

# **ORGANIC FARM INCOMES IN ENGLAND AND WALES 2006/07**

## **SUPPLEMENTARY DATA**

**Simon Moakes and Nicolas Lampkin**

*October 2008*

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Organic Research Group at Aberystwyth

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





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Report of work for the  
Department for Environment, Food and Rural Affairs  
Contract reference: OF 0373

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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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## 1. Introduction

The main report containing 2006/07 results was published in July 2008<sup>1</sup>. Full details of the methodology and results are contained in the original report and are not reproduced here.

Due to a data processing error, results from 23 newly recruited organic businesses in southwest England were omitted from the original report. In agreement with Defra, a supplementary report has been prepared which sets out the results for the full organic sample, including the missing farms, and compares these with the original full organic samples published in July 2008. In most cases, the differences between the two samples are minor (i.e. within £20/ha NFI difference). The original cropping, horticulture and LFA dairy results were not affected by the missing data problem so these farm types are omitted here.

**Table 3<sup>2</sup> Summary of Net Farm Incomes (£/farm and £/ha) by farm type, 2006/07 (revised)**

Farm type	Net Farm Income excluding BLSA results for data samples					
	Number of farms	<i>Original sample</i> 2006/07		Number of farms	<i>Revised sample</i> 2006/07	
		£/farm	£/ha		£/farm	£/ha
<b>Cropping</b>						
Organic	15	45344	271	No change		
Comparable conventional	100	23089	151			
<b>Horticulture</b>						
Organic	8	25681	1135	No change		
Comparable conventional	-	-	-			
<b>LFA dairy</b>						
Organic	6	31166	345	No change		
Comparable conventional	23	5141	62			
<b>Lowland dairy</b>						
Organic	23	56994	440	28	51823	422
Comparable conventional	133	26063	206	Not available		
<b>Lowland cattle and sheep</b>						
Organic	23	8931	97	32	6981	77
Comparable conventional	204	5692	63	Not available		
<b>LFA cattle and sheep</b>						
Organic	29	18777	130	34	17073	127
Comparable conventional	158	8229	63	Not available		
<b>Mixed</b>						
Organic	9	24853	205	11	20095	184
Comparable conventional	51	18076	154	Not available		

No attempt has been to update the conventional comparison results presented in the original report. As the comparison method employed involves the selection of a cluster of similar conventional farms for each individual holding, it is likely that the conventional results will be different as a result of the inclusion of the additional farms. Therefore any attempt to make comparisons between the revised organic sample and the original conventional sample should be treated with caution. Again in agreement with Defra, the comparisons will be updated as part of

<sup>1</sup> Previous reports can be found at: [http://statistics.Defra.gov.uk/esg/index/list.asp?i\\_id=130](http://statistics.Defra.gov.uk/esg/index/list.asp?i_id=130)

<sup>2</sup> The table numbering used here is the same as in the original report to facilitate cross-referencing.

the 2007/08 report due in April 2009, which will include comparisons with the full 2006/07 dataset.

Also included in this supplementary data report are reworked tables of gross and net margin data based on the revised organic sample. As no comparisons with conventional data are made in the original report, these updated tables can safely be seen as replacing the equivalent tables in the original publication. The benchmark costs of production section in the original report is not affected by the missing data problem.

Of the total 180 businesses with some organic land identified in the Defra Data Archive, eight could not be used for technical reasons. Of the remaining 172 businesses, only 134 met the >70% organic criterion (Table 1). (In 2005/6, only 64 of the 101 businesses in the main FBS sample met this criterion, which indicates that the majority of new businesses recruited did meet the criterion as planned.) Of the 134 >70% organic holdings, specialist poultry holdings were excluded as there were too few of this type to present group results. The distribution of the revised sample businesses by size (ESU) and type is shown in Table 2.

**Table 1 Distribution of surveyed organic farms by type and region, 2006/07 (revised)**

<i>Farm Type</i>	<i>North East</i>	<i>North West</i>	<i>Yorks/Humb</i>	<i>East Midl</i>	<i>West Midl</i>	<i>East Engl</i>	<i>South Engl</i>	<i>South West</i>	<i>Wales</i>	<i>E&amp;W total</i>
Cropping	1 (0)	0 (0)	3 (0)	2 (3)	0 (1)	5 (4)	1 (2)	3 (1)	0 (1)	15(12)
Horticulture	0 (0)	0 (0)	0 (0)	1 (0)	0 (0)	3 (1)	3 (2)	1 (0)	0 (0)	8 (3)
Dairy (low)	0 (0)	2 (1)	2 (0)	2 (0)	5 (0)	0 (0)	2 (1)	9 (0)	6 (1)	28 (3)
Dairy (LFA)	0 (0)	3 (0)	0 (1)	0 (1)	1 (0)	0 (0)	0 (0)	0 (0)	2 (1)	6 (3)
Cattle/sheep (lowland)	1 (0)	0 (0)	0 (0)	3 (0)	1 (1)	1 (1)	4 (0)	6 (0)	7 (0)	32 (1)
Cattle/sheep (LFA)	4 (2)	3 (4)	1 (0)	1 (0)	0 (0)	0 (0)	0 (0)	5 (0)	20 (1)	34 (7)
Mixed	0 (2)	1 (0)	0 (0)	3 (0)	2 (0)	0 (1)	0 (2)	3 (4)	2 (0)	11 (9)
<b>Total</b>	<b>6 (4)</b>	<b>9 (5)</b>	<b>6 (1)</b>	<b>12(4)</b>	<b>9 (2)</b>	<b>10 (6)</b>	<b>10(7)</b>	<b>35 (5)</b>	<b>37 (4)</b>	<b>134(38)</b>

Figures in parentheses indicate mixed status and in-conversion businesses not meeting >70% organic criterion.

**Table 2 Distribution of surveyed organic farms by type and size (European Size Units) for organic farm sample, 2006/07 (revised)**

<i>ESU code</i>	<i>&lt; 8</i>	<i>8 - &lt; 15</i>	<i>15 - &lt; 28</i>	<i>28 - &lt; 40</i>	<i>40 - &lt; 60</i>	<i>60 - &lt; 100</i>	<i>100 - &lt; 200</i>	<i>200 +</i>	<b>Total</b>
<i>Farm type</i>									
Cereals and general cropping				2	5	3	5		<b>15</b>
Horticulture				2	3	1	1	1	<b>8</b>
Pigs and poultry									
Dairy (lowland)				2	2	6	12	6	<b>28</b>
Dairy (LFA)				2		2	2		<b>6</b>
Cattle and sheep									
- LFA		1	13	12	5	3			<b>34</b>
- lowland	1	11	9	8	2	1			<b>32</b>
Mixed			4	3	1	2	1		<b>11</b>
<b>Total</b>		<b>6</b>	<b>21</b>	<b>27</b>	<b>17</b>	<b>15</b>	<b>20</b>	<b>7</b>	<b>134</b>



#### **4.<sup>3</sup> Enterprise gross and net margins (revised)**

Tables 11 to 14 show gross margin results for selected organic livestock and crop enterprises for 2006/07, with some 2005/06 data (not from identical farms) for comparative purposes. 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 directly derived from the gross/net margin data based on achieved yields. Not all crop results could be shown due to small sample sizes.

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 homegrown 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.

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<sup>3</sup> The section numbering used here is the same as in the original report to facilitate cross-referencing

**Table 11 Organic dairy gross and net margins (£/cow), 2006/07 and 2005/06 (revised)**

Herd characteristics	All herds	All herds	<100 cows	>100 cows	N Eng	Cent Eng	SWest Eng	Wales	Top 5*
	2006/07	2005/06	2006/07	2006/07	2006/07	2006/07	2006/07	2006/07	2006/07
Number of herds	44	25	23	21	10	5	19	10	5
Average farm area - actual ha	168	148	110	231	110	217	200	139	180
-effective ha	162	141	108	222	109	202	195	134	177
Average size of the farm business (ESU)	169	152	80	266	86	245	181	190	176
Average size of herd (dairy cows)	140	126	61	226	68	202	141	176	146
Average milk yield (litres per cow)	5442	5283	5347	5546	5284	5083	5555	5565	7327
Implied milk price (ppl)	25.4	23.1	25.3	25.6	27.0	26.5	26.0	22.4	27.8
<b>Enterprise output (£ per cow)</b>									
Milk disposals (incl. for calves/farmhouse)	1385	1217	1353	1419	1428	1346	1444	1249	2033
Calves - sales and transfers out	55	51	58	52	50	55	55	61	62
Bulls & cows - sales and transfers out	65	48	102	25	40	15	119	12	52
Net milk quota	-1	-2	0	-1	0	0	0	-2	0
Valuation change	-9	15	-56	42	-15	25	-35	28	72
Less: purchases & transfers in	153	142	129	178	151	90	162	169	237
<b>Total enterprise output</b>	<b>1343</b>	<b>1187</b>	<b>1328</b>	<b>1359</b>	<b>1352</b>	<b>1351</b>	<b>1422</b>	<b>1178</b>	<b>1983</b>
<b>Variable Costs (£ per cow)</b>									
Concentrates	322	230	329	315	399	256	312	297	621
Purchased bulk feed	17	4	16	18	10	16	24	12	33
Stock keep	5	6	4	5	1	4	4	9	6
Veterinary & medicines	34	25	32	37	35	34	31	40	51
Other livestock costs - dairy	127	100	129	125	122	153	140	95	173
<b>Total variable costs</b>	<b>506</b>	<b>365</b>	<b>510</b>	<b>501</b>	<b>567</b>	<b>464</b>	<b>512</b>	<b>453</b>	<b>883</b>
<b>Margin over concentrates</b>	<b>1020</b>	<b>957</b>	<b>999</b>	<b>1044</b>	<b>953</b>	<b>1095</b>	<b>1110</b>	<b>882</b>	<b>1362</b>
<b>Gross margin before forage costs</b>	<b>837</b>	<b>822</b>	<b>818</b>	<b>858</b>	<b>785</b>	<b>888</b>	<b>910</b>	<b>725</b>	<b>1099</b>
<b>Forage variable costs (£ per cow)</b>									
Seeds	12	9	15	9	7	10	17	10	17
Fertilisers	7	6	6	7	7	3	4	13	10
Sprays	0	0	0	1	0	0	1	0	0
Other forage costs	5	6	5	6	9	1	4	6	8
<b>Total forage variable costs per cow</b>	<b>24</b>	<b>21</b>	<b>26</b>	<b>23</b>	<b>23</b>	<b>15</b>	<b>25</b>	<b>28</b>	<b>36</b>
% of forage variable costs to dairy	66	66	58	69	59	76	64	66	59
<b>Gross margin including forage costs</b>	<b>813</b>	<b>801</b>	<b>792</b>	<b>835</b>	<b>762</b>	<b>873</b>	<b>884</b>	<b>697</b>	<b>1064</b>

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

Table 11 (cont.)

Herd characteristics	All herds 2006/07	All herds 2005/06	<100 cows 2006/07	>100 cows 2006/07	N Eng 2006/07	Cent Eng 2006/07	SWest Eng 2006/07	Wales 2006/07	Top 5* 2006/07
<b>Fixed Costs (£ per cow)*</b>									
Paid labour	111	131	59	167	81	190	136	51	171
Casual labour	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
Machinery - contract work	69	81	69	69	66	114	64	59	66
- repairs	42	47	43	40	47	31	41	43	57
- fuels	31	35	32	29	32	16	29	39	41
-depreciation	61	69	70	51	74	46	68	43	105
Buildings depreciation	33	31	32	34	30	27	25	55	38
General farm costs	58	41	64	51	58	75	56	55	59
Water	20	17	15	24	16	38	23	8	20
Electricity	21	17	22	19	26	16	19	20	17
Land expenses	36	28	42	28	38	40	35	32	40
Insurance	31	22	37	25	38	34	28	30	28
Rent	38	62	31	45	33	30	49	27	63
Interest payments	40	25	41	39	44	51	41	29	30
<b>Total fixed costs</b>	<b>589</b>	<b>606</b>	<b>558</b>	<b>623</b>	<b>582</b>	<b>709</b>	<b>613</b>	<b>491</b>	<b>734</b>
<b>Total actual costs</b>	<b>1119</b>	<b>992</b>	<b>1094</b>	<b>1147</b>	<b>1172</b>	<b>1188</b>	<b>1151</b>	<b>973</b>	<b>1654</b>
<b>Net margin over actual costs</b>	<b>223</b>	<b>195</b>	<b>234</b>	<b>212</b>	<b>180</b>	<b>163</b>	<b>271</b>	<b>206</b>	<b>329</b>
<b>Imputed costs</b>									
Unpaid labour (farmer, spouse, other)	228	133	327	119	294	170	222	201	199
Imputed rent	74	69	81	66	24	95	81	98	61
Interest on tenant's capital (6% rate) #	18	24	20	16	19	-1	21	22	45
<b>Total Imputed costs</b>	<b>320</b>	<b>226</b>	<b>428</b>	<b>201</b>	<b>337</b>	<b>265</b>	<b>324</b>	<b>321</b>	<b>305</b>
<b>Total costs including imputed</b>	<b>1439</b>	<b>1218</b>	<b>1522</b>	<b>1348</b>	<b>1509</b>	<b>1453</b>	<b>1475</b>	<b>1294</b>	<b>1959</b>
<b>Net margin over all costs</b>	<b>-97</b>	<b>-31</b>	<b>-194</b>	<b>11</b>	<b>-158</b>	<b>-101</b>	<b>-53</b>	<b>-115</b>	<b>24</b>
<b>Other related inputs</b>									
LFA and agri-environmental payments of which Organic Farming Scheme	46	33	58	33	63	39	51	22	54
By products and forage	7	11	6	9	0	1	4	24	14
Single Payment Scheme	7	-2	10	3	3	12	14	-6	13
<b>Total other related inputs</b>	<b>125</b>	<b>107</b>	<b>120</b>	<b>130</b>	<b>98</b>	<b>149</b>	<b>135</b>	<b>121</b>	<b>138</b>
<b>Total other related inputs</b>	<b>177</b>	<b>138</b>	<b>188</b>	<b>166</b>	<b>163</b>	<b>199</b>	<b>200</b>	<b>138</b>	<b>206</b>

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

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

**Table 12 Organic beef gross and net margins (£/cow), 2006/07 and 2005/06 (revised)**

Location Enterprise type Year	Less-favoured area				Lowland			
	Finishing		Stores		Finishing		Stores	
	2006/07	2005/06	2006/07	2005/06	2006/07	2005/06	2006/07	2005/06
Number of herds	15	13	10	8	25	16	8	5
Average farm area - actual ha	213	191	487	238	166	125	68	82
-effective ha	205	155	478	160	148	120	60	68
Average size of the farm business (ESU)	49	49	41	35	60	39	16	20
Average size of herd (breeding cows)	55	41	36	33	42	37	34	37
<b>Enterprise output (£ per cow)</b>								
Calf sales	0	3	67	30	2	2	8	64
Other store cattle-sales and transfers out	102	112	419	345	85	109	284	339
Bulls & cows - sales and transfers out	50	29	68	55	72	78	33	46
Finished cattle sales	603	613	151	30	672	783	109	21
Valuation change	196	28	-69	-32	18	75	160	-5
Less: purchases & transfers in	126	136	115	71	137	176	190	145
<b>Total enterprise output</b>	<b>827</b>	<b>649</b>	<b>522</b>	<b>357</b>	<b>712</b>	<b>871</b>	<b>404</b>	<b>320</b>
<b>Variable Costs (£ per cow)</b>								
Concentrates	131	86	93	40	96	31	20	22
Purchased bulk feed	11	19	14	3	20	7	20	1
Stock keep	16	31	1	2	7	6	0	0
Veterinary & medicines	44	22	32	21	24	21	33	16
Other livestock costs - beef	93	74	77	72	92	78	78	58
<b>Total variable costs</b>	<b>295</b>	<b>232</b>	<b>217</b>	<b>138</b>	<b>240</b>	<b>143</b>	<b>151</b>	<b>97</b>
<b>Gross margin before forage costs</b>	<b>531</b>	<b>417</b>	<b>305</b>	<b>219</b>	<b>472</b>	<b>728</b>	<b>253</b>	<b>223</b>
<b>Forage variable costs (£ per cow)</b>								
Seeds	7	4	7	6	24	16	4	9
Fertilisers	13	13	12	22	4	5	1	0
Sprays	2	0	0	0	1	0	0	0
Other forage costs	7	5	5	9	10	11	4	7
<b>Total forage variable costs per cow</b>	<b>28</b>	<b>22</b>	<b>24</b>	<b>37</b>	<b>39</b>	<b>32</b>	<b>9</b>	<b>16</b>
% of forage variable costs to enterprise	53	51	41	25	74	62	91	97
<b>Gross margin including forage costs</b>	<b>503</b>	<b>395</b>	<b>281</b>	<b>182</b>	<b>433</b>	<b>696</b>	<b>244</b>	<b>207</b>

Table 12 (cont.)

Location	Less-favoured area				Lowland			
	Finishing		Stores		Finishing		Stores	
	2006/07	2005/06	2006/07	2005/06	2006/07	2005/06	2006/07	2005/06
<b>Fixed Costs (£ per cow)*</b>								
Paid labour	199	65	73	45	150	50	20	4
Casual labour	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
Machinery - contract work	67	74	58	64	77	98	23	36
- repairs	40	27	27	20	58	21	66	42
- fuels	53	25	37	16	45	25	43	9
-depreciation	78	58	78	40	112	109	131	105
Buildings depreciation	56	33	40	25	44	33	50	27
General farm costs	69	59	57	59	83	67	69	77
Water	6	4	3	1	14	5	10	6
Electricity	9	5	8	3	10	7	12	11
Land expenses	42	47	25	46	56	26	38	59
Insurance	31	31	35	28	40	37	34	34
Rent	101	99	26	20	83	85	16	58
Interest payments	56	80	79	58	65	50	49	31
<b>Total fixed costs</b>	<b>807</b>	<b>607</b>	<b>547</b>	<b>425</b>	<b>837</b>	<b>613</b>	<b>561</b>	<b>499</b>
<b>Total actual costs</b>	<b>1130</b>	<b>861</b>	<b>788</b>	<b>600</b>	<b>1116</b>	<b>788</b>	<b>721</b>	<b>612</b>
<b>Net margin over actual costs</b>	<b>-304</b>	<b>-212</b>	<b>-266</b>	<b>-243</b>	<b>-404</b>	<b>83</b>	<b>-317</b>	<b>-292</b>
<b>Imputed costs</b>								
Unpaid labour (farmer, spouse, other)	179	156	214	145	327	210	380	248
Imputed rent	103	114	159	159	116	148	179	110
Interest on tenant's capital (6% rate) #	52	27	5	-18	36	46	44	69
<b>Total Imputed costs</b>	<b>334</b>	<b>297</b>	<b>378</b>	<b>286</b>	<b>480</b>	<b>404</b>	<b>603</b>	<b>427</b>
<b>Total costs including imputed</b>	<b>1465</b>	<b>1158</b>	<b>1166</b>	<b>886</b>	<b>1596</b>	<b>1192</b>	<b>1325</b>	<b>1039</b>
<b>Net margin over all costs</b>	<b>-638</b>	<b>-509</b>	<b>-644</b>	<b>-529</b>	<b>-884</b>	<b>-321</b>	<b>-921</b>	<b>-719</b>
<b>Other related inputs</b>								
LFA and agri-environmental payments	179	215	380	187	165	129	120	108
of which Organic Farming Scheme	30	45	84	85	18	20	8	18
By products and forage	11	-4	15	7	46	31	30	69
Single Payment Scheme	364	425	351	194	393	360	212	248
<b>Total other related inputs</b>	<b>554</b>	<b>636</b>	<b>746</b>	<b>388</b>	<b>604</b>	<b>520</b>	<b>362</b>	<b>425</b>

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

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

**Table 13 Organic breeding sheep gross and net margins (£/ewe), 2006/07 and 2005/06 (revised)**

Location Productivity*	Less-favoured area				Lowland All flocks	
	Lower	Higher	Lower	Higher	2006/07	2005/06
Year	2006/07	2005/06	2006/07	2005/06	2006/07	2005/06
Number of flocks	14	12	24	17	27	17
Average farm area - actual ha	246	153	297	248	156	130
-effective ha	239	127	284	172	139	122
Average size of the farm business (ESU)	33	32	58	56	52	43
Average size of flock (breeding ewes)	537	507	701	612	209	282
Finished lambs sold per ewe	0.6	1	1.0	1.0	1.1	1.2
<b>Enterprise output (£ per ewe)</b>						
Lamb sales	26.8	25.8	50.1	46.2	65.4	62.4
Finished						
Store	1.8	3.4	3.5	3.2	1.0	0.7
Ewe and ram sales	1.0	0.8	4.3	3.4	0.6	1.1
Other sheep sales	3.4	2.0	3.5	2.8	5.9	4.9
Wool sales	0.8	1.0	1.1	1.3	1.6	1.9
Valuation change	-1.8	-0.4	3.9	8.2	0.6	-3.4
Less: sheep purchases & transfers in	1.9	3.7	4.1	9.6	9.3	4.3
<b>Total enterprise output</b>	<b>30.1</b>	<b>28.9</b>	<b>62.4</b>	<b>55.5</b>	<b>65.7</b>	<b>63.3</b>
<b>Variable Costs (£ per ewe)</b>						
Concentrates	5.4	8.8	8.9	14.4	7.3	5.5
Purchased bulk feed	1.7	0.6	1.5	5.3	1.8	0.3
Stock keep	0.4	0.4	0.6	3.7	0.4	0.4
Veterinary & medicines	2.0	4.0	6.0	7.0	4.9	3.1
Other livestock costs - sheep	3.0	4.7	5.8	9.6	10.1	7.6
<b>Total variable costs</b>	<b>12.6</b>	<b>18.5</b>	<b>22.8</b>	<b>40.0</b>	<b>24.5</b>	<b>16.9</b>
<b>Gross margin before forage costs</b>	<b>17.5</b>	<b>10.4</b>	<b>39.6</b>	<b>15.5</b>	<b>41.2</b>	<b>46.4</b>
<b>Forage variable costs (£ per ewe)</b>						
Seeds	0.3	0.3	0.5	0.4	2.8	1.4
Fertilisers	0.9	0.8	0.9	1.4	1.0	1.4
Sprays	0.0	0.0	0.2	0.0	0.0	0.0
Other forage costs	0.2	0.4	0.3	0.4	0.9	0.6
<b>Total forage variable costs per ewe</b>	<b>1.4</b>	<b>1.5</b>	<b>1.8</b>	<b>2.2</b>	<b>4.8</b>	<b>3.4</b>
% of forage variable costs to enterprise	58.5	56.0	48.3	45.0	34.1	40.0
<b>Gross margin including forage costs</b>	<b>16.1</b>	<b>8.9</b>	<b>37.8</b>	<b>13.3</b>	<b>36.4</b>	<b>43.0</b>

\* LFA high and low productivity flocks as recorded in FBS methodology: typically reflecting the contrast between hill and upland breeds

Table 13 (cont.)

Location Productivity* Year	Less-favoured area				Lowland All flocks	
	Lower 2006/07	2005/06	Higher 2006/07	2005/06	2006/07	2005/06
<b>Fixed Costs (£ per cow)*</b>						
Paid labour	3.8	3.7	17.1	9.4	18.5	8.6
Casual labour	n/a	n/a	n/a	n/a	n/a	n/a
Machinery - contract work	2.2	6.5	3.4	5.5	5.6	6.7
- repairs	2.8	3.9	3.6	3.1	4.8	4.0
- fuels	3.8	3.1	3.8	3.4	4.4	3.9
-depreciation	6.8	4.6	8.0	6.0	11.0	8.4
Buildings depreciation	3.2	2.9	3.8	3.4	5.4	2.6
General farm costs	4.7	3.5	4.5	4.5	7.1	6.4
Water	0.2	0.2	0.3	0.1	1.2	0.9
Electricity	0.6	0.4	0.7	0.3	0.7	0.9
Land expenses	2.7	4.0	2.8	2.6	6.6	2.7
Insurance	3.4	2.4	2.1	2.3	3.2	3.6
Rent	3.1	2.5	7.0	7.4	8.3	6.6
Interest payments	7.2	4.1	3.3	4.6	5.4	4.0
<b>Total fixed costs</b>	<b>44.7</b>	<b>41.8</b>	<b>60.5</b>	<b>52.6</b>	<b>82.2</b>	<b>59.3</b>
<b>Total actual costs</b>	<b>58.7</b>	<b>61.8</b>	<b>85.1</b>	<b>94.8</b>	<b>111.5</b>	<b>79.6</b>
<b>Net margin over actual costs</b>	<b>-28.6</b>	<b>-32.9</b>	<b>-22.8</b>	<b>-39.3</b>	<b>-45.8</b>	<b>-16.3</b>
<b>Imputed costs</b>						
Unpaid labour (farmer, spouse, other)	19.8	19.3	12.0	9.2	34.7	17.4
Imputed rent	13.1	13.7	8.6	8.9	13.4	11.9
Interest on tenant's capital (6% rate) #	-0.8	2.1	4.4	2.2	4.1	3.9
<b>Total Imputed costs</b>	<b>32.1</b>	<b>35.1</b>	<b>25.0</b>	<b>20.3</b>	<b>52.2</b>	<b>33.2</b>
<b>Total costs including imputed</b>	<b>90.8</b>	<b>96.9</b>	<b>110.1</b>	<b>115.1</b>	<b>163.6</b>	<b>112.8</b>
<b>Net margin over all costs</b>	<b>-60.7</b>	<b>-68.0</b>	<b>-47.8</b>	<b>-59.6</b>	<b>-97.9</b>	<b>-49.5</b>
<b>Other related inputs</b>						
LFA and agri-environmental payments	23.3	20.2	17.2	13.3	18.7	12.8
of which Organic Farming Scheme	6.6	4.5	2.9	4.2	2.7	1.8
By products and forage	0.6	-0.2	0.8	0.2	5.0	3.3
Single Payment Scheme	23.7	21.4	24.7	24.6	35.1	28.5
<b>Total other related inputs</b>	<b>54.3</b>	<b>45.9</b>	<b>45.5</b>	<b>42.3</b>	<b>61.6</b>	<b>46.4</b>

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

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

**Table 14 Organic arable crop gross and net margins (£/ha and £/tonne), 2006/07 and 2005/06 (revised)**

Crop enterprise	Winter wheat				Spring wheat				Triticale				Spring barley		
	2006/07		2005/06		2006/07		2005/06		2006/07		2005/06		2006/07		2005/06
Year	£/ha	£/t	£/ha	£/t	£/ha	£/t	£/ha	£/t	£/ha	£/t	£/ha	£/t	£/ha	£/t	£/ha
Number of enterprises	26		11		14		12		12		5		16		8
Average farm area - actual area	222		222		269		213		188		110		217		214
- effective area	215		203		262		263		185		107		209		203
Average business size (ESU)	132		98		135		108		104		76		79		120
Area of crop grown (ha.)	31		28		25		29		13		11		15		23
Total production (tonnes)	153		140		105		120		58		38		49		77
Yield (tonnes per hectare)	4.9		5.0		4.2		4.1		4.4		3.4		3.3		3.3
Crop value (£ per tonne)	164		141		210		213		180		125		160		141
<b>Enterprise output</b>															
Closing valuation	204	41	195	39	237	57	50	13	270	61	50	15	215	65	138
Revenue	554	112	484	97	617	148	475	121	306	69	176	51	227	69	224
Farmhouse consumption	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Feed used on farm	51	10	23	5	19	5	30	8	218	49	206	60	84	26	105
<b>Crop enterprise output</b>	<b>809</b>	<b>164</b>	<b>702</b>	<b>141</b>	<b>872</b>	<b>210</b>	<b>555</b>	<b>142</b>	<b>794</b>	<b>180</b>	<b>432</b>	<b>126</b>	<b>526</b>	<b>160</b>	<b>467</b>
-straw and beet tops	110	22	88	18	88	21	57	15	123	28	73	21	79	24	105
<b>Total enterprise output</b>	<b>919</b>	<b>186</b>	<b>790</b>	<b>159</b>	<b>960</b>	<b>231</b>	<b>612</b>	<b>157</b>	<b>917</b>	<b>208</b>	<b>505</b>	<b>147</b>	<b>605</b>	<b>184</b>	<b>572</b>
<b>Variable costs</b>															
Seeds	58	12	56	11	60	14	37	10	80	18	39	11	61	19	42
Fertilisers	24	5	6	1	6	2	0	0	8	2	12	4	9	3	0
Crop protection	9	2	1	0	1	0	0	0	0	0	2	1	0	0	0
Other crop costs	15	3	10	2	27	6	18	5	19	4	18	5	4	1	42
<b>Total variable costs</b>	<b>105</b>	<b>21</b>	<b>73</b>	<b>14</b>	<b>93</b>	<b>22</b>	<b>55</b>	<b>15</b>	<b>107</b>	<b>24</b>	<b>71</b>	<b>21</b>	<b>75</b>	<b>23</b>	<b>84</b>
<b>Gross margin</b>	<b>814</b>	<b>165</b>	<b>717</b>	<b>145</b>	<b>866</b>	<b>208</b>	<b>557</b>	<b>142</b>	<b>810</b>	<b>183</b>	<b>434</b>	<b>126</b>	<b>531</b>	<b>161</b>	<b>488</b>



Table 14 (cont.)

Crop enterprise	Winter wheat				Spring wheat				Triticale				Spring barley		
	2006/07	2005/06	2006/07	2005/06	2006/07	2005/06	2006/07	2005/06	2006/07	2005/06	2006/07	2005/06	2006/07	2005/06	
Paid labour	60	12	3	1	74	18	15	4	62	14	41	12	39	12	18
Machinery contract work	89	18	91	18	113	27	78	20	179	41	168	49	47	14	44
repairs	78	16	72	14	49	12	69	18	88	20	58	17	98	30	62
fuels	82	17	81	16	59	14	84	21	60	14	69	20	61	18	76
depreciation	138	28	106	21	131	32	68	17	154	35	48	14	155	47	87
Buildings depreciation	30	6	14	3	24	6	18	4	19	4	4	1	15	5	34
General farm costs	37	7	24	5	32	8	36	9	42	10	31	9	33	10	29
Water	11	2	7	1	6	1	5	1	8	2	11	3	6	2	3
Electricity	8	2	5	1	5	1	4	1	6	1	6	2	6	2	6
Land expenses	32	7	19	4	21	5	23	6	24	5	13	4	27	8	21
Insurance	15	3	11	2	18	4	15	4	18	4	15	4	23	7	9
Rent	55	11	83	17	71	17	117	30	89	20	57	16	60	18	76
Interest payments	44	9	24	5	24	6	21	5	43	10	27	8	30	9	40
<b>Total fixed costs</b>	<b>680</b>	<b>138</b>	<b>540</b>	<b>108</b>	<b>627</b>	<b>151</b>	<b>553</b>	<b>140</b>	<b>791</b>	<b>179</b>	<b>548</b>	<b>159</b>	<b>601</b>	<b>182</b>	<b>505</b>
<b>Total actual costs</b>	<b>786</b>	<b>159</b>	<b>613</b>	<b>122</b>	<b>720</b>	<b>173</b>	<b>608</b>	<b>155</b>	<b>898</b>	<b>203</b>	<b>619</b>	<b>180</b>	<b>675</b>	<b>205</b>	<b>589</b>
<b>Net margin over actual costs</b>	<b>133</b>	<b>27</b>	<b>177</b>	<b>37</b>	<b>240</b>	<b>58</b>	<b>4</b>	<b>2</b>	<b>19</b>	<b>4</b>	<b>-114</b>	<b>-33</b>	<b>-70</b>	<b>-21</b>	<b>-17</b>
<b>Imputed costs</b>															
Unpaid labour (farmer/spouse)	51	10	69	14	28	7	57	15	27	6	234	68	48	15	108
Imputed rent	53	11	69	14	33	8	43	11	27	6	99	29	44	13	41
Interest on tenants capital#	0	0	-4	-1	29	7	0	-1	16	4	0	0	20	6	-16
<b>Total imputed costs</b>	<b>104</b>	<b>21</b>	<b>134</b>	<b>27</b>	<b>90</b>	<b>22</b>	<b>100</b>	<b>25</b>	<b>71</b>	<b>16</b>	<b>333</b>	<b>97</b>	<b>112</b>	<b>34</b>	<b>133</b>
<b>Total costs incl. imputed</b>	<b>890</b>	<b>180</b>	<b>747</b>	<b>149</b>	<b>810</b>	<b>195</b>	<b>708</b>	<b>180</b>	<b>969</b>	<b>220</b>	<b>952</b>	<b>277</b>	<b>787</b>	<b>239</b>	<b>722</b>
<b>Net margin over all costs</b>	<b>29</b>	<b>6</b>	<b>43</b>	<b>10</b>	<b>150</b>	<b>36</b>	<b>-96</b>	<b>-23</b>	<b>-52</b>	<b>-12</b>	<b>-447</b>	<b>-130</b>	<b>-182</b>	<b>-55</b>	<b>-150</b>
<b>Other related inputs</b>															
LFA and agri-environment	67	14	58	12	72	17	52	13	66	15	59	17	88	27	65
of which Organic Farming	6	1	24	5	10	2	21	5	6	1	14	4	22	7	16
By products and forage	39	8	34	7	31	7	34	8	34	8	40	11	26	8	32
Single Payment Scheme	202	41	194	39	208	50	205	49	199	45	175	51	212	64	209
<b>Total other related inputs</b>	<b>308</b>	<b>62</b>	<b>286</b>	<b>58</b>	<b>311</b>	<b>75</b>	<b>291</b>	<b>70</b>	<b>299</b>	<b>68</b>	<b>274</b>	<b>79</b>	<b>325</b>	<b>99</b>	<b>306</b>

§ Fixed costs are apportioned to enterprise according to the crop area as a proportion of total effective farm area

~ Interest at 6% on deadstock and machinery values minus actual interest paid

**Table 14 (cont.)**

Crop enterprise Year	Winter barley 2006/07		Winter oats 2006/07		Spring oats				Beans for stockfeed				Ware potatoes 2006/07	
	2006/07	2006/07	2006/07	2006/07	2006/07	2005/06	2006/07	2005/06	2006/07	2005/06	2006/07	2005/06	2006/07	2006/07
Number of enterprises	6		9		12	5			24	14			8	
Average farm area - actual area	213		208		197	155			251	241			184	
- effective area	203		204		188	145			245	224			182	
Average business size (ESU)	121		94		81	49			121	124			246	
Area of crop grown (ha.)	19		25		13	12			20	29			8	
Total production (tonnes)	86		116		45	37			43	89			226	
Yield (tonnes per hectare)	4.7		4.7		3.6	3.1			2.2	3.1			29.3	
Crop value (£ per tonne)	139		139		155	112			185	160			289	
	£/ha	£/t	£/ha	£/t	£/ha	£/t	£/ha	£/t	£/ha	£/t	£/ha	£/t	£/ha	£/t
<b>Enterprise output</b>														
Closing valuation	142	31	204	43	355	100	257	83	143	66	66	21	253	9
Revenue	415	89	379	81	60	17	40	13	209	96	361	118	8221	280
Farmhouse consumption	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Feed used on farm	88	19	71	15	135	38	52	17	49	22	62	20	0	0
<b>Crop enterprise output</b>	<b>645</b>	<b>139</b>	<b>654</b>	<b>139</b>	<b>550</b>	<b>155</b>	<b>349</b>	<b>113</b>	<b>401</b>	<b>185</b>	<b>489</b>	<b>159</b>	<b>8474</b>	<b>289</b>
-straw and beet tops	108	23	68	15	104	29	101	32	0	0	0	0	0	0
<b>Total enterprise output</b>	<b>753</b>	<b>162</b>	<b>723</b>	<b>154</b>	<b>654</b>	<b>184</b>	<b>450</b>	<b>145</b>	<b>401</b>	<b>185</b>	<b>489</b>	<b>159</b>	<b>8474</b>	<b>289</b>
<b>Variable costs</b>														
Seeds	44	10	60	13	62	18	10	3	65	30	49	16	739	25
Fertilisers	0	0	6	1	14	4	27	9	3	2	2	1	60	2
Crop protection	0	0	12	3	0	0	0	0	0	0	0	0	40	1
Other crop costs	9	2	10	2	14	4	95	31	12	5	14	4	99	3
<b>Total variable costs</b>	<b>54</b>	<b>12</b>	<b>88</b>	<b>19</b>	<b>90</b>	<b>25</b>	<b>132</b>	<b>43</b>	<b>80</b>	<b>37</b>	<b>65</b>	<b>21</b>	<b>938</b>	<b>32</b>
<b>Gross margin</b>	<b>700</b>	<b>150</b>	<b>635</b>	<b>135</b>	<b>565</b>	<b>159</b>	<b>318</b>	<b>102</b>	<b>320</b>	<b>148</b>	<b>424</b>	<b>138</b>	<b>7537</b>	<b>257</b>

Table 14 (cont.)

Crop enterprise Year	Winter barley		Winter oats		Spring oats				Beans for stockfeed				Ware potatoes	
	2006/07		2006/07		2006/07		2005/06		2006/07		2005/06		2006/07	
Paid labour	33	7	84	18	25	7	0	0	33	15	13	4	1980	68
Machinery contract work	93	20	55	12	86	24	121	39	111	51	66	22	376	13
repairs	52	11	74	16	39	11	108	35	19	9	54	18	670	23
fuels	56	12	72	15	47	13	76	25	28	13	55	18	358	12
depreciation	124	27	200	42	114	32	69	22	40	18	50	16	848	29
Buildings depreciation	36	8	21	4	20	6	27	9	25	11	22	7	130	4
General farm costs	40	9	54	12	36	10	33	11	33	15	22	7	80	3
Water	5	1	10	2	7	2	3	1	9	4	4	1	12	0
Electricity	11	2	3	1	4	1	2	1	5	3	4	1	20	1
Land expenses	12	3	82	17	33	9	12	4	21	9	17	5	26	1
Insurance	20	4	19	4	20	6	27	9	15	7	11	4	29	1
Rent	85	18	64	14	51	14	32	10	79	36	111	36	62	2
Interest payments	0	0	39	8	23	7	48	15	27	12	25	8	22	1
<b>Total fixed costs</b>	<b>569</b>	<b>122</b>	<b>776</b>	<b>165</b>	<b>505</b>	<b>142</b>	<b>558</b>	<b>181</b>	<b>443</b>	<b>204</b>	<b>454</b>	<b>147</b>	<b>4613</b>	<b>157</b>
<b>Total actual costs</b>	<b>623</b>	<b>134</b>	<b>864</b>	<b>184</b>	<b>595</b>	<b>168</b>	<b>690</b>	<b>224</b>	<b>523</b>	<b>241</b>	<b>519</b>	<b>168</b>	<b>5551</b>	<b>189</b>
<b>Net margin over actual costs</b>	<b>130</b>	<b>28</b>	<b>-141</b>	<b>-30</b>	<b>59</b>	<b>17</b>	<b>-240</b>	<b>-79</b>	<b>-123</b>	<b>-56</b>	<b>-30</b>	<b>-9</b>	<b>2924</b>	<b>100</b>
<b>Imputed costs</b>														
Unpaid labour (farmer/spouse)	45	10	56	12	30	8	521	168	19	9	61	20	497	17
Imputed rent	56	12	82	17	59	17	86	28	33	15	39	13	25	1
Interest on tenants capital#	46	10	17	4	28	8	-26	-8	22	10	-1	0	34	1
<b>Total imputed costs</b>	<b>147</b>	<b>32</b>	<b>155</b>	<b>33</b>	<b>117</b>	<b>33</b>	<b>581</b>	<b>188</b>	<b>74</b>	<b>34</b>	<b>99</b>	<b>33</b>	<b>555</b>	<b>19</b>
<b>Total costs incl. imputed</b>	<b>770</b>	<b>166</b>	<b>1019</b>	<b>217</b>	<b>712</b>	<b>201</b>	<b>1271</b>	<b>412</b>	<b>598</b>	<b>275</b>	<b>618</b>	<b>201</b>	<b>6106</b>	<b>208</b>
<b>Net margin over all costs</b>	<b>-16</b>	<b>-4</b>	<b>-296</b>	<b>-63</b>	<b>-58</b>	<b>-16</b>	<b>-821</b>	<b>-267</b>	<b>-197</b>	<b>-91</b>	<b>-129</b>	<b>-42</b>	<b>2368</b>	<b>81</b>
<b>Other related inputs</b>														
LFA and agri-environment of which Organic Farming	41	9	103	22	85	24	116	37	77	36	62	20	29	1
By products and forage	11	2	17	4	28	8	21	7	11	5	20	6	5	0
Single Payment Scheme	33	7	39	8	30	8	22	7	34	16	20	6	96	3
Single Payment Scheme	194	42	223	47	178	50	238	77	207	96	209	68	161	5
<b>Total other related inputs</b>	<b>267</b>	<b>57</b>	<b>365</b>	<b>78</b>	<b>293</b>	<b>83</b>	<b>376</b>	<b>121</b>	<b>319</b>	<b>147</b>	<b>291</b>	<b>94</b>	<b>286</b>	<b>10</b>

§ Fixed costs are apportioned to enterprise according to the crop area as a proportion of total effective farm area

~ Interest at 6% on deadstock and machinery values minus actual interest paid



## **6. Appendices**

### **Appendix 1 Detailed farm results (revised)**

Table A4	Lowland dairy	16
Table A5	Lowland cattle and sheep	20
Table A6	LFA cattle and sheep	24
Table A7	Mixed	38

<b>Table A4.1</b>		<b>LOWLAND DAIRY RESULTS</b>		<b>ORGANIC</b>	
				<i>Original data</i>	<i>Revised data</i>
<b>OUTPUTS AND INPUTS</b>		<i>2006/07</i>	<i>2006/07</i>		
Sample number		23		28	
Average farm size (UAA)		129		123	
Business size (ESU)		169		154	
<b>OUTPUTS</b>		<b>£/farm</b>	<b>£/ha</b>	<b>£/farm</b>	<b>£/ha</b>
Dairy -	milk output	215591	1665	198330	1613
	cattle	-12517	-97	-10589	-86
	net quota	-393	-3	-323	-3
	valuation change	7136	55	5671	46
Other cattle	output	22922	177	20518	167
	valuation change	2084	16	1802	15
Sheep -	total output	376	3	309	3
	valuation change	-66	-1	-55	0
Other livestock		605	5	497	4
Arable crops	output	4278	33	3514	29
	protein/energy support	21	0	17	0
By products forage and cults		-81	-1	-232	-2
Miscellaneous (incl. farmhouse benefit value)		17256	133	15193	124
	- organic grants	2816	22	2340	19
	- other agri-env.payments	7311	56	6934	56
	- subsidy/single farm payment	28839	223	25618	208
	<b>FARM REVENUE</b>	<b>296178</b>	<b>2287</b>	<b>269545</b>	<b>2193</b>
<b>INPUTS</b>					
Feeds	purchased concentrates	48716	376	44174	359
	homegrown concentrates	7067	55	6529	53
Purchased fodder, Tack and stock keep		7054	54	5857	48
Veterinary and medicines		6763	52	5998	49
Other livestock costs		21871	169	19736	161
Seeds -	purchased and homegrown	2810	22	2414	20
Fertilisers		2145	17	1762	14
Crop protection		187	1	153	1
Other crop costs		1168	9	1069	9
Labour	paid incl. paid management	25632	198	23013	187
	casual	2728	21	2621	21
Machinery	contract	15329	118	13958	114
	repairs	10090	78	8943	73
	fuels	7301	56	6568	53
General farming costs		21842	169	20086	163
Land expenses		5909	46	5273	43
Rent		13265	102	12085	98
	<b>FARM EXPENSES</b>	<b>199877</b>	<b>1544</b>	<b>180240</b>	<b>1466</b>
<b>Excess of expenses over revenue</b>		<b>96302</b>	<b>744</b>	<b>89304</b>	<b>726</b>
<b>Notional inputs</b>					
	- rental value/imputed rent	22129	171	20696	168
	- unpaid labour	4815	37	5193	42
	- machinery depreciation	12364	95	11592	94
		<b>39307</b>	<b>304</b>	<b>37482</b>	<b>305</b>
NET FARM INCOME (excl. BLSA)		<b>56994</b>	<b>440</b>	<b>51823</b>	<b>422</b>
NET FARM INCOME (incl. BLSA)		<b>62384</b>	<b>482</b>	<b>56775</b>	<b>462</b>

Table A4.2 LOWLAND DAIRY RESULTS INCOME MEASURES AND RETURNS TO LABOUR & CAPITAL	ORGANIC			
	Original data		Revised data	
	2006/07		2006/07	
INCOME MEASURES	£/farm	£/ha	£/farm	£/ha
NET FARM INCOME (excl. BLSA)	56994	440	51823	422
plus unpaid labour (excludes farmer and spouse)	4815	37	5193	42
plus imputed rent and rental value	22092	171	20577	167
plus semi-integrated non-agric activities output	190	1	156	1
plus farm business assets - sale and profit	0	0	0	0
minus imputed rent on farmhouse & farm cottages	5011	39	4723	38
minus insurance repairs & net interest payments	11034	85	9716	79
minus build & works depreciation	8383	65	7210	59
minus semi-integrated non-agric activities costs	409	3	336	3
<b>FARM BUSINESS INCOME</b>	<b>59253</b>	<b>458</b>	<b>55764</b>	<b>454</b>
<b>LABOUR USE AND LABOUR INCOMES</b>				
Annual Labour Units per farm	3.3		3.2	
of which farmer & spouse	1.4		1.4	
of which paid family labour	0.2		0.1	
of which unpaid labour	0.3		0.3	
Notional value of farmer/spouse labour	21703		21933	
Value of paid family labour	3244		2665	
Labour income per Annual Labour Unit	23450		22365	
Family labour income per Family Work Unit	30328		27593	
Value of paid managerial input	0		0	
<b>TENANT'S CAPITAL - £ per farm</b>				
Machinery	77039	595	70349	572
Livestock	122506	946	113814	926
Crops	6834	53	5925	48
Stores	3310	26	3057	25
<b>TOTAL</b>	<b>209689</b>	<b>1619</b>	<b>193146</b>	<b>1571</b>
<b>ASSETS - £ per farm</b>				
	Opening Value	Closing Value	Opening Value	Closing Value
Land and Property	464501	516566	459620	510173
Buildings, improvements and fixtures	49176	48818	41504	41169
Machinery	72496	81582	66146	74553
Livestock	115239	129773	107632	119996
Produce and goods in store	26418	14548	23881	12677
Quotas and single payment asset value	89791	79356	80879	70889
Credit balances	26753	28609	25324	30847
<b>TOTAL</b>	<b>844373</b>	<b>899253</b>	<b>804985</b>	<b>860304</b>
<b>EXTERNAL LIABILITIES</b>				
Long and medium term loans	89909	96242	80350	85332
Short term loans	26823	36184	24947	32793
Overdrafts	62353	61407	53439	52873
<b>TOTAL</b>	<b>179085</b>	<b>193834</b>	<b>158735</b>	<b>170998</b>
<b>NET WORTH</b>	<b>665288</b>	<b>707511</b>	<b>646250</b>	<b>691025</b>
<b>RETURNS TO CAPITAL</b>				
Owner Equity (%)	78.7		80.3	
FBI/Net worth (%)	8.9		8.6	
Management and Investment Income	40681		34842	
Return on tenant's capital (%)	19.4		18.0	
Return on all capital (%)	4.8		4.3	

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

		ORGANIC	
		<i>Original data</i>	<i>Revised data</i>
		2006/07	2006/07
<b>LAND UTILISATION - hectares per farm</b>			
Tillage - maincrops	Wheat	0.9	0.8
	Barley	0.0	0.0
	Other cereals	2.6	2.1
	Oil seed rape	0.0	0.0
	Linseed	0.0	0.0
	Peas/Beans	1.2	1.0
	Potatoes	0.0	0.0
	Sugarbeet	0.0	0.0
	Horticulture	0.0	0.0
	Other crops	0.0	0.0
	<b>Total cropping</b>	<b>4.7</b>	<b>3.9</b>
	Set-aside	0.7	0.6
Tillage - fodder		11.0	10.0
Grassland	Grazing, hay and silage	111.5	107.2
Fallow and land let		0.4	0.3
Rough grazing	Effective	1.1	0.9
<b>Utilisable agricultural area (Effective ha.)</b>		<b>129.5</b>	<b>122.9</b>
Woods, roads and buildings		4.1	3.6
<b>TOTAL AREA (Actual ha.)</b>		<b>133.6</b>	<b>126.6</b>
effective forage area		<b>130.6</b>	<b>124.9</b>
Bare land and forage hired in		6.9	6.7
<b>CROP PERFORMANCE -Yields (tonnes per hectare)*</b>			
	Wheat	8.6	8.6
	Barley	7.7	7.7
	Oilseed Rape	0.0	0.0
	Potatoes	0.0	0.0
	Sugar Beet	0.0	0.0
<b>- Prices (£ per tonne)*</b>			
	Wheat	85	85
	Barley	0	0
	Oilseed Rape	0	0
	Potatoes	0	0
	Sugar Beet	0	0

\* Yield and price data is implied



**Table A4.4            LOWLAND DAIRY RESULTS  
STOCKING AND LIVESTOCK PERFORMANCE**

	ORGANIC			
	<i>Original data</i>		<i>Revised data</i>	
	2006/07		2006/07	
<b>LIVESTOCK CARRIED - L.U. per farm</b>	LU	No's	LU	No's
Dairy cows	151.1	151	139.2	139
Beef cows	0.7	1	0.6	1
Other cattle	62.1	116	55.9	104
Breeding sheep	0.4	3	0.3	3
Other sheep	0.1	3	0.1	2
Pigs	0.0	0	0.0	0
Poultry	1.0	328	0.8	270
Other livestock	0.0	0	0.0	0
<b>TOTAL (L.U.)</b>	<b>215.3</b>		<b>196.9</b>	

**STOCKING RATES**

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

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

**LIVESTOCK PERFORMANCE - Prices (£ per head)\***

Dairy cows (litres)	5676	5634
Dairy cows	361	352
Dairy calves	61	64
Dairy heifers in calf	0	0
Beef heifers in calf	0	0
Fat cattle	579	548
Beef store cattle 1-2 yrs	413	411
Beef stores <1 yr	122	106
Ewes	0	0
Ewe hogs	0	0
Fat lambs	66	66
Store lambs	48	48
Fat Pigs	0	0
Milk (pence per litre)	25.2	25.4
Wool (pence per kg)	0.0	0.0

\* Price data is implied

<b>Table A5.1      LOWLAND CATTLE/SHEEP RESULTS</b>		<b>ORGANIC</b>			
		<i>Original data</i>		<i>Revised data</i>	
<b>OUTPUTS AND INPUTS</b>		<b>2006/07</b>		<b>2006/07</b>	
Sample number		23		32	
Average farm size (UAA)		92		91	
Business size (ESU)		24		24	
<b>OUTPUTS</b>		<b>£/farm</b>	<b>£/ha</b>	<b>£/farm</b>	<b>£/ha</b>
Dairy -	milk output	0	0	0	0
	cattle	0	0	0	0
	net quota	0	0	0	0
	valuation change	0	0	0	0
Other cattle	output	17804	194	21030	232
	valuation change	1446	16	-347	-4
Sheep -	total output	7808	85	7803	86
	valuation change	-53	-1	139	2
Other livestock		2281	25	1640	18
Arable crops	output	1270	14	1351	15
	protein/energy support	0	0	0	0
By products forage and cults		1281	14	1235	14
Miscellaneous (incl. farmhouse benefit value)		9615	105	9457	104
	- organic grants	1061	12	891	10
	- other agri-env.payments	8594	94	7638	84
	- subsidy/single farm payment	15700	171	15738	174
	<b>FARM REVENUE</b>	<b>66807</b>	<b>729</b>	<b>66576</b>	<b>734</b>
<b>INPUTS</b>					
Feeds	purchased concentrates	2579	28	2939	32
	homegrown concentrates	555	6	684	8
Purchased fodder, Tack and stock keep		911	10	774	9
Veterinary and medicines		1514	17	1444	16
Other livestock costs		4698	51	4938	54
Seeds -	purchased and homegrown	863	9	752	8
Fertilisers		42	0	142	2
Crop protection		12	0	19	0
Other crop costs		424	5	356	4
Labour	paid incl. paid management	2430	27	3759	41
	casual	688	8	793	9
Machinery	contract	3067	33	3246	36
	repairs	2672	29	2782	31
	fuels	2378	26	2398	26
General farming costs		8244	90	8061	89
Land expenses		2050	22	2340	26
Rent		3130	34	2899	32
	<b>FARM EXPENSES</b>	<b>36257</b>	<b>395</b>	<b>38326</b>	<b>423</b>
<b>Excess of expenses over revenue</b>		<b>30550</b>	<b>333</b>	<b>28250</b>	<b>312</b>
<b>Notional inputs</b>					
	- rental value/imputed rent	12004	131	12329	136
	- unpaid labour	2616	29	2403	27
	- machinery depreciation	6998	76	6536	72
		<b>21619</b>	<b>236</b>	<b>21269</b>	<b>235</b>
<b>NET FARM INCOME (excl. BLSA)</b>		<b>8931</b>	<b>97</b>	<b>6981</b>	<b>77</b>
<b>NET FARM INCOME (incl. BLSA)</b>		<b>9917</b>	<b>108</b>	<b>7879</b>	<b>87</b>

**Table A5.2 LOWLAND CATTLE/SHEEP RESULTS**  
**INCOME MEASURES AND RETURNS TO LABOUR & CAPITAL**

	ORGANIC			
	Original data		Revised data	
	2006/07		2006/07	
INCOME MEASURES	£/farm	£/ha	£/farm	£/ha
NET FARM INCOME (excl. BLSA)	8931	97	6981	77
plus unpaid labour (excludes farmer and spouse)	2616	29	2403	27
plus imputed rent and rental value	11893	130	12240	135
plus semi-integrated non-agric activities output	0	0	820	9
plus farm business assets - sale and profit	14810	162	10644	117
minus imputed rent on farmhouse & farm cottages	3599	39	4227	47
minus insurance repairs & net interest payments	2315	25	2360	26
minus build & works depreciation	2129	23	2421	27
minus semi-integrated non-agric activities costs	0	0	351	4
<b>FARM BUSINESS INCOME</b>	<b>30207</b>	<b>330</b>	<b>23729</b>	<b>262</b>
<b>LABOUR USE AND LABOUR INCOMES</b>				
Annual Labour Units per farm	1.6		1.5	
of which farmer & spouse	1.2		1.1	
of which paid family labour	0.1		0.0	
of which unpaid labour	0.2		0.2	
Notional value of farmer/spouse labour	18381		16829	
Value of paid family labour	1572		1194	
Labour income per Annual Labour Unit	6010		5942	
Family labour income per Family Work Unit	4155		2782	
Value of paid managerial input	0		0	
<b>TENANT'S CAPITAL - £ per farm</b>				
Machinery	37276	407	34420	380
Livestock	46084	503	44693	493
Crops	3741	41	3427	38
Stores	549	6	677	7
<b>TOTAL</b>	<b>87651</b>	<b>956</b>	<b>83218</b>	<b>918</b>
<b>ASSETS - £ per farm</b>				
	Opening Value	Closing Value	Opening Value	Closing Value
Land and Property	523896	536341	552569	579285
Buildings, improvements and fixtures	11957	13002	13902	14750
Machinery	36066	38486	33277	35564
Livestock	44891	47278	44345	45042
Produce and goods in store	9903	7414	12144	7429
Quotas and single payment asset value	36209	32904	35481	32926
Credit balances	37125	31378	30891	29063
<b>TOTAL</b>	<b>700046</b>	<b>706804</b>	<b>722609</b>	<b>744058</b>
<b>EXTERNAL LIABILITIES</b>				
Long and medium term loans	24351	22340	24555	22569
Short term loans	4421	5192	5553	6327
Overdrafts	20277	16637	16873	14229
<b>TOTAL</b>	<b>49049</b>	<b>44169</b>	<b>46981</b>	<b>43124</b>
<b>NET WORTH</b>	<b>650997</b>	<b>662635</b>	<b>675628</b>	<b>700934</b>
<b>RETURNS TO CAPITAL</b>				
Owner Equity (%)	93.8		94.2	
FBI/Net worth (%)	4.6		3.5	
Management and Investment Income	-8464		-8950	
Return on tenant's capital (%)	-9.7		-10.8	
Return on all capital (%)	-1.2		-1.2	

Table A5.3 <b>LOWLAND CATTLE/SHEEP RESULTS</b> <b>LAND UTILISATION AND CROP PERFORMANCE</b>		ORGANIC	
		<i>Original data</i> 2006/07	<i>Revised data</i> 2006/07
<b>LAND UTILISATION - hectares per farm</b>			
Tillage - maincrops	Wheat	1.3	0.9
	Barley	0.3	0.3
	Other cereals	1.0	1.2
	Oil seed rape	0.0	0.0
	Linseed	0.0	0.0
	Peas/Beans	0.2	0.1
	Potatoes	0.0	0.0
	Sugarbeet	0.0	0.0
	Horticulture	0.1	0.1
	Other crops	0.0	0.0
	<b>Total cropping</b>	<b>2.8</b>	<b>2.6</b>
	Set-aside	0.6	0.6
Tillage - fodder		2.4	2.3
Grassland	Grazing, hay and silage	81.4	81.9
Fallow and land let		3.0	2.2
Rough grazing	Effective	1.4	1.0
<b>Utilisable agricultural area (Effective ha.)</b>		<b>91.7</b>	<b>90.7</b>
Woods, roads and buildings		20.0	16.2
<b>TOTAL AREA (Actual ha.)</b>		<b>111.7</b>	<b>106.8</b>
effective forage area		<b>87.2</b>	<b>86.9</b>
Bare land and forage hired in		2.1	1.7
<b>CROP PERFORMANCE -Yields (tonnes per hectare)*</b>			
	Wheat	2.3	2.3
	Barley	4.5	4.4
	Oilseed Rape	0.0	0.0
	Potatoes	0.0	0.0
	Sugar Beet	0.0	0.0
<b>- Prices (£ per tonne)*</b>			
	Wheat	187	187
	Barley	105	105
	Oilseed Rape	0	0
	Potatoes	0	0
	Sugar Beet	0	0

\* Yield and price data is implied

**Table A5.4 LOWLAND CATTLE/SHEEP RESULTS  
STOCKING AND LIVESTOCK PERFORMANCE**

	ORGANIC			
	Original data 2006/07		Revised data 2006/07	
	LU	No's	LU	No's
<b>LIVESTOCK CARRIED - L.U. per farm</b>				
Dairy cows	0.0	0	0.0	0
Beef cows	25.8	34	26.1	35
Other cattle	38.2	71	38.2	71
Breeding sheep	17.2	163	16.5	158
Other sheep	3.8	92	3.8	93
Pigs	0.1	1	0.1	0
Poultry	1.3	109	0.9	79
Other livestock	0.0	1	0.0	1
<b>TOTAL (L.U.)</b>	<b>86.4</b>		<b>85.7</b>	

**STOCKING RATES**

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

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

**LIVESTOCK PERFORMANCE - Prices (£ per head)\***

Dairy cows (litres)	0	0
Dairy cows	0	0
Dairy calves	0	0
Dairy heifers in calf	0	0
Beef heifers in calf	0	0
Fat cattle	749	751
Beef store cattle 1-2 yrs	407	425
Beef stores <1 yr	321	325
Ewes	31	31
Ewe hogs	77	77
Fat lambs	56	57
Store lambs	29	35
Fat Pigs	80	80
Milk (pence per litre)	0.0	0.0
Wool (pence per kg)	50.1	48.5

\* Price data is implied

<b>Table A6.1 LFA CATTLE /SHEEP RESULTS</b>		<b>ORGANIC</b>			
		<i>Original data</i>		<i>Revised data</i>	
<b>OUTPUTS AND INPUTS</b>		<b>2006/07</b>		<b>2006/07</b>	
Sample number		29		34	
Average farm size (UAA)		145		134	
Business size (ESU)		36		33	
<b>OUTPUTS</b>		<b>£/farm</b>	<b>£/ha</b>	<b>£/farm</b>	<b>£/ha</b>
Dairy -	milk output	0	0	0	0
	cattle	0	0	0	0
	net quota	0	0	0	0
	valuation change	0	0	0	0
Other cattle	output	25634	177	25447	189
	valuation change	-1966	-14	-2135	-16
Sheep -	total output	22398	155	19938	148
	valuation change	285	2	222	2
Other livestock		1049	7	2555	19
Arable crops	output	1233	9	1193	9
	protein/energy support	0	0	0	0
By products forage and cults		472	3	452	3
Miscellaneous (incl. farmhouse benefit value)		14535	100	13488	100
	- organic grants	4436	31	3850	29
	- other agri-env.payments	14991	103	14383	107
	- subsidy/single farm payment	25905	179	23981	178
	<b>FARM REVENUE</b>	<b>108972</b>	<b>752</b>	<b>103373</b>	<b>769</b>
<b>INPUTS</b>					
Feeds	purchased concentrates	7223	50	7892	59
	homegrown concentrates	1255	9	1189	9
Purchased fodder, Tack and stock keep		1616	11	1378	10
Veterinary and medicines		2729	19	2504	19
Other livestock costs		6351	44	5951	44
Seeds -	purchased and homegrown	779	5	717	5
Fertilisers		1532	11	1363	10
Crop protection		36	0	30	0
Other crop costs		500	3	438	3
Labour	paid incl. paid management	5842	40	5387	40
	casual	1700	12	1471	11
Machinery	contract	6547	45	5898	44
	repairs	3302	23	3259	24
	fuels	3897	27	3721	28
General farming costs		10342	71	9819	73
Land expenses		4464	31	5444	40
Rent		3362	23	3285	24
	<b>FARM EXPENSES</b>	<b>61475</b>	<b>424</b>	<b>59747</b>	<b>444</b>
<b>Excess of expenses over revenue</b>		<b>47497</b>	<b>328</b>	<b>43626</b>	<b>324</b>
<b>Notional inputs</b>					
	- rental value/imputed rent	16779	116	15638	116
	- unpaid labour	3603	25	3157	23
	- machinery depreciation	8338	58	7758	58
		<b>28720</b>	<b>198</b>	<b>26553</b>	<b>197</b>
<b>NET FARM INCOME (excl. BLSA)</b>		<b>18777</b>	<b>130</b>	<b>17073</b>	<b>127</b>
<b>NET FARM INCOME (incl. BLSA)</b>		<b>19266</b>	<b>133</b>	<b>17566</b>	<b>131</b>

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

INCOME MEASURES	Original data		Revised data	
	2006/07		2006/07	
	£/farm	£/ha	£/farm	£/ha
<b>NET FARM INCOME (excl. BLSA)</b>	18777	130	17073	127
plus unpaid labour (excludes farmer and spouse)	3603	25	3157	23
plus imputed rent and rental value	16779	116	15638	116
plus semi-integrated non-agric activities output	0	0	0	0
plus farm business assets - sale and profit	0	0	0	0
minus imputed rent on farmhouse & farm cottages	3558	25	3707	28
minus insurance repairs & net interest payments	6262	43	6168	46
minus build & works depreciation	4149	29	3804	28
minus semi-integrated non-agric activities costs	0	0	0	0
<b>FARM BUSINESS INCOME</b>	<b>25190</b>	<b>174</b>	<b>22190</b>	<b>165</b>
<b>LABOUR USE AND LABOUR INCOMES</b>				
Annual Labour Units per farm	1.8		1.8	
of which farmer & spouse	1.1		1.1	
of which paid family labour	0.1		0.1	
of which unpaid labour	0.3		0.2	
Notional value of farmer/spouse labour	15186		15877	
Value of paid family labour	1524		1692	
Labour income per Annual Labour Unit	12145		11252	
Family labour income per Family Work Unit	10310		9304	
Value of paid managerial input	69		59	
<b>TENANT'S CAPITAL - £ per farm</b>				
Machinery	53805	371	49526	368
Livestock	71846	496	67637	503
Crops	2563	18	2427	18
Stores	880	6	867	6
<b>TOTAL</b>	<b>129094</b>	<b>891</b>	<b>120457</b>	<b>896</b>
<b>ASSETS - £ per farm</b>				
	Opening Value	Closing Value	Opening Value	Closing Value
Land and Property	511868	518972	501549	514615
Buildings, improvements and fixtures	23423	22658	21672	20919
Machinery	53212	54397	49047	50004
Livestock	72410	71282	68423	66851
Produce and goods in store	5727	6584	6362	6612
Quotas and single payment asset value	48665	45126	45258	42543
Credit balances	19248	13811	17123	12452
<b>TOTAL</b>	<b>734554</b>	<b>732830</b>	<b>709435</b>	<b>713996</b>
<b>EXTERNAL LIABILITIES</b>				
Long and medium term loans	58720	61252	60022	61821
Short term loans	6862	5285	6838	5881
Overdrafts	14983	17955	14849	18165
<b>TOTAL</b>	<b>80566</b>	<b>84492</b>	<b>81710</b>	<b>85867</b>
<b>NET WORTH</b>	<b>653988</b>	<b>648338</b>	<b>627726</b>	<b>628129</b>
<b>RETURNS TO CAPITAL</b>				
Owner Equity (%)	88.5		88.0	
FBI/Net worth (%)	3.9		3.5	
Management and Investment Income	4150		1749	
Return on tenant's capital (%)	3.2		1.5	
Return on all capital (%)	0.6		0.2	

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

		ORGANIC	
		<i>Original data</i>	<i>Revised data</i>
		<u>2006/07</u>	<u>2006/07</u>
<b>LAND UTILISATION - hectares per farm</b>			
Tillage - maincrops	Wheat	0.2	0.1
	Barley	1.8	1.5
	Other cereals	1.1	1.1
	Oil seed rape	0.0	0.0
	Linseed	0.0	0.0
	Peas/Beans	0.0	0.0
	Potatoes	0.0	0.0
	Sugarbeet	0.0	0.0
	Horticulture	0.0	0.0
	Other crops	0.0	0.0
	<b>Total cropping</b>	<b>3.0</b>	<b>2.8</b>
	Set-aside	0.1	0.1
Tillage - fodder		1.8	1.8
Grassland	Grazing, hay and silage	121.3	113.7
Fallow and land let		0.1	0.2
Rough grazing	Effective	18.6	15.9
<b>Utilisable agricultural area (Effective ha.)</b>		<b>144.9</b>	<b>134.5</b>
Woods, roads and buildings		11.6	10.1
<b>TOTAL AREA (Actual ha.)</b>		<b>163.0</b>	<b>150.1</b>
effective forage area		<b>146.0</b>	<b>136.0</b>
Bare land and forage hired in		4.3	4.5
<b>CROP PERFORMANCE -Yields (tonnes per hectare)*</b>			
	Wheat	5.4	5.4
	Barley	4.2	4.3
	Oilseed Rape	0.0	0.0
	Potatoes	0.0	0.0
	Sugar Beet	0.0	0.0
<b>- Prices (£ per tonne)*</b>			
	Wheat	100	100
	Barley	99	99
	Oilseed Rape	0	0
	Potatoes	0	0
	Sugar Beet	0	0

\* Yield and price data is implied



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

	ORGANIC			
	Original data		Revised data	
	2006/07		2006/07	
<b>LIVESTOCK CARRIED - L.U. per farm</b>	LU	No's	LU	No's
Dairy cows	0.0	0	0.0	0
Beef cows	27.9	37	26.5	35
Other cattle	39.0	75	39.4	75
Breeding sheep	45.1	564	39.9	499
Other sheep	12.9	314	11.5	281
Pigs	0.2	1	0.1	1
Poultry	0.1	8	0.3	127
Other livestock	0.0	12	0.0	10
<b>TOTAL (L.U.)</b>	<b>125.2</b>		<b>117.7</b>	

**STOCKING RATES**

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

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

**LIVESTOCK PERFORMANCE - Prices (£ per head)\***

Dairy cows (litres)	0	0
Dairy cows	0	0
Dairy calves	0	0
Dairy heifers in calf	0	0
Beef heifers in calf	647	647
Fat cattle	791	793
Beef store cattle 1-2 yrs	588	568
Beef stores <1 yr	356	356
Ewes	44	41
Ewe hogs	44	44
Fat lambs	48	49
Store lambs	28	30
Fat Pigs	60	60
Milk (pence per litre)	0.0	0.0
Wool (pence per kg)	48.2	48.6

\* Price data is implied

**Table A7.1 MIXED FARM RESULTS**

**OUTPUTS AND INPUTS**

		ORGANIC			
		Original data		Revised data	
		2006/07		2006/07	
Sample number		9		11	
Average farm size (UAA)		121		109	
Business size (ESU)		51		46	
<b>OUTPUTS</b>		<b>£/farm</b>	<b>£/ha</b>	<b>£/farm</b>	<b>£/ha</b>
Dairy -	milk output	0	0	0	0
	cattle	0	0	0	0
	net quota	0	0	0	0
	valuation change	0	0	0	0
Other cattle	output	27843	230	25299	232
	valuation change	1767	15	1140	10
Sheep -	total output	9821	81	8725	80
	valuation change	-567	-5	-476	-4
Other livestock		8	0	10054	92
Arable crops	output	25612	211	21643	198
	protein/energy support	3	0	3	0
By products forage and cults		5351	44	4573	42
Miscellaneous (incl. farmhouse benefit value)		11324	93	11207	103
	- organic grants	1248	10	1021	9
	- other agri-env.payments	6542	54	5531	51
	- subsidy/single farm payment	26666	220	23212	213
<b>FARM REVENUE</b>		<b>115618</b>	<b>953</b>	<b>111931</b>	<b>1025</b>
<b>INPUTS</b>					
Feeds	purchased concentrates	2724	22	7271	67
	homegrown concentrates	3099	26	2822	26
Purchased fodder, Tack and stock keep		988	8	808	7
Veterinary and medicines		2068	17	2022	19
Other livestock costs		5956	49	5594	51
Seeds -	purchased and homegrown	3479	29	3037	28
Fertilisers		1844	15	1665	15
Crop protection		46	0	96	1
Other crop costs		1480	12	1211	11
Labour	paid incl. paid management	2646	22	2165	20
	casual	1723	14	1624	15
Machinery	contract	5985	49	5464	50
	repairs	5666	47	5403	49
	fuels	5606	46	4805	44
General farming costs		9742	80	10023	92
Land expenses		4047	33	5704	52
Rent		9676	80	8005	73
<b>FARM EXPENSES</b>		<b>66775</b>	<b>551</b>	<b>67719</b>	<b>620</b>
<b>Excess of expenses over revenue</b>		<b>48843</b>	<b>403</b>	<b>44213</b>	<b>405</b>
<b>Notional inputs</b>					
	- rental value/imputed rent	8307	68	10296	94
	- unpaid labour	5182	43	4240	39
	- machinery depreciation	10500	87	9582	88
		<b>23989</b>	<b>198</b>	<b>24118</b>	<b>221</b>
NET FARM INCOME (excl. BLSA)		<b>24853</b>	<b>205</b>	<b>20095</b>	<b>184</b>
NET FARM INCOME (incl. BLSA)		<b>26086</b>	<b>215</b>	<b>21157</b>	<b>194</b>

**Table A7.2 MIXED FARM RESULTS**

**INCOME MEASURES AND RETURNS TO LABOUR & CAPITAL**

ORGANIC

INCOME MEASURES	Original data 2006/07		Revised data 2006/07	
	£/farm	£/ha	£/farm	£/ha
NET FARM INCOME (excl. BLSA)	24853	205	20095	184
plus unpaid labour (excludes farmer and spouse)	5182	43	4240	39
plus imputed rent and rental value	8233	68	10235	94
plus semi-integrated non-agric activities output	0	0	0	0
plus farm business assets - sale and profit	0	0	0	0
minus imputed rent on farmhouse & farm cottages	2529	21	2869	26
minus insurance repairs & net interest payments	5922	49	5015	46
minus build & works depreciation	1635	13	2669	24
minus semi-integrated non-agric activities costs	0	0	0	0
<b>FARM BUSINESS INCOME</b>	<b>28183</b>	<b>232</b>	<b>24016</b>	<b>220</b>
<b>LABOUR USE AND LABOUR INCOMES</b>				
Annual Labour Units per farm	1.9		1.8	
of which farmer & spouse	1.3		1.3	
of which paid family labour	0.1		0.1	
of which unpaid labour	0.3		0.2	
Notional value of farmer/spouse labour	20436		20070	
Value of paid family labour	1140		933	
Labour income per Annual Labour Unit	13632		11634	
Family labour income per Family Work Unit	12545		10082	
Value of paid managerial input	0		0	
<b>TENANT'S CAPITAL - £ per farm</b>				
Machinery	59810	493	53905	494
Livestock	58873	485	51972	476
Crops	21718	179	18057	165
Stores	4437	37	3738	34
<b>TOTAL</b>	<b>144837</b>	<b>1194</b>	<b>127673</b>	<b>1169</b>
<b>ASSETS - £ per farm</b>				
	Opening Value	Closing Value	Opening Value	Closing Value
Land and Property	202579	213701	254382	272346
Buildings, improvements and fixtures	7659	6911	6933	18381
Machinery	59137	60482	53150	54660
Livestock	57640	60106	51084	52861
Produce and goods in store	32393	36983	28326	30859
Quotas and single payment asset value	54277	48464	47811	42821
Credit balances	31471	29445	29349	29242
<b>TOTAL</b>	<b>445156</b>	<b>456092</b>	<b>471034</b>	<b>501169</b>
<b>EXTERNAL LIABILITIES</b>				
Long and medium term loans	60678	59298	49646	51834
Short term loans	26949	26417	23451	22467
Overdrafts	22880	27177	18720	26018
<b>TOTAL</b>	<b>110508</b>	<b>112891</b>	<b>91817</b>	<b>100319</b>
<b>NET WORTH</b>	<b>334648</b>	<b>343201</b>	<b>379217</b>	<b>400850</b>
<b>RETURNS TO CAPITAL</b>				
Owner Equity (%)	75.2		80.0	
FBI/Net worth (%)	8.4		6.3	
Management and Investment Income	5650		1086	
Return on tenant's capital (%)	3.9		0.9	
Return on all capital (%)	1.3		0.2	

**Table A7.3 MIXED FARM RESULTS**

**LAND UTILISATION AND CROP PERFORMANCE**

ORGANIC

		<i>Original data</i>	<i>Revised data</i>
		2006/07	2006/07
<b>LAND UTILISATION - hectares per farm</b>			
Tillage - maincrops	Wheat	11.8	9.7
	Barley	7.7	6.3
	Other cereals	9.3	9.0
	Oil seed rape	0.0	0.0
	Linseed	0.0	0.0
	Peas/Beans	8.1	7.0
	Potatoes	0.0	0.0
	Sugarbeet	0.0	0.0
	Horticulture	0.0	0.0
	Other crops	2.3	1.8
	<b>Total cropping</b>	<b>39.2</b>	<b>33.8</b>
	Set-aside	2.1	1.7
Tillage - fodder		2.0	1.6
Grassland	Grazing, hay and silage	75.9	69.2
Fallow and land let		1.6	2.5
Rough grazing	Effective	0.4	0.4
<b>Utilisable agricultural area (Effective ha.)</b>		<b>121.3</b>	<b>109.2</b>
Woods, roads and buildings		2.3	2.1
<b>TOTAL AREA (Actual ha.)</b>		<b>123.6</b>	<b>111.3</b>
effective forage area		<b>79.3</b>	<b>72.0</b>
Bare land and forage hired in		0.9	0.77
<b>CROP PERFORMANCE -Yields (tonnes per hectare)*</b>			
	Wheat	4.5	4.5
	Barley	2.9	2.9
	Oilseed Rape	0.0	0.0
	Potatoes	0.0	0.0
	Sugar Beet	0.0	0.0
<b>- Prices (£ per tonne)*</b>			
	Wheat	189	189
	Barley	145	145
	Oilseed Rape	0	0
	Potatoes	0	0
	Sugar Beet	0	0

\* Yield and price data is implied

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

	ORGANIC			
	Original data		Revised data	
	2006/07		2006/07	
	LU	No's	LU	No's
<b>LIVESTOCK CARRIED - L.U. per farm</b>				
Dairy cows	0.0	0	0.0	0
Beef cows	24.6	33	22.3	30
Other cattle	46.2	87	41.3	78
Breeding sheep	11.8	115	10.8	105
Other sheep	3.9	96	3.6	89
Pigs	0.0	0	0.1	1
Poultry	0.0	0	6.5	405
Other livestock	0.0	4	0.0	3
<b>TOTAL (L.U.)</b>	<b>86.6</b>		<b>84.6</b>	

**STOCKING RATES**

Stocking rate (LU per eff.ha)	0.7	0.8
GLU/forage effective hectare*	1.1	1.2

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

**LIVESTOCK PERFORMANCE - Prices (£ per head)\***

Dairy cows (litres)	0	0
Dairy cows	0	0
Dairy calves	0	0
Dairy heifers in calf	0	0
Beef heifers in calf	0	0
Fat cattle	759	764
Beef store cattle 1-2 yrs	620	620
Beef stores <1 yr	0	0
Ewes	40	30
Ewe hogs	0	0
Fat lambs	57	55
Store lambs	34	34
Fat Pigs	0	57
Milk (pence per litre)	0.0	0.0
Wool (pence per kg)	46.0	50.9

\* Price data is implied