

ORGANIC FARM INCOMES IN ENGLAND AND WALES 2009/10

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**Institute of Biological, Environmental
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Executive Summary

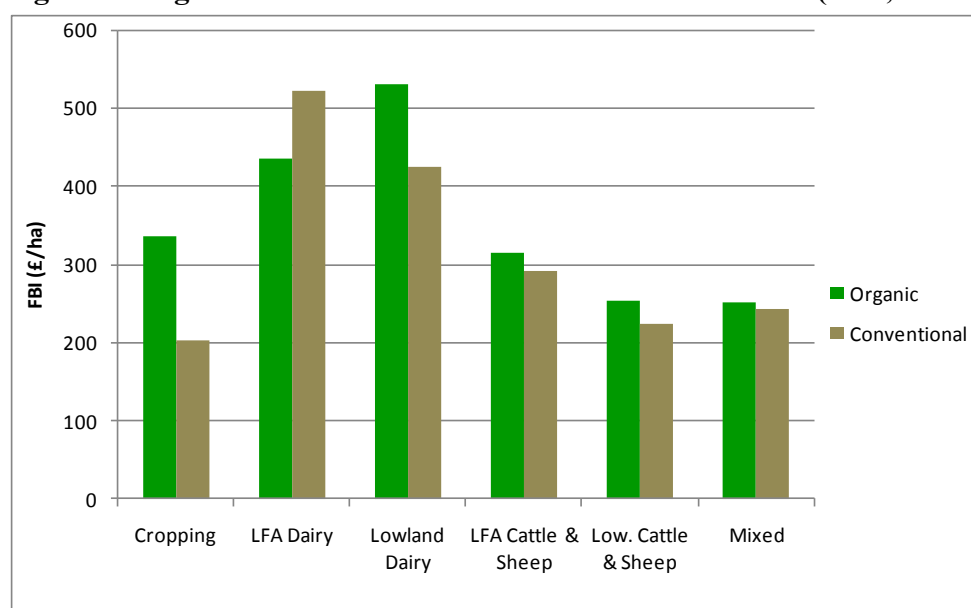
This report presents results of research on the financial performance of organic farms in 2008/09 and 2009/10 financial years. Carried out for the Department for Environment, Food and Rural Affairs (Defra), this research continues project OF0373 and builds on previous work on the economics of organic farming carried out at Aberystwyth University (Projects OF0190, covering 1995/96 to 1998/99 and OF0189, covering 1999/00 to 2004/05)¹.

This report utilises data collected through the Farm Business Survey in England and Wales. An analysis of the FBS/Defra Data Archive for 2009/10 found a total of 241 businesses with some organic land, and of these holdings, 189 met the criterion for inclusion within this study by having greater than 70% fully organic certified land. In total, data from 185 organic farms were suitable for inclusion in the analysis. The organic holdings were matched with clusters containing a total of 785 comparable conventional holdings. It was not possible to identify comparable conventional businesses for four organic farms, though the gross margin results from one of these businesses could be utilised.

Comparable conventional farms (CCF) were clustered to each organic farm to ensure that the comparison between farming types is based on a similar resource base e.g. similar land area, farm type, region and other factors. This enabled each organic farm to be matched to the average for a conventional farm cluster that comprised data from at least three comparable conventional holdings.

The **full sample** analysis utilised data from 185 organic farms and provides the best comparison of organic and comparable conventional farm income data in 2009/10 (2008/09 data is provided for a non-identical comparison). Figure A indicates that in 2009/10, the profitability (Farm Business Income) of most organic farm types was higher than that of comparable conventional farms. Organic lowland dairy and cropping farm types were considerably more profitable than their conventional comparisons, however, the organic LFA dairy and horticulture (not shown) farm types did not perform as well as conventional systems, mainly as a result of high feed and other livestock costs in LFA dairying and the specialisation/intensity of the comparable conventional horticulture systems, but both farm types had small organic samples which may also have affected the results.

Figure A Organic and conventional Farm Business Income (£/ha, full samples, 2009/10)

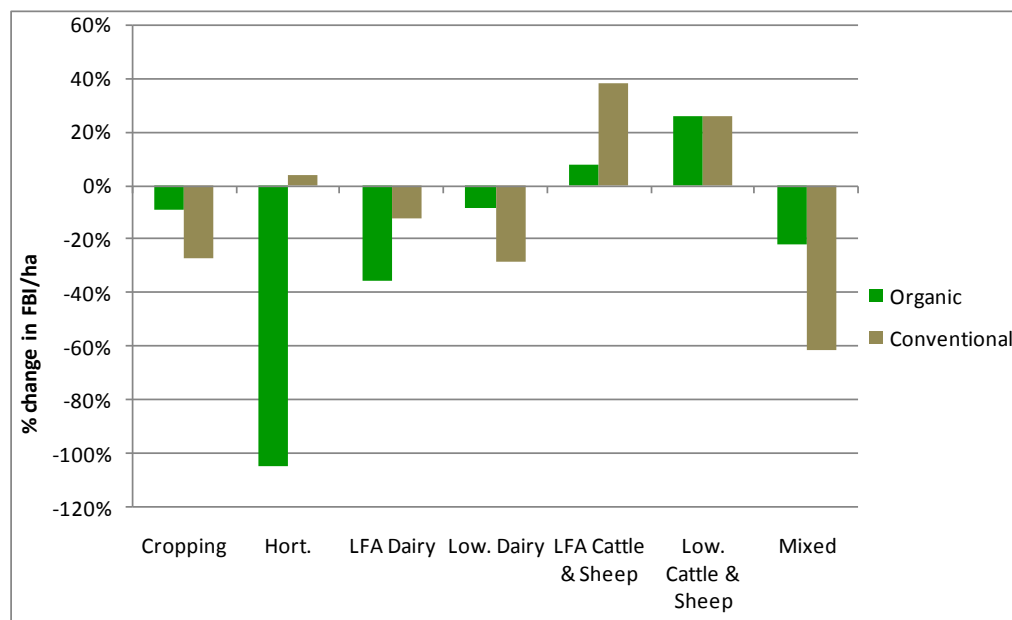


¹ Previous reports can be found at <http://archive.defra.gov.uk/evidence/economics/foodfarm/reports/index.htm> or by entering "Organic Farm Incomes England Wales" as key words at www.orgprints.org

The dataset was also analysed as an **identical sample** that compared the performance of identical organic and comparable conventional holdings in 2008/09 and 2009/10. This comparison is a better indicator of year to year changes, with the percentage change in FBI (£/ha) between years shown in Figure B. The chart highlights the loss in profitability of some organic farm types, but also indicates a reduction in conventional profitability too. Cattle and sheep holdings were the only real winners, especially conventional producers that achieved higher prices with lower or similar costs.

Detailed whole farm results for both samples are presented in Chapter 2 and Appendix 1.

Figure B Change in Farm Business Income/ha (Identical samples, 2008/09, 2009/10)



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

Table A Farm Business Income (£/farm and £/ha) by farm type, 2009/10 and 2008/09

Farm type	Full sample						Identical sample				
	Farms	2009/10 £/farm	£/ha	Farms	2008/09 £/farm	£/ha	Farms	2009/10 £/farm	£/ha	2008/09 £/farm	£/ha
Cropping											
Organic	31	72946	335	25	81577	358	23	69328	299	74921	329
Comparable conventional	260	36767	202	202	66528	322	167	39405	212	53553	291
Horticulture											
Organic	10	10006	468	7	12958	639	7	-1214	-97	24772	2121
Comparable conventional	47	47510	2633	30	19431	1009	33	58300	5174	55897	4994
LFA dairy											
Organic	7	37055	435	7	63140	678	7	37055	435	63140	678
Comparable conventional	54	46927	523	39	39424	447	48	45692	518	51984	591
Lowland dairy											
Organic	45	69572	530	44	65994	482	38	68935	503	74437	548
Comparable conventional	308	52871	424	301	64040	553	220	49813	418	68793	586
LFA cattle and sheep											
Organic	40	45210	315	39	36895	258	33	45195	320	42319	296
Comparable conventional	273	36899	292	262	25084	199	210	36782	298	26652	216
Lowland cattle and sheep											
Organic	31	28554	255	33	17871	158	21	24694	236	19761	187
Comparable conventional	203	22233	225	223	19864	195	134	18989	200	15005	159
Mixed											
Organic	21	51097	252	19	55644	314	7	26896	184	34256	235
Comparable conventional	95	40257	242	95	34507	229	33	11343	89	28824	229

Gross and Net Margin data was also calculated for organic and conventional systems, and summary data is shown in Table B and Table C below. The dairy sector data indicated reduced output due to lower prices, which outweighed cost reductions, resulting in reduced (often negative) net margins for dairy producers. Beef and sheep margins showed a similar pattern to last year, with both organic and conventional sectors showing large losses per unit of production, only offset by other related outputs (ORO) that include support payments.

Table B Organic and conventional livestock enterprise net margins (£/head), 2009/10

All values £ per cow or ewe	Dairy		Sheep LFA Higher output		Beef			
	Org.	Conv.	Org.	Conv.	Suckler stores LFA		Suckler finishing Lowland	
					Org.	Conv.	Org.	Conv.
Output	1782	1659	87	77	649	686	896	1244
Variable costs	796	800	35	36	289	381	350	680
Gross Margin	986	860	52	41	360	305	546	563
Fixed Costs	701	606	70	39	587	420	931	821
Total actual costs	1498	1406	105	76	877	801	1281	1501
Net Margin after actual costs	284	254	-18	2	-227	-115	-385	-257
Imputed costs (IC)	310	340	31	38	322	380	549	610
Net Margin after all costs	-26	-87	-48	-37	-550	-495	-934	-867
Other related output (ORO)*	257	180	63	39	919	556	912	668
NM after all costs (inc. ORO)	231	93	14	2	369	61	-22	-199

*=ORO includes support payments and byproduct and forage values

Crop net margin results were quite mixed in 2009/10, but in general output prices and costs were lower in 2009/10. Detailed results and results for more enterprises are presented in Chapter 3 and Appendix 2. Overall, when support payments are included organic enterprises appear to outperform their conventional counterparts.

Table C Organic and conventional crop enterprise net margins (£/ha), 2009/10

All values £/ha	Winter Wheat		Spring Barley		Feed Beans		Potatoes	
	Org.	Conv.	Org.	Conv.	Org.	Conv.	Org.	Conv.
Output	902	909	613	591	631	503	6012	4040
Variable costs	121	473	102	310	128	226	1695	1986
Gross Margin	781	436	511	281	503	277	4316	2054
Fixed Costs	650	562	507	513	564	398	2375	1683
Total actual costs	771	1035	608	823	692	624	4071	3669
Net Margin after actual costs	131	-126	5	-232	-61	-121	1941	371
Imputed costs (IC)	156	167	91	146	113	130	483	592
Net Margin after all costs	-25	-293	-87	-378	-173	-251	1459	-220
Other related output (ORO)*	367	315	355	326	354	313	364	326
NM after all costs (inc. ORO)	342	22	268	-52	181	62	1823	106

*=ORO includes support payments and byproduct and forage values

Overall, organic farm profitability remained higher or similar to comparable conventional farms, but 2009/10 saw reductions in profitability of all farm types except cattle and sheep. Organic livestock net margins remained negative in 2009/10, but were similar to conventional levels, whilst 2009/10 organic crop net margin results were mixed but remained above conventional sector levels.

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Introduction

This report for Defra-funded Project OF0373 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 2009/10 including comparisons with similar conventional farms and with 2008/09 data, in order to inform Defra policy-making with respect to organic farming and provide a basis for assessments by farmers, advisers and other interested parties of the farm-level implications of conversion to and continued organic farming.

This report includes a section on methodology, which shows the data sourcing and sampling techniques used to obtain a representative organic farm sample, as well as an explanation of the clustering procedure used to select comparable conventional farms (CCF) to match the organic farms. The financial results are presented with an explanation of the results and brief highlights, followed by summary data for each farm type. In contrast to previous years, the 2009/10 report uses the newer Farm Business Income (FBI) indicator as the headline profitability figure, in line with publishing by Defra and the devolved administrations. Detailed gross and net margins are included for livestock and cropping enterprises, as are benchmark costs of production per tonne, per litre or per kg for arable, milk, beef and lamb respectively.

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

² Previous reports can be found at <http://archive.defra.gov.uk/evidence/economics/foodfarm/reports/index.htm> or by entering "Organic Farm Incomes England Wales" as key words at www.orgprints.org

1. Methods

In this report, financial and physical farm data are shown for the 2008/09 and 2009/10 financial years. The report includes an analysis of organic farms including comparisons with similar conventional farms and between year comparisons, presented as full and identical samples.

Data Sample

As in previous years, the data analysed within this report was collected as part of the English and Welsh Farm Business Surveys by the constituent Rural Business Research Units in England and by the Welsh Farm Business Survey Unit at Aberystwyth University. The standard Farm Business Survey methodology³ was used for all farms.

Financial results were 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.

When this project commenced the English and Welsh Farm Business Surveys comprised a sample of ca. 100 wholly or partly organic businesses occurring by chance. These farms were supplemented by an additional 70 businesses in England and 10 in Wales to better reflect the regional and farm type distribution of organic farms in England and Wales (see original recruitment guidelines for 2006/07 in Appendix 4). This has helped enable a minimum sample size of 15 to be achieved for key robust farm types and at least 5 for specific main types. In England the extra organic farms have now been fully integrated into the FBS sample. In Wales, funding limitations have prevented the collection of additional organic farm data from 2009/10, but the number of organic farms within the Welsh FBS has increased anyway so the effect is limited.

The analysis within this report is focused on farm businesses having at least 70% organic land status in 2009/10. Of the total of 241 businesses with some organic land identified in the Defra Data Archive, 189 met the greater than 70% fully organic land criterion (see Table 1). Of these, it was not possible to identify comparable conventional businesses for four holdings, however, the gross margin results from 1 of these 4 businesses could be utilised.

Farm Types

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 4 for more information). The constituent EC types are determined using standard gross margins (SGMs) for conventional farms to estimate European Size Units (ESUs). This classification system may not appropriately reflect the enterprise profile of organic 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 economic size (ESU) and type is shown in Table 2.

³ 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, 2009/10

<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	31	0	1 (1)	1 (0)	3 (0)	2 (0)	4 (0)	8 (1)	3 (0)	9 (0)	0 (0)
Horticulture	10	0	0 (0)	1 (0)	1 (0)	1 (0)	1 (1)	3 (1)	2 (0)	1 (0)	0 (0)
Pigs & poultry	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)	45	0	0 (0)	3 (0)	2 (0)	3 (0)	7 (0)	0 (0)	4 (0)	22 (0)	4 (0)
Cattle/sheep (LFA)	40	0	5 (0)	4 (1)	1 (0)	1 (0)	2 (1)	0 (2)	0 (0)	5 (0)	22 (0)
Cattle/sheep (lowland)	31	0	1 (1)	0 (2)	1 (0)	3 (0)	2 (0)	1 (0)	5 (0)	14 (0)	4 (0)
Mixed	21	1	3 (0)	0 (0)	0 (0)	4 (0)	4 (0)	0 (0)	2 (0)	6 (0)	2 (0)
Total	185	1	10 (0)	11 (0)	9 (0)	14 (0)	21 (0)	12 (0)	16 (0)	57 (0)	35 (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 2009/10 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, 2009/10

Identical sample	16 -	28 -	40 -	60 -	100 -		
<i>ESU code</i>	< 16	< 28	< 40	< 60	< 100	< 200	200 +
<i>Farm type</i>							Total
Cereals and general cropping		1	7	5	7	3	23
Horticulture			2	1	2	2	7
Pigs and poultry							0
Dairy (LFA)			1	1	3	2	7
Dairy (lowland)			2	1	11	18	38
Cattle and sheep - LFA	3	12	9	7	2		33
Cattle and sheep - lowland	10	7	3	1			21
Mixed		2	3			1	7
Total	13	21	19	19	22	30	136
Full sample	16 -	28 -	40 -	60 -	100 -		
<i>ESU code</i>	< 16	< 28	< 40	< 60	< 100	< 200	200 +
<i>Farm type</i>							Total
Cereals and general cropping		2	2	8	5	8	31
Horticulture				2	1	4	10
Pigs and poultry							0
Dairy (LFA)			1	1	3	2	7
Dairy (lowland)	3		2	1	12	19	48
Cattle and sheep - LFA		14	10	10	3		37
Cattle and sheep - lowland	13	12	4	1	1		31
Mixed		5	4	1	3	7	21
Total	16	33	23	24	28	40	185

Comparable Conventional Farms (CCF)

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

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

Data Analysis Method

The 2009/10 report continues to utilise the new software process that was employed to carry out the 2007/08 and 2008/09 data analysis, ensuring full comparability between years. Custom built Java programs are used to sort the Defra dataset, to cluster conventional farms and to extract the correct data from the database.

Samples

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

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

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

The total number of organic farms for 2009/10, referred to as the full farm sample data, is shown alongside the identical datasets. Identical sample comparisons are presented for all main farm types and comprise identical farms that are present in both the 2008/09 and 2009/10 datasets. It was not possible to produce results for poultry holdings for 2009/10 due to a limited sample size.

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

seen as a reasonable indication of farm income levels for comparable organic and conventional farms.

Results Presentation

Summarised and detailed financial input, output, income, returns to labour and capital, liabilities and assets and some physical performance measures are presented based on current FBS data collection and collation guidelines⁴.

Whole farm data is presented in Appendix 1 and is summarised in tables in Section 2. Data is calculated for most robust types (e.g. cereals) and many individual farm types (e.g. LFA Dairy), depending on sample sizes. It has not been possible to publish poultry data in 2009/10 due a smaller sample than in 2008/09.

The results include a large number of variables for both financial and physical outputs, inputs in addition to factors such as labour and investment returns. This report focuses on the newer Farm Business Income (FBI) measure adopted by Defra and the Welsh Assembly Government, but the previously used Net Farm Income (NFI) figures are also shown in the detailed appendix data. The newer income measure is intended to reflect more closely actual profitability of farm businesses and does not include the adjustments designed to make farms comparable in terms of land tenure, reliance on borrowed capital and reliance on unpaid staff which Net Farm Income and Management and Investment Income were intended to do. As a result of the exclusion of notional costs for unpaid resources, Farm Business Income values are typically higher than Net Farm Incomes, but the relative performance of organic and conventional farms is similar in most cases. Please note there were methodology changes to land and building valuation so opening and closing values may vary between sample years.

Gross and net margin data are included for selected organic livestock and crop enterprises. Margins for organic dairy herds are presented on a herd size and top performing herds as well as regional basis, in addition to a two year identical sample. Cattle and sheep gross margins are shown for lowland and LFA farm types. For arable crops, gross and net margins are also shown, and include winter and spring wheat, spring barley, spring oats, and beans for stock feed. Where available, 2008/09 organic and conventional gross margin data are shown alongside the 2009/10 data. The conventional farm data are included from holdings that have been clustered within the whole farm section of this report.

Benchmark costs of production data are shown for organic milk, suckler store, finishing beef, finished lamb and arable crop 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 arable costs of production data were derived from the full FBS sample.

⁴ 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.

2. Whole-farm results

2.1 Presentation of results

The summary section shows 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 5). All whole-farm results for each farm type in this section and the appendices are simple averages.

Tables A1 to A7 in Appendix 1 (page 28 onwards), provide detailed figures for whole-farm outputs, inputs, incomes, returns to labour and capital, asset and liability information, land utilisation and crop performance, and stocking and livestock performance for the eight farm types. Other physical information available, in addition to the financial data collected, includes figures for livestock units per forage hectare, and labour units per farm. Where direct labour data were not available, labour units have been derived from wages paid using standard agricultural wages (based on Agricultural Wages Board). All labour-use figures presented are, however, based on estimated hours and should be treated with caution.

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

In line with changes to Farm Business Survey practice, two main income measures are shown: 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.

The 2009/10 dataset had changes to the calculation methods for land and buildings, therefore the closing asset values for the 2008/09 year may vary slightly with the 2009/10 opening valuations.

Farm Business Income (FBI) is the headline profitability figure and represents the return to all unpaid labour (farmers, spouses and others with an entrepreneurial interest in the farm business) and to all their capital invested in the farm business including land and farm buildings. FBI excludes notional rental values for owner-occupied land and unpaid labour included in NFI, but includes interest and other capital charges. It is designed to better reflect overall business performance including the increasing levels of business diversification currently found on farms. 2009/10 data also includes directors remuneration as a capital withdrawal from the business, in line with FBS practise from 2008/09 onwards.

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

2.2 Summary of whole-farm Farm Business Income results

Table 3 summarises the Farm Business Income (FBI) results for full samples and identical of organic and similar conventional farms on a whole farm and per ha basis for 2009/10 and 2008/09.

Table 3 Summary of Farm Business Incomes by farm type, 2009/10 and 2008/09

Full samples		2009/10			2008/09		
Farm type	Type*	Farms	£/farm	£/ha	Farms	£/farm	£/ha
Cropping	Organic	31	72946	335	25	81577	358
	CCF	260	36767	202	202	66528	322
Horticulture	Organic	10	10006	468	7	12958	639
	CCF	47	47510	2633	30	19431	1009
LFA dairy	Organic	7	37055	435	7	63140	678
	CCF	54	46927	523	39	39424	447
Lowland dairy	Organic	45	69572	530	44	65994	482
	CCF	308	52871	424	301	64040	553
LFA cattle and sheep	Organic	40	45210	315	39	36895	258
	CCF	273	36899	292	262	25084	199
Lowland cattle and sheep	Organic	31	28554	255	33	17871	158
	CCF	203	22233	225	223	19864	195
Mixed	Organic	21	51097	252	19	55644	314
	CCF	95	40257	242	95	34507	229
Identical samples		2009/10			2008/09		
Farm type	Type*	Farms	£/farm	£/ha	Farms	£/farm	£/ha
Cropping	Organic	23	69328	299	23	74921	329
	CCF	167	39405	212	167	53553	291
Horticulture	Organic	7	-1214	-97	7	24772	2121
	CCF	33	58300	5174	33	55897	4994
LFA dairy	Organic	7	37055	435	7	63140	678
	CCF	48	45692	518	48	51984	591
Lowland dairy	Organic	38	68935	503	38	74437	548
	CCF	220	49813	418	220	68793	586
LFA cattle and sheep	Organic	33	45195	320	33	42319	296
	CCF	210	36782	298	210	26652	216
Lowland cattle and sheep	Organic	21	24694	236	21	19761	187
	CCF	134	18989	200	134	15005	159
Mixed	Organic	7	26896	184	7	34256	235
	CCF	33	11343	89	33	28824	229

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

2.3 Cropping farms

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

Table 4 Summary data for cropping farms (£/ha), 2009/10 and 2008/09

	Full sample				Identical sample			
	2009/10		2008/09		Organic		Conventional	
	Org	Conv.	Org	Conv.	09/10	08/09	09/10	08/09
Sample number	31	260	25	202	23	23	167	167
Average farm size (UAA)	217.6	181.6	227.6	206.8	231.9	228.1	185.5	183.8
Business Size (ESU)	135.0	127.5	147.3	140.9	103.0	118.3	106.1	110.3
	£/ha	£/ha	£/ha	£/ha	£/ha	£/ha	£/ha	£/ha
Livestock outputs	196	126	174	107	141	151	133	124
Cropping outputs	734	700	728	784	420	460	588	653
Miscellaneous	158	153	213	182	162	190	145	142
Agri-env. payments	118	48	127	47	122	132	55	50
Subsidies/Single Payment	235	225	207	200	238	215	229	201
TOTAL OUTPUTS	1442	1252	1448	1320	1083	1148	1150	1170
Livestock inputs	109	56	77	53	61	65	60	60
Crop inputs	189	340	189	277	92	108	305	245
Labour	183	119	174	114	131	134	89	86
Machinery	359	311	379	297	280	293	258	257
General	125	121	122	138	111	100	128	123
Land & rent	142	103	149	119	110	119	99	108
TOTAL INPUTS	1107	1050	1090	998	785	819	938	878
Farm Business Income	335	202	358	322	299	329	212	291
Net Farm Income	242	122	270	251	201	233	131	205

The 2009/10 *full sample* indicates organic FBI per ha to be 66% higher than comparable conventional holdings. Organic output was 15% higher than conventional due to greater livestock and cropping output and higher agri-environment payments. However, organic costs were also slightly higher than conventional holdings, mainly as a result of greater livestock, labour and machinery costs, but crop input costs were much lower for similar economic output.

The *identical sample* showed a decline in both organic and conventional holding profitability, with FBI/ha falling by 9% and 27% respectively. Lower organic agricultural output in 2009/10 was only partly offset by higher support payments. Organic costs fell by 4% but conventional costs increased by 7%, mainly due to higher crop input costs.

Organic crop yields remained substantially lower than conventional e.g. conventional wheat yield of 7.9t/ha vs an organic wheat yield of 4.3t/ha, but the average organic wheat price was 81% higher than conventional at £181/t.

Overall, in financial terms, organic cropping holdings continued to perform above the level of comparable conventional holdings.

2.4 Horticulture

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

Table 5 Summary data for horticulture businesses (£/ha), 2009/10 and 2008/09

	Full sample				Identical sample			
	2009/10		2008/09		Organic		Conventional	
	Org	Conv.	Org	Conv.	09/10	08/09	09/10	08/09
Sample number	10	47	7	30	7	7	33	33
Average farm size (UAA)	21.4	18.0	20.3	19.3	12.5	11.7	11.3	11.2
Business Size (ESU)	289.4	276.2	99.9	95.8	350.7	321.8	337.4	375.2
	£/ha	£/ha	£/ha	£/ha	£/ha	£/ha	£/ha	£/ha
Livestock outputs	288	87	38	159	40	66	289	291
Cropping outputs	15528	27447	8413	7743	23691	24003	51985	67934
Miscellaneous	611	4080	1156	2071	361	718	8170	3687
Agri-env. payments	98	26	114	55	35	66	21	20
Subsidies/Single Payment	61	88	24	53	54	42	107	83
TOTAL OUTPUTS	16588	31729	9745	10081	24181	24895	60571	72014
Livestock inputs	89	35	28	69	27	48	105	108
Crop inputs	6309	10832	3669	3733	9620	8175	20139	30317
Labour	4334	9450	2593	2750	7461	7447	17757	18359
Machinery	2219	2754	1086	1075	2067	1960	5343	5434
General	2582	5518	1439	1255	4171	4424	11102	11759
Land & rent	587	506	292	190	932	720	951	1044
TOTAL INPUTS	16120	29097	9106	9072	24278	22774	55397	67020
Farm Business Income	468	2633	639	1009	-97	2121	5174	4994
Net Farm Income	559	2943	244	905	530	3227	5832	5614

The horticulture holding data has historically been difficult to assess due to the small sample sizes and large variation in intensity of production between holdings. Holdings are characterised by very high output but very high cost levels too.

The 2009/10 *full sample* indicates organic FBI per ha to be much lower than comparable conventional holdings. Organic cropping output was 44% lower than conventional, with lower miscellaneous income, though organic holdings had higher livestock and agri-environment income. However, organic costs were also much lower than conventional; with labour costs 50% lower and 42% lower crop inputs. Overall though, conventional holding FBI per ha remained higher for both 2008/09 and 2009/10 financial years.

The *identical sample* showed a decline in organic profitability due to slightly lower organic agricultural output in 2009/10 and a 7% increase in costs. Conventional holdings showed a slight increase in profitability despite 16% lower output, but a 17% fall in costs (mainly crop inputs) resulted in improved profitability.

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

2.5 LFA dairy farms

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

Table 6 Summary data for LFA dairy farms (£/ha), 2009/10 and 2008/09

	Full sample				Identical sample			
	2009/10		2008/09		Organic		Conventional	
	Org	Conv.	Org	Conv.	09/10	08/09	09/10	08/09
Sample number	7	54	7	39	7	7	48	48
Average farm size (UAA)	85.2	89.7	93.1	88.2	85.2	93.1	88.2	87.9
Business Size (ESU)	82.6	83.3	86.2	89.7	82.6	86.2	81.9	86.0
	£/ha	£/ha	£/ha	£/ha	£/ha	£/ha	£/ha	£/ha
Livestock outputs	1754	1573	1898	1710	1754	1898	1582	1798
Cropping outputs	14	26	20	20	14	20	23	15
Miscellaneous	19	59	39	30	19	39	73	36
Agri-env. payments	87	67	137	46	87	137	59	62
Subsidies/Single Payment	249	247	198	204	249	198	249	219
TOTAL OUTPUTS	2124	1972	2291	2009	2124	2291	1986	2129
Livestock inputs	906	642	862	729	906	862	652	721
Crop inputs	38	124	34	121	38	34	133	117
Labour	45	61	52	87	45	52	61	64
Machinery	426	362	378	342	426	378	370	386
General	172	169	160	193	172	160	177	169
Land & rent	103	91	127	91	103	127	76	80
TOTAL INPUTS	1689	1449	1614	1562	1689	1614	1469	1538
Farm Business Income	435	523	678	447	435	678	518	591
Net Farm Income	173	376	446	351	173	446	370	464

The LFA dairy sample remains small and so results should be viewed with some caution.

The 2009/10 *full sample* indicates lower profitability for organic LFA dairy farms than the comparable conventional sample. Organic farm FBI/ha was 36% lower than the conventional farms, despite higher output, but this was offset by higher costs, particularly livestock inputs (mainly feed and other livestock costs) and labour.

The *identical sample* showed a decline in FBI/ha of 35% and 12% respectively for organic and conventional LFA dairy holdings, with both sectors suffering reduced outputs. Conventional holdings appear to have reduced their costs in response to lower output but organic costs increased during the year.

In terms of milk production, the average organic milk yield was 6113 litres/cow, only 2% lower than the average conventional holding yield. The organic milk price was 26.2ppl, 22% higher than the average conventional price of 21.5ppl, but the organic price had fallen by 19% in the year, the conventional price falling by only 12%.

Overall, the small organic LFA dairy sample appears to indicate that organic holdings may now be achieving lower profitability than comparable conventional holdings, compared to a similar performance level the previous year.

2.6 Lowland dairy farms

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

Table 7 Summary data for lowland dairy farms (£/ha), 2008/09 and 2009/10

	Full sample				Identical sample			
	2009/10		2008/09		Organic		Conventional	
	Org	Conv.	Org	Conv.	09/10	08/09	09/10	08/09
Sample number	44	292	44	301	38	38	220	220
Average farm size (UAA)	131.2	124.7	136.9	115.9	137.2	135.8	119.1	117.4
Business Size (ESU)	144.6	151.3	148.7	143.2	146.5	146.5	140.6	141.2
	£/ha	£/ha	£/ha	£/ha	£/ha	£/ha	£/ha	£/ha
Livestock outputs	2078	2074	2049	2155	2012	2159	2019	2185
Cropping outputs	59	154	72	152	64	82	133	144
Miscellaneous	95	114	91	103	96	99	98	89
Agri-env. payments	94	22	80	28	77	83	24	25
Subsidies/Single Payment	232	245	196	218	232	207	237	214
TOTAL OUTPUTS	2559	2609	2487	2656	2482	2631	2512	2657
Livestock inputs	886	860	863	833	847	932	832	848
Crop inputs	52	223	49	200	54	57	218	193
Labour	229	223	234	181	232	229	203	183
Machinery	469	496	450	480	471	458	475	471
General	212	246	217	280	210	229	233	250
Land & rent	181	136	192	129	164	177	131	126
TOTAL INPUTS	2029	2185	2005	2104	1979	2083	2093	2070
Farm Business Income	530	424	482	553	503	548	418	586
Net Farm Income	481	278	459	459	442	510	259	474

The 2009/10 *full sample* indicates organic lowland dairy farm FBI per ha to be 25% higher than the comparable conventional sample. Organic output was slightly lower than the conventional farm level due to lower output for all factors except agri-environment payments. However, organic costs were also lower. Crop inputs in particular were much lower, reflecting the lower use of purchased fertilisers and pesticides.

The *identical sample* showed a decline in FBI/ha of 8% and 29% respectively for organic and conventional lowland dairy holdings. As with LFA dairy holdings, both sectors suffered reduced outputs. However, in contrast to the LFA dairy results organic holdings have reduced their costs by 5% but conventional costs increased by 1% during the year.

Differences between organic and conventional milk production were more marked in the lowland dairy holdings, with the average organic milk yield at 6104 litres/cow, around 13% lower than the average conventional holding yield. The organic milk price was 28.8ppl, 22% higher than the average conventional price of 23.6ppl, though the organic price had fallen by 13% in the year, the conventional price falling by only 8%.

Overall, in contrast to LFA dairy holdings, lowland organic dairy farms are continuing to outperform their conventional counterparts, despite a reduction in milk price in 2009/10.

2.7 LFA cattle and sheep farms

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

Table 8 Summary data for LFA cattle and sheep farms (£/ha), 2009/10 and 2008/09

	Full sample				Identical sample			
	2009/10		2008/09		Organic		Conventional	
	Org	Conv.	Org	Conv.	09/10	08/09	09/10	08/09
Sample number	40	273	39	262	33	33	210	210
Average farm size (UAA)	143.4	126.3	142.9	125.7	141.4	143.0	123.3	123.5
Business Size (ESU)	34.5	33.4	34.5	33.9	32.3	33.1	31.4	32.0
	£/ha	£/ha	£/ha	£/ha	£/ha	£/ha	£/ha	£/ha
Livestock outputs	417	512	434	442	412	389	486	423
Cropping outputs	19	17	6	20	11	8	14	13
Miscellaneous	45	38	39	35	49	44	44	39
Agri-env. payments	180	95	158	81	176	184	96	92
Subsidies/Single Payment	247	251	207	229	245	212	252	223
TOTAL OUTPUTS	907	913	843	806	893	838	892	791
Livestock inputs	155	197	176	199	152	141	189	183
Crop inputs	20	64	20	52	18	19	57	50
Labour	50	21	41	32	52	48	22	26
Machinery	182	186	186	179	169	170	178	171
General	98	83	104	85	96	92	82	86
Land & rent	86	70	57	59	86	71	66	58
TOTAL INPUTS	592	621	585	606	573	541	594	575
Farm Business Income	315	292	258	199	320	296	298	216
Net Farm Income	264	214	215	136	272	254	221	160

Through combining the four main LFA cattle and sheep farm types, the robust farm type sample comprised 40 farms in 2009/10.

The 2009/10 *full sample* highlighted that organic LFA cattle and sheep farms were more profitable than comparable conventional farms. Organic FBI/ha was 8% higher despite 19% lower livestock output, offset by 89% higher agri-environment payments, resulting in a similar overall output. Organic livestock and crop inputs were lower than conventional, with other costs were similar, resulting in slightly lower organic costs.

The *identical sample* shows improved profitability for both organic and conventional farms, FBI up 8% and 38% respectively. Output was higher for both sectors but costs increased for many variables.

Organic finished cattle prices were slightly higher than conventional at £904/head and £893/head respectively, organic prices 3% higher, conventional prices up by 4%. Lamb prices also increased in 2009/10, organic up 6% to £56/head, conventional rising by 37% to £63/head.

Overall, organic LFA cattle and sheep holdings continued to be more profitable than their conventional counterparts, but the difference had reduced in 2009/10.

2.8 Lowland cattle and sheep farms

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

Table 9 Summary data for lowland cattle and sheep farms (£/ha), 2008/09 and 2009/10

	Full sample				Identical sample			
	2009/10		2008/09		Organic		Conventional	
	Org	Conv.	Org	Conv.	09/10	08/09	09/10	08/09
Sample number	31	203	33	223	21	21	134	134
Average farm size (UAA)	112.2	99.0	113.1	102.0	104.9	105.7	94.7	94.4
Business Size (ESU)	21.3	21.3	27.8	26.7	20.0	22.9	19.8	20.2
	£/ha	£/ha	£/ha	£/ha	£/ha	£/ha	£/ha	£/ha
Livestock outputs	356	416	347	477	341	304	381	381
Cropping outputs	24	54	29	60	15	11	55	50
Miscellaneous	96	134	86	115	80	106	116	115
Agri-env. payments	127	48	134	41	132	144	50	46
Subsidies/Single Payment	217	192	179	200	220	196	187	167
TOTAL OUTPUTS	820	844	775	892	789	760	789	758
Livestock inputs	95	148	118	181	104	106	139	149
Crop inputs	25	39	19	52	19	16	37	37
Labour	40	55	62	50	51	51	39	39
Machinery	209	202	211	222	193	198	203	198
General	120	114	123	111	113	136	110	113
Land & rent	76	62	85	81	75	66	61	64
TOTAL INPUTS	565	620	617	697	553	573	588	599
Farm Business Income	255	225	158	195	236	187	200	159
Net Farm Income	177	125	118	115	135	115	92	59

The 2009/10 *full sample* indicated that organic lowland cattle and sheep holdings were 13% more profitable (FBI) than comparable conventional holdings, as a result of lower costs. Total output was similar though the proportion of income from support payments was higher for organic farms at 42% than conventional at 29%. Organic variable costs were lower than conventional, with similar fixed costs.

The *identical sample* showed improved profitability in 2009/10 for both sectors. Organic livestock output was slightly higher, whilst support payments increased for both sectors. Costs were similar for conventional farms and slightly higher for organic holdings.

Lowland organic finished cattle prices averaged £878/head, 5% higher than the conventional average of £835/head. The lowland holding organic finished lamb price was similar to the conventional price, averaging £66/head, up 10% from 2008/09.

Overall, profitability of organic lowland cattle and sheep holdings improved in 2009/10, to maintain a financial advantage over comparable conventional holdings.

2.9 Mixed farms

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

Table 10 Summary data for mixed farms (£/ha), 2008/09 and 2009/10

	Full sample				Identical sample			
	2009/10		2008/09		Organic		Conventional	
	Org	Conv.	Org	Conv.	09/10	08/09	09/10	08/09
Sample number	21	95	19	95	7	7	33	33
Average farm size (UAA)	202.8	166.4	177.4	150.7	146.4	145.7	127.9	125.8
Business Size (ESU)	88.6	82.0	78.9	79.9	77.0	82.5	83.6	82.8
	£/ha	£/ha	£/ha	£/ha	£/ha	£/ha	£/ha	£/ha
Livestock outputs	696	719	595	615	739	793	832	891
Cropping outputs	250	267	226	323	232	256	344	412
Miscellaneous	97	142	71	155	86	90	121	115
Agri-env. payments	110	57	130	50	94	92	38	34
Subsidies/Single Payment	231	231	212	206	234	207	247	229
TOTAL OUTPUTS	1383	1416	1233	1349	1385	1437	1583	1681
Livestock inputs	329	350	228	295	343	321	412	435
Crop inputs	85	178	74	163	93	103	223	218
Labour	148	114	98	116	249	232	151	143
Machinery	310	319	266	289	307	296	436	377
General	123	122	137	145	108	119	137	152
Land & rent	136	92	117	113	102	132	135	126
TOTAL INPUTS	1131	1175	919	1121	1201	1202	1494	1452
Farm Business Income	252	242	314	229	184	235	89	229
Net Farm Income	216	146	273	165	130	192	-34	130

The 2009/10 *full sample* showed slightly higher organic farm profitability, whilst conventional holding FBI increased by 37%. Total output was similar for both types, with similar livestock and cropping outputs and only minor differences between miscellaneous and agri-environment values. Organic farm costs were lower than conventional, mainly due to lower cropping and livestock costs.

The *identical sample* only comprised of 7 organic farms as mixed farms often change typology due to small changes in cropping area or livestock numbers. The data indicated reduced profitability for both organic and conventional farms. Total output was lower, with reduced cropping and livestock output. Costs were also higher for both sectors, due to increased organic livestock and higher conventional cropping and fixed costs.

Organic mixed farms achieved an average wheat yield of 4.7t/ha and a price of £172/t, compared to 7.8t/ha and £100/t for conventional production. Organic and conventional finished cattle and lamb prices were similar, cattle at £905 and £892 per head and lamb at £66 and £68 per head for organic and conventional respectively.

Overall, organic mixed farming systems achieved a higher level of profitability than conventional systems, even when organic payments are taken into account.

3. Enterprise gross and net margins

Tables 11 to 14 show gross and net margin results for selected organic livestock and crop enterprises for 2009/10 and 2008/09, with comparative conventional data shown where available. More detailed data is shown in Appendix 2, page 84. (Caution is required when making comparisons between years as only Table 11 has an identical sample for both years).

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

All gross/net margin data has been calculated as 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.

Table 11 presents dairy data for an identical and full sample. Of the **identical** sample of 44 organic and 112 comparable conventional dairy net margins over two years, both organic and conventional holding gross and net margins fell in 2009/10. Organic holding output fell by 9%, conventional by 6.5%, both due to lower milk prices and despite increased milk yield per cow. Organic holdings were able to reduce their variable costs while conventional costs increased, with the total organic cost of production falling by 5.7%, but conventional costs increasing by 1.5%. Overall, organic holding net margin over all costs fell by £96/cow to £-45, conventional fell by £160/cow to £-62.

Table 11 also contains results for the full sample of 52 organic dairy enterprises and 182 comparable conventional enterprises. Comparing organic and conventional groups, the organic farms achieved 5% higher outputs, through a slightly higher milk price and a similar milk yield. Both variable and fixed costs were similar, but overall, higher output and slightly lower costs resulted in an organic net margin of £-28/cow, conventional performance at £-87/cow.

Table 12 shows organic LFA cattle gross margins to be above conventional levels, but lowland organic gross margins to be slightly lower. Due to lower output from the organic farms fixed costs were higher per head, resulting in large negative margins, though these were usually offset by support payments.

Table 13 shows that organic sheep gross margins were similar or above conventional levels, due to lower costs, but higher fixed costs resulted in negative net margins. Lowland sheep margins would remain negative even with the addition of support payments.

Table 14 presents crop gross and net margin data, showing a mixed picture in 2009/10. Some crops had improved margins whilst other declined. Overall, most organic crop net margins remained above conventional levels, though nearly all were negative, reflecting the continued need for support payments across all sectors.

Table 11 Summary of organic and conventional dairy gross and net margins (2008/09 and 2009/10)

Sample Type Herd characteristics Year	Identical Sample				Full Sample			
	Organic		Conventional**		Organic		Conventional**	
	2008/09	2009/10	2008/09	2009/10	2008/09	2009/10	2008/09	2009/10
Number of herds	44	44	112	112	49	52	171	182
Average farm area - actual ha	138	138	113	116	146	151	111	129
Average size of the farm business (ESU)	134	134	138	138	137	144	132	145
Average size of herd (dairy cows)	115	117	112	113	116	122	107	117
Average milk yield (litres per cow)	5799	5946	6965	7064	5753	6153	6953	7151
Implied milk price (ppl)	34	29	26	24	33	29	26	24
Enterprise output (£ per cow)								
Milk disposals (1)	1969	1783	1823	1714	1931	1841	1808	1737
Other output less transfers in	-88	-65	-78	-82	-83	-61	-68	-78
Total enterprise output	1881	1718	1745	1632	1847	1780	1740	1659
Variable Costs (£ per cow)								
Concentrates	585	491	472	464	558	532	477	480
Other feed and keep	13	21	29	24	14	24	28	23
Other livestock costs - dairy	196	203	182	195	195	208	184	200
Total variable costs	794	716	683	683	768	764	689	703
Margin over concentrates	1296	1226	1273	1168	1289	1248	1263	1179
Forage variable costs (£ per cow)	30	26	85	99	31	32	87	97
Gross margin including forage costs	1057	976	977	850	1049	984	964	859
Fixed Costs (£ per cow)§								
Labour	157	160	114	122	166	155	102	135
Power and machinery	288	300	234	243	281	302	234	254
Land and buildings	100	91	85	86	102	90	82	88
General farm costs	83	80	69	72	81	76	70	73
Rent and finance	80	74	67	54	84	77	66	56
Total fixed costs	709	705	570	577	713	701	555	606
Total actual costs	1533	1446	1338	1358	1512	1498	1330	1406
Net margin over actual costs	348	272	407	273	335	282	410	253
Total imputed costs	297	317	309	336	287	310	327	340
Total costs including imputed	1831	1763	1647	1694	1799	1808	1657	1746
Net margin over all costs	51	-45	98	-62	48	-28	83	-87
Other related outputs (ORO)								
LFA and agri-environmental payments	64	71	32	35	65	81	29	43
Organic Farming Scheme Payment	11	3	0	0	10	7	0	0
Single Payment Scheme	140	160	119	131	145	168	122	138
Total other related outputs	215	234	151	166	220	257	151	180
NM over all costs (inc. ORO)	266	189	249	103	268	229	234	93

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

Includes unpaid labour, imputed rent and interest on tenants capital

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

Table 12 Summary of organic and conventional beef gross and net margins (£/cow), 2009/10, full samples

LFA status Production system Organic or conventional system	Less Favoured Area				Lowland Area			
	Finished cattle		Store cattle		Finished cattle		Store cattle	
	Org.	Conv.**	Org.	Conv.**	Org.	Conv.**	Org.	Conv.**
Number of herds	10	34	15	102	37	62	13	55
Average farm area - actual ha	222	149	359	203	202	153	99	119
Average size of the farm business (ESU)	49	42	36	34	81	62	27	47
Average size of herd	44	43	32	37	45	44	29	32
Enterprise output (£ per cow)								
Finished beef sales	1164	1137	21	20	710	1362	87	227
Store beef sales & transfers	246	141	596	619	184	186	451	730
Other output less transfers in	-87	-313	32	47	2	-304	51	-162
Total enterprise output	1323	965	649	686	896	1244	589	795
Variable Costs (£ per cow)								
Concentrates	179	211	82	129	93	333	30	104
Other feed and keep	91	35	38	37	24	37	6	26
Other livestock costs - dairy	231	143	141	125	165	179	104	149
Total variable costs	501	389	261	291	282	549	140	279
Gross margin before forage costs	823	576	388	395	614	695	449	515
Forage variable costs (£ per cow)	59	175	29	90	69	132	23	78
Gross margin including forage costs	764	401	360	305	546	563	425	437
Fixed Costs (£ per cow)\$								
Labour	162	39	93	21	199	173	50	131
Power and machinery	467	253	237	229	369	356	379	298
Land and buildings	173	83	70	54	104	118	108	91
General farm costs	123	83	76	71	124	95	129	102
Rent and finance	100	71	110	45	134	79	45	68
Total fixed costs	1024	528	587	420	931	821	712	689
Total actual costs	1584	1092	877	801	1281	1501	875	1047
Net margin over actual costs	-261	-128	-227	-115	-385	-257	-286	-252
Total imputed costs#	536	440	322	380	549	610	619	608
Total costs including imputed	2120	1532	1199	1181	1830	2111	1494	1655
Net margin over all costs	-797	-567	-550	-495	-934	-867	-906	-861
Other related outputs (ORO)								
LFA and agri-environmental payments	327	112	322	168	356	202	394	262
Organic Farming Scheme Payment	27	0	84	0	9	0	19	0
Single Payment Scheme	669	483	513	389	547	466	470	455
Total other related outputs	1024	595	919	556	912	668	882	717
NM over all costs (inc. ORO)	227	28	369	61	-22	-199	-23	-144

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

Includes unpaid labour, imputed rent and interest on tenants capital

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

Table 13 Summary of organic and conventional sheep gross and net margins (£/ewe), 2009/10, full samples

LFA status Productivity	Less Favoured Area				Lowland Area	
	Lower		Higher		All flocks	
Organic or conventional system	Org.	Conv.**	Org.	Conv.**	Org.	Conv.**
Number of flocks	9	58	29	138	37	150
Average farm area - actual ha	288	275	251	148	183	137
Average size of the farm business (ESU)	42	37	47	41	69	72
Average size of herd	603	622	505	555	192	269
Finished lambs sold per ewe	0.52	0.57	1.27	0.99	1.12	1.16
Enterprise output (£ per ewe)						
Finished lamb sales	27	31	81	61	72	76
Store lamb sales	9	5	2	4	6	8
Other output less transfers in	2	12	5	12	4	6
Total enterprise output	39	47	87	77	82	90
Variable Costs (£ per ewe)						
Concentrates	5	9	13	13	9	14
Other feed and keep	3	6	5	3	2	2
Other livestock costs - dairy	6	8	14	11	17	16
Total variable costs	14	23	32	27	28	32
Gross margin before forage costs	25	24	55	50	54	58
Forage variable costs (£ per ewe)	2	5	3	9	4	10
Gross margin including forage costs	23	19	52	41	50	48
Fixed Costs (£ per ewe)§						
Labour	3	2	16	3	31	15
Power and machinery	18	17	30	22	31	25
Land and buildings	4	4	9	5	10	8
General farm costs	4	5	7	6	10	8
Rent and finance	5	6	8	3	12	7
Total fixed costs	34	34	70	39	94	63
Total actual costs	50	62	105	76	125	105
Net margin over actual costs	-11	-15	-18	2	-43	-15
Total imputed costs	27	31	31	38	47	54
Total costs including imputed	77	93	136	114	172	159
Net margin over all costs	-38	-46	-48	-37	-90	-69
Other related outputs (ORO)						
LFA and agri-environmental payments	20	18	23	9	27	12
Organic Farming Scheme Payment	8	0	2	0	1	0
Single Payment Scheme	28	29	38	30	41	30
Total other related outputs	56	47	63	39	69	42
NM over all costs (inc. ORO)	18	0	14	2	-21	-26

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

Includes unpaid labour, imputed rent and interest on tenants capital

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

Table 14 Summary of organic and conventional crop gross, net margins (£/ha), 2009/10, full samples

Crop Enterprise	Winter Wheat		Spring Wheat		Spring Barley		Winter Oats		Spring Oats		Feed Beans		Potatoes		Market Garden	
	Org	Conv	Org	Conv	Org	Conv	Org	Conv	Org	Conv	Org	Conv	Org	Conv	Org	Conv
Number of enterprises	27	233	12	7	35	154	19	48	21	20	25	65	8	19	7	7
Average farm area - actual ha	261	197	252	251	210	163	255	194	147	182	297	251	142	140	60	64
Average business size (ESU)	127	137	109	172	84	103	106	112	72	109	119	151	132	171	227	210
Area of crop grown (ha.)	35	56	21	16	17	21	21	16	12	12	20	26	9	14	5	16
Total production (tonnes/units)	161	474	89	87	60	118	79	106	49	65	53	93	233	567	-	-
Yield tonnes/units per hectare	4.6	8.4	4.3	5.5	3.5	5.7	3.8	6.6	4.3	5.5	2.7	3.6	26.6	41.0	-	-
Crop Value (£ per tonne/unit)	186	103	182	161	151	91	136	91	131	84	233	139	226	99	-	-
Enterprise output																
Revenue	479	462	325	269	214	264	179	899	157	214	287	283	5327	3653	29867	5913
Feed used on farm	32	25	49	0	104	99	60	88	140	117	56	19	9	17	0	0
Other output	391	422	483	683	295	229	364	-330	332	190	288	202	676	370	0	0
Total enterprise output	902	909	857	953	613	591	603	657	629	521	631	503	6012	4040	29867	5913
Variable Costs																
Seeds	89	57	104	66	63	58	74	46	79	51	93	54	1236	714	2721	762
Fertilisers	5	221	31	195	12	140	2	147	22	103	21	55	125	588	1387	381
Crop protection	10	161	2	69	0	84	3	89	0	70	0	98	117	490	21	370
Other crop costs	17	34	26	43	26	28	17	32	17	27	14	19	218	194	3080	753
Total variable costs	121	473	163	372	102	310	97	315	117	251	128	226	1695	1986	7209	2266
Gross margin	781	436	694	580	511	281	506	342	512	270	503	277	4316	2054	22658	3647
Fixed Costs (£ per cow)§																
Labour	84	47	38	44	14	36	24	28	16	30	37	37	650	520	9887	1433
Power and machinery	415	338	502	337	326	307	361	309	428	229	377	199	1035	875	1946	1075
Land and buildings	44	51	38	56	44	51	33	47	47	37	42	46	59	59	553	55
General farm costs	56	61	56	54	59	64	61	73	74	52	51	54	390	81	1272	355
Rent and finance	51	64	77	82	64	55	66	49	75	83	58	63	241	147	151	209
Total fixed costs	650	562	710	573	507	513	545	506	639	429	564	398	2375	1683	13808	3128
Total actual costs	771	1035	977	1011	671	881	715	867	835	731	785	679	5307	4382	23738	6156
Net margin over actual costs	131	-126	-121	-59	-58	-290	-112	-210	-206	-210	-153	-176	705	-342	6128	-243
Total imputed costs#	156	167	103	180	91	146	115	180	121	91	113	130	483	592	1831	714
Total costs including imputed	927	1202	1080	1192	763	1027	830	1048	957	822	897	808	5790	4974	25570	6870
Net margin over all costs	-25	-293	-223	-239	-150	-436	-227	-391	-327	-301	-266	-305	222	-934	4297	-957
Other related outputs (ORO)																
LFA and agri-environment	134	93	143	92	122	98	157	84	119	129	129	96	146	88	90	58
Organic Farming Scheme	10	0	2	0	9	0	10	0	11	0	8	0	0	0	0	0
Single Payment Scheme	223	222	225	188	223	228	215	209	223	228	218	217	218	238	190	145
Total other related outputs	367	315	370	280	355	326	382	294	353	358	354	313	364	326	280	203
NM over all costs (inc. ORO)	342	22	147	40	205	-110	155	-97	26	56	88	7	586	-608	4577	-754

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

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

Includes unpaid labour, imputed rent and interest on tenants capital

4. Benchmark costs of production

Detailed costs of production data for dairy, beef and sheep is shown in Appendix 3 (page 96), but summary data is shown in Table 15 to Table 18.

Costs of production data is collected in Wales for dairy, beef and sheep systems, but under the existing data collection system for England it is not possible to obtain the sale/transfer weights needed to calculate costs of production for beef and lamb. Therefore dairy and arable data is available for both England and Wales, but only Welsh data is available for beef and sheep sectors, with the finished beef sample comprising only 6 holdings.

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

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, tonnes of yield for arable).

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

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

4.1 Dairy enterprise production costs

Three different samples of data were available to calculate dairy costs of production. The Defra dataset for England and Wales provided data from 52 organic and 182 comparable conventional holdings, as well as an identical sample of 44 organic and 112 conventional for 2008/09 and 2009/10. In addition to this data, the Welsh FBS collected dairy benchmark data for 8 organic farms and 107 conventional holdings. The England and Wales data is summarised in Table 15 and the Welsh FBS data is shown in Table 16. More detailed results are shown in Appendix 3 starting on page 96.

England & Wales Identical Sample

The identical sample data indicate an improved milk yield for both organic and conventional holdings, but lower overall output due to lower milk prices. Overall, organic output was 10% lower, conventional output was 7% lower. However, organic variable costs were also down by 12% whilst conventional variable costs didn't change. Fixed costs were similar for both sectors, resulting in a margin over all costs of 1.2ppl for organic farms (down 60%), and 0ppl for conventional farms (down 100%).

England & Wales Full Sample

The full sample shows organic output to be 28% higher at 31.4ppl, despite 14% lower milk production per cow. However, organic total actual costs to be 23% higher, mainly due to higher feed costs per litre of milk. Organic fixed costs were also slightly higher due to similar costs divided by less milk production.

Welsh FBS Sample

The Welsh dairy farm costs of production data from a small sample of 7 organic and 107 conventional farms is shown in Table 16, indicating the organic milk yield per hectare was lower than conventional. Organic costs of production were higher than conventional, but still resulted in a higher margin of 4.4ppl, compared to conventional holdings at 2ppl. The inclusion of imputed costs and support payments results in an organic net margin 49% higher than the conventional figure.

Table 15 Summary of costs of production data for milk, 2008/09 and 2009/10 (Identical and Full Samples)

Sample Type Herd characteristics Year	Identical Sample				Full Sample		
	Organic		Conventional**		Organic		Conv.**
	2008/09	2009/10	2008/09	2009/10	2008/09	2009/10	2009/10
Number of herds	44	44	112	112	49	52	182
Average size of herd (dairy cows)	115	117	112	113	116	122	117
Average milk yield (litres per cow)	5799	5946	6965	7064	5753	6153	7151
Average farm size (effective ha)	131	130	108	110	139	144	119
Average size of the farm business (ESU)	134	134	138	138	137	144	145
Enterprise output (pence per litre)							
Milk disposals	34.0	30.0	26.2	24.3	33.6	29.9	24.3
Other output less transfers in	-1.5	-1.1	-1.1	-1.2	-1.5	-1.0	-1.1
Dairy outputs	32.4	28.9	25.1	23.1	32.1	28.9	23.2
Variable Costs							
Concentrates	10.1	8.3	6.8	6.6	9.7	8.6	6.7
Other feed and keep	0.2	0.4	0.4	0.3	0.2	0.4	0.3
Other livestock costs - dairy	3.4	3.4	2.6	2.8	3.4	3.4	2.8
Total variable costs	13.7	12.0	9.8	9.7	13.3	12.4	9.8
Herd replacement	1.0	1.2	0.8	1.1	1.0	1.1	1.1
Forage variable costs (£ per cow)	0.5	0.4	1.2	1.4	0.5	0.5	1.4
Gross margin including forage costs	17.3	15.3	13.2	11.0	17.2	14.9	10.9
Fixed Costs\$							
Labour	2.7	2.7	1.6	1.7	2.9	2.5	1.9
Power and machinery	5.0	5.0	3.4	3.4	4.9	4.9	3.6
Land and buildings	1.3	1.1	1.0	0.9	1.4	1.1	1.0
General farm costs	1.8	1.7	1.2	1.3	1.8	1.6	1.3
Rent and finance	1.4	1.2	1.0	0.8	1.5	1.3	0.8
Total fixed costs	12.2	11.9	8.2	8.2	12.4	11.4	8.5
Total actual costs	27.4	25.5	20.0	20.3	27.3	25.4	20.7
Net margin over actual costs	5.0	3.4	5.0	2.8	4.8	3.5	2.5
Total imputed costs#	4.4	4.6	3.7	4.0	4.4	4.4	4.0
Total costs including imputed	31.8	30.1	23.7	24.3	31.7	29.8	24.7
Net margin over all costs	0.6	-1.2	1.4	-1.2	0.4	-0.9	-1.5
Other related outputs (ORO)							
LFA and agri-environmental payments	1.2	1.0	0.2	0.2	1.2	1.2	0.3
Organic Farming Scheme Payment	1.2	1.3	0.9	1.0	1.3	1.3	1.2
Single Payment Scheme	2.4	2.7	1.7	1.9	2.4	2.5	1.4
Total other related outputs	4.8	5.1	2.8	3.1	4.9	5.0	2.8
NM over all costs (inc. ORO)	5.4	3.9	4.2	1.9	5.3	4.1	1.3

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

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

Includes unpaid labour, imputed rent and interest on tenants capital

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

Table 16 Summary costs of production - Welsh milk production, 2008/09–2009/10 (ppl)

Year Production system	2008/09		2009/10	
	Organic	Conv.	Organic	Conv.
<i>Holdings (n)</i>	8	113	7	107
Yield/ha	13323	13103	8683	12522
Price/litre	31.8	24.8	28.8	21.9
Total output	33.0	26.4	30.6	23.6
Feeds	8.1	6.3	8.9	6.2
Veterinary and medicines	0.7	0.8	0.7	0.8
Forage	2.3	2.4	2.3	2.3
Other variable costs	2.0	2.0	2.8	2.3
Herd replacement	1.3	0.9	0.7	1.3
<i>Total variable costs</i>	<i>14.4</i>	<i>12.5</i>	<i>15.4</i>	<i>12.9</i>
Gross Margin	18.6	13.9	15.2	10.7
Labour	0.8	0.7	0.9	0.9
Power and machinery	2.9	2.5	3.7	2.5
Land and buildings	1.7	1.3	1.9	1.4
General farm costs	1.3	1.1	1.2	0.8
Rent and finance	1.2	1.1	0.5	0.9
<i>Total fixed costs</i>	<i>7.8</i>	<i>6.7</i>	<i>8.1</i>	<i>6.5</i>
Total costs	22.2	19.2	23.5	19.4
Net Margin	10.8	7.2	7.1	4.2
Net Margin (£/ha)	1439	946	616	527
Value of farm family's own resources	6.2	6.3	9.1	6.6
Tir Mynydd, agri-environment	0.3	0.4	0.8	0.4
Organic Farming Scheme support	0.9	0.0	0.9	0.0
Single farm payment	3.4	3.9	4.6	4.1
Net Margin incl. own resources and support payments	9.2	5.3	4.4	2.0
Net Margin incl. own resources and support payments (£/ha)	1220	688	378	254

4.2 Beef and lamb enterprise production costs

Costs of production data for beef and lamb were only available for Welsh farm data, as livestock sale weights are not collected by FBS in England. The sample sizes are smaller in 2009/10 due to the reduction in the number of Welsh organic farms data is collected from due to funding constraints. Summary data is presented in Table 17, with more detailed data shown in Appendix 3 starting on page 96.

Breeding beef suckler store production

The sample of 12 Welsh organic holdings achieved slightly lower output than conventional holdings, with lower output per hectare and a lower average price. However, due to lower costs the organic gross margin was 36% higher at 75p per kg LW. Due to lower physical output, organic fixed costs were 44% higher per kilogram. Overall, the organic net margin was negative for both sectors at -86 and -57 pence per kg LW respectively. When the farms resources such as unpaid labour and support payments are also taken into account the organic net margin increases to 197p/kg LW ahead of the conventional figure of 108p/kg LW.

Finished (trading) beef production

The 2009/10 sample of 6 organic farms achieved 24% higher output, with a 4% organic price premium over conventional, but physical output per hectare was 24% lower. Organic variable costs were 10% lower due to lower feed costs, but fixed costs were 73% higher due to similar costs being apportioned over less output. The overall organic net margin was -35p/kg DW, resulting in a margin per hectare of £-56/ha. When the farms resources such as unpaid labour and interest on tenants capital and support payments are included, organic production achieved a net margin per hectare of £315/ha compared to £136/ha for conventional holdings.

Finished (trading) lamb production

The sample of 19 Welsh organic finished lamb producers achieved an identical price and total output to conventional producers, despite physical output being 30% lower. Organic variable costs were 18% lower than conventional, mainly due to lower feed and forage costs, but organic fixed costs were much higher, in part due to the lower physical production. Overall, the organic net margin was -25p/kg DW, and £-37/ha, compared to the conventional margin of 13p/kg DW and £26/ha. When the farm resources such as unpaid labour and interest on tenants capital and support payments are included, organic production achieved a net margin per hectare of £447/ha compared to £156/ha for conventional holdings.

Table 17 Summary costs of production for Welsh beef store, finished beef and lamb production, 2008/09–2009/10 (p/kg)

Year Production system	Breeding beef (liveweight)				Trading beef (deadweight)				Lamb (deadweight)			
	2008/09		2009/10		2008/09		2009/10		2008/09		2009/10	
	Organic	Conv.	Organic	Conv.	Organic	Conv.	Organic	Conv.	Organic	Conv.	Organic	Conv.
<i>Holdings (n)</i>	22	60	12	53	16	19	6	23	24	87	19	106
Yield/ha	190	251	187	249	150	237	162	214	167	258	146	209
Price/kg	139	135	128	140	322	285	312	299	296	280	328	329
Total output	143	149	138	150	370	408	392	317	307	287	344	345
Feeds	20	22	12	19	72	73	52	70	49	57	45	62
Veterinary and medicines	11	11	10	11	5	6	7	7	18	16	19	19
Forage	29	39	33	40	37	56	51	64	29	44	29	46
Other variable costs	20	18	22	14	34	39	49	34	26	25	29	28
Herd replacement	10	12	-13	12	-	-	-	-	32	31	25	26
<i>Total variable costs</i>	<i>89</i>	<i>102</i>	<i>63</i>	<i>95</i>	<i>148</i>	<i>174</i>	<i>159</i>	<i>176</i>	<i>154</i>	<i>173</i>	<i>148</i>	<i>181</i>
Gross margin	53	47	75	55	222	234	234	140	153	114	197	163
Labour	11	10	16	8	21	16	5	17	12	7	23	11
Power and machinery	84	53	64	55	104	76	114	78	90	62	96	69
Land and buildings	32	18	21	14	39	28	30	20	28	23	30	21
General farm costs	44	26	33	23	49	37	69	35	36	28	36	31
Rent and finance	23	17	27	12	37	12	49	8	27	23	37	19
<i>Total fixed costs</i>	<i>194</i>	<i>124</i>	<i>161</i>	<i>112</i>	<i>250</i>	<i>168</i>	<i>268</i>	<i>158</i>	<i>194</i>	<i>142</i>	<i>222</i>	<i>150</i>
Total costs	283	225	224	207	398	343	427	334	348	315	370	332
Net Margin	-141	-77	-86	-57	-28	65	-35	-18	-40	-28	-25	13
Net Margin (£ per ha)	-267	-192	-161	-143	-41	155	-56	-38	-67	-72	-37	26
Value of farm family's own resources	359	283	315	262	462	281	453	337	295	202	321	224
Tir Mynydd, agri-environment	132	84	140	76	169	35	126	39	95	38	270	55
Organic Farming Scheme support	104	0	59	0	111	0	79	0	96	0	80	5
Single farm payment	356	373	399	351	445	302	478	376	265	194	303	227
Net Margin incl. own resources and support payments	92	98	197	108	235	120	194	61	121	2	307	75
Net Margin incl. own resources and support payments (£/ha)	175	245	370	270	353	286	315	130	202	5	447	156

4.3 Cropping enterprise production costs

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

Table 18 Summary of organic and conventional crop costs of production (£/t), 2009/10, full samples

Crop Enterprise	Winter Wheat		Spring Wheat		Spring Barley		Winter Oats		Spring Oats		Feed Beans		Potatoes	
	Org	Conv	Org	Conv	Org	Conv	Org	Conv	Org	Conv	Org	Conv	Org	Conv
Number of enterprises	27	233	12	7	35	154	19	48	21	20	25	65	8	19
Average farm area - actual ha	261	197	252	251	210	163	255	194	147	182	297	251	142	140
Average business size (ESU)	127	137	109	172	84	103	106	112	72	109	119	151	132	171
Area of crop grown (ha.)	35	56	21	16	17	21	21	16	12	12	20	26	9	14
Total production (tonnes/units)	161	474	89	87	60	118	79	106	49	65	53	93	233	567
Yield tonnes/units per hectare	4.6	8.4	4.3	5.5	3.5	5.7	3.8	6.6	4.3	5.5	2.7	3.6	26.6	41.0
Crop Value (£ per tonne/unit)	186	103	182	161	151	91	136	91	131	84	233	139	226	99
Enterprise output	£/t	£/t	£/t	£/t	£/t	£/t	£/t	£/t	£/t	£/t	£/t	£/t	£/t	£/t
Revenue	105	55	76	49	62	46	48	45	37	39	106	78	201	89
Feed used on farm	7	3	11	0	30	17	16	13	33	21	21	5	0	0
Other output	86	50	112	124	85	40	97	41	78	35	106	56	25	9
Total enterprise output	198	108	199	173	177	104	160	99	148	95	233	139	226	99
Variable Costs														
Seeds	20	7	24	12	18	10	20	7	19	9	34	15	47	17
Fertilisers	1	26	7	35	4	25	1	22	5	19	8	15	5	14
Crop protection	2	19	0	13	0	15	1	13	0	13	0	27	4	12
Other crop costs	4	4	6	8	8	5	4	5	4	5	5	5	8	5
Total variable costs	27	56	38	68	29	55	26	48	28	46	47	63	64	48
Gross margin	172	52	161	106	148	49	135	52	120	49	186	77	163	50
Fixed Costs (£ per cow)§														
Labour	18	2	1	1	1	1	3	4	0	1	1	5	1	5
Power and machinery	91	40	117	61	94	54	96	47	100	42	139	55	39	21
Land and buildings	10	6	9	10	13	9	9	7	11	7	15	13	2	1
General farm costs	12	7	13	10	17	11	16	11	17	9	19	15	15	2
Rent and finance	11	8	18	15	19	10	17	7	18	15	22	17	9	4
Total fixed costs	143	63	157	98	143	85	141	76	146	74	195	105	66	33
Total actual costs	169	119	195	166	173	140	167	124	174	120	243	168	130	81
Net margin over actual costs	29	-11	4	8	4	-36	-6	-24	-26	-24	-10	-29	97	17
Total imputed costs#	34	20	24	33	26	26	30	27	29	17	42	36	18	14
Total costs including imputed	203	139	219	198	199	166	197	151	202	136	284	204	148	96
Net margin over all costs	-5	-31	-20	-25	-22	-62	-37	-52	-55	-41	-51	-65	78	3
Other related outputs (ORO)														
LFA and agri-environment	29	11	33	17	35	17	42	13	28	24	48	27	5	2
Organic Farming Scheme	2	0	0	0	3	0	3	0	3	0	3	0	0	0
Single Payment Scheme	49	26	52	34	65	40	57	32	52	42	80	60	8	6
Total other related outputs	81	37	86	51	103	57	102	44	83	65	131	87	14	8
NM over all costs (inc. ORO)	75	6	66	26	81	-4	65	-7	28	24	80	22	92	11

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

Includes unpaid labour, imputed rent and interest on tenants capital

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Appendix 1 Detailed Whole Farm Results

Table A1.1 CROPPING FARM RESULTS OUTPUTS AND INPUTS		ORGANIC							
		<i>Identical sample</i>				<i>Full sample</i>			
		2008/09		2009/10		2008/09		2009/10	
Sample number		23		23		25		31	
Average farm size (UAA)		228		232		228		218	
Business size (ESU)		118		103		147		135	
OUTPUTS		£/farm	£/ha	£/farm	£/ha	£/farm	£/ha	£/farm	£/ha
Dairy -	milk output	173	1	536	2	159	1	398	2
	cattle	-21	0	-387	-2	-19	0	-287	-1
	net quota	0	0	0	0	0	0	0	0
	valuation change	94	0	244	1	87	0	181	1
Other cattle	output	20557	90	18872	81	26085	115	17222	79
	valuation change	3392	15	4014	17	1678	7	4982	23
Sheep -	total output	5432	24	6309	27	4243	19	5358	25
	valuation change	202	1	-191	-1	264	1	-260	-1
Other livestock		4556	20	3419	15	7136	31	15015	69
Arable crops	output	97380	427	87686	378	156808	689	150617	692
	protein/energy support	372	2	466	2	360	2	488	2
By products forage and cults		7509	33	9830	42	8806	39	9210	42
Miscellaneous (incl. farmhouse benefit value)		42640	187	36920	159	47785	210	34003	156
	- organic grants	3851	17	3068	13	3499	15	2374	11
	- other agri-env.payments	26162	115	25234	109	25369	111	23391	107
	- subsidy/single farm payment	48735	214	54731	236	46642	205	50661	233
	FARM REVENUE	261035	1145	250752	1081	328902	1445	313353	1440
INPUTS									
Feeds	purchased concentrates	3842	17	2140	9	4999	22	12280	56
	homegrown concentrates	3282	14	2826	12	4407	19	3152	14
Purchased fodder, Tack and stock keep		323	1	696	3	297	1	541	2
Veterinary and medicines		1416	6	1312	6	1486	7	1295	6
Other livestock costs		5998	26	7210	31	6430	28	6425	30
Seeds -	purchased and homegrown	16706	73	15258	66	21657	95	21508	99
Fertilisers		2946	13	2218	10	3047	13	2984	14
Crop protection		1632	7	1019	4	2500	11	1913	9
Other crop costs		3299	14	2910	13	15777	69	14813	68
Labour	paid incl. paid management	24617	108	24947	108	28950	127	29629	136
	casual	5970	26	5407	23	10623	47	10200	47
Machinery	contract	15615	68	17544	76	26800	118	22929	105
	repairs	10387	46	11600	50	13030	57	13611	63
	fuels	12251	54	9420	41	15004	66	12331	57
General farming costs		18653	82	20492	88	22462	99	22077	101
Land expenses		13256	58	11552	50	12288	54	10506	48
Rent		12349	54	12632	54	20229	89	19033	87
	FARM EXPENSES	152543	669	149182	643	209985	923	205226	943
Excess of expenses over revenue		108492	476	101570	438	118917	523	108127	497
Notional inputs									
	- rental value/imputed rent	30132	132	31200	135	27962	123	27381	126
	- unpaid labour	3342	15	3093	13	4285	19	3973	18
	- machinery depreciation	21789	96	20575	89	25195	111	24146	111
		55263	242	54868	237	57442	252	55500	255
NET FARM INCOME (excl. BLSA)		53229	233	46702	201	61476	270	52627	242
NET FARM INCOME (incl. BLSA)		55423	243	49377	213	64113	282	54761	252

Table A1.1 CROPPING FARM RESULTS

OUTPUTS AND INPUTS		CONVENTIONAL							
		Identical sample				Full sample			
		2008/09		2009/10		2008/09		2009/10	
Sample number		167		167		202		260	
Average farm size (UAA)		184		186		207		182	
Business size (ESU)		110		106		141		128	
OUTPUTS		£/farm	£/ha	£/farm	£/ha	£/farm	£/ha	£/farm	£/ha
Dairy -	milk output	43	0	140	1	325	2	98	1
	cattle	-1	0	-11	0	1158	6	-3	0
	net quota	0	0	0	0	0	0	0	0
	valuation change	-1	0	17	0	-873	-4	7	0
Other cattle	output	8247	45	10688	58	9489	46	9526	52
	valuation change	3457	19	1642	9	2452	12	2211	12
Sheep -	total output	8526	46	9775	53	8843	43	8140	45
	valuation change	225	1	-174	-1	-194	-1	94	1
Other livestock		2226	12	2616	14	863	4	2867	16
Arable crops	output	112563	613	99150	534	152267	736	117540	647
	protein/energy support	250	1	9319	2	292	1	393	2
By products forage and cults		7473	41	9941	54	9847	48	9675	53
Miscellaneous (incl. farmhouse benefit value)		25855	141	26753	144	37305	180	27701	153
	- organic grants	0	0	0	0	0	0	0	0
	- other agri-env. payments	9266	50	10175	55	9759	47	8666	48
	- single payment scheme	36606	199	33161	227	41186	199	40448	223
	FARM REVENUE	214734	1168	213192	1149	272719	1319	227363	1252
INPUTS									
Feeds	purchased concentrates	4254	23	4237	23	3712	18	3922	22
	homegrown concentrates	1919	10	1810	10	2381	12	1836	10
Purchased fodder, Tack and stock keep		301	2	278	1	354	2	272	1
Veterinary and medicines		1031	6	1202	6	1191	6	1079	6
Other livestock costs		3463	19	3535	19	3383	16	3142	17
Seeds -	purchased and homegrown	8071	44	8409	45	10184	49	9954	55
Fertilisers		16443	89	26364	142	21352	103	27017	149
Crop protection		16484	90	17122	92	21319	103	17269	95
Other crop costs		4048	22	4659	25	4532	22	7570	42
Labour	paid incl. paid management	13106	71	13680	74	21629	105	15002	83
	casual	2613	14	2805	15	1955	9	6609	36
Machinery	contract	8818	48	10201	55	11179	54	12832	71
	repairs	8261	45	8974	48	11353	55	10382	57
	fuels	10157	55	7628	41	13239	64	10161	56
General farming costs		17861	97	16996	92	20158	97	16337	90
Land expenses		7308	40	4434	24	10142	49	4698	26
Rent		11362	62	12691	68	13318	64	12800	70
	FARM EXPENSES	135499	737	145024	782	171381	829	160881	886
Excess of expenses over revenue		79235	431	68168	367	101338	490	66482	366
Notional inputs									
	- rental value/imputed rent	20131	110	20964	113	24938	121	20689	114
	- unpaid labour	6306	34	6612	36	6102	30	5140	28
	- machinery depreciation	15159	82	16354	88	18323	89	18524	102
		41595	226	43930	237	49364	239	44353	244
NET FARM INCOME (excl. BLSA)		37640	205	24239	131	51974	251	22129	122
NET FARM INCOME (incl. BLSA)		39193	213	26087	141	54084	261	23769	131

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

INCOME MEASURES	<i>Identical sample</i>				<i>Full sample</i>			
	2008/09		2009/10		2008/09		2009/10	
	£/farm	£/ha	£/farm	£/ha	£/farm	£/ha	£/farm	£/ha
NET FARM INCOME (excl. BLSA)	53229	233	46702	201	61476	270	52627	242
plus unpaid labour (excludes farmer and spouse)	3342	15	3093	13	4285	19	3973	18
plus imputed rent and rental value	29633	130	30935	133	27557	121	26993	124
plus semi-integrated non-agric activities output	714	3	539	2	657	3	400	2
minus imputed rent on farmhouse & farm cottages	967	4	967	4	896	4	946	4
minus insurance repairs & net interest payments	3393	15	4331	19	4777	21	4367	20
minus build & works depreciation	6786	30	5764	25	6165	27	5083	23
minus non-agric activity and director costs	851	4	877	4	560	2	651	3
FARM BUSINESS INCOME	74921	329	69328	299	81577	358	72946	335
LABOUR USE AND LABOUR INCOMES								
Annual Labour Units per farm	2.8		2.7		3.3		3.1	
of which farmer & spouse	0.9		0.9		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	14944		16105		16618		17433	
Value of paid family labour	156		243		143		181	
Labour income per Annual Labour Unit	26984		25091		27500		26139	
Family labour income per Family Work Unit	43704		34868		47436		38164	
Value of paid managerial input	616		148		567		110	
TENANT'S CAPITAL - £ per farm								
Machinery	118615	520	122016	526	141781	623	136307	626
Livestock	45642	200	50205	216	51660	227	47610	219
Crops	32628	143	37680	162	32108	141	37059	170
Stores	14172	62	13449	58	19212	84	20561	94
TOTAL	211058	925	223350	963	244760	1075	241537	1110
ASSETS - £ per farm								
	Opening Value	Closing Value	Opening Value	Closing Value	Opening Value	Closing Value	Opening Value	Closing Value
Land and Property	1513581	1648185	1638859	1812749	1421803	1554782	1455651	1598531
Buildings, improvements and fixtures	47871	49471	51529	51626	43037	44875	45172	46473
Machinery	116705	120525	120525	123506	137188	146374	132938	139676
Livestock	42749	48535	46948	53461	51196	52124	44201	51020
Produce and goods in store	63148	57380	56548	66133	61703	64808	62067	69192
Quotas and single payment asset value	64255	54307	54154	61016	61752	52494	49782	56644
Credit balances	84093	103602	104767	126732	87517	105722	96640	113927
TOTAL	1932403	2082006	2073330	2295224	1864196	2021179	1886451	2075464
EXTERNAL LIABILITIES								
Long and medium term loans	43415	39567	41284	58819	53411	46287	49825	58186
Short term loans	23897	22849	22869	25292	29437	38265	37320	37279
Overdrafts	16347	19253	19250	19476	25532	15116	16304	21141
TOTAL	83658	81669	83403	103587	108380	99668	103449	116606
NET WORTH	1848744	2000338	1989927	2191637	1755817	1921511	1783002	1958858
RETURNS TO CAPITAL								
Owner Equity (%)	96.1		95.5		95.1		94.4	
FBI/Net worth (%)	4.1		3.5		4.6		4.1	
Management and Investment Income	41095		33419		48062		37437	
Return on tenant's capital (%)	19.5		15.0		19.6		15.5	
Return on all capital (%)	2.1		1.6		2.6		2.0	

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

INCOME MEASURES	<i>Identical sample</i>				<i>Full sample</i>			
	2008/09		2009/10		2008/09		2009/10	
	£/farm	£/ha	£/farm	£/ha	£/farm	£/ha	£/farm	£/ha
NET FARM INCOME (excl. BLSA)	37640	205	24239	131	51974	251	22129	122
plus unpaid labour (excludes farmer and spouse)	6306	34	6612	36	6102	30	5140	28
plus imputed rent and rental value	19867	108	20703	112	24465	118	20298	112
plus semi-integrated non-agric activities output	260	1	221	1	287	1	110	1
minus imputed rent on farmhouse & farm cottages	913	5	914	5	711	3	728	4
minus insurance repairs & net interest payments	4427	24	3742	20	6571	32	3772	21
minus build & works depreciation	4797	26	4756	26	7305	35	4566	25
minus non-agric activity and director costs	383	2	2957	16	1713	8	1844	10
FARM BUSINESS INCOME	53553	291	39405	212	66528	322	36767	202
LABOUR USE AND LABOUR INCOMES								
Annual Labour Units per farm	2.2		2.2		2.4		2.4	
of which farmer & spouse	1.0		1.0		0.9		1.0	
of which paid family labour	0.1		0.1		0.1		0.1	
of which unpaid labour	0.3		0.3		0.3		0.3	
Notional value of farmer/spouse labour	16764		16721		14832		16467	
Value of paid family labour	1165		1082		1196		939	
Labour income per Annual Labour Unit	22310		16110		28354		15061	
Family labour income per Family Work Unit	25455		12524		39761		10301	
Value of paid managerial input	184		129		308		139	
TENANT'S CAPITAL - £ per farm								
Machinery	81493	443	87062	469	100239	485	98344	541
Livestock	25294	138	29634	160	27368	132	27617	152
Crops	54638	297	56557	305	71679	347	54522	300
Stores	28794	157	32171	173	35586	172	31049	171
TOTAL	190218	1035	205424	1107	234872	1136	211533	1165
ASSETS - £ per farm								
	Opening Value	Closing Value	Opening Value	Closing Value	Opening Value	Closing Value	Opening Value	Closing Value
Land and Property	896066	1050296	1038568	1103051	1120251	1255467	1068062	1137879
Buildings, improvements and fixtures	26099	27583	40147	43874	34957	42076	42523	44531
Machinery	78999	83987	84125	89999	95895	104583	94552	102136
Livestock	22636	27951	27952	31316	25553	29183	25617	29617
Produce and goods in store	85764	94077	95272	97956	110360	121093	92165	91687
Quotas and single payment asset value	51250	43059	43105	49708	57458	47580	41454	47902
Credit balances	50285	54389	54609	61483	65948	69520	51165	58746
TOTAL	1211100	1381342	1383778	1477388	1510422	1669502	1415539	1512497
EXTERNAL LIABILITIES								
Long and medium term loans	29570	44754	44945	38678	60257	72263	49434	46690
Short term loans	31099	31420	31703	42967	35930	40386	32600	42052
Overdrafts	25948	29540	29678	26492	29738	36189	28075	26933
TOTAL	86617	105714	106326	108137	125925	148839	110109	115675
NET WORTH	1124483	1275628	1277452	1369250	1384497	1520662	1305431	1396822
RETURNS TO CAPITAL								
Owner Equity (%)	92.3		92.7		91.1		92.4	
FBI/Net worth (%)	4.8		3.1		4.8		2.8	
Management and Investment Income	22613		9495		39560		7440	
Return on tenant's capital (%)	11.9		4.6		16.8		3.5	
Return on all capital (%)	1.9		0.7		2.6		0.5	

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>				
		2008/09	2009/10	2008/09		2009/10		
Tillage - maincrops	Wheat	51.3	41.4	42.8		35.2		
	Barley	11.5	11.4	15.1		10.9		
	Other cereals	22.5	23.0	23.4		21.4		
	Oil seed rape	0.0	0.0	0.0		0.0		
	Linseed	0.0	0.0	0.0		0.0		
	Peas/Beans	13.9	13.4	14.7		13.4		
	Potatoes	1.6	1.6	3.5		4.6		
	Sugarbeet	0.0	0.0	0.0		0.0		
	Horticulture	4.0	2.6	7.9		6.8		
	Other crops	1.0	24.7	0.9		19.0		
	Total cropping	105.8	118.1	108.4		111.2		
Set-aside	0.0	0.0	0.0		0.0			
Tillage - fodder		4.9	1.2	4.4		1.2		
Grassland	Grazing, hay and silage	74.7	85.0	76.0		77.5		
Fallow and land let		33.0	18.6	29.9		19.3		
Rough grazing	Effective	0.0	0.0	0.3		0.0		
Utilisable agricultural area (Effective ha.)		228.1	231.9	227.6		217.6		
Woods, roads and buildings		11.3	11.4	11.8		10.5		
TOTAL AREA (Actual ha.)		239.3	243.3	239.4		228.1		
effective forage area		80.6	87.1	84.8		81.4		
Bare land and forage hired in		0.8	0.0	3.4		2.1		
CROP PERFORMANCE *								
- Yields (tonnes per hectare)								
	t/ha	n	t/ha	n	t/ha	n	t/ha	n
Wheat	4.1	21	4.3	20	3.8	21	4.3	23
Barley	3.2	11	3.4	12	2.9	15	3.4	14
Oilseed Rape	-	0	-	0	-	0	-	0
Potatoes	20.7	5	23.1	5	18.8	6	21.8	9
Sugar Beet	-	0	-	0	-	0	-	0
- Prices (£ per tonne)*								
	£/t	n	£/t	n	£/t	n	£/t	n
Wheat	198	21	189	20	207	21	183	23
Barley	200	11	158	12	209	15	161	14
Oilseed Rape	-	0	-	0	-	0	-	0
Potatoes	241	5	208	5	289	6	223	9
Sugar Beet	-	0	-	0	-	0	-	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>					
	2008/09	2009/10	2008/09	2009/10				
Tillage - maincrops								
Wheat	62.5	55.7	76.9	55.4				
Barley	25.5	25.6	20.7	24.6				
Other cereals	4.5	5.0	5.2	4.6				
Oil seed rape	15.4	12.6	21.2	14.1				
Linseed	0.3	0.6	0.9	1.2				
Peas/Beans	6.6	9.7	7.7	9.0				
Potatoes	1.8	1.8	3.5	2.4				
Sugarbeet	1.2	1.1	3.1	2.1				
Horticulture	0.7	0.7	2.1	3.9				
Other crops	2.5	3.1	1.4	2.4				
Total cropping	121.0	116.1	142.8	119.8				
Set-aside	0.0	0.0	0.0	0.0				
Tillage - fodder	0.5	0.5	1.2	1.0				
Grassland								
Grazing, hay and silage	41.8	42.6	39.6	39.1				
Fallow and land let	12.7	16.2	14.8	13.5				
Rough grazing								
Effective	0.5	2.0	0.3	1.4				
Utilisable agricultural area (Effective ha.)	183.8	185.5	206.8	181.6				
Woods, roads and buildings	13.1	13.1	8.9	10.2				
TOTAL AREA (Actual ha.)	196.9	198.7	215.7	191.8				
effective forage area	44.2	46.2	44.4	43.6				
Bare land and forage hired in	1.8	1.7	4.1	2.4				
CROP PERFORMANCE *								
- Yields (tonnes per hectare)	t/ha	n	t/ha	n	t/ha	n	t/ha	n
Wheat	8.1	23	7.9	23	8.5	25	7.9	31
Barley	6.2	23	6.2	23	6.5	25	6.2	31
Oilseed Rape	2.8	21	3.1	18	3.0	20	3.1	25
Potatoes	35.2	7	38.0	7	35.4	7	37.8	13
Sugar Beet	67.1	9	65.1	9	66.7	9	63.8	15
- Prices (£ per tonne)*	£/t	n	£/t	n	£/t	n	£/t	n
Wheat	109	23	101	23	111	25	101	31
Barley	111	23	92	23	110	25	92	31
Oilseed Rape	289	21	246	18	295	20	245	25
Potatoes	119	7	77	7	157	7	93	13
Sugar Beet	28	9	32	9	28	9	31	15

* 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>			
	2008/09		2009/10		2008/09		2009/10	
	LU	No's	LU	No's	LU	No's	LU	No's
Dairy cows	1.2	1	1.4	1	1.1	1	1.0	1
Beef cows	13.7	18	15.0	20	16.9	23	16.1	21
Other cattle	28.2	53	26.6	51	34.0	64	27.0	52
Breeding sheep	8.8	83	8.3	79	6.6	62	6.4	61
Other sheep	2.5	60	3.5	78	1.5	38	3.3	75
Pigs	3.2	21	2.9	19	4.4	32	2.5	18
Poultry	0.7	95	0.4	43	0.7	80	2.2	1192
Other livestock	0.0	1	0.0	1	0.0	1	0.0	1
TOTAL (L.U.)	58.3		58.1		65.2		58.6	

STOCKING RATES

Stocking rate (LU per eff.ha)	0.3	0.3	0.3	0.3
GLU/forage effective hectare*	0.7	0.7	0.8	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	-	1	-	1	-	1	-	1
- Prices (£ per head)*	£/head	n	£/head	n	£/head	n	£/head	n
Dairy cows	-	1	-	0	-	1	-	0
Dairy calves	-	0	-	0	-	0	-	0
Dairy heifers in calf	-	0	-	0	-	1	-	0
Beef heifers in calf	-	0	-	0	-	1	-	0
Finished cattle	878	14	959	15	879	17	937	19
Beef store cattle 1-2 yrs	-	3	-	3	682	7	661	5
Beef stores <1 yr	-	1	-	2	-	1	-	3
Ewes	-	1	-	1	-	1	-	1
Ewe hoggs	-	1	-	2	-	0	-	2
Finished lambs	56	8	66	7	57	7	66	8
Store lambs	-	1	-	4	-	1	51	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)	-	1	-	1	-	1	-	1
Wool (pence per kg)	37	5	28	6	-	4	29	7
Eggs (pence per dozen)	-	3	-	2	-	4	-	2

* 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>			
	2008/09		2009/10		2008/09		2009/10	
	LU	No's	LU	No's	LU	No's	LU	No's
Dairy cows	0.1	0	0.1	0	0.2	0	0.0	0
Beef cows	5.4	7	5.7	8	7.1	10	5.2	7
Other cattle	14.3	27	15.6	29	15.2	28	15.2	29
Breeding sheep	12.8	120	12.1	114	12.3	117	10.7	101
Other sheep	4.0	90	4.4	98	2.7	62	3.6	78
Pigs	1.3	9	2.4	15	0.7	4	1.7	10
Poultry	0.8	57	0.9	65	0.7	44	0.7	57
Other livestock	0.0	1	0.0	0	0.0	1	0.0	1
TOTAL (L.U.)	38.7		41.2		38.9		37.0	

STOCKING RATES

Stocking rate (LU per eff.ha)	0.2	0.2	0.2	0.2
GLU/forage effective hectare*	0.9	0.9	0.9	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	-	3	-	3	-	4	2692	7
- Prices (£ per head)*	£/head	n	£/head	n	£/head	n	£/head	n
Dairy cows	-	0	-	0	-	2	1100	7
Dairy calves	-	0	-	0	-	0	0	7
Dairy heifers in calf	-	0	-	0	-	2	-	2
Beef heifers in calf	-	0	-	1	-	0	-	2
Finished cattle	837	16	917	16	824	20	887	6
Beef store cattle 1-2 yrs	594	12	666	13	744	15	747	7
Beef stores <1 yr	500	5	445	7	349	10	443	7
Ewes	49	7	-	3	62	12	-	3
Ewe hoggs	-	1	77	7	76	6	-	4
Finished lambs	55	19	67	18	56	18	65	7
Store lambs	47	13	53	9	39	12	-	3
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)	-	3	-	3	-	4	66.8	7
Wool (pence per kg)	31	16	36	16	39	18	34	7
Eggs (pence per dozen)	-	2	-	2	-	1	-	0

* Yield and price data is implied

Table A2.1 HORTICULTURE RESULTS

OUTPUTS AND INPUTS

ORGANIC

		<i>Identical sample</i>				<i>Full sample</i>			
		2008/09		2009/10		2008/09		2009/10	
Sample number		7		7		7		10	
Average farm size (UAA)		12		13		20		21	
Business size (ESU)		322		351		100		289	
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	174	15	1877	150	174	9	3935	184
	valuation change	413	35	-1417	-113	413	20	-1540	-72
Sheep -	total output	0	0	0	0	0	0	459	21
	valuation change	0	0	0	0	0	0	685	32
Other livestock		188	16	46	4	188	9	2628	123
Arable crops	output	280029	23981	297903	23800	168394	8303	333301	15573
	protein/energy support	0	0	0	0	0	0	0	0
By products forage and cults		259	22	-1356	-108	2228	110	-949	-44
Miscellaneous (incl. farmhouse benefit value)		8384	718	4514	361	8784	433	13085	611
	- organic grants	628	54	3	0	628	31	2	0
	- other agri-env.payments	140	12	436	35	1691	83	2105	98
	- subsidy/single farm paymer	487	42	670	54	487	24	1313	61
	FARM REVENUE	290701	24895	302675	24181	182987	9022	355024	16588
INPUTS									
Feeds	purchased concentrates	144	12	62	5	144	7	1533	72
	homegrown concentrates	0	0	0	0	0	0	0	0
Purchased fodder, Tack and stock keep		70	6	0	0	70	3	0	0
Veterinary and medicines		148	13	138	11	148	7	118	5
Other livestock costs		198	17	142	11	198	10	256	12
Seeds -	purchased and homegrown	48550	4158	48725	3893	3058	151	36353	1699
Fertilisers		19506	1670	24995	1997	458	23	19315	902
Crop protection		3029	259	3257	260	3131	154	4383	205
Other crop costs		24372	2087	43433	3470	67769	3341	74976	3503
Labour	paid incl. paid management	65389	5600	68822	5498	29281	1444	62481	2919
	casual	21570	1847	24570	1963	23306	1149	30277	1415
Machinery	contract	776	66	841	67	674	33	3019	141
	repairs	3627	311	4632	370	4426	218	6082	284
	fuels	3172	272	3973	317	3201	158	5015	234
General farming costs		30791	2637	36394	2908	15411	760	39907	1865
Land expenses		7796	668	11211	896	5746	283	11716	547
Rent		355	30	143	11	143	7	580	27
	FARM EXPENSES	229493	19653	271337	21677	157164	7749	296011	13830
Excess of expenses over revenue		61208	5242	31338	2504	25823	1273	59013	2757
Notional inputs									
	- rental value/imputed rent	5086	436	5942	475	6350	313	28153	1315
	- unpaid labour	4564	391	4666	373	2607	129	4687	219
	- machinery depreciation	13875	1188	14099	1126	11917	588	14200	663
		23525	2015	24707	1974	20874	1029	47040	2198
NET FARM INCOME (excl. BLSA)		37683	3227	6631	530	4948	244	11973	559
NET FARM INCOME (incl. BLSA)		37756	3233	6634	530	5021	248	12111	566

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

		<i>Identical sample</i>				<i>Full sample</i>			
		2008/09		2009/10		2008/09		2009/10	
Sample number		33		33		30		47	
Average farm size (UAA)		11		11		19		18	
Business size (ESU)		375		337		96		276	
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	553	49	501	44	553	29	351	19
	valuation change	119	11	199	18	119	6	139	8
Sheep -	total output	0	0	0	0	0	0	0	0
	valuation change	0	0	0	0	0	0	0	0
Other livestock		2581	231	2552	227	2384	124	1087	60
Arable crops	output	760124	67917	585580	51974	148622	7716	494592	27407
	protein/energy support	0	0	0	0	0	0	0	0
By products forage and cults		184	16	126	11	525	27	723	40
Miscellaneous (incl. farmhouse benefit value)		41134	3675	91774	8145	39764	2064	73467	4071
	- organic grants	0	0	0	0	0	0	0	0
	- other agri-env. payments	226	20	238	21	1067	55	476	26
	- single payment scheme	925	83	1204	107	1025	53	1591	88
	FARM REVENUE	805848	72003	682175	60547	194060	10075	572426	31720
INPUTS									
Feeds	purchased concentrates	864	77	855	76	908	47	432	24
	homegrown concentrates	90	8	48	4	54	3	20	1
Purchased fodder, Tack and stock keep		9	1	0	0	9	0	0	0
Veterinary and medicines		61	5	49	4	65	3	34	2
Other livestock costs		182	16	227	20	299	16	146	8
Seeds -	purchased and homegrown	203972	18225	80173	7116	22709	1179	70995	3934
Fertilisers		24272	2169	26825	2381	3101	161	19221	1065
Crop protection		4858	434	4722	419	6362	330	7185	398
Other crop costs		106204	9489	115179	10223	39736	2063	98075	5435
Labour	paid incl. paid management	195424	17461	188387	16720	34517	1792	156733	8685
	casual	10045	897	11681	1037	18445	958	13808	765
Machinery	contract	2871	257	2422	215	2429	126	2775	154
	repairs	22210	1984	25619	2274	4758	247	19535	1082
	fuels	20403	1823	17892	1588	3139	163	13559	751
General farming costs		118018	10545	108561	9635	17888	929	84679	4692
Land expenses		8996	804	8427	748	2173	113	6770	375
Rent		2337	209	1849	164	1073	56	1732	96
	FARM EXPENSES	720816	64405	592915	52625	157667	8186	495701	27469
Excess of expenses over revenue		85031	7598	89260	7922	36392	1889	76725	4252
Notional inputs									
	- rental value/imputed rent	9189	821	9712	862	9348	485	10504	582
	- unpaid labour	2470	221	2738	243	2422	126	2747	152
	- machinery depreciation	10538	942	11099	985	7187	373	10359	574
		22197	1983	23548	2090	18957	984	23610	1308
NET FARM INCOME (excl. BLSA)		62835	5614	65712	5832	17436	905	53115	2943
NET FARM INCOME (incl. BLSA)		62838	5615	65712	5832	17438	905	53115	2943

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

INCOME MEASURES	<i>Identical sample</i>				<i>Full sample</i>			
	2008/09		2009/10		2008/09		2009/10	
	£/farm	£/ha	£/farm	£/ha	£/farm	£/ha	£/farm	£/ha
NET FARM INCOME (excl. BLSA)	37683	3227	6631	530	4948	244	11973	559
plus unpaid labour (excludes farmer and spouse)	4564	391	4666	373	2607	129	4687	219
plus imputed rent and rental value	4832	414	5632	450	6338	312	27880	1303
plus semi-integrated non-agric activities output	0	0	0	0	14661	723	0	0
minus imputed rent on farmhouse & farm cottages	0	0	0	0	22	1	0	0
minus insurance repairs & net interest payments	10420	892	5215	417	4826	238	7943	371
minus build & works depreciation	1441	123	2327	186	1801	89	19170	896
minus non-agric activity and director costs	10447	895	10602	847	8947	441	7421	347
FARM BUSINESS INCOME	24772	2121	-1214	-97	12958	639	10006	468
LABOUR USE AND LABOUR INCOMES								
Annual Labour Units per farm	7.5		6.9		4.5		6.8	
of which farmer & spouse	1.1		1.1		1.2		1.2	
of which paid family labour	0.1		0.1		0.1		0.0	
of which unpaid labour	0.2		0.2		0.2		0.2	
Notional value of farmer/spouse labour	19682		20381		21092		21937	
Value of paid family labour	1000		1000		1000		700	
Labour income per Annual Labour Unit	16434		14242		12444		15081	
Family labour income per Family Work Unit	26587		765		1514		4518	
Value of paid managerial input	3086		3990		76		2793	
TENANT'S CAPITAL - £ per farm								
Machinery	71521	6125	71899	5744	55468	2735	77744	3632
Livestock	1667	143	1177	94	1667	82	4280	200
Crops	19023	1629	18040	1441	945	47	22668	1059
Stores	18761	1607	21207	1694	9210	454	15171	709
TOTAL	110972	9503	112323	8974	67290	3318	119864	5600
ASSETS - £ per farm								
	Opening Value	Closing Value	Opening Value	Closing Value	Opening Value	Closing Value	Opening Value	Closing Value
Land and Property	336706	357848	351687	363434	450017	478969	543284	557067
Buildings, improvements and fixtures	57282	58028	66134	83295	18575	10834	55875	257945
Machinery	71327	71714	71714	72084	62393	48542	77070	78419
Livestock	1429	1906	1906	449	1429	1906	4599	3961
Produce and goods in store	36856	39248	39248	39782	66529	65361	67409	92791
Quotas and single payment asset value	835	675	701	973	835	675	1697	2071
Credit balances	70990	61678	61678	85138	88005	56944	82800	74416
TOTAL	575426	591097	593068	645156	687784	663231	832735	1066669
EXTERNAL LIABILITIES								
Long and medium term loans	51481	36999	36999	46752	36733	32254	49190	118183
Short term loans	14467	31698	31698	75997	26460	106680	42955	80196
Overdrafts	51824	46304	45187	53327	2738	1116	33155	37940
TOTAL	117772	115001	113884	176077	65931	140051	125299	236318
NET WORTH	457654	476096	479183	469079	621853	523180	707436	830351
RETURNS TO CAPITAL								
Owner Equity (%)	80.5		72.7		78.9		77.8	
FBI/Net worth (%)	5.4		-0.3		2.1		1.4	
Management and Investment Income	21160		-9757		-15995		-7033	
Return on tenant's capital (%)	19.1		-8.7		-23.8		-5.9	
Return on all capital (%)	3.7		-1.6		-2.3		-0.8	

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

INCOME MEASURES	<i>Identical sample</i>				<i>Full sample</i>			
	2008/09		2009/10		2008/09		2009/10	
	£/farm	£/ha	£/farm	£/ha	£/farm	£/ha	£/farm	£/ha
NET FARM INCOME (excl. BLSA)	62835	5614	65712	5832	17436	905	53115	2943
plus unpaid labour (excludes farmer and spouse)	2470	221	2738	243	2422	126	2747	152
plus imputed rent and rental value	8891	794	9324	828	8980	466	9936	551
plus semi-integrated non-agric activities output	130	12	273	24	117	6	161	9
minus imputed rent on farmhouse & farm cottages	48	4	51	5	51	3	68	4
minus insurance repairs & net interest payments	11272	1007	7272	645	3881	201	6577	364
minus build & works depreciation	4793	428	3166	281	3195	166	3478	193
minus non-agric activity and director costs	2316	207	9257	822	2397	124	8327	461
FARM BUSINESS INCOME	55897	4994	58300	5174	19431	1009	47510	2633
LABOUR USE AND LABOUR INCOMES								
Annual Labour Units per farm	13.5		12.9		4.7		11.1	
of which farmer & spouse	1.4		1.3		1.4		1.3	
of which paid family labour	0.0		0.0		0.0		0.0	
of which unpaid labour	0.1		0.1		0.1		0.1	
Notional value of farmer/spouse labour	22195		22408		23881		21961	
Value of paid family labour	159		352		864		862	
Labour income per Annual Labour Unit	19447		20198		14655		19727	
Family labour income per Family Work Unit	40860		43367		10127		35402	
Value of paid managerial input	7045		594		101		352	
TENANT'S CAPITAL - £ per farm								
Machinery	56572	5055	58537	5196	39234	2037	53817	2982
Livestock	726	65	882	78	767	40	617	34
Crops	48250	4311	49971	4435	14179	736	43193	2394
Stores	18458	1649	23879	2119	9123	474	20017	1109
TOTAL	124005	11080	133270	11828	63303	3287	117646	6519
ASSETS - £ per farm								
	Opening Value	Closing Value	Opening Value	Closing Value	Opening Value	Closing Value	Opening Value	Closing Value
Land and Property	388120	415752	400091	418700	437429	471464	436530	452302
Buildings, improvements and fixtures	90318	89341	105046	115842	22912	23117	86274	93759
Machinery	55167	57976	57976	59098	39154	39314	53497	54138
Livestock	663	789	789	975	668	867	552	683
Produce and goods in store	58919	88336	88336	75082	64456	63456	83860	73605
Quotas and single payment asset value	1439	1134	1134	1488	1493	1205	1570	2135
Credit balances	138617	137183	137179	129050	36580	39057	115285	109537
TOTAL	733244	790512	790551	800236	602693	638478	777566	786158
EXTERNAL LIABILITIES								
Long and medium term loans	110927	109083	109083	95554	53454	51443	104814	92826
Short term loans	141124	136610	136610	107677	14691	13810	106279	86199
Overdrafts	14692	10080	10080	11230	12537	11011	19612	19327
TOTAL	266744	255774	255774	214461	80683	76263	230705	198351
NET WORTH	466501	534738	534777	585774	522010	562215	546861	587806
RETURNS TO CAPITAL								
Owner Equity (%)	67.6		73.2		88.1		74.8	
FBI/Net worth (%)	12.0		10.9		3.7		8.7	
Management and Investment Income	47688		43897		-6341		31506	
Return on tenant's capital (%)	38.5		32.9		-10.0		26.8	
Return on all capital (%)	6.5		5.6		-1.1		4.1	

Table A2.3 HORTICULTURE RESULTS
LAND UTILISATION AND CROP PERFORMANCE

ORGANIC

LAND UTILISATION - hectares per farm	<i>Identical sample</i>		<i>Full sample</i>					
	2008/09	2009/10	2008/09	2009/10				
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	0.0	0.0				
Sugarbeet	0.0	0.0	0.0	0.0				
Horticulture	7.4	8.4	16.3	12.9				
Other crops	0.0	0.0	0.0	0.0				
Total cropping	7.4	8.4	16.3	12.9				
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	3.8	3.8	3.8	8.2				
Fallow and land let	0.4	0.1	0.1	0.0				
Rough grazing								
Effective	0.0	0.0	0.0	0.0				
Utilisable agricultural area (Effective ha.)	11.7	12.5	20.3	21.4				
Woods, roads and buildings	2.1	1.5	1.3	2.3				
TOTAL AREA (Actual ha.)	13.8	14.0	21.6	23.8				
effective forage area	3.8	3.8	3.8	8.2				
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	-	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	-	0	-	0	-	0	-	0
Oilseed Rape	-	0	-	0	-	0	-	0
Potatoes	-	0	-	0	-	0	-	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>					
	2008/09	2009/10	2008/09	2009/10				
Tillage - maincrops								
Wheat	1.3	1.0	0.8	0.4				
Barley	0.5	0.8	0.5	0.7				
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	0.4	0.0				
Peas/Beans	0.0	0.0	0.0	0.0				
Potatoes	0.1	0.0	0.0	0.0				
Sugarbeet	0.2	0.0	0.1	0.0				
Horticulture	5.6	5.8	12.2	9.4				
Other crops	0.0	0.0	0.0	0.0				
Total cropping	7.7	7.6	14.1	10.6				
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	1.4	1.4	1.7	2.6				
Fallow and land let	1.1	1.4	2.5	3.6				
Rough grazing								
Effective	0.0	0.0	0.0	0.0				
Utilisable agricultural area (Effective ha.)	11.2	11.3	19.3	18.0				
Woods, roads and buildings	1.4	1.4	1.8	1.6				
TOTAL AREA (Actual ha.)	12.6	12.7	21.0	19.7				
effective forage area	1.4	1.4	1.7	2.6				
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	-	1	-	1
Barley	-	0	-	0	-	2	-	2
Oilseed Rape	-	0	-	0	-	0	-	0
Potatoes	-	0	-	0	-	0	-	0
Sugar Beet	-	0	-	0	-	1	-	0
- Prices (£ per tonne)*	£/t	n	£/t	n	£/t	n	£/t	n
Wheat	-	0	-	0	-	1	-	1
Barley	-	0	-	0	-	2	-	2
Oilseed Rape	-	0	-	0	-	0	-	0
Potatoes	-	0	-	0	-	0	-	0
Sugar Beet	-	0	-	0	-	1	-	0

* 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>			
	2008/09		2009/10		2008/09		2009/10	
	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	1.0	1	0.8	1	1.0	1	2.8	4
Other cattle	1.6	3	1.3	2	1.6	3	1.6	3
Breeding sheep	0.0	0	0.0	0	0.0	0	0.6	6
Other sheep	0.0	0	0.0	0	0.0	0	0.3	5
Pigs	0.0	0	0.0	0	0.0	0	1.7	11
Poultry	0.2	13	0.1	8	0.2	13	0.1	6
Other livestock	0.0	0	0.0	0	0.0	0	0.0	0
TOTAL (L.U.)	2.7		2.2		2.7		7.1	

STOCKING RATES

Stocking rate (LU per eff.ha)	0.2	0.2	0.1	0.3
GLU/forage effective hectare*	0.7	0.6	0.7	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	-	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	-	1
Finished cattle	-	0	-	0	-	1	-	2
Beef store cattle 1-2 yrs	-	0	-	0	-	0	-	1
Beef stores <1 yr	-	0	-	0	-	0	-	1
Ewes	-	0	-	0	-	0	-	1
Ewe hoggs	-	0	-	0	-	0	-	0
Finished lambs	-	0	-	0	-	0	-	1
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	-	1
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>			
	2008/09		2009/10		2008/09		2009/10	
	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	1.1	2	1.0	2	1.1	2	0.7	1
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	0.1	1	0.1	0	0.1	1	0.1	0
Poultry	0.3	59	0.3	59	0.2	48	0.1	25
Other livestock	0.0	0	0.0	0	0.0	0	0.0	1
TOTAL (L.U.)	1.4		1.4		1.4		0.9	

STOCKING RATES

Stocking rate (LU per eff.ha)	0.1	0.1	0.1	0.0
GLU/forage effective hectare*	1.0	1.0	0.8	0.3

* 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	-	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 hogs	-	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	-	0	-	0

* Yield and price data is implied

Table A3.1 LFA DAIRY FARM RESULTS

ORGANIC

OUTPUTS AND INPUTS

		<i>Identical sample</i>				<i>Full sample</i>			
		2008/09		2009/10		2008/09		2009/10	
Sample number		7		7		7		7	
Average farm size (UAA)		93		85		93		85	
Business size (ESU)		86		83		86		83	
OUTPUTS		£/farm	£/ha	£/farm	£/ha	£/farm	£/ha	£/farm	£/ha
Dairy -	milk output	144737	1554	114804	1348	144737	1554	114804	1348
	cattle	1999	21	-96	-1	1999	21	-96	-1
	net quota	0	0	0	0	0	0	0	0
	valuation change	-2391	-26	-2377	-28	-2391	-26	-2377	-28
Other cattle	output	11004	118	23445	275	11004	118	23445	275
	valuation change	11987	129	2727	32	11987	129	2727	32
Sheep -	total output	9673	104	11165	131	9673	104	11165	131
	valuation change	-192	-2	-262	-3	-192	-2	-262	-3
Other livestock		0	0	0	0	0	0	0	0
Arable crops	output	1646	18	1154	14	1646	18	1154	14
	protein/energy support	0	0	0	0	0	0	0	0
By products forage and cults		192	2	70	1	192	2	70	1
Miscellaneous (incl. farmhouse benefit value)		1876	20	1585	19	1876	20	1585	19
	- organic grants	6892	74	2179	26	6892	74	2179	26
	- other agri-env. payments	5891	63	5256	62	5891	63	5256	62
	- subsidy/single farm payment	18398	198	21229	249	18398	198	21229	249
	FARM REVENUE	211711	2273	180880	2124	211711	2273	180880	2124
INPUTS									
Foods	purchased concentrates	58263	625	50870	597	58263	625	50870	597
	homegrown concentrates	4179	45	4433	52	4179	45	4433	52
Purchased fodder, Tack and stock keep		603	6	879	10	603	6	879	10
Veterinary and medicines		3691	40	3879	46	3691	40	3879	46
Other livestock costs		13588	146	17087	201	13588	146	17087	201
Seeds -	purchased and homegrown	1062	11	1098	13	1062	11	1098	13
Fertilisers		785	8	982	12	785	8	982	12
Crop protection		4	0	8	0	4	0	8	0
Other crop costs		1300	14	1140	13	1300	14	1140	13
Labour	paid incl. paid management	3025	32	3670	43	3025	32	3670	43
	casual	1824	20	125	1	1824	20	125	1
Machinery	contract	7246	78	7037	83	7246	78	7037	83
	repairs	4333	47	5740	67	4333	47	5740	67
	fuels	5749	62	4932	58	5749	62	4932	58
General farming costs		12371	133	13403	157	12371	133	13403	157
Land expenses		5801	62	2684	32	5801	62	2684	32
Rent		5763	62	5779	68	5763	62	5779	68
	FARM EXPENSES	129585	1391	123747	1453	129585	1391	123747	1453
Excess of revenue over expenses		82126	882	57134	671	82126	882	57134	671
Notional inputs									
	- rental value/imputed rent	10952	118	12382	145	10952	118	12382	145
	- unpaid labour	16391	176	16895	198	16391	176	16895	198
	- machinery depreciation	13206	142	13132	154	13206	142	13132	154
		40549	435	42408	498	40549	435	42408	498
NET FARM INCOME (excl. BLSA)		41577	446	14725	173	41577	446	14725	173
NET FARM INCOME (incl. BLSA)		48014	515	20608	242	48014	515	20608	242

Table A3.1 LFA DAIRY FARM RESULTS

OUTPUTS AND INPUTS		CONVENTIONAL							
		<i>Identical sample</i>				<i>Full sample</i>			
		2008/09		2009/10		2008/09		2009/10	
Sample number		48	48	48	48	39	39	54	54
Average farm size (UAA)		88	88	88	88	88	88	90	90
Business size (ESU)		86	82	82	82	90	90	83	83
OUTPUTS		£/farm	£/ha	£/farm	£/ha	£/farm	£/ha	£/farm	£/ha
Dairy -	milk output	115377	1312	93853	1064	112998	1281	95085	1060
	cattle	5617	64	613	7	1035	12	-96	-1
	net quota	0	0	0	0	0	0	0	0
	valuation change	-5726	-65	-174	-2	-1642	-19	274	3
Other cattle	output	28594	325	22513	255	18924	215	22341	249
	valuation change	3060	35	9633	109	5863	66	9404	105
Sheep -	total output	11561	131	13015	147	14890	169	14298	159
	valuation change	-423	-5	126	1	-1265	-14	-181	-2
Other livestock		0	0	3	0	3	0	2	0
Arable crops	output	672	8	519	6	1047	12	464	5
	protein/energy support	0	0	0	0	0	0	0	0
By products forage and cults		607	7	1551	18	687	8	1856	21
Miscellaneous (incl. farmhouse benefit value)		3141	36	6412	73	2221	25	5284	59
	- organic grants	0	0	0	0	0	0	0	0
	- other agri-env.payments	5479	62	5247	59	4023	46	6041	67
	- single payment scheme	19258	219	21969	249	17995	204	22139	247
	FARM REVENUE	187215	2129	175280	1986	176779	2004	176912	1972
INPUTS									
Feeds	purchased concentrates	37892	431	33987	385	40695	461	34164	381
	homegrown concentrates	3098	35	2775	31	2751	31	2472	28
Purchased fodder, Tack and stock keep		1691	19	1366	15	2758	31	1976	22
Veterinary and medicines		5722	65	5697	65	5797	66	5521	62
Other livestock costs		14999	171	13684	155	12263	139	13441	150
Seeds -	purchased and homegrown	343	4	605	7	467	5	606	7
Fertilisers		8688	99	9902	112	9029	102	9293	104
Crop protection		276	3	332	4	428	5	452	5
Other crop costs		1023	12	857	10	739	8	798	9
Labour	paid incl. paid management	3641	41	3715	42	5574	63	3244	36
	casual	1978	22	1691	19	2070	23	2221	25
Machinery	contract	7795	89	7074	80	7061	80	7323	82
	repairs	5841	66	5722	65	4736	54	5553	62
	fuels	5685	65	4563	52	5622	64	4306	48
General farming costs		11094	126	11710	133	11277	128	11631	130
Land expenses		4333	49	3914	44	3474	39	4199	47
Rent		2687	31	2807	32	4448	50	3948	44
	FARM EXPENSES	116787	1328	110402	1251	119188	1351	111148	1239
Excess of revenue over expenses		70428	801	64878	735	57591	653	65764	733
Notional inputs									
	- rental value/imputed rent	13121	149	14131	160	12680	144	13282	148
	- unpaid labour	6640	76	7468	85	5726	65	7862	88
	- machinery depreciation	9850	112	10670	121	8252	94	10899	122
		29610	337	32269	366	26658	302	32043	357
NET FARM INCOME (excl. BLSA)		40818	464	32609	370	30933	351	33721	376
NET FARM INCOME (incl. BLSA)		48900	556	39574	448	39568	449	40336	450

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

INCOME MEASURES	<i>Identical sample</i>				<i>Full sample</i>			
	2008/09		2009/10		2008/09		2009/10	
	£/farm	£/ha	£/farm	£/ha	£/farm	£/ha	£/farm	£/ha
NET FARM INCOME (excl. BLSA)	41577	446	14725	173	41577	446	14725	173
plus unpaid labour (excludes farmer and spouse)	16391	176	16895	198	16391	176	16895	198
plus imputed rent and rental value	10952	118	12382	145	10952	118	12382	145
plus semi-integrated non-agric activities output	1725	19	0	0	1725	19	0	0
minus imputed rent on farmhouse & farm cottages	286	3	286	3	286	3	286	3
minus insurance repairs & net interest payments	1488	16	1251	15	1488	16	1251	15
minus build & works depreciation	4678	50	5410	64	4678	50	5410	64
minus non-agric activity and director costs	1053	11	0	0	1053	11	0	0
FARM BUSINESS INCOME	63140	678	37055	435	63140	678	37055	435
LABOUR USE AND LABOUR INCOMES								
Annual Labour Units per farm	2.5		2.4		2.5		2.4	
of which farmer & spouse	1.2		1.1		1.2		1.1	
of which paid family labour	0.1		0.0		0.1		0.0	
of which unpaid labour	1.0		1.0		1.0		1.0	
Notional value of farmer/spouse labour	18948		19760		18948		19760	
Value of paid family labour	1229		679		1229		679	
Labour income per Annual Labour Unit	21016		10052		21016		10052	
Family labour income per Family Work Unit	26203		3185		26203		3185	
Value of paid managerial input	0		0		0		0	
TENANT'S CAPITAL								
Machinery	79987	859	84913	997	79987	859	84913	997
Livestock	90504	972	101950	1197	90504	972	101950	1197
Crops	4386	47	4271	50	4386	47	4271	50
Stores	2838	30	2732	32	2838	30	2732	32
TOTAL	177715	1908	193866	2276	177715	1908	193866	2276
ASSETS								
	Opening Value	Closing Value	Opening Value	Closing Value	Opening Value	Closing Value	Opening Value	Closing Value
Land and Property	248315	270622	265066	271253	248315	270622	265066	271253
Buildings, improvements and fixtures	16512	30498	37894	51233	16512	30498	37894	51233
Machinery	76975	82998	82998	86827	76975	82998	82998	86827
Livestock	82584	98425	98965	104936	82584	98425	98965	104936
Produce and goods in store	6842	7954	7954	6234	6842	7954	7954	6234
Quotas and single payment asset value	30019	30397	30397	35540	30019	30397	30397	35540
Credit balances	34060	27751	27751	20746	34060	27751	27751	20746
TOTAL	495306	548645	551025	576769	495306	548645	551025	576769
EXTERNAL LIABILITIES								
Long and medium term loans	2429	28696	30256	28060	2429	28696	30256	28060
Short term loans	12651	6377	6377	6122	12651	6377	6377	6122
Overdrafts	714	1376	1376	2143	714	1376	1376	2143
TOTAL	15794	36449	38009	36324	15794	36449	38009	36324
NET WORTH	479512	512196	513016	540445	479512	512196	513016	540445
RETURNS TO CAPITAL								
Owner Equity (%)	93.4		93.7		93.4		93.7	
FBI/Net worth (%)	13.2		7.2		13.2		7.2	
Management and Investment Income	29066		848		29066		848	
Return on tenant's capital (%)	16.4		0.4		16.4		0.4	
Return on all capital (%)	5.9		0.2		5.9		0.2	

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

INCOME MEASURES	<i>Identical sample</i>				<i>Full sample</i>			
	2008/09		2009/10		2008/09		2009/10	
	£/farm	£/ha	£/farm	£/ha	£/farm	£/ha	£/farm	£/ha
NET FARM INCOME (excl. BLSA)	40818	464	32609	370	30933	351	33721	376
plus unpaid labour (excludes farmer and spouse)	6640	76	7468	85	5726	65	7862	88
plus imputed rent and rental value	13121	149	14131	160	12680	144	13283	148
plus semi-integrated non-agric activities output	0	0	0	0	454	5	0	0
minus imputed rent on farmhouse & farm cottages	16	0	16	0	118	1	15	0
minus insurance repairs & net interest payments	3773	43	3892	44	5648	64	3568	40
minus build & works depreciation	4806	55	4610	52	4520	51	4355	49
minus non-agric activity and director costs	0	0	0	0	83	1	0	0
FARM BUSINESS INCOME	51984	591	45692	518	39424	447	46927	523
LABOUR USE AND LABOUR INCOMES								
Annual Labour Units per farm	2.1		2.1		2.1		2.2	
of which farmer & spouse	1.4		1.4		1.3		1.4	
of which paid family labour	0.1		0.1		0.1		0.1	
of which unpaid labour	0.4		0.4		0.3		0.4	
Notional value of farmer/spouse labour	22679		24008		22334		24364	
Value of paid family labour	1020		1150		2051		1041	
Labour income per Annual Labour Unit	20432		15874		16401		16343	
Family labour income per Family Work Unit	21623		14903		16044		15427	
Value of paid managerial input	0		0		0		0	
TENANT'S CAPITAL								
Machinery	62776	714	69543	788	50355	571	69398	774
Livestock	100475	1143	111245	1261	97425	1105	113852	1269
Crops	6486	74	6823	77	5851	66	7036	78
Stores	4764	54	5382	61	4530	51	4886	54
TOTAL	174501	1985	192994	2187	158162	1793	195171	2176
ASSETS								
	Opening Value	Closing Value	Opening Value	Closing Value	Opening Value	Closing Value	Opening Value	Closing Value
Land and Property	408539	444268	434841	462821	436144	479453	432526	457011
Buildings, improvements and fixtures	23385	28061	37869	43684	26185	26078	36084	41671
Machinery	59198	66354	66354	72733	47744	52967	66481	72314
Livestock	97979	102971	102971	119519	91619	103231	105796	121908
Produce and goods in store	12613	12877	13120	14175	12974	10830	12446	13915
Quotas and single payment asset value	35251	35763	35763	37621	30744	30611	36204	37892
Credit balances	36697	39841	39841	43985	23371	26234	40284	41866
TOTAL	673661	730135	730759	794538	668781	729404	729822	786576
EXTERNAL LIABILITIES								
Long and medium term loans	42128	41625	41625	43165	56603	53350	38183	39479
Short term loans	14585	14535	14535	15681	11333	12556	14585	15106
Overdrafts	27943	24710	24710	27827	26191	26064	25334	28253
TOTAL	84656	80871	80871	86672	94128	91970	78101	82838
NET WORTH	589005	649265	649889	707866	574653	637433	651721	703738
RETURNS TO CAPITAL								
Owner Equity (%)	88.9		89.1		87.4		89.5	
FBI/Net worth (%)	8.8		7.0		6.9		7.2	
Management and Investment Income	26221		15566		17235		15972	
Return on tenant's capital (%)	15.0		8.1		10.9		8.2	
Return on all capital (%)	3.9		2.1		2.6		2.2	

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

ORGANIC

LAND UTILISATION - hectares per farm	<i>Identical sample</i>		<i>Full sample</i>	
	2008/09	2009/10	2008/09	2009/10
Tillage - maincrops				
Wheat	0.0	0.0	0.0	0.0
Barley	2.8	2.8	2.8	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	2.8	2.8	2.8	2.8
Set-aside	0.0	0.0	0.0	0.0
Tillage - fodder	0.4	0.4	0.4	0.4
Grassland	81.1	78.0	81.1	78.0
Fallow and land let	0.0	0.0	0.0	0.0
Rough grazing	8.9	4.0	8.9	4.0
Effective				
Utilisable agricultural area (Effective ha.)	93.1	85.2	93.1	85.2
Woods, roads and buildings	2.4	2.3	2.4	2.3
TOTAL AREA (Actual ha.)	95.6	87.5	95.6	87.5
effective forage area	98.5	87.7	98.5	87.7
Bare land and forage hired in	8.1	5.3	8.1	5.3

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 A3.3 LFA DAIRY FARM RESULTS
LAND UTILISATION AND CROP PERFORMANCE**CONVENTIONAL**

LAND UTILISATION - hectares per farm	<i>Identical sample</i>		<i>Full sample</i>	
	2008/09	2009/10	2008/09	2009/10
Tillage - maincrops				
Wheat	0.0	0.0	0.1	0.0
Barley	0.9	0.7	1.8	0.6
Other cereals	0.2	0.4	0.1	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	0.0	0.0
Total cropping	1.1	1.1	2.0	1.0
Set-aside	0.0	0.0	0.0	0.0
Tillage - fodder	1.0	0.8	1.5	1.6
Grassland				
Grazing, hay and silage	81.9	82.4	80.5	83.5
Fallow and land let	0.0	0.0	0.2	0.0
Rough grazing				
Effective	3.8	3.8	4.0	3.5
Utilisable agricultural area (Effective ha.)	87.9	88.2	88.2	89.7
Woods, roads and buildings	1.8	1.8	3.3	2.1
TOTAL AREA (Actual ha.)	92.3	90.0	92.0	91.8
effective forage area	91.7	92.0	91.1	93.3
Bare land and forage hired in	4.9	5.0	5.2	4.6

CROP PERFORMANCE *

- Yields (tonnes per hectare)	t/ha	n	t/ha	n	t/ha	n	t/ha	n
Wheat	-	1	-	1	-	1	-	1
Barley	-	4	-	3	5.7	5	-	3
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	-	1	-	1	-	1	-	1
Barley	-	4	-	3	94	5	-	3
Oilseed Rape	-	0	-	0	-	0	-	0
Potatoes	-	0	-	0	-	0	-	0
Sugar Beet	-	0	-	0	-	0	-	0

* Yield and price data is implied

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

LIVESTOCK CARRIED - L.U. per farm	<i>Identical sample</i>				<i>Full sample</i>			
	2008/09		2009/10		2008/09		2009/10	
	LU	No's	LU	No's	LU	No's	LU	No's
Dairy cows	69.9	70	66.7	67	69.9	70	66.7	67
Beef cows	2.6	3	2.9	4	2.6	3	2.9	4
Other cattle	40.4	74	43.5	74	40.4	74	43.5	74
Breeding sheep	15.9	198	14.5	181	15.9	198	14.5	181
Other sheep	4.0	96	6.2	129	4.0	96	6.2	129
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.)	132.7		133.7		132.7		133.7	

STOCKING RATES

Stocking rate (LU per eff.ha)	1.4	1.6	1.4	1.6
GLU/forage effective hectare*	1.3	1.5	1.3	1.5

* 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	5889	7	6113	7	5889	7	6113	7
- Prices (£ per head)*	£/head	n	£/head	n	£/head	n	£/head	n
Dairy cows	693	7	590	7	693	7	590	7
Dairy calves	-	4	89	5	-	4	89	5
Dairy heifers in calf	-	0	-	0	-	0	-	0
Beef heifers in calf	-	0	-	0	-	0	-	0
Finished cattle	-	2	-	3	-	2	-	3
Beef store cattle 1-2 yrs	-	2	-	3	-	2	-	3
Beef stores <1 yr	-	4	134	5	-	4	134	5
Ewes	-	1	-	1	-	1	-	1
Ewe hoggs	-	0	-	1	-	0	-	1
Finished lambs	-	4	-	4	-	4	-	4
Store lambs	-	2	-	1	-	2	-	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)	32.5	7	26.2	7	32.5	7	26.2	7
Wool (pence per kg)	-	3	-	3	-	3	-	3
Eggs (pence per dozen)	-	0	-	0	-	0	-	0

* Yield and price data is implied

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

LIVESTOCK CARRIED - L.U. per farm	<i>Identical sample</i>				<i>Full sample</i>			
	2008/09		2009/10		2008/09		2009/10	
	LU	No's	LU	No's	LU	No's	LU	No's
Dairy cows	69.0	69	65.0	65	72.3	72	66.5	66
Beef cows	2.8	4	2.8	4	0.4	0	2.6	4
Other cattle	46.6	85	48.7	86	42.1	77	47.7	84
Breeding sheep	16.7	209	16.0	197	18.7	234	16.8	208
Other sheep	4.4	106	6.7	142	5.8	140	6.7	145
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.)	139.5		139.3		139.2		140.4	

STOCKING RATES

Stocking rate (LU per eff.ha)	1.6	1.6	1.6	1.6
GLU/forage effective hectare*	1.5	1.5	1.5	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	6519	7	6331	7	6040	7	6235	7
- Prices (£ per head)*	£/head	n	£/head	n	£/head	n	£/head	n
Dairy cows	928	7	737	7	674	7	741	7
Dairy calves	90	7	122	7	94	7	122	7
Dairy heifers in calf	-	3	-	2	-	2	-	2
Beef heifers in calf	-	1	-	2	-	0	-	2
Finished cattle	722	6	755	6	686	6	773	6
Beef store cattle 1-2 yrs	689	5	571	6	587	7	572	7
Beef stores <1 yr	163	6	258	7	160	7	258	7
Ewes	-	2	-	1	42	5	-	3
Ewe hoggs	-	2	-	4	-	2	-	4
Finished lambs	56	5	64	5	53	7	62	7
Store lambs	-	3	-	1	34	6	-	3
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)	24.2	7	21.2	7	24.4	7	21.5	7
Wool (pence per kg)	35	5	29	5	36	7	30	7
Eggs (pence per dozen)	-	0	-	0	-	0	-	0

* Yield and price data is implied

Table A4.1 LOWLAND DAIRY FARM RESULTS

ORGANIC

OUTPUTS AND INPUTS

		<i>Identical sample</i>				<i>Full sample</i>			
		2008/09		2009/10		2008/09		2009/10	
Sample number		38		38		44		44	
Average farm size (UAA)		136		137		137		131	
Business size (ESU)		146		146		149		145	
OUTPUTS		£/farm	£/ha	£/farm	£/ha	£/farm	£/ha	£/farm	£/ha
Dairy -	milk output	261655	1926	242365	1767	250900	1833	238597	1818
	cattle	-15072	-111	-5528	-40	-10977	-80	-7803	-59
	net quota	-565	-4	-645	-5	-488	-4	-510	-4
	valuation change	4660	34	-2009	-15	782	6	275	2
Other cattle	output	36093	266	34099	249	35338	258	36532	278
	valuation change	4923	36	6423	47	3678	27	4523	34
Sheep -	total output	585	4	575	4	386	3	456	3
	valuation change	30	0	95	1	37	0	75	1
Other livestock		924	7	665	5	831	6	572	4
Arable crops	output	8602	63	6214	45	8381	61	5424	41
	protein/energy support	16	0	22	0	23	0	36	0
By products forage and cults		2574	19	2576	19	1525	11	2334	18
Miscellaneous (incl. farmhouse benefit value)		12306	91	13038	95	11462	84	12427	95
	- organic grants	2195	16	1571	11	1032	8	1244	9
	- other agri-env. payments	9050	67	8997	66	9861	72	11088	84
	- subsidy/single farm payment	28167	207	31842	232	26757	195	30427	232
	FARM REVENUE	356142	2622	340302	2481	339528	2480	335696	2558
INPUTS									
Feeds	purchased concentrates	83927	618	70277	512	75641	553	71590	546
	homegrown concentrates	8136	60	8407	61	8587	63	7816	60
Purchased fodder, Tack and stock keep		2652	20	3421	25	2310	17	3177	24
Veterinary and medicines		7464	55	8180	60	7256	53	7686	59
Other livestock costs		24443	180	25905	189	24370	178	26007	198
Seeds -	purchased and homegrown	3756	28	3746	27	3334	24	3416	26
Fertilisers		1925	14	2102	15	1610	12	1911	15
Crop protection		44	0	66	0	26	0	53	0
Other crop costs		1991	15	1522	11	1796	13	1472	11
Labour	paid incl. paid management	29188	215	28920	211	30222	221	27165	207
	casual	1931	14	2950	22	1767	13	2852	22
Machinery	contract	19077	140	21356	156	20160	147	20775	158
	repairs	12241	90	12543	91	11613	85	11833	90
	fuels	9313	69	7751	57	9418	69	7612	58
General farming costs		21979	162	22493	164	21188	155	21323	162
Land expenses		9551	70	7613	55	9106	67	7258	55
Rent		13463	99	13917	101	15910	116	15245	116
	FARM EXPENSES	251081	1849	241169	1758	244314	1785	237191	1807
Excess of revenue over expenses		105060	774	99133	723	95215	696	98505	751
Notional inputs									
	- rental value/imputed rent	15841	117	16590	121	13839	101	14895	113
	- unpaid labour	4881	36	5055	37	3890	28	4435	34
	- machinery depreciation	15066	111	16880	123	14701	107	16009	122
		35788	263	38526	281	32430	237	35339	269
NET FARM INCOME (excl. BLSA)		69272	510	60607	442	62785	459	63166	481
NET FARM INCOME (incl. BLSA)		82429	607	69463	506	76079	556	71958	548

Table A4.1 LOWLAND DAIRY FARM RESULTS

OUTPUTS AND INPUTS		CONVENTIONAL							
		<i>Identical sample</i>		<i>Full sample</i>					
		2008/09	2009/10	2008/09	2009/10				
Sample number		220	220	301	290				
Average farm size (UAA)		117	119	116	125				
Business size (ESU)		141	141	143	151				
OUTPUTS		£/farm	£/ha	£/farm	£/ha	£/farm	£/ha	£/farm	£/ha
Dairy -	milk output	211542	1802	194816	1636	205087	1770	212553	1705
	cattle	-6549	-56	-9741	-82	-9135	-79	-12364	-99
	net quota	-1	0	0	0	0	0	0	0
	valuation change	-1357	-12	1443	12	-750	-6	2470	20
Other cattle	output	38365	327	43448	365	36144	312	43704	351
	valuation change	9657	82	5829	49	11467	99	5818	47
Sheep -	total output	1729	15	2008	17	1680	14	2742	22
	valuation change	240	2	119	1	208	2	113	1
Other livestock		2832	24	2573	22	5026	43	3999	32
Arable crops	output	12966	110	11480	96	14333	124	12893	103
	protein/energy support	12	0	645	0	11	0	34	0
By products forage and cults		3910	33	4378	37	3309	29	6435	52
Miscellaneous (incl. farmhouse benefit value)		10417	89	11701	98	10926	94	14488	116
	- organic grants	0	0	0	0	0	0	0	0
	- other agri-env.payments	2929	25	2871	24	3276	28	2793	22
	- single payment scheme	25141	214	27563	237	25225	218	30371	244
	FARM REVENUE	311833	2657	299132	2512	306807	2648	326049	2616
INPUTS									
Feeds	purchased concentrates	61448	523	59509	500	59857	517	65516	526
	homegrown concentrates	8161	70	8090	68	7278	63	7470	60
Purchased fodder, Tack and stock keep		3431	29	2921	25	3735	32	3157	25
Veterinary and medicines		8600	73	9114	77	7983	69	9669	78
Other livestock costs		17888	152	19493	164	17703	153	21434	172
Seeds -	purchased and homegrown	3449	29	3893	33	3478	30	4490	36
Fertilisers		13000	111	16054	135	13590	117	17025	137
Crop protection		3865	33	3793	32	3809	33	4086	33
Other crop costs		2295	20	2258	19	2348	20	2295	18
Labour	paid incl. paid management	19377	165	22207	186	18237	157	25615	206
	casual	2083	18	1978	17	2751	24	2368	19
Machinery	contract	13733	117	15115	127	14078	122	16378	131
	repairs	10178	87	9803	82	9779	84	11198	90
	fuels	8733	74	7508	63	8827	76	8352	67
General farming costs		19620	167	21807	183	19937	172	23566	189
Land expenses		6307	54	6792	57	6203	54	7011	56
Rent		7761	66	8200	69	7886	68	9285	74
	FARM EXPENSES	209928	1788	218535	1835	207476	1791	238915	1917
Excess of revenue over expenses		101906	868	80597	677	99330	857	87134	699
Notional inputs									
	- rental value/imputed rent	19246	164	20497	172	18992	164	21732	174
	- unpaid labour	10924	93	11319	95	10920	94	11659	94
	- machinery depreciation	16066	137	17874	150	16190	140	18836	151
		46236	394	49691	417	46102	398	52226	419
NET FARM INCOME (excl. BLSA)		55670	474	30906	259	53228	459	34907	280
NET FARM INCOME (incl. BLSA)		70159	598	38563	324	67769	585	42786	343

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

INCOME MEASURES	<i>Identical sample</i>				<i>Full sample</i>			
	2008/09		2009/10		2008/09		2009/10	
	£/farm	£/ha	£/farm	£/ha	£/farm	£/ha	£/farm	£/ha
NET FARM INCOME (excl. BLSA)	69272	510	60607	442	62785	459	63166	481
plus unpaid labour (excludes farmer and spouse)	4881	36	5055	37	3890	28	4435	34
plus imputed rent and rental value	15776	116	16523	120	13719	100	14820	113
plus semi-integrated non-agric activities output	1157	9	119	1	999	7	95	1
minus imputed rent on farmhouse & farm cottages	951	7	947	7	1121	8	1125	9
minus insurance repairs & net interest payments	7278	54	5540	40	6915	51	5261	40
minus build & works depreciation	6532	48	6065	44	5734	42	5329	41
minus non-agric activity and director costs	1888	14	818	6	1630	12	1228	9
FARM BUSINESS INCOME	74437	548	68935	503	65994	482	69572	530
LABOUR USE AND LABOUR INCOMES								
Annual Labour Units per farm	3.3		3.3		3.3		3.0	
of which farmer & spouse	1.5		1.4		1.5		1.3	
of which paid family labour	0.1		0.1		0.1		0.1	
of which unpaid labour	0.3		0.3		0.2		0.2	
Notional value of farmer/spouse labour	24458		24826		24651		23795	
Value of paid family labour	1685		1634		1597		1586	
Labour income per Annual Labour Unit	27063		24708		25588		26576	
Family labour income per Family Work Unit	35142		29649		31491		33618	
Value of paid managerial input	459		228		396		181	
TENANT'S CAPITAL								
Machinery	84989	626	92184	672	80881	591	87219	665
Livestock	154032	1134	171222	1248	150610	1100	167781	1278
Crops	11614	86	12672	92	10953	80	12899	98
Stores	9404	69	8640	63	8036	59	8338	64
TOTAL	260038	1915	284718	2076	250480	1830	276237	2105
ASSETS								
	Opening Value	Closing Value	Opening Value	Closing Value	Opening Value	Closing Value	Opening Value	Closing Value
Land and Property	577910	693340	683827	714671	502610	590150	578475	603550
Buildings, improvements and fixtures	32727	37382	50672	57053	28804	32793	44383	50686
Machinery	79582	90396	90425	93943	76239	85524	85601	88837
Livestock	142668	165396	164539	177906	141732	159488	160942	174621
Produce and goods in store	23829	22653	22709	22028	22403	20243	23415	21984
Quotas and single payment asset value	54753	42898	41674	46872	52164	39576	38459	43488
Credit balances	61380	66493	68501	74432	56374	63379	61900	70031
TOTAL	972850	1118557	1122346	1186905	880327	991152	993174	1053197
EXTERNAL LIABILITIES								
Long and medium term loans	83289	103585	104420	109722	76424	88811	97542	100589
Short term loans	51077	46738	46108	37324	51330	45691	44477	36058
Overdrafts	51677	49438	49453	48049	51076	41751	47216	43915
TOTAL	186043	199761	199982	195095	178830	176252	189235	180562
NET WORTH	786806	918796	922364	991810	701496	814900	803939	872635
RETURNS TO CAPITAL								
Owner Equity (%)	82.1		83.6		82.2		82.9	
FBI/Net worth (%)	9.5		7.5		9.4		8.7	
Management and Investment Income	58430		44865		51824		48344	
Return on tenant's capital (%)	22.5		15.8		20.7		17.5	
Return on all capital (%)	6.0		4.0		5.9		4.9	

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

INCOME MEASURES	<i>Identical sample</i>				<i>Full sample</i>			
	2008/09		2009/10		2008/09		2009/10	
	£/farm	£/ha	£/farm	£/ha	£/farm	£/ha	£/farm	£/ha
NET FARM INCOME (excl. BLSA)	55670	474	30906	259	53228	459	34907	280
plus unpaid labour (excludes farmer and spouse)	10924	93	11319	95	10920	94	11659	94
plus imputed rent and rental value	19084	163	20294	170	18841	163	21511	173
plus semi-integrated non-agric activities output	0	0	0	0	982	8	84	1
minus imputed rent on farmhouse & farm cottages	564	5	461	4	722	6	561	5
minus insurance repairs & net interest payments	9548	81	6000	50	9965	86	6532	52
minus build & works depreciation	6610	56	6246	52	6749	58	7214	58
minus non-agric activity and director costs	162	1	0	0	2495	22	641	5
FARM BUSINESS INCOME	68793	586	49813	418	64040	553	53212	427
LABOUR USE AND LABOUR INCOMES								
Annual Labour Units per farm	3.2		3.3		3.2		3.5	
of which farmer & spouse	1.5		1.4		1.5		1.5	
of which paid family labour	0.2		0.2		0.2		0.2	
of which unpaid labour	0.6		0.6		0.6		0.6	
Notional value of farmer/spouse labour	25722		26314		25610		27322	
Value of paid family labour	2753		3226		2766		2682	
Labour income per Annual Labour Unit	22374		14867		21742		15534	
Family labour income per Family Work Unit	26080		9931		24472		10553	
Value of paid managerial input	0		0		0		0	
TENANT'S CAPITAL								
Machinery	86090	733	97026	815	85453	738	109767	881
Livestock	149906	1277	169412	1422	153484	1325	187363	1503
Crops	14167	121	14394	121	14803	128	19565	157
Stores	13980	119	14561	122	14415	124	15293	123
TOTAL	264143	2250	295393	2480	268156	2314	331989	2664
ASSETS								
	Opening Value	Closing Value	Opening Value	Closing Value	Opening Value	Closing Value	Opening Value	Closing Value
Land and Property	730284	852315	841878	890716	692601	802634	873894	925184
Buildings, improvements and fixtures	30179	37451	53533	57787	31777	41733	60750	66521
Machinery	82085	90094	90096	103956	80798	90108	97803	121731
Livestock	138358	161454	161916	176907	140694	166275	179188	195538
Produce and goods in store	28534	34866	34655	27626	30737	35638	40728	35262
Quotas and single payment asset value	45746	36243	36243	39877	45772	35709	37625	41179
Credit balances	47883	51690	51670	51325	49655	51694	65961	61034
TOTAL	1103070	1264114	1269991	1348194	1072034	1223791	1355950	1446450
EXTERNAL LIABILITIES								
Long and medium term loans	95022	98177	98288	121630	103767	117242	113353	139528
Short term loans	36109	47623	45338	48307	35280	43623	44483	45327
Overdrafts	52595	50162	50022	46880	45301	44536	50581	50017
TOTAL	183726	195962	193648	216817	184349	205401	208416	234871
NET WORTH	919343	1068153	1076343	1131376	887685	1018391	1147534	1211579
RETURNS TO CAPITAL								
Owner Equity (%)	84.5		83.9		83.2		83.8	
FBI/Net worth (%)	7.5		4.6		7.2		4.6	
Management and Investment Income	44437		12249		42159		15464	
Return on tenant's capital (%)	16.8		4.1		15.7		4.7	
Return on all capital (%)	4.0		1.0		3.9		1.1	

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

LAND UTILISATION - hectares per farm	<i>Identical sample</i>		<i>Full sample</i>	
	2008/09	2009/10	2008/09	2009/10
Tillage - maincrops				
Wheat	3.5	3.3	3.3	3.2
Barley	1.2	1.9	1.6	1.5
Other cereals	6.3	2.8	4.7	2.2
Oil seed rape	0.0	0.0	0.0	0.0
Linseed	0.0	0.0	0.0	0.0
Peas/Beans	1.6	1.2	1.4	1.4
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	12.7	9.1	11.1	8.3
Set-aside	0.0	0.0	0.0	0.0
Tillage - fodder	11.8	14.0	10.1	11.7
Grassland				
Grazing, hay and silage	109.7	112.7	113.6	109.2
Fallow and land let	0.9	0.5	0.6	0.6
Rough grazing				
Effective	0.3	0.3	1.3	1.2
Utilisable agricultural area (Effective ha.)	135.8	137.2	136.9	131.2
Woods, roads and buildings	3.2	3.2	3.5	2.7
TOTAL AREA (Actual ha.)	139.0	140.3	140.4	134.0
effective forage area	128.9	133.8	131.3	130.7
Bare land and forage hired in	7.0	7.1	6.4	9.2

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

	t/ha	n	t/ha	n	t/ha	n	t/ha	n
Wheat	4.7	6	4.7	7	5.1	7	4.4	8
Barley	-	4	4.0	5	4.0	5	4.0	5
Oilseed Rape	-	0	-	0	-	0	-	0
Potatoes	-	0	-	1	-	0	-	1
Sugar Beet	-	0	-	0	-	0	-	0

- Prices (£ per tonne)*

	£/t	n	£/t	n	£/t	n	£/t	n
Wheat	174	6	181	7	183	7	183	8
Barley	-	4	161	5	191	5	161	5
Oilseed Rape	-	0	-	0	-	0	-	0
Potatoes	-	0	-	1	-	0	-	1
Sugar Beet	-	0	-	0	-	0	-	0

* Yield and price data is implied

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

LAND UTILISATION - hectares per farm	<i>Identical sample</i>		<i>Full sample</i>	
	2008/09	2009/10	2008/09	2009/10
Tillage - maincrops				
Wheat	10.9	6.6	10.7	8.2
Barley	6.1	7.7	6.5	7.7
Other cereals	0.7	0.9	0.7	0.7
Oil seed rape	0.4	1.4	0.6	1.5
Linseed	0.0	0.0	0.0	0.0
Peas/Beans	0.3	0.4	0.3	0.7
Potatoes	0.1	0.1	0.2	0.1
Sugarbeet	0.0	0.0	0.0	0.0
Horticulture	0.0	0.0	0.0	0.0
Other crops	0.0	0.3	0.1	0.2
Total cropping	18.6	17.4	19.1	19.2
Set-aside	0.0	0.0	0.0	0.0
Tillage - fodder	14.8	15.0	14.0	18.0
Grassland				
Grazing, hay and silage	82.0	84.7	80.9	85.6
Fallow and land let	1.0	0.8	0.9	0.9
Rough grazing				
Effective	0.1	0.2	0.1	0.3
Utilisable agricultural area (Effective ha.)	117.4	119.1	115.9	124.7
Woods, roads and buildings	3.7	3.7	3.3	3.7
TOTAL AREA (Actual ha.)	121.1	122.8	119.2	128.4
effective forage area	102.6	105.4	100.2	108.8
Bare land and forage hired in	6.8	6.8	5.9	6.2

CROP PERFORMANCE *

- Yields (tonnes per hectare)	t/ha	n	t/ha	n	t/ha	n	t/ha	n
Wheat	7.4	29	7.5	27	7.8	35	7.6	30
Barley	6.0	34	6.3	30	6.0	40	6.3	33
Oilseed Rape	2.9	5	1.8	5	3.1	8	1.7	6
Potatoes	-	1	-	1	31.5	5	-	1
Sugar Beet	-	1	-	1	-	1	-	1
- Prices (£ per tonne)*	£/t	n	£/t	n	£/t	n	£/t	n
Wheat	106	29	94	27	105	35	95	30
Barley	93	34	82	30	96	40	81	33
Oilseed Rape	304	5	253	5	292	8	247	6
Potatoes	-	1	-	1	120	5	-	1
Sugar Beet	-	1	-	1	-	1	-	1

* Yield and price data is implied

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

LIVESTOCK CARRIED - L.U. per farm	<i>Identical sample</i>				<i>Full sample</i>			
	2008/09		2009/10		2008/09		2009/10	
	LU	No's	LU	No's	LU	No's	LU	No's
Dairy cows	125.3	125	128.1	128	128.5	129	126.9	127
Beef cows	0.0	0	0.0	0	0.2	0	0.0	0
Other cattle	52.4	98	54.3	101	54.7	101	53.9	101
Breeding sheep	1.1	11	1.0	10	0.8	8	0.8	8
Other sheep	0.3	7	0.4	8	0.2	5	0.4	7
Pigs	0.1	1	0.1	1	0.2	1	0.1	1
Poultry	0.6	201	0.6	202	0.6	174	0.5	160
Other livestock	0.0	1	0.0	1	0.0	1	0.0	1
TOTAL (L.U.)	179.9		184.6		185.2		182.7	

STOCKING RATES

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

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

LIVESTOCK PERFORMANCE

- Yield*	litres	n	litres	n	litres	n	litres	n
Milk yield/cow	5895	38	6035	38	5808	44	6104	44
- Prices (£ per head)*	£/head	n	£/head	n	£/head	n	£/head	n
Dairy cows	549	38	549	38	575	42	559	43
Dairy calves	82	16	126	20	86	20	121	24
Dairy heifers in calf	-	3	1253	6	773	5	1234	8
Beef heifers in calf	-	0	-	0	-	0	-	0
Finished cattle	747	10	723	10	774	10	697	12
Beef store cattle 1-2 yrs	515	11	522	15	496	12	508	18
Beef stores <1 yr	132	20	147	21	129	23	156	24
Ewes	-	2	-	2	-	2	-	2
Ewe hoggs	-	0	-	0	-	0	-	0
Finished lambs	-	4	-	4	-	3	-	4
Store lambs	-	1	-	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)	33.0	38	28.6	38	32.7	44	28.8	44
Wool (pence per kg)	-	3	-	4	-	3	-	4
Eggs (pence per dozen)	-	1	-	1	-	1	-	1

* Yield and price data is implied

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

LIVESTOCK CARRIED - L.U. per farm	<i>Identical sample</i>				<i>Full sample</i>			
	2008/09		2009/10		2008/09		2009/10	
	LU	No's	LU	No's	LU	No's	LU	No's
Dairy cows	111.9	112	112.2	112	112.9	113	120.9	121
Beef cows	0.2	0	0.3	0	0.3	0	0.3	0
Other cattle	64.2	121	66.4	125	63.0	119	68.9	129
Breeding sheep	2.6	25	2.7	25	2.6	25	3.0	28
Other sheep	0.7	16	0.8	18	0.8	18	0.9	22
Pigs	1.1	11	1.1	10	0.9	9	1.0	9
Poultry	0.9	53	1.0	58	3.5	212	2.7	159
Other livestock	0.0	0	0.0	0	0.0	0	0.0	0
TOTAL (L.U.)	181.7		184.5		184.1		197.7	

STOCKING RATES

Stocking rate (LU per eff.ha)	1.5	1.5	1.6	1.6
GLU/forage effective hectare*	1.8	1.7	1.8	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	6949	38	6947	38	6788	44	6977	44
- Prices (£ per head)*	£/head	n	£/head	n	£/head	n	£/head	n
Dairy cows	549	38	614	38	556	44	617	44
Dairy calves	106	31	120	29	97	41	102	35
Dairy heifers in calf	1298	13	1164	16	1260	15	1171	19
Beef heifers in calf	-	0	-	1	-	0	-	2
Finished cattle	738	38	838	36	753	44	820	42
Beef store cattle 1-2 yrs	517	34	584	36	520	41	564	42
Beef stores <1 yr	169	33	181	33	155	42	194	39
Ewes	47	8	60	11	46	10	63	16
Ewe hogs	-	3	-	2	-	3	-	3
Finished lambs	67	22	74	26	65	30	75	31
Store lambs	43	9	53	10	42	19	54	11
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)	25.5	38	23.5	38	25.7	44	23.6	44
Wool (pence per kg)	46	20	42	23	40	28	37	32
Eggs (pence per dozen)	143	8	156	8	123	9	140	10

* Yield and price data is implied

Table A5.1 LFA CATTLE AND SHEEP RESULTS

ORGANIC

OUTPUTS AND INPUTS

		<i>Identical sample</i>				<i>Full sample</i>			
		2008/09		2009/10		2008/09		2009/10	
Sample number		33		33		39		40	
Average farm size (UAA)		143		141		143		143	
Business size (ESU)		33		32		34		34	
OUTPUTS		£/farm	£/ha	£/farm	£/ha	£/farm	£/ha	£/farm	£/ha
Dairy -	milk output	2055	14	1483	10	1738	12	1223	9
	cattle	-175	-1	-244	-2	-148	-1	-201	-1
	net quota	0	0	0	0	0	0	0	0
	valuation change	-90	-1	39	0	-76	-1	32	0
Other cattle	output	23904	167	20478	145	24774	173	23102	161
	valuation change	952	7	5791	41	2746	19	4575	32
Sheep -	total output	28603	200	27686	196	27022	189	27830	194
	valuation change	-1757	-12	229	2	-1915	-13	938	7
Other livestock		2138	15	2813	20	7817	55	2321	16
Arable crops	output	1057	7	961	7	825	6	1656	12
	protein/energy support	0	0	0	0	0	0	0	0
By products forage and cults		139	1	653	5	74	1	1057	7
Miscellaneous (incl. farmhouse benefit value)		5216	36	6898	49	4579	32	6391	45
	- organic grants	8654	61	6027	43	6094	43	5636	39
	- other agri-env. payments	17662	124	18852	133	16554	116	20109	140
	- subsidy/single farm payment	30279	212	34615	245	29530	207	35443	247
	FARM REVENUE	118637	830	126282	893	119616	837	130112	907
INPUTS									
Feeds	purchased concentrates	8286	58	8462	60	12928	90	8226	57
	homegrown concentrates	1159	8	1054	7	860	6	1514	11
Purchased fodder, Tack and stock keep		1513	11	1959	14	1485	10	1693	12
Veterinary and medicines		3426	24	3753	27	3579	25	4028	28
Other livestock costs		5837	41	6271	44	6367	45	6750	47
Seeds -	purchased and homegrown	803	6	689	5	820	6	946	7
Fertilisers		1201	8	1186	8	1375	10	1201	8
Crop protection		4	0	10	0	4	0	10	0
Other crop costs		657	5	675	5	720	5	749	5
Labour	paid incl. paid management	4862	34	4851	34	3875	27	4988	35
	casual	1951	14	2519	18	1917	13	2249	16
Machinery	contract	4199	29	4908	35	4493	31	5606	39
	repairs	4081	29	4087	29	4541	32	4660	33
	fuels	5001	35	4231	30	5339	37	4320	30
General farming costs		8492	59	9269	66	9385	66	10112	71
Land expenses		3940	28	5841	41	3486	24	6427	45
Rent		5995	42	6056	43	4387	31	5543	39
	FARM EXPENSES	61407	430	65821	465	65561	459	69023	481
Excess of revenue over expenses		57229	400	60461	427	54055	378	61089	426
Notional inputs									
	- rental value/imputed rent	10198	71	10726	76	11389	80	11550	81
	- unpaid labour	3006	21	3253	23	3214	22	2845	20
	- machinery depreciation	7708	54	8063	57	8671	61	8821	62
		20911	146	22043	156	23275	163	23216	162
NET FARM INCOME (excl. BLSA)		36318	254	38418	272	30780	215	37873	264
NET FARM INCOME (incl. BLSA)		38825	272	42547	301	33701	236	41810	292

Table A5.1 LFA CATTLE AND SHEEP RESULTS

OUTPUTS AND INPUTS		CONVENTIONAL							
		Identical sample				Full sample			
		2008/09		2009/10		2008/09		2009/10	
Sample number		210		210		262		273	
Average farm size (UAA)		124		123		126		126	
Business size (ESU)		32		31		34		33	
OUTPUTS		£/farm	£/ha	£/farm	£/ha	£/farm	£/ha	£/farm	£/ha
Dairy -	milk output	589	5	447	4	0	0	463	4
	cattle	474	4	53	0	0	0	276	2
	net quota	0	0	0	0	0	0	0	0
	valuation change	-165	-1	-11	0	0	0	-209	-2
Other cattle	output	21302	172	19364	157	23152	184	21451	170
	valuation change	1917	16	4196	34	1994	16	4498	36
Sheep -	total output	28364	230	33844	274	30839	245	35755	283
	valuation change	-231	-2	1944	16	-593	-5	2349	19
Other livestock		58	0	96	1	156	1	95	1
Arable crops	output	410	3	436	4	731	6	736	6
	protein/energy support	0	0	0	0	0	0	0	0
By products forage and cults		1218	10	1264	10	1764	14	1383	11
Miscellaneous (incl. farmhouse benefit value)		4852	39	5419	44	4285	34	4824	38
	- organic grants	0	0	0	0	0	0	0	0
	- other agri-env. payments	11344	92	11861	96	10201	81	12019	95
	- single payment scheme	27526	223	31048	252	28754	229	31738	251
	FARM REVENUE	97659	791	109960	892	101282	805	115378	913
INPUTS									
Feeds	purchased concentrates	11276	91	10894	88	12754	101	11350	90
	homegrown concentrates	222	2	371	3	530	4	679	5
Purchased fodder, Tack and stock keep		2217	18	2750	22	2352	19	2800	22
Veterinary and medicines		3519	28	3637	29	3818	30	3854	31
Other livestock costs		5337	43	5710	46	5574	44	6220	49
Seeds -	purchased and homegrown	309	2	377	3	356	3	491	4
Fertilisers		5179	42	5819	47	5289	42	6561	52
Crop protection		214	2	228	2	314	2	277	2
Other crop costs		484	4	652	5	559	4	707	6
Labour	paid incl. paid management	2457	20	1720	14	2900	23	1773	14
	casual	763	6	942	8	1139	9	943	7
Machinery	contract	3025	24	3362	27	3193	25	3541	28
	repairs	3174	26	3576	29	3356	27	3912	31
	fuels	4620	37	3904	32	4781	38	4315	34
General farming costs		7669	62	7976	65	7792	62	8266	65
Land expenses		2500	20	3185	26	2478	20	3375	27
Rent		4545	37	4705	38	4721	38	5268	42
	FARM EXPENSES	57506	466	59809	485	61907	492	64330	509
Excess of revenue over expenses		40152	325	50151	407	39375	313	51048	404
Notional inputs									
	- rental value/imputed rent	9014	73	9673	78	9264	74	9788	77
	- unpaid labour	3997	32	4739	38	4675	37	5171	41
	- machinery depreciation	7335	59	8523	69	8278	66	9104	72
		20345	165	22934	186	22216	177	24063	190
NET FARM INCOME (excl. BLSA)		19807	160	27217	221	17158	136	26985	214
NET FARM INCOME (incl. BLSA)		21809	177	30728	249	19535	155	30632	242

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

INCOME MEASURES	<i>Identical sample</i>				<i>Full sample</i>			
	2008/09		2009/10		2008/09		2009/10	
	£/farm	£/ha	£/farm	£/ha	£/farm	£/ha	£/farm	£/ha
NET FARM INCOME (excl. BLSA)	36318	254	38418	272	30780	215	37873	264
plus unpaid labour (excludes farmer and spouse)	3006	21	3253	23	3214	22	2845	20
plus imputed rent and rental value	10198	71	10726	76	11389	80	11550	81
plus semi-integrated non-agric activities output	1092	8	0	0	924	6	0	0
minus imputed rent on farmhouse & farm cottages	246	2	273	2	315	2	300	2
minus insurance repairs & net interest payments	4063	28	4328	31	4982	35	3999	28
minus build & works depreciation	3333	23	2602	18	3564	25	2759	19
minus non-agric activity and director costs	653	5	0	0	552	4	0	0
FARM BUSINESS INCOME	42319	296	45195	320	36895	258	45210	315
LABOUR USE AND LABOUR INCOMES								
Annual Labour Units per farm	1.7		1.7		1.7		1.6	
of which farmer & spouse	1.1		1.1		1.1		1.1	
of which paid family labour	0.1		0.0		0.0		0.0	
of which unpaid labour	0.2		0.2		0.2		0.2	
Notional value of farmer/spouse labour	16819		17152		16957		16622	
Value of paid family labour	898		650		759		640	
Labour income per Annual Labour Unit	22912		24120		18788		24191	
Family labour income per Family Work Unit	25719		27280		20225		27083	
Value of paid managerial input	56		76		59		121	
TENANT'S CAPITAL								
Machinery	47653	333	53981	382	53193	372	56807	396
Livestock	72231	505	77980	551	78757	551	85058	593
Crops	3599	25	2942	21	4143	29	3299	23
Stores	1381	10	1116	8	1393	10	1167	8
TOTAL	124864	873	136019	962	137486	962	146331	1021
ASSETS								
	Opening Value	Closing Value	Opening Value	Closing Value	Opening Value	Closing Value	Opening Value	Closing Value
Land and Property	486683	534289	526398	541154	597480	650319	556230	573773
Buildings, improvements and fixtures	20556	20172	29911	30059	22806	23024	30249	30763
Machinery	45462	49844	49919	58042	50822	55565	53222	60393
Livestock	71407	73054	73001	82959	77062	80452	80412	89703
Produce and goods in store	10514	5434	5434	9002	12939	5687	6828	8773
Quotas and single payment asset value	41317	47977	47977	52103	41047	47865	47145	51689
Credit balances	27472	27334	27668	31977	19592	18670	25155	31411
TOTAL	703410	758104	760308	805295	821748	881582	799240	846505
EXTERNAL LIABILITIES								
Long and medium term loans	56855	54153	54153	53929	60096	62449	54189	53226
Short term loans	11199	5922	5922	9051	9315	5007	7238	10709
Overdrafts	16939	11818	11818	15466	19749	15094	13288	14111
TOTAL	84993	71893	71893	78446	89160	82550	74714	78046
NET WORTH	618417	686211	688415	726849	732587	799032	724526	768460
RETURNS TO CAPITAL								
Owner Equity (%)	90.5		90.3		90.6		90.8	
FBI/Net worth (%)	6.8		6.6		5.0		6.2	
Management and Investment Income	22063		25470		16803		25309	
Return on tenant's capital (%)	17.7		18.7		12.2		17.3	
Return on all capital (%)	3.1		3.4		2.0		3.2	

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

INCOME MEASURES	<i>Identical sample</i>				<i>Full sample</i>			
	2008/09		2009/10		2008/09		2009/10	
	£/farm	£/ha	£/farm	£/ha	£/farm	£/ha	£/farm	£/ha
NET FARM INCOME (excl. BLSA)	19807	160	27217	221	17158	136	26985	214
plus unpaid labour (excludes farmer and spouse)	3997	32	4739	38	4675	37	5171	41
plus imputed rent and rental value	9002	73	9657	78	9251	74	9775	77
plus semi-integrated non-agric activities output	0	0	0	0	57	0	0	0
minus imputed rent on farmhouse & farm cottages	155	1	200	2	229	2	192	2
minus insurance repairs & net interest payments	2986	24	2086	17	2897	23	2175	17
minus build & works depreciation	3013	24	2545	21	2869	23	2665	21
minus non-agric activity and director costs	0	0	0	0	62	0	0	0
FARM BUSINESS INCOME	26652	216	36782	298	25084	199	36899	292
LABOUR USE AND LABOUR INCOMES								
Annual Labour Units per farm	1.6		1.6		1.7		1.7	
of which farmer & spouse	1.2		1.2		1.2		1.2	
of which paid family labour	0.1		0.0		0.0		0.0	
of which unpaid labour	0.3		0.3		0.3		0.3	
Notional value of farmer/spouse labour	18607		18860		18033		18989	
Value of paid family labour	1103		503		647		599	
Labour income per Annual Labour Unit	11932		16135		10476		15545	
Family labour income per Family Work Unit	10744		16105		8165		15337	
Value of paid managerial input	8		8		19		5	
TENANT'S CAPITAL								
Machinery	49426	400	53018	430	52693	419	56400	446
Livestock	68123	551	75032	609	74135	590	81053	642
Crops	3278	27	3423	28	3503	28	3828	30
Stores	2059	17	2351	19	2375	19	2153	17
TOTAL	122887	995	133824	1085	132706	1055	143434	1135
ASSETS								
	Opening Value	Closing Value	Opening Value	Closing Value	Opening Value	Closing Value	Opening Value	Closing Value
Land and Property	408678	437034	432395	446839	416679	448392	446189	459887
Buildings, improvements and fixtures	19225	20483	26361	27056	17589	18847	27696	28474
Machinery	48221	50632	50804	55231	51914	53472	53894	58906
Livestock	66351	69896	70215	79849	72229	76041	75907	86199
Produce and goods in store	9623	10364	10423	12900	8745	8347	10310	13498
Quotas and single payment asset value	36401	43132	43132	48201	38699	45713	44687	49777
Credit balances	22117	21060	20887	25989	21908	22954	21501	26593
TOTAL	610616	652600	654218	696066	627765	673765	680184	723333
EXTERNAL LIABILITIES								
Long and medium term loans	25210	24283	25387	24573	19957	20467	28616	28663
Short term loans	4898	4494	4612	5885	4986	4275	4882	5712
Overdrafts	17049	15701	15666	15248	18459	16523	16096	16441
TOTAL	47156	44478	45666	45707	43402	41265	49594	50816
NET WORTH								
	563460	608122	608553	650359	584363	632500	630590	672517
RETURNS TO CAPITAL								
Owner Equity (%)	93.2		93.4		93.9		93.0	
FBI/Net worth (%)	4.7		6.0		4.3		5.9	
Management and Investment Income	3210		11875		1521		11647	
Return on tenant's capital (%)	2.6		8.9		1.1		8.1	
Return on all capital (%)	0.5		1.8		0.2		1.7	

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

LAND UTILISATION - hectares per farm	<i>Identical sample</i>		<i>Full sample</i>					
	2008/09	2009/10	2008/09	2009/10				
Tillage - maincrops								
Wheat	0.0	0.1	0.0	0.1				
Barley	0.5	1.0	0.6	1.3				
Other cereals	1.1	0.8	1.1	1.3				
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	0.2				
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	1.6	1.9	1.7	2.8				
Set-aside	0.0	0.0	0.0	0.0				
Tillage - fodder	1.7	1.3	2.9	1.4				
Grassland								
Grazing, hay and silage	117.2	115.4	122.6	118.1				
Fallow and land let	0.9	0.2	0.8	0.2				
Rough grazing								
Effective	21.5	22.6	14.9	20.9				
Utilisable agricultural area (Effective ha.)	143.0	141.4	142.9	143.4				
Woods, roads and buildings	6.1	6.1	8.4	8.5				
TOTAL AREA (Actual ha.)	156.5	147.5	158.0	151.9				
effective forage area	144.4	143.6	144.8	143.8				
Bare land and forage hired in	16.2	16.7	14.8	13.8				
CROP PERFORMANCE *								
- Yields (tonnes per hectare)	t/ha	n	t/ha	n	t/ha	n	t/ha	n
Wheat	-	0	-	1	-	0	-	1
Barley	-	4	4.0	6	3.4	5	4.1	8
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	-	1	-	0	-	1
Barley	-	4	150	6	172	5	151	8
Oilseed Rape	-	0	-	0	-	0	-	0
Potatoes	-	0	-	0	-	0	-	0
Sugar Beet	-	0	-	0	-	0	-	0

* Yield and price data is implied

Table A5.3 LFA CATTLE AND SHEEP RESULTS
LAND UTILISATION AND CROP PERFORMANCE

CONVENTIONAL

LAND UTILISATION - hectares per farm	<i>Identical sample</i>		<i>Full sample</i>					
	2008/09	2009/10	2008/09	2009/10				
Tillage - maincrops								
Wheat	0.1	0.0	0.2	0.0				
Barley	0.6	0.7	1.1	1.1				
Other cereals	0.0	0.0	0.0	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	0.0	0.0				
Total cropping	0.8	0.8	1.4	1.4				
Set-aside	0.0	0.0	0.0	0.0				
Tillage - fodder	0.8	1.1	1.2	1.1				
Grassland								
Grazing, hay and silage	102.5	101.6	104.9	104.0				
Fallow and land let	0.2	0.5	1.2	0.8				
Rough grazing								
Effective	19.2	19.2	17.2	18.9				
Utilisable agricultural area (Effective ha.)	123.5	123.3	125.7	126.3				
Woods, roads and buildings	5.0	5.0	4.8	4.5				
TOTAL AREA (Actual ha.)	135.5	128.3	142.7	130.9				
effective forage area	127.2	126.9	129.7	131.6				
Bare land and forage hired in	4.7	5.0	6.7	7.7				
CROP PERFORMANCE *								
- Yields (tonnes per hectare)	t/ha	n	t/ha	n	t/ha	n	t/ha	n
Wheat	-	3	-	3	7.9	5	-	3
Barley	5.1	7	5.8	10	5.5	15	5.8	17
Oilseed Rape	-	0	-	0	-	0	-	0
Potatoes	-	1	-	0	-	0	-	1
Sugar Beet	-	0	-	0	-	0	-	0
- Prices (£ per tonne)*	£/t	n	£/t	n	£/t	n	£/t	n
Wheat	-	3	-	3	98	5	-	3
Barley	95	7	88	10	95	15	84	17
Oilseed Rape	-	0	-	0	-	0	-	0
Potatoes	-	1	-	0	-	0	-	1
Sugar Beet	-	0	-	0	-	0	-	0

* Yield and price data is implied

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

LIVESTOCK CARRIED - L.U. per farm	<i>Identical sample</i>				<i>Full sample</i>			
	2008/09		2009/10		2008/09		2009/10	
	LU	No's	LU	No's	LU	No's	LU	No's
Dairy cows	1.1	1	1.1	1	0.9	1	0.9	1
Beef cows	23.9	32	24.4	33	24.5	33	27.2	36
Other cattle	37.2	70	37.7	72	40.8	76	39.0	75
Breeding sheep	43.2	541	39.8	498	41.8	523	42.0	525
Other sheep	14.9	361	16.8	372	13.5	328	17.7	385
Pigs	0.0	0	0.0	0	0.2	1	0.0	0
Poultry	0.8	54	0.6	40	5.4	327	0.5	33
Other livestock	0.0	0	0.0	0	0.0	6	0.0	0
TOTAL (L.U.)	121.0		120.5		127.2		127.3	

STOCKING RATES

Stocking rate (LU per eff.ha)	0.8	0.9	0.9	0.9
GLU/forage effective hectare*	0.8	0.8	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	-	1	-	1	-	1	-	1
- Prices (£ per head)*	£/head	n	£/head	n	£/head	n	£/head	n
Dairy cows	-	1	-	1	-	1	-	1
Dairy calves	-	1	-	1	-	1	-	1
Dairy heifers in calf	-	1	-	0	-	1	-	0
Beef heifers in calf	-	1	-	1	-	1	-	1
Finished cattle	890	20	917	15	875	30	904	19
Beef store cattle 1-2 yrs	609	16	680	18	644	18	685	24
Beef stores <1 yr	-	3	340	9	-	4	338	12
Ewes	54	7	78	8	61	9	77	11
Ewe hoggs	-	3	-	1	48	5	-	4
Finished lambs	53	29	56	30	54	33	56	37
Store lambs	32	13	48	10	33	18	48	12
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)	33	28	36	29	32	32	36	36
Eggs (pence per dozen)	-	2	-	1	-	3	-	1

* Yield and price data is implied

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

LIVESTOCK CARRIED - L.U. per farm	<i>Identical sample</i>				<i>Full sample</i>			
	2008/09		2009/10		2008/09		2009/10	
	LU	No's	LU	No's	LU	No's	LU	No's
Dairy cows	0.4	0	0.4	0	0.0	0	0.5	1
Beef cows	22.1	29	22.0	29	24.4	33	23.3	31
Other cattle	30.8	60	31.4	61	33.2	65	34.2	66
Breeding sheep	48.3	604	46.7	584	51.7	644	48.3	603
Other sheep	15.0	365	19.6	428	15.5	377	20.5	445
Pigs	0.0	0	0.5	3	0.1	1	0.4	2
Poultry	0.0	0	0.0	0	0.0	3	0.0	0
Other livestock	0.0	1	0.0	0	0.0	1	0.0	1
TOTAL (L.U.)	116.7		120.6		124.9		127.2	

STOCKING RATES

Stocking rate (LU per eff.ha)	0.9	1.0	1.0	1.0
GLU/forage effective hectare*	0.9	1.0	1.0	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	-	2	-	1	-	0	-	2
- Prices (£ per head)*	£/head	n	£/head	n	£/head	n	£/head	n
Dairy cows	-	2	-	1	-	0	-	2
Dairy calves	-	1	-	1	-	0	-	2
Dairy heifers in calf	-	0	-	0	-	0	-	0
Beef heifers in calf	-	2	1062	7	933	9	1062	7
Finished cattle	869	30	909	30	856	35	893	35
Beef store cattle 1-2 yrs	685	30	732	32	695	35	723	38
Beef stores <1 yr	391	22	402	19	396	31	394	25
Ewes	48	29	79	30	52	32	76	37
Ewe hoggs	46	23	63	23	50	26	64	30
Finished lambs	48	33	58	33	50	39	59	40
Store lambs	32	28	44	33	34	32	43	39
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)	-	2	-	1	-	0	-	2
Wool (pence per kg)	32	33	30	33	32	39	30	39
Eggs (pence per dozen)	-	0	-	0	-	3	-	0

* Yield and price data is implied

Table A6.1 LOWLAND CATTLE AND SHEEP RESULTS ORGANIC

OUTPUTS AND INPUTS		<i>Identical sample</i>				<i>Full sample</i>			
		2008/09		2009/10		2008/09		2009/10	
Sample number		21		21		33		31	
Average farm size (UAA)		106		105		113		112	
Business size (ESU)		23		20		28		21	
OUTPUTS		£/farm	£/ha	£/farm	£/ha	£/farm	£/ha	£/farm	£/ha
Dairy -	milk output	0	0	0	0	1043	9	0	0
	cattle	0	0	0	0	205	2	0	0
	net quota	0	0	0	0	0	0	0	0
	valuation change	-24	0	0	0	-256	-2	0	0
Other cattle	output	22110	209	23447	224	26193	232	25208	225
	valuation change	1438	14	3268	31	1517	13	3484	31
Sheep -	total output	8660	82	8984	86	10235	91	10510	94
	valuation change	-154	-1	-18	0	213	2	602	5
Other livestock		92	1	105	1	55	0	144	1
Arable crops	output	1001	9	380	4	2005	18	551	5
	protein/energy support	0	0	0	0	0	0	0	0
By products forage and cults		169	2	1185	11	1234	11	2161	19
Miscellaneous (incl. farmhouse benefit value)		8776	83	8392	80	9764	86	10717	96
	- organic grants	1337	13	999	10	559	5	966	9
	- other agri-env. payments	13893	131	12856	123	14637	129	13266	118
	- single farm payment	20676	196	23086	220	20257	179	24349	217
	FARM REVENUE	77975	738	82685	789	87661	775	91957	820
INPUTS									
Feeds	purchased concentrates	2670	25	2467	24	3269	29	2369	21
	homegrown concentrates	258	2	257	2	1196	11	464	4
Purchased fodder, Tack and stock keep		389	4	829	8	520	5	594	5
Veterinary and medicines		1853	18	1887	18	2338	21	1961	17
Other livestock costs		6014	57	5423	52	6044	53	5241	47
Seeds -	purchased and homegrown	827	8	1067	10	1083	10	1479	13
Fertilisers		98	1	212	2	312	3	616	5
Crop protection		19	0	1	0	35	0	68	1
Other crop costs		764	7	662	6	680	6	599	5
Labour	paid incl. paid management	4406	42	4776	46	5556	49	3711	33
	casual	940	9	526	5	1440	13	802	7
Machinery	contract	4208	40	4093	39	4715	42	5490	49
	repairs	3596	34	3482	33	3939	35	3630	32
	fuels	3270	31	2945	28	3752	33	3435	31
General farming costs		9308	88	10184	97	9712	86	11262	100
Land expenses		3039	29	4022	38	3485	31	3643	32
Rent		3662	35	3520	34	5683	50	4584	41
	FARM EXPENSES	45320	429	46352	442	53757	475	49948	445
Excess of revenue over expenses		32655	309	36333	347	33904	300	42009	374
Notional inputs									
	- rental value/imputed rent	11764	111	12432	119	10545	93	11809	105
	- unpaid labour	2512	24	2696	26	1857	16	2115	19
	- machinery depreciation	6200	59	7011	67	8160	72	8260	74
		20476	194	22139	211	20562	182	22185	198
NET FARM INCOME (excl. BLSA)		12179	115	14194	135	13342	118	19825	177
NET FARM INCOME (incl. BLSA)		16410	155	17067	163	18182	161	22967	205

Table A6.1 LOWLAND CATTLE AND SHEEP RESULTS		CONVENTIONAL							
		Identical sample				Full sample			
		2008/09		2009/10		2008/09		2009/10	
OUTPUTS AND INPUTS									
Sample number		134		134		223		203	
Average farm size (UAA)		94		95		102		99	
Business size (ESU)		20		20		27		21	
OUTPUTS		£/farm	£/ha	£/farm	£/ha	£/farm	£/ha	£/farm	£/ha
Dairy -	milk output	413	4	0	0	0	0	124	1
	cattle	484	5	0	0	0	0	609	6
	net quota	0	0	0	0	0	0	0	0
	valuation change	-399	-4	0	0	0	0	-580	-6
Other cattle	output	22629	240	18075	191	29984	294	22958	232
	valuation change	2655	28	4983	53	4647	46	3606	36
Sheep -	total output	10127	107	11073	117	13655	134	11767	119
	valuation change	-310	-3	1367	14	13	0	1982	20
Other livestock		350	4	547	6	306	3	716	7
Arable crops	output	1316	14	1003	11	2106	21	877	9
	protein/energy support	0	0	0	0	1	0	0	0
By products forage and cults		3442	36	4231	45	4052	40	4519	46
Miscellaneous (incl. farmhouse benefit value)		9843	104	10050	106	11139	109	12704	128
	- organic grants	0	0	0	0	0	0	0	0
	- other agri-env. payments	4321	46	4757	50	4132	41	4756	48
	- single payment scheme	15734	167	17724	187	20378	200	18970	192
FARM REVENUE		70605	748	73810	779	90412	887	83008	838
INPUTS									
Feeds	purchased concentrates	5865	62	5401	57	7549	74	5879	59
	homegrown concentrates	1234	13	933	10	1658	16	841	8
Purchased fodder, Tack and stock keep		622	7	634	7	1238	12	650	7
Veterinary and medicines		2151	23	1908	20	2485	24	2147	22
Other livestock costs		4174	44	4253	45	5567	55	5128	52
Seeds -	purchased and homegrown	505	5	423	4	689	7	522	5
Fertilisers		2126	23	2228	24	3331	33	2418	24
Crop protection		415	4	388	4	604	6	449	5
Other crop costs		435	5	448	5	655	6	466	5
Labour	paid incl. paid management	2636	28	2767	29	3995	39	4515	46
	casual	1010	11	890	9	1096	11	933	9
Machinery	contract	4056	43	3838	41	4117	40	4167	42
	repairs	3013	32	3357	35	3730	37	3377	34
	fuels	3605	38	3099	33	4161	41	3145	32
General farming costs		8632	91	8601	91	8860	87	9206	93
Land expenses		3015	32	2530	27	3130	31	2577	26
Rent		2729	29	2896	31	4737	46	3214	32
FARM EXPENSES		46223	489	44594	471	57601	565	49633	501
Excess of revenue over expenses		24382	258	29216	308	32811	322	33375	337
Notional inputs									
	- rental value/imputed rent	9875	105	10741	113	10017	98	11227	113
	- unpaid labour	3088	33	3009	32	3553	35	3066	31
	- machinery depreciation	5884	62	6710	71	7526	74	6687	68
		18847	200	20460	216	21096	207	20980	212
NET FARM INCOME (excl. BLSA)		5535	59	8756	92	11715	115	12394	125
NET FARM INCOME (incl. BLSA)		8586	91	12336	130	15220	149	15924	161

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

INCOME MEASURES	<i>Identical sample</i>				<i>Full sample</i>			
	2008/09		2009/10		2008/09		2009/10	
	£/farm	£/ha	£/farm	£/ha	£/farm	£/ha	£/farm	£/ha
NET FARM INCOME (excl. BLSA)	12179	115	14194	135	13342	118	19825	177
plus unpaid labour (excludes farmer and spouse)	2512	24	2696	26	1857	16	2115	19
plus imputed rent and rental value	11667	110	12350	118	10451	92	11638	104
plus semi-integrated non-agric activities output	2398	23	0	0	0	0	0	0
minus imputed rent on farmhouse & farm cottages	190	2	190	2	333	3	161	1
minus insurance repairs & net interest payments	4293	41	1619	15	4192	37	2241	20
minus build & works depreciation	3703	35	2737	26	3254	29	2621	23
minus non-agric activity and director costs	809	8	0	0	0	0	0	0
FARM BUSINESS INCOME	19761	187	24694	236	17871	158	28554	255
LABOUR USE AND LABOUR INCOMES								
Annual Labour Units per farm	1.4		1.4		1.5		1.4	
of which farmer & spouse	0.9		0.9		1.0		1.0	
of which paid family labour	0.1		0.1		0.1		0.0	
of which unpaid labour	0.1		0.2		0.1		0.1	
Notional value of farmer/spouse labour	16211		16041		17414		17739	
Value of paid family labour	1530		1241		974		840	
Labour income per Annual Labour Unit	10387		11927		10349		14465	
Family labour income per Family Work Unit	8054		9725		7458		13450	
Value of paid managerial input	0		0		0		0	
TENANT'S CAPITAL								
Machinery	34577	327	36194	345	41634	368	41965	374
Livestock	51220	485	57118	545	59702	528	58083	518
Crops	3325	31	2724	26	5108	45	3795	34
Stores	635	6	543	5	1094	10	737	7
TOTAL	89758	849	96579	921	107537	951	104581	932
ASSETS								
	Opening Value	Closing Value	Opening Value	Closing Value	Opening Value	Closing Value	Opening Value	Closing Value
Land and Property	822474	995898	991252	1018929	688945	831189	911226	943159
Buildings, improvements and fixtures	15557	18594	24506	26140	13191	16512	23717	24999
Machinery	33780	35374	35374	37013	39791	43477	40025	43906
Livestock	48473	53968	54053	60183	56545	62858	54467	61698
Produce and goods in store	6440	5755	5755	5411	10016	10358	8249	8631
Quotas and single payment asset value	28731	25365	25365	29155	29478	25879	28729	33025
Credit balances	30611	24324	24324	17070	28331	23826	23806	20215
TOTAL	986067	1159278	1160631	1193901	866296	1014099	1090220	1135634
EXTERNAL LIABILITIES								
Long and medium term loans	36556	35012	35012	33291	34463	37161	42385	45309
Short term loans	4434	4835	4835	6381	5588	6966	7058	8263
Overdrafts	8723	9214	9214	15696	12790	12943	11666	19638
TOTAL	49713	49061	49061	55367	52841	57071	61108	73211
NET WORTH	936353	1110217	1111570	1138533	813455	957028	1029111	1062423
RETURNS TO CAPITAL								
Owner Equity (%)	95.8		95.4		94.4		93.6	
FBI/Net worth (%)	2.1		2.2		2.2		2.8	
Management and Investment Income	199		1027		768		5227	
Return on tenant's capital (%)	0.2		1.1		0.7		5.0	
Return on all capital (%)	0.0		0.1		0.1		0.5	

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

INCOME MEASURES	<i>Identical sample</i>				<i>Full sample</i>			
	2008/09		2009/10		2008/09		2009/10	
	£/farm	£/ha	£/farm	£/ha	£/farm	£/ha	£/farm	£/ha
NET FARM INCOME (excl. BLSA)	5535	59	8756	92	11715	115	12394	125
plus unpaid labour (excludes farmer and spouse)	3088	33	3009	32	3553	35	3066	31
plus imputed rent and rental value	9781	104	10587	112	9919	97	11049	112
plus semi-integrated non-agric activities output	982	10	912	10	540	5	582	6
minus imputed rent on farmhouse & farm cottages	202	2	211	2	314	3	203	2
minus insurance repairs & net interest payments	1449	15	1362	14	2173	21	1729	17
minus build & works depreciation	2182	23	2224	23	3105	30	2621	26
minus non-agric activity and director costs	548	6	478	5	271	3	304	3
FARM BUSINESS INCOME	15005	159	18989	200	19864	195	22233	225
LABOUR USE AND LABOUR INCOMES								
Annual Labour Units per farm	1.4		1.3		1.5		1.4	
of which farmer & spouse	1.0		0.9		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	17112		16613		17353		17428	
Value of paid family labour	0		0		414		254	
Labour income per Annual Labour Unit	4990		7211		8882		10154	
Family labour income per Family Work Unit	242		3070		5121		6530	
Value of paid managerial input	0		0		0		0	
TENANT'S CAPITAL								
Machinery	31559	334	34060	360	40663	399	34776	351
Livestock	49263	522	56542	597	65566	643	61883	625
Crops	5006	53	4862	51	4866	48	4879	49
Stores	2390	25	2277	24	3406	33	2405	24
TOTAL	88218	934	97742	1032	114501	1123	103943	1050
ASSETS								
	Opening Value	Closing Value	Opening Value	Closing Value	Opening Value	Closing Value	Opening Value	Closing Value
Land and Property	554381	632842	628238	649500	499756	574781	621042	645435
Buildings, improvements and fixtures	9970	12768	19072	21191	14770	17851	23106	25058
Machinery	30586	32532	32532	35589	39583	41742	33309	36244
Livestock	46746	51780	51596	61487	61463	69670	57629	66137
Produce and goods in store	10273	9024	9104	9664	13306	12655	10135	9881
Quotas and single payment asset value	21680	19457	19500	22608	27155	24303	21460	24301
Credit balances	16383	17166	16791	22171	24759	26175	20971	24621
TOTAL	690019	775570	776834	822210	680793	767177	787652	831677
EXTERNAL LIABILITIES								
Long and medium term loans	15110	12128	12128	12004	29779	33383	21236	19777
Short term loans	7864	6209	6453	9360	10086	7635	7341	10231
Overdrafts	6677	6465	6585	8185	10939	11609	11901	14228
TOTAL	29652	24803	25166	29548	50803	52627	40478	44236
NET WORTH								
	660367	750767	751668	792662	629989	714551	747174	787441
RETURNS TO CAPITAL								
Owner Equity (%)	96.8		96.4		93.1		94.7	
FBI/Net worth (%)	2.3		2.5		3.2		3.0	
Management and Investment Income	-8526		-4277		-2133		-1504	
Return on tenant's capital (%)	-9.7		-4.4		-1.9		-1.4	
Return on all capital (%)	-1.2		-0.6		-0.3		-0.2	

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

LAND UTILISATION - hectares per farm		<i>Identical sample</i>		<i>Full sample</i>					
		2008/09	2009/10	2008/09	2009/10				
Tillage - maincrops	Wheat	0.5	0.0	0.9	0.0				
	Barley	0.6	0.3	0.4	0.2				
	Other cereals	0.5	0.3	2.0	0.7				
	Oil seed rape	0.0	0.0	0.0	0.0				
	Linseed	0.0	0.0	0.0	0.0				
	Peas/Beans	0.0	0.0	0.0	0.0				
	Potatoes	0.0	0.0	0.0	0.0				
	Sugarbeet	0.0	0.0	0.0	0.0				
	Horticulture	0.0	0.0	0.1	0.0				
	Other crops	0.0	0.0	0.0	0.0				
	Total cropping	1.6	0.6	3.5	0.9				
	Set-aside	0.0	0.0	0.0	0.0				
	Tillage - fodder	3.2	2.7	2.7	4.5				
Grassland	98.9	99.3	105.2	104.1					
Fallow and land let	0.8	1.3	0.5	1.9					
Rough grazing	0.2	0.2	0.9	0.2					
Utilisable agricultural area (Effective ha.)	105.7	104.9	113.1	112.2					
Woods, roads and buildings	22.1	22.3	15.2	15.6					
TOTAL AREA (Actual ha.)	127.8	127.2	128.3	127.8					
effective forage area	102.5	103.7	108.8	111.4					
Bare land and forage hired in	0.2	1.4	0.0	2.6					
CROP PERFORMANCE *									
- Yields (tonnes per hectare)		t/ha	n	t/ha	n	t/ha	n	t/ha	n
Wheat		-	1	-	0	-	3	-	0
Barley		-	2	-	1	-	4	-	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		-	1	-	0	-	3	-	0
Barley		-	2	-	1	-	4	-	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 A6.3 LOWLAND CATTLE AND SHEEP RESULTS CONVENTIONAL
LAND UTILISATION AND CROP PERFORMANCE

LAND UTILISATION - hectares per farm	<i>Identical sample</i>		<i>Full sample</i>					
	2008/09	2009/10	2008/09	2009/10				
Tillage - maincrops								
Wheat	0.6	0.2	1.0	0.2				
Barley	1.5	1.6	2.5	1.6				
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	0.0	0.0				
Total cropping	2.4	2.1	3.8	2.0				
Set-aside	0.0	0.0	0.0	0.0				
Tillage - fodder	1.0	1.3	2.1	1.7				
Grassland								
Grazing, hay and silage	80.6	80.3	87.6	86.5				
Fallow and land let	9.4	9.8	7.4	7.8				
Rough grazing								
Effective	0.3	0.4	0.4	0.3				
Utilisable agricultural area (Effective ha.)	94.4	94.7	102.0	99.0				
Woods, roads and buildings	7.4	7.3	5.2	6.0				
TOTAL AREA (Actual ha.)	102.0	102.0	107.6	105.0				
effective forage area	83.9	84.2	93.2	91.0				
Bare land and forage hired in	2.0	2.3	3.1	4.5				
CROP PERFORMANCE *								
- Yields (tonnes per hectare)	t/ha	n	t/ha	n	t/ha	n	t/ha	n
Wheat	-	4	5.9	5	7.0	7	6.2	6
Barley	6.7	12	6.7	12	5.1	19	5.9	18
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	-	4	83	5	101	7	84	6
Barley	93	12	82	12	94	19	81	18
Oilseed Rape	-	0	-	0	-	0	-	0
Potatoes	-	0	-	0	-	0	-	0
Sugar Beet	-	0	-	0	-	0	-	0

* Yield and price data is implied

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

LIVESTOCK CARRIED - L.U. per farm	<i>Identical sample</i>				<i>Full sample</i>			
	2008/09		2009/10		2008/09		2009/10	
	LU	No's	LU	No's	LU	No's	LU	No's
Dairy cows	0.0	0	0.0	0	0.6	1	0.0	0
Beef cows	25.4	34	24.6	33	27.4	37	22.9	31
Other cattle	40.6	76	39.4	72	43.6	82	44.7	78
Breeding sheep	17.0	158	13.7	131	20.0	187	15.3	146
Other sheep	3.9	93	5.1	107	4.8	119	6.4	139
Pigs	0.1	0	0.0	1	0.0	0	0.0	0
Poultry	0.0	0	0.0	0	0.0	0	0.0	12
Other livestock	0.0	1	0.0	1	0.0	1	0.0	1
TOTAL (L.U.)	86.9		82.8		96.5		89.3	

STOCKING RATES

Stocking rate (LU per eff.ha)	0.8	0.8	0.9	0.8
GLU/forage effective hectare*	0.8	0.8	0.9	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	-	0	-	0	-	1	-	0
- Prices (£ per head)*	£/head	n	£/head	n	£/head	n	£/head	n
Dairy cows	-	0	-	0	-	1	-	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	798	14	862	14	857	23	878	21
Beef store cattle 1-2 yrs	543	8	590	9	627	11	586	13
Beef stores <1 yr	-	2	-	4	-	3	440	6
Ewes	-	2	-	4	63	5	71	6
Ewe hoggs	-	0	-	1	-	1	-	1
Finished lambs	59	13	64	14	60	22	66	20
Store lambs	-	4	42	5	37	6	46	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	-	1	-	0
Wool (pence per kg)	39	9	30	11	39	18	31	15
Eggs (pence per dozen)	-	0	-	0	-	0	-	1

* Yield and price data is implied

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

LIVESTOCK CARRIED - L.U. per farm	<i>Identical sample</i>				<i>Full sample</i>			
	2008/09		2009/10		2008/09		2009/10	
	LU	No's	LU	No's	LU	No's	LU	No's
Dairy cows	0.4	0	0.0	0	0.0	0	0.1	0
Beef cows	16.5	22	16.8	22	19.1	25	16.9	23
Other cattle	31.4	57	31.7	59	46.8	83	37.4	67
Breeding sheep	19.9	189	19.3	184	25.8	247	21.0	203
Other sheep	4.9	110	6.9	145	6.3	148	8.0	158
Pigs	0.6	5	1.1	9	0.4	3	1.1	10
Poultry	0.1	6	0.1	5	0.1	8	0.1	8
Other livestock	0.0	2	0.0	0	0.0	2	0.0	2
TOTAL (L.U.)	73.7		76.0		98.6		84.6	

STOCKING RATES

Stocking rate (LU per eff.ha)	0.8	0.8	1.0	0.9
GLU/forage effective hectare*	0.9	0.9	1.1	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	-	0	-	0	-	2
- 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	-	2	-	0	-	1	-	2
Beef heifers in calf	715	6	-	0	715	7	-	0
Finished cattle	735	20	826	19	762	32	835	28
Beef store cattle 1-2 yrs	641	19	640	19	598	31	646	28
Beef stores <1 yr	325	18	359	20	360	25	378	27
Ewes	44	12	67	13	48	19	68	16
Ewe hoggs	62	6	71	5	86	10	73	9
Finished lambs	52	21	63	21	52	33	64	30
Store lambs	37	15	44	17	38	24	48	23
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	-	0	-	0	-	2
Wool (pence per kg)	36	21	36	21	36	33	36	30
Eggs (pence per dozen)	-	2	-	2	-	4	183	5

* Yield and price data is implied

Table A7.1 MIXED FARM RESULTS

OUTPUTS AND INPUTS		ORGANIC							
		Identical sample				Full sample			
		2008/09		2009/10		2008/09		2009/10	
Sample number		7		7		19		21	
Average farm size (UAA)		146		146		177		203	
Business size (ESU)		82		77		79		89	
OUTPUTS		£/farm	£/ha	£/farm	£/ha	£/farm	£/ha	£/farm	£/ha
Dairy -	milk output	56670	389	58332	398	20878	118	19444	96
	cattle	-3380	-23	366	3	-1245	-7	122	1
	net quota	0	0	0	0	0	0	0	0
	valuation change	619	4	199	1	228	1	66	0
Other cattle	output	29961	206	26145	179	32279	182	43374	214
	valuation change	6094	42	1732	12	17111	96	6730	33
Sheep -	total output	8726	60	7785	53	10013	56	22867	113
	valuation change	-617	-4	-52	0	-873	-5	1024	5
Other livestock		17414	120	13733	94	27175	153	47442	234
Arable crops	output	32204	221	29718	203	34468	194	44274	218
	protein/energy support	193	1	354	2	165	1	373	2
By products forage and cults		5103	35	4243	29	5627	32	6325	31
Miscellaneous (incl. farmhouse benefit value)		13112	90	12570	86	12510	71	19666	97
	- organic grants	564	4	488	3	3603	20	571	3
	- other agri-env. payments	12817	88	13316	91	19421	109	21781	107
	- subsidy/single farm payment	29970	206	33903	232	37422	211	46464	229
	FARM REVENUE	209452	1437	202833	1385	218784	1233	280524	1383
INPUTS									
Feeds	purchased concentrates	17949	123	24517	167	20504	116	38443	190
	homegrown concentrates	10286	71	8920	61	6041	34	5355	26
Purchased fodder, Tack and stock keep		3170	22	0	0	1568	9	2022	10
Veterinary and medicines		2930	20	3209	22	2910	16	3741	18
Other livestock costs		12406	85	13640	93	9443	53	17059	84
Seeds -	purchased and homegrown	7215	50	6564	45	6193	35	7104	35
Fertilisers		2780	19	2382	16	2730	15	4463	22
Crop protection		1628	11	1766	12	1380	8	1348	7
Other crop costs		3368	23	2840	19	2742	15	4313	21
Labour	paid incl. paid management	33707	231	36278	248	15156	85	26271	130
	casual	160	1	131	1	2310	13	3780	19
Machinery	contract	9836	68	12113	83	9559	54	17212	85
	repairs	7124	49	7718	53	8572	48	11674	58
	fuels	7919	54	6668	46	9938	56	10641	52
General farming costs		14844	102	14444	99	16736	94	19027	94
Land expenses		8137	56	4335	30	7352	41	8054	40
Rent		9573	66	9706	66	12330	69	18593	92
	FARM EXPENSES	153033	1050	155231	1060	135465	763	199099	982
Excess of revenue over expenses		56419	387	47602	325	83319	470	81425	402
Notional inputs									
	- rental value/imputed rent	19479	134	17775	121	17239	97	16125	80
	- unpaid labour	0	0	0	0	5209	29	4445	22
	- machinery depreciation	8946	61	10733	73	12452	70	17016	84
		28424	195	28508	195	34900	197	37586	185
NET FARM INCOME (excl. BLSA)		27994	192	19094	130	48419	273	43839	216
NET FARM INCOME (incl. BLSA)		32458	223	21130	144	54924	310	48384	239

Table A7.1 MIXED FARM RESULTS
OUTPUTS AND INPUTS

		CONVENTIONAL							
		<i>Identical sample</i>				<i>Full sample</i>			
		2008/09		2009/10		2008/09		2009/10	
Sample number		33		33		95		95	
Average farm size (UAA)		126		128		151		166	
Business size (ESU)		83		84		80		82	
OUTPUTS		£/farm	£/ha	£/farm	£/ha	£/farm	£/ha	£/farm	£/ha
Dairy -	milk output	43931	349	45090	353	18367	122	13684	82
	cattle	-4031	-32	-5140	-40	-1222	-8	-1228	-7
	net quota	0	0	0	0	0	0	0	0
	valuation change	1552	12	1142	9	-36	0	-307	-2
Other cattle	output	37659	299	28592	224	30233	201	44453	267
	valuation change	7900	63	10722	84	7165	48	6647	40
Sheep -	total output	4196	33	4037	32	13594	90	16374	98
	valuation change	-13	0	1334	10	-63	0	2784	17
Other livestock		20902	166	20670	162	24685	164	37151	223
Arable crops	output	42933	341	34305	268	40383	268	33226	200
	protein/energy support	74	1	822	1	65	0	98	1
By products forage and cults		8950	71	9740	76	8242	55	11127	67
Miscellaneous (incl. farmhouse benefit value)		14439	115	15464	121	22664	150	23623	142
	- organic grants	0	0	0	0	0	0	0	0
	- other agri-env. payments	4242	34	4813	38	7578	50	9513	57
	- single payment scheme	28769	229	30823	247	31058	206	38586	231
	FARM REVENUE	211503	1681	202413	1583	202715	1345	235733	1417
INPUTS									
Feeds	purchased concentrates	24562	195	24860	194	21467	142	29960	180
	homegrown concentrates	11632	92	10446	82	8508	56	10136	61
Purchased fodder, Tack and stock keep		2921	23	930	7	1514	10	1183	7
Veterinary and medicines		3571	28	3805	30	3853	26	4657	28
Other livestock costs		12022	96	12666	99	9182	61	12311	74
Seeds -	purchased and homegrown	3984	32	4186	33	3347	22	4152	25
Fertilisers		11709	93	13045	102	10690	71	14535	87
Crop protection		8012	64	7723	60	6797	45	7485	45
Other crop costs		3686	29	3545	28	3676	24	3412	21
Labour	paid incl. paid management	16114	128	17515	137	14895	99	14905	90
	casual	1943	15	1775	14	2561	17	4060	24
Machinery	contract	13713	109	18650	146	8684	58	12003	72
	repairs	5980	48	7155	56	7454	49	8440	51
	fuels	9000	72	7979	62	7994	53	8198	49
General farming costs		14635	116	14364	112	16576	110	16774	101
Land expenses		4433	35	3711	29	5116	34	6045	36
Rent		10630	84	12693	99	10950	73	8322	50
	FARM EXPENSES	158547	1260	165051	1291	143265	951	166578	1001
Excess of revenue over expenses		52956	421	37362	292	59450	394	69155	416
Notional inputs									
	- rental value/imputed rent	14926	119	16648	130	14860	99	19870	119
	- unpaid labour	9865	78	10609	83	5925	39	7560	45
	- machinery depreciation	11813	94	14495	113	13843	92	17353	104
		36603	291	41752	327	34628	230	44783	269
NET FARM INCOME (excl. BLSA)		16353	130	-4390	-34	24822	165	24372	146
NET FARM INCOME (incl. BLSA)		19868	158	-2263	-18	30466	202	28862	173

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

INCOME MEASURES	<i>Identical sample</i>				<i>Full sample</i>			
	2008/09		2009/10		2008/09		2009/10	
	£/farm	£/ha	£/farm	£/ha	£/farm	£/ha	£/farm	£/ha
NET FARM INCOME (excl. BLSA)	27994	192	19094	130	48419	273	43839	216
plus unpaid labour (excludes farmer and spouse)	0	0	0	0	5209	29	4445	22
plus imputed rent and rental value	18831	129	17688	121	16917	95	16015	79
plus semi-integrated non-agric activities output	0	0	0	0	0	0	0	0
minus imputed rent on farmhouse & farm cottages	857	6	857	6	684	4	908	4
minus insurance repairs & net interest payments	2445	17	1363	9	7627	43	5995	30
minus build & works depreciation	9268	64	7666	52	6590	37	6298	31
minus non-agric activity and director costs	0	0	0	0	0	0	0	0
FARM BUSINESS INCOME	34256	235	26896	184	55644	314	51097	252
LABOUR USE AND LABOUR INCOMES								
Annual Labour Units per farm	2.3		2.1		2.4		2.7	
of which farmer & spouse	0.9		0.8		1.3		1.1	
of which paid family labour	0.0		0.0		0.1		0.0	
of which unpaid labour	0.0		0.0		0.3		0.2	
Notional value of farmer/spouse labour	15104		14444		21711		19610	
Value of paid family labour	0		0		1034		386	
Labour income per Annual Labour Unit	22860		21299		24954		22921	
Family labour income per Family Work Unit	20207		10959		27992		25236	
Value of paid managerial input	229		229		84		584	
TENANT'S CAPITAL								
Machinery	54287	373	56278	384	72400	408	83953	414
Livestock	69461	477	77231	527	97699	551	141928	700
Crops	27978	192	28153	192	27992	158	30520	151
Stores	4737	33	3514	24	6265	35	6927	34
TOTAL	156463	1074	165176	1128	204355	1152	263328	1299
ASSETS								
	Opening Value	Closing Value	Opening Value	Closing Value	Opening Value	Closing Value	Opening Value	Closing Value
Land and Property	465377	538106	535433	560508	573175	651038	726442	754000
Buildings, improvements and fixtures	45816	43187	71740	70080	33803	35340	52814	58146
Machinery	53616	54957	54957	57599	68322	76478	81472	86433
Livestock	64093	74829	75419	79043	85653	109745	135016	148839
Produce and goods in store	33377	32251	32251	31187	46545	43992	40851	49972
Quotas and single payment asset value	42348	35462	35462	40895	49975	42819	48740	53765
Credit balances	32326	39698	39698	39883	33830	29563	45922	36409
TOTAL	736953	818490	844960	879195	891303	988975	1131256	1187564
EXTERNAL LIABILITIES								
Long and medium term loans	50000	50000	50000	50611	85548	88825	91635	93765
Short term loans	13096	15583	15583	16598	28746	31304	29694	33966
Overdrafts	2581	3287	1335	1023	31807	27352	37854	32567
TOTAL	65677	68871	66918	68233	146101	147481	159182	160298
NET WORTH	671275	749619	778042	810962	745201	841494	972074	1027266
RETURNS TO CAPITAL								
Owner Equity (%)	91.6		92.2		85.1		86.5	
FBI/Net worth (%)	5.1		3.5		7.5		5.3	
Management and Investment Income	17583		6915		33297		29358	
Return on tenant's capital (%)	11.2		4.2		16.3		11.1	
Return on all capital (%)	2.4		0.8		3.7		2.6	

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

INCOME MEASURES	<i>Identical sample</i>				<i>Full sample</i>			
	2008/09		2009/10		2008/09		2009/10	
	£/farm	£/ha	£/farm	£/ha	£/farm	£/ha	£/farm	£/ha
NET FARM INCOME (excl. BLSA)	16353	130	-4390	-34	24822	165	24372	146
plus unpaid labour (excludes farmer and spouse)	9865	78	10609	83	5925	39	7560	45
plus imputed rent and rental value	14808	118	16474	129	14653	97	19492	117
plus semi-integrated non-agric activities output	0	0	0	0	656	4	15	0
minus imputed rent on farmhouse & farm cottages	655	5	655	5	746	5	594	4
minus insurance repairs & net interest payments	4547	36	3207	25	5079	34	3291	20
minus build & works depreciation	7000	56	7489	59	5546	37	7123	43
minus non-agric activity and director costs	0	0	0	0	177	1	174	1
FARM BUSINESS INCOME	28824	229	11343	89	34507	229	40257	242
LABOUR USE AND LABOUR INCOMES								
Annual Labour Units per farm	2.4		2.4		2.5		2.6	
of which farmer & spouse	1.0		1.0		1.2		1.2	
of which paid family labour	0.1		0.1		0.1		0.0	
of which unpaid labour	0.5		0.5		0.3		0.4	
Notional value of farmer/spouse labour	18181		18564		22116		21747	
Value of paid family labour	938		1557		927		538	
Labour income per Annual Labour Unit	13638		5612		14441		13992	
Family labour income per Family Work Unit	5517		-13855		10488		8347	
Value of paid managerial input	114		114		42		23	
TENANT'S CAPITAL								
Machinery	72616	577	78572	614	78496	521	93117	560
Livestock	81515	648	93674	733	84440	560	114565	689
Crops	18942	151	15420	121	24159	160	20933	126
Stores	14532	115	15232	119	14097	94	17285	104
TOTAL	187605	1491	202898	1587	201192	1335	245900	1478
ASSETS								
	Opening Value	Closing Value	Opening Value	Closing Value	Opening Value	Closing Value	Opening Value	Closing Value
Land and Property	484535	566941	558920	589444	611819	715702	867754	910737
Buildings, improvements and fixtures	45039	46201	68322	67455	29792	30902	56052	61863
Machinery	68621	76611	76611	80534	73117	83875	89375	96858
Livestock	74838	88192	85832	101516	77879	91000	106942	122189
Produce and goods in store	34717	34165	33918	29808	43580	43860	44515	39625
Quotas and single payment asset value	40267	31486	31486	35218	41473	34123	39517	44540
Credit balances	36223	35533	35441	35358	31919	29253	30779	39979
TOTAL	784239	879130	890530	939332	909578	1028714	1234935	1315791
EXTERNAL LIABILITIES								
Long and medium term loans	36492	38615	40511	41322	32035	35007	42112	43890
Short term loans	30605	26461	26461	31482	21375	26161	25149	27950
Overdrafts	21082	27749	27362	35176	36796	30657	31742	31192
TOTAL	88179	92824	94333	107980	90207	91824	99002	103031
NET WORTH	696060	786305	796197	831352	819371	936890	1135932	1212760
RETURNS TO CAPITAL								
Owner Equity (%)	89.4		88.5		91.1		92.2	
FBI/Net worth (%)	4.1		1.4		4.2		3.5	
Management and Investment Income	1801		-20713		8392		7138	
Return on tenant's capital (%)	1.0		-10.2		4.2		2.9	
Return on all capital (%)	0.2		-2.3		0.9		0.6	

Table A7.3 MIXED FARM RESULTS

ORGANIC

LAND UTILISATION AND CROP PERFORMANCE

LAND UTILISATION - hectares per farm		<i>Identical sample</i>		<i>Full sample</i>	
		2008/09	2009/10	2008/09	2009/10
Tillage - maincrops	Wheat	20.9	15.2	19.3	15.7
	Barley	1.9	2.1	6.0	11.2
	Other cereals	11.1	12.7	11.7	9.9
	Oil seed rape	0.0	0.0	0.0	0.0
	Linseed	3.8	5.1	1.4	1.7
	Peas/Beans	5.4	9.0	4.6	9.4
	Potatoes	1.3	0.1	0.5	0.9
	Sugarbeet	0.0	0.0	0.0	0.0
	Horticulture	0.4	0.1	0.1	0.3
	Other crops	0.0	0.0	1.1	0.0
	Total cropping	44.8	44.3	44.7	49.2
	Set-aside	0.0	0.0	0.0	0.0
	Tillage - fodder	2.2	0.3	3.1	2.1
Grassland	Grazing, hay and silage	91.4	92.5	120.2	135.2
Fallow and land let		5.0	6.5	6.2	5.8
Rough grazing	Effective	0.0	0.0	1.7	7.8
Utilisable agricultural area (Effective ha.)		145.7	146.4	177.4	202.8
Woods, roads and buildings		6.2	6.2	7.5	7.4
TOTAL AREA (Actual ha.)		151.9	152.7	184.9	210.2
effective forage area		94.1	92.9	132.4	154.8
Bare land and forage hired in		0.5	0.0	7.4	10.6

CROP PERFORMANCE *

- Yields (tonnes per hectare)

	t/ha	n	t/ha	n	t/ha	n	t/ha	n
Wheat	3.5	7	4.4	5	4.2	14	4.7	12
Barley	-	1	-	2	2.9	6	3.6	10
Oilseed Rape	-	0	-	0	-	0	-	0
Potatoes	-	1	-	1	-	1	-	2
Sugar Beet	-	0	-	0	-	0	-	0

- Prices (£ per tonne)*

	£/t	n	£/t	n	£/t	n	£/t	n
Wheat	204	7	184	5	200	14	172	12
Barley	-	1	-	2	144	6	155	10
Oilseed Rape	-	0	-	0	-	0	-	0
Potatoes	-	1	-	1	-	1	-	2
Sugar Beet	-	0	-	0	-	0	-	0

* Yield and price data is implied

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

CONVENTIONAL

LAND UTILISATION - hectares per farm	<i>Identical sample</i>		<i>Full sample</i>	
	2008/09	2009/10	2008/09	2009/10
Tillage - maincrops				
Wheat	24.1	22.4	26.2	22.6
Barley	22.7	25.0	16.2	18.7
Other cereals	1.8	0.1	2.7	2.3
Oil seed rape	6.2	5.4	4.9	4.2
Linseed	0.1	0.0	0.2	0.0
Peas/Beans	2.1	3.0	1.9	2.5
Potatoes	0.0	0.0	0.0	0.0
Sugarbeet	0.2	0.2	0.0	0.1
Horticulture	0.0	0.0	0.0	0.0
Other crops	0.2	0.0	0.2	0.0
Total cropping	57.6	56.1	52.4	50.3
Set-aside	0.0	0.0	0.0	0.0
Tillage - fodder	5.5	6.9	3.0	6.7
Grassland				
Grazing, hay and silage	55.4	57.2	89.7	102.7
Fallow and land let	5.2	5.5	3.8	3.7
Rough grazing				
Effective	0.1	0.1	0.2	0.8
Utilisable agricultural area (Effective ha.)	125.8	127.9	150.7	166.4
Woods, roads and buildings	4.7	4.7	4.5	6.0
TOTAL AREA (Actual ha.)	130.5	132.6	155.2	172.4
effective forage area	66.7	69.9	100.9	118.8
Bare land and forage hired in	5.7	5.7	8.0	8.6

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

	t/ha	n	t/ha	n	t/ha	n	t/ha	n
Wheat	6.8	7	7.2	6	7.6	19	7.8	20
Barley	5.6	7	5.7	7	5.6	19	5.8	21
Oilseed Rape	-	3	-	4	3.0	10	2.6	11
Potatoes	-	0	-	0	-	2	-	1
Sugar Beet	-	1	-	1	-	1	-	1

- Prices (£ per tonne)*

	£/t	n	£/t	n	£/t	n	£/t	n
Wheat	102	7	94	6	107	19	100	20
Barley	101	7	83	7	106	19	82	21
Oilseed Rape	-	3	-	4	284	10	253	11
Potatoes	-	0	-	0	-	2	-	1
Sugar Beet	-	1	-	1	-	1	-	1

* Yield and price data is implied

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

LIVESTOCK CARRIED - L.U. per farm	<i>Identical sample</i>				<i>Full sample</i>			
	2008/09		2009/10		2008/09		2009/10	
	LU	No's	LU	No's	LU	No's	LU	No's
Dairy cows	26.6	27	27.8	28	9.8	10	9.3	9
Beef cows	8.2	11	8.2	11	33.2	44	32.3	43
Other cattle	46.9	85	47.8	88	57.7	107	64.4	119
Breeding sheep	9.6	99	10.1	104	11.7	121	19.0	211
Other sheep	2.6	65	3.8	80	4.1	100	12.6	282
Pigs	0.0	0	0.0	0	18.1	107	29.1	185
Poultry	6.7	1392	4.7	503	28.7	2091	21.6	1350
Other livestock	0.0	0	0.0	0	0.0	1	0.0	1
TOTAL (L.U.)	100.5		102.2		163.2		188.4	

STOCKING RATES

Stocking rate (LU per eff.ha)	0.7	0.7	0.9	0.9
GLU/forage effective hectare*	1.1	1.1	1.2	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	-	2	-	2	-	2	-	2
- Prices (£ per head)*	£/head	n	£/head	n	£/head	n	£/head	n
Dairy cows	-	2	-	2	-	2	-	2
Dairy calves	-	1	-	1	-	1	-	1
Dairy heifers in calf	-	0	-	1	-	0	-	1
Beef heifers in calf	-	0	-	0	-	0	-	1
Finished cattle	-	3	-	4	881	13	905	14
Beef store cattle 1-2 yrs	-	2	-	3	675	6	783	9
Beef stores <1 yr	-	1	-	1	-	3	-	4
Ewes	-	1	-	0	-	2	-	3
Ewe hoggs	-	0	-	1	-	0	-	2
Finished lambs	-	3	-	4	55	10	66	11
Store lambs	-	2	-	1	-	2	-	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)	-	2	-	2	-	2	-	2
Wool (pence per kg)	-	4	-	4	41	11	35	10
Eggs (pence per dozen)	-	1	-	1	-	3	-	4

* Yield and price data is implied

Table A7.4 MIXED FARM RESULTS
STOCKING AND LIVESTOCK PERFORMANCE

CONVENTIONAL

LIVESTOCK CARRIED - L.U. per farm	<i>Identical sample</i>				<i>Full sample</i>			
	2008/09		2009/10		2008/09		2009/10	
	LU	No's	LU	No's	LU	No's	LU	No's
Dairy cows	21.9	22	23.4	23	11.3	11	7.5	8
Beef cows	6.4	9	6.8	9	19.5	26	23.6	31
Other cattle	56.4	107	56.2	109	53.4	96	69.7	127
Breeding sheep	6.5	64	6.3	60	24.1	230	25.6	255
Other sheep	1.9	45	2.4	52	7.1	172	10.5	227
Pigs	0.1	2	0.1	1	12.4	101	14.0	94
Poultry	2.9	817	3.5	961	3.3	745	3.6	797
Other livestock	0.0	0	0.0	0	0.0	1	0.0	1
TOTAL (L.U.)	96.1		98.8		131.2		154.5	

STOCKING RATES

Stocking rate (LU per eff.ha)	0.8	0.8	0.9	0.9
GLU/forage effective hectare*	1.4	1.4	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	-	2	-	2	-	3	-	4
- Prices (£ per head)*	£/head	n	£/head	n	£/head	n	£/head	n
Dairy cows	-	2	-	2	-	3	667	5
Dairy calves	-	2	-	2	-	2	-	3
Dairy heifers in calf	-	0	-	1	-	0	-	1
Beef heifers in calf	-	0	-	0	-	3	-	0
Finished cattle	808	7	872	7	800	18	892	20
Beef store cattle 1-2 yrs	563	7	597	7	585	17	646	19
Beef stores <1 yr	338	6	-	4	302	12	369	11
Ewes	-	3	-	3	42	7	82	9
Ewe hogs	-	0	-	0	62	5	-	4
Finished lambs	60	6	71	6	55	18	68	21
Store lambs	-	4	-	2	37	13	62	11
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)	-	2	-	2	-	3	-	4
Wool (pence per kg)	39	6	36	6	39	18	41	21
Eggs (pence per dozen)	-	0	-	0	-	2	-	2

* Yield and price data is implied

Appendix 2 Detailed Gross and Net Margin Results

Table A8.1 Organic dairy gross and net margins (£/cow), 2009/10 (conventional for comparison)

Herd characteristics	<100 cows 2009/10	>100 cows 2009/10	North Eng 2009/10	Central Eng 2009/10	SWest Eng 2009/10	Wales 2009/10	Top 5* 2009/10	All herds 2009/10	Conventional** 2009/10
Number of herds	25	27	9	7	29	7	5	52	182
Average farm area - actual ha	119	181	113	181	160	133	161	151	129
-effective ha	110	175	97	171	157	122	155	144	119
Average size of the farm business (ESU)	83	200	98	163	155	140	187	144	145
Average size of herd (dairy cows)	63	177	79	132	133	124	165	122	117
Average milk yield (litres per cow)	5694	6223	5776	5812	6041	6072	7852	6153	7151
Implied milk price (ppl)	28.1	30.0	27.1	29.2	29.7	28.8	29.5	29.1	24.0
Enterprise output (£ per cow)									
Milk disposals (1)	1655	1903	1829	1659	1906	1756	2600	1841	1737
Calves - sales and transfers out	98	90	80	106	91	92	133	92	95
Bulls & cows - sales and transfers out	113	94	164	77	78	166	125	99	111
Net milk quota	0	-5	0	0	-6	0	-30	-4	0
Valuation change	-33	11	-77	-51	24	14	-13	0	17
Less: purchases & transfers in	207	262	258	177	276	194	221	249	301
Total enterprise output	1626	1833	1737	1614	1816	1844	2594	1782	1659
Variable Costs (£ per cow)									
Concentrates	517	537	628	423	537	547	725	532	480
Purchased bulk feed	11	14	44	23	7	5	36	13	16
Stock keep	4	13	0	2	10	32	13	11	8
Veterinary & medicines	46	49	52	45	50	46	66	49	66
Other livestock costs - dairy	169	156	160	172	160	144	231	160	135
Total variable costs	747	770	885	664	764	774	1071	764	703
Margin over concentrates	1109	1297	1109	1191	1279	1297	1869	1250	1180
Gross margin before forage costs	878	1064	853	949	1053	1071	1523	1018	956
Forage variable costs (£ per cow)									
Seeds	11	15	8	13	13	24	4	14	14
Fertilisers	3	12	5	2	5	42	3	10	67
Sprays	0	0	0	0	0	1	1	0	8
Other forage costs	8	8	9	5	7	17	5	8	7
Total forage variable costs per cow	23	35	22	19	26	84	13	32	97
% of forage variable costs to dairy	57	71	62	72	67	63	63	67	61
Gross margin including forage costs	855	1029	853	949	1053	1071	1510	986	860

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

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

	<100 cows 2009/10	>100 cows 2009/10	North Eng 2009/10	Central Eng 2009/10	SWest Eng 2009/10	Wales 2009/10	Top 5* 2009/10	All herds 2009/10	Conventional** 2009/10
Fixed Costs (£ per cow)\$									
Paid labour	96	175	162	213	164	50	293	155	135
Casual labour	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
Machinery - contract work	89	112	76	115	115	80	213	106	74
- repairs	52	55	66	48	55	51	81	55	45
- fuels	33	36	41	36	31	49	44	35	31
-depreciation	92	72	89	59	78	83	74	77	73
Buildings depreciation	32	31	47	22	28	43	40	32	36
General farm costs	67	45	58	65	48	44	47	51	47
Water	35	21	15	32	28	10	25	24	18
Electricity	25	30	60	22	26	28	55	29	30
Land expenses	38	33	46	40	30	36	56	34	34
Insurance	40	21	28	25	24	30	20	26	26
Rent	30	58	43	72	59	3	57	51	26
Interest payments	17	30	23	28	26	25	7	26	30
Total fixed costs	649	720	755	778	711	530	1014	701	606
Total actual costs	1419	1525	1662	1462	1501	1387	2098	1498	1406
Net margin over actual costs	207	309	76	152	316	457	496	284	254
Imputed costs									
Unpaid labour (farmer, spouse, other)	365	127	230	185	176	194	138	186	205
Imputed rent	90	59	60	51	65	94	37	66	82
Interest on tenant's capital (6% rate) #	71	53	63	45	62	51	69	58	54
Total imputed costs	526	238	353	281	303	339	243	310	340
Total costs including imputed	1945	1763	2015	1742	1804	1727	2341	1808	1746
Net margin over all costs	-320	70	-278	-129	13	117	253	-26	-87
Other related outputs									
LFA and agri-environmental payments	98	65	71	86	74	67	37	75	18
Organic Farming Scheme Payment	12	6	0	0	4	35	5	7	0
By products and forage	23	11	12	25	15	3	10	14	24
Single Payment Scheme	204	154	141	188	167	173	123	168	138
Total other related inputs	325	230	224	300	256	243	170	257	180
NM over all costs (inc. other related outputs)	5	300	-53	171	269	360	423	231	93

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

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

Table A8.2 Organic beef gross and net margins (£/cow), 2008/09 and 2009/10 (conventional data for comparison)

Location Enterprise type Organic/Conventional Year	Less-favoured Area						Lowland					
	Suckler Finishing			Suckler Store			Suckler Finishing			Suckler Store		
	Organic	Conv.	2009/10	Organic	Conv.	2009/10	Organic	Conv.	2009/10	Organic	Conv.	2009/10
Number of herds	18	10	34	13	15	102	40	37	62	13	13	55
Average farm area - actual ha	177	222	149	427	359	203	155	202	153	99	99	119
-effective ha	138	172	136	207	170	130	141	185	148	92	94	111
Average size of the farm business (ESU)	43	49	42	45	36	34	77	81	62	38	27	47
Average size of herd (breeding cows)	42	44	43	35	32	37	39	45	44	38	29	32
Enterprise output (£ per cow)												
Calf Sales	2	24	1	82	78	87	1	2	20	5	59	86
Other store cattle - sales & transfers out	237	246	141	334	596	619	123	184	186	470	451	730
Bulls & cows - sales & transfers out	82	176	110	119	52	106	69	67	113	114	57	123
Finished cattle sales	1123	1164	1137	68	21	20	635	710	1362	105	87	227
Valuation change	126	283	123	195	148	91	148	129	84	105	169	34
Less: purchases & transfers in	439	571	547	182	246	237	161	196	522	219	234	406
Total enterprise output	1130	1323	965	615	649	686	815	896	1244	579	589	795
Variable Costs (£ per cow)												
Concentrates	178	179	211	150	82	129	93	93	333	101	30	104
Purchased bulk feed	40	52	25	10	22	24	10	17	25	14	6	11
Stock keep	28	39	10	2	16	13	10	7	11	1	0	16
Veterinary & medicines	40	51	48	45	33	43	32	40	39	40	26	31
Other livestock costs - beef	137	180	95	72	109	82	101	125	141	105	78	118
Total variable costs	423	501	389	278	261	291	247	282	549	260	140	279
Gross margin before forage costs	707	823	576	337	388	395	568	614	695	319	449	515
Forage variable costs (£ per cow)												
Seeds	15	19	10	6	5	4	29	33	13	17	14	7
Fertilisers	20	28	151	17	17	73	9	21	90	2	2	58
Sprays	0	0	4	0	0	2	0	0	9	0	4	4
Other forage costs (excl. contracting)	10	11	10	9	7	10	16	14	20	5	4	10
Total forage variable costs	46	59	175	32	29	90	55	69	132	24	23	78
% of forage variable costs to enterprise output	63	60	56	40	45	47	74	76	78	90	77	74
Gross margin including forage costs	661	764	401	305	360	305	513	546	563	295	425	437

Location Enterprise type Organic/Conventional Year	Less-favoured Area						Lowland					
	Suckler Finishing			Suckler Store			Suckler Finishing			Suckler Store		
	Organic	Conv.		Organic	Conv.		Organic	Conv.		Organic	Conv.	
	2008/09	2009/10	2009/10	2008/09	2009/10	2009/10	2008/09	2009/10	2009/10	2008/09	2009/10	2009/10
Fixed Costs (£ per cow)\$												
Paid labour	106	162	39	88	93	21	173	199	173	67	50	131
Machinery - contract work	81	113	63	34	54	41	95	95	76	61	168	74
- repairs	65	93	43	54	48	40	67	70	69	63	48	62
- fuels	90	88	49	57	48	41	71	64	60	56	44	47
-depreciation	140	163	88	99	79	100	124	130	140	118	107	106
Buildings depreciation	53	80	50	64	42	34	82	56	73	101	64	51
General farm costs	72	76	50	39	47	44	65	87	60	63	87	63
Water	6	5	7	1	4	5	13	15	18	10	12	16
Electricity	8	10	9	6	9	6	11	10	11	9	12	9
Land expenses	44	87	26	17	24	15	25	34	27	29	32	24
Insurance	36	47	32	27	30	27	38	38	34	26	42	40
Rent	30	36	40	20	39	28	53	82	45	45	21	45
Interest payments	72	64	31	53	70	17	88	52	34	91	24	22
Total fixed costs	804	1024	528	561	587	420	905	931	821	738	712	689
Total actual costs	1273	1584	1092	871	877	801	1207	1281	1501	1022	875	1047
Net margin over actual costs	-142	-261	-128	-256	-227	-115	-392	-385	-257	-443	-286	-252
Imputed costs (£ per cow)												
Unpaid labour (farmer, spouse, other)	270	241	258	205	208	236	347	333	354	386	357	373
Imputed rent	122	152	76	63	64	50	153	125	133	112	152	132
Interest on tenant's capital (6% rate) #	92	144	106	57	51	94	42	91	123	40	111	104
Total Imputed costs	483	536	440	325	322	380	542	549	610	538	619	608
Total costs including imputed	1756	2120	1532	1196	1199	1181	1749	1830	2111	1560	1494	1655
Net margin over all costs	-626	-797	-567	-581	-550	-495	-933	-934	-867	-981	-906	-861
Other related outputs (ORO)												
LFA and agri-environmental payments	392	353	83	351	404	160	272	289	102	275	345	154
of which Organic Farming Scheme	62	27	0	80	84	0	13	9	0	13	19	0
By products and forage	10	2	28	-1	3	7	36	76	100	86	68	108
Single Payment Scheme	491	669	483	456	513	389	409	547	466	398	470	455
Total other related outputs	893	1024	595	805	919	556	717	912	668	759	882	717
NM over all costs (inc. ORO)	267	227	28	224	369	61	-217	-22	-199	-221	-23	-144

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

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

Table A8.3 Organic breeding sheep gross and net margins (£/ewe), 2008/09 and 2009/10

Flock type Productivity* Organic/Conventional Year	Less-favoured Area						Lowland All flocks		
	Lower			Higher			Organic	Conv.	Conv.
	Organic	Conv.	2009/10	Organic	Conv.	2009/10			
2008/09	2009/10	2009/10	2008/09	2009/10	2009/10	2008/09	2009/10	2009/10	
Number of flocks	14	9	58	28	29	138	36	37	150
Average farm area - actual ha	237	288	275	272	251	148	157	183	137
-effective ha	146	150	139	173	160	121	141	169	131
Average size of the farm business (ESU)	30	42	37	56	47	41	61	69	72
Average size of flock (breeding ewes)	460	603	622	625	505	555	179	192	269
Finished lambs sold per ewe	0.6	0.5	0.6	1.1	1.3	1.0	1.1	1.1	1.2
Enterprise output (£ per ewe)									
Lamb sales - finished	30.7	27.5	30.6	63.3	80.8	60.7	62.9	72.0	75.7
- store	8.8	9.1	4.7	3.9	1.8	4.3	0.7	5.6	7.9
Ewe and ram sales	0.6	0.7	8.1	5.8	10.5	10.3	1.4	3.0	7.2
Other sheep sales	3.7	4.3	4.7	5.6	11.0	8.0	4.9	8.8	10.0
Wool sales	0.6	0.4	0.5	0.8	0.8	0.7	0.9	1.0	1.0
Valuation change	-3.8	-0.3	2.6	-1.2	3.9	4.6	-1.8	1.3	5.6
Less: sheep purchases	2.4	2.6	4.3	10.4	21.5	11.6	4.4	9.8	17.3
Total enterprise output	38.4	39.4	47.2	67.8	87.2	77.3	64.5	81.8	90.1
Variable Costs (£ per ewe)									
Concentrates	6.0	5.5	9.5	11.3	13.0	13.2	8.4	9.1	14.1
Purchased bulk feed	3.0	2.0	3.9	2.8	3.3	2.4	1.1	1.3	1.1
Stock keep	0.8	0.6	1.7	1.4	1.9	1.0	0.7	0.3	1.1
Veterinary & medicines	2.8	2.6	3.4	5.4	6.0	4.6	5.3	6.2	6.2
Other livestock costs - sheep	3.5	3.5	4.7	6.6	8.1	6.2	8.1	10.9	9.9
Total variable costs	16.0	14.1	23.2	27.5	32.2	27.4	23.5	27.8	32.5
Gross margin before forage costs	22.5	25.3	24.1	40.2	55.0	49.8	41.0	54.1	57.6
Forage variable costs (£ per ewe)									
Seeds	0.4	0.4	0.3	0.9	0.6	0.4	1.7	1.8	0.9
Fertilisers	1.0	1.1	3.9	1.2	1.9	7.4	0.6	0.7	6.7
Sprays	0.0	0.0	0.1	0.0	0.0	0.2	0.1	0.1	1.0
Other forage costs	0.4	0.4	0.7	0.6	0.6	0.6	1.0	0.9	1.1
Total forage variable costs	1.9	2.0	5.1	2.6	3.2	8.7	3.4	3.6	9.8
% of forage variable costs to enterprise output	47.9	52.2	58.1	52.2	48.1	53.0	26.4	26.2	37.5
Gross margin including forage costs	20.6	23.3	19.0	37.6	51.9	41.1	37.6	50.5	47.8

Flock type Productivity* Organic/Conventional Year	Less-favoured Area						Lowland All flocks		
	Lower			Higher			Organic	Conv.	Conv.
	Organic	Conv.	Conv.	Organic	Conv.	Conv.			
2008/09	2009/10	2009/10	2008/09	2009/10	2009/10	2008/09	2009/10	2009/10	
Fixed Costs (£ per ewe)\$									
Paid labour	2.6	2.7	2.3	11.1	15.6	3.4	17.1	30.8	14.8
Machinery - contract work	2.3	2.8	2.2	4.6	5.3	3.1	5.9	7.9	3.9
- repairs	3.3	3.8	3.4	4.8	6.5	4.0	4.4	5.7	5.3
- fuels	4.5	3.4	3.6	5.8	6.7	4.5	4.3	4.8	4.7
-depreciation	6.7	7.4	7.4	8.6	10.9	10.0	9.7	11.9	9.8
Buildings depreciation	3.5	2.5	2.8	5.1	5.0	3.2	7.7	5.9	4.6
General farm costs	3.3	2.6	3.2	3.8	4.4	3.5	5.1	6.9	5.3
Water	0.4	0.2	0.3	0.2	0.3	0.4	0.9	1.3	0.9
Electricity	0.5	0.4	0.4	0.5	0.7	0.6	0.9	1.0	1.0
Land expenses	0.5	1.8	0.8	3.1	3.9	1.4	1.6	2.6	2.0
Insurance	2.2	1.4	1.8	2.0	2.5	2.3	2.6	3.0	3.1
Rent	1.9	2.3	2.5	3.9	3.9	1.6	2.5	6.4	4.5
Interest payments	6.5	2.5	3.4	3.2	4.1	1.5	6.8	5.1	2.6
Total fixed costs	38.3	33.8	34.0	56.6	69.7	39.5	69.7	93.6	62.5
Total actual costs	56.1	49.8	62.3	86.8	105.1	75.6	96.6	125.0	104.8
Net margin over actual costs	-17.7	-10.4	-15.0	-19.0	-17.9	1.7	-32.1	-43.1	-14.7
Imputed costs									
Unpaid labour (farmer, spouse, other)	22.3	18.3	23.6	12.9	17.9	25.9	26.5	27.8	35.8
Imputed rent	3.4	3.8	3.2	6.9	5.5	5.1	9.7	12.4	10.8
Interest on tenant's capital (6% rate) #	0.1	5.0	4.0	7.0	7.2	7.5	4.1	7.0	7.6
Total Imputed costs	25.8	27.0	30.8	26.7	30.6	38.5	40.3	47.2	54.2
Total costs including imputed	82.0	76.8	93.1	113.5	135.6	114.1	136.9	172.2	159.0
Net margin over all costs	-43.5	-37.4	-45.9	-45.8	-48.4	-36.8	-72.4	-90.4	-68.9
Other related outputs (ORO)									
LFA and agri-environmental payments	23.7	27.2	16.7	26.5	23.7	8.0	21.6	24.4	6.2
of which Organic Farming Scheme	6.5	7.8	0.0	6.7	2.4	0.0	0.9	1.1	0.0
By products and forage	-0.1	0.5	0.8	0.5	1.2	1.0	3.1	4.0	6.2
Single Payment Scheme	30.2	28.4	29.0	30.7	37.9	30.1	33.5	41.0	30.0
Total other related outputs	53.8	56.1	46.6	57.7	62.9	39.2	58.2	69.3	42.4
NM over all costs (inc. ORO)	10.2	18.7	0.7	12.0	14.4	2.4	-14.2	-21.0	-26.5

\$ 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 (h

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

Table A8.4 Organic arable crop gross/net margins (£/ha) and costs of production (£/tonne), 2008/09 and 2009/10 (non-organic for comparison)

Crop enterprise	Winter wheat						Spring wheat						Triticale				
	Organic			Conv.			Organic			Conv.			Organic				
	2008/09	2009/10	2009/10	2008/09	2009/10	2009/10	2008/09	2009/10	2009/10	2008/09	2009/10	2009/10	2008/09	2009/10	2009/10	2008/09	2009/10
Number of enterprises	31	27	233	10	12	7	14	21									
Average farm area - actual ha	208	261	197	229	252	251	166	223									
-effective ha	194	250	188	206	243	245	163	213									
Average business size (ESU)	103	127	137	97	109	172	175	111									
Area of crop grown (ha.)	34	35	56	23	21	16	20	13									
Total production (tonnes/units)	132	161	474	77	89	87	71	50									
Yield tonnes/units per hectare	3.9	4.6	8.4	3.4	4.3	5.5	3.6	3.9									
Crop Value (£ per tonne/unit)	214	186	103	188	182	161	178	158									
Enterprise output	£/ha	£/t	£/ha	£/t	£/ha	£/t	£/ha	£/t	£/ha	£/t	£/ha	£/t	£/ha	£/t	£/ha	£/t	£/t
Closing valuation	238	61	336	74	378	45	202	60	411	96	617	112	180	50	246	64	
Revenue	555	143	479	105	462	55	409	121	325	76	269	49	139	39	125	32	
Farm house consumption, in kind	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Feed used on farm	37	10	32	7	25	3	24	7	49	11	0	0	322	89	240	62	
Crop enterprise output	830	214	847	186	866	103	635	188	785	182	886	161	642	178	611	158	
-output from straw and beet tops	62	16	55	12	43	5	59	17	71	17	67	12	94	26	90	23	
Total enterprise output	892	230	902	198	909	108	693	205	857	199	953	173	736	204	701	181	
Variable Costs																	
Seeds	104	27	89	20	57	7	85	25	104	24	66	12	87	24	96	25	
Fertilisers	29	7	5	1	221	26	26	8	31	7	195	35	1	0	50	13	
Crop protection	7	2	10	2	161	19	1	0	2	0	69	13	0	0	0	0	
Other crop costs	32	8	17	4	34	4	30	9	26	6	43	8	10	3	16	4	
Total variable costs	172	44	121	27	473	56	141	42	163	38	372	68	98	27	162	42	
Gross margin	720	186	781	172	436	52	552	163	694	161	580	106	638	177	539	139	

\$ 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			
	2008/09	2009/10	2009/10	2008/09	2009/10	2009/10	2008/09	2009/10	2009/10	2008/09	2009/10	2009/10	2008/09	2009/10	2009/10	2009/10
Year	£/ha	£/t	£/ha	£/t	£/ha	£/t	£/ha	£/t	£/ha	£/t	£/ha	£/t	£/ha	£/t	£/ha	£/t
Fixed Costs \$																
Paid labour	69	2	84	18	47	2	68	1	38	1	44	1	29	1	24	0
Machinery - contract work	55	14	71	15	78	9	179	53	171	40	53	10	139	39	171	44
- repairs	68	18	103	23	66	8	52	15	78	18	117	21	91	25	88	23
- fuels	79	20	74	16	61	7	84	25	84	20	59	11	82	23	65	17
-depreciation	156	40	159	35	125	15	90	27	162	38	99	18	103	28	100	26
Buildings depreciation	31	8	24	5	36	4	27	8	14	3	41	7	37	10	25	6
General farm costs	26	7	40	9	38	4	33	10	35	8	28	5	33	9	48	12
Water	5	1	5	1	5	1	6	2	7	2	8	1	10	3	6	1
Electricity	4	1	8	2	9	1	6	2	6	2	10	2	11	3	11	3
Land expenses	18	5	20	4	15	2	27	8	24	6	15	3	19	5	26	7
Insurance	14	4	12	3	18	2	13	4	13	3	19	3	21	6	15	4
Rent	18	5	28	6	41	5	54	16	56	13	67	12	77	21	30	8
Interest payments	23	6	23	5	24	3	22	7	21	5	14	3	52	14	20	5
Total fixed costs	567	131	650	143	562	63	662	177	710	157	573	98	704	188	629	157
Total actual costs	739	175	771	169	1035	119	803	218	873	195	946	166	802	215	791	199
Net margin over actual costs	153	55	131	29	-126	-11	-110	-13	-16	4	7	8	-66	-11	-90	-17
Imputed costs																
Unpaid labour (farmer/spouse)	47	12	52	11	65	8	42	12	41	9	90	16	25	7	12	3
Imputed rent	103	26	98	22	90	11	50	15	55	13	74	13	75	21	95	25
Interest on tenant's capital#	7	2	6	1	12	1	7	2	7	2	16	3	-18	-5	8	2
Total Imputed costs	156	40	156	34	167	20	99	29	103	24	180	33	82	23	116	30
Total costs incl. imputed	895	215	927	203	1202	139	902	248	975	219	1126	198	884	238	907	229
Net margin over all costs	-3	15	-25	-5	-293	-31	-209	-43	-119	-20	-174	-25	-148	-34	-206	-47
Other related outputs (ORO)																
LFA and agri-environment	115	30	109	24	44	5	140	41	98	23	37	7	82	23	99	26
Organic Farming Support	22	6	10	2	0	0	2	1	2	0	0	0	2	0	12	3
By products and forage	22	6	35	8	50	6	41	12	47	11	54	10	36	10	27	7
Single Payment Scheme	192	50	223	49	222	26	212	63	225	52	188	34	192	53	221	57
Total other related inputs	330	85	367	81	315	37	394	117	370	86	280	51	310	86	347	90
NM over all costs (inc. ORO)	327	100	342	75	22	6	185	74	252	66	106	26	162	52	141	42

Table A8.4 (cont.)

Crop enterprise	Spring barley						Winter oats						Spring oats					
	Organic		Conv.		Conv.		Organic		Conv.		Conv.		Organic		Conv.		Conv.	
	2008/09	2009/10	2009/10	2009/10	2008/09	2009/10	2009/10	2008/09	2009/10	2009/10	2008/09	2009/10	2009/10	2008/09	2009/10	2009/10	2008/09	2009/10
Number of enterprises	25	35	154				16	19	48				24	21	20			
Average farm area - actual ha	219	210	163				232	255	194				165	147	182			
-effective ha	198	192	152				222	246	178				146	137	175			
Average business size (ESU)	95	84	103				125	106	112				65	72	109			
Area of crop grown (ha.)	15	17	21				24	21	16				11	12	12			
Total production (tonnes/units)	48	60	118				82	79	106				36	49	65			
Yield tonnes/units per hectare	3.3	3.5	5.7				3.4	3.8	6.6				3.4	4.3	5			
Crop Value (£ per tonne/unit)	184	151	91				201	136	91				150	131	84			
Enterprise output	£/ha	£/t	£/ha	£/t	£/ha	£/t	£/ha	£/t	£/ha	£/t	£/ha	£/t	£/ha	£/t	£/ha	£/t	£/ha	£/t
Closing valuation	212	65	205	59	152	27	389	114	272	72	213	32	307	91	262	61	125	23
Revenue	232	71	214	62	264	46	234	69	179	48	899	45	83	25	157	37	214	39
Farm house consumption, benefits	0	0	0	0	1	0	0	0	0	0	0	0	0	0	0	0	4	1
Feed used on farm	154	47	104	30	99	17	61	18	60	16	88	13	115	34	140	33	117	21
Crop enterprise output	598	184	523	151	516	91	685	201	511	136	601	91	504	150	559	131	460	84
-output from straw and beet tops	68	21	90	26	75	13	54	16	92	25	56	9	63	19	70	16	61	11
Total enterprise output	666	205	613	177	591	104	738	216	603	160	657	99	568	169	629	148	521	95
Variable Costs																		
Seeds	79	24	63	18	58	10	48	14	74	20	46	7	86	26	79	19	51	9
Fertilisers	31	9	12	4	140	25	0	0	2	1	147	22	36	11	22	5	103	19
Crop protection	0	0	0	0	84	15	0	0	3	1	89	13	2	1	0	0	70	13
Other crop costs	27	8	26	8	28	5	31	9	17	4	32	5	29	9	17	4	27	5
Total variable costs	137	42	102	29	310	55	79	23	97	26	315	48	153	46	117	28	251	46
Gross margin	530	163	511	148	281	49	660	193	506	135	342	52	414	123	512	120	270	49

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

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

Crop enterprise	Spring barley						Winter oats						Spring oats					
	Organic		Conv.		Conv.		Organic		Conv.		Conv.		Organic		Conv.			
	2008/09	2009/10	2009/10	2009/10	2008/09	2009/10	2009/10	2008/09	2009/10	2009/10	2008/09	2009/10	2009/10	2008/09	2009/10	2009/10		
Fixed Costs *	£/ha	£/t	£/ha	£/t	£/ha	£/t	£/ha	£/t	£/ha	£/t	£/ha	£/t	£/ha	£/t	£/ha	£/t	£/ha	£/t
Paid labour	49	3	14	1	36	1	43	2	24	3	28	4	37	2	16	0	30	1
Machinery - contract work	81	25	105	30	82	14	91	27	100	27	73	11	158	47	141	33	58	11
- repairs	53	16	63	18	56	10	76	22	74	20	53	8	48	14	94	22	36	7
- fuels	86	27	54	16	55	10	75	22	59	16	48	7	60	18	52	12	40	7
-depreciation	122	37	98	28	106	19	110	32	120	32	127	19	75	22	133	31	86	16
Buildings depreciation	25	8	27	8	38	7	47	14	19	5	34	5	33	10	27	6	20	4
General farm costs	34	10	37	11	39	7	30	9	37	10	46	7	35	11	53	12	31	6
Water	4	1	5	2	7	1	6	2	6	2	5	1	8	2	5	1	5	1
Electricity	4	1	6	2	8	1	8	2	8	2	8	1	8	2	8	2	9	2
Land expenses	21	7	16	5	14	2	21	6	14	4	13	2	20	6	20	5	17	3
Insurance	18	6	16	5	19	3	19	5	18	5	23	3	17	5	15	4	15	3
Rent	33	10	41	12	34	6	39	11	40	11	31	5	21	6	52	12	56	10
Interest payments	27	8	23	7	20	4	38	11	25	7	19	3	36	11	23	5	26	5
Total fixed costs	556	159	507	143	513	85	603	166	545	141	506	76	555	156	639	146	429	74
Total actual costs	693	201	608	173	823	140	681	189	641	167	821	124	708	202	756	174	680	120
Net margin over actual costs	-27	4	5	4	-232	-36	57	27	-38	-6	-164	-24	-141	-33	-127	-26	-159	-24
Imputed costs																		
Unpaid labour (farmer, spouse, oth	41	13	21	6	40	7	28	8	37	10	75	11	119	35	42	10	13	2
Imputed rent	69	21	67	19	88	15	77	23	77	20	92	14	61	18	68	16	63	12
Interest on tenant's capital (6% rate	0	0	4	1	18	3	-6	-2	1	0	13	2	-10	-3	11	3	15	3
Total Imputed costs	110	34	91	26	146	26	100	29	115	30	180	27	169	50	121	29	91	17
Total costs incl. imputed	803	235	700	199	970	166	781	218	756	197	1001	151	877	252	878	202	771	136
Net margin over all costs	-137	-30	-87	-22	-378	-62	-43	-2	-153	-37	-344	-52	-310	-83	-248	-55	-250	-41
Other related outputs (ORO)																		
LFA and agri-environment	127	39	108	31	48	8	112	33	125	33	37	6	154	46	100	23	79	14
Organic Farming Support	11	3	9	3	0	0	8	2	10	3	0	0	36	11	11	3	0	0
By products and forage	30	9	24	7	50	9	38	11	42	11	47	7	15	5	30	7	50	9
Single Payment Scheme	202	62	223	65	228	40	199	58	215	57	209	32	206	61	223	52	228	42
Total other related inputs	360	111	355	103	326	57	349	102	382	102	294	44	374	111	353	83	358	65
NM over all costs (inc. ORO)	223	81	268	81	-52	-4	306	100	229	65	-51	-7	65	28	105	28	107	24

Table A8.4 (cont.)

Crop enterprise	Beans for feed						Ware Potatoes						Market Garden					
	Organic		Conv.		Conv.		Organic		Conv.		Conv.		Organic		Conv.		Conv.	
	2008/09	2009/10	2009/10	2009/10	2008/09	2009/10	2009/10	2008/09	2009/10	2009/10	2008/09	2009/10	2009/10	2008/09	2009/10	2009/10	2009/10	2009/10
Number of enterprises	21	25	65				6	8	19				7	7	7			
Average farm area - actual ha	263	297	251				111	142	140				155	60	64			
-effective ha	248	277	238				108	139	136				141	57	63			
Average business size (ESU)	116	119	151				238	132	171				108	227	210			
Area of crop grown (ha.)	19	20	26				8	9	14				5	5	16			
Total production (tonnes/units)	60	53	93				137	233	567				-	-	-			
Yield tonnes/units per hectare	3.2	2.7	3.6				16.8	27	41				-	-	-			
Crop Value (£ per tonne/unit)	260	233	139				289	226	99				-	-	-			
Enterprise output	£/ha	£/t	£/ha	£/t	£/ha	£/t	£/ha	£/t	£/ha	£/t	£/ha	£/t	£/ha	£/t	£/ha	£/t	£/ha	£/t
Closing valuation	263	82	288	106	195	54	619	37	676	25	369	9	0	-	0	-	0	-
Revenue	532	166	287	106	283	78	4215	251	5327	201	3653	89	6418	-	29867	-	5913	-
Farm house consumption, benefits	0	0	0	0	6	2	0	0	0	0	1	0	9	-	0	-	0	-
Feed used on farm	37	11	56	21	19	5	15	1	9	0	17	0	0	-	0	-	0	-
Crop enterprise output	831	260	631	233	502	139	4849	289	6012	226	4040	99	6426	-	29867	-	5913	-
-output from straw and beet tops	0	0	0	0	1	0	0	0	0	0	0	0	0	-	0	-	0	-
Total enterprise output	831	260	631	233	503	139	4849	289	6012	226	4040	99	6426	-	29867	-	5913	-
Variable Costs																		
Seeds	104	34	93	34	54	15	104	56	1236	47	714	17	104	-	2721	-	762	-
Fertilisers	29	2	21	8	55	15	29	0	125	5	588	14	29	-	1387	-	381	-
Crop protection	7	0	0	0	98	27	7	4	117	4	490	12	7	-	21	-	370	-
Other crop costs	28	4	14	5	19	5	28	10	218	8	194	5	28	-	3080	-	753	-
Total variable costs	172	41	128	47	226	63	172	70	1695	64	1986	48	172	-	7209	-	2266	-
Gross margin	720	219	503	186	277	77	720	219	4316	163	2054	50	720	-	22658	-	3647	-

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

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

Crop enterprise	Beans for feed						Ware Potatoes						Market Garden					
	Organic		Conv.		Conv.		Organic		Conv.		Conv.		Organic		Conv.		Conv.	
	2008/09	2009/10	2009/10	2009/10	2009/10	2009/10	2008/09	2009/10	2009/10	2009/10	2009/10	2009/10	2008/09	2009/10	2009/10	2009/10	2009/10	2009/10
Year	£/ha	£/t	£/ha	£/t	£/ha	£/t	£/ha	£/t	£/ha	£/t	£/ha	£/t	£/ha	£/t	£/ha	£/t	£/ha	£/t
Fixed Costs *																		
Paid labour	87	1	37	1	37	5	705	0	650	1	520	5	1333	-	9887	-	1433	-
Machinery - contract work	99	31	127	47	53	15	567	34	427	16	97	2	109	-	385	-	365	-
- repairs	80	25	68	25	39	11	124	7	139	5	217	5	266	-	298	-	195	-
- fuels	98	31	63	23	32	9	205	12	143	5	272	7	190	-	285	-	170	-
-depreciation	157	49	113	42	67	19	210	13	311	12	280	7	490	-	667	-	301	-
Buildings depreciation	33	10	24	9	36	10	46	3	24	1	42	1	64	-	71	-	16	-
General farm costs	26	8	34	12	33	9	79	5	126	5	44	1	91	-	833	-	265	-
Water	7	2	7	2	4	1	11	1	239	9	6	0	12	-	78	-	21	-
Electricity	4	1	6	2	8	2	24	1	15	1	9	0	15	-	311	-	44	-
Land expenses	17	5	18	7	10	3	43	3	35	1	17	0	43	-	482	-	39	-
Insurance	15	5	10	4	16	5	42	2	25	1	31	1	39	-	360	-	69	-
Rent	32	10	39	15	44	12	15	1	229	9	80	2	7	-	131	-	161	-
Interest payments	25	8	19	7	19	5	26	2	13	0	67	2	0	-	20	-	48	-
Total fixed costs	679	186	564	195	398	105	2098	83	2375	66	1683	33	2659	-	13808	-	3128	-
Total actual costs	811	227	692	243	624	168	3267	153	4071	130	3669	81	3761	-	21017	-	5394	-
Net margin over actual costs	21	33	-61	-10	-121	-29	1582	136	1941	97	371	17	2666	-	8849	-	519	-
Imputed costs																		
Unpaid labour (farmer, spouse, oth	57	18	31	11	46	13	340	20	363	14	493	12	1303	-	1587	-	603	-
Imputed rent	83	26	74	27	72	20	161	10	90	3	88	2	176	-	219	-	101	-
Interest on tenant's capital (6% rate	1	0	8	3	11	3	16	1	29	1	10	0	28	-	25	-	9	-
Total Imputed costs	141	44	113	42	130	36	516	31	483	18	592	14	1507	-	1831	-	714	-
Total costs incl. imputed	952	271	805	284	754	204	3783	183	4553	148	4260	96	5268	-	22848	-	6108	-
Net margin over all costs	-120	-11	-173	-51	-251	-65	1066	105	1459	78	-220	3	1159	-	7018	-	-195	-
Other related outputs (ORO)																		
LFA and agri-environment	105	33	107	40	52	15	127	8	99	4	36	1	80	-	102	-	13	-
Organic Farming Support	18	6	8	3	0	0	0	0	0	0	0	0	4	-	0	-	0	-
By products and forage	24	8	29	11	44	12	32	2	47	2	52	1	8	-	-12	-	45	-
Single Payment Scheme	193	60	218	80	217	60	183	11	218	8	238	6	170	-	190	-	145	-
Total other related inputs	322	100	354	131	313	87	343	20	364	14	326	8	259	-	280	-	203	-
NM over all costs (inc. ORO)	201	89	181	80	62	22	1409	126	1823	92	106	11	1417	-	7298	-	8	-

Appendix 3 Detailed Costs of Production Data

Table A9.1 Costs of production - dairy, identical sample, 2008/09 & 2009/10 (p/litre)

	Organic		Conventional	
	2008/09	2009/10	2009/10	2009/10
Sample size	49	Top 5	52	182
Herd size - numbers	116	165	122	117
Herd size - LU	117	166	123	116
Total Grazing LU	176	264	184	189
Litres of milk produced per cow	5753	7852	6153	7151
Percentage Dairy LU to Total GLU	67	63	67	61
Farm size - effective hectares	139	155	144	119
Farm size - ESU	137	187	144	145
% of area used for forage/grazing	95	97	95	91
Enterprise output (pence per litre)				
Dairy - milk	33.6	33.1	29.9	24.3
- livestock purchases, sales and transfers	-1.4	0.5	-0.9	-1.3
- net milk quota	-0.1	-0.4	-0.1	0.0
- valuation change	0.0	-0.2	0.0	0.2
Total dairy output	32.1	33.0	28.9	23.2
Costs (pence per litre)				
Concentrates	9.7	9.2	8.6	6.7
Purchased bulk feed (hay & straw)	0.1	0.5	0.2	0.2
Stock keep	0.1	0.2	0.2	0.1
Veterinary and medicines	0.8	0.8	0.8	0.9
Other livestock costs - dairy	2.6	2.9	2.6	1.9
Herd replacement	1.0	2.0	1.1	1.1
Total variable costs	14.4	15.7	13.5	10.9
Seeds	0.2	0.1	0.2	0.2
Fertilisers	0.2	0.0	0.2	0.9
Sprays	0.0	0.0	0.0	0.1
Other forage costs	0.2	0.1	0.1	0.1
Total forage costs	0.5	0.2	0.5	1.4
Gross margin including forage costs	17.2	17.2	14.9	10.9
Paid labour	2.9	3.7	2.5	1.9
Machinery - contract work	1.7	2.7	1.7	1.0
- repairs	0.9	1.0	0.9	0.6
- fuels	0.8	0.6	0.6	0.4
-depreciation	1.2	0.9	1.3	1.0
Buildings depreciation	0.6	0.5	0.5	0.5
General farm costs	0.9	0.6	0.8	0.7
Water	0.4	0.3	0.4	0.3
Electricity	0.4	0.7	0.5	0.4
Land expenses	0.7	0.7	0.6	0.5
Insurance	0.5	0.3	0.4	0.4
Rent	0.9	0.7	0.8	0.4
Interest payments	0.6	0.1	0.4	0.4
Total fixed costs	12.4	12.9	11.4	8.5
Total actual costs	27.3	28.8	25.4	20.7
Net margin over actual costs	4.8	4.3	3.5	2.5
Imputed costs				
Unpaid labour (farmer, spouse, other)	2.7	1.4	2.4	2.1
Imputed rent	1.0	0.5	1.1	1.1
Interest on tenant's capital (6% rate)	0.7	1.6	0.9	0.7
Total imputed costs	4.4	3.5	4.4	4.0
Total costs (inc. imputed costs)	31.7	32.3	29.8	24.7
Net margin over all costs	0.4	0.8	-0.9	-1.5
Other related outputs (ORO)				
LFA and agri-environmental payments	1.2	0.6	1.2	0.3
Miscellaneous revenue	1.1	0.5	1.1	0.8
By-products and forage	0.1	0.2	0.2	0.3
Single Payment Scheme	2.5	2.0	2.7	1.9
Total other related outputs (ORO)	5.0	3.3	5.2	3.3
Net margin over all costs (inc. ORO)	5.4	4.1	4.3	1.8

Table A9.2 Costs of production - dairy, full sample, 2008/09 & 2009/10 (p/litre)

	Organic		Conventional	
	2008/09	2009/10	2009/10	
Sample size	49	Top 5	52	182
Herd size - numbers	116	165	122	117
Herd size - LU	117	166	123	116
Total Grazing LU	176	264	184	189
Litres of milk produced per cow	5753	7852	6153	7151
Percentage Dairy LU to Total GLU	67	63	67	61
Farm size - effective hectares	139	155	144	119
Farm size - ESU	137	187	144	145
% of area used for forage/grazing	95	97	95	91
Enterprise output (pence per litre)				
Dairy - milk	33.6	33.1	29.9	24.3
- livestock purchases, sales and transfers	-1.4	0.5	-0.9	-1.3
- net milk quota	-0.1	-0.4	-0.1	0.0
- valuation change	0.0	-0.2	0.0	0.2
Total dairy output	32.1	33.0	28.9	23.2
Costs (pence per litre)				
Concentrates	9.7	9.2	8.6	6.7
Purchased bulk feed (hay & straw)	0.1	0.5	0.2	0.2
Stock keep	0.1	0.2	0.2	0.1
Veterinary and medicines	0.8	0.8	0.8	0.9
Other livestock costs - dairy	2.6	2.9	2.6	1.9
Herd replacement	1.0	2.0	1.1	1.1
Total variable costs	14.4	15.7	13.5	10.9
Seeds	0.2	0.1	0.2	0.2
Fertilisers	0.2	0.0	0.2	0.9
Sprays	0.0	0.0	0.0	0.1
Other forage costs	0.2	0.1	0.1	0.1
Total forage costs	0.5	0.2	0.5	1.4
Gross margin including forage costs	17.2	17.2	14.9	10.9
Paid labour	2.9	3.7	2.5	1.9
Machinery - contract work	1.7	2.7	1.7	1.0
- repairs	0.9	1.0	0.9	0.6
- fuels	0.8	0.6	0.6	0.4
-depreciation	1.2	0.9	1.3	1.0
Buildings depreciation	0.6	0.5	0.5	0.5
General farm costs	0.9	0.6	0.8	0.7
Water	0.4	0.3	0.4	0.3
Electricity	0.4	0.7	0.5	0.4
Land expenses	0.7	0.7	0.6	0.5
Insurance	0.5	0.3	0.4	0.4
Rent	0.9	0.7	0.8	0.4
Interest payments	0.6	0.1	0.4	0.4
Total fixed costs	12.4	12.9	11.4	8.5
Total actual costs	27.3	28.8	25.4	20.7
Net margin over actual costs	4.8	4.3	3.5	2.5
Imputed costs				
Unpaid labour (farmer, spouse, other)	2.7	1.4	2.4	2.1
Imputed rent	1.0	0.5	1.1	1.1
Interest on tenant's capital (6% rate)	0.7	1.6	0.9	0.7
Total imputed costs	4.4	3.5	4.4	4.0
Total costs (inc. imputed costs)	31.7	32.3	29.8	24.7
Net margin over all costs	0.4	0.8	-0.9	-1.5
Other related outputs (ORO)				
LFA and agri-environmental payments	1.2	0.6	1.2	0.3
Miscellaneous revenue	1.1	0.5	1.1	0.8
By-products and forage	0.1	0.2	0.2	0.3
Single Payment Scheme	2.5	2.0	2.7	1.9
Total other related outputs (ORO)	5.0	3.3	5.2	3.3
Net margin over all costs (inc. ORO)	5.4	4.1	4.3	1.8

Table A9.3 Costs of production - Welsh dairy production, 2008/09 & 2009/10 (p/litre)

	ORGANIC		CONVENTIONAL	
	2008/09	2009/10	2008/09	2009/10
Number of herds	8	7	113	107
Farm size ESU	193	140	143	140
Farm size - eff ha	124	143	107	114
Farm size - forage ha	121	140	102	110
Total Grazing LU	264	200	211	206
Stocking rate - all GLU/ha	2.17	1.42	2.07	1.87
Herd size - numbers	177	124	123	122
Percentage Dairy LU to Total GLU	0.67	0.62	0.58	0.59
Milk yield per cow (litres)	6131	6093	6322	6710
Litres milk per ha	13323	8683	13103	12522
Variable costs				
Purchased concentrates	7.80	8.63	5.93	5.84
Home grown concentrates	0.15	0.15	0.22	0.16
Coarse fodder and tack	0.13	0.15	0.16	0.17
Veterinary and medicines	0.73	0.68	0.80	0.82
Dairy livestock costs	1.58	2.48	1.74	2.09
Allocatable contracting	0.46	0.29	0.30	0.20
Total variable costs	10.85	12.38	9.15	9.28
Herd replacement cost	1.26	0.73	0.90	1.25
Forage costs				
Fertilisers, seeds and sprays	0.82	0.86	1.42	1.27
Forage contracting	0.77	0.95	0.67	0.67
Grass keep	0.48	0.23	0.23	0.25
Other forage costs	0.23	0.23	0.12	0.14
Total forage costs	2.30	2.27	2.44	2.33
Overhead costs				
Paid labour	0.79	0.86	0.65	0.86
Machinery - repairs	0.61	0.87	0.66	0.62
- fuel	0.95	0.86	0.68	0.54
- other contract and hire	0.06	0.34	0.07	0.09
- depreciation	1.24	1.60	1.08	1.25
Property - repairs	0.63	0.66	0.47	0.39
- water	0.15	0.65	0.15	0.49
- depreciation	0.94	0.59	0.64	0.53
Other - general farm costs	0.90	0.70	0.79	0.48
- insurances	0.36	0.50	0.34	0.34
Rent and finance - rent	0.44	0.13	0.42	0.37
- bank interest	0.45	0.30	0.48	0.31
- bank charges	0.15	0.07	0.07	0.09
- other interest	0.03	0.03	0.18	0.18
- loss on sale of machinery	0.10	-0.07	-0.02	-0.02
Total overhead costs	7.80	8.09	6.66	6.52
Total cost of production	22.21	23.47	19.15	19.38
Dairy enterprise output				
Milk output	31.83	28.78	24.84	21.87
Calf output	1.09	1.73	1.27	1.48
Miscellaneous output	0.00	0.00	0.00	0.00
By-products	0.09	0.06	0.26	0.24
Total enterprise output	33.01	30.57	26.37	23.59
Enterprise gross margin (excl. overheads)	18.60	15.19	13.88	10.73
Enterprise net margin (incl. overheads)	10.80	7.10	7.22	4.21
Enterprise net margin (£/ha)	1439	616	946	527
Value of farm family's own resources				
Own/spouse labour	2.13	2.69	1.90	2.00
Other unpaid labour	0.98	1.07	0.80	0.63
Rental value of owner-occupied land	2.22	3.60	2.30	2.24
Interest on tenant's capital less bank interest	0.88	1.76	1.31	1.77
Total own resources	6.21	9.12	6.31	6.64
Enterprise net margin including own resources	4.59	-2.02	0.91	-2.43
Support payments				
Agri-environment payments	0.33	0.84	0.43	0.37
Organic Aid	0.87	0.93	0.00	0.00
Single Payment Scheme	3.37	4.60	3.91	4.09
Total support payments	4.57	6.37	4.34	4.46
Enterprise net margin including own resources and support payments	9.16	4.35	5.25	2.03
Enterprise NM incl. OR & SP (£/ha)	1220	378	688	254

Table A9.4 Costs of production - Welsh suckler store production, 2008/09 & 2009/10 (p/kg LW)

	ORGANIC		CONVENTIONAL	
	2008/09	2009/10	2008/09	2009/10
Number of herds	22	12	60	53
Farm size ESU	37	34	42	41
Farm size - eff ha	143	156	137	148
Farm size - forage ha	138	150	132	144
Total Grazing LU	113	106	141	142
Stocking rate - all GLU/ha	0.82	0.71	1.07	0.98
Herd size - numbers	36	39	41	43
Percentage Beef LU to Total GLU	31	33	27	30
All values below pence per kilogram liveweight unless otherwise indicated				
Variable costs				
Purchased concentrates	17.0	2.4	18.5	16.2
Home grown concentrates	1.6	2.3	1.1	0.3
Coarse fodder, tuck and grass keep	1.1	7.3	2.1	2.2
Veterinary and medicines	10.7	9.6	11.3	10.9
Other livestock costs	17.2	20.6	15.5	12.3
Allocatable contracting	3.1	1.6	2.1	2.1
Total variable costs	50.7	43.8	50.6	44.1
Herd replacement cost	10.2	-13.4	12.4	11.7
Forage costs (allocated on a livestock unit basis)				
Fertilisers, seeds and sprays	9.2	11.0	26.6	25.7
Forage contracting	12.9	14.6	5.8	6.9
Grass keep	2.5	2.4	4.0	4.7
Other forage costs	4.0	4.7	2.3	2.3
Total forage costs	28.5	32.7	38.6	39.6
Overhead costs (allocated on a livestock unit basis)				
Paid labour	10.7	16.0	9.9	8.1
Machinery - repairs	19.6	14.7	11.2	11.6
- fuel	20.8	17.1	15.0	12.7
- other contract and hire	2.4	2.2	0.3	1.8
- depreciation	41.6	30.2	26.1	28.8
Property - repairs	19.0	10.9	7.9	8.0
- depreciation	12.9	10.2	9.8	6.1
Other - general farm costs	27.9	20.4	16.2	14.6
- insurances	15.9	12.3	10.2	8.7
Rent and finance - rent	11.4	9.2	8.2	7.0
- bank interest	5.7	4.4	5.0	2.0
- bank charges	1.5	1.0	1.3	1.1
- other interest	4.4	12.3	2.7	1.5
Total overhead costs	193.7	160.8	123.9	111.9
Total cost of production	283.1	223.8	225.5	207.2
Kg beef produced (weaned calves)	8011	9414	9,061	10,876
Kg beef per cow (weaned calves)	222	243	222	252
Kg beef per ha (weaned calves)	190	187	251	249
Breeding beef enterprise output				
Weaned calf output	139.1	127.7	134.6	140.0
Less calf purchases	3.2	0.0	0.9	0.0
By-products	6.6	10.0	15.0	9.9
Total enterprise output	142.5	137.7	148.8	150.0
Enterprise gross margin (excl. overheads)	53.1	74.7	47.2	54.6
Enterprise net margin (incl. overheads)	-140.5	-86.1	-76.7	-57.2
Enterprise net margin (£/ha)	-267	-161	-192	-143
Value of farm family's own resources				
Own/spouse labour	106.1	66.7	61.6	54.2
Unpaid labour	13.0	14.4	17.1	14.4
Rental value of O-O land	140.9	140.3	108.0	88.5
Interest at 6% on tenant's capital#	99.3	93.5	96.1	104.7
Total own resources	359.3	315.0	282.8	261.7
Enterprise net margin including own resources	-499.8	-401.1	-359.5	-319.0
Support payments				
Agri-environment payments	132.0	140.2	84.1	76.1
Organic Aid	104.3	59.3	0.0	0.0
Single Payment Scheme	355.6	399.1	373.3	351.2
Total support payments	591.9	598.6	457.4	427.3
Enterprise net margin including own resources and support payments	92.2	197.5	97.9	108.4
Enterprise NM incl. OR & SP (£/ha)	175	370	245	270

* sorted by net margin/kg

minus actual interest paid (see fixed costs)

Table A9.5 Costs of production - Welsh finished beef production, 2008/09 & 2009/10 (p/kg DW)

	ORGANIC		CONVENTIONAL	
	2008/09	2009/10	2008/09	2009/10
Number of herds	16	6	19	23
Farm size ESU	52	28	38	41
Farm size - eff ha	147	105	108	123
Farm size - forage ha	140	96	92	108
Stocking rate - all GLU/ha	0.97	0.85	1.28	1.23
Herd size - LU	41.06	27.95	56.96	54.01
Total Grazing LU	135.39	81.72	118.49	132.94
Percentage Beef LU to Total GLU	34.55	0.36	52.79	0.44
All values below pence per kilogram deadweight unless otherwise indicated				
Variable costs				
Purchased concentrates	48.7	24.5	45.8	44.9
Home grown concentrates	23.0	27.0	26.8	25.4
Coarse fodder, tack and grass keep	0.4	0.0	0.9	0.0
Veterinary and medicines	5.3	6.5	5.5	7.2
Other livestock costs	31.6	46.5	35.7	32.7
Allocatable contracting	2.0	2.5	3.6	1.7
Total variable costs	110.9	107.2	118.3	112.0
Forage costs (allocated on a livestock unit basis)				
Fertilisers, seeds and sprays	12.3	19.2	32.9	38.9
Forage contracting	11.8	17.5	11.4	12.8
Grass keep	5.0	4.2	7.6	9.1
Other forage costs	7.6	10.5	3.8	3.6
Total forage costs	36.7	51.5	55.8	64.3
Overhead costs (allocated on a livestock unit basis)				
Paid labour	21.2	4.9	15.7	17.4
Machinery - repairs	23.3	23.8	17.8	14.3
- fuel	30.4	29.3	20.8	18.6
- other contract and hire	3.4	4.2	1.2	2.5
- depreciation	46.9	57.2	36.5	42.8
Property - repairs	20.3	20.9	11.9	10.8
- depreciation	16.1	9.5	13.0	8.8
Other - general farm costs	32.6	46.2	37.1	20.9
- insurances	18.7	23.0	16.3	13.6
Rent and finance - rent	15.4	44.2	2.3	2.8
- bank interest	11.4	0.0	6.5	2.8
- bank charges	3.0	2.1	2.1	2.2
- other interest	7.1	3.0	0.6	0.6
Total overhead costs	250.0	268.3	168.5	158.2
Total cost of production	397.6	427.0	342.5	334.5
* sorted by net margin/kg				
Average finished weight (kg)	297	316	321	11973
Kg beef produced	7280	5679	11564	10274
Average finished price (£)	957	988	914	35760
Finished price per kg (£)	3.22	3.12	2.85	2.99
Kg beef per ha	150.25	162.05	237.49	213.90
Trading beef enterprise output				
Fat cattle sold	344.1	435.5	618.4	583.6
Cattle transferred out	99.8	39.9	2.7	14.4
Store cattle sold	74.5	87.8	1.3	6.2
Killed for home consumption	0.9	16.6	0.2	0.3
Cattle valuation change	40.7	75.9	98.7	44.5
By-products	12.4	0.0	45.3	0.0
Less cattle purchased	23.4	81.3	301.0	216.8
Less cattle transferred in	179.0	182.1	57.9	115.6
Total enterprise output	370.0	392.3	407.8	316.7
Enterprise gross margin (excl. overheads)	222.4	233.7	233.8	140.4
Enterprise net margin (incl. overheads)	-27.6	-34.7	65.3	-17.8
Enterprise net margin (£/ha)	-41	-56	155	-38
Value of farm family's own resources				
Own/spouse labour	97.6	146.8	66.8	55.0
Unpaid labour	31.7	19.0	22.1	26.7
Rental value of O-O land	200.6	102.0	102.2	126.2
Interest on Tenants Capital less bank interest	132.3	185.2	89.8	128.9
Total own resources	462.2	453.0	281.0	336.8
Enterprise net margin including own resources	-489.7	-487.7	-215.7	-354.6
Support payments				
Agri-environment payments	168.9	125.6	34.5	39.5
Organic Aid	110.5	78.9	0.0	0.0
Single Payment Scheme	445.5	477.6	301.5	376.1
Total support payments	724.9	682.2	336.0	415.6
Enterprise net margin including own resources and support payments	235.2	194.5	120.3	61.0
Enterprise NM incl. OR & SP (£/ha)	353	315	286	130

minus actual interest paid (see fixed costs)

Table A9.6 Costs of production - Welsh lamb production, 2008/09 & 2009/10 (p/kg DW)

	ORGANIC		CONVENTIONAL	
	2008/09	2009/10	2008/09	2009/10
Number of flocks	24	19	87	106
Farm size ESU	43	44	46	48
Farm size - eff ha	154	168	121	143
Farm size - forage ha	149	163	118	141
Stocking rate - all GLU/ha	0.84	0.75	1.15	1.04
Flock size - ewes and ewe lambs put to ram - Nos	559	544	657	724
Percentage Sheep LU to Total GLU	48%	50%	52%	57%
All values below pence per kilogram deadweight unless otherwise indicated				
Variable costs				
Purchased concentrates	40.4	32.2	49.4	50.8
Home grown concentrates	2.2	5.2	1.1	1.9
Coarse fodder, tack and grass keep	6.8	7.9	6.5	9.4
Veterinary and medicines	18.3	19.2	16.5	18.5
Other livestock costs	24.9	28.5	23.8	27.5
Allocatable contracting	1.0	0.5	0.7	0.8
Total variable costs	93.6	93.6	98.1	109.0
Flock replacement cost	32.0	24.5	30.7	26.0
Forage costs				
Fertilisers, seeds and sprays	12.8	10.6	27.8	28.6
Forage contracting	8.6	11.9	8.2	8.7
Grass keep	3.0	2.7	5.6	6.4
Other forage costs	4.3	4.2	2.4	2.7
Total forage costs	28.7	29.4	44.0	46.4
Overhead costs				
Paid labour	12.2	22.6	6.6	10.7
Machinery - repairs	20.0	18.1	13.1	14.0
- fuel	24.8	23.5	16.5	16.6
- other contract and hire	3.3	2.6	2.4	2.1
- depreciation	41.6	52.0	30.3	36.4
Property - repairs	10.9	15.9	10.3	10.7
- depreciation	15.1	14.1	10.9	10.5
Other - general farm costs	24.8	24.4	18.9	19.0
- insurances	13.3	11.3	10.4	11.6
Rent and finance - rent	13.9	21.2	12.4	11.0
- bank interest	8.4	4.7	6.2	4.1
- bank charges	1.8	1.8	1.6	1.5
- other interest	3.6	9.8	2.6	2.1
Total overhead costs	193.6	222.0	142.2	150.5
Total cost of production	347.9	369.6	315.0	331.9
Kg lamb produced	11987	11861	15909	16805
Kg lamb per ha	167	146	258	209
Lambs reared per ewe	1.20	1.23	1.33	1.31
Kg lamb produced per ewe	23.1	22.7	25.0	24.5
Average finished lamb weight (kg)	17.9	18.0	18.4	18.5
Average finished lamb price (£)	52.98	59.10	51.66	60.80
Averaged finished price per kg (£)	2.96	3.28	2.80	3.29
Lamb enterprise output				
Finished lambs sold	239.2	257.5	242.4	272.1
Lambs transferred out	41.8	67.0	37.0	52.5
Store lambs sold	20.1	4.5	1.6	3.8
Killed for home consumption	0.1	0.6	0.0	0.1
Lamb valuation change	-3.1	4.0	-1.2	4.7
<i>Less lambs purchased</i>	<i>0.3</i>	<i>3.3</i>	<i>1.2</i>	<i>2.1</i>
Total lamb output	297.8	330.3	278.6	331.1
Other by-products	5.6	3.3	4.8	3.2
Wool	4.1	0.0	3.5	0.4
Mark & Release receipts	0.0	10.9	0.1	9.8
Total by-products	9.6	14.2	8.4	13.4
Total enterprise output	307.4	344.4	287.0	344.6
Enterprise gross margin (excl. overheads)	153.1	196.9	114.3	163.1
Enterprise net margin (incl. overheads)	-40.5	-25.1	-28.0	12.6
Enterprise net margin (£/ha)	-67.5	-36.6	-72.1	26.4
Value of farm family's own resources				
Own/spouse labour	94.7	92.0	71.6	71.8
Other unpaid labour	19.3	15.8	18.7	18.2
Rental value of owner-occupied land	108.3	122.0	59.0	67.7
Interest on tenant's capital less bank interest	72.3	91.5	52.8	66.3
Total own resources	294.6	321.4	202.1	223.9
Enterprise net margin including own resources	-335.1	-346.6	-230.1	-211.2
Support payments				
Agri-environment payments	95.4	270.2	37.8	54.6
Organic Aid	95.7	80.4	0.0	4.7
Single Payment Scheme	265.1	303.0	194.4	226.7
Total support payments	456.3	653.6	232.2	286.0
Enterprise net margin including own resources and support payments	121.2	307.0	2.1	74.7
Enterprise NM incl. OR & SP (£/ha)	202.1	446.7	5.4	156.4

* sorted by net margin/kg

minus actual interest paid (see fixed costs)

Appendix 4 The farm classification system

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

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

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

<i>Farm type</i>	<i>Characteristics</i>
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 5 Definition of terms and abbreviations

Breeding Livestock Appreciation (BLSA)

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

Cash Income

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

Effective Hectares (Eff. ha)

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

Enterprise Output

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

General Farming Costs

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

Farm Business Income

Farm Business Income (FBI) represents the return to all unpaid labour (farmers, spouses and others with an entrepreneurial interest in the farm business) and to all their capital invested in the farm business including land and farm buildings. It is defined as Total Farm Output (TFO) plus profit/loss on sale of assets minus 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 6 Numbers of farms to be sampled/recruited by type and region

The recruitment targets set in 2006/07 were based on an analysis of registered organic businesses in 2005, classified by farm type and GOR, and have been maintained into 2009/10. 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 A10 Distribution of 2005/06 organic holdings in England and Wales by type and region and recruitment targets for 2006/07

FBSGor	Cereals	Dairy (LFA)	Dairy (Lowland)	General Cropping	Grazing Livestock (DA)	Grazing Livestock (Lowland)	Mixed	Other Cattle & Sheep (SDA)	Other Horticulture	Specialist Fruit	Specialist Glass	Specialist HNS	Specialist Horses	Specialist Pigs	Specialist Poultry	Specialist Sheep (SDA)	Grand Total England	Guideline target	Current FBS (2005/6)	To recruit
EAST	44		6	53		10	8		11	8	10	2	1	2	4		159	11	13	-2
EM	32	5	18	33	6	17	20	2	6	1	3	1			8		152	11	9	2
NE&YH	29	7	15	30	6	10	28	13	11		2	1	2		3	20	177	13	12	1
NW	5	8	40	7	1	18	12	16	5	1	6	1	3		3	7	133	10	6	4
SE&LON	59		21	27		58	47		17	17	11		4		9		270	20	10	10
SW	75	12	175	44	12	196	147	12	40	15	19	3	15	2	11	3	781	57	19	38
WM	27	8	52	33	4	42	34	8	17	11	4		3		4	1	248	18	2	16
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 7 Organic and conventional farm comparisons

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

5.1.1 Background

Issues relating to comparing results from organic and conventional farms have been discussed by Lampkin and Padel (1994)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 A11 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 A12 Altitude codes for farms in the FBS/FADN system

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

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

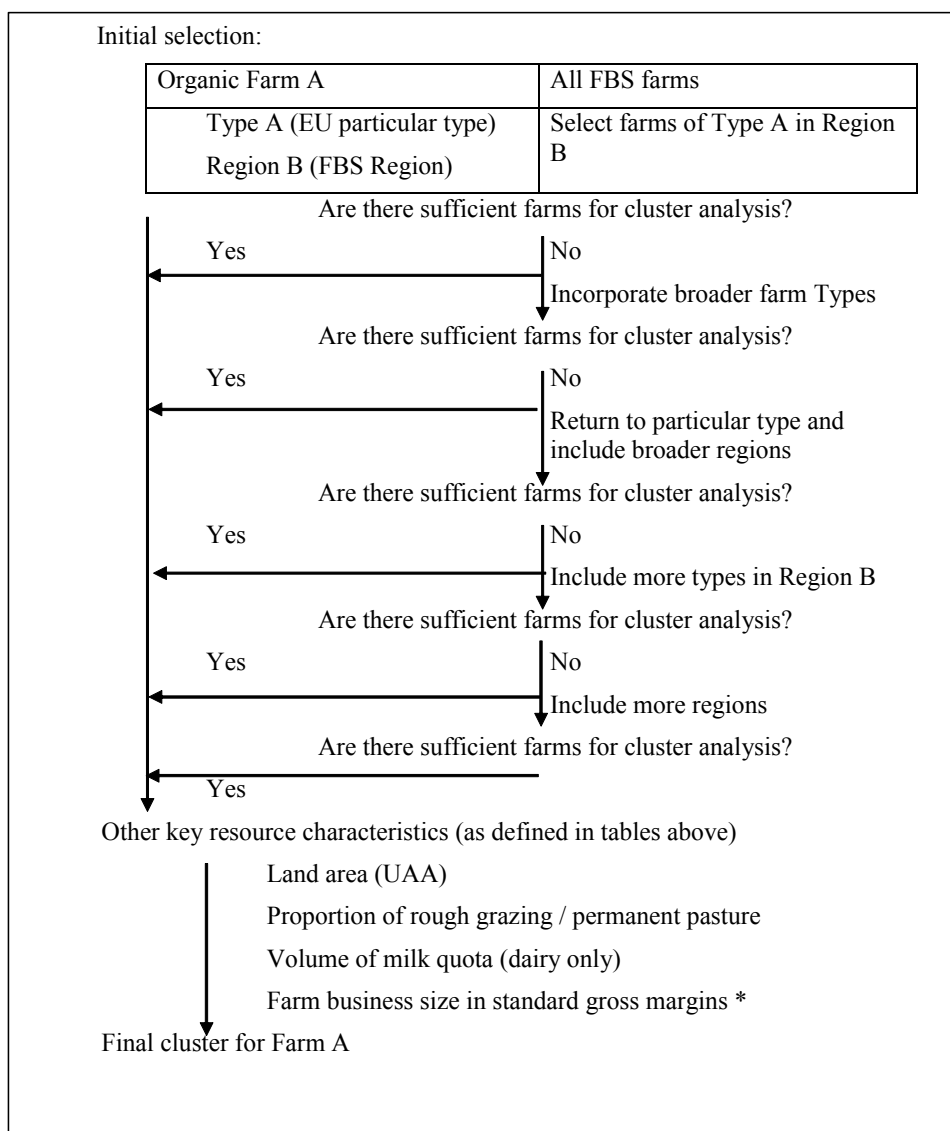
Farming Description	Main type	Robust type
Cereals	1	Cropping
General cropping	2	
Specialist fruit	3	Horticulture
Specialist glass	4	
Specialist hardy nursery stock	5	
Other horticulture	6	
Specialist pigs	7	Pigs and poultry
Specialist poultry	8	
Dairy (LFA)	9	Dairy
Dairy (lowland)	10	
Specialist sheep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

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

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

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

Box 1 Conventional farm selection procedure



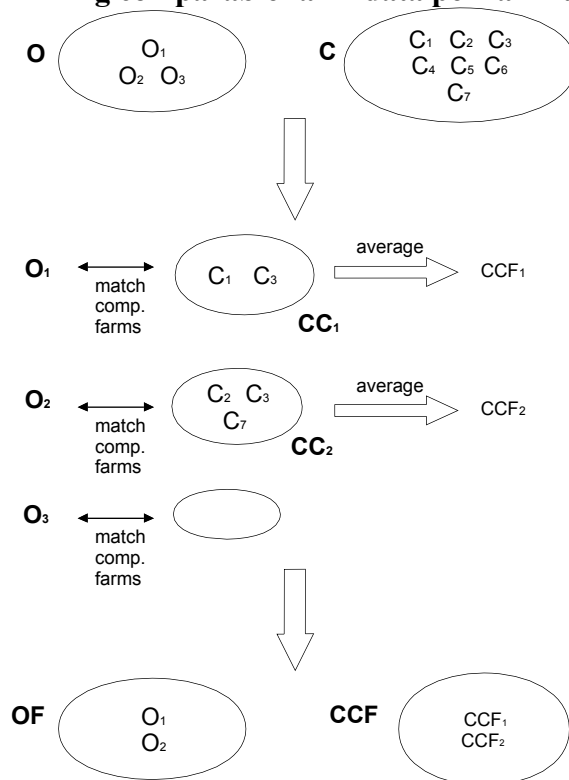
Farm business size, as measured by standard gross margins, is a measure of the potential economic activity of the particular mix and size of enterprises on the farm.

Table A14 Summary table to show the procedure used per farm type and the CCF results achieved (2009/10 farms)

Farm type	Cropping	Hort.	Dairy		Cattle and sheep		Mixed	Total
	All	All	LFA	Lowland	LFA	Lowland		
Total organic farms	31	10	7	45	41	32	23	189
Baseline clustering criteria								
LFA status/altitude	identical	identical	identical	identical	identical	identical	identical	
Main type	identical	identical	identical	identical	identical	identical	identical	
Region	identical	identical	identical	identical	identical	identical	identical	
Utilisable agricultural area [UAA] (+/- %)	30	30	30	30	30	30	30	
Quota owned (+/- %)	n/a	n/a	30	30	n/a	n/a	30	
Permanent Pasture [PP] (+/- %)	30	30	n/a	n/a	30	30	30	
Rough Grazing [RG] (+/- %)	30	30	n/a	n/a	30	30	30	
Economic Size Units [ESU] (+/- %)	30	30	30	30	30	30	30	
No. of farms for which baseline cluster obtained (min 3 farms)	13	0	2	25	17	19	6	82
(as a percent)	42%	0%	29%	56%	41%	59%	26%	43%
Modifications required to achieve clusters for remaining farms								
Main type (incorporate broader farm type definition)	4	2	0	0	8	0	1	8%
Regional (broader selection)	4	2	0	10	7	4	3	16%
Main type and regional (broader selection)	2	1	0	3	1	0	1	4%
Regional/main type and UAA/ESU/RG/PP (broader selection)	8	5	4	7	7	8	6	24%
LFA/altitude (non-identical criteria)	0	0	1	0	0	0	0	1%
Combination of above	0	0	0	0	0	0	4	2%
Not clustered	0	0	0	0	1	1	2	2%
Resulting final cluster statistics								
Average number of farms in cluster per organic farm	8.4	4.7	7.7	6.8	6.8	6.5	4.5	6.5
No. of organic farms with 5 or more farms (CCF) per cluster	18	3	2	28	21	20	8	100
% of organic farms with 5 or more farms (CCF) per cluster	58%	30%	29%	62%	53%	65%	38%	54%
Range of CCF per organic farm per farm type: Minimum	3	3	3	3	3	3	3	3
Maximum	28	13	30	19	34	14	11	21

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).