income not diverging significantly from that of conventional farms. The only exceptions appear to be organic poultry and horticulture that were outperformed by their conventional counterparts, in part due to the intensification and reliance on external inputs of the conventional holdings, but the small sample sizes mean results should be treated with caution.

Table A Summary of Net Farm Incomes (£/farm and £/ha) by farm type, 2007/08 and 2008/09

	NFI £/farm (exc. BLSA)				NFI £/ha (exc. BLSA)			
	Identical sample		Full sample		Identical sample		Full sample	
	2007/08	2008/09	2007/08	2008/09	2007/08	2008/09	2007/08	2008/09
Cropping								
Organic	44187	38806	47183	61476	206	179	241	270
Comparable conventional	44511	43591	35675	51974	223	223	199	251
Horticulture								
Organic	-3837	-2551	50625	4948	-249	-165	2662	244
Comparable conventional	18387	19780	41336	17436	1207	1327	2261	905
Poultry								
Organic	-	-	20534	39920	-	-	607	829
Comparable conventional	-	-	33742	56599	-	-	1293	1398
LFA dairy								
Organic	47333	55628	33129	41577	413	485	380	446
Comparable conventional	26251	38690	18675	30933	249	367	231	351
Lowland dairy								
Organic	50109	51444	63955	57553	405	413	510	459
Comparable conventional	41191	50617	45739	53228	384	463	401	459
LFA cattle and sheep								
Organic	33194	31663	33727	30780	230	219	238	215
Comparable conventional	11357	18184	11730	17158	89	143	88	136
Lowland cattle and sheep								
Organic	9799	11569	12307	13342	99	118	115	118
Comparable conventional	2409	7024	3220	11715	26	77	34	115
Mixed								
Organic	48444	59280	41649	48419	236	285	265	273
Comparable conventional	27761	26042	19563	24822	151	139	132	165

BLSA = Breeding livestock appreciation (see Appendix 3)

Introduction

This Defra funded project, is the final report of Project OF0373, and continues the series of reports on organic farm incomes started with the 1995/96-1998/99 period under MAFF project OF0190 and continued from 1999/00-2004/05 under Defra Project OF0189².

The aim of this report is to show the financial performance of organic farms, differentiated by farm type for 2008/09 including comparisons with similar conventional farms and with 2007/08 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.

The project's specific objectives include:

- Collection of farm accountancy data from 70 organic farms in England and 10 in Wales in the 2006/07 to 2008/09 financial years using a new approach which is fully integrated with the English and Welsh Farm Business Surveys. (This replaces the previous direct collection of data across England by Aberystwyth University and has enabled an increase in the number of farmers included as well as better regional and farm type representation).
- Analysis of the data collected in combination with data for approximately 100 organic businesses already available from the main Farm Business Surveys to produce an annual report on organic farming costs, incomes and margins.

This report includes a section on methodology (see Appendix 5), 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. Detailed gross and net margins are included for livestock and cropping enterprises, as are benchmark costs of production per kg or tonne for arable, milk, beef and lamb. The detailed whole-farm results can be found in Appendix 1.

² Previous reports can be found at: https://statistics.defra.gov.uk/esg/index/list.asp?i_id=130

1. Methods

In this report, financial and physical farm data are shown for the 2007/08 and 2008/09 financial years. The report includes an analysis of organic farms including comparisons with similar conventional farms and between year comparisons, presented as a full and identical sample.

The full samples include all data available for organic holds with over 70% fully organic land within the Defra dataset, collected through the Farm Business Survey (FBS), and compares the performance of organic farms with clustered comparable conventional farms (see below for a fuller explanation). The identical samples include data from identical samples of organic and comparable conventional farms, compared over two years to highlight between year changes, such as output or input cost changes within each sector. Occasionally the two datasets 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 2008/09, 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 farm groups that are present in both the 2007/08 and 2008/09 datasets. It was not possible to produce an identical poultry sample due to a limited sample size, therefore data for the full samples in 2007/08 and 2008/09 are presented, but comparisons should be treated with caution due to changes in the sample composition between years.

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 guidelines³. 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. Smaller farm samples should be treated more cautiously as there is a possibility for outliers (especially larger farms) to have a significant influence on the average results (these effects can be seen within the full horticulture sample).

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 an appropriate 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); milk quota held (where applicable) and farm business size. The cluster 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.

This report includes the newer Farm Business Income (FBI) measure adopted by Defra and the Welsh Assembly Government. This 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. 2008/09 FBI data now also includes “directors remuneration”, which is shown as a capital withdrawal from the business, though this affects very few farms.

³ See <https://statistics.defra.gov.uk/esg/publications/fab/2008/excel.htm> for further information on the farm accounting system employed in England and Wales by Defra Economics Division.

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 as well as regional basis, in addition to a two year identical sample, presented for the first time in this report. Cattle and sheep gross margins are shown for lowland and LFA farm types. For arable crops, costs of production per tonne are also shown. Crops covered include winter and spring wheat, spring barley, spring oats, and beans for stock feed. Where available, 2007/08 organic and conventional gross margin data are shown alongside the 2008/09 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 arable crops (alongside net margin results), organic milk, suckler store, finishing beef and lamb production enterprises. It was possible to derive costs of production for milk from the full FBS sample, in addition to costs of production for milk, beef and lamb from the Welsh Farm Business Survey, including comparisons with results from conventional farms in Wales. The results for the beef and lamb enterprises continue to show the importance of support payments in making these enterprises viable for both organic and conventional producers.

As in the 2007/08 report, data 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. Standard Farm Business Survey methodology⁴ was used. It should be noted that in the 2008/09 FBS year a methodological change led to the introduction of a different allocation and apportionment model than had previously been used for determining the notional fixed costs attributable to agriculture, diversified enterprises, single payment scheme and agri-environment scheme. Hence, the fixed costs notionally attributable to agriculture, and hence to individual agricultural enterprises (e.g. dairy, wheat etc) cannot be compared directly with those from 2007/08 due to this methodological change. Readers can access full details of this methodological change at: https://statistics.defra.gov.uk/esg/asd/fbs/sub/fbs_comm.htm.

Financial results have been obtained from businesses in England and Wales with account years ending between December and April. 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 the Aberystwyth University team for analysis.

The sample of ca. 100 wholly or partly organic businesses occurring by chance within the English and Welsh Farm Business Surveys was extended by 80 businesses to better reflect the regional and farm type distribution of organic farms in England and Wales 2005/06 (see recruitment guidelines in Annex 4), and to enable minimum sample sizes of 15 to be achieved for key robust farm types and at least 5 for specific main types. The 2008/09 sample shows a further increase in the number of existing Farm Business Survey participating farms converting to organic, enhancing the organic sample size further, and for the first time it has been possible to carry out a poultry sector analysis, though albeit still a small sample.

The analysis within this report is focused on businesses having at least 70% organic land status in 2008/09. Of the total 241 businesses with some organic land identified in the Defra Data Archive, 188 met the >70% fully organic land criterion (Table 1). Of the 188 >70% organic holdings, it was not possible to identify comparable conventional businesses for 7, and 1 was excluded for technical reasons (e.g. dispersal of dairy herd mid-year). However, the gross margin results from 7 of these 8 businesses could be utilised.

⁴ See <http://statistics.Defra.gov.uk/esg/publications/fab/2007/excel.asp> for further information on the farm accounting system employed in England and Wales by Defra Economics Division.

Table 1 Distribution of useable surveyed organic farms by type and region, 2008/09

<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
Cropping	25	1	1 (0)	0 (0)	3 (0)	2 (0)	2 (1)	6 (0)	3 (0)	8 (0)	0 (0)
Horticulture	7	1	0 (0)	1 (0)	0 (0)	0 (0)	1 (0)	3 (0)	1 (1)	1 (0)	0 (0)
Pigs & poultry	6	0	0 (0)	0 (0)	1 (0)	1 (0)	1 (0)	0 (0)	0 (0)	3 (0)	0 (0)
Dairy (LFA)	7	0	0 (0)	2 (0)	1 (0)	0 (0)	1 (0)	0 (0)	0 (0)	0 (0)	3 (0)
Dairy (low)	44	0	0 (0)	3 (0)	2 (0)	4 (0)	6 (0)	0 (0)	3 (0)	22 (0)	4 (0)
Cattle/sheep (lowland)	39	2	5 (0)	4 (0)	1 (0)	1 (2)	1 (0)	0 (0)	0 (0)	5 (0)	22 (0)
Cattle/sheep (LFA)	33	0	1 (0)	0 (0)	0 (0)	3 (0)	2 (0)	2 (0)	5 (0)	16 (0)	4 (0)
Mixed	19	3	3 (1)	0 (0)	0 (0)	4 (0)	3 (0)	0 (1)	1 (0)	5 (1)	3 (0)
Total	180	7	10 (0)	10 (0)	8 (0)	15 (0)	17 (0)	11 (0)	13 (0)	60 (0)	36 (0)

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

See Appendix 4 for distribution of organic farm population in 2008/09 and recruitment targets

Figures in parentheses indicate businesses that clustering was not possible and those excluded for technical reasons.

Table 2 Distribution of useable surveyed organic farms by type and size (European Size Units) for the identical and full farm samples, 2008/09

<i>Farm type</i>	<i>Identical sample</i>							Total		
	<i>ESU code</i>	8 - < 8	16 - < 16	28 - < 28	40 - < 40	60 - < 60	100 - < 100			
Cereals and general cropping				1	7	3	4	3	18	
Horticulture				1	1	2	1		5	
Pigs and poultry									0	
Dairy (LFA)						2	3		5	
Dairy (lowland)				1	2	8	17	3	31	
Cattle and sheep - LFA			3	15	9	6	3	1	37	
Cattle and sheep - lowland	1	11	7	5		2			26	
Mixed			3	3	2		4		12	
Total		1	14	25	20	18	20	30	6	134

<i>Farm type</i>	<i>Full sample</i>							Total		
	<i>ESU code</i>	8 - < 8	15 - < 15	28 - < 28	40 - < 40	60 - < 60	100 - < 100			
Cereals and general cropping			1	2	7	3	7	5	25	
Horticulture				1	1	2	2	1	7	
Pigs and poultry				1	2	2		1	6	
Dairy (LFA)				1	1	2	3		7	
Dairy (lowland)				1	3	9	24	7	44	
Cattle and sheep - LFA			4	15	10	6	3	1	39	
Cattle and sheep - lowland	1	11	9	5	3	4			33	
Mixed			3	6	2	2	5	1	19	
Total		1	15	28	27	25	27	42	15	180

All farms were classified by 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)⁵. (See Appendix 2 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 farms due to differences in gross margin values, but there is currently no alternative classification system available that reflects organic gross margins better and it is considered that the resulting classification errors are likely to be small. The distribution of the businesses by size (ESU) and type is shown in Table 2 (opposite).

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. In some cases, robust types (e.g. types 1 (specialist cereals) and 2 (general cropping)) have been merged to achieve this. Where results are presented for groups of less than 15, the results should be treated with some caution.

The 2008/09 report continues to utilise the new software process that was employed to carry out the 2007/08 data analysis, ensuring full comparability between years. To improve between year comparisons in the whole-farm datasets, the data samples are also presented as a continuous (identical) sample for most farm types. It has not been possible to achieve this for the poultry farm type, but overall, the sampled farms have not changed significantly from the 2007/08 sample.

For the whole-farm results presented in Section 3 and in Appendix 1, data for comparable conventional businesses has been obtained using a clustering procedure to identify a group of similar conventional businesses for each individual organic business. 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. The method used is described in more detail in Appendix 5.

The identical sample farm clusters show identical organic and conventional clustered farm groups for both 2007/08 and 2008/09, allowing greater analysis between years, though sample sizes are generally smaller than within full samples due to the exclusion of farms not occurring in the dataset for both years. The full sample comparisons represent the full set of clusterable organic data available for both 2007/08 and 2008/09, presented with the average of the comparable conventional farm clusters.

This report also includes conventional data for comparison (where possible), for both gross and net margins, and costs of production data. It has also been possible to produce a two year identical organic and conventional sample for dairy gross and net margins, and costs of production, allowing greater analysis of changes during the time periods covered by this report.

As a result of the changes to data collection approaches in 2006/07, it has not been possible since to collect the livestock sales weight data needed to prepare cost of production data across both England and Wales, however it has been possible to do this as part of a separate project in Wales. Livestock sales costs of production data for Welsh farm businesses only (including conventional farm comparisons) are included in this report, but may not reflect the more intensive lowland conditions prevailing in some parts of England.

2. Whole-farm results

2.1 Presentation of results

The summary section tables for each farm type show breakdowns of average outputs, inputs and incomes in £/ha; for cropping, horticulture (intensive horticulture), poultry, LFA and lowland dairy, LFA and lowland cattle and sheep and mixed farms for identical (where available) 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 3). All whole-farm results for each farm type in this section and the appendices are simple averages.

Tables A1 to A8 in Appendix 1 (page 51 onwards), provide details of 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: Net Farm Income and Farm Business 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.

Net Farm Income (NFI) 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.

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. 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. 2008/09 data also includes directors remuneration as a capital withdrawal from the business, in line with FBS practise.

2.2 Summary of whole-farm net farm income results

Table 3 summarises the Net Farm Income (NFI) results for *identical* and *full samples* of organic and similar conventional farms on a whole farm and per ha basis for 2007/08 and 2008/09.

Table 3 Summary of Net Farm Incomes by farm type, 2007/08 and 2008/09

<i>Identical samples</i>		2007/08			2008/09		
Farm type	Type*	Number of farms	£/farm	£/ha	Number of farms	£/farm	£/ha
Cropping	Organic	18	44187	206	18	38806	179
	CCF	144	44511	223	144	43591	223
Horticulture	Organic	5	-3837	-249	5	-2551	-165
	CCF	18	18387	1207	18	19780	1327
Poultry	Organic	-	-	-	-	-	-
	CCF	-	-	-	-	-	-
LFA dairy	Organic	5	47333	413	5	55628	485
	CCF	28	26251	249	28	38690	367
Lowland dairy	Organic	31	50109	405	31	51444	413
	CCF	178	41191	384	178	50617	463
LFA cattle and sheep	Organic	37	33194	230	37	31663	219
	CCF	230	11357	89	230	18184	143
Lowland cattle and sheep	Organic	26	9799	99	26	11569	118
	CCF	172	2409	26	172	7024	77
Mixed	Organic	9	48444	236	9	59280	285
	CCF	44	27761	151	44	26042	139
<i>Full samples</i>		2007/08			2008/09		
Farm type	Type*	Number of farms	£/farm	£/ha	Number of farms	£/farm	£/ha
Cropping	Organic	22	47183	241	25	61476	270
	CCF	174	35675	199	202	51974	251
Horticulture	Organic	8	50625	2662	7	4948	244
	CCF	30	41336	2261	30	17436	905
Poultry	Organic	5	20534	607	6	39920	829
	CCF	17	33742	1293	24	56599	1398
LFA dairy	Organic	6	33129	380	7	41577	446
	CCF	25	18675	231	39	30933	351
Lowland dairy	Organic	33	63955	510	44	57553	459
	CCF	219	45739	401	301	53228	459
LFA cattle and sheep	Organic	37	33727	238	39	30780	215
	CCF	248	11730	88	262	17158	136
Lowland cattle and sheep	Organic	31	12307	115	33	13342	118
	CCF	205	3220	34	223	11715	115
Mixed	Organic	13	41649	265	19	48419	273
	CCF	59	19563	132	95	24822	165

*Type: Organic=Organically managed farms, CCF=Clustered Conventional Farms
BLSA = Breeding livestock appreciation (see Appendix 3)

2.3 Cropping farms

For detailed results see Appendix 1, Table A1, page 52.

Data from 18 organic cropping farms have been used for the two-year comparison of identical farms, where one farm was located in North-East England, two in Yorkshire & Humber, two in East Midlands, one in West Midlands, three in Eastern, three in South-East and six in South-West England. In total, data for 25 organic cropping farms were suitable for full sample analysis in 2008/09.

Table 4 Summary data for cropping farms (£/ha), 2007/08 and 2008/09

Financial Year Data	<i>Identical sample</i>				<i>Full sample</i>			
	2007/08		2008/09		2007/08		2008/09	
	Org	Conv.	Org	Conv.	Org	Conv.	Org	Conv.
Sample number	18	144	18	144	22	174	25	202
Average farm size (UAA)	214.7	199.5	216.7	195.2	196.2	179.5	227.6	206.8
Business Size (ESU)	107.4	115.6	109.6	112.6	106.9	107.5	147.3	140.9
	£/ha	£/ha	£/ha	£/ha	£/ha	£/ha	£/ha	£/ha
Livestock outputs	170	92	199	120	200	140	174	107
Cropping outputs	444	635	362	673	514	645	728	784
Miscellaneous	189	129	182	141	178	132	210	180
Agri-env. payments	123	53	128	59	119	45	127	47
Subsidies/Single Payment	195	185	213	203	195	194	207	200
TOTAL OUTPUTS	1121	1093	1085	1196	1205	1156	1445	1319
Livestock inputs	88	56	84	61	104	77	77	53
Crop inputs	68	202	88	252	86	207	189	277
Labour	176	113	149	109	186	128	193	144
Machinery	242	209	257	242	247	239	352	262
General	86	83	87	89	92	90	99	97
Land & rent	254	207	242	219	249	217	266	234
TOTAL INPUTS	915	870	906	973	965	957	1175	1067
Net Farm Income	206	223	179	223	241	199	270	251
Farm Business Income	290	310	253	304	313	305	358	322

Full sample organic and conventional: Average organic farm size was greater in terms of land area (UAA) and business size (ESU) in the 2008/09 full sample. A higher proportion of the organic UAA was used for peas/beans and grassland, reflecting the importance of a more mixed organic cropping system. The number of livestock units was higher for the organic samples with more reliance on beef than sheep. Grazing livestock stocking rates were low on both organic and conventional farms at 0.8GLU/eff. forage ha for organic, 0.9GLU for conventional. Annual labour units per farm were higher for the organic farms in 2008/09, at 3.3ALU/farm compared with 2.4 for the conventional full samples. When labour use is calculated per 100ha of land area, the figures are more similar at 1.4 and 1.2ALU/100ha for organic and conventional respectively.

Total organic output was 10% higher than conventional output in 2008/09, with lower cropping but higher livestock output and higher subsidy payments. The organic farms had a cropping area of 48% of their total area, with more emphasis on cereals other than wheat and barley, whilst conventional farm cropping area was higher at 69%. Organic wheat yields were lower than conventional, 3.8t/ha vs. 8.5t/ha, but organic wheat prices were 86% higher than conventional at

£207/t. Organic livestock output was higher with 67% more livestock units (LU) per holding. Organic farms had proportionally more beef, with conventional farms more evenly balanced between beef and sheep. Organic finished beef achieved a 7% price premium, though store cattle prices were 9% higher on conventional holdings, and lamb prices were near identical. Organic farms received higher area payments, with agri-environment payments £80/ha greater. Agri-environment payments represented approximately 9% of total output at £127/ha for the organic farms compared with 4% for the conventional farms in 2008/09. Overall, support payments comprised 23% of farm revenue on organic and 19% on conventional farms.

Organic costs were 19% higher than conventional farm costs in 2008/09, mainly due to greater labour and machinery costs. Organic livestock inputs were higher, whilst conventional crop inputs were higher, reflecting the variance in farming systems. Overall the organic farms achieved an 8% higher organic NFI and 11% higher FBI. Organic farm return on tenants capital was 19.6%, conventional at 16.8%, whilst organic return per labour unit was £27,500, conventional was 3% higher at £28,354.

Identical sample organic and conventional: The identical organic sample showed farm output falling by 3%, mainly as a result of falling crop output, whilst conventional farms increased output by 9%. Organic inputs decreased slightly, but conventional farm inputs increased by 12% in 2008/09. The organic sample NFI decreased by 13% while the conventional sample was unchanged between years.

Figure 1 Cropping farm output (£/ha, Identical samples, 2007/08 and 2008/09)

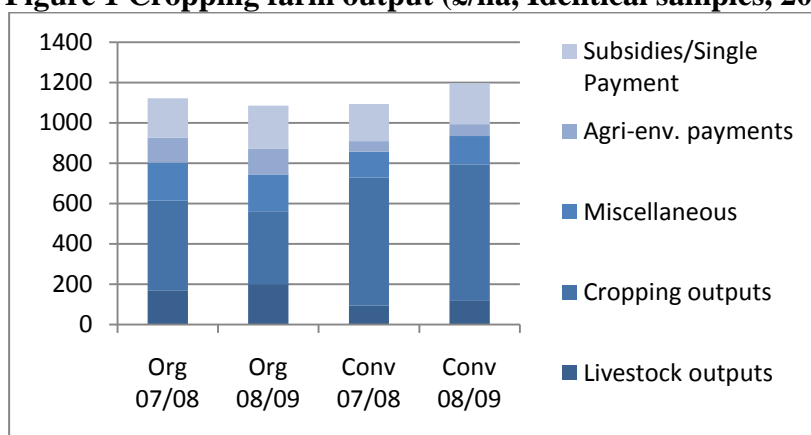
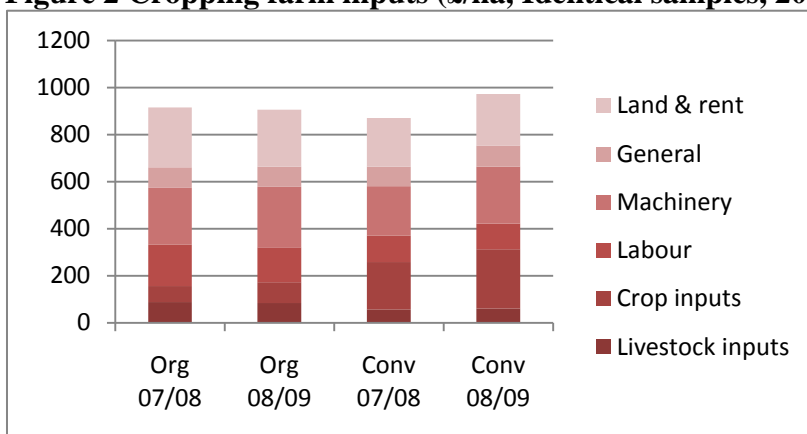


Figure 1, highlights the reduction in organic cropping output whilst conventional cropping output has increased. Livestock and agri-environmental payments continued to be of more importance to organic farms. Figure 2 highlights the increase in conventional inputs.

Figure 2 Cropping farm inputs (£/ha, Identical samples, 2007/08 and 2008/09)



2.4 Horticulture

For detailed results see Appendix 1, Table A2, page 60.

Data from 5 organic cropping farms have been used for the two-year comparison of identical farms, where one farm was located in North-West England, three in Eastern and one in South-West England. The full sample includes seven holdings in total, three specialist fruit, three specialist glass and one other type horticultural holdings. One large organic holding is excluded from the identical sample due its very large influence as an outlier on such a small sample, and accounts for much of the large difference in the organic full sample results between the two years.

Table 5 Summary data for horticulture businesses (£/ha), 2007/08 and 2008/09

Financial Year Data	<i>Identical sample</i>				<i>Full sample</i>			
	2007/08		2008/09		2007/08		2008/09	
	Org	Conv.	Org	Conv.	Org	Conv.	Org	Conv.
Sample number	5	18	5	18	8	30	7	30
Average farm size (UAA)	15.4	15.2	15.4	14.9	19.0	18.3	20.3	19.3
Business Size (ESU)	68.6	70.1	68.0	66.1	186.0	189.5	99.9	95.8
	£/ha	£/ha	£/ha	£/ha	£/ha	£/ha	£/ha	£/ha
Livestock outputs	70	215	70	247	35	30	38	159
Cropping outputs	1747	7502	1812	7037	12912	15641	8413	7743
Miscellaneous	228	1626	143	1610	1438	2671	433	2064
Agri-env. payments	93	50	76	62	112	36	114	55
Subsidies/Single Payment	36	57	44	72	22	41	24	53
TOTAL OUTPUTS	2174	9451	2146	9028	14520	18420	9022	10075
Livestock inputs	56	86	51	96	28	27	28	69
Crop inputs	315	3126	284	3065	5787	7890	3669	3733
Labour	909	2620	945	2221	2516	4894	2721	2875
Machinery	524	886	412	836	2000	1186	997	909
General	277	782	292	873	854	1344	760	929
Land & rent	341	745	328	609	672	817	603	654
TOTAL INPUTS	2422	8244	2312	7701	11859	16158	8778	9170
Net Farm Income	-249	1207	-165	1327	2662	2261	244	905
Farm Business Income	42	1333	79	1491	2592	2458	639	1009

Full sample organic and conventional: Both organic and conventional samples showed similar land use characteristics, with the majority of land cropped with only a small area of forage, and a low number of livestock. Annual labour units (ALU) were also similar between samples, organic at 4.5 ALU/farm, conventional at 4.7 ALU/farm.

The organic sample had a lower overall output than the conventional sample, despite a higher cropping output. The large fall in output between years is mainly due to one farm's influence, rather than a substantial fall in organic output overall (see identical sample results). Conventional farms had considerably higher miscellaneous income but lower support payments. Input costs were very similar between holding types but overall organic NFI was around a quarter of the conventional figure, though the organic FBI was closer to the conventional figure.

Identical sample organic and conventional: The identical organic sample showed organic farm output falling slightly as a result of lower miscellaneous output, whilst conventional cropping output also fell but miscellaneous income remained similar. Both sectors reduced inputs in 2008/09, resulting in slightly higher NFI and FBI, the organic sample NFI remained negative though.

Figure 3 Horticulture farm outputs (£/ha, Identical samples, 2007/08 and 2008/09)

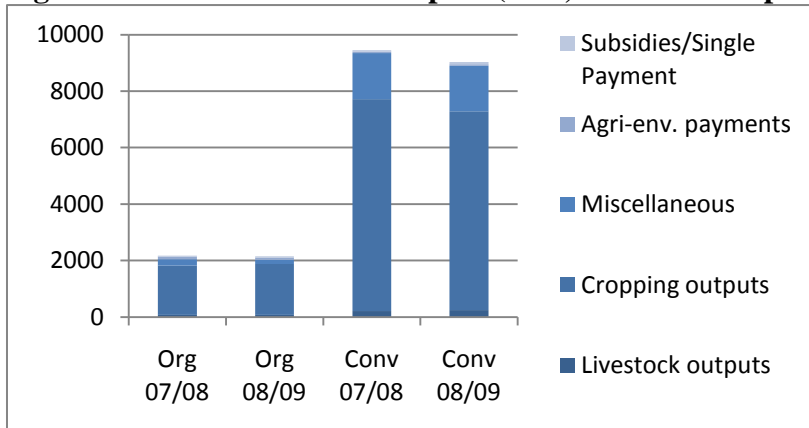
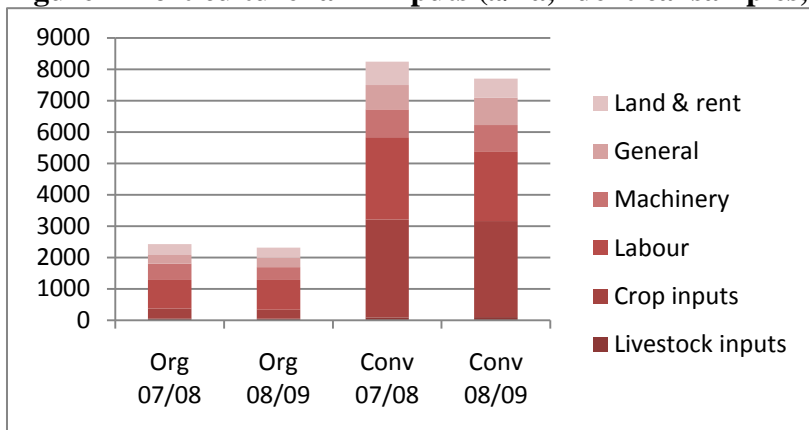


Figure 3, shows similar organic output whilst conventional output had decreased. Both sectors showed very low reliance on support payments and livestock, the majority of output from cropping. Figure 4 highlights a slight reduction in organic inputs, and a larger decrease in conventional inputs.

Figure 4 Horticulture farm inputs (£/ha, Identical samples, 2007/08 and 2008/09)



2.5 Poultry farms

For detailed results see Appendix 1, Table A3, page 68.

Whole-farm financial data were obtained from five organic poultry farms, two egg producers and three broiler units. Although not possible to produce an identical sample, a full sample with clustered conventional data is shown for both 2008/09 and 2007/08.

Table 6 Summary data for poultry farms (£/ha), 2008/09

Financial Year Data	<i>Full sample</i>			
	2007/08		2008/09	
	Org	Conv.	Org	Conv.
Sample number	5	17	6	24
Average farm size (UAA)	33.8	26.1	48.2	40.5
Business Size (ESU)	48.5	43.2	198.3	103.8
	£/ha	£/ha	£/ha	£/ha
Livestock outputs	4357	4368	6554	7675
Cropping outputs	125	197	908	276
Miscellaneous	39	227	32	341
Agri-env. payments	150	201	105	46
Subsidies/Single Payment	172	120	175	180
TOTAL OUTPUTS	4843	5114	7774	8518
Livestock inputs	1743	1215	3932	4294
Crop inputs	23	172	172	80
Labour	555	366	690	642
Machinery	371	801	624	736
General	432	573	531	561
Land & rent	1112	694	996	806
TOTAL INPUTS	4236	3821	6945	7120
Net Farm Income	607	1293	829	1398
Farm Business Income	1112	1310	1003	1338

Full sample organic and conventional: The sample shows that the organic units are larger both in terms of area (UAA) and business size (ESU) (mainly due to the influence of one very large organic unit). The organic units have around 70% of their effective area as forage, the conventional units only 47%. The number of livestock kept on the organic farms is lower than conventional at 4.3 LU/ha and 5.1LU/ha respectively, with average organic poultry numbers of 79,287. The organic GLU/forage ha is considerably lower at 6.0 compared to 10.8, reflecting the greater area used for organic poultry production. Cropping area is similar on organic units, with labour use slightly higher on organic units, at 2.6 ALU/farm compared with 2.5 ALU/farm on the conventional farms, though organic labour per 100ha is lower at 5.4ALU, conventional at 6.3ALU/100ha.

The organic NFI was only 59% of the conventional, though the FBI was much closer, at 75% of the conventional figure. Total farm output was lower on organic units, though so were costs, but the figures highlight the high input, high output nature of the business.

Figure 5 Poultry farm outputs (£/ha, Full samples, 2007/08 and 2008/09)

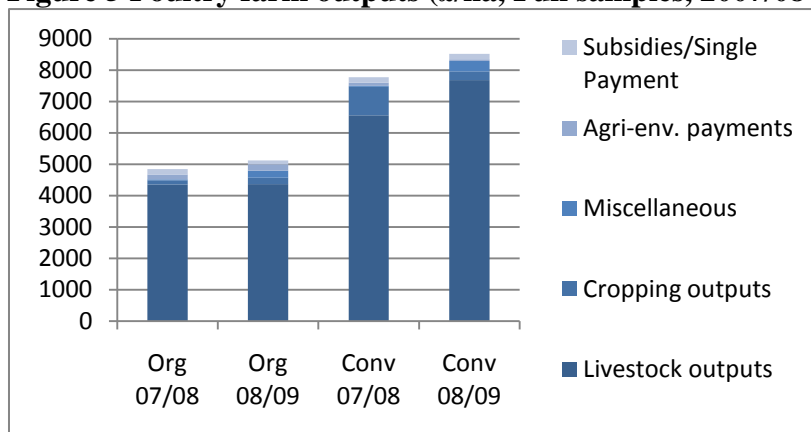
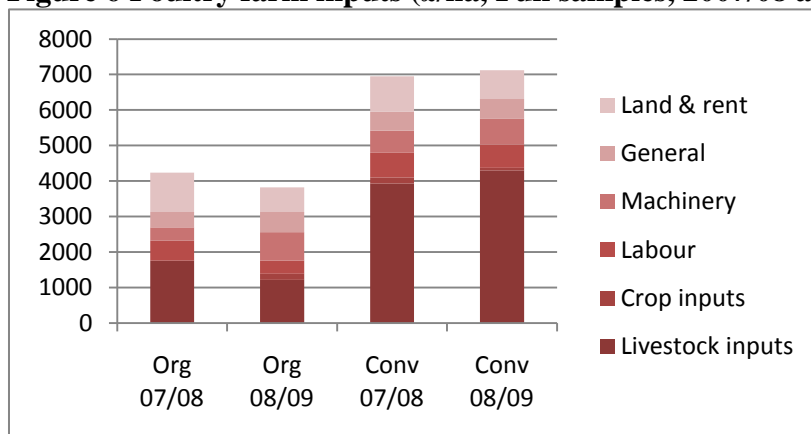


Figure 5 shows increased output for both sectors with very low reliance on support payments. Figure 6 highlights a slight decrease in organic inputs, and a marginal increase in conventional inputs.

Figure 6 Poultry farm inputs (£/ha, Full samples, 2007/08 and 2008/09)



2.6 LFA dairy farms

For detailed results see Appendix 1, Table A4, page 72.

Five organic farms were suitable for the LFA dairy identical farm analysis where two farms were located in North-West England and three in Wales. In total, the full sample of LFA organic dairy farms amounted to seven farms.

Table 7 Summary data for LFA dairy farms (£/ha), 2007/08 and 2008/09

Financial Year Data	<i>Identical sample</i>				<i>Full sample</i>			
	2007/08		2008/09		2007/08		2008/09	
	Org	Conv.	Org	Conv.	Org	Conv.	Org	Conv.
Sample number	5	28	5	28	6	25	7	39
Average farm size (UAA)	114.6	105.2	114.8	105.4	87.2	80.8	93.1	88.2
Business Size (ESU)	102.8	105.6	105.0	107.3	81.2	83.5	86.2	89.7
	£/ha	£/ha	£/ha	£/ha	£/ha	£/ha	£/ha	£/ha
Livestock outputs	1613	1371	1905	1779	1675	1396	1898	1710
Cropping outputs	23	35	26	24	29	9	20	20
Miscellaneous	13	30	6	23	28	31	20	25
Agri-env. payments	80	39	147	35	78	36	137	46
Subsidies/Single Payment	185	187	205	210	151	189	198	204
TOTAL OUTPUTS	1913	1662	2288	2071	1961	1661	2273	2004
Livestock inputs	629	569	873	750	666	566	862	729
Crop inputs	30	103	35	136	31	97	34	121
Labour	233	143	208	153	269	125	228	152
Machinery	299	253	331	291	306	282	328	291
General	120	114	113	124	137	133	133	128
Land & rent	189	231	244	249	172	228	242	234
TOTAL INPUTS	1500	1413	1804	1704	1582	1430	1826	1654
Net Farm Income	413	249	485	367	380	231	446	351
Farm Business Income	649	302	698	438	655	273	678	447

Full sample organic and conventional: Average farm size in the organic sample was approximately 6% higher, whilst business size was 4% lower. Labour was higher for the organic sample at 2.5 ALU/farm, conventional at 2.1 ALU/farm, though labour per 100ha was closer, organic at 2.7ALU, conventional at 2.4ALU/100ha. The organic stocking rate of 1.3 GLU /effective forage ha, equivalent to 87% of the conventional level of 1.5 GLU/effective forage ha.

Organic farm output was 13% higher than conventional, due to 11% higher milk output and 200% higher agri-environmental payments. The organic milk price was 33% higher at 32.5 ppl, conventional at 24.4ppl. Organic farm milk yield averaged 5889 litres per cow, 3% below the conventional average of 6040 litres. Organic inputs were higher, as a result of higher feed, labour and machinery costs, but had lower crop input costs. Overall, the organic NFI was 27% higher than the conventional, the organic FBI 52% higher in 2008/09.

Identical sample organic and conventional: Organic total output increased by 20%, conventional up by 25% in 2008/09, both as a result of increased milk prices, yields falling slightly. Inputs also increased substantially, (up by around 20% for both organic and conventional, with organic feed costs up by 39%, conventional up by 32%, with most other costs similar except for land and rent that increased, and a slight reduction in labour costs on organic farms.

Figure 7 LFA dairy farm outputs (£/ha, Identical samples, 2007/08 and 2008/09)

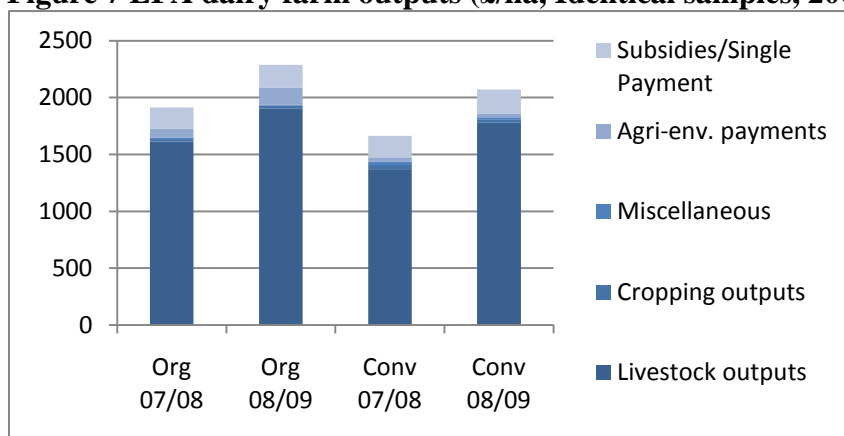
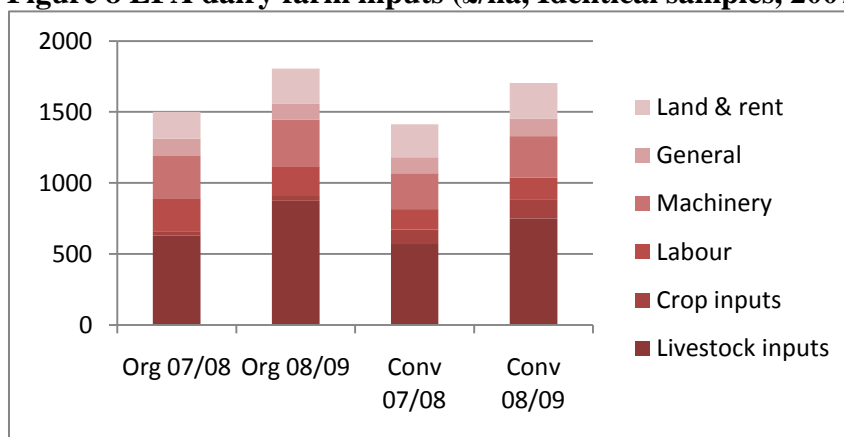


Figure 7 shows increased output for both sectors, mainly due to increased livestock outputs. Figure 8 highlights a large increase in both organic and conventional inputs, due to increased livestock inputs, land and machinery costs

Figure 8 LFA dairy farm inputs (£/ha, Identical samples, 2007/08 and 2008/09)



2.7 Lowland dairy farms

For detailed results see Appendix 1, Table A5, page 80.

Data from thirty one organic lowland dairy farms have been used for the two year comparison of identical farms where one farm was the North-West, two in Yorkshire and Humber, three in East Midlands, five in West Midlands, two in the South-East, fourteen in the South-West and four in Wales. In total, the full sample of lowland organic dairy farms amounted to forty four farms in 2008/09.

Table 8 Summary data for lowland dairy farms (£/ha), 2007/08 and 2008/09

Financial Year Data	<i>Identical sample</i>				<i>Full sample</i>			
	2007/08		2008/09		2007/08		2008/09	
	Org	Conv.	Org	Conv.	Org	Conv.	Org	Conv.
Sample number	31	178	31	178	33	219	44	301
Average farm size (UAA)	123.8	107.2	124.7	109.3	125.4	114.0	125.5	115.9
Business Size (ESU)	135.6	130.2	135.8	132.2	148.7	144.3	136.3	143.2
	£/ha	£/ha	£/ha	£/ha	£/ha	£/ha	£/ha	£/ha
Livestock outputs	1766	1833	2073	2179	2049	1917	2049	2155
Cropping outputs	68	150	52	139	69	170	72	152
Miscellaneous	97	77	95	105	98	84	84	94
Agri-env. payments	81	29	76	31	75	26	80	28
Subsidies/Single Payment	185	205	206	219	194	210	196	218
TOTAL OUTPUTS	2198	2293	2502	2671	2484	2408	2480	2648
Livestock inputs	730	722	897	842	833	768	863	833
Crop inputs	38	141	47	196	40	153	49	200
Labour	251	253	268	282	274	264	262	275
Machinery	344	370	408	422	370	386	408	422
General	171	159	172	175	171	163	155	172
Land & rent	259	263	297	290	286	272	284	286
TOTAL INPUTS	1793	1908	2090	2208	1974	2007	2022	2189
Net Farm Income	405	384	413	463	510	401	459	459
Farm Business Income	439	486	450	579	538	491	482	553

Full sample organic and conventional: Average organic farm size was approximately 8% larger, whilst the business size was 5% smaller. Annual labour units utilised were slightly lower on the organic farms at 3.0ALU/farm, conventional at 3.2ALU/farm and for labour per 100ha, organic was 2.4ALU, conventional was 2.8ALU/100ha. The organic stocking rate at 1.4LU per effective hectare was equivalent to 88% of the conventional farms, the conventional units having a higher forage stocking rate of 1.8GLU/eff. forage ha, organic at 1.4GLU/eff. forage ha.

Total outputs were 6% lower on the organic farms, however organic farm output from milk production was higher than conventional at £1833/ha with an average milk yield of 5808 litres and a milk price of 32.7ppl. Conventional milk yield was 17% higher at 6788 litres, however the milk price was 7ppl (21%) lower at 25.7. Conventional cropping output was higher, reflecting the greater area grown, whilst other revenue sources were similar for both samples, though organic farms received around three times the level of agri-environmental payments.

Input costs were similar across both sectors, though organic feed costs were higher, whilst conventional crop costs were higher due to the larger area grown. Overall, the full sample of farms for 2008/09 indicated an identical NFI between the two farming types, though the conventional FBI

was 15% higher. The return on tenant’s capital was 21% for the organic full sample while the conventional farms returned 16% for this financial period. Returns to total labour units used for the identical samples were £25,588 for the organic farms and £21,742 for the conventional farms based on NFI and labour calculations in 2008/09.

Identical sample organic and conventional: Output increased for both farm types in 2008/09, organic output rising 14%, conventional up 16%, mainly due to improved dairy and other cattle returns. However the level of input costs also continued to increase up 19% and 18% for organic and conventional respectively. Organic NFI increased slightly, conventional NFI increasing by 21%. The return on tenant’s capital for the identical sample of organic farms fell by 32% to 17.5%, the conventional sample also falling slightly to 15.4% in 2008/09.

Figure 9 Lowland dairy farm outputs (£/ha, Identical samples, 2007/08 and 2008/09)

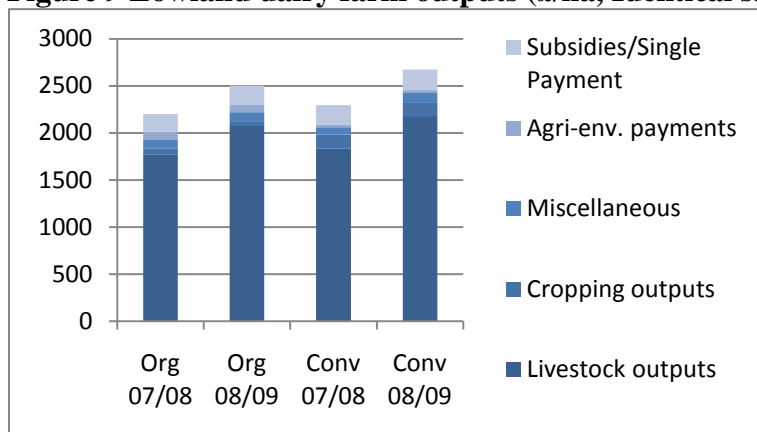
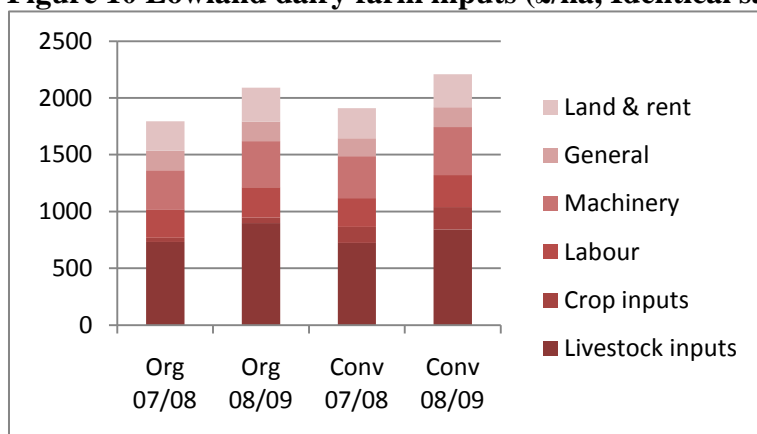


Figure 9 shows increased output for both sectors, mainly due to increased livestock outputs. Figure 10 highlights a large increase in both organic and conventional inputs, due to an increase all inputs.

Figure 10 Lowland dairy farm inputs (£/ha, Identical samples, 2007/08 and 2008/09)



2.8 LFA cattle and sheep farms

For detailed results see Appendix 1, Table A6, page 88.

Data from thirty seven organic LFA cattle and sheep farms have been used for the two-year comparison where five farms were located in the North-East, four in North-West, one in Yorkshire and Humber, one in East Midlands, one in West Midlands, four in South-West and twenty one in Wales. In the 2008/09 dataset, there were a total of thirty nine organic LFA cattle and sheep farms in the full sample.

Table 9 Summary data for LFA cattle and sheep farms (£/ha), 2007/08 and 2008/09

Financial Year Data	<i>Identical sample</i>				<i>Full sample</i>			
	2007/08		2008/09		2007/08		2008/09	
	Org	Conv.	Org	Conv.	Org	Conv.	Org	Conv.
Sample number	37	230	37	230	37	248	39	262
Average farm size (UAA)	144.0	127.6	144.4	126.8	141.5	132.9	142.9	125.7
Business Size (ESU)	36.2	34.9	34.9	33.9	35.3	33.1	34.5	33.9
	£/ha	£/ha	£/ha	£/ha	£/ha	£/ha	£/ha	£/ha
Livestock outputs	403	331	425	433	397	293	434	442
Cropping outputs	14	21	6	19	13	10	6	20
Miscellaneous	36	35	33	36	38	30	32	34
Agri-env. payments	151	93	160	84	167	103	158	81
Subsidies/Single Payment	182	204	205	228	187	188	207	229
TOTAL OUTPUTS	786	683	829	800	802	624	837	805
Livestock inputs	150	163	175	196	149	152	176	199
Crop inputs	18	45	20	51	18	35	20	52
Labour	61	67	64	69	71	53	63	69
Machinery	136	137	155	152	138	121	161	156
General	62	58	65	62	63	55	66	62
Land & rent	129	124	131	127	125	120	135	131
TOTAL INPUTS	555	594	610	656	564	535	622	669
Net Farm Income	230	89	219	143	238	88	215	136
Farm Business Income	266	154	261	206	276	145	258	199

Full sample organic and conventional: Average organic farm size was slightly larger than conventional, whilst business size was almost identical. Both organic and conventional farms carried around the same level of stock, with stocking at 0.9LU/effective ha on organic, 1.0LU/eff. ha on conventional. Cattle represented 52% of the stock carried on the organic farms, compared with 46% of stock on the conventional farms on a livestock unit basis. Sheep mostly made up the remainder of stock carried for both farm samples, although the conventional farms on average carried greater breeding ewe numbers than the organic farms. Annual labour units were similar for both organic and conventional farms at 1.7 ALU/farm, organic labour per 100ha was slightly lower than conventional at 1.2ALU and 1.3ALU/100ha respectively.

Total organic outputs were slightly higher than for the conventional farms, with lower livestock outputs, but superior agri-environmental payments, which accounted for 19% of total organic output in 2008/09, compared with 10% of total conventional output. Organic finished beef averaged £875/head, conventional at £856, organic finished lambs averaged £54/head, conventional at £50/head.

Organic input costs were 7% lower than conventional, with most individual costs at similar levels, organic farms making slight savings with livestock costs. Crop inputs on the conventional farms remained significantly higher than on the organic farms, reflecting in part the lower use of fertilisers and sprays by the organic businesses.

The organic NFI was 58% higher than the conventional figure; the organic FBI 30% higher. In 2008/09, the organic return on tenant’s capital was 12.2%, conventional at 1.1%, whilst return to total labour units were £18,788/ALU on the organic farms and £10,476/ALU for the conventional farms based on NFI and labour calculations.

Identical sample organic and conventional: From 2007/08 to 2008/09, the organic farm output increased around 5%, while conventional output climbed by 17%. Organic livestock outputs were slightly higher, conventional farms up by 31%. Cattle prices were higher than the previous year, with finished organic cattle prices around 4% higher, conventional 22% higher, with sheep prices improving considerably for both sectors, organic lamb up 12%, conventional up 29%. Overall, Figure 11 shows that support payments made up 44% of organic and 39% of conventional farm income in 2008/09, reduced from 2007/08 due to increased overall income. In 2008/09 the organic identical sample NFI decreased by 5%, while conventional NFI improved by 61%, but remained below the organic level. Farm business income (FBI) showed a similar trend, with organic remaining similar and conventional increasing.

Figure 11 LFA cattle and sheep farm outputs (£/ha, Identical samples, 2007/08 and 2008/09)

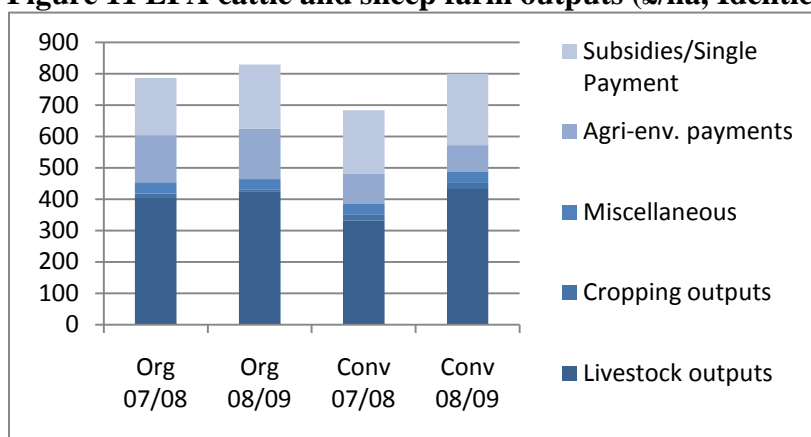
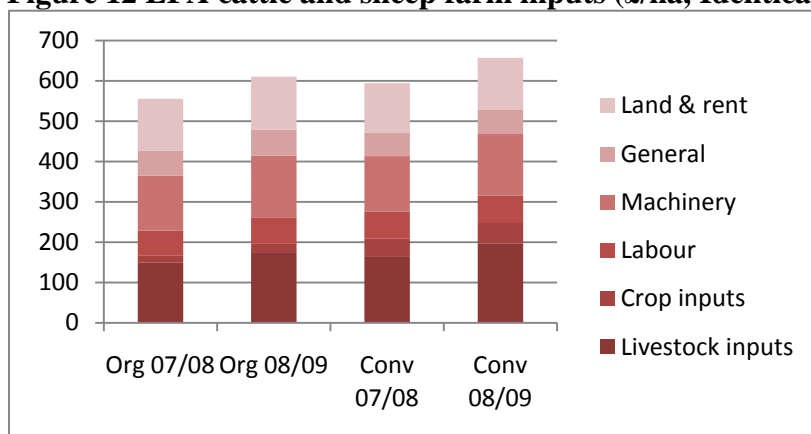


Figure 11 shows increased output for both sectors, mainly due to increased livestock outputs, but highlights the reliance of both systems on support payments for income.

Figure 12 highlights a modest increase in both organic and conventional inputs, mainly due to an increase in livestock and machinery costs.

Figure 12 LFA cattle and sheep farm inputs (£/ha, Identical samples, 2007/08 and 2008/09)



2.9 Lowland cattle and sheep farms

For detailed results see Appendix 1, Table A7, page 96.

Data from twenty six organic lowland cattle and sheep farms have been used for the two-year comparison where one farm was located in the North-East, three in East Midlands, two in West Midlands, one in the East, four in South-East, eleven in South-West and four in Wales. In the 2008/09 dataset, there were thirty three organic lowland cattle and sheep farms in the full sample.

Table 10 Summary data for lowland cattle and sheep farms (£/ha), 2007/08 and 2008/09

Financial Year Data	<i>Identical sample</i>				<i>Full sample</i>			
	2007/08		2008/09		2007/08		2008/09	
	Org	Conv.	Org	Conv.	Org	Conv.	Org	Conv.
Sample number	26	172	26	172	31	205	33	223
Average farm size (UAA)	98.6	91.6	98.3	91.5	106.8	95.0	113.1	102.0
Business Size (ESU)	22.1	22.9	22.4	21.9	26.8	25.7	27.8	26.7
	£/ha	£/ha	£/ha	£/ha	£/ha	£/ha	£/ha	£/ha
Livestock outputs	300	301	327	420	359	322	347	477
Cropping outputs	29	59	16	42	37	74	29	60
Miscellaneous	54	115	74	112	42	90	86	109
Agri-env. payments	118	42	123	43	118	38	134	41
Subsidies/Single Payment	168	178	191	196	173	164	179	200
TOTAL OUTPUTS	669	695	731	813	729	687	775	887
Livestock inputs	98	141	115	170	113	138	118	181
Crop inputs	13	35	15	43	16	46	19	52
Labour	76	79	78	77	73	66	78	85
Machinery	149	160	162	185	167	161	182	192
General	80	87	81	92	83	85	86	87
Land & rent	154	166	162	169	162	157	174	175
TOTAL INPUTS	570	669	613	736	613	653	657	772
Net Farm Income	99	26	118	77	115	34	118	115
Farm Business Income	163	101	176	150	176	106	158	195

Full sample organic and conventional: Average farm size was 11% greater for the organic farms compared to the conventional farms whilst business size was almost identical. Stocking rates are very similar, organic at 0.9LU/eff. ha, conventional at 1.0LU/eff. ha. The proportion of organic cattle and sheep at 74:26 is slightly higher when compared to the conventional farms where the proportion of cattle and sheep is 67:33. Annual labour use was identical at 1.5 ALU/farm for both farm types, though organic was lower per 100ha at 1.3ALU, conventional at 1.5ALU/100ha.

Total output was 13% lower for the organic than the conventional sector; with 27% lower livestock output, despite organic prices averaging 9% higher for finished cattle and 22% higher for finished lambs. Organic farms also had a 52% lower cropping output, though agri-environment payments were over three times greater.

Conventional inputs were 18% higher than organic, mainly due to greater livestock and crop inputs as other costs were similar. In particular, conventional feed costs were higher to achieve greater output, and yet overall organic NFI is slightly higher than conventional. Conventional FBI is however 23% higher than the organic level.

In terms of returns on tenant’s capital, the organic farms showed a return of 0.7%, while the conventional farms showed a return of -1.9%. Returns to total labour units used for the organic sample was £10,349/ALU and £8,882/ALU for the conventional farms.

Identical sample organic and conventional: The average identical sample organic farm output improved by 9%, with improved returns in all but cropping output in 2008/09. Conventional farms improved by 17%, with a 40% livestock output gain. Organic farms continued to receive higher agri-environmental payments representing 17% of total organic output, and 5% of conventional total output in 2008/09. Input costs increased in 2008/09 compared to the previous year for both sectors, with all organic inputs increasing, conventional costs up by 10%. Both livestock and crop inputs on the conventional farms remained significantly higher than on the organic farms, reflecting in part the lower use of external inputs by the organic businesses. Overall, identical sample organic net farm income (NFI) increased by 19%, and conventional NFI improved by almost 200% in 2008/09. FBI increased for both farm types, organic remaining ahead of the conventional sample.

Figure 13 Lowland cattle and sheep farm outputs (£/ha, Identical samples, 2007/08 and 2008/09)

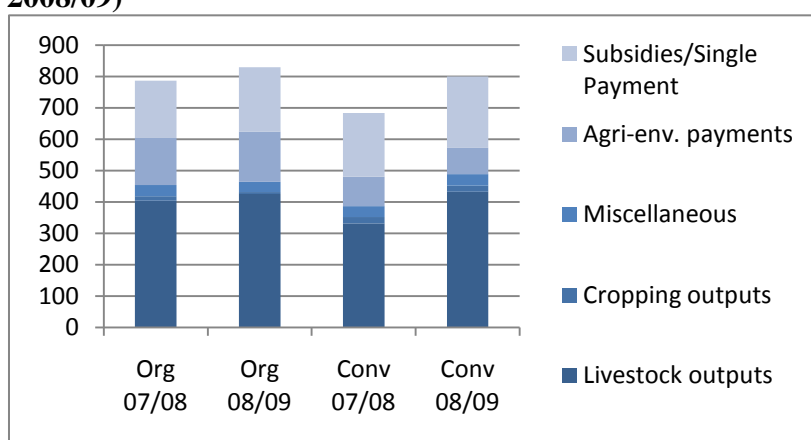
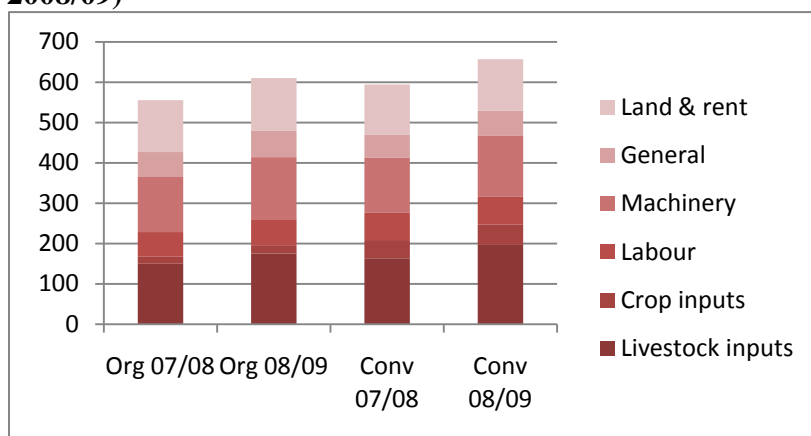


Figure 13 shows increased output for both sectors, due to increased livestock outputs and support payments, and highlights that lowland systems are also very reliant on support payments for income.

Figure 14 highlights small increases in both organic and conventional inputs, mainly due to an increase in livestock and machinery costs.

Figure 14 Lowland cattle and sheep farm inputs (£/ha, Identical samples, 2007/08 and 2008/09)



2.10 Mixed farms

For detailed results see Appendix 1, Table A8, page 104.

In total, there were nine mixed organic farms in the two year identical farm comparison. One farm was classified as cropping and dairy, eight were cropping, cattle and sheep, one as cropping pigs and poultry and two as mixed livestock farm types. The two year comparison of identical farms comprised two farms in North-East England, two in East Midlands, two in West Midlands, one in the South East, two in South West and three in Wales. The full sample comprises nineteen mixed farms, (two cropping and dairy, thirteen cropping, cattle and sheep and two cropping, pigs and poultry type and two mixed livestock type farms).

Table 11 Summary data for mixed farms (£/ha), 2007/08 and 2008/09

Financial Year Data	<i>Identical sample</i>				<i>Full sample</i>			
	2007/08		2008/09		2007/08		2008/09	
	Org	Conv.	Org	Conv.	Org	Conv.	Org	Conv.
Sample number	9	44	9	44	13	59	19	95
Average farm size (UAA)	205.5	183.5	208.3	187.2	157.0	148.0	177.4	150.7
Business Size (ESU)	86.2	83.4	83.2	85.0	72.4	70.1	78.9	79.9
	£/ha	£/ha	£/ha	£/ha	£/ha	£/ha	£/ha	£/ha
Livestock outputs	433	323	515	403	486	407	595	615
Cropping outputs	274	306	219	284	259	336	226	323
Miscellaneous	47	96	61	111	52	85	71	150
Agri-env. payments	69	66	119	53	101	50	130	50
Subsidies/Single Payment	169	192	206	203	177	185	212	206
TOTAL OUTPUTS	992	983	1120	1055	1074	1064	1233	1345
Livestock inputs	183	168	166	185	167	216	228	295
Crop inputs	65	104	85	133	56	112	74	163
Labour	111	106	129	103	137	114	128	155
Machinery	180	183	217	204	195	210	228	252
General	65	79	72	96	74	96	94	110
Land & rent	153	193	166	195	180	184	208	205
TOTAL INPUTS	757	832	835	916	809	932	960	1180
Net Farm Income	236	151	285	139	265	132	273	165
Farm Business Income	265	211	312	202	297	219	314	229

Full sample organic and conventional: Average farm size was slightly greater for the organic farms with similar business size. Land utilisation varied between sectors, with the organic farms at 25% of land as cropping, conventional farms at 35%, though organic farms had a higher percentage as peas/beans/linseed (13% vs. 4%). Stocking rates were similar, with both at 0.9LU/eff. ha, with cattle representing between 62 and 64% of stock on both types, sheep less important to organic units that have greater levels of pigs and poultry than the conventional farms. Labour use was similar per farm at 2.4 and 2.5 labour units for the organic and conventional farms, respectively, though organic labour use per 100ha was lower at 1.4ALU for organic and 1.7ALU/100ha for conventional.

Organic output was 8% below conventional, with 3% lower livestock output, 30% lower cropping, 53% miscellaneous income, but 1.6 times higher agri-environment payments. Overall, livestock represented 45-48% of total output with cropping output more important to the conventional group. Organic finished cattle prices were 10% higher than conventional at £881/head though lambs were

identical at £55/head. Organic wheat yields were 45% lower at 4.2t/ha, barley 48% lower at 2.9t/ha, though wheat prices were 87% higher at £200/t, barley was 36% higher at £144/t.

Organic inputs were only 81% of the conventional level, with livestock inputs 23% lower and cropping inputs 55% lower. Fixed costs were generally lower for organic farms, and despite lower output, the organic NFI was 65% higher than the conventional farm sample. Organic FBI was 37% higher than the conventional level, with organic farm return on tenant’s capital of 13% and 4% for the conventional sample. Returns to total labour used were £24,954 for the organic farms and £14,441 for the conventional farms in 2008/09 based on NFI and labour calculations.

Identical sample organic and conventional: Total organic output increased by 13%, conventional output was up by 7% in 2008/09. Both sectors showed improved livestock output, but lower cropping output in 2008/09, whilst agri-environment payments are affected by a single farm. Prices for both organic and conventional wheat decreased in 2008/09, organic by 12%, conventional by 28%, whilst yields improved for both.

Input costs increased by 10% for both sectors, (as shown in Fig. 8 below), organic due to increased cropping, labour and machinery costs, conventional due to rising livestock, cropping and machinery costs. Overall, the identical sample organic NFI improved by 21% and was 8% lower for the conventional farm sample, with a similar pattern for FBI.

Figure 15 Mixed farm inputs (£/ha, Identical samples, 2007/08 and 2008/09)

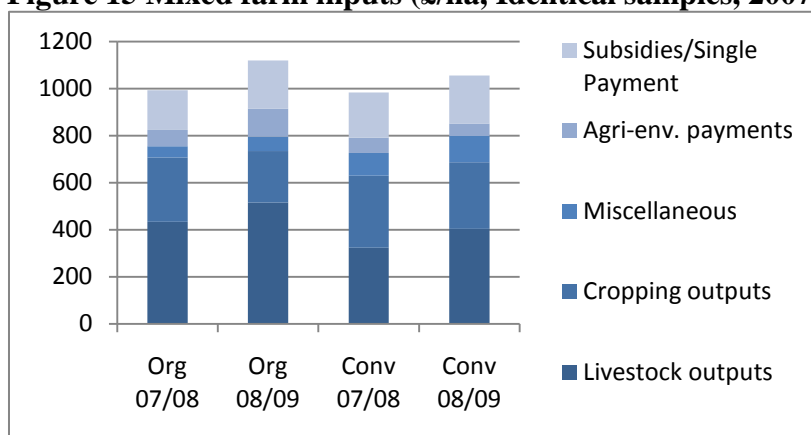
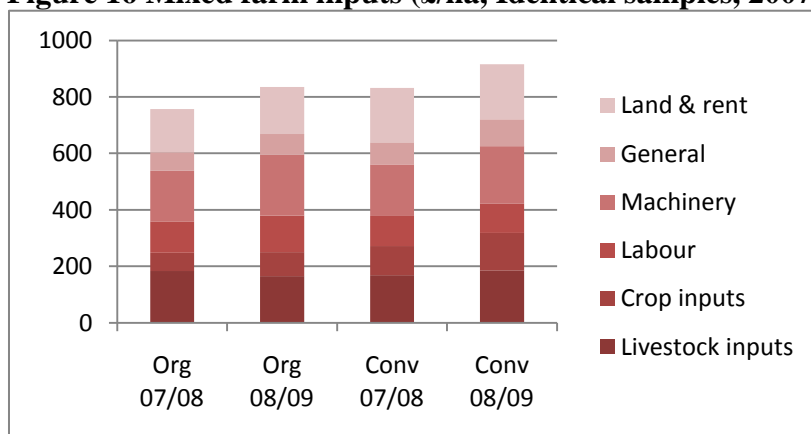


Figure 15 shows a modest increase in organic output, with increased livestock and support payments, but lower cropping output, whilst conventional farms increased output slightly. Figure 16 highlights increases in both organic and conventional inputs, organic due to increased costs for all inputs except livestock costs, conventional farms seeing increases in all costs except labour.

Figure 16 Mixed farm inputs (£/ha, Identical samples, 2007/08 and 2008/09)



3. Enterprise gross and net margins

Tables 12 to 16 show gross margin results for selected organic livestock and crop enterprises for 2008/09 and 2007/08, with comparative conventional data shown where available. (Data is only identically matched over two years for dairy production in Table 12). Gross 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 margin data have been calculated as simple 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. Please also note the methodological change in the 2008/09 FBS year with the introduction of a different allocation and apportionment model than had previously been used for determining the notional fixed costs attributable to agriculture, diversified enterprises, single payment scheme and agri-environment scheme. Hence, the fixed costs cannot be compared directly with those from 2007/08 due to this methodological change. Readers can access full details of this methodological change at https://statistics.defra.gov.uk/esg/asd/fbs/sub/fbs_comm.htm.

Table 12 presents an identical sample of 35 organic and 93 conventional dairy net margins over two years, and showed that over two years organic output increased by 12%, but total costs were also up by 10%, the organic sample achieving a net margin over all costs (including imputed) of £82/cow. The conventional sample improved output by 22%, but costs were also up by 14%, achieving a net margin over all costs of £94/cow in 2008/09.

Table 13, contains results for a sample of 49 organic dairy enterprises, and 171 conventional enterprises (from clustered conventional farms within whole farm analysis). The organic farms achieved over 6% higher output, mainly due to a 30% higher milk price at 33.4ppl, and despite a 17% lower milk yield than conventional. Some organic costs were higher, notably feed (17%) and labour (63%), while forage was much lower (64%), with total costs (including imputed) 9% higher. Overall, the full sample dairy net margin figures showed a higher organic gross margin of £1,049/cow, conventional at £965/cow, but an organic overall net margin over all costs of £48/cow, 42% lower than the £83/cow achieved by the comparable conventional units.

Table 14 shows organic cattle net margin data, output increasing by around 0 to 6%, but costs also increased leading to a limited improvement. The organic sheep net margin data in Table 15 highlights an improvement of between 8 to 25% in output, but also increased LFA costs, resulting in little change. Both cattle and sheep margin data highlights the high costs of production compared to the price achieved for stock, and therefore reliance on support payments for farm profitability.

Table 16 presents crop gross and net margin data. Organic crop gross and net margins were generally similar in 2007/08, with yields generally higher though prices were lower. Organic gross margins are often superior to conventional, though net margins were more variable, (mainly due to higher organic fixed costs in many cases). The small sample of horticultural net margins highlight the high costs and high returns involved, and still showed a positive net return.

Table 12 Identical sample organic and conventional dairy gross and net margins (£/cow), 2007/08 and 2008/09

Herd characteristics Year	Organic		Conventional**		Herd characteristics Year	Organic		Conventional**	
	2007/08	2008/09	2007/08	2008/09		2007/08	2008/09	2007/08	2008/09
Number of herds	35	35	93	93	Fixed Costs (£ per cow)\$				
Average farm area - actual ha	124	125	105	109	Paid labour	170	174	109	117
-effective ha	119	120	101	105	Machinery - contract work	78	83	59	68
Average size of the farm business (ES)	125	125	128	131	- repairs	45	56	35	39
Average size of herd (dairy cows)	107	107	105	106	- fuels	35	42	28	37
Average milk yield (litres per cow)	5763	5964	7070	7172	-depreciation	67	69	65	70
Implied milk price (ppl)	30.6	33.5	21.3	25.6	Buildings depreciation	27	32	30	38
					General farm costs	56	55	45	46
Enterprise output (£ per cow)					Water	27	24	18	18
Milk disposals (1)	1778	1991	1534	1870	Electricity	21	24	24	26
Calves - sales and transfers out	68	69	62	74	Land expenses	36	42	29	32
Bulls & cows - sales and transfers out	100	137	70	113	Insurance	30	29	26	26
Net milk quota	0	0	0	0	Rent	52	47	26	24
Valuation change	-23	-29	-7	-11	Interest payments	48	38	46	42
Less: purchases & transfers in	220	269	183	245	Total fixed costs	691	714	541	583
Total enterprise output	1703	1900	1477	1801	Total actual costs	1362	1518	1174	1372
					Net margin over actual costs	341	382	303	429
Variable Costs (£ per cow)					Imputed costs				
Concentrates	452	557	378	488	Unpaid labour (farmer, spouse, other)	203	198	221	227
Purchased bulk feed	10	8	18	23	Imputed rent	65	61	81	75
Stock keep	2	5	4	5	Interest on tenant's capital (6% rate)	23	41	17	32
Veterinary & medicines	40	46	52	60	Total imputed costs	291	300	319	335
Other livestock costs - dairy	139	158	114	123	Total costs including imputed	1653	1818	1494	1707
Total variable costs	644	774	566	699	Net margin over all costs	50	82	-16	94
Margin over concentrates	1251	1343	1099	1313	Other related inputs				
Gross margin before forage costs	1059	1126	912	1102	LFA and agri-environmental payment	54	56	14	13
					Organic Farming Scheme Payment	3	4	0	0
Forage variable costs (£ per cow)					By products and forage	6	4	14	15
Seeds	9	11	10	12	Single Payment Scheme	136	145	112	122
Fertilisers	9	11	45	64	Total other related inputs	196	205	140	151
Sprays	0	0	5	6					
Other forage costs	8	8	8	9					
Total forage variable costs per cow	26	30	68	91					
% of forage variable costs to dairy	70	70	63	63					
Gross margin including forage costs	1033	1096	844	1012					

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

Table 13 Organic dairy gross and net margins (£/cow), 2008/09 (conventional for comparison)

Herd characteristics	<100 cows	>100 cows	North Eng	Central Eng	SWest Eng	Wales	Top 5*	All herds	Conventional**
	2008/09	2008/09	2008/09	2008/09	2008/09	2008/09	2008/09	2008/09	2008/09
Number of herds	25	24	9	6	27	7	5	49	171
Average farm area - actual ha	95	199	115	179	153	128	116	146	111
-effective ha	89	191	108	167	149	115	111	139	106
Average size of the farm business (ESU)	81	196	100	169	147	123	138	137	132
Average size of herd (dairy cows)	68	166	80	136	126	107	111	116	107
Average milk yield (litres per cow)	5745	5725	5960	5436	5796	5467	7795	5753	6953
Implied milk price (ppl)	33.4	33.4	33.5	33.2	33.6	33.0	33.6	33.4	25.7
Enterprise output (£ per cow)									
Milk disposals (1)	1969	1914	2211	1721	1982	1656	2636	1931	1808
Calves - sales and transfers out	89	66	65	79	75	66	90	73	77
Bulls & cows - sales and transfers out	87	119	157	47	116	104	114	110	107
Net milk quota	0	-5	0	0	-6	0	0	-4	0
Valuation change	-6	4	10	-23	-17	98	38	1	-5
Less: purchases & transfers in	206	288	345	95	286	269	214	264	247
Total enterprise output	1935	1810	2098	1728	1864	1656	2664	1847	1741
Variable Costs (£ per cow)									
Concentrates	580	549	770	478	559	436	765	558	477
Purchased bulk feed	11	7	17	3	8	5	16	8	22
Stock keep	4	7	2	3	5	21	8	6	5
Veterinary & medicines	41	47	46	44	46	41	44	45	60
Other livestock costs - dairy	147	152	159	197	149	99	150	150	123
Total variable costs	782	761	994	724	766	601	984	768	689
Margin over concentrates	1355	1261	1328	1250	1305	1220	1899	1289	1263
Gross margin before forage costs	1152	1048	1103	1004	1098	1054	1680	1080	1052
Forage variable costs (£ per cow)									
Seeds	11	12	9	11	13	11	10	12	11
Fertilisers	7	10	3	0	10	22	5	9	62
Sprays	0	1	0	0	1	0	0	1	6
Other forage costs	7	10	11	6	9	9	8	9	7
Total forage variable costs per cow	26	33	23	17	33	42	23	31	87
% of forage variable costs to dairy	63	68	63	67	69	60	63	67	62
Gross margin including forage costs	1126	1016	1103	1004	1098	1054	1657	1049	965

* 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 2008/09

Herd characteristics	<100 cows 2008/09	>100 cows 2008/09	North Eng 2008/09	Central Eng 2008/09	SWest Eng 2008/09	Wales 2008/09	Top 5* 2008/09	All herds 2008/09	Conventional** 2008/09
Fixed Costs (£ per cow)\$									
Paid labour	63	210	128	194	187	74	136	166	102
Casual labour	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
Machinery - contract work	69	110	72	145	98	66	94	97	67
- repairs	56	47	50	72	46	39	76	50	39
- fuels	46	43	47	49	40	58	55	44	37
-depreciation	97	54	86	45	67	71	106	67	66
Buildings depreciation	29	38	41	12	38	45	32	36	33
General farm costs	68	47	51	65	52	46	65	53	45
Water	31	21	18	32	26	8	23	24	19
Electricity	26	22	29	19	23	21	21	23	26
Land expenses	36	45	36	64	39	40	55	42	31
Insurance	38	24	29	36	27	24	36	28	26
Rent	25	61	40	65	53	31	45	50	24
Interest payments	27	37	30	29	40	14	31	34	42
Total fixed costs	611	758	656	828	738	536	776	713	555
Total actual costs	1419	1551	1672	1570	1537	1179	1783	1512	1330
Net margin over actual costs	515	258	425	158	327	477	881	336	410
Imputed costs									
Unpaid labour (farmer, spouse, other)	375	110	224	189	178	208	264	189	226
Imputed rent	84	45	51	41	58	72	48	57	70
Interest on tenant's capital (6% rate) #	56	35	51	26	42	48	45	41	31
Total imputed costs	515	190	326	256	278	328	358	287	327
Total costs including imputed	1934	1741	1998	1826	1815	1507	2141	1799	1657
Net margin over all costs	1	68	100	-98	50	149	523	48	83
Other related inputs									
LFA and agri-environmental payments	76	65	60	72	65	85	40	68	14
Organic Farming Scheme Payment	19	7	0	0	6	48	7	10	0
By products and forage	3	9	15	18	4	3	11	7	14
Single Payment Scheme	141	146	116	138	151	151	126	145	122
Total other related inputs	220	220	191	228	220	239	176	220	151

\$ 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 14 Organic beef gross and net margins (£/cow), 2007/08 and 2008/09 (conventional data for comparison)

Location Enterprise type Organic/Conventional Year	Less-favoured Area						Lowland					
	Suckler Finishing			Suckler Store			Suckler Finishing			Suckler Store		
	Organic	Conv.	2008/09	Organic	Conv.	2008/09	Organic	Conv.	2008/09	Organic	Conv.	2008/09
	2007/08	2008/09	2008/09	2007/08	2008/09	2008/09	2007/08	2008/09	2008/09	2007/08	2008/09	2008/09
Number of herds	18	18	29	7	13	96	35	40	57	12	13	57
Average farm area - actual ha	163	177	139	629	427	170	151	155	163	93	99	117
-effective ha	127	138	122	238	207	122	136	141	158	83	92	113
Average size of the farm business (ESU)	40	43	40	41	45	35	53	77	65	33	38	40
Average size of herd (breeding cows)	32	42	41	30	35	44	40	39	43	31	38	38
Enterprise output (£ per cow)												
Calf Sales	1	2	4	113	82	73	0	1	14	11	5	59
Other store cattle - sales & transfers out	138	237	114	453	334	537	146	123	164	306	470	665
Bulls & cows - sales & transfers out	107	82	82	31	119	107	49	69	85	48	114	84
Finished cattle sales	1242	1123	835	6	68	22	638	635	1046	185	105	73
Valuation change	-6	126	147	147	195	36	94	148	119	229	105	108
Less: purchases & transfers in	383	439	255	169	182	166	135	161	398	194	219	361
Total enterprise output	1099	1130	927	580	615	609	793	815	1031	584	579	628
Variable Costs (£ per cow)												
Concentrates	165	178	247	95	150	120	94	93	253	94	101	94
Purchased bulk feed	9	40	13	10	10	14	15	10	27	14	14	6
Stock keep	35	28	17	1	2	8	9	10	10	1	1	8
Veterinary & medicines	37	40	41	30	45	37	25	32	35	28	40	30
Other livestock costs - beef	134	137	85	79	72	68	90	101	105	94	105	76
Total variable costs	380	423	402	216	278	247	234	247	431	231	260	214
Gross margin before forage costs	719	707	525	364	337	362	559	568	600	353	319	414
Forage variable costs (£ per cow)												
Seeds	10	15	9	5	6	3	19	29	8	9	17	5
Fertilisers	19	20	73	10	17	63	6	9	53	10	2	53
Sprays	0	0	3	0	0	2	0	0	7	0	0	6
Other forage costs (excl. contracting)	13	10	6	6	9	9	10	16	10	12	5	7
Total forage variable costs	41	46	91	22	32	77	35	55	78	32	24	72
% of forage variable costs to enterprise output	54	63	62	31	40	52	73	74	74	86	90	68
Gross margin including forage costs	677	661	434	342	305	284	525	513	522	321	295	342

Location Enterprise type Organic/Conventional Year	Less-favoured Area						Lowland					
	Suckler Finishing			Suckler Store			Suckler Finishing			Suckler Store		
	Organic	Conv.	Conv.	Organic	Conv.	Conv.	Organic	Conv.	Conv.	Organic	Conv.	Conv.
	2007/08	2008/09	2008/09	2007/08	2008/09	2008/09	2007/08	2008/09	2008/09	2007/08	2008/09	2008/09
Fixed Costs (£ per cow)\$												
Paid labour	95	106	49	91	88	27	163	173	134	58	67	85
Machinery - contract work	79	81	57	31	34	39	86	95	72	45	61	64
- repairs	51	65	50	49	54	34	56	67	73	63	63	46
- fuels	69	90	62	36	57	46	54	71	74	36	56	43
-depreciation	136	140	102	76	99	90	116	124	131	108	118	89
Buildings depreciation	40	53	45	46	64	39	55	82	94	79	101	52
General farm costs	79	72	47	57	39	38	84	65	52	70	63	53
Water	7	6	8	2	1	5	17	13	13	9	10	14
Electricity	11	8	10	5	6	5	11	11	9	11	9	7
Land expenses	58	44	19	32	17	14	43	25	25	63	29	23
Insurance	42	36	35	38	27	27	40	38	35	38	26	36
Rent	60	30	38	41	20	27	107	53	40	50	45	42
Interest payments	76	72	43	81	53	33	61	88	60	139	91	37
Total fixed costs	801	804	565	586	561	423	892	905	812	770	738	590
Total actual costs	1223	1273	1058	824	871	747	1160	1207	1321	1033	1022	877
Net margin over actual costs	-124	-142	-131	-243	-256	-138	-368	-392	-290	-449	-443	-248
Imputed costs (£ per cow)												
Unpaid labour (farmer, spouse, other)	311	270	322	206	205	238	346	347	323	388	386	313
Imputed rent	150	122	58	131	63	51	139	153	114	232	112	98
Interest on tenant's capital (6% rate) #	71	92	83	-3	57	64	46	42	76	-12	40	65
Total Imputed costs	531	483	463	335	325	352	531	542	513	608	538	476
Total costs including imputed	1754	1756	1522	1158	1196	1099	1692	1749	1834	1641	1560	1353
Net margin over all costs	-655	-626	-595	-578	-581	-490	-899	-933	-803	-1057	-981	-724
Other related inputs												
LFA and agri-environmental payments	367	392	105	403	351	120	224	272	81	269	275	134
of which Organic Farming Scheme	77	62	0	54	80	0	9	13	0	21	13	0
By products and forage	16	10	27	0	-1	12	57	36	94	24	86	61
Single Payment Scheme	445	491	454	354	456	321	358	409	446	373	398	315
Total other related inputs	827	893	586	757	805	454	638	717	621	666	759	510

\$ 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 15 Organic breeding sheep gross and net margins (£/ewe), 2007/08 and 2008/09

Flock type Productivity* Organic/Conventional Year	Less-favoured Area						Lowland All flocks		
	Lower			Higher			Organic		
	Organic 2007/08	Conv. 2008/09	Conv. 2008/09	Organic 2007/08	Conv. 2008/09	Conv. 2008/09	Organic 2007/08	Conv. 2008/09	Conv. 2008/09
Number of flocks	9	14	44	23	28	135	38	36	155
Average farm area - actual ha	208	237	203	311	272	149	144	157	135
-effective ha	153	146	128	167	173	116	130	141	130
Average size of the farm business (ESU)	32	30	39	49	56	42	58	61	70
Average size of flock (breeding ewes)	550	460	568	659	625	514	187	179	289
Finished lambs sold per ewe	0.7	0.6	0.6	1.0	1.1	1.0	1.0	1.1	1.1
Enterprise output (£ per ewe)									
Lamb sales - finished	28.7	30.7	30.1	53.7	63.3	52.1	56.3	62.9	60.6
- store	6.0	8.8	4.1	7.2	3.9	2.6	0.8	0.7	8.7
Ewe and ram sales	0.1	0.6	5.2	4.2	5.8	7.3	1.4	1.4	5.5
Other sheep sales	2.2	3.7	4.3	4.8	5.6	5.7	5.3	4.9	6.9
Wool sales	0.3	0.6	0.7	0.4	0.8	0.8	0.6	0.9	1.1
Valuation change	-4.6	-3.8	-2.4	2.8	-1.2	-1.2	2.4	-1.8	1.0
Less: sheep purchases	2.2	2.4	3.8	9.4	10.4	7.0	7.4	4.4	11.6
Total enterprise output	30.8	38.4	38.3	63.6	67.8	60.3	59.4	64.5	72.4
Variable Costs (£ per ewe)									
Concentrates	4.8	6.0	10.4	9.8	11.3	14.3	8.0	8.4	13.2
Purchased bulk feed	1.1	3.0	2.9	1.6	2.8	2.6	1.4	1.1	1.6
Stock keep	0.4	0.8	1.0	1.7	1.4	0.7	0.3	0.7	0.9
Veterinary & medicines	2.4	2.8	3.5	4.1	5.4	4.5	4.3	5.3	5.9
Other livestock costs - sheep	3.1	3.5	4.2	6.4	6.6	5.5	8.4	8.1	8.8
Total variable costs	11.8	16.0	22.0	23.8	27.5	27.6	22.4	23.5	30.3
Gross margin before forage costs	19.0	22.5	16.4	39.9	40.2	32.7	37.0	41.0	42.0
Forage variable costs (£ per ewe)									
Seeds	0.5	0.4	0.2	0.4	0.9	0.3	1.8	1.7	0.6
Fertilisers	1.2	1.0	3.6	1.0	1.2	5.6	0.6	0.6	4.9
Sprays	0.0	0.0	0.1	0.0	0.0	0.2	0.0	0.1	0.6
Other forage costs	0.1	0.4	0.5	0.5	0.6	0.5	0.9	1.0	0.5
Total forage variable costs	1.8	1.9	4.4	1.9	2.6	6.7	3.3	3.4	6.5
% of forage variable costs to enterprise output	55.9	47.9	54.8	57.5	52.2	49.0	27.7	26.4	37.9
Gross margin including forage costs	17.2	20.6	12.0	38.0	37.6	26.0	33.7	37.6	35.5

Flock type Productivity* Organic/Conventional Year	Less-favoured Area						Lowland All flocks		
	Lower			Higher			Organic 2007/08	2008/09	Conv. 2008/09
	Organic 2007/08	2008/09	Conv. 2008/09	Organic 2007/08	2008/09	Conv. 2008/09			
Fixed Costs (£ per ewe)\$									
Paid labour	2.8	2.6	3.6	10.6	11.1	3.4	15.7	17.1	11.8
Machinery - contract work	2.3	2.3	2.2	3.4	4.6	2.7	5.0	5.9	3.7
- repairs	2.8	3.3	3.1	3.8	4.8	3.3	5.3	4.4	4.2
- fuels	3.5	4.5	3.6	4.0	5.8	4.4	4.4	4.3	4.4
-depreciation	6.6	6.7	5.7	7.5	8.6	8.0	11.0	9.7	7.9
Buildings depreciation	3.4	3.5	2.7	3.8	5.1	3.5	7.2	7.7	5.8
General farm costs	3.6	3.3	2.6	4.6	3.8	3.3	6.7	5.1	4.5
Water	0.4	0.4	0.3	0.3	0.2	0.3	1.2	0.9	0.7
Electricity	0.4	0.5	0.4	0.6	0.5	0.5	1.0	0.9	0.8
Land expenses	1.7	0.5	0.6	3.3	3.1	1.1	4.1	1.6	1.9
Insurance	2.8	2.2	1.6	2.6	2.0	2.2	3.2	2.6	2.8
Rent	1.6	1.9	1.9	5.2	3.9	1.8	5.5	2.5	3.5
Interest payments	4.4	6.5	4.3	4.9	3.2	3.0	6.3	6.8	4.1
Total fixed costs	36.3	38.3	32.6	54.8	56.6	37.5	76.8	69.7	56.1
Total actual costs	41.2	43.6	41.2	63.0	65.9	49.7	88.5	81.1	71.4
Net margin over actual costs	-39.0	-41.2	-37.5	-53.6	-55.5	-42.7	-81.1	-76.7	-59.8
Imputed costs									
Unpaid labour (farmer, spouse, other)	21.1	22.3	20.1	14.5	12.9	24.0	28.5	26.5	31.2
Imputed rent	12.7	3.4	3.2	7.9	6.9	4.9	20.9	9.7	8.9
Interest on tenant's capital (6% rate) #	2.1	0.1	2.2	3.8	7.0	4.8	3.7	4.1	4.6
Total Imputed costs	35.9	25.8	25.6	26.2	26.7	33.7	53.0	40.3	44.7
Total costs including imputed	77.2	69.5	66.8	89.3	92.6	83.4	141.5	121.5	116.1
Net margin over all costs	-75.0	-67.0	-63.0	-79.9	-82.2	-76.4	-134.1	-117.0	-104.5
Other related inputs									
LFA and agri-environmental payments	27.0	23.7	11.8	24.0	26.5	7.6	19.6	21.6	5.2
of which Organic Farming Scheme	4.6	6.5	0.0	4.0	6.7	0.0	0.9	0.9	0.0
By products and forage	0.8	-0.1	0.8	0.9	0.5	1.0	5.3	3.1	5.8
Single Payment Scheme	24.6	30.2	25.5	27.5	30.7	24.7	30.3	33.5	26.3
Total other related inputs	52.4	53.8	38.1	52.4	57.7	33.3	55.2	58.2	37.2

\$ 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)

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

Table 16 Organic arable crop gross/net margins (£/ha) and costs of production (£/tonne), 2007/08 and 2008/09 (non-organic for comparison)

Crop enterprise	Winter wheat						Spring wheat						Triticale			
	Organic		Conv.		Conv.		Organic		Conv.		Conv.		Organic		Organic	
Year	2007/08	2008/09	2007/08	2008/09	2007/08	2008/09	2007/08	2008/09	2007/08	2008/09	2007/08	2008/09	2007/08	2008/09	2007/08	2008/09
Number of enterprises	25	31		236			11	10		5			17	14		
Average farm area - actual ha	184	208		193			229	229		133			142	166		
-effective ha	177	194		183			210	206		125			137	163		
Average business size (ESU)	105	103		135			105	97		91			91	175		
Area of crop grown (ha.)	23	34		61			19	23		18			11	20		
Total production (tonnes/units)	72	132		534			52	77		87			33	71		
Yield tonnes/units per hectare	3.1	3.9		8.7			2.8	3.4		4.9			3.1	3.6		
Crop Value (£ per tonne/unit)	267	214		113			258	188		101			228	178		
Enterprise output	£/ha	£/t	£/ha	£/t	£/ha	£/t	£/ha	£/t	£/ha	£/t	£/ha	£/t	£/ha	£/t	£/ha	£/t
Closing valuation	279	90	238	61	410	47	181	65	202	60	30	6	161	52	180	50
Revenue	445	144	555	143	543	62	527	190	409	121	113	23	195	63	139	39
Farm house consumption, in kind	0	0	0	0	0	0	0	0	0	0	0	0	33	11	0	0
Feed used on farm	104	34	37	10	32	4	10	4	24	7	356	72	316	102	322	89
Crop enterprise output	828	267	830	214	986	113	718	258	635	188	500	101	704	228	642	178
-output from straw and beet tops	136	44	62	16	36	4	52	19	59	17	76	15	90	29	94	26
Total enterprise output	963	311	892	230	1021	117	769	277	693	205	576	117	794	257	736	204
Variable Costs																
Seeds	69	22	104	27	49	6	77	28	85	25	84	17	81	26	87	24
Fertilisers	0	0	29	7	132	15	16	6	26	8	151	31	11	4	1	0
Crop protection	0	0	7	2	148	17	2	1	1	0	144	29	0	0	0	0
Other crop costs	19	6	28	7	30	3	24	9	22	6	113	23	7	2	6	2
Total variable costs	88	29	172	44	370	42	119	43	141	42	492	100	99	32	98	27
Gross margin	875	283	720	186	651	75	650	234	552	163	84	17	694	225	638	177

\$ 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.			Organic			Conv.			Organic			
	Year	2007/08	2008/09	2008/09	2008/09	2008/09	2007/08	2008/09	2008/09	2007/08	2008/09	2008/09	2007/08	2008/09	2008/09	2008/09
	£/ha	£/t	£/ha	£/t	£/ha	£/t	£/ha	£/t	£/ha	£/t	£/ha	£/t	£/ha	£/t	£/ha	£/t
Fixed Costs \$	£/ha	£/t	£/ha	£/t	£/ha	£/t	£/ha	£/t	£/ha	£/t	£/ha	£/t	£/ha	£/t	£/ha	£/t
Paid labour	168	1	69	2	52	2	46	0	68	1	3	1	27	5	29	1
Machinery - contract work	79	26	55	14	71	8	155	56	179	53	82	17	138	45	139	39
- repairs	79	26	68	18	61	7	51	18	52	15	23	5	91	30	91	25
- fuels	85	28	79	20	65	7	53	19	84	25	54	11	65	21	82	23
-depreciation	157	51	156	40	110	13	70	25	90	27	74	15	132	43	103	28
Buildings depreciation	35	11	31	8	40	5	25	9	27	8	36	7	16	5	37	10
General farm costs	44	14	26	7	35	4	42	15	33	10	34	7	48	16	33	9
Water	10	3	5	1	5	1	7	2	6	2	2	0	12	4	10	3
Electricity	7	2	4	1	8	1	3	1	6	2	4	1	7	2	11	3
Land expenses	48	16	18	5	19	2	27	10	27	8	9	2	25	8	19	5
Insurance	21	7	14	4	18	2	16	6	13	4	22	4	22	7	21	6
Rent	46	15	18	5	35	4	40	15	54	16	62	13	78	25	77	21
Interest payments	44	14	23	6	38	4	32	12	22	7	51	10	54	17	52	14
Total fixed costs	825	213	567	131	555	59	568	188	662	177	456	92	716	228	704	188
Total actual costs	913	242	739	175	926	102	688	231	803	218	948	192	815	260	802	215
Net margin over actual costs	50	69	153	55	96	15	82	45	-110	-13	-372	-75	-21	-3	-66	-11
Imputed costs																
Unpaid labour (farmer/spouse)	50	16	47	12	65	7	25	9	42	12	31	6	58	19	25	7
Imputed rent	125	40	103	26	88	10	116	42	50	15	86	18	83	27	75	21
Interest on tenant's capital#	-15	-5	7	2	-6	-1	-11	-4	7	2	-15	-3	-18	-6	-18	-5
Total Imputed costs	160	52	156	40	147	17	130	47	99	29	102	21	123	40	82	23
Total costs incl. imputed	1073	293	895	215	1073	119	817	278	902	248	1050	213	938	300	884	238
Net margin over all costs	-109	18	-3	15	-51	-2	-48	-1	-209	-43	-474	-96	-144	-43	-148	-34
Other related inputs																
LFA and agri-environment	108	35	115	30	41	5	146	52	140	41	27	5	91	29	82	23
of which Organic Farming	3	1	22	6	0	0	16	6	2	1	0	0	4	1	2	0
By products and forage	51	16	22	6	39	4	34	12	41	12	50	10	43	14	36	10
Single Payment Scheme	183	59	192	50	199	23	191	69	212	63	191	39	189	61	192	53
Total other related inputs	345	91	352	69	278	26	387	114	396	106	268	64	326	69	312	62

Table 16 (cont.)

Crop enterprise	Spring barley						Winter oats						Spring oats					
	Organic		Conv.		Conv.		Organic		Conv.		Organic		Conv.		Conv.			
	2007/08	2008/09	2008/09	2008/09	2007/08	2008/09	2008/09	2007/08	2008/09	2008/09	2007/08	2008/09	2008/09	2008/09				
Number of enterprises	16	25	113				11	16	53				11	24	9			
Average farm area - actual ha	208	219	159				208	232	195				117	165	185			
-effective ha	193	198	140				203	222	180				108	146	178			
Average business size (ESU)	91	95	87				97	125	118				66	65	98			
Area of crop grown (ha.)	17	15	16				25	24	17				6	11	12			
Total production (tonnes/units)	51	48	88				80	82	113				25	36	50			
Yield tonnes/units per hectare	3.1	3.3	5.4				3.2	3.4	6.6				3.8	3.4	4			
Crop Value (£ per tonne/unit)	247	184	110				197	201	97				215	150	98			
Enterprise output	£/ha	£/t	£/ha	£/t	£/ha	£/t	£/ha	£/t	£/ha	£/t	£/ha	£/t	£/ha	£/t	£/ha	£/t	£/ha	£/t
Closing valuation	205	67	212	65	180	33	204	64	389	114	294	45	182	48	307	91	252	59
Revenue	432	141	232	71	321	59	395	123	234	69	1928	45	370	96	83	25	126	29
Farm house consumption, benefits	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Feed used on farm	121	40	154	47	94	17	33	10	61	18	47	7	271	71	115	34	45	11
Crop enterprise output	758	247	598	184	595	110	632	197	685	201	637	97	824	215	504	150	423	98
-output from straw and beet tops	82	27	68	21	67	12	50	16	54	16	40	6	64	17	63	19	41	10
Total enterprise output	840	274	666	205	662	123	682	213	738	216	678	103	888	232	568	169	464	108
Variable Costs																		
Seeds	47	15	79	24	59	11	41	13	48	14	42	6	85	22	86	26	67	16
Fertilisers	17	6	31	9	97	18	0	0	0	0	109	17	28	7	36	11	76	18
Crop protection	1	0	0	0	75	14	3	1	0	0	87	13	0	0	2	1	51	12
Other crop costs	21	7	22	7	19	4	27	8	20	6	15	2	25	7	29	9	6	1
Total variable costs	85	28	137	42	252	47	71	22	79	23	259	39	138	36	153	46	205	48
Gross margin	755	246	530	163	410	76	611	191	660	193	419	64	750	195	414	123	259	60

\$ 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.			Organic			Conv.			Organic			Conv.		
	2007/08	2008/09	2008/09	2007/08	2008/09	2008/09	2007/08	2008/09	2008/09	2007/08	2008/09	2008/09	2007/08	2008/09	2008/09	2007/08	2008/09	2008/09
Year	£/ha	£/t	£/ha	£/t	£/ha	£/t	£/ha	£/t	£/ha	£/t	£/ha	£/t	£/ha	£/t	£/ha	£/t	£/ha	£/t
Fixed Costs *																		
Paid labour	73	5	49	3	51	2	41	1	43	2	48	1	41	3	37	2	60	5
Machinery - contract work	81	26	81	25	77	14	145	45	91	27	86	13	145	38	158	47	44	10
- repairs	70	23	53	16	54	10	73	23	76	22	37	6	113	29	48	14	23	5
- fuels	86	28	86	27	67	12	81	25	75	22	45	7	58	15	60	18	35	8
-depreciation	155	50	122	37	96	18	137	43	110	32	81	12	162	42	75	22	74	17
Buildings depreciation	19	6	25	8	36	7	34	11	47	14	32	5	38	10	33	10	41	10
General farm costs	32	11	34	10	36	7	44	14	30	9	38	6	48	12	35	11	20	5
Water	5	2	4	1	5	1	5	2	6	2	5	1	9	2	8	2	2	0
Electricity	4	1	4	1	10	2	11	3	8	2	7	1	7	2	8	2	5	1
Land expenses	33	11	21	7	16	3	84	26	21	6	22	3	22	6	20	6	15	4
Insurance	18	6	18	6	19	4	22	7	19	5	22	3	23	6	17	5	14	3
Rent	71	23	33	10	28	5	42	13	39	11	31	5	9	2	21	6	19	4
Interest payments	28	9	27	8	36	7	41	13	38	11	34	5	34	9	36	11	10	2
Total fixed costs	675	201	556	159	531	91	761	226	603	166	488	68	706	176	555	156	360	76
Total actual costs	760	229	693	201	783	137	832	248	681	189	746	107	844	212	708	202	565	123
Net margin over actual costs	80	45	-27	4	-120	-14	-150	-35	57	27	-69	-4	44	19	-141	-33	-102	-15
Imputed costs																		
Unpaid labour (farmer, spouse, other)	61	20	41	13	50	9	32	10	28	8	40	6	49	13	119	35	57	13
Imputed rent	52	17	69	21	91	17	95	30	77	23	87	13	140	36	61	18	74	17
Interest on tenant's capital (6% rate)	-6	-2	0	0	-8	-1	-18	-6	-6	-2	-4	-1	-3	-1	-10	-3	18	4
Total Imputed costs	107	35	110	34	133	25	109	34	100	29	123	19	185	48	169	50	149	35
Total costs incl. imputed	868	264	803	235	916	162	941	283	781	218	869	125	1029	261	877	252	714	158
Net margin over all costs	-27	10	-137	-30	-254	-39	-259	-69	-43	-2	-192	-23	-141	-29	-310	-83	-250	-50
Other related inputs																		
LFA and agri-environmental payments	133	43	127	39	52	10	117	37	112	33	35	5	89	23	154	46	54	13
Organic Farming Scheme Payment	17	5	11	3	0	0	8	3	8	2	0	0	11	3	36	11	0	0
By products and forage	27	9	30	9	45	8	54	17	38	11	31	5	22	6	15	5	27	6
Single Payment Scheme	187	61	202	62	193	36	191	60	199	58	194	29	179	47	206	61	189	44
Total other related inputs	364	82	371	83	290	40	370	100	357	88	259	38	301	51	410	82	269	35

Table 16 (cont.)

Crop enterprise	Beans for feed						Ware Potatoes						Market Garden			
	Organic		Conv.		Conv.		Organic		Conv.		Conv.		Organic			
Year	2007/08	2008/09	2008/09	2008/09	2008/09	2008/09	2007/08	2008/09	2008/09	2008/09	2008/09	2008/09	2007/08	2008/09	2008/09	2008/09
Number of enterprises	18	21		54			7	6		17			8	7		
Average farm area - actual ha	217	263		258			117	111		125			122	155		
-effective ha	202	248		249			115	108		120			113	141		
Average business size (ESU)	110	116		165			93	238		142			109	108		
Area of crop grown (ha.)	19	19		26			6	8		15			6	5		
Total production (tonnes/units)	32	60		121			106	137		491			-	-		
Yield tonnes/units per hectare	1.6	3.2		4.6			17	17		34			-	-		
Crop Value (£ per tonne/unit)	313	260		139			259	289		155			-	-		
Enterprise output	£/ha	£/t	£/ha	£/t	£/ha	£/t	£/ha	£/t	£/ha	£/t	£/ha	£/t	£/ha	£/t	£/ha	£/t
Closing valuation	71	43	263	82	251	54	22	1	619	37	698	21	219	-	0	-
Revenue	369	225	532	166	388	84	4423	257	4215	251	4521	134	8193	-	6418	-
Farm house consumption, benefits	0	0	0	0	0	0	0	0	0	0	1	0	0	-	9	-
Feed used on farm	73	45	37	11	4	1	5	0	15	1	3	0	0	-	0	-
Crop enterprise output	513	313	831	260	643	139	4449	259	4849	289	5224	155	8413	-	6426	-
-output from straw and beet tops	0	0	0	0	1	0	0	0	0	0	0	0	0	-	0	-
Total enterprise output	513	313	831	260	644	139	4449	259	4849	289	5224	155	8413	-	6426	-
Variable Costs																
Seeds	71	43	110	34	55	12	632	37	933	56	653	19	1228	-	676	-
Fertilisers	4	3	7	2	30	7	98	6	0	0	551	16	98	-	57	-
Crop protection	0	0	0	0	99	21	92	5	72	4	560	17	15	-	0	-
Other crop costs	14	8	14	4	17	4	200	12	164	10	197	6	510	-	369	-
Total variable costs	89	54	131	41	206	44	1023	59	1169	70	1961	58	1851	-	1102	-
Gross margin	425	259	700	219	438	94	3427	199	3680	219	3262	97	6562	-	5325	-

\$ 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						Organic vegetables			
	Organic		Conv.		Conv.		Organic		Conv.		Conv.		Market gdn		Market gdn	
	2007/08	2008/09	2008/09	2008/09	2007/08	2008/09	2008/09	2007/08	2008/09	2008/09	2007/08	2008/09	2007/08	2008/09	2008/09	2008/09
Year	£/ha	£/t	£/ha	£/t	£/ha	£/t	£/ha	£/t	£/ha	£/t	£/ha	£/t	£/ha	£/t	£/ha	£/t
Fixed Costs *																
Paid labour	40	0	87	1	66	3	303	2	705	0	728	8	1779	-	1333	-
Machinery - contract work	97	59	99	31	42	9	397	23	567	34	170	5	110	-	109	-
- repairs	32	19	80	25	42	9	140	8	124	7	184	5	574	-	266	-
- fuels	42	25	98	31	44	9	96	6	205	12	180	5	243	-	190	-
-depreciation	65	40	157	49	74	16	153	9	210	13	231	7	512	-	490	-
Buildings depreciation	23	14	33	10	30	6	12	1	46	3	84	2	53	-	64	-
General farm costs	32	19	26	8	34	7	70	4	79	5	63	2	146	-	91	-
Water	9	6	7	2	5	1	14	1	11	1	7	0	27	-	12	-
Electricity	4	2	4	1	6	1	13	1	24	1	13	0	37	-	15	-
Land expenses	37	23	17	5	20	4	28	2	43	3	20	1	42	-	43	-
Insurance	16	10	15	5	19	4	27	2	42	2	27	1	52	-	39	-
Rent	78	48	32	10	35	8	61	4	15	1	93	3	83	-	7	-
Interest payments	48	29	25	8	25	5	31	2	26	2	66	2	8	-	0	-
Total fixed costs	522	294	679	186	441	84	1345	62	2098	83	1866	42	3667	-	2659	-
Total actual costs	611	348	811	227	647	128	2368	122	3267	153	3827	100	5517	-	3761	-
Net margin over actual costs	-97	-35	21	33	-3	11	2082	137	1582	136	1397	54	2895	-	2666	-
Imputed costs																
Unpaid labour (farmer, spouse, other)	16	10	57	18	43	9	479	28	340	20	615	18	1892	-	1303	-
Imputed rent	73	44	83	26	77	17	61	4	161	10	95	3	169	-	176	-
Interest on tenant's capital (6% rate)	-23	-14	1	0	6	1	-6	0	16	1	-20	-1	22	-	28	-
Total Imputed costs	66	40	141	44	126	27	534	31	516	31	689	20	2083	-	1507	-
Total costs incl. imputed	676	388	952	271	773	155	2902	153	3783	183	4516	121	7600	-	5268	-
Net margin over all costs	-163	-75	-120	-11	-129	-16	1548	106	1066	105	707	34	813	-	1159	-
Other related inputs																
LFA and agri-environmental payments	118	72	105	33	51	11	118	7	127	8	30	1	89	-	80	-
Organic Farming Scheme Payment	11	7	18	6	0	0	0	0	0	0	0	0	2	-	4	-
By products and forage	40	24	24	8	28	6	29	2	32	2	89	3	38	-	8	-
Single Payment Scheme	190	116	193	60	197	42	181	11	183	11	188	6	168	-	170	-
Total other related inputs	358	159	340	79	276	55	328	13	343	12	308	11	297	-	263	-

4. Benchmark costs of production

Tables 17 to 22 show costs of production data for organic milk, beef and lamb production (crop production costs are shown in Table 16 in the previous section).

Table 17 shows the organic and conventional dairy full sample average data for 2008/09, top 5 organic (ranked by lowest costs) results in 2008/09 and organic whole sample average data for 2007/08. Table 18 shows the dairy costs of production for an identical sample of organic and conventional farms in 2007/08 and 2008/09. (Conventional data is taken from clustered conventional dairy farms utilised within the whole farm section of this report).

Under the existing data collection system for England it is no longer possible to obtain the sale/transfer weights needed to calculate costs of production for beef and lamb. Tables 19 to 22 are therefore for Welsh farms only, using data collected separately by the Farm Business Survey Unit, IBERS within Aberystwyth University. The comparable conventional farm data 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 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 in 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, kg liveweight for stores and deadweight for finished beef and lamb production).

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.

Please note the methodological change in the 2008/09 FBS year with the introduction of a different allocation and apportionment model than had previously been used for determining the notional fixed costs attributable to agriculture, diversified enterprises, single payment scheme and agri-environment scheme. Hence, the fixed costs cannot be compared directly with those from 2007/08 due to this methodological change. Readers can access full details of this methodological change at https://statistics.defra.gov.uk/esg/asd/fbs/sub/fbs_comm.htm.

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 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 is often higher on organic systems these are usually off-set by higher levels of support payments.

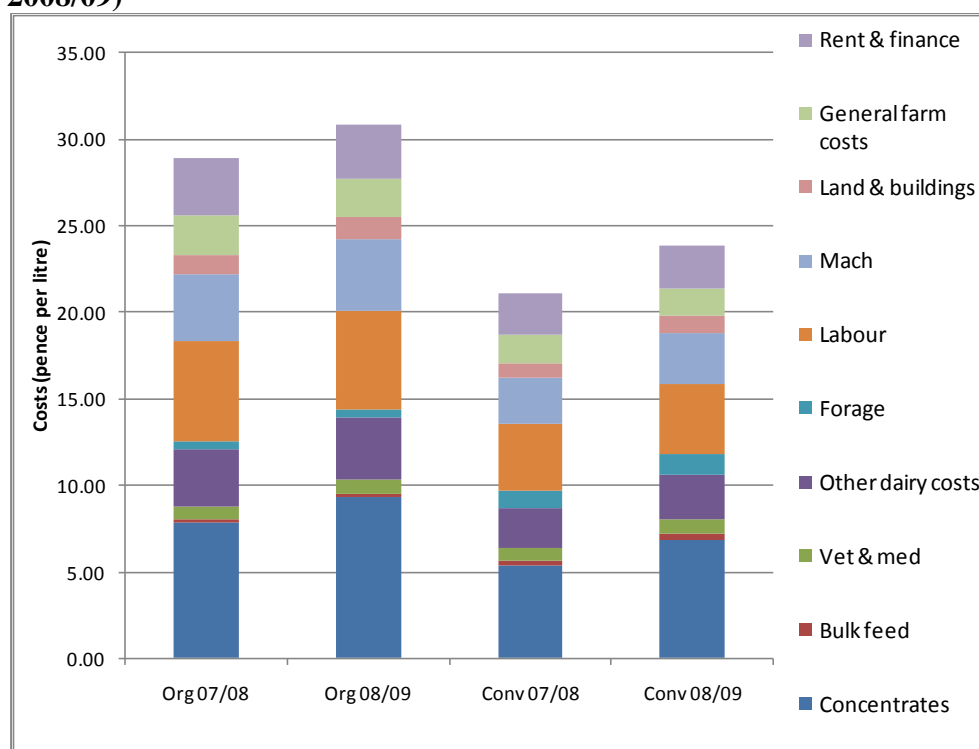
4.1 Dairy enterprise production costs

The costs of production results for England and Wales shown in Table 17 are taken from 49 dairy farms in 2008/09, (up from 38 in 2007/08).

The main physical differences between the top 5 (rank by lowest costs) and average groups for 2008/09 included a slightly smaller herd size as well as substantially higher average milk yields per cow at 7795 litres per cow compared to 5753 litres for the average group. Feed costs were almost identical though other costs and especially labour were lower for the best performers, with total costs (including imputed costs) at 27.6 pence per litre and 31.7 pence per litre for the average group. The net margin of production including imputed costs was 7.8 ppl for the top 5 group, more than twice the average value of 2.9 ppl.

Table 18 presents an identical organic and conventional sample over two years and highlights a 7% organic milk price increase, rising to 31.8ppl, conventional prices also increasing, by 20%, but remaining considerably lower at 25.1ppl. Figure 17 highlights that identical sample organic concentrate costs have risen 18%, conventional by 28% in 2008/09. Overall, total organic costs increased by 8%, conventional up by 16%.

Figure 17 Organic and conventional dairy costs of production (Identical sample, 2007/08 and 2008/09)



The Welsh dairy farm costs of production data from a sample of 8 farms is shown in Table 19, indicating the organic milk yield was only 3% below the conventional level of performance in terms of yields per cow, and equal yield per hectare. Total organic costs of production (including imputed) were 28.4ppl, dairy output of 33ppl, and an overall enterprise net margin of 4.6ppl (including imputed costs and excluding support payments).

Table 17 Costs of production data for milk production, 2007/08 and 2008/09 (Full Sample)

	Organic				Conventional				
	2007/08	2008/09		2008/09	2007/08	2008/09		2008/09	
Sample size	38	Top 5	49	171	Sample size	38	Top 5	49	171
Herd size - numbers	118	111	116	107	COSTS	ppl	ppl	ppl	ppl
Herd size - LU	118	112	117	107	Concentrates	7.3	9.8	9.7	6.9
Total Grazing LU	170	178	176	172	Purchased bulk feed (hay & straw)	0.2	0.2	0.1	0.3
Litres of milk produced per cow	5887	7795	5753	6953	Stock keep	0.1	0.1	0.1	0.1
Percentage Dairy LU to Total GLU	69	63	67	62	Veterinary and medicines	0.7	0.6	0.8	0.9
Farm size - effective hectares	122	111	139	106	Other livestock costs - dairy	2.2	1.9	2.6	1.8
Farm size - ESU	136	138	137	132	Herd replacement	0.7	0.9	1.0	0.9
% of area used for forage/grazing	95	90	95	90	Total variable costs	11.2	13.5	14.4	10.8
					Seeds	0.2	0.1	0.2	0.2
					Fertilisers	0.1	0.1	0.2	0.9
OUTPUTS	ppl	ppl	ppl	ppl	Sprays	0.0	0.0	0.0	0.1
Dairy - milk	29.5	33.8	33.6	26.0	Other forage costs	0.1	0.1	0.2	0.1
- livestock purchases, sales and transfer:	-0.8	-0.1	-1.4	-0.9	Total forage costs	0.4	0.3	0.5	1.3
- net milk quota	0.0	0.0	-0.1	0.0	Paid labour	2.6	1.7	2.9	1.5
- valuation change	-0.4	0.5	0.0	-0.1	Machinery - contract work	1.3	1.2	1.7	1.0
					- repairs	0.7	1.0	0.9	0.6
Dairy output	28.3	34.2	32.1	25.0	- fuels	0.6	0.7	0.8	0.5
					-depreciation	1.1	1.4	1.2	0.9
OTHER RELATED OUTPUTS					Buildings depreciation	0.5	0.4	0.6	0.5
LFA and agri-environmental payments	0.9	0.7	1.2	0.2	General farm costs	0.9	0.8	0.9	0.6
Miscellaneous revenue	1.1	0.3	1.1	0.5	Water	0.4	0.3	0.4	0.3
By-products and forage	0.3	0.2	0.1	0.2	Electricity	0.4	0.3	0.4	0.4
					Land expenses	0.6	0.7	0.7	0.4
Other output	2.3	1.2	2.4	0.9	Insurance	0.5	0.5	0.5	0.4
					Rent	0.9	0.6	0.9	0.3
					Interest payments	0.9	0.4	0.6	0.6
					Total fixed costs	11.5	10.0	12.4	8.0
TOTAL OUTPUTS	30.6	35.4	34.6	26.0	TOTAL COSTS	23.0	23.8	27.3	20.0
Margin of production - pence per litre (excluding imputed costs)	7.5	11.6	7.3	5.9	Imputed costs				
Margin of production - pence per litre (including imputed costs)	3.4	7.8	2.9	2.2	Unpaid labour (farmer, spouse, other)	2.6	2.2	2.7	2.3
					Imputed rent	1.3	0.6	1.0	1.0
					Interest on tenant's capital (6% rate)	0.3	1.0	0.7	0.4

Table 18 Costs of production data for milk production on identical organic and conventional farms, 2007/08 and 2008/09

	Organic		Conventional			Organic		Conventional	
	2007/08	2008/09	2007/08	2008/09		2007/08	2008/09	2007/08	2008/09
Sample size	35	35	93	93	COSTS	ppl	ppl	ppl	ppl
Herd size - numbers	107	107	105	106	Concentrates	7.9	9.3	5.3	6.8
Herd size - LU	108	108	105	106	Purchased bulk feed (hay & straw)	0.2	0.1	0.3	0.3
Total Grazing LU	155	154	166	169	Stock keep	0.0	0.1	0.1	0.1
Litres of milk produced per cow	5763	5964	7070	7172	Veterinary and medicines	0.7	0.8	0.7	0.8
Percentage Dairy LU to Total GLU	70	70	63	63	Other livestock costs - dairy	2.4	2.6	1.6	1.7
Farm size - effective hectares	119	120	101	105	Herd replacement	0.9	0.9	0.7	0.8
Farm size - ESU	125	125	128	131	Total variable costs	12.1	13.9	8.7	10.6
% of area used for forage/grazing	94	94	89	89	Seeds	0.2	0.2	0.1	0.2
					Fertilisers	0.2	0.2	0.6	0.9
OUTPUTS	ppl	ppl	ppl	ppl	Sprays	0.0	0.0	0.1	0.1
Dairy - milk	30.9	33.4	21.7	26.1	Other forage costs	0.1	0.1	0.1	0.1
- livestock purchases, sales and transfers	-0.9	-1.1	-0.7	-0.8	Total forage costs	0.5	0.5	1.0	1.3
- net milk quota	0.0	0.0	0.0	0.0	Paid labour	3.0	2.9	1.5	1.6
- valuation change	-0.4	-0.5	-0.1	-0.2	Machinery - contract work	1.4	1.4	0.8	0.9
Dairy output	29.6	31.8	20.9	25.1	- repairs	0.8	0.9	0.5	0.5
					- fuels	0.6	0.7	0.4	0.5
OTHER RELATED OUTPUTS					-depreciation	1.2	1.1	0.9	1.0
LFA and agri-environmental payments	0.9	0.9	0.2	0.2	Buildings depreciation	0.5	0.5	0.4	0.5
Miscellaneous revenue	1.4	1.3	0.4	0.5	General farm costs	1.0	0.9	0.6	0.6
By-products and forage	0.1	0.1	0.2	0.2	Water	0.5	0.4	0.3	0.2
Other output	2.4	2.3	0.8	0.9	Electricity	0.4	0.4	0.3	0.4
					Land expenses	0.6	0.7	0.4	0.4
TOTAL OUTPUTS	32.0	34.1	21.6	26.0	Insurance	0.5	0.5	0.4	0.4
					Rent	0.9	0.8	0.4	0.3
Margin of production - pence per litre (excluding imputed costs)	7.4	7.8	4.3	6.0	Interest payments	0.8	0.6	0.7	0.6
Margin of production - pence per litre (including imputed costs)	3.0	3.3	0.6	2.1	Total fixed costs	12.0	12.0	7.7	8.1
					TOTAL COSTS	24.5	26.4	17.3	20.0
					Imputed costs				
					Unpaid labour (farmer, spouse, other)	2.9	2.7	2.4	2.4
					Imputed rent	1.1	1.0	1.2	1.0
					Interest on tenant's capital (6% rate)	0.4	0.7	0.2	0.5

Table 19 Costs of production for Welsh milk production, 2007/08–2008/09 (ppl)

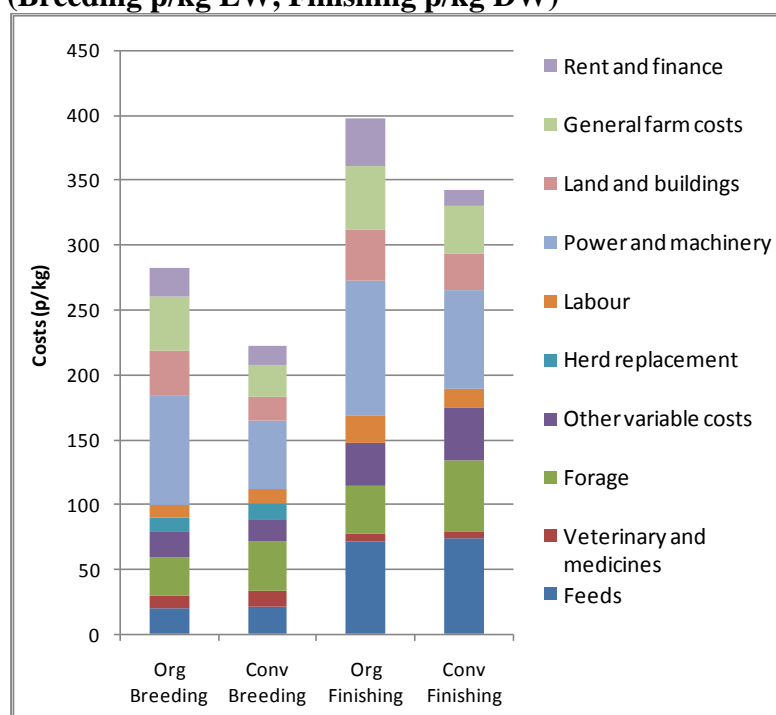
	ORGANIC		CONVENTIONAL	
	2007/08	2008/09	2007/08	2008/09
Number of herds	8	8	107	113
Farm size ESU	189	193	139	143
Farm size - eff ha	127	124	116	107
Farm size - forage ha	115	121	102	102
Total Grazing LU	246	264	204	211
Stocking rate - all GLU/ha	2.14	2.17	2.00	2.07
Herd size - numbers	177	177	120	123
Percentage Dairy LU to Total GLU	0.67	0.67	0.60	0.58
Milk yield per cow (litres)	6295	6131	6453	6322
Litres milk per ha	13460	13323	12929	13103
Variable costs				
Purchased concentrates	5.73	7.80	4.54	5.93
Home grown concentrates	0.40	0.15	0.32	0.22
Coarse fodder and tack	0.32	0.13	0.10	0.16
Veterinary and medicines	0.61	0.73	0.69	0.80
Dairy livestock costs	1.58	1.58	1.56	1.74
Allocatable contracting	0.22	0.46	0.13	0.30
Net leased quota	0.00	0.00	0.00	0.00
Total variable costs	8.86	10.85	7.34	9.15
Herd replacement cost	1.04	1.26	0.91	0.90
Forage costs				
Fertilisers, seeds and sprays	0.63	0.82	1.00	1.42
Forage contracting	0.61	0.77	0.49	0.67
Grass keep	0.38	0.48	0.20	0.23
Other forage costs	0.13	0.23	0.12	0.12
Total forage costs	1.75	2.30	1.81	2.44
Overhead costs				
Paid labour	0.76	0.79	0.60	0.65
Machinery - repairs	0.72	0.61	0.55	0.66
- fuel	0.63	0.95	0.49	0.68
- other contract and hire	0.15	0.06	0.09	0.07
- depreciation	1.03	1.24	0.96	1.08
Property - repairs	0.39	0.63	0.38	0.47
- water	0.16	0.15	0.14	0.15
- depreciation	0.91	0.94	0.63	0.64
Other - general farm costs	0.73	0.90	0.66	0.79
- insurances	0.35	0.36	0.33	0.34
Rent and finance - rent	0.48	0.44	0.33	0.42
- bank interest	0.43	0.45	0.51	0.48
- bank charges	0.05	0.15	0.06	0.07
- other interest	0.08	0.03	0.19	0.18
- loss on sale of machinery	0.00	0.10	0.00	-0.02
Total overhead costs	6.87	7.80	5.92	6.66
Total cost of production	18.52	22.21	15.98	19.15
Dairy enterprise output				
Milk output	26.96	31.83	20.56	24.84
Calf output	1.20	1.09	1.02	1.27
Miscellaneous output	0.00	0.00	0.00	0.00
By-products	0.09	0.09	0.26	0.26
Total enterprise output	28.25	33.01	21.84	26.37
Enterprise gross margin (excl. overheads)	16.60	18.60	11.78	13.88
Enterprise net margin (incl. overheads)	9.73	10.80	5.86	7.22
Enterprise net margin (£/ha)	1310	1439	758	946
Value of farm family's own resources				
Own/spouse labour	1.95	2.13	1.77	1.90
Other unpaid labour	0.95	0.98	0.79	0.80
Rental value of owner-occupied land	2.01	2.22	2.21	2.30
Interest on tenant's capital less bank interest	0.98	0.88	0.95	1.31
Total own resources	5.89	6.21	5.71	6.31
Enterprise net margin including own resources	3.84	4.59	0.15	0.91
Support payments				
Agri-environment payments	0.28	0.33	0.45	0.43
Organic Aid	0.27	0.87	0.00	0.00
Single Payment Scheme	2.80	3.37	3.47	3.91
Total support payments	3.35	4.57	3.92	4.34
Enterprise net margin including own resources and support payments	7.19	9.16	4.07	5.25
Enterprise NM incl. OR & SP (£/ha)	968	1220	526	688

4.2 Beef enterprise production costs

Table 20 and Table 21 show the average cost of production data for both suckler store and finishing beef production enterprises, from 22 and 16 Welsh organic farms respectively. The top and bottom third groups are classified by net margin per kg output.

Suckled stores: Table 20 shows the organic suckler system was minus 499p/kg liveweight (LW) in 2008/09, a 22% decrease on 2007/08, and still considerably behind conventional farms that averaged -359p/kg LW. The top third producers reduced this deficit to minus 243p/kg LW. The negative net margins are partly caused by the relatively low value applied to weaned organic calves, and to some extent, the single farm payment and support payment income offset these losses, as the average margin including support payments is much improved to a positive 175p/kg LW. It is clear however that prices received are still considerably lower than covering the full costs of production. In comparison with conventional store production organic producers have similar output and variable costs, lower forage costs but over 50% higher than conventional fixed costs (as highlighted in Figure 18 below).

Figure 18 Organic and conventional breeding and finishing beef costs of production, 2008/09 (Breeding p/kg LW, Finishing p/kg DW)



Finished beef: Table 21 indicates the finishing beef enterprise recorded data. The organic margin over costs, including imputed is negative but by a greater amount than for stores, averaging minus 489p/kg deadweight (DW) for all herds and minus 286p/kg DW for the top third group, representing a 7% and 5% decrease respectively upon 2007/08. Again, this deficit is offset by the single farm payment and other support payment income. The average margin including support payments was 353 p/kg DW; reflecting the substantial reliance on support payments for overall farm income. When compared with conventional production the organic samples show a 9% lower output but 6% lower variable and 34% lower forage costs, while fixed costs are 48% greater. Overall, net margin is 23% higher due to greater support payments per kg.

Table 20 Costs of production for Welsh suckler store production, 2007/08 and 2008/09 (p/kg LW)

	ORGANIC						CONVENTIONAL	
	2007/08			2008/09			2007/08	2008/09
	Average	Top 33%*	Bottom 33%*	Average	Top 33%*	Bottom 33%*	Average	Average
Number of herds	21	7	7	22	7	7	51	60
Farm size ESU	37	36	40	37	30	42	41	42
Farm size - eff ha	133	127	143	143	93	170	131	137
Farm size - forage ha	130	122	143	138	87	170	127	132
Total Grazing LU	115	117	119	113	94	125	139	141
Stocking rate - all GLU/ha	0.88	0.96	0.84	0.82	1.08	0.73	1.10	1.07
Herd size - numbers	39	46	33	36	37	39	45	41
Percentage Beef LU to Total GLU	32	34	28	31	39	30	30	27
All values below pence per kilogram liveweight unless otherwise indicated								
Variable costs								
Purchased concentrates	12.5	8.9	25.3	17.0	9.1	37.8	12.5	18.5
Home grown concentrates	0.5	0.0	0.0	1.6	3.3	0.0	0.7	1.1
Coarse fodder, tack and grass keep	0.6	0.0	0.0	1.1	0.4	0.8	3.1	2.1
Veterinary and medicines	8.9	6.9	11.3	10.7	4.7	14.5	10.1	11.3
Other livestock costs	19.5	11.8	22.2	17.2	9.6	19.6	10.9	15.5
Allocatable contracting	2.5	2.4	4.5	3.1	0.4	8.4	1.6	2.1
Total variable costs	44.4	30.0	63.2	50.7	27.4	81.0	38.9	50.6
Herd replacement cost	6.6	5.1	4.0	10.2	-15.5	18.8	17.4	12.4
Forage costs (allocated on a livestock unit basis)								
Fertilisers, seeds and sprays	7.1	4.4	12.8	9.2	5.1	7.5	17.8	26.6
Forage contracting	11.7	3.2	24.5	12.9	6.8	25.4	6.5	5.8
Grass keep	4.0	0.4	8.8	2.5	2.1	1.0	4.1	4.0
Other forage costs	1.6	2.4	1.2	4.0	3.7	4.6	1.8	2.3
Total forage costs	24.4	10.4	47.4	28.5	17.6	38.5	30.2	38.6
Overhead costs (allocated on a livestock unit basis)								
Paid labour	6.1	5.3	3.5	10.7	2.0	16.5	9.4	9.9
Machinery - repairs	16.9	7.7	30.1	19.6	10.8	36.2	9.8	11.2
- fuel	18.1	9.1	27.1	20.8	15.0	26.4	10.8	15.0
- other contract and hire	2.6	0.7	2.0	2.4	1.6	4.6	1.8	0.3
- depreciation	30.4	26.4	41.5	41.6	24.6	70.5	22.3	26.1
Property - repairs	10.7	7.8	18.7	19.0	7.6	41.4	7.1	7.9
- water	2.2	0.2	3.7	2.0	1.8	2.8	0.9	1.1
- depreciation	16.2	5.5	33.4	12.9	4.7	18.3	13.1	9.8
Other - general farm costs	22.4	13.6	36.2	25.9	17.8	43.4	10.7	15.1
- insurances	13.7	8.4	22.1	15.9	11.6	26.4	8.5	10.2
Rent and finance - rent	7.3	9.3	8.5	11.4	12.1	11.3	7.6	8.2
- bank interest	9.0	2.9	10.5	5.7	0.2	5.6	4.6	5.0
- bank charges	1.7	0.6	2.8	1.5	0.4	2.1	1.3	1.3
- other interest	6.9	7.3	9.3	4.4	0.0	10.7	0.7	2.7
Total overhead costs	164.0	104.7	249.3	193.7	110.1	316.1	108.8	123.9
Total cost of production	239.4	150.2	364.0	283.1	139.5	454.4	195.3	225.5

* sorted by net margin/kg

Table 20 (cont.)

	ORGANIC						CONVENTIONAL	
	2007/08			2008/09			2007/08	2008/09
	Average	Top 33%	Bottom 33%	Average	Top 33%	Bottom 33%	Average	Average
Kg beef produced (weaned calves)	9489	12083	6835	8011	9511	6837	10,905	9,061
Kg beef per cow (weaned calves)	242	263	208	222	254	175	243	222
Kg beef per ha (weaned calves)	229	288	174	190	281	133	284	251
Breeding beef enterprise output								
Weaned calf output	118.2	118.0	121.1	139.1	125.8	151.0	110.1	134.6
Less calf purchases	0.1	0.0	0.2	3.2	0.0	4.8	0.6	0.9
By-products	3.8	1.9	4.6	6.6	9.8	-1.2	16.3	15.0
Total enterprise output	121.8	119.9	125.4	142.5	135.6	145.0	125.8	148.8
Enterprise gross margin (excl. overheads)	46.4	74.4	10.8	53.1	106.2	6.7	39.3	47.2
Enterprise net margin (incl. overheads)	-117.6	-30.3	-238.5	-140.5	-3.9	-309.4	-69.5	-76.7
Enterprise net margin (£/ha)	-269	-87	-415	-267	-11	-412	-197	-192
Value of farm family's own resources								
Own/spouse labour	92.4	63.5	147.3	106.1	97.2	170.9	54.1	61.6
Unpaid labour	14.0	14.9	6.0	13.0	18.4	1.4	15.3	17.1
Rental value of O-O land	118.9	73.5	196.0	140.9	42.7	213.4	93.9	108.0
Interest at 6% on tenant's capital#	65.2	71.2	103.6	99.3	80.3	139.5	74.8	96.1
Total own resources	290.6	223.1	452.9	359.3	238.7	525.1	238.0	282.8
Enterprise net margin including own resources	-408.2	-253.4	-691.4	-499.8	-242.6	-834.5	-307.5	-359.5
Support payments								
Agri-environment payments	130.6	1.9	4.6	132.0	63.8	189.7	99.5	84.1
Organic Aid	49.4	44.0	59.2	104.3	35.0	111.5	0.0	0.0
Single Payment Scheme	274.7	219.1	429.8	355.6	206.8	521.7	264.0	373.3
Total support payments	454.6	265.0	493.6	591.9	305.6	822.9	363.6	457.4
Enterprise net margin including own resources and support payments	46.4	11.6	-197.8	92.2	63.0	-11.6	56.0	97.9
Enterprise NM incl. OR & SP (£/ha)	106	34	-344	175	177	-15	159	245

minus actual interest paid (see fixed costs)

Table 21 Costs of production for Welsh finished beef production, 2007/08 and 2008/09, p/kg DW)

	ORGANIC						CONVENTIONAL	
	2007/08			2008/09			2007/08	2008/09
	Average	Top 33%*	Bottom 33%*	Average	Top 33%*	Bottom 33%*	Average	Average
Number of herds	19	6	6	16	5	5	19	19
Farm size ESU	44	39	31	52	39	39	42	38
Farm size - eff ha	130	100	128	147	119	114	123	108
Farm size - forage ha	122	85	123	140	108	111	103	92
Stocking rate - all GLU/ha	0.99	1.25	0.74	0.97	1.05	0.87	1.40	1.28
Herd size - LU	38.55	33.51	28.52	41.06	36.36	28.58	57.85	56.96
Total Grazing LU	121.43	106.37	91.32	135.39	114.04	96.09	144.32	118.49
Percentage Beef LU to Total GLU	32.72	28.42	34.95	34.55	31.20	36.63	43.72	52.79
All values below pence per kilogram deadweight unless otherwise indicated								
Variable costs								
Purchased concentrates	44.5	36.3	34.0	48.7	29.6	60.5	46.0	45.8
Home grown concentrates	28.9	39.0	33.8	23.0	19.0	35.1	19.9	26.8
Coarse fodder, tack and grass keep	0.9	0.0	0.0	0.4	1.1	0.0	1.4	0.9
Veterinary and medicines	4.8	2.4	7.6	5.3	4.2	4.2	7.9	5.5
Other livestock costs	34.1	37.8	41.7	31.6	23.9	38.6	28.0	35.7
Allocatable contracting	2.8	0.0	4.7	2.0	5.1	1.3	0.5	3.6
Total variable costs	116.0	115.5	121.8	110.9	83.0	139.6	103.7	118.3
Forage costs (allocated on a livestock unit basis)								
Fertilisers, seeds and sprays	11.2	10.3	17.6	12.3	20.4	4.4	27.1	32.9
Forage contracting	13.0	7.9	23.1	11.8	5.1	18.4	8.4	11.4
Grass keep	3.1	2.0	1.4	5.0	7.2	1.4	7.9	7.6
Other forage costs	3.4	4.5	4.2	7.6	9.0	9.3	2.8	3.8
Total forage costs	30.7	24.7	46.3	36.7	41.7	33.5	46.1	55.8
Overhead costs (allocated on a livestock unit basis)								
Paid labour	14.2	12.2	17.5	21.2	5.5	43.4	15.0	15.7
Machinery - repairs	23.6	16.9	31.6	23.3	13.8	31.4	14.0	17.8
- fuel	28.4	15.3	40.9	30.4	20.9	34.6	18.2	20.8
- other contract and hire	4.5	6.6	4.2	3.4	-1.0	9.3	2.3	1.2
- depreciation	47.8	34.6	55.1	46.9	36.0	69.5	38.9	36.5
Property - repairs	16.9	9.2	24.6	20.3	12.8	37.4	9.5	11.9
- water	3.0	1.2	4.7	2.9	1.8	2.8	2.4	2.9
- depreciation	16.3	8.4	17.6	16.1	11.7	15.1	13.8	13.0
Other - general farm costs	31.8	20.3	48.3	29.8	18.7	42.6	18.3	20.8
- insurances	17.5	11.9	23.2	18.7	11.8	31.8	16.0	16.3
Rent and finance - rent	18.1	20.5	24.0	15.4	26.0	19.3	4.4	2.3
- bank interest	12.0	0.0	29.3	11.4	0.0	4.8	8.1	6.5
- bank charges	3.5	0.7	6.3	3.0	0.6	6.3	1.7	2.1
- other interest	7.0	0.1	10.1	7.1	0.0	12.3	0.2	0.6
Total overhead costs	244.6	158.0	337.7	250.0	158.6	360.5	162.7	168.5
Total cost of production	391.2	298.1	505.8	397.6	283.3	533.7	312.5	342.5

* sorted by net margin/kg

Table 21 (cont.)

	ORGANIC						CONVENTIONAL	
	Average	2007/08		Average	2008/09		2007/08	2008/09
		Top 33%*	Bottom 33%*		Top 33%*	Bottom 33%*	Average	Average
Average finished weight (kg)	296	299	278	297	312	284	324	321
Kg beef produced	6214	5715	3793	7280	6720	5588	10866	11564
Average finished price (£)	939	977	866	957	1002	969	705	914
Finished price per kg (£)	3.17	3.27	3.11	3.22	3.21	3.41	2.17	2.85
Kg beef per ha	155.16	235.69	88.35	150.25	199.06	137.50	240.65	237.49
Trading beef enterprise output								
Fat cattle sold	417.1	480.1	417.2	344.1	530.9	267.4	525.8	618.4
Cattle transferred out	67.2	77.3	59.7	99.8	42.4	137.6	14.6	2.7
Store cattle sold	88.2	54.7	70.7	74.5	32.8	89.3	0.0	1.3
Killed for home consumption	3.4	0.0	3.2	0.9	0.0	2.9	0.0	0.2
Cattle valuation change	1.3	16.0	57.5	40.7	-20.9	9.0	7.6	98.7
By-products	13.0	25.1	18.3	12.4	23.4	2.9	38.6	45.3
<i>Less cattle purchased</i>	<i>37.1</i>	<i>5.2</i>	<i>68.4</i>	<i>23.4</i>	<i>30.3</i>	<i>18.5</i>	<i>234.7</i>	<i>301.0</i>
<i>Less cattle transferred in</i>	<i>158.3</i>	<i>199.6</i>	<i>168.6</i>	<i>179.0</i>	<i>150.6</i>	<i>171.1</i>	<i>77.7</i>	<i>57.9</i>
Total enterprise output	394.9	448.5	389.5	370.0	427.7	319.4	274.3	407.8
Enterprise gross margin (excl. overheads)	248.3	308.3	221.3	222.4	303.1	146.3	124.4	233.8
Enterprise net margin (incl. overheads)	3.7	150.3	-116.4	-27.6	144.4	-214.3	-38.3	65.3
Enterprise net margin (£/ha)	6	354	-103	-41	288	-295	-92	155
Value of farm family's own resources								
Own/spouse labour	114.2	91.9	146.6	97.6	88.1	154.7	70.5	66.8
Unpaid labour	27.6	26.3	36.2	31.7	41.4	5.2	25.6	22.1
Rental value of O-O land	187.1	122.0	305.9	200.6	133.0	185.2	113.6	102.2
Interest on Tenants Capital less bank interest	132.0	182.1	56.1	132.3	168.3	149.3	85.3	89.8
Total own resources	460.9	422.3	544.7	462.2	430.7	494.4	295.1	281.0
Enterprise net margin including own resources	-457.2	-272.0	-661.1	-489.7	-286.3	-708.6	-333.3	-215.7
Support payments								
Agri-environment payments	177.6	92.3	373.0	168.9	105.3	186.2	64.2	34.5
Organic Aid	68.7	48.4	121.3	110.5	75.2	206.3	0.0	0.0
Single Payment Scheme	412.0	388.1	471.2	445.5	432.3	470.0	315.7	301.5
Total support payments	658.3	528.9	965.4	724.9	612.8	862.5	379.9	336.0
Enterprise net margin including own resources and support payments	201.1	256.9	304.3	235.2	326.6	153.8	46.6	120.3
Enterprise NM incl. OR & SP (£/ha)	312	605	269	353	650	212	112	286

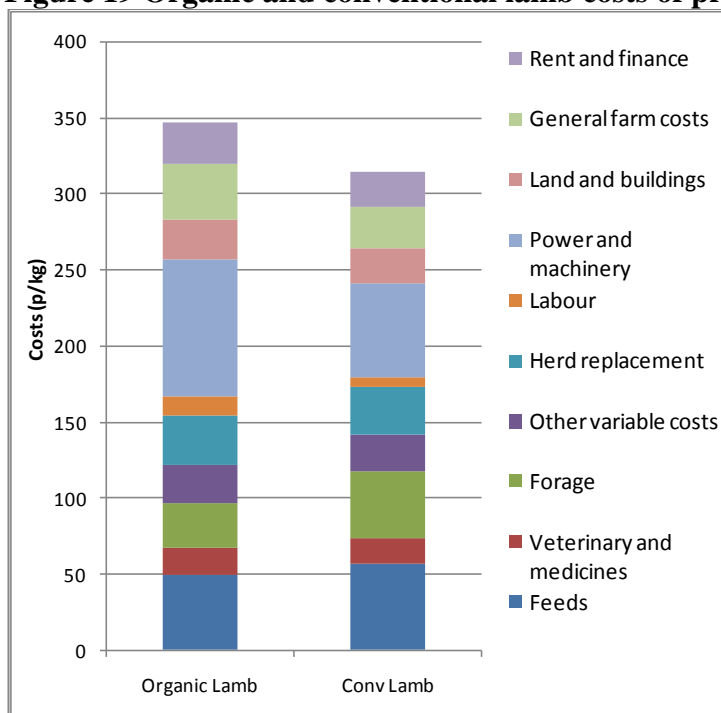
minus actual interest paid (see fixed costs)

4.3 Lamb enterprise production costs

The costs of production data for lamb production in Table 22 are taken from 24 organic farms in 2008/09 and conventional results for the same periods are shown for comparison.

The top third producers (highest net margin per kg of production), tend to have smaller flocks, but with higher stocking rates both years and considerably lower fixed costs. Overall, the top performers had lower variable and fixed costs, but higher forage and imputed costs in 2008/09, resulting in a greater margin over production costs. The lower costs of production for this top third group can be partly explained by the top third producers consistently producing more kilograms of lamb per ewe, which dilutes costs on a p/kg deadweight basis and selling their lambs at a higher price per kilogram.

Figure 19 Organic and conventional lamb costs of production, 2008/09 (p/kg DW)



The net margin including imputed costs, which reflect the value of the farmer’s own land, labour and working capital, indicate that both the average and top third groups had a negative overall margin of production for lamb production, at minus 335p/kg DW and 281p/kg DW, respectively. However, with the inclusion of the single farm payment and other area payments, the margin of production was 202p/kg DW for the average group and 544p/kg DW for the top third group, conventional producers averaging 5p/kg DW in 2008/09.

As with beef systems, both organic and conventional systems continue to rely heavily upon support payments for overall farm profitability. Each average organic lamb kilogram, is costing 643p to produce (including imputed costs), and receiving payment of 296p/kg from processors.

Table 22 Costs of production for Welsh lamb production, 2007/08 and 2008/09 (p/kg DW)

	ORGANIC						CONVENTIONAL	
	2007/08			2008/09			2007/08	2008/09
	Average	Top 33%*	Bottom 33%*	Average	Top 33%*	Bottom 33%*	Average	Average
Number of flocks	24	8	8	24	8	8	107	87
Farm size ESU	45	64	32	43	46	50	44	46
Farm size - eff ha	147	156	118	154	110	232	122	121
Farm size - forage ha	139	145	111	149	102	231	119	118
Stocking rate - all GLU/ha	0.93	1.13	0.91	0.84	1.21	0.64	1.13	1.15
Flock size - ewes and ewe lambs put to ram - Nos	535	486	458	559	320	985	662	657
Percentage Sheep LU to Total GLU	45%	35%	45%	48%	29%	64%	57%	52%
All values below pence per kilogram deadweight unless otherwise indicated								
Variable costs								
Purchased concentrates	30.2	15.8	44.8	40.4	27.0	49.0	44.8	49.4
Home grown concentrates	4.1	1.4	7.8	2.2	0.8	2.0	2.8	1.1
Coarse fodder, tack and grass keep	3.9	0.0	0.0	6.8	2.3	6.3	7.8	6.5
Veterinary and medicines	14.0	13.1	16.0	18.3	16.5	24.1	16.7	16.5
Other livestock costs	23.1	18.6	29.5	24.9	23.3	25.5	21.0	23.8
Allocatable contracting	0.7	0.2	1.3	1.0	1.2	1.4	1.2	0.7
Total variable costs	75.9	49.1	99.4	93.6	71.0	108.3	94.3	98.1
Flock replacement cost	38.6	26.3	57.0	32.0	20.6	36.7	26.4	30.7
Forage costs								
Fertilisers, seeds and sprays	9.9	7.8	15.1	12.8	14.6	13.9	21.7	27.8
Forage contracting	7.5	5.2	11.0	8.6	7.0	7.9	7.0	8.2
Grass keep	3.8	2.2	5.4	3.0	4.8	0.3	5.9	5.6
Other forage costs	2.5	3.6	2.2	4.3	5.8	3.9	2.6	2.4
Total forage costs	23.8	18.8	33.6	28.7	32.3	26.0	37.1	44.0
Overhead costs								
Paid labour	12.3	16.4	4.4	12.2	9.9	15.7	8.0	6.6
Machinery - repairs	16.1	14.0	21.9	20.0	13.2	31.8	13.8	13.1
- fuel	20.2	18.2	26.3	24.8	22.4	29.0	13.9	16.5
- other contract and hire	2.5	2.6	1.7	3.3	0.9	4.9	2.3	2.4
- depreciation	32.8	26.0	47.4	42.3	33.8	48.9	30.5	29.8
Property - repairs	10.2	7.2	15.9	10.9	11.5	11.6	7.9	10.3
- water	2.2	2.3	2.6	1.7	2.2	1.5	1.7	1.5
- depreciation	14.1	14.6	12.6	15.1	10.9	19.4	12.3	10.9
Other - general farm costs	21.7	17.4	27.2	23.1	19.1	27.1	14.6	17.4
- insurances	12.2	9.0	14.2	13.3	10.9	14.2	11.0	10.4
Rent and finance - rent	11.1	6.2	9.6	13.9	5.4	17.8	11.2	12.4
- bank interest	10.9	9.9	10.7	8.4	5.6	15.9	8.8	6.2
- bank charges	1.9	0.9	3.5	1.8	0.8	2.3	1.4	1.6
- other interest	7.9	5.0	10.4	3.6	2.8	5.5	1.6	2.6
- loss on machinery sales	-0.7	0.0	-0.8	-0.6	-2.3	0.4	0.7	0.6
Total overhead costs	175.3	149.7	207.7	193.6	147.1	246.2	139.8	142.2
Total cost of production	313.7	243.9	397.7	347.9	270.9	417.2	297.7	315.0

* sorted by net margin/kg

Table 22 (cont.)

	ORGANIC						CONVENTIONAL	
	2007/08			2008/09			2007/08	2008/09
	Average	Top 33%*	Bottom 33%*	Average	Top 33%*	Bottom 33%*	Average	Average
Kg lamb produced	12601	14219	9060	11987	8263	17698	16083	15909
Kg lamb per ha	200	280	183	167	278	120	237	258
Lambs reared per ewe	1.26	1.34	1.22	1.20	1.39	1.06	1.31	1.33
Kg lamb produced per ewe	23.5	29.2	19.8	23.1	25.9	21.6	24.3	25.0
Average finished lamb weight (kg)	18.9	19.2	19.0	17.9	18.6	16.9	18.8	18.4
Average finished lamb price (£)	50.06	55.56	49.18	52.98	57.43	48.87	41.32	51.66
Averaged finished price per kg (£)	2.66	2.89	2.59	2.96	3.09	2.89	2.19	2.80
Lamb enterprise output								
Finished lambs sold	224.3	253.9	207.7	239.2	262.1	219.2	188.8	242.4
Lambs transferred out	36.9	35.0	42.5	41.8	37.1	49.0	30.5	37.0
Store lambs sold	5.0	0.0	6.9	20.1	31.5	14.8	2.1	1.6
Killed for home consumption	0.1	0.0	0.2	0.1	0.1	0.1	0.0	0.0
Lamb valuation change	1.5	4.1	0.9	-3.1	-4.1	-1.5	-2.2	-1.2
Less lambs purchased	3.2	7.1	0.0	0.3	0.0	0.0	0.3	1.2
Total lamb output	264.5	286.0	258.2	297.8	326.8	281.7	219.1	278.6
Other by-products	4.5	5.6	3.8	5.6	17.5	0.8	6.3	4.8
Wool	1.3	1.4	1.5	4.1	4.0	3.5	1.6	3.5
Mark & Release receipts	0.4	0.0	0.0	0.0	0.0	0.0	0.5	0.1
Total by-products	6.2	7.0	5.4	9.6	21.5	4.2	8.3	8.4
Total enterprise output	270.8	292.9	263.6	307.4	348.3	286.0	227.4	287.0
Enterprise gross margin (excl. overheads)	132.4	198.7	73.6	153.1	224.5	115.0	69.5	114.3
Enterprise net margin (incl. overheads)	-42.9	49.0	-134.2	-40.5	77.5	-131.3	-70.3	-28.0
Enterprise net margin (£/ha)	-86	137	-246	-67	215	-158	-167	-72
Value of farm family's own resources								
Own/spouse labour	83.2	62.0	115.6	94.7	78.1	98.3	71.4	71.6
Other unpaid labour	19.7	19.1	24.0	19.3	21.4	19.6	16.7	18.7
Rental value of owner-occupied land	97.4	111.0	90.4	108.3	136.6	111.3	62.4	59.0
Interest on tenant's capital less bank interest	57.7	68.6	74.1	72.3	122.4	44.5	43.9	52.8
Total own resources	258.0	260.9	304.0	294.6	358.4	273.7	194.4	202.1
Enterprise net margin including own resources	-300.9	-211.9	-438.2	-335.1	-281.0	-404.9	-264.7	-230.1
Support payments								
Agri-environment payments	107.7	66.7	131.6	95.4	88.9	113.9	53.9	37.8
Organic Aid	35.0	38.0	44.6	95.7	72.5	89.2	0.0	0.0
Single Payment Scheme	235.6	256.4	245.3	265.1	315.4	249.6	167.9	194.4
Total support payments	378.3	361.1	421.5	456.3	476.8	452.6	221.8	232.2
Enterprise net margin including own resources and support payments	77.4	149.2	-16.7	121.2	195.8	47.7	-43.0	2.1
Enterprise NM incl. OR & SP (£/ha)	155	418	-31	202	544	57	-102	5

minus actual interest paid (see fixed costs)

5. Appendices

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Table A1.1 CROPPING FARM RESULTS
OUTPUTS AND INPUTS**ORGANIC**

		<i>Identical sample</i>				<i>Full sample</i>			
		2007/08		2008/09		2007/08		2008/09	
		£/farm	£/ha	£/farm	£/ha	£/farm	£/ha	£/farm	£/ha
Sample number		18		18		22		25	
Average farm size (UAA)		215		217		196		228	
Business size (ESU)		107		110		107		147	
OUTPUTS									
Dairy -	milk output	517	2	221	1	423	2	159	1
	cattle	-128	-1	-26	0	-104	-1	-19	0
	net quota	0	0	0	0	0	0	0	0
	valuation change	140	1	121	1	115	1	87	0
Other cattle	output	20377	95	28008	129	22536	115	26085	115
	valuation change	4579	21	3698	17	4387	22	1678	7
Sheep -	total output	3182	15	4719	22	4058	21	4243	19
	valuation change	486	2	436	2	612	3	264	1
Other livestock		7247	34	6013	28	7114	36	7136	31
Arable crops	output	80270	374	69546	321	87878	448	156808	689
	protein/energy support	278	1	307	1	228	1	360	2
By products forage and cults		15102	70	8936	41	13040	66	8806	39
Miscellaneous (incl. farmhouse benefit value)		40624	189	39460	182	34882	178	47785	210
	- organic grants	987	5	502	2	808	4	3499	15
	- other agri-env.payments	25380	118	27290	126	22511	115	25369	111
	- subsidy/single farm payment	41631	194	45849	212	37985	194	46642	205
	FARM REVENUE	240673	1121	235079	1085	236470	1205	328902	1445
INPUTS									
Feeds	purchased concentrates	4784	22	4600	21	5463	28	4999	22
	homegrown concentrates	4068	19	4212	19	5370	27	4407	19
Purchased fodder, Tack and stock keep		216	1	340	2	497	3	297	1
Veterinary and medicines		1747	8	1734	8	1687	9	1486	7
Other livestock costs		8137	38	7281	34	7415	38	6430	28
Seeds -	purchased and homegrown	9910	46	13516	62	11079	56	21657	95
Fertilisers		681	3	1492	7	1295	7	3047	13
Crop protection		498	2	986	5	691	4	2500	11
Other crop costs		3572	17	3032	14	3834	20	15777	69
Labour	paid incl. paid management	30036	140	24333	112	29105	148	28950	127
	casual	4619	22	4732	22	4649	24	10623	47
Machinery	contract	15960	74	18481	85	14741	75	26800	118
	repairs	9501	44	10233	47	9130	47	13030	57
	fuels	9074	42	10413	48	8471	43	15004	66
General farming costs		18544	86	18784	87	17994	92	22462	99
Land expenses		15910	74	13237	61	13664	70	12288	54
Rent		13700	64	14375	66	13273	68	20229	89
	FARM EXPENSES	150958	703	151782	700	148359	756	209985	923
Excess of revenue over expenses		89715	418	83296	384	88111	449	118917	523
Notional inputs									
	- rental value/imputed rent	25016	117	24813	114	21949	112	27962	123
	- unpaid labour	3179	15	3132	14	2820	14	4285	19
	- machinery depreciation	17332	81	16546	76	16160	82	25195	111
		45527	212	44490	205	40928	209	57442	252
NET FARM INCOME (excl. BLSA)		44187	206	38806	179	47183	241	61476	270
NET FARM INCOME (incl. BLSA)		45462	212	41507	192	48173	246	64113	282

Table A1.1 CROPPING FARM RESULTS

OUTPUTS AND INPUTS		CONVENTIONAL							
		<i>Identical sample</i>				<i>Full sample</i>			
		2007/08		2008/09		2007/08		2008/09	
Sample number		144		144		174		202	
Average farm size (UAA)		199		195		179		207	
Business size (ESU)		116		113		108		141	
OUTPUTS		£/farm	£/ha	£/farm	£/ha	£/farm	£/ha	£/farm	£/ha
Dairy -	milk output	41	0	23	0	0	0	325	2
	cattle	-1	0	-5	0	0	0	1158	6
	net quota	0	0	0	0	0	0	0	0
	valuation change	-8	0	7	0	0	0	-873	-4
Other cattle	output	10467	52	10409	53	11594	65	9489	46
	valuation change	600	3	3600	18	367	2	2452	12
Sheep -	total output	6820	34	8321	43	11649	65	8843	43
	valuation change	-783	-4	-361	-2	-298	-2	-194	-1
Other livestock		1282	6	1374	7	1894	11	863	4
Arable crops	output	118734	595	122144	626	105419	587	152267	736
	protein/energy support	308	2	5236	1	262	1	292	1
By products forage and cults		7900	40	9296	48	10338	58	9847	48
Miscellaneous (incl. farmhouse benefit value)		25639	129	27594	141	23603	132	37305	180
	- organic grants	0	0	0	0	0	0	0	0
	- other agri-env.payments	10486	53	11459	59	8106	45	9759	47
	- single payment scheme	36610	184	34413	202	34478	192	41186	199
	FARM REVENUE	218096	1093	233510	1196	207411	1156	272719	1319
INPUTS									
Feeds	purchased concentrates	3719	19	4052	21	4703	26	3712	18
	homegrown concentrates	2772	14	2666	14	2971	17	2381	12
Purchased fodder, Tack and stock keep		309	2	354	2	146	1	354	2
Veterinary and medicines		1165	6	1193	6	1716	10	1191	6
Other livestock costs		3202	16	3609	18	4296	24	3383	16
Seeds -	purchased and homegrown	6234	31	7584	39	6378	36	10184	49
Fertilisers		15073	76	18295	94	13245	74	21352	103
Crop protection		15176	76	18879	97	13349	74	21319	103
Other crop costs		3804	19	4350	22	4137	23	4532	22
Labour	paid incl. paid management	15815	79	14527	74	14281	80	21629	105
	casual	1837	9	1748	9	2240	12	1955	9
Machinery	contract	9265	46	11016	56	9171	51	11179	54
	repairs	9024	45	9296	48	9591	53	11353	55
	fuels	7640	38	10884	56	8168	46	13239	64
General farming costs		16497	83	17473	89	16134	90	20158	97
Land expenses		6145	31	7937	41	5521	31	10142	49
Rent		12077	61	12057	62	9862	55	13318	64
	FARM EXPENSES	129755	651	145921	747	125906	702	171381	829
Excess of revenue over expenses		88340	443	87589	449	81505	454	101338	490
Notional inputs									
	- rental value/imputed rent	23073	116	22830	117	23500	131	24938	121
	- unpaid labour	4956	25	5029	26	6384	36	6102	30
	- machinery depreciation	15801	79	16140	83	15947	89	18323	89
		43829	220	43998	225	45830	255	49364	239
NET FARM INCOME (excl. BLSA)		44511	223	43591	223	35675	199	51974	251
NET FARM INCOME (incl. BLSA)		44955	225	45156	231	36141	201	54084	261

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

INCOME MEASURES	<i>Identical sample</i>				<i>Full sample</i>			
	2007/08		2008/09		2007/08		2008/09	
	£/farm	£/ha	£/farm	£/ha	£/farm	£/ha	£/farm	£/ha
NET FARM INCOME (excl. BLSA)	44187	206	38806	179	47183	241	61476	270
plus unpaid labour (excludes farmer and spouse)	3179	15	3132	14	2820	14	4285	19
plus imputed rent and rental value	24715	115	24592	113	21688	111	27557	121
plus semi-integrated non-agric activities output	1708	8	913	4	1397	7	657	3
minus imputed rent on farmhouse & farm cottages	902	4	898	4	1147	6	896	4
minus insurance repairs & net interest payments	2564	12	3956	18	2551	13	4777	21
minus build & works depreciation	7055	33	7062	33	7111	36	6165	27
minus non-agric activity and director costs	993	5	778	4	813	4	560	2
FARM BUSINESS INCOME	62275	290	54749	253	61467	313	81577	358
LABOUR USE AND LABOUR INCOMES								
Annual Labour Units per farm	3.2		2.7		3.1		3.3	
of which farmer & spouse	1.0		1.0		1.1		1.0	
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	16375		16611		17646		16618	
Value of paid family labour	355		199		290		143	
Labour income per Annual Labour Unit	22477		21602		23526		27500	
Family labour income per Family Work Unit	31825		26835		33893		47436	
Value of paid managerial input	736		736		602		567	
TENANT'S CAPITAL								
Machinery	91861	428	93344	431	85219	434	141781	623
Livestock	49647	231	55875	258	48427	247	51660	227
Crops	28670	134	33206	153	24772	126	32108	141
Stores	8592	40	10961	51	9353	48	19212	84
TOTAL	178770	833	193387	892	167771	855	244760	1075
ASSETS								
	Opening Value	Closing Value	Opening Value	Closing Value	Opening Value	Closing Value	Opening Value	Closing Value
Land and Property	1032747	1208678	1208678	1382737	891151	1044329	1421803	1554782
Buildings, improvements and fixtures	34869	53822	53822	54818	33917	50502	43037	44875
Machinery	93883	89839	89839	96849	85978	84460	137188	146374
Livestock	46357	52938	52420	59331	45311	51544	51196	52124
Produce and goods in store	54773	61011	61993	53569	49526	53670	61703	64808
Quotas and single payment asset value	125719	60636	60784	51105	110680	55389	61752	52494
Credit balances	83035	42463	42490	56252	77788	45423	87517	105722
TOTAL	1471384	1569387	1570026	1754661	1294350	1385317	1864196	2021179
EXTERNAL LIABILITIES								
Long and medium term loans	48361	49002	49002	44169	39568	41061	53411	46287
Short term loans	20288	17763	20929	20343	21467	18765	29437	38265
Overdrafts	25531	18005	18005	19590	24017	19356	25532	15116
TOTAL	94180	84771	87936	84102	85052	79182	108380	99668
NET WORTH	1377204	1484617	1482090	1670559	1209298	1306135	1755817	1921511
RETURNS TO CAPITAL								
Owner Equity (%)	94.6		95.2		94.3		95.1	
FBI/Net worth (%)	4.5		3.7		5.1		4.6	
Management and Investment Income	29823		25632		31129		48062	
Return on tenant's capital (%)	16.7		13.3		18.6		19.6	
Return on all capital (%)	2.0		1.6		2.4		2.6	

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

INCOME MEASURES	<i>Identical sample</i>				<i>Full sample</i>			
	2007/08		2008/09		2007/08		2008/09	
	£/farm	£/ha	£/farm	£/ha	£/farm	£/ha	£/farm	£/ha
NET FARM INCOME (excl. BLSA)	44511	223	43591	223	35675	199	51974	251
plus unpaid labour (excludes farmer and spouse)	4956	25	5029	26	6384	36	6102	30
plus imputed rent and rental value	22730	114	22520	115	23234	129	24465	118
plus semi-integrated non-agric activities output	271	1	329	2	2272	13	287	1
minus imputed rent on farmhouse & farm cottages	752	4	720	4	312	2	711	3
minus insurance repairs & net interest payments	4317	22	4251	22	6011	33	6571	32
minus build & works depreciation	5563	28	6188	32	6272	35	7305	35
minus non-agric activity and director costs	91	0	936	5	171	1	1713	8
FARM BUSINESS INCOME	61745	310	59374	304	54798	305	66528	322
LABOUR USE AND LABOUR INCOMES								
Annual Labour Units per farm	2.2		2.0		2.2		2.4	
of which farmer & spouse	0.9		0.9		0.9		0.9	
of which paid family labour	0.0		0.0		0.0		0.1	
of which unpaid labour	0.3		0.3		0.4		0.3	
Notional value of farmer/spouse labour	14840		15610		15142		14832	
Value of paid family labour	888		633		677		1196	
Labour income per Annual Labour Unit	25917		25680		21376		28354	
Family labour income per Family Work Unit	34893		32542		25199		39761	
Value of paid managerial input	290		292		187		308	
TENANT'S CAPITAL								
Machinery	84629	424	87505	448	90280	503	100239	485
Livestock	25645	129	28591	146	33404	186	27368	132
Crops	53574	269	62838	322	46962	262	71679	347
Stores	25714	129	34069	174	21093	118	35586	172
TOTAL	189561	950	213003	1091	191739	1068	234872	1136
ASSETS								
	Opening Value	Closing Value	Opening Value	Closing Value	Opening Value	Closing Value	Opening Value	Closing Value
Land and Property	827380	962879	962771	1059781	820919	941640	1120251	1255467
Buildings, improvements and fixtures	24993	34551	34551	37523	32639	40370	34957	42076
Machinery	82819	86438	86684	88326	86159	94402	95895	104583
Livestock	25379	25911	26086	31096	32640	34168	25553	29183
Produce and goods in store	87368	98023	97656	109210	78081	83830	110360	121093
Quotas and single payment asset value	74623	54911	55063	44996	69182	51090	57458	47580
Credit balances	58250	67030	68000	74323	37986	45916	65948	69520
TOTAL	1180813	1329744	1330810	1445255	1157606	1291416	1510422	1669502
EXTERNAL LIABILITIES								
Long and medium term loans	32288	32778	34263	36108	42017	51333	60257	72263
Short term loans	25207	29361	29639	32280	31309	30949	35930	40386
Overdrafts	38358	29723	29593	34024	36556	33042	29738	36189
TOTAL	95853	91861	93495	102413	109882	115324	125925	148839
NET WORTH	1084959	1237882	1237315	1342843	1047724	1176092	1384497	1520662
RETURNS TO CAPITAL								
Owner Equity (%)	93.1		92.9		91.1		91.1	
FBI/Net worth (%)	5.7		4.8		5.2		4.8	
Management and Investment Income	30406		29839		21186		39560	
Return on tenant's capital (%)	16.0		14.0		11.0		16.8	
Return on all capital (%)	2.6		2.2		1.8		2.6	

**Table A1.3 CROPPING FARM RESULTS
LAND UTILISATION AND CROP PERFORMANCE****ORGANIC**

LAND UTILISATION - hectares per farm		<i>Identical sample</i>		<i>Full sample</i>					
		2007/08	2008/09	2007/08	2008/09				
Tillage - maincrops	Wheat	39.1	36.5	33.2	42.8				
	Barley	13.2	13.3	11.8	15.1				
	Other cereals	29.2	29.1	24.9	23.4				
	Oil seed rape	0.0	0.0	0.0	0.0				
	Linseed	0.0	0.0	0.0	0.0				
	Peas/Beans	11.5	13.0	9.7	14.7				
	Potatoes	1.0	0.8	2.5	3.5				
	Sugarbeet	0.0	0.0	0.6	0.0				
	Horticulture	3.1	3.9	3.1	7.9				
	Other crops	0.7	0.6	0.5	0.9				
	Total cropping	97.7	97.2	86.4	108.4				
Set-aside	0.0	0.0	2.6	0.0					
Tillage - fodder		3.9	4.5	3.6	4.4				
Grassland	Grazing, hay and silage	87.6	84.3	83.8	76.0				
Fallow and land let		18.3	21.4	13.2	29.9				
Rough grazing	Effective	0.0	0.0	0.0	0.3				
Utilisable agricultural area (Effective ha.)		214.7	216.7	196.2	227.6				
Woods, roads and buildings		8.2	7.6	6.9	11.8				
TOTAL AREA (Actual ha.)		222.8	224.3	203.0	239.4				
effective forage area		93.4	90.9	89.0	84.8				
Bare land and forage hired in		1.0	1.1	0.8	3.4				
CROP PERFORMANCE *									
- Yields (tonnes per hectare)		t/ha	n	t/ha	n	t/ha	n	t/ha	n
Wheat		2.9	16	3.7	16	3.1	18	3.8	21
Barley		3.1	7	2.6	10	3.2	9	2.9	15
Oilseed Rape		-	0	-	0	-	0	-	0
Potatoes		-	3	-	3	13.7	6	18.8	6
Sugar Beet		-	0	-	0	-	1	-	0
- Prices (£ per tonne)*		£/t	n	£/t	n	£/t	n	£/t	n
Wheat		252	16	214	16	248	18	207	21
Barley		261	7	218	10	263	9	209	15
Oilseed Rape		-	0	-	0	-	0	-	0
Potatoes		-	3	-	3	326	6	289	6
Sugar Beet		-	0	-	0	-	1	-	0

* Yield and price data is implied

Table A1.3 CROPPING FARM RESULTS
LAND UTILISATION AND CROP PERFORMANCE

CONVENTIONAL

LAND UTILISATION - hectares per farm	<i>Identical sample</i>		<i>Full sample</i>	
	2007/08	2008/09	2007/08	2008/09
Tillage - maincrops				
Wheat	70.2	71.6	54.5	76.9
Barley	17.5	19.2	18.2	20.7
Other cereals	3.4	4.2	6.1	5.2
Oil seed rape	20.4	21.7	14.6	21.2
Linseed	0.1	1.3	0.2	0.9
Peas/Beans	7.4	7.2	5.4	7.7
Potatoes	1.4	1.3	1.8	3.5
Sugarbeet	1.7	1.4	0.8	3.1
Horticulture	0.4	0.1	0.7	2.1
Other crops	2.6	1.5	5.1	1.4
Total cropping	125.1	129.6	107.5	142.8
Set-aside	12.8	0.0	0.0	0.0
Tillage - fodder	0.7	1.5	1.6	1.2
Grassland				
Grazing, hay and silage	40.4	38.9	47.4	39.6
Fallow and land let	17.2	15.9	20.1	14.8
Rough grazing				
Effective	0.5	0.4	0.4	0.3
Utilisable agricultural area (Effective ha.)	199.5	195.2	179.5	206.8
Woods, roads and buildings	9.3	9.0	8.5	8.9
TOTAL AREA (Actual ha.)	208.7	204.3	188.0	215.7
effective forage area	46.3	45.2	54.0	44.4
Bare land and forage hired in	4.9	4.5	5.3	4.1

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

	t/ha	n	t/ha	n	t/ha	n	t/ha	n
Wheat	7.1	18	8.5	18	7.0	22	8.5	25
Barley	5.6	18	6.6	18	5.9	22	6.5	25
Oilseed Rape	3.0	16	3.0	16	3.0	20	3.0	20
Potatoes	-	3	-	3	32.0	8	35.4	7
Sugar Beet	53.9	6	66.0	6	49.5	8	66.7	9

- Prices (£ per tonne)*

	£/t	n	£/t	n	£/t	n	£/t	n
Wheat	149	18	108	18	148	22	111	25
Barley	135	18	111	18	134	22	110	25
Oilseed Rape	218	16	292	16	220	20	295	20
Potatoes	-	3	-	3	138	8	157	7
Sugar Beet	24	6	29	6	25	8	28	9

* Yield and price data is implied

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

LIVESTOCK CARRIED - L.U. per farm	<i>Identical sample</i>				<i>Full sample</i>			
	2007/08		2008/09		2007/08		2008/09	
	LU	No's	LU	No's	LU	No's	LU	No's
Dairy cows	1.0	1	1.6	2	0.8	1	1.1	1
Beef cows	15.9	21	17.8	24	16.6	22	16.9	23
Other cattle	36.2	68	38.0	71	39.2	72	34.0	64
Breeding sheep	8.1	77	7.7	73	8.8	83	6.6	62
Other sheep	2.3	57	1.7	41	2.6	63	1.5	38
Pigs	5.0	33	4.8	31	4.4	29	4.4	32
Poultry	1.9	171	0.8	105	1.8	171	0.7	80
Other livestock	0.0	1	0.0	1	0.0	1	0.0	1
TOTAL (L.U.)	70.4		72.4		74.2		65.2	

STOCKING RATES

Stocking rate (LU per eff.ha)	0.3	0.3	0.4	0.3
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

- Yield*	litres	n	litres	n	litres	n	litres	n
Milk yield/cow	-	1	-	1	-	1	-	1
- Prices (£ per head)*	£/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	-	1
Beef heifers in calf	-	2	-	0	-	2	-	1
Finished cattle	860	16	877	14	863	18	879	17
Beef store cattle 1-2 yrs	-	4	679	5	508	5	682	7
Beef stores <1 yr	-	2	-	1	-	2	-	1
Ewes	-	0	-	1	-	0	-	1
Ewe hogs	-	1	-	0	-	1	-	0
Finished lambs	43	5	52	5	47	8	57	7
Store lambs	-	4	-	1	-	4	-	1
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)	-	1	-	1	-	1	-	1
Wool (pence per kg)	-	4	-	3	-	4	-	4
Eggs (pence per dozen)	-	3	-	3	172	5	-	4

* Yield and price data is implied

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

LIVESTOCK CARRIED - L.U. per farm	<i>Identical sample</i>				<i>Full sample</i>			
	2007/08		2008/09		2007/08		2008/09	
	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	7.1	10	7.4	10	10.2	14	7.1	10
Other cattle	17.5	33	17.4	32	17.7	34	15.2	28
Breeding sheep	12.8	123	11.8	113	20.9	196	12.3	117
Other sheep	2.5	57	2.0	44	4.3	102	2.7	62
Pigs	0.3	2	0.2	2	1.4	8	0.7	4
Poultry	1.3	82	1.2	74	0.8	46	0.7	44
Other livestock	0.0	1	0.0	0	1.3	11	0.0	1
TOTAL (L.U.)	41.5		40.1		56.6		38.9	

STOCKING RATES

Stocking rate (LU per eff.ha)	0.2	0.2	0.3	0.2
GLU/forage effective hectare*	0.9	0.9	1.0	0.9

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

LIVESTOCK PERFORMANCE

- Yield*	litres	n	litres	n	litres	n	litres	n
Milk yield/cow	-	1	-	1	-	0	-	4
- Prices (£ per head)*	£/head	n	£/head	n	£/head	n	£/head	n
Dairy cows	-	1	-	0	-	0	-	2
Dairy calves	-	0	-	0	-	0	-	0
Dairy heifers in calf	-	0	-	0	-	1	-	2
Beef heifers in calf	-	1	-	0	-	4	-	0
Finished cattle	630	15	829	16	650	20	824	20
Beef store cattle 1-2 yrs	464	12	639	12	471	15	744	15
Beef stores <1 yr	239	6	-	4	232	7	349	10
Ewes	54	8	61	7	49	9	62	12
Ewe hoggs	62	7	-	4	-	3	76	6
Finished lambs	44	12	55	12	44	16	56	18
Store lambs	34	12	42	8	37	11	39	12
Finished Pigs	-	0	-	0	-	4	-	0
- Prices (pence per unit)*	p/unit	n	p/unit	n	p/unit	n	p/unit	n
Milk (pence per litre)	-	1	-	1	-	0	-	4
Wool (pence per kg)	15	8	37	12	19	15	39	18
Eggs (pence per dozen)	-	1	-	1	-	2	-	1

* Yield and price data is implied

Table A2.1 HORTICULTURE RESULTS
OUTPUTS AND INPUTS

		ORGANIC							
		<i>Identical sample</i>				<i>Full sample</i>			
		2007/08		2008/09		2007/08		2008/09	
Sample number		5		5		8		7	
Average farm size (UAA)		15		15		19		20	
Business size (ESU)		69		68		186		100	
OUTPUTS		£/farm	£/ha	£/farm	£/ha	£/farm	£/ha	£/farm	£/ha
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	404	26	244	16	252	13	174	9
	valuation change	202	13	578	37	127	7	413	20
Sheep -	total output	0	0	0	0	0	0	0	0
	valuation change	0	0	0	0	0	0	0	0
Other livestock		468	30	263	17	292	15	188	9
Arable crops	output	27035	1752	28165	1825	246528	12962	168394	8303
	protein/energy support	0	0	0	0	0	0	0	0
By products forage and cults		-72	-5	-202	-13	-949	-50	2228	110
Miscellaneous (incl. farmhouse benefit value)		3515	228	2210	143	27348	1438	8784	433
	- organic grants	318	21	879	57	199	10	628	31
	- other agri-env.payments	1118	72	298	19	1940	102	1691	83
	- subsidy/single farm payment	550	36	682	44	423	22	487	24
	FARM REVENUE	33540	2174	33117	2146	276160	14520	182987	9022
INPUTS									
Feeds	purchased concentrates	213	14	202	13	133	7	144	7
	homegrown concentrates	0	0	0	0	0	0	0	0
Purchased fodder, Tack and stock keep		0	0	98	6	0	0	70	3
Veterinary and medicines		186	12	207	13	117	6	148	7
Other livestock costs		468	30	278	18	292	15	198	10
Seeds -	purchased and homegrown	2240	145	1842	119	7271	382	3058	151
Fertilisers		618	40	307	20	8119	427	458	23
Crop protection		0	0	3	0	6058	319	3131	154
Other crop costs		2008	130	2233	145	88618	4660	67769	3341
Labour	paid incl. paid management	9912	642	10080	653	29796	1567	29281	1444
	casual	3076	199	3668	238	12460	655	23306	1149
Machinery	contract	800	52	520	34	1729	91	674	33
	repairs	1440	93	1088	70	15408	810	4426	218
	fuels	1736	113	1121	73	3487	183	3201	158
General farming costs		4271	277	4500	292	16240	854	15411	760
Land expenses		1226	79	1358	88	5972	314	5746	283
Rent		200	13	200	13	656	35	143	7
	FARM EXPENSES	28395	1840	27705	1796	196355	10324	157164	7749
Excess of revenue over expenses		5144	333	5413	351	79804	4196	25823	1273
Notional inputs									
	- rental value/imputed rent	3833	248	3508	227	6161	324	6350	313
	- unpaid labour	1040	67	833	54	5602	295	2607	129
	- machinery depreciation	4109	266	3623	235	17416	916	11917	588
		8982	582	7964	516	29180	1534	20874	1029
NET FARM INCOME (excl. BLSA)		-3837	-249	-2551	-165	50625	2662	4948	244
NET FARM INCOME (incl. BLSA)		-3670	-238	-2449	-159	50730	2667	5021	248

Table A2.1 HORTICULTURE RESULTS**OUTPUTS AND INPUTS****CONVENTIONAL**

		<i>Identical sample</i>				<i>Full sample</i>			
		2007/08		2008/09		2007/08		2008/09	
Sample number		18		18		30		30	
Average farm size (UAA)		15		15		18		19	
Business size (ESU)		70		66		189		96	
OUTPUTS		£/farm	£/ha	£/farm	£/ha	£/farm	£/ha	£/farm	£/ha
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	806	53	775	52	672	37	553	29
	valuation change	-241	-16	167	11	-200	-11	119	6
Sheep -	total output	0	0	0	0	0	0	0	0
	valuation change	0	0	0	0	0	0	0	0
Other livestock		2714	178	2743	184	83	5	2384	124
Arable crops	output	114253	7498	104639	7021	285317	15608	148622	7716
	protein/energy support	0	0	0	0	0	0	0	0
By products forage and cults		71	5	243	16	609	33	525	27
Miscellaneous (incl. farmhouse benefit value)		24777	1626	23993	1610	48831	2671	39764	2064
	- organic grants	0	0	0	0	0	0	0	0
	- other agri-env.payments	755	50	917	62	665	36	1067	55
	- single payment scheme	876	57	1078	72	741	41	1025	53
	FARM REVENUE	144012	9451	134554	9028	336717	18420	194060	10075
INPUTS									
Feeds	purchased concentrates	1014	67	1001	67	270	15	908	47
	homegrown concentrates	0	0	95	6	0	0	54	3
Purchased fodder, Tack and stock keep		0	0	13	1	0	0	9	0
Veterinary and medicines		53	3	86	6	47	3	65	3
Other livestock costs		241	16	241	16	175	10	299	16
Seeds -	purchased and homegrown	17130	1124	16177	1085	65073	3560	22709	1179
Fertilisers		2224	146	2659	178	4927	270	3101	161
Crop protection		4969	326	5081	341	6519	357	6362	330
Other crop costs		23308	1530	21769	1461	67717	3704	39736	2063
Labour	paid incl. paid management	20715	1359	19496	1308	44528	2436	34517	1792
	casual	18027	1183	12646	848	40268	2203	18445	958
Machinery	contract	2953	194	1826	123	2824	154	2429	126
	repairs	4040	265	3801	255	5827	319	4758	247
	fuels	2249	148	2767	186	3142	172	3139	163
General farming costs		11917	782	13014	873	24570	1344	17888	929
Land expenses		3374	221	1244	83	4042	221	2173	113
Rent		861	57	608	41	1712	94	1073	56
	FARM EXPENSES	113076	7420	102523	6879	271639	14860	157667	8186
Excess of revenue over expenses		30936	2030	32031	2149	65077	3560	36392	1889
Notional inputs									
	- rental value/imputed rent	7115	467	7223	485	9176	502	9348	485
	- unpaid labour	1178	77	964	65	4668	255	2422	126
	- machinery depreciation	4257	279	4064	273	9897	541	7187	373
		12549	824	12251	822	23741	1299	18957	984
NET FARM INCOME (excl. BLSA)		18387	1207	19780	1327	41336	2261	17436	905
NET FARM INCOME (incl. BLSA)		18386	1207	19784	1327	41335	2261	17438	905

Table A2.2 HORTICULTURE RESULTS **ORGANIC**
INCOME MEASURES AND RETURNS TO LABOUR & CAPITAL

INCOME MEASURES	<i>Identical sample</i>				<i>Full sample</i>			
	2007/08		2008/09		2007/08		2008/09	
	£/farm	£/ha	£/farm	£/ha	£/farm	£/ha	£/farm	£/ha
NET FARM INCOME (excl. BLSA)	-3837	-249	-2551	-165	50625	2662	4948	244
plus unpaid labour (excludes farmer and spouse)	1040	67	833	54	5602	295	2607	129
plus imputed rent and rental value	3819	248	3490	226	5896	310	6338	312
plus semi-integrated non-agric activities output	0	0	0	0	0	0	14661	723
minus imputed rent on farmhouse & farm cottages	0	0	0	0	145	8	22	1
minus insurance repairs & net interest payments	57	4	310	20	9719	511	4826	238
minus build & works depreciation	318	21	238	15	2971	156	1801	89
minus non-agric activity and director costs	0	0	0	0	0	0	8947	441
FARM BUSINESS INCOME	647	42	1225	79	49289	2592	12958	639
LABOUR USE AND LABOUR INCOMES								
Annual Labour Units per farm	2.2		2.1		4.1		4.5	
of which farmer & spouse	1.1		1.0		1.2		1.2	
of which paid family labour	0.0		0.0		0.0		0.1	
of which unpaid labour	0.1		0.1		0.3		0.2	
Notional value of farmer/spouse labour	19714		18682		20612		21092	
Value of paid family labour	0		0		0		1000	
Labour income per Annual Labour Unit	3957		5027		22024		12444	
Family labour income per Family Work Unit	-4937		-3947		35674		1514	
Value of paid managerial input	0		0		0		76	
TENANT'S CAPITAL - £ per farm								
Machinery	21015	1362	18173	1178	83754	4404	55468	2735
Livestock	1814	118	2334	151	1133	60	1667	82
Crops	1672	108	1322	86	17248	907	945	47
Stores	933	60	957	62	23066	1213	9210	454
TOTAL	25433	1648	22786	1477	125201	6583	67290	3318
ASSETS - £ per farm								
	Opening Value	Closing Value	Opening Value	Closing Value	Opening Value	Closing Value	Opening Value	Closing Value
Land and Property	201923	217707	217707	238698	446485	494940	450017	478969
Buildings, improvements and fixtures	4721	4233	4233	3987	51686	47952	18575	10834
Machinery	22230	19801	19801	16544	74246	93262	62393	48542
Livestock	1627	2000	2000	2668	1017	1250	1429	1906
Produce and goods in store	8786	8706	8706	7842	90991	85716	66529	65361
Quotas and single payment asset value	1643	1169	1169	945	1331	959	835	675
Credit balances	3966	3557	3557	4741	69703	125675	88005	56944
TOTAL	244895	257174	257174	275426	735459	849754	687784	663231
EXTERNAL LIABILITIES								
Long and medium term loans	0	0	0	0	63233	69929	36733	32254
Short term loans	11528	11623	11623	111299	30906	33678	26460	106680
Overdrafts	0	0	0	0	31782	46079	2738	1116
TOTAL	11528	11623	11623	111299	125920	149685	65931	140051
NET WORTH	233367	245551	245551	164127	609539	700069	621853	523180
RETURNS TO CAPITAL								
Owner Equity (%)	95.5		59.6		82.4		78.9	
FBI/Net worth (%)	0.3		0.5		8.1		2.1	
Management and Investment Income	-23384		-21131		30118		-15995	
Return on tenant's capital (%)	-91.9		-92.7		24.1		-23.8	
Return on all capital (%)	-9.5		-8.2		4.1		-2.3	

Table A2.2 HORTICULTURE RESULTS **CONVENTIONAL**
INCOME MEASURES AND RETURNS TO LABOUR & CAPITAL

INCOME MEASURES	<i>Identical sample</i>				<i>Full sample</i>			
	2007/08		2008/09		2007/08		2008/09	
	£/farm	£/ha	£/farm	£/ha	£/farm	£/ha	£/farm	£/ha
NET FARM INCOME (excl. BLSA)	18387	1207	19780	1327	41336	2261	17436	905
plus unpaid labour (excludes farmer and spouse)	1178	77	964	65	4668	255	2422	126
plus imputed rent and rental value	6669	438	6924	465	8724	477	8980	466
plus semi-integrated non-agric activities output	1436	94	0	0	198	11	117	6
minus imputed rent on farmhouse & farm cottages	329	22	67	4	3	0	51	3
minus insurance repairs & net interest payments	4246	279	3788	254	5241	287	3881	201
minus build & works depreciation	1491	98	1596	107	4707	257	3195	166
minus non-agric activity and director costs	1286	84	0	0	42	2	2397	124
FARM BUSINESS INCOME	20318	1333	22217	1491	44934	2458	19431	1009
LABOUR USE AND LABOUR INCOMES								
Annual Labour Units per farm	3.9		3.3		6.9		4.7	
of which farmer & spouse	1.4		1.4		1.2		1.4	
of which paid family labour	0.1		0.0		0.0		0.0	
of which unpaid labour	0.1		0.1		0.3		0.1	
Notional value of farmer/spouse labour	22866		24341		19328		23881	
Value of paid family labour	911		484		812		864	
Labour income per Annual Labour Unit	14327		15419		17990		14655	
Family labour income per Family Work Unit	12012		13119		28739		10127	
Value of paid managerial input	956		80		789		101	
TENANT'S CAPITAL - £ per farm								
Machinery	22168	1455	22503	1510	52879	2893	39234	2037
Livestock	1050	69	1017	68	875	48	767	40
Crops	6473	425	6035	405	34167	1869	14179	736
Stores	6028	396	7053	473	10969	600	9123	474
TOTAL	35719	2344	36609	2456	98891	5410	63303	3287
ASSETS - £ per farm								
	Opening Value	Closing Value	Opening Value	Closing Value	Opening Value	Closing Value	Opening Value	Closing Value
Land and Property	398455	432196	432196	462820	420818	453682	437429	471464
Buildings, improvements and fixtures	13325	13318	13318	12235	47173	48347	22912	23117
Machinery	22431	21904	21904	23102	53101	52657	39154	39314
Livestock	1171	929	929	1105	976	774	668	867
Produce and goods in store	28327	33807	33837	35472	86414	97215	64456	63456
Quotas and single payment asset value	2120	1578	1669	1292	1461	1193	1493	1205
Credit balances	19503	22251	22759	23062	42610	47855	36580	39057
TOTAL	485332	525982	526612	559089	652555	701722	602693	638478
EXTERNAL LIABILITIES								
Long and medium term loans	62863	62267	62267	59341	62146	56874	53454	51443
Short term loans	8046	9928	9378	7000	22455	23113	14691	13810
Overdrafts	8773	8661	8663	6281	15666	15925	12537	11011
TOTAL	79682	80856	80308	72622	100268	95912	80683	76263
NET WORTH	405650	445126	446304	486467	552287	605810	522010	562215
RETURNS TO CAPITAL								
Owner Equity (%)	84.6		87.0		86.3		88.1	
FBI/Net worth (%)	5.0		5.0		8.1		3.7	
Management and Investment Income	-3525		-4477		22797		-6341	
Return on tenant's capital (%)	-9.9		-12.2		23.1		-10.0	
Return on all capital (%)	-0.7		-0.9		3.5		-1.1	

Table A2.3 HORTICULTURE RESULTS
LAND UTILISATION AND CROP PERFORMANCE

ORGANIC

LAND UTILISATION - hectares per farm	<i>Identical sample</i>		<i>Full sample</i>					
	2007/08	2008/09	2007/08	2008/09				
Tillage - maincrops								
Wheat	0.0	0.0	0.0	0.0				
Barley	0.0	0.0	0.0	0.0				
Other cereals	0.0	0.0	0.0	0.0				
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	0.3	0.0				
Sugarbeet	0.0	0.0	0.0	0.0				
Horticulture	10.1	10.0	15.4	16.3				
Other crops	0.0	0.0	0.0	0.0				
Total cropping	10.1	10.0	15.7	16.3				
Set-aside	0.0	0.0	0.0	0.0				
Tillage - fodder	0.0	0.0	0.0	0.0				
Grassland								
Grazing, hay and silage	5.2	5.3	3.3	3.8				
Fallow and land let	0.2	0.2	0.1	0.1				
Rough grazing								
Effective	0.0	0.0	0.0	0.0				
Utilisable agricultural area (Effective ha.)	15.4	15.4	19.0	20.3				
Woods, roads and buildings	1.0	1.0	1.6	1.3				
TOTAL AREA (Actual ha.)	16.4	16.4	20.6	21.6				
effective forage area	5.2	5.3	3.3	3.8				
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	-	0	-	0	-	0	-	0
Barley	-	0	-	0	-	0	-	0
Oilseed Rape	-	0	-	0	-	0	-	0
Potatoes	-	0	-	0	-	1	-	0
Sugar Beet	-	0	-	0	-	0	-	0
- Prices (£ per tonne)*	£/t	n	£/t	n	£/t	n	£/t	n
Wheat	-	0	-	0	-	0	-	0
Barley	-	0	-	0	-	0	-	0
Oilseed Rape	-	0	-	0	-	0	-	0
Potatoes	-	0	-	0	-	1	-	0
Sugar Beet	-	0	-	0	-	0	-	0

* Yield and price data is implied

Table A2.3 HORTICULTURE RESULTS
LAND UTILISATION AND CROP PERFORMANCE

CONVENTIONAL

LAND UTILISATION - hectares per farm	<i>Identical sample</i>		<i>Full sample</i>					
	2007/08	2008/09	2007/08	2008/09				
Tillage - maincrops								
Wheat	0.8	1.4	0.0	0.8				
Barley	0.2	0.5	0.0	0.5				
Other cereals	0.0	0.0	0.0	0.0				
Oil seed rape	0.0	0.0	0.0	0.0				
Linseed	0.0	0.0	0.0	0.4				
Peas/Beans	0.0	0.0	0.0	0.0				
Potatoes	0.5	0.1	0.0	0.0				
Sugarbeet	0.3	0.2	0.0	0.1				
Horticulture	9.2	8.8	14.2	12.2				
Other crops	0.1	0.0	0.0	0.0				
Total cropping	11.1	11.0	14.2	14.1				
Set-aside	0.1	0.0	0.0	0.0				
Tillage - fodder	0.0	0.0	0.0	0.0				
Grassland								
Grazing, hay and silage	2.1	2.0	2.3	1.7				
Fallow and land let	0.6	1.0	1.7	2.5				
Rough grazing								
Effective	0.0	0.0	0.0	0.0				
Utilisable agricultural area (Effective ha.)	15.2	14.9	18.3	19.3				
Woods, roads and buildings	1.6	1.6	1.6	1.8				
TOTAL AREA (Actual ha.)	16.8	16.5	19.9	21.0				
effective forage area	2.1	2.0	2.3	1.7				
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	-	0	-	0	-	0	-	1
Barley	-	0	-	0	-	0	-	2
Oilseed Rape	-	0	-	0	-	0	-	0
Potatoes	-	0	-	0	-	0	-	0
Sugar Beet	-	0	-	0	-	0	-	1
- Prices (£ per tonne)*	£/t	n	£/t	n	£/t	n	£/t	n
Wheat	-	0	-	0	-	0	-	1
Barley	-	0	-	0	-	0	-	2
Oilseed Rape	-	0	-	0	-	0	-	0
Potatoes	-	0	-	0	-	0	-	0
Sugar Beet	-	0	-	0	-	0	-	1

* Yield and price data is implied

**Table A2.4 HORTICULTURE RESULTS
STOCKING AND LIVESTOCK PERFORMANCE****ORGANIC**

LIVESTOCK CARRIED - L.U. per farm	<i>Identical sample</i>				<i>Full sample</i>			
	2007/08		2008/09		2007/08		2008/09	
	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	1.2	2	1.4	2	0.8	1	1.0	1
Other cattle	1.6	3	2.2	4	1.0	2	1.6	3
Breeding sheep	0.0	0	0.0	0	0.0	0	0.0	0
Other sheep	0.0	0	0.0	0	0.0	0	0.0	0
Pigs	0.0	0	0.0	0	0.0	0	0.0	0
Poultry	0.3	18	0.3	18	0.2	11	0.2	13
Other livestock	0.0	0	0.0	0	0.0	0	0.0	0
TOTAL (L.U.)	3.2		3.8		2.0		2.7	

STOCKING RATES

Stocking rate (LU per eff.ha)	0.2	0.2	0.1	0.1
GLU/forage effective hectare*	0.6	0.7	0.6	0.7

* 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	-	0	-	0	-	0	-	0
- Prices (£ per head)*	£/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	-	0	-	0	-	1	-	1
Beef store cattle 1-2 yrs	-	0	-	0	-	0	-	0
Beef stores <1 yr	-	0	-	0	-	0	-	0
Ewes	-	0	-	0	-	0	-	0
Ewe hoggs	-	0	-	0	-	0	-	0
Finished lambs	-	0	-	0	-	0	-	0
Store lambs	-	0	-	0	-	0	-	0
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)	-	0	-	0	-	0	-	0
Wool (pence per kg)	-	0	-	0	-	0	-	0
Eggs (pence per dozen)	-	0	-	0	-	1	-	1

* Yield and price data is implied

**Table A2.4 HORTICULTURE RESULTS
STOCKING AND LIVESTOCK PERFORMANCE**

CONVENTIONAL

LIVESTOCK CARRIED - L.U. per farm	<i>Identical sample</i>				<i>Full sample</i>			
	2007/08		2008/09		2007/08		2008/09	
	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	0.0	0
Other cattle	1.7	3	1.5	3	1.4	3	1.1	2
Breeding sheep	0.0	0	0.0	0	0.0	0	0.0	0
Other sheep	0.0	0	0.0	0	0.0	0	0.0	0
Pigs	0.2	1	0.1	1	0.1	1	0.1	1
Poultry	0.3	61	0.3	62	0.0	1	0.2	48
Other livestock	0.0	0	0.0	0	0.0	2	0.0	0
TOTAL (L.U.)	2.2		1.9		1.6		1.4	

STOCKING RATES

Stocking rate (LU per eff.ha)	0.1	0.1	0.1	0.1
GLU/forage effective hectare*	1.0	1.0	0.7	0.8

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

LIVESTOCK PERFORMANCE

- Yield*	litres	n	litres	n	litres	n	litres	n
Milk yield/cow	-	0	-	0	-	0	-	0
- Prices (£ per head)*	£/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	-	0	-	0	-	1	-	1
Beef store cattle 1-2 yrs	-	0	-	0	-	1	-	1
Beef stores <1 yr	-	0	-	0	-	0	-	0
Ewes	-	0	-	0	-	0	-	0
Ewe hoggs	-	0	-	0	-	0	-	0
Finished lambs	-	0	-	0	-	0	-	0
Store lambs	-	0	-	0	-	0	-	0
Finished Pigs	-	0	-	0	-	1	-	0
- Prices (pence per unit)*	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	-	0
Eggs (pence per dozen)	-	0	-	0	-	1	-	0

* Yield and price data is implied

**Table A3.1 POULTRY FARM RESULTS
OUTPUTS AND INPUTS**

		ORGANIC				CONVENTIONAL			
		<i>Full sample</i>				<i>Full sample</i>			
		2007/08		2008/09		2007/08		2008/09	
Sample number		5		6		17		24	
Average farm size (UAA)		34		48		26		40	
Business size (ESU)		49		198		43		104	
OUTPUTS		£/farm	£/ha	£/farm	£/ha	£/farm	£/ha	£/farm	£/ha
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	5231	155	5269	109	0	0	4924	122
	valuation change	-626	-19	1934	40	0	0	-508	-13
Sheep -	total output	1387	41	1250	26	62	2	175	4
	valuation change	88	3	-229	-5	-34	-1	167	4
Other livestock		141296	4178	307560	6384	113923	4367	305961	7558
Arable crops	output	1415	42	40300	836	1816	70	9488	234
	protein/energy support	25	1	0	0	0	0	0	0
By products forage and cults		2800	83	3441	71	3320	127	1668	41
Miscellaneous (incl. farmhouse benefit value)		1320	39	1560	32	5926	227	13801	341
	- organic grants	0	0	0	0	0	0	0	0
	- other agri-env.payments	5073	150	5038	105	5250	201	1874	46
	- subsidy/single farm paymer	5791	171	8415	175	3162	120	7281	180
	FARM REVENUE	163801	4843	374537	7774	133425	5114	344831	8518
INPUTS									
Feeds	purchased concentrates	50923	1506	160314	3328	26337	1009	154751	3823
	homegrown concentrates	0	0	515	11	0	0	1496	37
Purchased fodder, Tack and stock keep		707	21	326	7	0	0	4	0
Veterinary and medicines		977	29	3749	78	486	19	3344	83
Other livestock costs		6353	188	24544	509	4879	187	14248	352
Seeds -	purchased and homegrown	609	18	6633	138	3676	141	726	18
Fertilisers		0	0	614	13	381	15	840	21
Crop protection		10	0	347	7	371	14	1437	35
Other crop costs		159	5	670	14	67	3	244	6
Labour	paid incl. paid management	12690	375	25654	532	4994	191	20872	516
	casual	655	19	2847	59	1813	69	3113	77
Machinery	contract	2327	69	7401	154	3822	147	4675	115
	repairs	3192	94	5707	118	2748	105	7270	180
	fuels	1623	48	7466	155	1721	66	4617	114
General farming costs		14595	432	25587	531	14945	573	22703	561
Land expenses		3349	99	11167	232	4355	167	5927	146
Rent		2950	87	5774	120	285	11	2807	69
	FARM EXPENSES	101119	2990	289314	6005	70879	2717	249074	6152
Excess of revenue over expenses		62682	1853	85223	1769	62546	2397	95757	2365
Notional inputs									
	- rental value/imputed rent	31296	925	31057	645	13455	516	23915	591
	- unpaid labour	5437	161	4753	99	2742	105	2010	50
	- machinery depreciation	5415	160	9493	197	12607	483	13233	327
		42149	1246	45303	940	28804	1104	39158	967
NET FARM INCOME (excl. BLSA)		20534	607	39920	829	33742	1293	56599	1398
NET FARM INCOME (incl. BLSA)		21101	624	41583	863	33737	1293	56661	1400

Table A3.2 POULTRY FARM RESULTS	ORGANIC				CONVENTIONAL			
	INCOME MEASURES AND RETURNS TO LABOUR & CAPITAL							
	Full sample				Full sample			
INCOME MEASURES	2007/08		2008/09		2007/08		2008/09	
	£/farm	£/ha	£/farm	£/ha	£/farm	£/ha	£/farm	£/ha
NET FARM INCOME (excl. BLSA)	20534	607	39920	829	33742	1293	56599	1398
plus unpaid labour (excludes farmer and spouse)	5437	161	4753	99	2742	105	2010	50
plus imputed rent and rental value	31296	925	30817	640	13411	514	23859	589
plus semi-integrated non-agric activities output	3063	91	2258	47	0	0	0	0
minus imputed rent on farmhouse & farm cottages	200	6	167	3	0	0	0	0
minus insurance repairs & net interest payments	5519	163	8217	171	3268	125	7490	185
minus build & works depreciation	12791	378	18873	392	12460	478	20824	514
minus non-agric activity and director costs	4200	124	2159	45	0	0	0	0
FARM BUSINESS INCOME	37620	1112	48334	1003	34167	1310	54154	1338
LABOUR USE AND LABOUR INCOMES								
Annual Labour Units per farm	1.9		2.6		1.6		2.5	
of which farmer & spouse	0.8		0.9		1.1		1.0	
of which paid family labour	0.2		0.4		0.1		0.1	
of which unpaid labour	0.3		0.3		0.1		0.1	
Notional value of farmer/spouse labour	13554		14041		17333		17678	
Value of paid family labour	2295		10383		770		2589	
Labour income per Annual Labour Unit	19146		26013		24556		30643	
Family labour income per Family Work Unit	20062		35224		27292		45450	
Value of paid managerial input	0		0		47		147	
TENANT'S CAPITAL								
Machinery	30134	891	50052	1039	60258	2310	70891	1751
Livestock	25145	743	20415	424	5305	203	21270	525
Crops	1248	37	5801	120	1232	47	2197	54
Stores	1797	53	5874	122	2951	113	3115	77
TOTAL	58324	1724	82141	1705	69746	2673	97473	2408
ASSETS								
	Opening Value	Closing Value	Opening Value	Closing Value	Opening Value	Closing Value	Opening Value	Closing Value
Land and Property	378568	449179	519569	623813	381464	415822	353903	411397
Buildings, improvements and fixtures	70191	69657	84278	112714	50756	50603	91221	126912
Machinery	30999	29269	42125	57980	55873	64643	68714	73068
Livestock	27809	22482	18346	22483	3538	7072	19993	22547
Produce and goods in store	7062	7902	14975	18162	5860	2780	5241	6605
Quotas and single payment asset value	12600	9083	11205	10233	8698	5541	9851	8337
Credit balances	24025	29605	49234	44399	85802	49712	55070	60327
TOTAL	551254	617177	739733	889782	591992	596173	603992	709194
EXTERNAL LIABILITIES								
Long and medium term loans	84537	81505	113835	121299	44132	32812	82374	119664
Short term loans	12177	12317	80607	87651	52805	6179	22683	26290
Overdrafts	16231	5659	4716	17053	19217	20382	27613	16689
TOTAL	112944	99481	199158	226002	116155	59373	132670	162643
NET WORTH	438310	517696	540575	663780	475837	536800	471322	546550
RETURNS TO CAPITAL								
Owner Equity (%)	83.9		74.6		90.0		77.1	
FBI/Net worth (%)	8.6		8.9		7.2		11.5	
Management and Investment Income	7547		27542		16450		39130	
Return on tenant's capital (%)	12.9		33.5		23.6		40.1	
Return on all capital (%)	1.4		3.7		2.8		6.5	

Table A3.3 POULTRY FARM RESULTS **ORGANIC** **CONVENTIONAL**
LAND UTILISATION AND CROP PERFORMANCE

LAND UTILISATION - hectares per farm	<i>Full sample</i>		<i>Full sample</i>	
	2007/08	2008/09	2007/08	2008/09
Tillage - maincrops				
Wheat	0.8	0.5	1.5	7.2
Barley	0.0	0.0	0.7	1.4
Other cereals	0.0	2.5	0.0	0.0
Oil seed rape	0.0	0.0	0.0	2.3
Linseed	0.0	0.0	0.0	0.0
Peas/Beans	2.3	0.0	0.0	0.0
Potatoes	0.0	2.9	0.0	0.0
Sugarbeet	0.0	0.0	0.0	0.0
Horticulture	0.0	5.5	0.0	0.0
Other crops	0.0	0.0	3.1	1.7
Total cropping	3.1	11.3	5.2	12.6
Set-aside	0.0	0.0	0.0	0.0
Tillage - fodder	1.6	5.2	0.0	0.0
Grassland				
Grazing, hay and silage	25.5	28.8	9.3	18.9
Fallow and land let	3.6	2.8	11.5	8.7
Rough grazing				
Effective	0.0	0.0	0.0	0.0
Utilisable agricultural area (Effective ha.)	33.8	48.2	26.1	40.5
Woods, roads and buildings	4.0	4.6	2.9	2.7
TOTAL AREA (Actual ha.)	37.8	52.8	29.0	43.1
effective forage area	27.1	34.0	10.4	18.9
Bare land and forage hired in	0.0	0.0	1.1	0.0

CROP PERFORMANCE - Yields (tonnes per hectare)*	ORGANIC		CONVENTIONAL	
	t/ha	n	t/ha	n
Wheat	t/ha	n	t/ha	n
Barley	-	1	-	2
Oilseed Rape	-	0	-	2
Potatoes	-	0	-	0
Sugar Beet	-	0	-	0
	-	0	-	0
- Prices (£ per tonne)*	£/t	n	£/t	n
Wheat	-	1	-	2
Barley	-	0	-	2
Oilseed Rape	-	0	-	0
Potatoes	-	0	-	0
Sugar Beet	-	0	-	0

* Yield and price data is implied

**Table A3.4 POULTRY FARM RESULTS
STOCKING AND LIVESTOCK PERFORMANCE**

	ORGANIC				CONVENTIONAL			
	<i>Full sample</i>				<i>Full sample</i>			
	2007/08		2008/09		2007/08		2008/09	
LIVESTOCK CARRIED - L.U. per farm	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	7.4	10	9.5	13	0.0	0	0.0	0
Other cattle	7.6	14	14.2	25	0.0	0	5.1	8
Breeding sheep	2.1	20	1.5	14	0.1	1	0.5	4
Other sheep	0.7	17	0.5	12	0.0	1	0.2	5
Pigs	0.0	0	0.0	0	0.0	0	0.0	0
Poultry	86.2	19560	179.3	79287	75.0	18020	198.9	39258
Other livestock	0.0	0	0.0	0	0.0	0	0.0	3
TOTAL (L.U.)	104.0		205.0		75.2		204.7	
STOCKING RATES								
Stocking rate (LU per eff.ha)	3.1		4.3		2.9		5.1	
GLU/forage effective hectare*	3.8		6.0		7.2		10.8	

* 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	-	0	-	0	-	0	-	0
- Prices (£ per head)*	£/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	-	1	-	0	-	0	-	0
Finished cattle	-	1	-	2	-	0	-	2
Beef store cattle 1-2 yrs	-	1	-	1	-	0	-	0
Beef stores <1 yr	-	1	-	0	-	0	-	0
Ewes	-	1	-	0	-	0	-	1
Ewe hoggs	-	0	-	0	-	0	-	0
Finished lambs	-	2	-	2	-	1	-	2
Store lambs	-	0	-	1	-	0	-	0
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)	-	0	-	0	-	0	-	0
Wool (pence per kg)	-	1	-	1	-	1	-	2
Eggs (pence per dozen)	-	2	-	2	-	2	-	6

* Yield and price data is implied

Table A4.1 LFA DAIRY FARM RESULTS

ORGANIC

OUTPUTS AND INPUTS

		<i>Identical sample</i>				<i>Full sample</i>			
		2007/08		2008/09		2007/08		2008/09	
Sample number		5		5		6		7	
Average farm size (UAA)		115		115		87		93	
Business size (ESU)		103		105		81		86	
OUTPUTS		£/farm	£/ha	£/farm	£/ha	£/farm	£/ha	£/farm	£/ha
Dairy -	milk output	148599	1297	181070	1577	121365	1391	144737	1554
	cattle	39	0	2536	22	-1400	-16	1999	21
	net quota	0	0	0	0	0	0	0	0
	valuation change	1254	11	-1804	-16	1694	19	-2391	-26
Other cattle	output	18788	164	11846	103	16611	190	11004	118
	valuation change	4430	39	12056	105	1882	22	11987	129
Sheep -	total output	14355	125	13879	121	6846	78	9673	104
	valuation change	-2665	-23	-862	-8	-866	-10	-192	-2
Other livestock		0	0	0	0	0	0	0	0
Arable crops	output	2000	17	2304	20	1667	19	1646	18
	protein/energy support	0	0	0	0	0	0	0	0
By products forage and cults		589	5	675	6	837	10	192	2
Miscellaneous (incl. farmhouse benefit value)		1474	13	709	6	2476	28	1876	20
	- organic grants	1157	10	9649	84	964	11	6892	74
	- other agri-env.payments	7972	70	7181	63	5879	67	5891	63
	- subsidy/single farm payment	21190	185	23489	205	13149	151	18398	198
	FARM REVENUE	219182	1913	262728	2288	171103	1961	211711	2273
INPUTS									
Feeds	purchased concentrates	50871	444	76073	663	39468	452	58263	625
	homegrown concentrates	4908	43	5294	46	4158	48	4179	45
Purchased fodder, Tack and stock keep		1460	13	588	5	659	8	603	6
Veterinary and medicines		3940	34	4402	38	2942	34	3691	40
Other livestock costs		10851	95	13888	121	10896	125	13588	146
Seeds -	purchased and homegrown	1045	9	1487	13	778	9	1062	11
Fertilisers		870	8	857	7	725	8	785	8
Crop protection		38	0	6	0	32	0	4	0
Other crop costs		1459	13	1725	15	1183	14	1300	14
Labour	paid incl. paid management	1452	13	3332	29	502	6	3025	32
	casual	4389	38	2163	19	4141	47	1824	20
Machinery	contract	9787	85	8711	76	7547	87	7246	78
	repairs	4513	39	5084	44	3322	38	4333	47
	fuels	5432	47	7602	66	4491	51	5749	62
General farming costs		13777	120	12929	113	11940	137	12371	133
Land expenses		2591	23	6884	60	2253	26	5801	62
Rent		7382	64	7408	65	4317	49	5763	62
	FARM EXPENSES	124767	1089	158433	1380	99352	1139	129585	1391
Excess of revenue over expenses		94414	824	104295	908	71751	822	82126	882
Notional inputs									
	- rental value/imputed rent	11708	102	13705	119	8461	97	10952	118
	- unpaid labour	20883	182	18383	160	18814	216	16391	176
	- machinery depreciation	14490	126	16580	144	11348	130	13206	142
		47082	411	48667	424	38623	443	40549	435
NET FARM INCOME (excl. BLSA)		47333	413	55628	485	33129	380	41577	446
NET FARM INCOME (incl. BLSA)		54203	473	60715	529	40700	467	48014	515

Table A4.1 LFA DAIRY FARM RESULTS

OUTPUTS AND INPUTS		CONVENTIONAL							
		Identical sample				Full sample			
		2007/08		2008/09		2007/08		2008/09	
Sample number		28	28	28	28	25	25	39	39
Average farm size (UAA)		105	105	105	105	81	81	88	88
Business size (ESU)		106	107	106	107	83	83	90	90
OUTPUTS		£/farm	£/ha	£/farm	£/ha	£/farm	£/ha	£/farm	£/ha
Dairy -	milk output	108889	1035	135871	1290	85484	1058	112998	1281
	cattle	-4635	-44	1693	16	4860	60	1035	12
	net quota	0	0	0	0	0	0	0	0
	valuation change	1945	18	-815	-8	-4125	-51	-1642	-19
Other cattle	output	19922	189	25017	237	14503	179	18924	215
	valuation change	4471	42	7326	70	3869	48	5863	66
Sheep -	total output	13923	132	19116	181	8190	101	14890	169
	valuation change	-209	-2	-772	-7	78	1	-1265	-14
Other livestock		0	0	4	0	0	0	3	0
Arable crops	output	2090	20	1635	16	532	7	1047	12
	protein/energy support	0	0	0	0	0	0	0	0
By products forage and cults		1571	15	844	8	200	2	687	8
Miscellaneous (incl. farmhouse benefit value)		3172	30	2451	23	2466	31	2221	25
	- organic grants	0	0	0	0	0	0	0	0
	- other agri-env. payments	4148	39	3679	35	2906	36	4023	46
	- single payment scheme	19647	187	22133	210	15284	189	17995	204
	FARM REVENUE	174933	1662	218184	2071	134245	1661	176779	2004
INPUTS									
Feeds	purchased concentrates	36392	346	49792	473	28435	352	40695	461
	homegrown concentrates	3489	33	4056	39	1794	22	2751	31
Purchased fodder, Tack and stock keep		1876	18	3240	31	1758	22	2758	31
Veterinary and medicines		6050	57	7231	69	4432	55	5797	66
Other livestock costs		12107	115	14678	139	9291	115	12263	139
Seeds -	purchased and homegrown	707	7	668	6	329	4	467	5
Fertilisers		8813	84	12080	115	6629	82	9029	102
Crop protection		373	4	652	6	183	2	428	5
Other crop costs		896	9	935	9	661	8	739	8
Labour	paid incl. paid management	6789	65	6814	65	4883	60	5574	63
	casual	1843	18	3002	28	1368	17	2070	23
Machinery	contract	7701	73	8671	82	5986	74	7061	80
	repairs	5321	51	5551	53	5178	64	4736	54
	fuels	4896	47	7412	70	3733	46	5622	64
General farming costs		11951	114	13064	124	10756	133	11277	128
Land expenses		3770	36	4300	41	3057	38	3474	39
Rent		5947	57	5649	54	4087	51	4448	50
	FARM EXPENSES	118924	1130	147794	1403	92557	1145	119188	1351
Excess of revenue over expenses		56010	532	70389	668	41687	516	57591	653
Notional inputs									
	- rental value/imputed rent	14623	139	16320	155	11277	140	12680	144
	- unpaid labour	6469	61	6350	60	3838	47	5726	65
	- machinery depreciation	8666	82	9029	86	7898	98	8252	94
		29758	283	31699	301	23012	285	26658	302
NET FARM INCOME (excl. BLSA)		26251	249	38690	367	18675	231	30933	351
NET FARM INCOME (incl. BLSA)		33429	318	48303	458	23442	290	39568	449

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

INCOME MEASURES	<i>Identical sample</i>				<i>Full sample</i>			
	2007/08		2008/09		2007/08		2008/09	
	£/farm	£/ha	£/farm	£/ha	£/farm	£/ha	£/farm	£/ha
NET FARM INCOME (excl. BLSA)	47333	413	55628	485	33129	380	41577	446
plus unpaid labour (excludes farmer and spouse)	20883	182	18383	160	18814	216	16391	176
plus imputed rent and rental value	11708	102	13705	119	8461	97	10952	118
plus semi-integrated non-agric activities output	0	0	0	0	1716	20	1725	19
minus imputed rent on farmhouse & farm cottages	400	3	400	3	333	4	286	3
minus insurance repairs & net interest payments	1433	13	788	7	2443	28	1488	16
minus build & works depreciation	3759	33	6362	55	1806	21	4678	50
minus non-agric activity and director costs	0	0	0	0	414	5	1053	11
FARM BUSINESS INCOME	74332	649	80165	698	57124	655	63140	678
LABOUR USE AND LABOUR INCOMES								
Annual Labour Units per farm	2.8		2.7		2.5		2.5	
of which farmer & spouse	1.0		1.2		1.1		1.2	
of which paid family labour	0.0		0.1		0.0		0.1	
of which unpaid labour	1.4		1.2		1.2		1.0	
Notional value of farmer/spouse labour	15338		18559		16686		18948	
Value of paid family labour	0		1720		0		1229	
Labour income per Annual Labour Unit	22486		24453		18840		21016	
Family labour income per Family Work Unit	34252		34661		22683		26203	
Value of paid managerial input	0		0		0		0	
TENANT'S CAPITAL								
Machinery	92937	811	100394	874	68301	783	79987	859
Livestock	90910	794	104130	907	73705	845	90504	972
Crops	4524	39	4898	43	4658	53	4386	47
Stores	1626	14	3422	30	1649	19	2838	30
TOTAL	189997	1658	212844	1854	148312	1700	177715	1908
ASSETS								
	Opening Value	Closing Value	Opening Value	Closing Value	Opening Value	Closing Value	Opening Value	Closing Value
Land and Property	267494	267494	267494	282693	180318	190676	248315	270622
Buildings, improvements and fixtures	19437	21786	21786	41520	11010	10474	16512	30498
Machinery	88956	96917	96917	103871	69332	67271	76975	82998
Livestock	85965	95854	96891	111368	68564	78845	82584	98425
Produce and goods in store	10114	6900	7430	9559	9882	6914	6842	7954
Quotas and single payment asset value	54715	48404	37790	39197	37746	32712	30019	30397
Credit balances	20080	42692	43937	30180	17392	28644	34060	27751
TOTAL	546761	580047	572244	618389	394244	415537	495306	548645
EXTERNAL LIABILITIES								
Long and medium term loans	0	0	0	0	17000	2833	2429	28696
Short term loans	27025	15500	15500	7585	16344	13332	12651	6377
Overdrafts	11813	0	0	1926	6928	833	714	1376
TOTAL	38838	15500	15500	9511	40271	16999	15794	36449
NET WORTH	507923	564547	556744	608878	353972	398538	479512	512196
RETURNS TO CAPITAL								
Owner Equity (%)	97.3		98.5		95.9		93.4	
FBI/Net worth (%)	14.6		14.4		16.1		13.2	
Management and Investment Income	38866		42156		24014		29066	
Return on tenant's capital (%)	20.5		19.8		16.2		16.4	
Return on all capital (%)	7.1		7.4		6.1		5.9	

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

INCOME MEASURES	<i>Identical sample</i>				<i>Full sample</i>			
	2007/08		2008/09		2007/08		2008/09	
	£/farm	£/ha	£/farm	£/ha	£/farm	£/ha	£/farm	£/ha
NET FARM INCOME (excl. BLSA)	26251	249	38690	367	18675	231	30933	351
plus unpaid labour (excludes farmer and spouse)	6469	61	6350	60	3838	47	5726	65
plus imputed rent and rental value	14623	139	16320	155	11277	140	12680	144
plus semi-integrated non-agric activities output	918	9	636	6	0	0	454	5
minus imputed rent on farmhouse & farm cottages	150	1	160	2	59	1	118	1
minus insurance repairs & net interest payments	8831	84	7881	75	7515	93	5648	64
minus build & works depreciation	7104	67	7691	73	4141	51	4520	51
minus non-agric activity and director costs	398	4	116	1	0	0	83	1
FARM BUSINESS INCOME	31779	302	46147	438	22075	273	39424	447
LABOUR USE AND LABOUR INCOMES								
Annual Labour Units per farm	2.3		2.3		2.0		2.1	
of which farmer & spouse	1.3		1.4		1.4		1.3	
of which paid family labour	0.1		0.1		0.0		0.1	
of which unpaid labour	0.4		0.4		0.3		0.3	
Notional value of farmer/spouse labour	20900		22109		21577		22334	
Value of paid family labour	1139		1362		616		2051	
Labour income per Annual Labour Unit	13549		18638		10021		16401	
Family labour income per Family Work Unit	12118		19847		7576		16044	
Value of paid managerial input	0		0		0		0	
TENANT'S CAPITAL								
Machinery	54896	522	59155	561	52662	652	50355	571
Livestock	102804	977	119346	1133	79601	985	97425	1105
Crops	7590	72	7798	74	6171	76	5851	66
Stores	3999	38	5159	49	2589	32	4530	51
TOTAL	169288	1608	191458	1817	141023	1745	158162	1793
ASSETS								
	Opening Value	Closing Value	Opening Value	Closing Value	Opening Value	Closing Value	Opening Value	Closing Value
Land and Property	385008	409947	409947	446150	312458	322749	436144	479453
Buildings, improvements and fixtures	48396	47013	47013	46271	25110	26439	26185	26078
Machinery	53054	56738	56772	61538	51261	54063	47744	52967
Livestock	96097	109511	111670	127023	77308	81895	91619	103231
Produce and goods in store	13593	16316	16382	13444	12238	12201	12974	10830
Quotas and single payment asset value	55359	47257	38518	41230	47764	41100	30744	30611
Credit balances	20686	27376	27950	29765	14564	17016	23371	26234
TOTAL	672194	714157	708253	765421	540703	555464	668781	729404
EXTERNAL LIABILITIES								
Long and medium term loans	80302	76180	75692	72612	66015	62866	56603	53350
Short term loans	12866	15145	15247	14516	14283	15606	11333	12556
Overdrafts	27743	39498	39498	36153	32242	35185	26191	26064
TOTAL	120911	130823	130437	123282	112540	113657	94128	91970
NET WORTH	551282	583334	577816	642139	428163	441807	574653	637433
RETURNS TO CAPITAL								
Owner Equity (%)	81.7		83.9		79.5		87.4	
FBI/Net worth (%)	5.8		8.0		5.2		6.9	
Management and Investment Income	12529		26195		1865		17235	
Return on tenant's capital (%)	7.4		13.7		1.3		10.9	
Return on all capital (%)	1.9		3.7		0.3		2.6	

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

ORGANIC

LAND UTILISATION - hectares per farm		<i>Identical sample</i>		<i>Full sample</i>	
		2007/08	2008/09	2007/08	2008/09
Tillage - maincrops	Wheat	0.0	0.0	0.0	0.0
	Barley	3.5	3.9	2.9	2.8
	Other cereals	0.0	0.0	0.0	0.0
	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
	Total cropping	3.5	3.9	2.9	2.8
	Set-aside	0.0	0.0	0.0	0.0
	Tillage - fodder	2.2	0.5	1.8	0.4
Grassland	Grazing, hay and silage	96.8	98.3	76.3	81.1
Fallow and land let		0.0	0.0	0.0	0.0
Rough grazing	Effective	12.1	12.1	6.2	8.9
Utilisable agricultural area (Effective ha.)		114.6	114.8	87.2	93.1
Woods, roads and buildings		2.9	2.9	2.6	2.4
TOTAL AREA (Actual ha.)		117.5	117.7	89.8	95.6
effective forage area		118.5	122.3	86.8	98.5
Bare land and forage hired in		7.5	11.4	2.5	8.1

CROP PERFORMANCE *

- Yields (tonnes per hectare)	t/ha	n	t/ha	n	t/ha	n	t/ha	n
Wheat	-	0	-	0	-	0	-	0
Barley	-	1	-	1	-	1	-	1
Oilseed Rape	-	0	-	0	-	0	-	0
Potatoes	-	0	-	0	-	0	-	0
Sugar Beet	-	0	-	0	-	0	-	0
- Prices (£ per tonne)*	£/t	n	£/t	n	£/t	n	£/t	n
Wheat	-	0	-	0	-	0	-	0
Barley	-	1	-	1	-	1	-	1
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 LFA DAIRY FARM RESULTS
LAND UTILISATION AND CROP PERFORMANCE

CONVENTIONAL

LAND UTILISATION - hectares per farm	<i>Identical sample</i>		<i>Full sample</i>	
	2007/08	2008/09	2007/08	2008/09
Tillage - maincrops				
Wheat	0.0	0.0	0.0	0.1
Barley	2.6	2.8	0.8	1.8
Other cereals	0.3	0.3	0.1	0.1
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
Total cropping	2.9	3.1	0.9	2.0
Set-aside	0.1	0.0	0.0	0.0
Tillage - fodder	2.6	2.1	1.7	1.5
Grassland				
Grazing, hay and silage	94.0	94.7	75.4	80.5
Fallow and land let	0.6	0.4	0.4	0.2
Rough grazing				
Effective	5.1	5.2	2.4	4.0
Utilisable agricultural area (Effective ha.)	105.2	105.4	80.8	88.2
Woods, roads and buildings	2.8	2.8	2.5	3.3
TOTAL AREA (Actual ha.)	108.6	108.1	83.5	91.5
effective forage area	108.0	108.4	84.9	91.1
Bare land and forage hired in	6.4	6.5	5.4	5.2

CROP PERFORMANCE *

- Yields (tonnes per hectare)	t/ha	n	t/ha	n	t/ha	n	t/ha	n
Wheat	-	0	-	0	-	0	-	1
Barley	5.6	5	5.7	5	-	2	5.7	5
Oilseed Rape	-	0	-	0	-	0	-	0
Potatoes	-	0	-	0	-	0	-	0
Sugar Beet	-	0	-	0	-	0	-	0
- Prices (£ per tonne)*	£/t	n	£/t	n	£/t	n	£/t	n
Wheat	-	0	-	0	-	0	-	1
Barley	134	5	94	5	-	2	94	5
Oilseed Rape	-	0	-	0	-	0	-	0
Potatoes	-	0	-	0	-	0	-	0
Sugar Beet	-	0	-	0	-	0	-	0

* Yield and price data is implied

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

LIVESTOCK CARRIED - L.U. per farm	<i>Identical sample</i>				<i>Full sample</i>			
	2007/08		2008/09		2007/08		2008/09	
	LU	No's	LU	No's	LU	No's	LU	No's
Dairy cows	81.9	82	83.4	83	67.6	68	69.9	70
Beef cows	2.9	4	3.6	5	2.4	3	2.6	3
Other cattle	46.6	84	52.2	95	37.0	67	40.4	74
Breeding sheep	24.0	300	22.0	275	9.5	119	15.9	198
Other sheep	6.2	148	5.4	130	2.1	52	4.0	96
Pigs	0.0	0	0.0	0	0.0	0	0.0	0
Poultry	0.0	0	0.0	0	0.0	0	0.0	0
Other livestock	0.0	0	0.0	0	0.0	0	0.0	0
TOTAL (L.U.)	161.6		166.6		118.6		132.7	

STOCKING RATES

Stocking rate (LU per eff.ha)	1.4	1.5	1.4	1.4
GLU/forage effective hectare*	1.4	1.4	1.4	1.3

* 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	6627	5	6352	5	5782	6	5889	7
- Prices (£ per head)*	£/head	n	£/head	n	£/head	n	£/head	n
Dairy cows	520	5	684	5	558	6	693	7
Dairy calves	-	4	-	3	-	4	-	4
Dairy heifers in calf	-	0	-	0	-	0	-	0
Beef heifers in calf	-	0	-	0	-	0	-	0
Finished cattle	-	2	-	2	-	1	-	2
Beef store cattle 1-2 yrs	-	2	-	2	-	1	-	2
Beef stores <1 yr	-	2	-	2	-	2	-	4
Ewes	-	2	-	1	-	1	-	1
Ewe hogs	-	1	-	0	-	0	-	0
Finished lambs	-	3	-	3	-	2	-	4
Store lambs	-	2	-	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)	27.0	5	33.3	5	29.0	6	32.5	7
Wool (pence per kg)	-	0	-	3	-	0	-	3
Eggs (pence per dozen)	-	0	-	0	-	0	-	0

* Yield and price data is implied

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

LIVESTOCK CARRIED - L.U. per farm	<i>Identical sample</i>				<i>Full sample</i>			
	2007/08		2008/09		2007/08		2008/09	
	LU	No's	LU	No's	LU	No's	LU	No's
Dairy cows	82.3	82	83.6	84	67.3	67	72.3	72
Beef cows	1.0	1	1.0	1	1.6	2	0.4	0
Other cattle	54.0	96	57.4	103	41.7	78	42.1	77
Breeding sheep	25.7	319	24.2	302	16.8	208	18.7	234
Other sheep	8.7	214	7.5	182	4.8	118	5.8	140
Pigs	0.0	0	0.0	0	0.0	0	0.0	0
Poultry	0.0	0	0.0	0	0.0	0	0.0	0
Other livestock	0.0	0	0.0	0	0.0	0	0.0	0
TOTAL (L.U.)	171.7		173.7		132.2		139.2	

STOCKING RATES

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

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

LIVESTOCK PERFORMANCE

- Yield*	litres	n	litres	n	litres	n	litres	n
Milk yield/cow	6400	5	6383	5	5672	6	6040	7
- Prices (£ per head)*	£/head	n	£/head	n	£/head	n	£/head	n
Dairy cows	519	5	809	5	579	6	674	7
Dairy calves	59	5	95	5	87	6	94	7
Dairy heifers in calf	-	0	-	0	-	1	-	2
Beef heifers in calf	-	1	-	0	-	0	-	0
Finished cattle	-	4	-	4	567	5	686	6
Beef store cattle 1-2 yrs	355	5	574	5	349	6	587	7
Beef stores <1 yr	145	5	164	5	148	6	160	7
Ewes	-	2	-	3	-	2	42	5
Ewe hoggs	-	2	-	2	-	1	-	2
Finished lambs	42	5	57	5	42	6	53	7
Store lambs	-	2	-	4	-	4	34	6
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)	20.0	5	24.6	5	20.4	6	24.4	7
Wool (pence per kg)	-	3	33	5	-	4	36	7
Eggs (pence per dozen)	-	0	-	0	-	0	-	0

* Yield and price data is implied

Table A5.1 LOWLAND DAIRY FARM RESULTS

ORGANIC

OUTPUTS AND INPUTS

		<i>Identical sample</i>				<i>Full sample</i>			
		2007/08		2008/09		2007/08		2008/09	
Sample number		31		31		33		44	
Average farm size (UAA)		124		125		125		125	
Business size (ESU)		136		136		149		136	
OUTPUTS		£/farm	£/ha	£/farm	£/ha	£/farm	£/ha	£/farm	£/ha
Dairy -	milk output	200675	1620	233845	1876	237587	1895	229992	1833
	cattle	-4207	-34	-11778	-94	-7337	-59	-10062	-80
	net quota	-678	-5	-693	-6	-637	-5	-447	-4
	valuation change	-6624	-53	-352	-3	-4257	-34	717	6
Other cattle	output	21237	171	34282	275	23280	186	32393	258
	valuation change	7217	58	1973	16	7136	57	3371	27
Sheep -	total output	364	3	379	3	398	3	353	3
	valuation change	21	0	5	0	42	0	34	0
Other livestock		739	6	772	6	708	6	762	6
Arable crops	output	5704	46	5048	40	5387	43	7683	61
	protein/energy support	42	0	11	0	39	0	21	0
By products forage and cults		2772	22	1473	12	3285	26	1398	11
Miscellaneous (incl. farmhouse benefit value)		11951	97	11901	95	12279	98	10507	84
	- organic grants	2579	21	1465	12	1865	15	946	8
	- other agri-env.payments	7476	60	7979	64	7482	60	9039	72
	- subsidy/single farm payment	22900	185	25624	206	24234	193	24528	195
	FARM REVENUE	272169	2198	311934	2502	311489	2484	311234	2480
INPUTS									
Feeds	purchased concentrates	53110	429	71174	571	63515	507	69337	553
	homegrown concentrates	8341	67	7639	61	8268	66	7872	63
Purchased fodder, Tack and stock keep		3648	29	2568	21	3243	26	2118	17
Veterinary and medicines		5824	47	6701	54	6717	54	6651	53
Other livestock costs		19498	157	23736	190	22702	181	22339	178
Seeds -	purchased and homegrown	2315	19	2645	21	2223	18	3056	24
Fertilisers		1183	10	1722	14	1427	11	1476	12
Crop protection		16	0	1	0	16	0	24	0
Other crop costs		1158	9	1547	12	1390	11	1646	13
Labour	paid incl. paid management	25908	209	28532	229	27772	221	27704	221
	casual	1606	13	1607	13	2083	17	1620	13
Machinery	contract	16698	135	18922	152	18225	145	18480	147
	repairs	8397	68	11035	89	9125	73	10645	85
	fuels	6223	50	8271	66	6632	53	8633	69
General farming costs		21176	171	21470	172	21428	171	19422	155
Land expenses		5662	46	9535	76	5716	46	8347	67
Rent		10653	86	12655	102	13265	106	14584	116
	FARM EXPENSES	191415	1546	229759	1843	213747	1705	223954	1785
Excess of revenue over expenses		80754	652	82175	659	97742	780	87280	696
Notional inputs									
	- rental value/imputed rent	15798	128	14846	119	16914	135	12686	101
	- unpaid labour	3559	29	3296	26	4494	36	3566	28
	- machinery depreciation	11289	91	12589	101	12379	99	13476	107
		30645	247	30731	247	33787	269	29728	237
NET FARM INCOME (excl. BLSA)		50109	405	51444	413	63955	510	57553	459
NET FARM INCOME (incl. BLSA)		74800	604	64608	518	89831	716	69739	556

Table A5.1 LOWLAND DAIRY FARM RESULTS

OUTPUTS AND INPUTS		CONVENTIONAL							
		<i>Identical sample</i>		<i>Full sample</i>					
		2007/08	2008/09	2007/08	2008/09				
Sample number		178	178	219	301				
Average farm size (UAA)		107	109	114	116				
Business size (ESU)		130	132	144	143				
OUTPUTS		£/farm	£/ha	£/farm	£/ha	£/farm	£/ha	£/farm	£/ha
Dairy -	milk output	162202	1514	195722	1790	184318	1616	205087	1770
	cattle	-6573	-61	-6849	-63	-6114	-54	-9135	-79
	net quota	-26	0	-1	0	-39	0	0	0
	valuation change	-854	-8	-2090	-19	-2299	-20	-750	-6
Other cattle	output	27422	256	34282	314	28401	249	36144	312
	valuation change	8267	77	10400	95	8861	78	11467	99
Sheep -	total output	1610	15	1577	14	2116	19	1680	14
	valuation change	-11	0	223	2	28	0	208	2
Other livestock		4392	41	4910	45	3381	30	5026	43
Arable crops	output	12983	121	12043	110	15709	138	14333	124
	protein/energy support	10	0	263	0	20	0	11	0
By products forage and cults		3072	29	3129	29	3673	32	3309	29
Miscellaneous (incl. farmhouse benefit value)		8223	77	11440	105	9573	84	10926	94
	- organic grants	0	0	0	0	0	0	0	0
	- other agri-env. payments	3079	29	3345	31	2971	26	3276	28
	- single payment scheme	21914	204	23638	219	23983	210	25225	218
	FARM REVENUE	245710	2293	292033	2671	274583	2408	306807	2648
INPUTS									
Feeds	purchased concentrates	46042	430	58130	532	52327	459	59857	517
	homegrown concentrates	6793	63	6632	61	7403	65	7278	63
Purchased fodder, Tack and stock keep		2464	23	2974	27	2944	26	3735	32
Veterinary and medicines		6652	62	7547	69	7748	68	7983	69
Other livestock costs		15434	144	16794	154	17206	151	17703	153
Seeds -	purchased and homegrown	2436	23	3125	29	2825	25	3478	30
Fertilisers		8299	77	12696	116	9758	86	13590	117
Crop protection		2790	26	3444	32	3138	28	3809	33
Other crop costs		1603	15	2184	20	1777	16	2348	20
Labour	paid incl. paid management	14531	136	16869	154	18140	159	18237	157
	casual	2564	24	2765	25	2333	20	2751	24
Machinery	contract	11630	109	13472	123	12774	112	14078	122
	repairs	7945	74	9101	83	9157	80	9779	84
	fuels	6197	58	8083	74	6725	59	8827	76
General farming costs		17041	159	19141	175	18592	163	19937	172
Land expenses		3960	37	5611	51	4433	39	6203	54
Rent		7381	69	7839	72	8132	71	7886	68
	FARM EXPENSES	163763	1528	196410	1797	185414	1626	207476	1791
Excess of revenue over expenses		81948	765	95623	875	89169	782	99330	857
Notional inputs									
	- rental value/imputed rent	16819	157	18303	167	18472	162	18992	164
	- unpaid labour	10043	94	11190	102	9653	85	10920	94
	- machinery depreciation	13895	130	15512	142	15306	134	16190	140
		40756	380	45005	412	43430	381	46102	398
NET FARM INCOME (excl. BLSA)		41191	384	50617	463	45739	401	53228	459
NET FARM INCOME (incl. BLSA)		62880	587	65079	595	69689	611	67769	585

Table A5.2 LOWLAND DAIRY FARM RESULTS ORGANIC
INCOME MEASURES AND RETURNS TO LABOUR & CAPITAL

INCOME MEASURES	<i>Identical sample</i>				<i>Full sample</i>			
	2007/08		2008/09		2007/08		2008/09	
	£/farm	£/ha	£/farm	£/ha	£/farm	£/ha	£/farm	£/ha
NET FARM INCOME (excl. BLSA)	50109	405	51444	413	63955	510	57553	459
plus unpaid labour (excludes farmer and spouse)	3559	29	3296	26	4494	36	3566	28
plus imputed rent and rental value	15685	127	14737	118	16808	134	12576	100
plus semi-integrated non-agric activities output	457	4	1418	11	430	3	916	7
minus imputed rent on farmhouse & farm cottages	857	7	817	7	1138	9	1028	8
minus insurance repairs & net interest payments	9628	78	7004	56	10593	84	6339	51
minus build & works depreciation	4310	35	4645	37	5958	48	5256	42
minus non-agric activity and director costs	602	5	2314	19	566	5	1494	12
FARM BUSINESS INCOME	54413	439	56116	450	67433	538	60494	482
LABOUR USE AND LABOUR INCOMES								
Annual Labour Units per farm	3.1		3.1		3.2		3.0	
of which farmer & spouse	1.5		1.4		1.4		1.3	
of which paid family labour	0.1		0.1		0.1		0.1	
of which unpaid labour	0.2		0.2		0.3		0.2	
Notional value of farmer/spouse labour	23389		24355		22821		22597	
Value of paid family labour	1231		2065		918		1464	
Labour income per Annual Labour Unit	22228		22708		26220		25588	
Family labour income per Family Work Unit	25110		25033		34381		31491	
Value of paid managerial input	1258		562		1182		363	
TENANT'S CAPITAL								
Machinery	64996	525	72232	579	72059	575	74141	591
Livestock	123046	994	143428	1151	135347	1079	138059	1100
Crops	7209	58	8826	71	7876	63	10040	80
Stores	7874	64	8312	67	8031	64	7366	59
TOTAL	203124	1640	232799	1868	223312	1781	229607	1830
ASSETS								
	Opening Value	Closing Value	Opening Value	Closing Value	Opening Value	Closing Value	Opening Value	Closing Value
Land and Property	591354	701668	641184	742966	570273	684489	460726	540971
Buildings, improvements and fixtures	21203	23768	23768	26038	29280	32879	26404	30060
Machinery	61293	68699	69118	75346	68192	75926	69886	78397
Livestock	110421	135671	136021	150834	120956	149737	129921	146197
Produce and goods in store	20500	20402	20675	18255	21225	22170	20536	18556
Quotas and single payment asset value	73711	54952	52943	40595	67062	51125	47817	36278
Credit balances	40690	45107	45226	49547	40397	46040	51676	58097
TOTAL	919171	1050268	988936	1103581	917384	1062368	806966	908556
EXTERNAL LIABILITIES								
Long and medium term loans	81735	92613	90713	94417	92359	101198	70056	81410
Short term loans	50540	50439	50087	40100	35637	36087	47052	41883
Overdrafts	49733	55915	56346	48876	49613	57546	46820	38272
TOTAL	182008	198967	197145	183393	177609	194831	163928	161565
NET WORTH	737163	851301	791791	920187	739775	867537	643038	746992
RETURNS TO CAPITAL								
Owner Equity (%)	81.1		83.4		81.7		82.2	
FBI/Net worth (%)	7.4		7.1		9.1		9.4	
Management and Investment Income	52669		40815		68192		47505	
Return on tenant's capital (%)	25.9		17.5		30.5		20.7	
Return on all capital (%)	5.7		4.1		7.4		5.9	

Table A5.2 LOWLAND DAIRY FARM RESULTS CONVENTIONAL
INCOME MEASURES AND RETURNS TO LABOUR & CAPITAL

INCOME MEASURES	<i>Identical sample</i>				<i>Full sample</i>			
	2007/08		2008/09		2007/08		2008/09	
	£/farm	£/ha	£/farm	£/ha	£/farm	£/ha	£/farm	£/ha
NET FARM INCOME (excl. BLSA)	41191	384	50617	463	45739	401	53228	459
plus unpaid labour (excludes farmer and spouse)	10043	94	11190	102	9653	85	10920	94
plus imputed rent and rental value	16713	156	18167	166	18335	161	18841	163
plus semi-integrated non-agric activities output	345	3	176	2	184	2	982	8
minus imputed rent on farmhouse & farm cottages	667	6	716	7	724	6	722	6
minus insurance repairs & net interest payments	9969	93	9047	83	11199	98	9965	86
minus build & works depreciation	5268	49	6627	61	5836	51	6749	58
minus non-agric activity and director costs	321	3	483	4	183	2	2495	22
FARM BUSINESS INCOME	52067	486	63277	579	55969	491	64040	553
LABOUR USE AND LABOUR INCOMES								
Annual Labour Units per farm	3.1		3.2		3.2		3.2	
of which farmer & spouse	1.5		1.5		1.5		1.5	
of which paid family labour	0.3		0.2		0.2		0.2	
of which unpaid labour	0.6		0.6		0.6		0.6	
Notional value of farmer/spouse labour	25600		26146		25465		25610	
Value of paid family labour	4065		3183		3663		2766	
Labour income per Annual Labour Unit	17902		20768		19239		21742	
Family labour income per Family Work Unit	18229		22880		20352		24472	
Value of paid managerial input	50		0		27		0	
TENANT'S CAPITAL								
Machinery	74698	697	82984	759	81664	716	85453	738
Livestock	117444	1096	143056	1309	129527	1136	153484	1325
Crops	11307	106	12569	115	12109	106	14803	128
Stores	9355	87	13600	124	10662	93	14415	124
TOTAL	212804	1986	252209	2307	233962	2052	268156	2314
ASSETS								
	Opening Value	Closing Value	Opening Value	Closing Value	Opening Value	Closing Value	Opening Value	Closing Value
Land and Property	516834	633055	633572	737490	520818	635847	692601	802634
Buildings, improvements and fixtures	26590	31846	31846	41994	29063	34529	31777	41733
Machinery	71883	77512	78063	87906	78600	84728	80798	90108
Livestock	102917	131971	131499	154612	114274	144779	140694	166275
Produce and goods in store	24179	27366	27414	31518	26291	30019	30737	35638
Quotas and single payment asset value	84825	59479	41790	31984	113753	81920	45772	35709
Credit balances	33402	46610	46358	46046	34603	48136	49655	51694
TOTAL	860629	1007840	990542	1131549	917403	1059958	1072034	1223791
EXTERNAL LIABILITIES								
Long and medium term loans	89229	93149	94198	103759	98342	93777	103767	117242
Short term loans	29133	34378	36184	38643	32564	39271	35280	43623
Overdrafts	38678	42855	42730	41374	48777	56620	45301	44536
TOTAL	157040	170382	173112	183775	179682	189667	184349	205401
NET WORTH	703590	837458	817430	947774	737722	870291	887685	1018391
RETURNS TO CAPITAL								
Owner Equity (%)	83.1		83.8		82.1		83.2	
FBI/Net worth (%)	7.4		7.7		7.6		7.2	
Management and Investment Income	37330		38933		44251		42159	
Return on tenant's capital (%)	17.5		15.4		18.9		15.7	
Return on all capital (%)	4.3		3.9		4.8		3.9	

Table A5.3 LOWLAND DAIRY FARM RESULTS
LAND UTILISATION AND CROP PERFORMANCE**ORGANIC**

LAND UTILISATION - hectares per farm		<i>Identical sample</i>		<i>Full sample</i>					
		2007/08	2008/09	2007/08	2008/09				
Tillage - maincrops	Wheat	3.2	1.0	3.0	3.0				
	Barley	0.0	0.1	0.0	1.5				
	Other cereals	2.7	6.0	2.5	4.3				
	Oil seed rape	0.0	0.0	0.0	0.0				
	Linseed	0.0	0.0	0.0	0.0				
	Peas/Beans	1.3	0.3	1.2	1.3				
	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				
	Total cropping	7.2	7.4	6.7	10.1				
Set-aside	0.0	0.0	0.5	0.0					
Tillage - fodder	7.5	10.4	7.8	9.3					
Grassland	Grazing, hay and silage	107.9	106.4	109.4	104.1				
Fallow and land let		1.1	0.3	0.5	0.5				
Rough grazing	Effective	0.0	0.0	0.4	1.2				
Utilisable agricultural area (Effective ha.)		123.8	124.7	125.4	125.5				
Woods, roads and buildings		2.9	3.2	3.0	3.2				
TOTAL AREA (Actual ha.)		126.7	127.8	128.4	128.7				
effective forage area		117.8	120.4	124.5	120.4				
Bare land and forage hired in		2.3	3.6	6.9	5.8				
CROP PERFORMANCE *									
- Yields (tonnes per hectare)									
	t/ha	n	t/ha	n	t/ha	n	t/ha	n	
Wheat	6.9	5	-	3	6.9	5	5.1	7	
Barley	-	0	-	1	-	0	4.0	5	
Oilseed Rape	-	0	-	0	-	0	-	0	
Potatoes	-	0	-	0	-	0	-	0	
Sugar Beet	-	0	-	0	-	0	-	0	
- Prices (£ per tonne)*									
	£/t	n	£/t	n	£/t	n	£/t	n	
Wheat	201	5	-	3	201	5	183	7	
Barley	-	0	-	1	-	0	191	5	
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 LOWLAND DAIRY FARM RESULTS
LAND UTILISATION AND CROP PERFORMANCE**CONVENTIONAL**

LAND UTILISATION - hectares per farm	<i>Identical sample</i>		<i>Full sample</i>	
	2007/08	2008/09	2007/08	2008/09
Tillage - maincrops				
Wheat	6.8	9.2	8.4	10.7
Barley	5.7	6.0	5.3	6.5
Other cereals	0.3	0.4	0.4	0.7
Oil seed rape	0.5	0.3	0.5	0.6
Linseed	0.0	0.0	0.0	0.0
Peas/Beans	0.4	0.2	0.7	0.3
Potatoes	0.2	0.2	0.2	0.2
Sugarbeet	0.0	0.0	0.0	0.0
Horticulture	0.0	0.0	0.0	0.0
Other crops	0.0	0.1	0.0	0.1
Total cropping	13.8	16.4	15.6	19.1
Set-aside	3.2	0.0	0.0	0.0
Tillage - fodder	12.6	14.1	13.9	14.0
Grassland				
Grazing, hay and silage	76.0	76.6	80.1	80.9
Fallow and land let	0.8	1.0	3.6	0.9
Rough grazing				
Effective	0.1	0.1	0.1	0.1
Utilisable agricultural area (Effective ha.)	107.2	109.3	114.0	115.9
Woods, roads and buildings	3.0	3.1	3.3	3.3
TOTAL AREA (Actual ha.)	110.2	112.4	117.4	119.2
effective forage area	94.1	96.2	99.1	100.2
Bare land and forage hired in	5.8	6.0	5.6	5.9

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

	t/ha	n	t/ha	n	t/ha	n	t/ha	n
Wheat	7.0	24	7.7	24	7.1	28	7.8	35
Barley	5.3	24	5.6	28	5.8	27	6.0	40
Oilseed Rape	3.3	8	-	4	3.2	14	3.1	8
Potatoes	-	3	-	3	-	4	31.5	5
Sugar Beet	-	0	-	0	-	0	-	1

- Prices (£ per tonne)*

	£/t	n	£/t	n	£/t	n	£/t	n
Wheat	143	24	105	24	147	28	105	35
Barley	142	24	92	28	147	27	96	40
Oilseed Rape	185	8	-	4	188	14	292	8
Potatoes	-	3	-	3	-	4	120	5
Sugar Beet	-	0	-	0	-	0	-	1

* Yield and price data is implied

**Table A5.4 LOWLAND DAIRY FARM RESULTS
STOCKING AND LIVESTOCK PERFORMANCE****ORGANIC**

LIVESTOCK CARRIED - L.U. per farm	<i>Identical sample</i>				<i>Full sample</i>			
	2007/08		2008/09		2007/08		2008/09	
	LU	No's	LU	No's	LU	No's	LU	No's
Dairy cows	119.4	119	119.9	120	132.2	132	117.8	118
Beef cows	0.0	0	0.0	0	0.0	0	0.2	0
Other cattle	46.4	87	44.3	81	52.7	96	50.2	92
Breeding sheep	0.5	5	0.6	5	1.1	11	0.8	8
Other sheep	0.3	7	0.1	3	0.3	8	0.2	4
Pigs	0.0	0	0.0	0	0.1	1	0.2	1
Poultry	0.7	244	0.7	244	0.7	229	0.5	159
Other livestock	0.0	1	0.0	1	0.0	0	0.0	1
TOTAL (L.U.)	167.4		165.6		187.1		169.8	

STOCKING RATES

Stocking rate (LU per eff.ha)	1.4	1.3	1.5	1.4
GLU/forage effective hectare*	1.4	1.4	1.5	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	5677	31	5678	31	5973	33	5808	44
- Prices (£ per head)*	£/head	n	£/head	n	£/head	n	£/head	n
Dairy cows	420	30	569	31	421	32	575	42
Dairy calves	82	18	76	13	78	19	86	20
Dairy heifers in calf	739	5	-	2	-	4	773	5
Beef heifers in calf	-	0	-	0	-	0	-	0
Finished cattle	682	7	777	7	660	10	774	10
Beef store cattle 1-2 yrs	486	11	554	8	483	13	496	12
Beef stores <1 yr	137	15	133	18	110	17	129	23
Ewes	-	1	-	1	-	1	-	2
Ewe hogs	-	0	-	0	-	0	-	0
Finished lambs	-	2	-	2	-	3	-	3
Store lambs	-	0	-	0	-	0	-	0
Finished Pigs	-	0	-	0	-	1	-	0
- Prices (pence per unit)*	p/unit	n	p/unit	n	p/unit	n	p/unit	n
Milk (pence per litre)	28.4	31	33.0	31	28.8	33	32.7	44
Wool (pence per kg)	-	2	-	2	-	3	-	3
Eggs (pence per dozen)	-	0	-	0	-	0	-	1

* Yield and price data is implied

**Table A5.4 LOWLAND DAIRY FARM RESULTS
STOCKING AND LIVESTOCK PERFORMANCE****CONVENTIONAL**

LIVESTOCK CARRIED - L.U. per farm	<i>Identical sample</i>				<i>Full sample</i>			
	2007/08		2008/09		2007/08		2008/09	
	LU	No's	LU	No's	LU	No's	LU	No's
Dairy cows	104.2	104	105.1	105	116.8	117	112.9	113
Beef cows	0.1	0	0.3	0	0.2	0	0.3	0
Other cattle	59.6	111	59.0	112	60.5	113	63.0	119
Breeding sheep	2.1	20	2.1	20	3.1	30	2.6	25
Other sheep	0.8	20	0.7	19	0.7	16	0.8	18
Pigs	1.5	14	1.3	13	1.7	15	0.9	9
Poultry	3.2	197	2.8	166	2.1	133	3.5	212
Other livestock	0.0	0	0.0	0	0.0	0	0.0	0
TOTAL (L.U.)	171.6		171.4		185.1		184.1	

STOCKING RATES

Stocking rate (LU per eff.ha)	1.6	1.6	1.6	1.6
GLU/forage effective hectare*	1.8	1.8	1.9	1.8

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

LIVESTOCK PERFORMANCE

- Yield*	litres	n	litres	n	litres	n	litres	n
Milk yield/cow	6917	31	6971	31	6925	33	6788	44
- Prices (£ per head)*	£/head	n	£/head	n	£/head	n	£/head	n
Dairy cows	391	31	#####	31	409	33	556	44
Dairy calves	75	30	94	27	82	33	97	41
Dairy heifers in calf	1174	9	1272	10	1076	11	1260	15
Beef heifers in calf	-	0	-	0	-	0	-	0
Finished cattle	610	31	738	31	607	32	753	44
Beef store cattle 1-2 yrs	410	28	509	30	426	32	520	41
Beef stores <1 yr	133	30	142	31	131	30	155	42
Ewes	-	1	33	6	-	4	46	10
Ewe hoggs	58	6	-	0	59	5	-	3
Finished lambs	52	15	69	17	49	15	65	30
Store lambs	38	12	40	10	38	9	42	19
Finished Pigs	-	0	-	0	93	9	-	0
- Prices (pence per unit)*	p/unit	n	p/unit	n	p/unit	n	p/unit	n
Milk (pence per litre)	21.3	31	25.6	31	21.4	33	25.7	44
Wool (pence per kg)	19	14	46	16	14	10	40	28
Eggs (pence per dozen)	100	8	132	8	105	8	123	9

* Yield and price data is implied

Table A6.1 LFA CATTLE AND SHEEP RESULTS

ORGANIC

OUTPUTS AND INPUTS

		<i>Identical sample</i>				<i>Full sample</i>			
		2007/08		2008/09		2007/08		2008/09	
Sample number		37		37		37		39	
Average farm size (UAA)		144		144		141		143	
Business size (ESU)		36		35		35		34	
OUTPUTS		£/farm	£/ha	£/farm	£/ha	£/farm	£/ha	£/farm	£/ha
Dairy -	milk output	2047	14	1832	13	0	0	1738	12
	cattle	1064	7	-156	-1	0	0	-148	-1
	net quota	0	0	0	0	0	0	0	0
	valuation change	-1419	-10	-80	-1	0	0	-76	-1
Other cattle	output	22901	159	24697	171	23650	167	24774	173
	valuation change	2940	20	2572	18	1694	12	2746	19
Sheep -	total output	25183	175	27565	191	25549	181	27022	189
	valuation change	-356	-2	-1970	-14	-371	-3	-1915	-13
Other livestock		5727	40	6937	48	5647	40	7817	55
Arable crops	output	1101	8	870	6	1052	7	825	6
	protein/energy support	0	0	0	0	0	0	0	0
By products forage and cults		951	7	38	0	836	6	74	1
Miscellaneous (incl. farmhouse benefit value)		5176	36	4733	33	5363	38	4579	32
	- organic grants	3437	24	6081	42	3514	25	6094	43
	- other agri-env.payments	18251	127	17005	118	20040	142	16554	116
	- subsidy/single farm payment	26167	182	29585	205	26503	187	29530	207
	FARM REVENUE	113171	786	119710	829	113477	802	119616	837
INPUTS									
Feeds	purchased concentrates	11096	77	12840	89	10716	76	12928	90
	homegrown concentrates	994	7	906	6	954	7	860	6
Purchased fodder, Tack and stock keep		987	7	1556	11	1009	7	1485	10
Veterinary and medicines		2769	19	3630	25	2934	21	3579	25
Other livestock costs		5731	40	6366	44	5480	39	6367	45
Seeds -	purchased and homegrown	559	4	757	5	550	4	820	6
Fertilisers		1253	9	1421	10	1328	9	1375	10
Crop protection		4	0	4	0	4	0	4	0
Other crop costs		732	5	727	5	695	5	720	5
Labour	paid incl. paid management	4162	29	3944	27	5867	41	3875	27
	casual	1110	8	1972	14	766	5	1917	13
Machinery	contract	3886	27	3745	26	3892	28	4493	31
	repairs	3815	26	4424	31	3804	27	4541	32
	fuels	4100	28	5468	38	3884	27	5339	37
General farming costs		8919	62	9336	65	8850	63	9385	66
Land expenses		3025	21	3114	22	3018	21	3486	24
Rent		4334	30	4461	31	3535	25	4387	31
	FARM EXPENSES	57475	399	64671	448	57285	405	65561	459
Excess of revenue over expenses		55695	387	55038	381	56191	397	54055	378
Notional inputs									
	- rental value/imputed rent	11211	78	11316	78	11059	78	11389	80
	- unpaid labour	3509	24	3388	23	3447	24	3214	22
	- machinery depreciation	7781	54	8672	60	7958	56	8671	61
		22502	156	23376	162	22464	159	23275	163
NET FARM INCOME (excl. BLSA)		33194	230	31663	219	33727	238	30780	215
NET FARM INCOME (incl. BLSA)		33647	234	34333	238	34100	241	33701	236

Table A6.1 LFA CATTLE AND SHEEP RESULTS

OUTPUTS AND INPUTS		CONVENTIONAL							
		<i>Identical sample</i>		<i>Full sample</i>					
		2007/08	2008/09	2007/08	2008/09				
Sample number		230	230	248	262				
Average farm size (UAA)		128	127	133	126				
Business size (ESU)		35	34	33	34				
OUTPUTS		£/farm	£/ha	£/farm	£/ha	£/farm	£/ha	£/farm	£/ha
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	18538	145	22582	178	16282	123	23152	184
	valuation change	1029	8	2464	19	239	2	1994	16
Sheep -	total output	23121	181	30271	239	22938	173	30839	245
	valuation change	-530	-4	-559	-4	-588	-4	-593	-5
Other livestock		108	1	113	1	39	0	156	1
Arable crops	output	785	6	705	6	436	3	731	6
	protein/energy support	0	0	0	0	0	0	0	0
By products forage and cults		1849	14	1762	14	907	7	1764	14
Miscellaneous (incl. farmhouse benefit value)		4446	35	4593	36	3997	30	4285	34
	- organic grants	0	0	0	0	0	0	0	0
	- other agri-env.payments	11898	93	10643	84	13718	103	10201	81
	- single payment scheme	25978	204	28878	228	24929	188	28754	229
	FARM REVENUE	87221	683	101452	800	82897	624	101282	805
INPUTS									
Feeds	purchased concentrates	10192	80	12851	101	9934	75	12754	101
	homegrown concentrates	539	4	438	3	316	2	530	4
Purchased fodder, Tack and stock keep		2148	17	2258	18	2286	17	2352	19
Veterinary and medicines		3283	26	3763	30	3153	24	3818	30
Other livestock costs		4703	37	5608	44	4510	34	5574	44
Seeds -	purchased and homegrown	292	2	343	3	194	1	356	3
Fertilisers		4717	37	5211	41	3815	29	5289	42
Crop protection		234	2	319	3	179	1	314	2
Other crop costs		508	4	546	4	477	4	559	4
Labour	paid incl. paid management	2993	23	3103	24	2044	15	2900	23
	casual	1050	8	1034	8	822	6	1139	9
Machinery	contract	2902	23	3150	25	2571	19	3193	25
	repairs	3205	25	3429	27	2998	23	3356	27
	fuels	3764	29	4656	37	3510	26	4781	38
General farming costs		7361	58	7803	62	7285	55	7792	62
Land expenses		2076	16	2433	19	2206	17	2478	20
Rent		4121	32	4111	32	4330	33	4721	38
	FARM EXPENSES	54091	424	61056	481	50629	381	61907	492
Excess of revenue over expenses		33130	260	40396	318	32268	243	39375	313
Notional inputs									
	- rental value/imputed rent	9611	75	9590	76	9381	71	9264	74
	- unpaid labour	4563	36	4568	36	4121	31	4675	37
	- machinery depreciation	7600	60	8054	64	7037	53	8278	66
		21773	171	22212	175	20539	155	22216	177
NET FARM INCOME (excl. BLSA)		11357	89	18184	143	11730	88	17158	136
NET FARM INCOME (incl. BLSA)		11509	90	20362	161	11616	87	19535	155

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

INCOME MEASURES	<i>Identical sample</i>				<i>Full sample</i>			
	2007/08		2008/09		2007/08		2008/09	
	£/farm	£/ha	£/farm	£/ha	£/farm	£/ha	£/farm	£/ha
NET FARM INCOME (excl. BLSA)	33194	230	31663	219	33727	238	30780	215
plus unpaid labour (excludes farmer and spouse)	3509	24	3388	23	3447	24	3214	22
plus imputed rent and rental value	11211	78	11316	78	11059	78	11389	80
plus semi-integrated non-agric activities output	478	3	974	7	478	3	924	6
minus imputed rent on farmhouse & farm cottages	305	2	332	2	224	2	315	2
minus insurance repairs & net interest payments	6095	42	5164	36	5904	42	4982	35
minus build & works depreciation	3647	25	3589	25	3491	25	3564	25
minus non-agric activity and director costs	86	1	582	4	86	1	552	4
FARM BUSINESS INCOME	38259	266	37674	261	39007	276	36895	258
LABOUR USE AND LABOUR INCOMES								
Annual Labour Units per farm	1.7		1.7		1.7		1.7	
of which farmer & spouse	1.2		1.1		1.1		1.1	
of which paid family labour	0.1		0.0		0.1		0.0	
of which unpaid labour	0.3		0.2		0.2		0.2	
Notional value of farmer/spouse labour	16997		16922		16282		16957	
Value of paid family labour	1149		801		1149		759	
Labour income per Annual Labour Unit	19701		19191		20870		18788	
Family labour income per Family Work Unit	21259		20882		22528		20225	
Value of paid managerial input	60		62		122		59	
TENANT'S CAPITAL								
Machinery	51354	357	53843	373	51261	362	53193	372
Livestock	76587	532	79447	550	76759	543	78757	551
Crops	4017	28	4057	28	4103	29	4143	29
Stores	1152	8	1301	9	1102	8	1393	10
TOTAL	133110	924	138649	960	133225	942	137486	962
ASSETS								
	Opening Value	Closing Value	Opening Value	Closing Value	Opening Value	Closing Value	Opening Value	Closing Value
Land and Property	562188	594678	594678	643733	565552	600110	597480	650319
Buildings, improvements and fixtures	22219	23713	23713	23225	21724	23163	22806	23024
Machinery	51085	51622	51622	56065	50880	51641	50822	55565
Livestock	75638	77536	78005	80890	75772	77747	77062	80452
Produce and goods in store	10026	12811	13177	5483	9700	12038	12939	5687
Quotas and single payment asset value	50705	41191	41108	48622	51879	42173	41047	47865
Credit balances	16222	19938	19899	18495	21117	27249	19592	18670
TOTAL	788083	821489	822201	876514	796625	834121	821748	881582
EXTERNAL LIABILITIES								
Long and medium term loans	66354	62600	62600	63474	66893	63270	60096	62449
Short term loans	7045	8866	8866	4367	7539	10143	9315	5007
Overdrafts	16577	20735	20735	15774	16488	20327	19749	15094
TOTAL	89976	92201	92201	83615	90919	93741	89160	82550
NET WORTH	698107	729288	730000	792899	705705	740381	732587	799032
RETURNS TO CAPITAL								
Owner Equity (%)	88.8		90.5		88.8		90.6	
FBI/Net worth (%)	5.5		5.2		5.5		5.0	
Management and Investment Income	16710		17473		17940		16803	
Return on tenant's capital (%)	12.6		12.6		13.5		12.2	
Return on all capital (%)	2.1		2.1		2.3		2.0	

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

INCOME MEASURES	<i>Identical sample</i>				<i>Full sample</i>			
	2007/08		2008/09		2007/08		2008/09	
	£/farm	£/ha	£/farm	£/ha	£/farm	£/ha	£/farm	£/ha
NET FARM INCOME (excl. BLSA)	11357	89	18184	143	11730	88	17158	136
plus unpaid labour (excludes farmer and spouse)	4563	36	4568	36	4121	31	4675	37
plus imputed rent and rental value	9596	75	9577	76	9368	70	9251	74
plus semi-integrated non-agric activities output	105	1	91	1	85	1	57	0
minus imputed rent on farmhouse & farm cottages	209	2	235	2	133	1	229	2
minus insurance repairs & net interest payments	2933	23	3028	24	3034	23	2897	23
minus build & works depreciation	2734	21	2907	23	2846	21	2869	23
minus non-agric activity and director costs	33	0	78	1	22	0	62	0
FARM BUSINESS INCOME	19712	154	26172	206	19268	145	25084	199
LABOUR USE AND LABOUR INCOMES								
Annual Labour Units per farm	1.7		1.7		1.7		1.7	
of which farmer & spouse	1.2		1.2		1.2		1.2	
of which paid family labour	0.0		0.0		0.0		0.0	
of which unpaid labour	0.3		0.3		0.3		0.3	
Notional value of farmer/spouse labour	17630		18089		18278		18033	
Value of paid family labour	764		776		643		647	
Labour income per Annual Labour Unit	7136		11149		7051		10476	
Family labour income per Family Work Unit	3703		9157		4266		8165	
Value of paid managerial input	19		20		0		19	
TENANT'S CAPITAL								
Machinery	50540	396	51752	408	46938	353	52693	419
Livestock	69923	548	72856	574	65527	493	74135	590
Crops	3316	26	3507	28	2949	22	3503	28
Stores	1865	15	2436	19	1894	14	2375	19
TOTAL	125644	984	130551	1029	117307	883	132706	1055
ASSETS								
	Opening Value	Closing Value	Opening Value	Closing Value	Opening Value	Closing Value	Opening Value	Closing Value
Land and Property	398721	427849	427849	461513	424133	452443	416679	448392
Buildings, improvements and fixtures	16818	18160	18160	18837	18675	19617	17589	18847
Machinery	50281	50800	50801	52703	47332	46544	51914	53472
Livestock	69596	70249	70802	74909	65761	65292	72229	76041
Produce and goods in store	9090	8411	8602	8089	9980	9910	8745	8347
Quotas and single payment asset value	48873	38130	38215	45775	46279	36393	38699	45713
Credit balances	21340	22570	22763	23711	18293	19232	21908	22954
TOTAL	614719	636169	637192	685538	630454	649431	627765	673765
EXTERNAL LIABILITIES								
Long and medium term loans	18271	20920	22143	22954	25647	24042	19957	20467
Short term loans	4678	4932	4930	4291	5586	5213	4986	4275
Overdrafts	15032	18548	18083	15616	14229	17881	18459	16523
TOTAL	37981	44400	45157	42861	45462	47136	43402	41265
NET WORTH	576738	591769	592035	642677	584992	602295	584363	632500
RETURNS TO CAPITAL								
Owner Equity (%)	93.0		93.7		92.7		93.9	
FBI/Net worth (%)	3.4		4.4		3.3		4.3	
Management and Investment Income	-6102		2293		-6662		1521	
Return on tenant's capital (%)	-4.9		1.8		-5.7		1.1	
Return on all capital (%)	-1.0		0.4		-1.1		0.2	

**Table A6.3 LFA CATTLE AND SHEEP RESULTS
LAND UTILISATION AND CROP PERFORMANCE****ORGANIC**

LAND UTILISATION - hectares per farm		<i>Identical sample</i>		<i>Full sample</i>					
		2007/08	2008/09	2007/08	2008/09				
Tillage - maincrops	Wheat	0.0	0.0	0.0	0.0				
	Barley	0.8	0.6	0.8	0.6				
	Other cereals	1.2	1.2	1.0	1.1				
	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				
	Total cropping	2.0	1.8	1.9	1.7				
	Set-aside	0.0	0.0	0.1	0.0				
Tillage - fodder		1.7	2.6	1.5	2.9				
Grassland	Grazing, hay and silage	123.5	123.5	112.8	122.6				
Fallow and land let		1.0	0.8	0.9	0.8				
Rough grazing	Effective	15.7	15.7	24.2	14.9				
Utilisable agricultural area (Effective ha.)		144.0	144.4	141.5	142.9				
Woods, roads and buildings		8.5	8.6	8.8	8.4				
TOTAL AREA (Actual ha.)		159.6	153.0	157.4	151.3				
effective forage area		146.0	146.4	143.7	144.8				
Bare land and forage hired in		16.1	15.6	16.1	14.8				
CROP PERFORMANCE *									
- Yields (tonnes per hectare)		t/ha	n	t/ha	n	t/ha	n	t/ha	n
Wheat		-	0	-	0	-	0	-	0
Barley		3.2	5	3.4	5	3.2	5	3.4	5
Oilseed Rape		-	0	-	0	-	0	-	0
Potatoes		-	0	-	0	-	0	-	0
Sugar Beet		-	0	-	0	-	0	-	0
- Prices (£ per tonne)*		£/t	n	£/t	n	£/t	n	£/t	n
Wheat		-	0	-	0	-	0	-	0
Barley		198	5	172	5	198	5	172	5
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 LFA CATTLE AND SHEEP RESULTS
LAND UTILISATION AND CROP PERFORMANCE

CONVENTIONAL

LAND UTILISATION - hectares per farm	<i>Identical sample</i>		<i>Full sample</i>					
	2007/08	2008/09	2007/08	2008/09				
Tillage - maincrops								
Wheat	0.1	0.2	0.1	0.2				
Barley	0.9	1.0	0.4	1.1				
Other cereals	0.0	0.0	0.0	0.0				
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				
Total cropping	1.0	1.2	0.6	1.4				
Set-aside	0.0	0.0	0.0	0.0				
Tillage - fodder	0.9	1.0	0.6	1.2				
Grassland								
Grazing, hay and silage	107.4	105.7	106.5	104.9				
Fallow and land let	1.2	1.5	0.9	1.2				
Rough grazing								
Effective	17.0	17.3	24.3	17.2				
Utilisable agricultural area (Effective ha.)	127.6	126.8	132.9	125.7				
Woods, roads and buildings	5.1	5.1	5.7	4.8				
TOTAL AREA (Actual ha.)	146.3	131.9	155.0	130.5				
effective forage area	131.3	129.8	137.5	129.7				
Bare land and forage hired in	6.1	5.9	6.3	6.7				
CROP PERFORMANCE *								
- Yields (tonnes per hectare)	t/ha	n	t/ha	n	t/ha	n	t/ha	n
Wheat	-	2	7.9	5	-	3	7.9	5
Barley	5.7	12	5.7	13	5.7	9	5.5	15
Oilseed Rape	-	0	-	0	-	0	-	0
Potatoes	-	0	-	0	-	1	-	0
Sugar Beet	-	0	-	0	-	0	-	0
- Prices (£ per tonne)*	£/t	n	£/t	n	£/t	n	£/t	n
Wheat	-	2	98	5	-	3	98	5
Barley	130	12	96	13	130	9	95	15
Oilseed Rape	-	0	-	0	-	0	-	0
Potatoes	-	0	-	0	-	1	-	0
Sugar Beet	-	0	-	0	-	0	-	0

* Yield and price data is implied

**Table A6.4 LFA CATTLE AND SHEEP RESULTS
STOCKING AND LIVESTOCK PERFORMANCE****ORGANIC**

LIVESTOCK CARRIED - L.U. per farm	<i>Identical sample</i>				<i>Full sample</i>			
	2007/08		2008/09		2007/08		2008/09	
	LU	No's	LU	No's	LU	No's	LU	No's
Dairy cows	1.3	1	1.0	1	0.0	0	0.9	1
Beef cows	23.9	32	24.2	32	24.7	33	24.5	33
Other cattle	42.0	79	40.4	75	39.7	76	40.8	76
Breeding sheep	44.0	551	43.2	541	46.7	583	41.8	523
Other sheep	13.9	341	13.9	337	13.6	333	13.5	328
Pigs	0.1	2	0.2	1	0.1	2	0.2	1
Poultry	4.9	289	5.1	306	4.8	288	5.4	327
Other livestock	0.0	7	0.0	6	0.0	7	0.0	6
TOTAL (L.U.)	130.1		128.0		129.7		127.2	

STOCKING RATES

Stocking rate (LU per eff.ha)	0.9	0.9	0.9	0.9
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

- Yield*	litres	n	litres	n	litres	n	litres	n
Milk yield/cow	-	2	-	1	-	0	-	1
- Prices (£ per head)*	£/head	n	£/head	n	£/head	n	£/head	n
Dairy cows	-	2	-	1	-	0	-	1
Dairy calves	-	1	-	1	-	0	-	1
Dairy heifers in calf	-	1	-	1	-	0	-	1
Beef heifers in calf	-	1	-	1	-	1	-	1
Finished cattle	837	30	868	28	849	29	875	30
Beef store cattle 1-2 yrs	561	19	644	18	579	17	644	18
Beef stores <1 yr	-	3	-	4	386	5	-	4
Ewes	62	6	61	9	60	5	61	9
Ewe hogs	51	6	48	5	50	5	48	5
Finished lambs	48	33	54	32	49	32	54	33
Store lambs	27	12	33	18	28	12	33	18
Finished Pigs	-	0	-	0	-	1	-	0
- Prices (pence per unit)*	p/unit	n	p/unit	n	p/unit	n	p/unit	n
Milk (pence per litre)	-	2	-	1	-	0	-	1
Wool (pence per kg)	14	23	32	31	15	24	32	32
Eggs (pence per dozen)	-	2	-	2	-	2	-	3

* Yield and price data is implied

Table A6.4 LFA CATTLE AND SHEEP RESULTS
STOCKING AND LIVESTOCK PERFORMANCE

CONVENTIONAL

LIVESTOCK CARRIED - L.U. per farm	<i>Identical sample</i>				<i>Full sample</i>			
	2007/08		2008/09		2007/08		2008/09	
	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	24.4	33	24.2	32	22.3	30	24.4	33
Other cattle	34.3	67	33.6	65	29.1	58	33.2	65
Breeding sheep	53.3	667	51.7	647	53.5	669	51.7	644
Other sheep	16.5	402	15.3	372	16.7	407	15.5	377
Pigs	0.4	3	0.0	0	0.0	0	0.1	1
Poultry	0.0	1	0.0	1	0.0	1	0.0	3
Other livestock	0.0	0	0.0	0	0.0	0	0.0	1
TOTAL (L.U.)	129.0		124.8		121.6		124.9	

STOCKING RATES

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

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

LIVESTOCK PERFORMANCE

- Yield*	litres	n	litres	n	litres	n	litres	n
Milk yield/cow	-	0	-	0	-	0	-	0
- Prices (£ per head)*	£/head	n	£/head	n	£/head	n	£/head	n
Dairy cows	-	0	-	0	-	0	-	0
Dairy calves	-	0	-	0	-	0	-	0
Dairy heifers in calf	-	1	-	0	-	1	-	0
Beef heifers in calf	644	7	894	8	569	6	933	9
Finished cattle	697	32	851	33	694	29	856	35
Beef store cattle 1-2 yrs	570	34	694	34	519	35	695	35
Beef stores <1 yr	357	24	389	26	366	24	396	31
Ewes	50	27	51	31	47	29	52	32
Ewe hogs	36	23	52	24	36	22	50	26
Finished lambs	38	37	49	37	37	37	50	39
Store lambs	27	37	34	30	26	37	34	32
Finished Pigs	-	0	-	0	-	2	-	0
- Prices (pence per unit)*	p/unit	n	p/unit	n	p/unit	n	p/unit	n
Milk (pence per litre)	-	0	-	0	-	0	-	0
Wool (pence per kg)	13	27	32	37	13	28	32	39
Eggs (pence per dozen)	-	3	-	2	-	2	-	3

* Yield and price data is implied

Table A7.1 LOWLAND CATTLE AND SHEEP RESULTS ORGANIC
OUTPUTS AND INPUTS

		<i>Identical sample</i>				<i>Full sample</i>			
		2007/08		2008/09		2007/08		2008/09	
Sample number		26		26		31		33	
Average farm size (UAA)		99		98		107		113	
Business size (ESU)		22		22		27		28	
OUTPUTS		£/farm	£/ha	£/farm	£/ha	£/farm	£/ha	£/farm	£/ha
Dairy -	milk output	0	0	0	0	0	0	1043	9
	cattle	0	0	0	0	0	0	205	2
	net quota	0	0	0	0	0	0	0	0
	valuation change	-22	0	-19	0	0	0	-256	-2
Other cattle	output	19299	196	23290	237	22556	211	26193	232
	valuation change	3018	31	441	4	3729	35	1517	13
Sheep -	total output	7388	75	8257	84	10151	95	10235	91
	valuation change	-163	-2	69	1	152	1	213	2
Other livestock		92	1	74	1	1737	16	55	0
Arable crops	output	1596	16	1159	12	2140	20	2005	18
	protein/energy support	0	0	0	0	0	0	0	0
By products forage and cults		1283	13	375	4	1818	17	1234	11
Miscellaneous (incl. farmhouse benefit value)		5299	54	7271	74	4506	42	9764	86
	- organic grants	567	6	709	7	600	6	559	5
	- other agri-env.payments	11090	113	11423	116	11971	112	14637	129
	- subsidy/single farm payment	16531	168	18769	191	18451	173	20257	179
	FARM REVENUE	65977	669	71816	731	77811	729	87661	775
INPUTS									
Feeds	purchased concentrates	2710	27	3326	34	3351	31	3269	29
	homegrown concentrates	701	7	646	7	1213	11	1196	11
Purchased fodder, Tack and stock keep		573	6	401	4	653	6	520	5
Veterinary and medicines		1441	15	1771	18	1681	16	2338	21
Other livestock costs		4228	43	5134	52	5169	48	6044	53
Seeds -	purchased and homegrown	778	8	635	6	985	9	1083	10
Fertilisers		122	1	177	2	324	3	312	3
Crop protection		16	0	20	0	6	0	35	0
Other crop costs		337	3	672	7	396	4	680	6
Labour	paid incl. paid management	4317	44	4471	45	4688	44	5556	49
	casual	1064	11	1140	12	1346	13	1440	13
Machinery	contract	3270	33	3410	35	4318	40	4715	42
	repairs	2962	30	3155	32	3270	31	3939	35
	fuels	2401	24	3050	31	2878	27	3752	33
General farming costs		7931	80	7915	81	8887	83	9712	86
Land expenses		2581	26	3063	31	3001	28	3485	31
Rent		3363	34	3245	33	4237	40	5683	50
	FARM EXPENSES	38793	394	42231	430	46403	435	53757	475
Excess of revenue over expenses		27184	276	29585	301	31408	294	33904	300
Notional inputs									
	- rental value/imputed rent	9212	93	9635	98	10045	94	10545	93
	- unpaid labour	2111	21	2051	21	1709	16	1857	16
	- machinery depreciation	6062	61	6330	64	7347	69	8160	72
		17385	176	18016	183	19101	179	20562	182
NET FARM INCOME (excl. BLSA)		9799	99	11569	118	12307	115	13342	118
NET FARM INCOME (incl. BLSA)		11338	115	15510	158	13649	128	18182	161

Table A7.1 LOWLAND CATTLE AND SHEEP RESULTS**CONVENTIONAL****OUTPUTS AND INPUTS**

		<i>Identical sample</i>				<i>Full sample</i>			
		2007/08		2008/09		2007/08		2008/09	
Sample number		172		172		205		223	
Average farm size (UAA)		92		91		95		102	
Business size (ESU)		23		22		26		27	
OUTPUTS		£/farm	£/ha	£/farm	£/ha	£/farm	£/ha	£/farm	£/ha
Dairy -	milk output	0	0	0	0	0	0	0	0
	cattle	100	1	0	0	0	0	0	0
	net quota	0	0	0	0	0	0	0	0
	valuation change	-104	-1	0	0	0	0	0	0
Other cattle	output	15682	171	23808	260	17755	187	29984	294
	valuation change	2511	27	2893	32	2486	26	4647	46
Sheep -	total output	9156	100	11557	126	10332	109	13655	134
	valuation change	-237	-3	-167	-2	-315	-3	13	0
Other livestock		497	5	336	4	330	3	306	3
Arable crops	output	1353	15	924	10	3109	33	2106	21
	protein/energy support	0	0	0	0	3	0	1	0
By products forage and cults		4030	44	2889	32	3876	41	4052	40
Miscellaneous (incl. farmhouse benefit value)		10575	115	10221	112	8556	90	11139	109
	- organic grants	0	0	0	0	0	0	0	0
	- other agri-env.payments	3802	42	3915	43	3590	38	4132	41
	- single payment scheme	16268	178	17968	196	15559	164	20378	200
	FARM REVENUE	63634	695	74345	813	65280	687	90412	887
INPUTS									
Feeds	purchased concentrates	4825	53	6501	71	4711	50	7549	74
	homegrown concentrates	1052	11	868	9	1997	21	1658	16
Purchased fodder, Tack and stock keep		901	10	996	11	391	4	1238	12
Veterinary and medicines		1843	20	2324	25	1983	21	2485	24
Other livestock costs		4266	47	4864	53	4042	43	5567	55
Seeds -	purchased and homegrown	372	4	453	5	537	6	689	7
Fertilisers		2120	23	2588	28	2798	29	3331	33
Crop protection		291	3	371	4	457	5	604	6
Other crop costs		447	5	483	5	563	6	655	6
Labour	paid incl. paid management	3578	39	3530	39	2183	23	3995	39
	casual	934	10	883	10	1010	11	1096	11
Machinery	contract	3101	34	3557	39	3115	33	4117	40
	repairs	2954	32	3240	35	3324	35	3730	37
	fuels	2617	29	3437	38	2863	30	4161	41
General farming costs		7986	87	8389	92	8050	85	8860	87
Land expenses		2679	29	2750	30	2619	28	3130	31
Rent		3766	41	3823	42	4116	43	4737	46
	FARM EXPENSES	43730	478	49058	536	44757	471	57601	565
Excess of revenue over expenses		19904	217	25287	276	20523	216	32811	322
Notional inputs									
	- rental value/imputed rent	8744	95	8933	98	8221	87	10017	98
	- unpaid labour	2753	30	2647	29	3123	33	3553	35
	- machinery depreciation	5999	66	6683	73	5958	63	7526	74
		17495	191	18262	200	17303	182	21096	207
NET FARM INCOME (excl. BLSA)		2409	26	7024	77	3220	34	11715	115
NET FARM INCOME (incl. BLSA)		3037	33	10312	113	4030	42	15220	149

**Table A7.2 LOWLAND CATTLE AND SHEEP RESULTS ORGANIC
INCOME MEASURES AND RETURNS TO LABOUR & CAPITAL**

INCOME MEASURES	<i>Identical sample</i>				<i>Full sample</i>			
	2007/08		2008/09		2007/08		2008/09	
	£/farm	£/ha	£/farm	£/ha	£/farm	£/ha	£/farm	£/ha
NET FARM INCOME (excl. BLSA)	9799	99	11569	118	12307	115	13342	118
plus unpaid labour (excludes farmer and spouse)	2111	21	2051	21	1709	16	1857	16
plus imputed rent and rental value	9121	93	9537	97	9964	93	10451	92
plus semi-integrated non-agric activities output	0	0	0	0	816	8	0	0
minus imputed rent on farmhouse & farm cottages	192	2	192	2	129	1	333	3
minus insurance repairs & net interest payments	2435	25	2910	30	2905	27	4192	37
minus build & works depreciation	2347	24	2775	28	2675	25	3254	29
minus non-agric activity and director costs	0	0	0	0	268	3	0	0
FARM BUSINESS INCOME	16058	163	17280	176	18818	176	17871	158
LABOUR USE AND LABOUR INCOMES								
Annual Labour Units per farm	1.4		1.4		1.5		1.5	
of which farmer & spouse	1.0		1.0		1.1		1.0	
of which paid family labour	0.1		0.1		0.1		0.1	
of which unpaid labour	0.1		0.1		0.1		0.1	
Notional value of farmer/spouse labour	16044		16490		17428		17414	
Value of paid family labour	1414		1236		1186		974	
Labour income per Annual Labour Unit	8469		9719		9022		10349	
Family labour income per Family Work Unit	5775		7207		6454		7458	
Value of paid managerial input	0		0		0		0	
TENANT'S CAPITAL								
Machinery	34609	351	35321	359	41675	390	41634	368
Livestock	45472	461	49041	499	55116	516	59702	528
Crops	3130	32	3206	33	4603	43	5108	45
Stores	505	5	556	6	911	9	1094	10
TOTAL	83716	849	88124	897	102305	958	107537	951
ASSETS								
	Opening Value	Closing Value	Opening Value	Closing Value	Opening Value	Closing Value	Opening Value	Closing Value
Land and Property	613286	708582	708582	855270	598270	710404	688945	831189
Buildings, improvements and fixtures	13388	12009	12009	12826	14654	14205	13191	16512
Machinery	34282	34935	34935	35708	41852	41499	39791	43477
Livestock	43289	47655	46825	51257	52486	57745	56545	62858
Produce and goods in store	5447	4975	4996	4333	10953	10813	10016	10358
Quotas and single payment asset value	36019	26504	26504	24031	39144	28665	29478	25879
Credit balances	37912	33107	30957	26359	31649	27627	28331	23826
TOTAL	783623	867767	864807	#####	789007	890958	866296	#####
EXTERNAL LIABILITIES								
Long and medium term loans	25702	21959	22655	20043	26263	22876	34463	37161
Short term loans	6679	4887	5081	4515	7671	5826	5588	6966
Overdrafts	9103	3645	5792	7465	13493	10404	12790	12943
TOTAL	41484	30491	33527	32023	47428	39107	52841	57071
NET WORTH	742139	837276	831280	977761	741580	851852	813455	957028
RETURNS TO CAPITAL								
Owner Equity (%)	96.5		96.8		95.6		94.4	
FBI/Net worth (%)	2.2		2.1		2.5		2.2	
Management and Investment Income	-4706		-980		-3779		768	
Return on tenant's capital (%)	-5.6		-1.1		-3.7		0.7	
Return on all capital (%)	-0.6		-0.1		-0.5		0.1	

**Table A7.2 LOWLAND CATTLE AND SHEEP RESULTS CONVENTIONAL
INCOME MEASURES AND RETURNS TO LABOUR & CAPITAL**

INCOME MEASURES	<i>Identical sample</i>				<i>Full sample</i>			
	2007/08		2008/09		2007/08		2008/09	
	£/farm	£/ha	£/farm	£/ha	£/farm	£/ha	£/farm	£/ha
NET FARM INCOME (excl. BLSA)	2409	26	7024	77	3220	34	11715	115
plus unpaid labour (excludes farmer and spouse)	2753	30	2647	29	3123	33	3553	35
plus imputed rent and rental value	8638	94	8831	97	8110	85	9919	97
plus semi-integrated non-agric activities output	671	7	564	6	1296	14	540	5
minus imputed rent on farmhouse & farm cottages	370	4	418	5	234	2	314	3
minus insurance repairs & net interest payments	2219	24	2052	22	2889	30	2173	21
minus build & works depreciation	2137	23	2586	28	1756	18	3105	30
minus non-agric activity and director costs	461	5	277	3	838	9	271	3
FARM BUSINESS INCOME	9283	101	13733	150	10032	106	19864	195
LABOUR USE AND LABOUR INCOMES								
Annual Labour Units per farm	1.5		1.4		1.4		1.5	
of which farmer & spouse	1.0		1.0		1.0		1.0	
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	16820		17039		17373		17353	
Value of paid family labour	145		359		245		414	
Labour income per Annual Labour Unit	2925		5807		2603		8882	
Family labour income per Family Work Unit	-2804		1480		-2194		5121	
Value of paid managerial input	0		0		0		0	
TENANT'S CAPITAL								
Machinery	33049	361	36186	395	34064	359	40663	399
Livestock	50032	546	54837	599	54457	573	65566	643
Crops	4664	51	4535	50	5260	55	4866	48
Stores	2243	25	2816	31	2622	28	3406	33
TOTAL	89988	983	98373	1075	96403	1015	114501	1123
ASSETS								
	Opening Value	Closing Value	Opening Value	Closing Value	Opening Value	Closing Value	Opening Value	Closing Value
Land and Property	389332	463155	463525	525801	427409	504083	499756	574781
Buildings, improvements and fixtures	12620	12003	12003	14237	8971	9755	14770	17851
Machinery	31483	34615	34627	37744	33116	35012	39583	41742
Livestock	48638	51426	51810	57864	52964	55951	61463	69670
Produce and goods in store	15635	12164	12469	10797	13678	12491	13306	12655
Quotas and single payment asset value	32109	23826	24056	22073	32326	23935	27155	24303
Credit balances	19432	20841	21031	23986	19450	18919	24759	26175
TOTAL	549250	618031	619521	692502	587914	660146	680793	767177
EXTERNAL LIABILITIES								
Long and medium term loans	39849	36120	34774	32705	25749	21731	29779	33383
Short term loans	6742	8138	8202	6988	6546	7886	10086	7635
Overdrafts	8121	9906	9066	9766	16325	20973	10939	11609
TOTAL	54712	54164	52042	49460	48620	50590	50803	52627
NET WORTH	494538	563867	567479	643042	539294	609556	629989	714551
RETURNS TO CAPITAL								
Owner Equity (%)	91.2		92.9		92.3		93.1	
FBI/Net worth (%)	1.9		2.4		1.9		3.2	
Management and Investment Income	-13782		-6727		-13344		-2133	
Return on tenant's capital (%)	-15.3		-6.8		-13.8		-1.9	
Return on all capital (%)	-2.5		-1.1		-2.3		-0.3	

Table A7.3 LOWLAND CATTLE AND SHEEP RESULTS ORGANIC
LAND UTILISATION AND CROP PERFORMANCE

LAND UTILISATION - hectares per farm	<i>Identical sample</i>		<i>Full sample</i>	
	2007/08	2008/09	2007/08	2008/09
Tillage - maincrops				
Wheat	0.7	0.3	0.8	0.9
Barley	0.7	0.6	0.5	0.4
Other cereals	1.0	1.1	2.1	2.0
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	0.1	0.1	0.1	0.1
Other crops	0.0	0.0	0.0	0.0
Total cropping	2.4	2.0	3.5	3.5
Set-aside	0.0	0.0	0.5	0.0
Tillage - fodder	2.1	2.1	2.5	2.7
Grassland				
Grazing, hay and silage	91.9	92.6	99.5	105.2
Fallow and land let	0.6	0.0	0.1	0.5
Rough grazing				
Effective	1.1	1.1	0.3	0.9
Utilisable agricultural area (Effective ha.)	98.6	98.3	106.8	113.1
Woods, roads and buildings	19.6	18.1	16.6	15.2
TOTAL AREA (Actual ha.)	118.1	116.4	123.4	128.3
effective forage area	95.1	95.9	102.9	108.8
Bare land and forage hired in	0.0	0.0	0.7	0.0

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

	t/ha	n	t/ha	n	t/ha	n	t/ha	n
Wheat	-	3	-	1	-	4	-	3
Barley	-	3	-	4	-	3	-	4
Oilseed Rape	-	0	-	0	-	0	-	0
Potatoes	-	0	-	0	-	0	-	0
Sugar Beet	-	0	-	0	-	0	-	0

- Prices (£ per tonne)*

	£/t	n	£/t	n	£/t	n	£/t	n
Wheat	-	3	-	1	-	4	-	3
Barley	-	3	-	4	-	3	-	4
Oilseed Rape	-	0	-	0	-	0	-	0
Potatoes	-	0	-	0	-	0	-	0
Sugar Beet	-	0	-	0	-	0	-	0

* Yield and price data is implied

Table A7.3 LOWLAND CATTLE AND SHEEP RESULTS CONVENTIONAL
LAND UTILISATION AND CROP PERFORMANCE

LAND UTILISATION - hectares per farm	<i>Identical sample</i>		<i>Full sample</i>					
	2007/08	2008/09	2007/08	2008/09				
Tillage - maincrops								
Wheat	0.2	0.2	0.6	1.0				
Barley	1.4	1.5	3.0	2.5				
Other cereals	0.3	0.3	0.3	0.3				
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	0.1	0.0				
Total cropping	1.9	2.0	4.0	3.8				
Set-aside	0.7	0.0	0.0	0.0				
Tillage - fodder	1.7	1.4	1.8	2.1				
Grassland								
Grazing, hay and silage	81.5	82.3	83.0	87.6				
Fallow and land let	4.9	4.7	5.4	7.4				
Rough grazing								
Effective	0.4	0.4	0.4	0.4				
Utilisable agricultural area (Effective ha.)	91.6	91.5	95.0	102.0				
Woods, roads and buildings	5.7	5.7	5.1	5.2				
TOTAL AREA (Actual ha.)	97.6	97.2	100.2	107.2				
effective forage area	87.3	88.0	89.3	93.2				
Bare land and forage hired in	3.8	4.0	4.2	3.1				
CROP PERFORMANCE *								
- Yields (tonnes per hectare)	t/ha	n	t/ha	n	t/ha	n	t/ha	n
Wheat	-	3	-	3	5.3	10	7.0	7
Barley	5.1	14	5.0	12	5.2	21	5.1	19
Oilseed Rape	-	0	-	0	-	1	-	0
Potatoes	-	0	-	0	-	0	-	0
Sugar Beet	-	0	-	0	-	0	-	0
- Prices (£ per tonne)*	£/t	n	£/t	n	£/t	n	£/t	n
Wheat	-	3	-	3	148	10	101	7
Barley	139	14	93	12	139	21	94	19
Oilseed Rape	-	0	-	0	-	1	-	0
Potatoes	-	0	-	0	-	0	-	0
Sugar Beet	-	0	-	0	-	0	-	0

* Yield and price data is implied

Table A7.4 LOWLAND CATTLE AND SHEEP RESULTS ORGANIC STOCKING AND LIVESTOCK PERFORMANCE

LIVESTOCK CARRIED - L.U. per farm	<i>Identical sample</i>				<i>Full sample</i>			
	2007/08		2008/09		2007/08		2008/09	
	LU	No's	LU	No's	LU	No's	LU	No's
Dairy cows	0.0	0	0.0	0	0.0	0	0.6	1
Beef cows	23.7	32	23.0	31	26.6	35	27.4	37
Other cattle	36.5	69	39.1	73	39.9	76	43.6	82
Breeding sheep	15.2	143	16.3	151	21.6	204	20.0	187
Other sheep	3.3	79	3.5	85	4.6	112	4.8	119
Pigs	0.0	0	0.1	0	0.0	0	0.0	0
Poultry	0.0	0	0.0	0	0.8	51	0.0	0
Other livestock	0.0	1	0.0	1	0.0	1	0.0	1
TOTAL (L.U.)	78.7		81.9		93.6		96.5	

STOCKING RATES

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

* 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	-	0	-	0	-	0	-	1
- Prices (£ per head)*	£/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	-	0	-	0	-	0
Beef heifers in calf	-	1	-	0	-	1	-	0
Finished cattle	808	20	825	17	815	26	857	23
Beef store cattle 1-2 yrs	503	9	626	8	437	6	627	11
Beef stores <1 yr	-	2	-	2	-	3	-	3
Ewes	-	2	-	3	-	3	63	5
Ewe hoggs	-	0	-	1	-	2	-	1
Finished lambs	52	17	61	17	52	23	60	22
Store lambs	-	1	-	4	-	2	37	6
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)	-	0	-	0	-	0	-	1
Wool (pence per kg)	23	10	38	13	22	15	39	18
Eggs (pence per dozen)	-	0	-	0	-	1	-	0

* Yield and price data is implied

Table A7.4 LOWLAND CATTLE AND SHEEP RESULTS CONVENTIONAL STOCKING AND LIVESTOCK PERFORMANCE

LIVESTOCK CARRIED - L.U. per farm	<i>Identical sample</i>				<i>Full sample</i>			
	2007/08		2008/09		2007/08		2008/09	
	LU	No's	LU	No's	LU	No's	LU	No's
Dairy cows	0.1	0	0.0	0	0.0	0	0.0	0
Beef cows	19.1	25	18.9	25	21.1	28	19.1	25
Other cattle	37.8	67	35.3	64	39.1	73	46.8	83
Breeding sheep	23.1	221	22.6	217	25.0	240	25.8	247
Other sheep	6.4	155	5.4	125	6.9	165	6.3	148
Pigs	0.9	8	0.5	4	0.6	5	0.4	3
Poultry	0.1	9	0.1	9	0.1	6	0.1	8
Other livestock	0.0	2	0.0	0	0.0	1	0.0	2
TOTAL (L.U.)	87.6		82.9		92.7		98.6	

STOCKING RATES

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

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

LIVESTOCK PERFORMANCE

- Yield*	litres	n	litres	n	litres	n	litres	n
Milk yield/cow	-	0	-	0	-	0	-	0
- Prices (£ per head)*	£/head	n	£/head	n	£/head	n	£/head	n
Dairy cows	-	1	-	0	-	0	-	0
Dairy calves	-	0	-	0	-	0	-	0
Dairy heifers in calf	-	4	-	1	790	7	-	1
Beef heifers in calf	-	2	-	4	-	4	715	7
Finished cattle	610	26	757	25	647	31	762	32
Beef store cattle 1-2 yrs	481	25	597	25	504	29	598	31
Beef stores <1 yr	340	19	362	21	354	26	360	25
Ewes	39	20	50	14	38	18	48	19
Ewe hoggs	40	7	88	9	41	12	86	10
Finished lambs	42	26	50	26	44	31	52	33
Store lambs	33	20	38	19	33	23	38	24
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)	-	0	-	0	-	0	-	0
Wool (pence per kg)	17	24	36	26	17	26	36	33
Eggs (pence per dozen)	-	3	-	3	-	4	-	4

* Yield and price data is implied

Table A8.1 MIXED FARM RESULTS
OUTPUTS AND INPUTS

ORGANIC

		<i>Identical sample</i>				<i>Full sample</i>			
		2007/08		2008/09		2007/08		2008/09	
Sample number		9		9		13		19	
Average farm size (UAA)		206		208		157		177	
Business size (ESU)		86		83		72		79	
OUTPUTS		£/farm	£/ha	£/farm	£/ha	£/farm	£/ha	£/farm	£/ha
Dairy -	milk output	19231	94	21363	103	13314	85	20878	118
	cattle	-969	-5	-2150	-10	-671	-4	-1245	-7
	net quota	0	0	0	0	0	0	0	0
	valuation change	-129	-1	703	3	-89	-1	228	1
Other cattle	output	39981	195	37133	178	28255	180	32279	182
	valuation change	8148	40	25008	120	7527	48	17111	96
Sheep -	total output	8904	43	10365	50	6415	41	10013	56
	valuation change	-429	-2	-921	-4	29	0	-873	-5
Other livestock		14287	70	15786	76	21484	137	27175	153
Arable crops	output	49654	242	41739	200	36875	235	34468	194
	protein/energy support	279	1	247	1	238	2	165	1
By products forage and cults		6668	32	3927	19	3742	24	5627	32
Miscellaneous (incl. farmhouse benefit value)		9727	47	12638	61	8170	52	12510	71
	- organic grants	1141	6	1654	8	790	5	3603	20
	- other agri-env.payments	12989	63	23150	111	15075	96	19421	109
	- subsidy/single farm payment	34471	168	42602	204	27496	175	37422	211
	FARM REVENUE	203954	992	233244	1120	168650	1074	218784	1233
INPUTS									
Feeds	purchased concentrates	13048	63	11945	57	5682	36	20504	116
	homegrown concentrates	12379	60	6776	33	9717	62	6041	34
Purchased fodder, Tack and stock keep		764	4	3030	15	499	3	1568	9
Veterinary and medicines		2970	14	3512	17	1854	12	2910	16
Other livestock costs		8392	41	9240	44	8495	54	9443	53
Seeds -	purchased and homegrown	6776	33	8907	43	5775	37	6193	35
Fertilisers		2105	10	3401	16	575	4	2730	15
Crop protection		1518	7	1609	8	40	0	1380	8
Other crop costs		2964	14	3767	18	2386	15	2742	15
Labour	paid incl. paid management	12241	60	15555	75	9724	62	15156	85
	casual	2105	10	2524	12	4867	31	2310	13
Machinery	contract	7742	38	9327	45	6328	40	9559	54
	repairs	8383	41	9733	47	6099	39	8572	48
	fuels	8633	42	12724	61	6667	42	9938	56
General farming costs		13401	65	15022	72	11583	74	16736	94
Land expenses		5044	25	5920	28	3282	21	7352	41
Rent		17026	83	19214	92	11668	74	12330	69
	FARM EXPENSES	125493	611	142205	683	95243	607	135465	763
Excess of revenue over expenses		78461	382	91040	437	73407	467	83319	470
Notional inputs									
	- rental value/imputed rent	9350	45	9551	46	13353	85	17239	97
	- unpaid labour	8454	41	8792	42	6934	44	5209	29
	- machinery depreciation	12212	59	13417	64	11471	73	12452	70
		30017	146	31759	152	31758	202	34900	197
NET FARM INCOME (excl. BLSA)		48444	236	59280	285	41649	265	48419	273
NET FARM INCOME (incl. BLSA)		52182	254	64938	312	44662	284	54924	310

Table A8.1 MIXED FARM RESULTS
OUTPUTS AND INPUTS

		CONVENTIONAL							
		<i>Identical sample</i>				<i>Full sample</i>			
		2007/08		2008/09		2007/08		2008/09	
Sample number		44		44		59		95	
Average farm size (UAA)		183		187		148		151	
Business size (ESU)		83		85		70		80	
OUTPUTS		£/farm	£/ha	£/farm	£/ha	£/farm	£/ha	£/farm	£/ha
Dairy -	milk output	11250	61	12346	66	7789	53	18367	122
	cattle	-374	-2	-198	-1	-259	-2	-1222	-8
	net quota	0	0	0	0	0	0	0	0
	valuation change	-207	-1	-877	-5	-143	-1	-36	0
Other cattle	output	28849	157	43941	235	23846	161	30233	201
	valuation change	4854	26	462	2	3867	26	7165	48
Sheep -	total output	14698	80	19135	102	12732	86	13594	90
	valuation change	-1290	-7	5	0	-1352	-9	-63	0
Other livestock		1551	8	634	3	13826	93	24685	164
Arable crops	output	46882	256	43141	230	40294	272	40383	268
	protein/energy support	17	0	358	0	25	0	65	0
By products forage and cults		9266	51	9988	53	9378	63	8242	55
Miscellaneous (incl. farmhouse benefit value)		17630	96	20865	111	12517	85	22664	150
	- organic grants	0	0	0	0	0	0	0	0
	- other agri-env. payments	12061	66	10007	53	7440	50	7578	50
	- single payment scheme	35221	192	37735	203	27530	185	31058	206
	FARM REVENUE	180408	983	197542	1055	157489	1064	202715	1345
INPUTS									
Feeds	purchased concentrates	10217	56	12117	65	10853	73	21467	142
	homegrown concentrates	8265	45	9393	50	9691	65	8508	56
Purchased fodder, Tack and stock keep		1152	6	1082	6	1061	7	1514	10
Veterinary and medicines		3012	16	3472	19	2852	19	3853	26
Other livestock costs		8197	45	8611	46	7570	51	9182	61
Seeds -	purchased and homegrown	2848	16	3643	19	2450	17	3347	22
Fertilisers		8856	48	11309	60	7564	51	10690	71
Crop protection		5524	30	7710	41	4789	32	6797	45
Other crop costs		1799	10	2303	12	1720	12	3676	24
Labour	paid incl. paid management	9981	54	8849	47	7848	53	14895	99
	casual	1824	10	2361	13	1605	11	2561	17
Machinery	contract	6717	37	9450	50	6013	41	8684	58
	repairs	6678	36	7008	37	6952	47	7454	49
	fuels	6363	35	7301	39	5934	40	7994	53
General farming costs		14442	79	18000	96	14232	96	16576	110
Land expenses		4557	25	4572	24	4375	30	5116	34
Rent		13382	73	14316	76	7387	50	10950	73
	FARM EXPENSES	113814	620	131498	702	102897	695	143265	951
Excess of revenue over expenses		66594	363	66043	353	54592	369	59450	394
Notional inputs									
	- rental value/imputed rent	17395	95	17636	94	15442	104	14860	99
	- unpaid labour	7691	42	7986	43	7358	50	5925	39
	- machinery depreciation	13748	75	14379	77	12229	83	13843	92
		38834	212	40001	214	35029	237	34628	230
NET FARM INCOME (excl. BLSA)		27761	151	26042	139	19563	132	24822	165
NET FARM INCOME (incl. BLSA)		29471	161	32665	174	20391	138	30466	202

Table A8.2 MIXED FARM RESULTS **ORGANIC**
INCOME MEASURES AND RETURNS TO LABOUR & CAPITAL

INCOME MEASURES	<i>Identical sample</i>				<i>Full sample</i>			
	2007/08		2008/09		2007/08		2008/09	
	£/farm	£/ha	£/farm	£/ha	£/farm	£/ha	£/farm	£/ha
NET FARM INCOME (excl. BLSA)	48444	236	59280	285	41649	265	48419	273
plus unpaid labour (excludes farmer and spouse)	8454	41	8792	42	6934	44	5209	29
plus imputed rent and rental value	9301	45	9551	46	13265	84	16917	95
plus semi-integrated non-agric activities output	0	0	0	0	0	0	0	0
minus imputed rent on farmhouse & farm cottages	778	4	778	4	692	4	684	4
minus insurance repairs & net interest payments	5802	28	6693	32	9357	60	7627	43
minus build & works depreciation	5071	25	5185	25	5241	33	6590	37
minus non-agric activity and director costs	0	0	0	0	0	0	0	0
FARM BUSINESS INCOME	54549	265	64966	312	46557	297	55644	314
LABOUR USE AND LABOUR INCOMES								
Annual Labour Units per farm	2.5		2.6		2.4		2.4	
of which farmer & spouse	1.3		1.3		1.2		1.3	
of which paid family labour	0.1		0.1		0.1		0.1	
of which unpaid labour	0.5		0.5		0.4		0.3	
Notional value of farmer/spouse labour	20365		21836		19945		21711	
Value of paid family labour	1884		2184		1304		1034	
Labour income per Annual Labour Unit	23824		28139		22481		24954	
Family labour income per Family Work Unit	27139		32611		25416		27992	
Value of paid managerial input	206		178		142		84	
TENANT'S CAPITAL								
Machinery	72915	355	81466	391	61978	395	72400	408
Livestock	92348	449	114947	552	75295	480	97699	551
Crops	30153	147	28639	137	25451	162	27992	158
Stores	6613	32	8595	41	4114	26	6265	35
TOTAL	202029	983	233647	1121	166838	1063	204355	1152
ASSETS								
	Opening Value	Closing Value	Opening Value	Closing Value	Opening Value	Closing Value	Opening Value	Closing Value
Land and Property	285748	327498	327498	362078	338016	419588	573175	651038
Buildings, improvements and fixtures	21135	31588	31588	32428	23049	31439	33803	35340
Machinery	71078	74753	75253	87679	59034	64922	68322	76478
Livestock	86408	98287	99022	130873	69961	80630	85653	109745
Produce and goods in store	55605	60865	60714	50469	46325	40887	46545	43992
Quotas and single payment asset value	73532	51177	56006	49691	57013	40339	49975	42819
Credit balances	36722	34305	34378	26743	31569	30413	33830	29563
TOTAL	630228	678473	684459	739961	624968	708217	891303	988975
EXTERNAL LIABILITIES								
Long and medium term loans	52738	59273	63585	60290	64499	95503	85548	88825
Short term loans	30520	32497	32367	32613	32605	32212	28746	31304
Overdrafts	22380	31780	36127	33070	29741	34707	31807	27352
TOTAL	105638	123550	132079	125972	126846	162421	146101	147481
NET WORTH	524590	554924	552380	613989	498122	545796	745201	841494
RETURNS TO CAPITAL								
Owner Equity (%)	81.8		83.0		77.1		85.1	
FBI/Net worth (%)	10.4		11.8		9.3		7.5	
Management and Investment Income	32023		43280		24859		33297	
Return on tenant's capital (%)	15.9		18.5		14.9		16.3	
Return on all capital (%)	5.1		6.3		4.0		3.7	

Table A8.2 MIXED FARM RESULTS**CONVENTIONAL****INCOME MEASURES AND RETURNS TO LABOUR & CAPITAL**

INCOME MEASURES	<i>Identical sample</i>				<i>Full sample</i>			
	2007/08		2008/09		2007/08		2008/09	
	£/farm	£/ha	£/farm	£/ha	£/farm	£/ha	£/farm	£/ha
NET FARM INCOME (excl. BLSA)	27761	151	26042	139	19563	132	24822	165
plus unpaid labour (excludes farmer and spouse)	7691	42	7986	43	7358	50	5925	39
plus imputed rent and rental value	17216	94	17489	93	15277	103	14653	97
plus semi-integrated non-agric activities output	6428	35	1689	9	5445	37	656	4
minus imputed rent on farmhouse & farm cottages	660	4	661	4	419	3	746	5
minus insurance repairs & net interest payments	8572	47	8192	44	6031	41	5079	34
minus build & works depreciation	5534	30	6143	33	3972	27	5546	37
minus non-agric activity and director costs	5608	31	468	3	4798	32	177	1
FARM BUSINESS INCOME	38721	211	37741	202	32423	219	34507	229
LABOUR USE AND LABOUR INCOMES								
Annual Labour Units per farm	2.4		2.3		2.2		2.5	
of which farmer & spouse	1.2		1.2		1.2		1.2	
of which paid family labour	0.1		0.1		0.1		0.1	
of which unpaid labour	0.4		0.4		0.4		0.3	
Notional value of farmer/spouse labour	20964		21340		20967		22116	
Value of paid family labour	1393		1277		915		927	
Labour income per Annual Labour Unit	14647		13666		11839		14441	
Family labour income per Family Work Unit	12843		10905		8191		10488	
Value of paid managerial input	0		0		0		42	
TENANT'S CAPITAL								
Machinery	76501	417	85777	458	66813	451	78496	521
Livestock	84167	459	90080	481	68272	461	84440	560
Crops	24632	134	27510	147	18252	123	24159	160
Stores	12534	68	15842	85	11341	77	14097	94
TOTAL	197834	1078	219209	1171	164678	1112	201192	1335
ASSETS								
	Opening Value	Closing Value	Opening Value	Closing Value	Opening Value	Closing Value	Opening Value	Closing Value
Land and Property	592709	749830	749830	867528	598955	755353	611819	715702
Buildings, improvements and fixtures	24263	40099	40099	39915	19892	25848	29792	30902
Machinery	72787	80215	80215	91339	63924	69702	73117	83875
Livestock	81609	86725	86960	93200	66599	69944	77879	91000
Produce and goods in store	46172	53666	54258	51347	37290	43683	43580	43860
Quotas and single payment asset value	77575	55010	51650	42991	59316	42898	41473	34123
Credit balances	21421	32297	32403	27773	21085	25920	31919	29253
TOTAL	916537	1097842	1095415	1214093	867062	1033348	909578	1028714
EXTERNAL LIABILITIES								
Long and medium term loans	42511	42172	42172	40106	31703	33962	32035	35007
Short term loans	15690	17452	17814	25571	15025	17178	21375	26161
Overdrafts	46199	76634	76634	56800	37249	51021	36796	30657
TOTAL	104400	136258	136620	122477	83977	102161	90207	91824
NET WORTH	812136	961584	958795	1091615	783085	931188	819371	936890
RETURNS TO CAPITAL								
Owner Equity (%)	87.6		89.9		90.1		91.1	
FBI/Net worth (%)	4.8		3.9		4.1		4.2	
Management and Investment Income	8507		11324		-576		8392	
Return on tenant's capital (%)	4.3		5.2		-0.3		4.2	
Return on all capital (%)	0.9		1.0		-0.1		0.9	

Table A8.3 MIXED FARM RESULTS

ORGANIC

LAND UTILISATION AND CROP PERFORMANCE

LAND UTILISATION - hectares per farm		<i>Identical sample</i>		<i>Full sample</i>	
		2007/08	2008/09	2007/08	2008/09
Tillage - maincrops	Wheat	26.2	25.4	14.8	19.3
	Barley	4.7	1.4	9.1	6.0
	Other cereals	11.5	12.9	9.5	11.7
	Oil seed rape	0.0	0.0	0.0	0.0
	Linseed	0.0	0.0	0.0	1.4
	Peas/Beans	7.3	6.2	7.0	4.6
	Potatoes	1.0	1.0	1.0	0.5
	Sugarbeet	0.0	0.0	0.0	0.0
	Horticulture	0.4	0.3	0.6	0.1
	Other crops	3.5	2.3	2.4	1.1
	Total cropping	54.7	49.4	44.4	44.7
	Set-aside	0.0	0.0	1.1	0.0
	Tillage - fodder	4.0	4.9	1.6	3.1
Grassland	Grazing, hay and silage	137.6	147.7	105.7	120.2
Fallow and land let		5.8	2.9	3.1	6.2
Rough grazing	Effective	1.6	2.0	1.1	1.7
Utilisable agricultural area (Effective ha.)		205.5	208.3	157.0	177.4
Woods, roads and buildings		2.7	4.6	4.5	7.5
TOTAL AREA (Actual ha.)		208.3	213.0	161.6	184.9
effective forage area		153.4	167.1	121.5	132.4
Bare land and forage hired in		10.2	12.4	13.1	7.4

CROP PERFORMANCE *

- Yields (tonnes per hectare)	t/ha	n	t/ha	n	t/ha	n	t/ha	n
Wheat	3.9	8	4.3	7	3.1	11	4.2	14
Barley	-	3	-	2	-	4	2.9	6
Oilseed Rape	-	0	-	0	-	0	-	0
Potatoes	-	1	-	1	-	2	-	1
Sugar Beet	-	0	-	0	-	0	-	0
- Prices (£ per tonne)*	£/t	n	£/t	n	£/t	n	£/t	n
Wheat	229	8	201	7	252	11	200	14
Barley	-	3	-	2	-	4	144	6
Oilseed Rape	-	0	-	0	-	0	-	0
Potatoes	-	1	-	1	-	2	-	1
Sugar Beet	-	0	-	0	-	0	-	0

* Yield and price data is implied

Table A8.3 MIXED FARM RESULTS
LAND UTILISATION AND CROP PERFORMANCE

CONVENTIONAL

LAND UTILISATION - hectares per farm	<i>Identical sample</i>		<i>Full sample</i>	
	2007/08	2008/09	2007/08	2008/09
Tillage - maincrops				
Wheat	28.7	33.7	22.2	26.2
Barley	14.1	14.4	14.5	16.2
Other cereals	1.6	1.5	3.0	2.7
Oil seed rape	7.0	6.9	4.0	4.9
Linseed	0.0	0.0	0.0	0.2
Peas/Beans	1.0	1.1	1.7	1.9
Potatoes	0.0	0.0	0.0	0.0
Sugarbeet	0.1	0.1	0.0	0.0
Horticulture	0.0	0.0	0.0	0.0
Other crops	0.0	0.0	0.0	0.2
Total cropping	52.4	57.6	45.5	52.4
Set-aside	6.6	0.0	0.0	0.0
Tillage - fodder	3.7	4.5	3.1	3.0
Grassland				
Grazing, hay and silage	117.5	119.4	89.0	89.7
Fallow and land let	3.0	4.7	9.9	3.8
Rough grazing				
Effective	0.1	0.1	0.2	0.2
Utilisable agricultural area (Effective ha.)	183.5	187.2	148.0	150.7
Woods, roads and buildings	4.8	4.8	3.2	4.5
TOTAL AREA (Actual ha.)	188.3	192.0	151.3	155.2
effective forage area	129.6	133.7	99.1	100.9
Bare land and forage hired in	8.3	10.1	6.9	8.0

CROP PERFORMANCE *

- Yields (tonnes per hectare)	t/ha	n	t/ha	n	t/ha	n	t/ha	n
Wheat	7.2	9	7.7	9	6.6	13	7.6	19
Barley	5.4	8	5.3	9	5.4	13	5.6	19
Oilseed Rape	2.5	6	3.0	7	3.0	7	3.0	10
Potatoes	-	0	-	1	-	1	-	2
Sugar Beet	-	1	-	1	-	0	-	1
- Prices (£ per tonne)*	£/t	n	£/t	n	£/t	n	£/t	n
Wheat	150	9	108	9	146	13	107	19
Barley	138	8	102	9	140	13	106	19
Oilseed Rape	218	6	275	7	206	7	284	10
Potatoes	-	0	-	1	-	1	-	2
Sugar Beet	-	1	-	1	-	0	-	1

* Yield and price data is implied

**Table A8.4 MIXED FARM RESULTS
STOCKING AND LIVESTOCK PERFORMANCE****ORGANIC**

LIVESTOCK CARRIED - L.U. per farm	<i>Identical sample</i>				<i>Full sample</i>			
	2007/08		2008/09		2007/08		2008/09	
	LU	No's	LU	No's	LU	No's	LU	No's
Dairy cows	8.9	9	8.9	9	6.2	6	9.8	10
Beef cows	43.3	58	43.5	58	32.4	43	33.2	44
Other cattle	54.4	111	68.5	128	49.8	95	57.7	107
Breeding sheep	13.9	136	12.3	121	10.4	102	11.7	121
Other sheep	4.9	118	4.3	103	3.6	86	4.1	100
Pigs	0.1	2	0.4	5	0.1	1	18.1	107
Poultry	9.4	556	10.7	631	7.0	2638	28.7	2091
Other livestock	0.0	4	0.0	3	0.0	2	0.0	1
TOTAL (L.U.)	135.0		148.6		109.4		163.2	

STOCKING RATES

Stocking rate (LU per eff.ha)	0.7	0.7	0.7	0.9
GLU/forage effective hectare*	0.9	0.9	0.9	1.2

* 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	-	1	-	1	-	1	-	2
- Prices (£ per head)*	£/head	n	£/head	n	£/head	n	£/head	n
Dairy cows	-	1	-	1	-	1	-	2
Dairy calves	-	1	-	0	-	1	-	1
Dairy heifers in calf	-	1	-	0	-	1	-	0
Beef heifers in calf	-	1	-	0	-	1	-	0
Finished cattle	878	8	884	8	939	10	881	13
Beef store cattle 1-2 yrs	-	2	-	1	604	5	675	6
Beef stores <1 yr	-	1	-	1	-	1	-	3
Ewes	-	1	-	1	-	2	-	2
Ewe hogs	-	0	-	0	-	0	-	0
Finished lambs	55	6	53	6	56	7	55	10
Store lambs	-	0	-	0	-	0	-	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)	-	1	-	1	-	1	-	2
Wool (pence per kg)	-	3	45	6	-	4	41	11
Eggs (pence per dozen)	-	1	-	1	-	1	-	3

* Yield and price data is implied

**Table A8.4 MIXED FARM RESULTS
STOCKING AND LIVESTOCK PERFORMANCE****CONVENTIONAL**

LIVESTOCK CARRIED - L.U. per farm	<i>Identical sample</i>				<i>Full sample</i>			
	2007/08		2008/09		2007/08		2008/09	
	LU	No's	LU	No's	LU	No's	LU	No's
Dairy cows	9.1	9	8.4	8	6.3	6	11.3	11
Beef cows	21.8	29	21.6	29	18.4	25	19.5	26
Other cattle	66.8	115	73.5	125	49.2	88	53.4	96
Breeding sheep	36.6	346	35.0	328	25.6	246	24.1	230
Other sheep	8.8	211	9.9	239	5.8	142	7.1	172
Pigs	6.5	39	1.6	10	14.6	86	12.4	101
Poultry	0.0	0	0.0	0	8.3	510	3.3	745
Other livestock	0.0	1	0.0	0	0.0	1	0.0	1
TOTAL (L.U.)	149.7		150.0		128.4		131.2	

STOCKING RATES

Stocking rate (LU per eff.ha)	0.8	0.8	0.9	0.9
GLU/forage effective hectare*	1.2	1.1	1.3	1.3

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

LIVESTOCK PERFORMANCE

- Yield*	litres	n	litres	n	litres	n	litres	n
Milk yield/cow	-	1	-	1	-	1	-	3
- Prices (£ per head)*	£/head	n	£/head	n	£/head	n	£/head	n
Dairy cows	-	1	-	1	-	1	-	3
Dairy calves	-	1	-	1	-	1	-	2
Dairy heifers in calf	-	1	-	0	-	1	-	0
Beef heifers in calf	-	1	-	2	-	1	-	3
Finished cattle	641	9	795	9	663	13	800	18
Beef store cattle 1-2 yrs	483	9	572	9	495	11	585	17
Beef stores <1 yr	237	8	293	7	335	6	302	12
Ewes	62	5	-	3	48	7	42	7
Ewe hoggs	-	2	-	2	-	3	62	5
Finished lambs	41	8	54	8	46	12	55	18
Store lambs	25	7	37	7	34	10	37	13
Finished Pigs	-	0	-	0	-	3	-	0
- Prices (pence per unit)*	p/unit	n	p/unit	n	p/unit	n	p/unit	n
Milk (pence per litre)	-	1	-	1	-	1	-	3
Wool (pence per kg)	16	7	39	8	15	10	39	18
Eggs (pence per dozen)	-	0	-	0	-	2	-	2

* Yield and price data is implied

Appendix 2 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>
Cropping	In this report, two categories are combined:
<i>Cereals</i>	Farms on which cereals and other crops generally found in cereal rotations account for more than two thirds of their total SGM.
<i>General cropping</i>	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 3 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 cost (C), where: TFO is defined as the sum of output from: crop enterprises, adjustment for disposal of previous crops, livestock enterprises, separable non-agricultural 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

LFA – Less Favoured Area

LU – Livestock Unit

MII – Management and Investment Income

NFI – Net Farm Income

OFS – Organic Farming Scheme

SFP – Single Farm Payment

SGM – Standard Gross Margins

UAA – Utilisable Agricultural Area

Appendix 4 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, and have been maintained into 2008/09. 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 each '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 A9 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
Grand Total England	271	40	327	227	29	351	296	51	107	53	55	8	28	4	42	31	1920	140	71	70
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
Total guideline target	20	11	27	17	12	30	24	11	18	0	0	0	0	0	6	9	180			
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 5 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)⁵ and Offermann and Nieberg (2000).⁶

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)⁷, 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)⁸. 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).

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

⁶ 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.

⁷ 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.

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

Table A10 Recoding of LFA codes to simplify the clustering procedure

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

Table A11 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 A12 Main type and robust types used in the FBS/FADN system

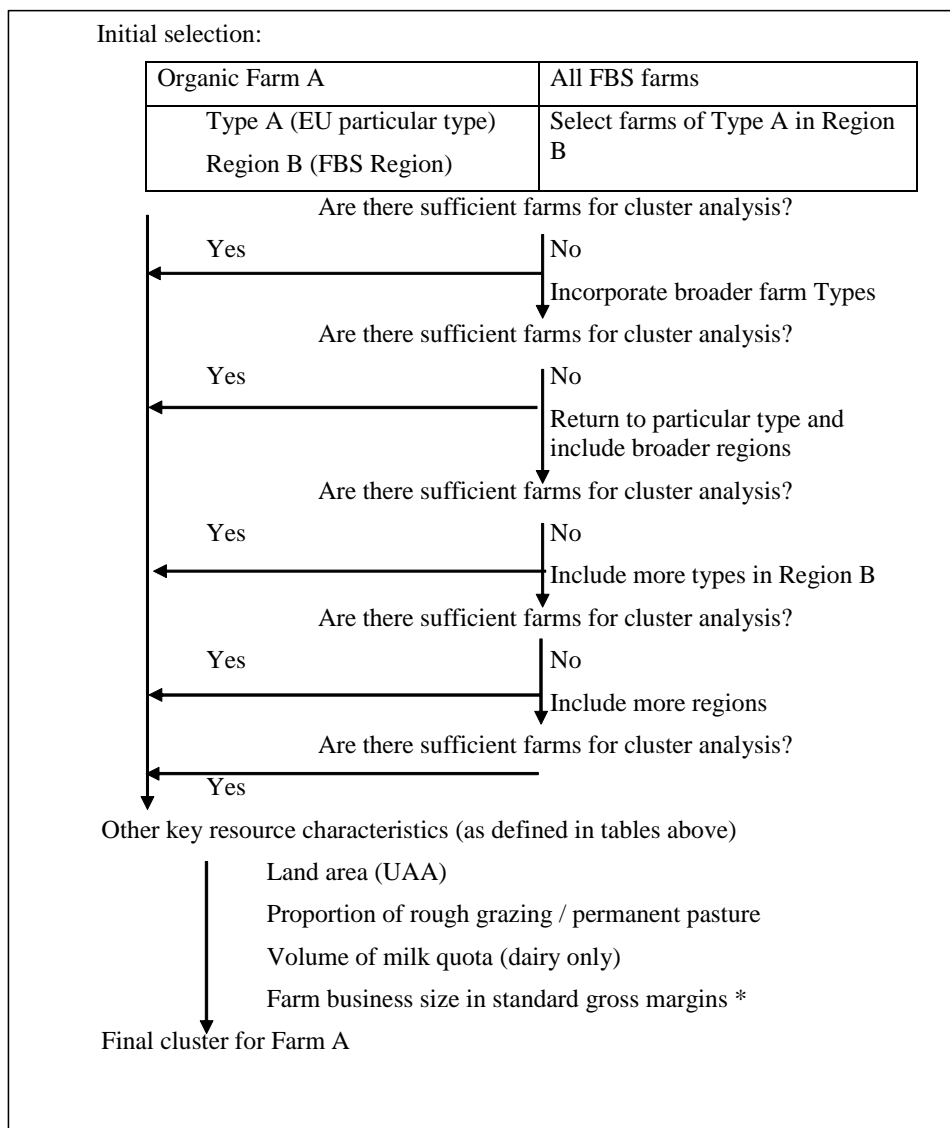
Farming Description	Main type	Robust type
Cereals	1	Cropping
General cropping	2	
Specialist fruit	3	Horticulture
Specialist glass	4	
Specialist hardy nursery stock	5	
Other horticulture	6	
Specialist pigs	7	Pigs and poultry
Specialist poultry	8	
Dairy (LFA)	9	Dairy
Dairy (lowland)	10	
Specialist sheep (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



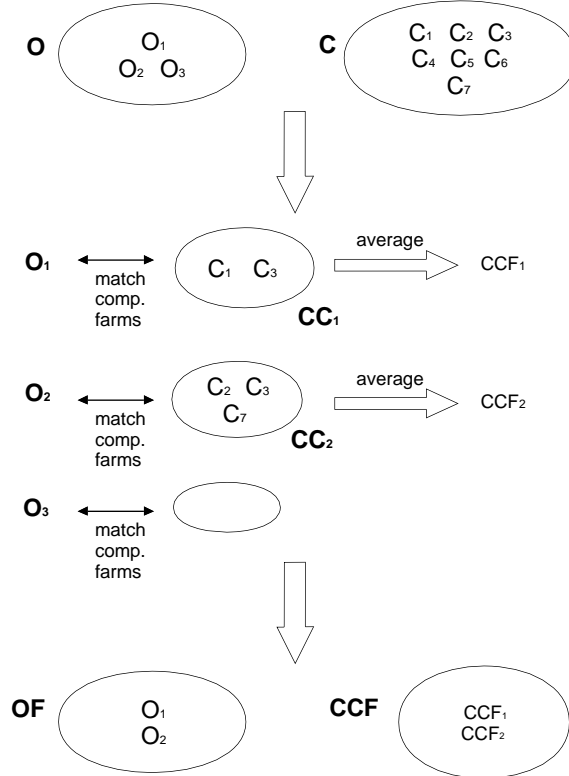
Farm business size, as measured by standard gross margins, is a measure of the potential economic activity of the particular mix and size of enterprises on the farm.

Table A13 Summary table to show the procedure used per farm type and the CCF results achieved (2008/09 farms)

	Cropping	Hort.	Poultry	Dairy		Cattle and sheep		Mixed	Total
	All			LFA	Lowland	LFA	Lowland		
Total organic farms	26	8	6	7	45	41	33	22	188
Baseline clustering criteria									
LFA status/altitude	identical	identical	identical	identical	identical	identical	identical	identical	
Main type	identical	identical	identical	identical	identical	identical	identical	identical	
Region	identical	identical	identical	identical	identical	identical	identical	identical	
Utilisable agricultural area [UAA] (+/- %)	30	30	30	30	30	30	30	30	
Quota owned (+/- %)	n/a	n/a	n/a	30	30	n/a	n/a	30	
Permanent Pasture [PP] (+/- %)	30	30	30	n/a	n/a	30	30	30	
Rough Grazing [RG] (+/- %)	30	30	30	n/a	n/a	30	30	30	
Economic Size Units [ESU] (+/- %)	30	30	30	30	30	30	30	30	
No. of farms for which baseline cluster obtained (min 3 farms)	13	0	0	0	25	18	18	3	77
(as a percent)	50%	0%	0%	0%	56%	44%	55%	14%	41%
Modifications required to achieve clusters for remaining farms									
Main type (incorporate broader farm type definition)	2					5		2	5%
Regional (broader selection)	2	1	1	3	9	3	5	5	15%
Main type and regional (broader selection)	3	3			3	6	1		9%
Regional/main type and UAA/ESU/RG/PP (broader selection)	4	3	1		4	2			7%
LFA/altitude (non-identical criteria)						3	2	4	5%
Combination of above	1		4	4	3	2	7	5	14%
Not clustered	1	1			1	2		3	4%
Resulting final cluster statistics									
Average number of farms in cluster per organic farm	8.1	4.3	4	5.6	6.8	6.7	6.8	5	5.9
No. of organic farms with 5 or more farms (CCF) per cluster	13	2	2	4	29	23	20	7	100
% of organic farms with 5 or more farms (CCF) per cluster	52%	29%	33%	57%	66%	59%	61%	37%	56%
Range of CCF per organic farm per farm type: Minimum	3	3	3	3	3	3	3	3	3
Maximum	47	7	5	9	16	20	14	13	16

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, 2004.⁹

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.

⁹ 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).