

ORGANIC FARM INCOMES IN ENGLAND AND WALES 2010/11

**Simon Moakes,
Nicolas Lampkin and
Catherine Gerrard**

March 2012

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



ORGANIC FARM INCOMES IN ENGLAND AND WALES 2010/11

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

Simon Moakes¹
Nicolas Lampkin²
Catherine Gerrard²

March 2012

¹Organic Research Group
Institute of Biological, Environmental & Rural Sciences
Aberystwyth University, Gogerddan Campus
Aberystwyth SY23 3EE
svm@aber.ac.uk / 01970 621603

²Organic Research Centre, Elm Farm
Hamstead Marshall, Newbury, RG20 0HR
nic.l@organicresearchcentre.com / 01488 658298

Acknowledgements

Our grateful thanks go to the following who contributed to this report:

- Rural Business Research (www.ruralbusinessresearch.co.uk) and its constituent RBR Units throughout England who were responsible for data collection in England;
- The Welsh Farm Business Survey unit at Aberystwyth University who were responsible for data collection in Wales;
- Janice Tedaldi for assistance with the preparation of this report.
- John Burrows for technical assistance with the clustering procedure;
- Department for Environment, Food and Rural Affairs (Defra) Statistics and Farm Business Survey Divisions for assistance with recruitment lists, supplying data for analysis and comments on the reports;
- Defra for hosting the reports generated from this project on their website (<http://archive.defra.gov.uk/evidence/economics/foodfarm/reports/index.htm>)
- And most especially to all the farmers who gave of their time and information, without which this work would not be possible.

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

We gratefully acknowledge funding from Defra. The views and interpretations expressed here are those of the authors, and do not represent views of the Department.

Executive Summary

This report presents results of research on the financial performance of organic farms in the **2010/11** financial year (with **2009/10** data for reference). Carried out for the Department for Environment, Food and Rural Affairs (Defra), this research continues project OF0373 and builds on previous work on the economics of organic farming carried out at Aberystwyth University (Projects OF0190, covering 1995/96 to 1998/99 and OF0189, covering 1999/00 to 2004/05)¹.

This report utilises data collected through the Farm Business Survey in England and Wales. An analysis of the FBS/Defra Data Archive for 2010/11 found a total of 250 businesses with some organic land. To ensure the analysis undertakes a reasonable comparison of organic and conventional farms, the organic sample comprises holdings with at least 70% fully organic land ($\geq 70\%$ of UAA ha). Farms identified as “in-conversion” or those with less than 70% fully organic certified land were excluded from the analysis, providing a sample of 217 organic holdings.

To allow for comparison with conventional farm data the organic holdings were matched with clusters of comparable conventional holdings, utilising data from a total of 786 conventional farms. Based on a similar resource base e.g. similar land area, farm type, region and other factors, a minimum of 3 **comparable conventional farms** (CCF) were clustered to each organic farm. The results for each organic farm are then matched to mean figures from the CCF cluster, to produce mean results for each farm type.

In total, data from 212 organic farms were suitable for inclusion in the analysis, as it was not possible to identify comparable conventional businesses for four organic farms, and one organic specialist pig farm was also not utilised (due to minimum sample size restrictions).

The data was analysed as two samples; a **full sample** and an **identical sample**. The full sample analysis utilised data from all 212 organic farms and provides the best comparison of organic and comparable conventional farm income data in 2010/11, (2009/10 data is only provided for reference). The identical sample identifies year to year changes within systems, though the sample sizes are smaller as not all farms will be part of the FBS dataset for two years.

The results are presented by farm type² as un-weighted means of organic and CCF groups. Differences in profitability were also assessed with t-test analysis of Farm Business Income (FBI) results; however some of the samples were small and had large variation which will have reduced the likelihood of statistical differences being identified.

The **full sample** results are presented in Figure A (overleaf), and indicate that in 2010/11 the profitability (Farm Business Income) of most organic farm types was higher or similar to that of comparable conventional farms. The analysis identified organic LFA farms as significantly more profitable than the CCF group (see Table B) at both per farm and per hectare level. Despite some differences in performance between organic and conventional systems, differences in FBI for other farm types were not statistically significant.

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

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

Figure A Organic and conventional Farm Business Income (£/ha, full samples, 2010/11)

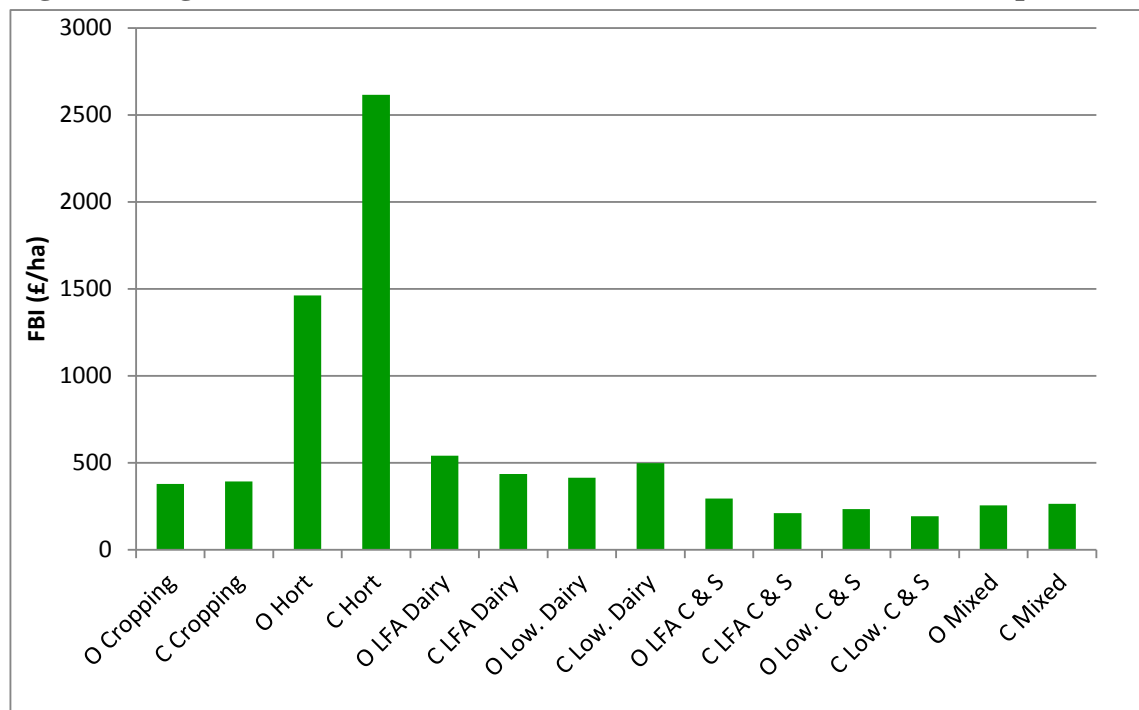


Figure B indicates the total income and various income sources for organic (O) and conventional (C) farm types (Horticulture is omitted from Figures B and C for presentation purposes). It can be seen that although organic farms receive greater agri-environment payments per hectare than conventional holdings,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

Figure B Organic and conventional farm income sources (£/ha, full samples, 2010/11)

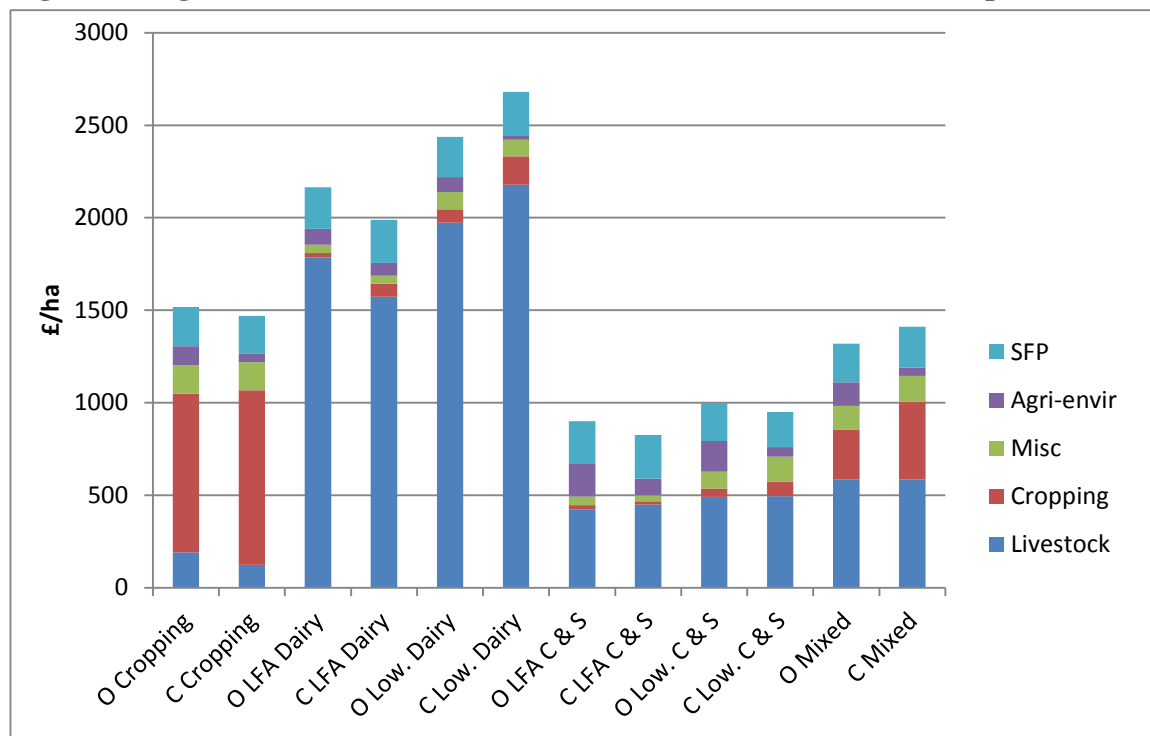
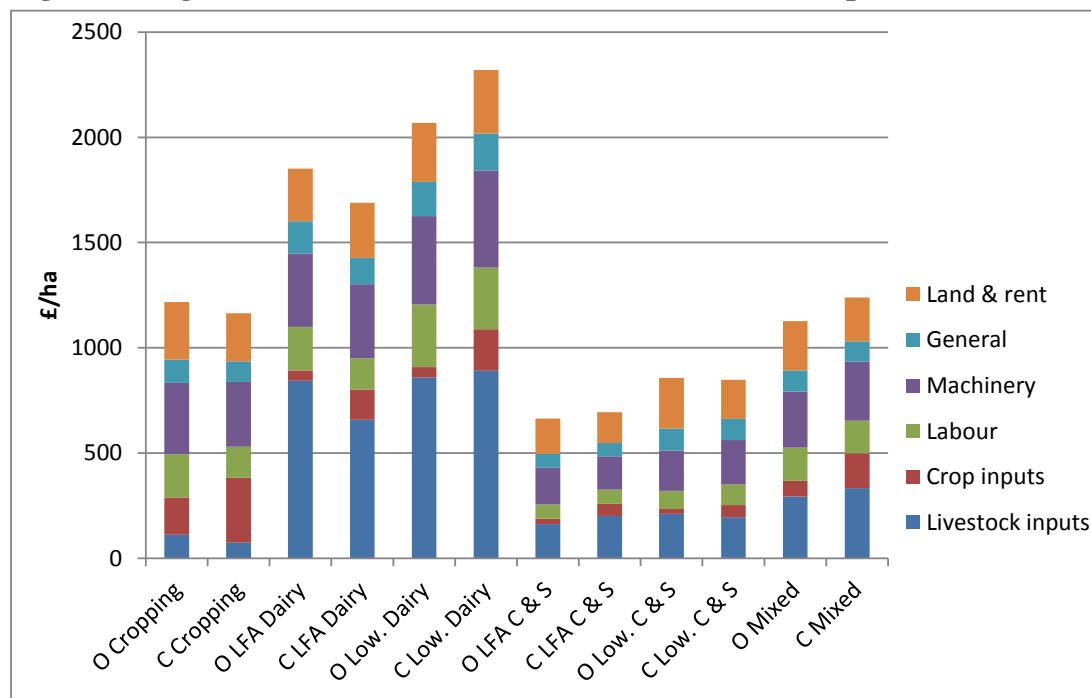


Figure C indicates the total costs and allocation for organic (O) and conventional (C) farm types. Total costs were lower for most organic farm types but higher for cropping and LFA dairying. In

general, crop input costs such as fertiliser and crop protection were lower, whilst other costs varied by farm type.

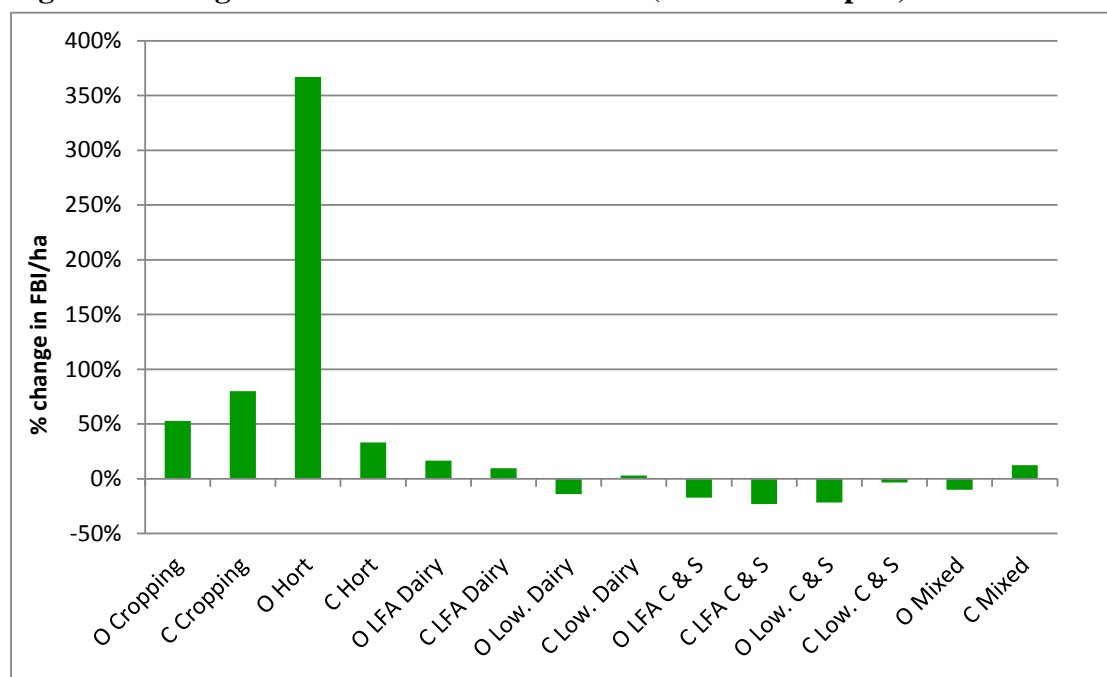
Figure C Organic and conventional farm costs (£/ha, full samples, 2010/11)



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

Summary whole farm results for both samples are presented opposite and in more detail in Chapter 2 and Appendix 1. Statistical analysis of differences in profitability is also shown opposite.

Figure D Change in Farm Business Income/ha (Identical samples, 2009/10 and 2010/11)



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, 2010/11 and 2009/10

Farm type	Full sample						Identical sample				
	2010/11		2009/10		2010/11		2009/10				
	Farms	£/farm	£/ha	Farms	£/farm	£/ha	Farms	£/farm	£/ha	£/farm	£/ha
Cropping											
Organic	33	96407	379	31	72946	335	21	115324	515	76268	337
Comparable conventional	250	87039	394	260	36767	202	138	84143	408	46194	227
Horticulture											
Organic	15	34150	1463	10	10006	468	8	49753	2520	10458	540
Comparable conventional	57	52959	2617	47	47510	2633	27	76226	4364	57109	3277
LFA dairy											
Organic	6	52992	541	7	37055	435	6	52992	541	43027	464
Comparable conventional	22	40481	436	54	46927	523	21	39932	427	36173	389
Lowland dairy											
Organic	48	63723	415	44	75897	530	40	58834	406	68986	471
Comparable conventional	249	66687	499	292	52871	424	206	62129	490	59013	476
LFA cattle and sheep											
Organic	50	49026	294	40	45210	315	43	44145	272	53165	328
Comparable conventional	321	29773	210	273	36899	292	263	29374	218	37710	284
Lowland cattle and sheep											
Organic	38	28942	235	31	28554	255	26	25723	240	32879	306
Comparable conventional	215	20113	194	203	22233	225	148	18910	204	19500	211
Mixed											
Organic	22	50526	255	21	51097	252	10	46975	193	54503	215
Comparable conventional	101	46023	265	95	40257	242	43	54550	263	49028	234

The differences between organic and conventional systems (2010/11), and year to year changes (2009/10 vs. 2010/11) were also assessed with the student's t-test. Differences and their statistical significance are presented in Table B below.

Table B Statistical differences in Farm Business Income (£/farm and £/ha) by farm type, 2010/11 and 2009/10

Farm type	Full sample		Identical sample			
	FBI/farm	FBI/ha	Organic		Conventional	
	FBI/farm	FBI/ha	FBI/farm	FBI/ha	FBI/farm	FBI/ha
Cropping						
Org vs. Conv (2010/11)	9369	NS	-15	NS		
Yr to Yr (2009/10 vs. 2010/11)			39055	NS	178	NS
			37949	**	182	***
Horticulture						
Organic vs. Conventional	-18809	NS	-1154	NS		
Year to year change (09/10 vs. 10/11)			39296	NS	1980	NS
			19116	NS	1087	NS
LFA dairy						
Organic vs. Conventional	12510	NS	105	NS		
Year to year changes			9964	*	77	NS
			3758	NS	38	NS
Lowland dairy						
Organic vs. Conventional	-2964	NS	-84	NS		
Year to year changes			-10152	NS	-65	NS
			3117	NS	14	NS
LFA cattle and sheep						
Organic vs. Conventional	19252	*	84	**		
Year to year changes			-9020	*	-56	NS
			-8336	***	-65	***
Lowland cattle and sheep						
Organic vs. Conventional	8828	NS	41	NS		
Year to year changes			-7156	NS	-67	NS
			-591	NS	-7	NS
Mixed						
Organic vs. Conventional	4503	NS	-10	NS		
Year to year changes			-7528	NS	-22	NS
			5523	NS	29	NS

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

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

Table C Organic and conventional livestock enterprise net margins (£/head), 2010/11

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	1819	1796	88	81	560	613	811	1076
Variable costs	807	845	35	40	303	398	408	669
Gross Margin	1012	951	53	42	257	215	402	408
Fixed Costs	749	622	59	43	460	436	895	824
Total actual costs	1556	1467	94	82	763	834	1303	1493
Net Margin after actual costs	263	329	-6	-1	-203	-221	-493	-416
Imputed costs (IC)	296	325	34	41	334	389	464	570
Net Margin after all costs	-33	5	-40	-42	-537	-610	-957	-987
Other related output (ORO)*	231	167	65	41	843	564	779	594
NM after all costs (inc. ORO)	198	171	25	-1	306	-46	-178	-393

*=ORO includes support payments and byproduct and forage values

Crop net margin results were generally higher in 2010/11, with organic enterprises out-performing their conventional counterparts. Similar output, lower variable costs and higher support payments resulted in substantially higher organic net margins. Detailed results and data for a greater range of enterprises are presented in Chapter 3 and Appendix 2.

Table D Organic and conventional crop enterprise net margins (£/ha), 2010/11

All values £/ha	Winter Wheat		Spring Barley		Feed Beans		Potatoes	
	Org.	Conv.	Org.	Conv.	Org.	Conv.	Org.	Conv.
Output	1098	1293	883	830	577	623	7336	5601
Variable costs	115	412	118	271	114	215	1450	1895
Gross Margin	982	880	765	559	464	408	5886	3706
Fixed Costs	670	663	702	556	489	438	2772	1338
Total actual costs	785	1075	820	827	603	653	4222	3234
Net Margin after actual costs	312	218	63	3	-26	-30	3114	2367
Imputed costs (IC)	135	183	101	147	147	161	487	822
Net Margin after all costs	178	34	-37	-144	-172	-191	2627	1545
Other related output (ORO)*	321	318	338	323	320	282	319	334
NM after all costs (inc. ORO)	498	352	301	179	148	91	2946	1880

*=ORO includes support payments and byproduct and forage values

Overall, organic farm financial performance was similar or superior to comparable conventional farms. Financial output was often higher, and whilst variable costs were generally lower, some results indicate higher fixed costs (especially per unit of output). Organic net margins varied, but were usually superior to conventional comparative data, and the addition of support payments resulted in better financial performance for virtually all enterprises. It may therefore be concluded that organic farms appear to be able to perform at a similar financial level to comparable conventional enterprises and holdings.

Contents

	<i>Page</i>
Executive Summary	i
List of Tables	vii
List of Figures	viii
Introduction	1
1. Methods	2
2. Whole-farm results	6
2.1 Presentation of results	6
2.2 Summary of whole-farm Farm Business Income results	7
2.3 Cropping farms	9
2.4 Horticulture	10
2.5 LFA dairy farms	11
2.6 Lowland dairy farms	12
2.7 LFA cattle and sheep farms	13
2.8 Lowland cattle and sheep farms	14
2.9 Mixed farms	15
3. Enterprise gross and net margins	16
4. Benchmark costs of production	22
4.1 Dairy enterprise production costs	23
4.2 Beef and lamb enterprise production costs	26
4.3 Cropping enterprise production costs	27
5. Appendices	29
Appendix 1 Detailed Whole Farm Results	30
Appendix 2 Detailed Gross and Net Margin Results	86
Appendix 3 Detailed Costs of Production Data	98
Appendix 4 The farm classification system	102
Appendix 5 Definition of terms and abbreviations	103
Appendix 6 Numbers of farms to be sampled/recruited by type and region	106
Appendix 7 Organic and conventional farm comparisons	108

List of Tables

	<i>Page</i>
Table A Farm Business Income (£/farm and £/ha) by farm type, 2010/11 and 2009/10	iv
Table B Statistical differences in Farm Business Income (£/farm and £/ha) by farm type, 2010/11 and 2009/10	iv
Table C Organic and conventional livestock enterprise net margins (£/head), 2010/11	v
Table D Organic and conventional crop enterprise net margins (£/ha), 2010/11	v
Table 1 Distribution of useable surveyed organic farms by type and region, 2010/11	2
Table 2 Distribution of useable surveyed organic farms by type and size (European Size Units) for the identical and full farm samples, 2010/11	3
Table 3 Summary of Farm Business Incomes by farm type, 2010/11 and 2009/10	7
Table 4 Differences in Farm Business Income by farm type (organic vs. conventional) and between years (2010/11 and 2009/10)	8
Table 5 Summary data for cropping farms (£/ha), 2010/11 and 2009/10	9
Table 6 Summary data for horticulture businesses (£/ha), 2010/11 and 2009/10	10
Table 7 Summary data for LFA dairy farms (£/ha), 2010/11 and 2009/10	11
Table 8 Summary data for lowland dairy farms (£/ha), 2010/11 and 2009/10	12
Table 9 Summary data for LFA cattle and sheep farms (£/ha), 2010/11 and 2009/10	13
Table 10 Summary data for lowland cattle and sheep farms (£/ha), 2010/11 and 2009/10	14
Table 11 Summary data for mixed farms (£/ha), 2010/11 and 2009/10	15
Table 12 Summary of organic and conventional dairy gross and net margins (£ per cow, 2010/11 and 2009/10)	17
Table 13 Summary of organic and conventional beef gross and net margins (£/cow, 2010/11, full samples)	18
Table 14 Summary of organic and conventional sheep gross and net margins (£/ewe, 2010/11, full samples)	19
Table 15 Summary of organic and conventional crop gross, net margins (£/ha), 2010/11, full samples	20
Table 16 Summary of costs of production data for milk, 2010/11 and 2009/10 (Identical and Full Samples. ppl)	24
Table 17 Summary costs of production - Welsh milk production, 2009/10–2010/11 (ppl)	25
Table 18 Summary costs of production for Welsh finished lamb production, 2009/10–2010/11 (p/kg)	26
Table 19 Summary of organic and conventional crop costs of production (£/t), 2010/11, full samples	27

List of Figures

	<i>Page</i>
Figure A Organic and conventional Farm Business Income (£/ha, full samples, 2010/11)	ii
Figure B Organic and conventional farm income sources (£/ha, full samples, 2010/11)	ii
Figure C Organic and conventional farm costs (£/ha, full samples, 2010/11)	iii
Figure D Change in Farm Business Income/ha (Identical samples, 2009/10 and 2010/11)	iii

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 OF0189³.

The aim of this report is to show the financial performance of organic farms, differentiated by farm type for 2010/11 including comparisons with similar conventional farms and with 2009/10 data, in order to inform Defra policy-making with respect to organic farming and provide a basis for assessments by farmers, advisers and other interested parties of the farm-level implications of conversion to and continued organic farming.

This report includes a section on methodology, which shows the data sourcing and sampling techniques used to obtain a representative organic farm sample, as well as an explanation of the clustering procedure used to select comparable conventional farms (CCF) to match the organic farms. The financial results are presented with an explanation of the results and brief highlights, followed by summary data for each farm type. As in previous years, the 2010/11 report uses Farm Business Income (FBI) indicator as the headline profitability figure, in line with publishing by Defra and the devolved administrations. Detailed gross and net margins are included for livestock and cropping enterprises, as are benchmark costs of production per tonne, per litre or per kg for arable, milk 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.

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

³ 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 2009/10 and 2010/11 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 methodology⁴ was used for all farms.

Financial results were obtained from businesses in England and Wales with account years ending between December 2010 and April 2011. The data for all the organic and non-organic farms surveyed was collated by Defra, stored in the Defra Data Archive and made available to the Aberystwyth University team for analysis.

The analysis within this report is focused on farm businesses having at least 70% organic land status in 2010/11. Of the total of 250 businesses with some organic land identified in the Defra Data Archive, 217 met the greater than 70% fully organic land criterion (see Table 1). Of these, it was not possible to identify comparable conventional businesses for four holdings, and one organic specialist pig farm was also excluded.

Table 1 Distribution of useable surveyed organic farms by type and region, 2010/11

<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	33	0	1 (1)	2 (0)	3 (0)	2 (0)	3 (0)	9 (1)	4 (0)	9 (0)	0 (0)
Horticulture	15	0	0 (0)	1 (0)	2 (0)	1 (0)	1 (0)	5 (1)	4 (0)	1 (0)	0 (0)
Dairy (LFA)	6	0	0 (0)	2 (0)	0 (0)	0 (0)	1 (0)	0 (0)	0 (0)	0 (0)	3 (0)
Dairy (low)	48	0	1 (0)	3 (0)	2 (0)	3 (0)	7 (0)	0 (0)	5 (0)	23 (0)	4 (0)
Cattle/sheep (LFA)	50	0	6 (0)	5 (1)	1 (0)	1 (0)	2 (0)	0 (2)	0 (0)	6 (0)	29 (0)
Cattle/sheep (lowland)	38	0	1 (0)	0 (0)	1 (0)	4 (0)	2 (0)	2 (0)	5 (0)	20 (1)	3 (0)
Mixed	22	0	2 (0)	0 (0)	0 (1)	3 (0)	5 (0)	1 (0)	2 (0)	8 (1)	1 (0)
Total	212	0	11 (0)	13 (1)	9 (1)	14 (0)	21 (0)	17 (0)	20 (0)	67 (2)	40 (0)

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

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

Farm Types

Defra introduced a new farm typology system for 2010/11, but to allow year to year comparisons, all farms in this report were classified utilising the previous system: Constituent EC type (1985 EC Typology described in Commission Decision 85/377/EEC) and for the purposes of this report are presented in groups by robust type according to the UK farm classification system (revised 1994)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 farm systems

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

due to differences in gross margin values, but there is no alternative classification system available. It is considered that within the current classification system errors are likely to be small. The new typology based on standard output has not been assessed for its effect on organic farm systems. The distribution of the businesses by economic size (ESU) and type is shown in Table 2.

Table 2 Distribution of useable surveyed organic farms by type and size (European Size Units) for the identical and full farm samples, 2010/11

Identical sample	16 -	28 -	40 -	60 -	100 -	Total	
	<i>ESU code</i> < 16	< 28	< 40	< 60	< 100		200 +
<i>Farm type</i>							
Cereals and general cropping	1	2	5	4	3	6	21
Horticulture			2		3	3	8
Dairy (LFA)		1		3	2		6
Dairy (lowland)	1		3	10	16	10	40
Cattle and sheep - LFA	6	12	11	9	5		43
Cattle and sheep - lowland	12	7	6		1		26
Mixed		3	1	1	1	3	10
Total	18	24	21	20	24	27	154

Full sample	16 -	28 -	40 -	60 -	100 -	Total	
	<i>ESU code</i> < 16	< 28	< 40	< 60	< 100		200 +
<i>Farm type</i>							
Cereals and general cropping	3	2	6	5	9	8	33
Horticulture	2		3	3	4	3	15
Dairy (LFA)		1		3	2		6
Dairy (lowland)	8	1	3	10	20	14	56
Cattle and sheep - LFA		13	12	10	6	1	42
Cattle and sheep - lowland	14	11	8		4	1	38
Mixed		9	1	2	4	4	22
Total	22	39	24	24	35	41	212

Comparable Conventional Farms (CCF)

An additional element of this work is the inclusion of comparable conventional farm data (obtained from the main FBS sample) for the farm types shown. Each organic farm within this study was matched with a cluster of conventional farms based on the resource endowment indicators for individual organic farms. Indicators included farm type, FBS region, Less Favoured Area (LFA) status, utilisable agricultural area (UAA); farm business size and milk quota held (where applicable). The milk quota indicator was relaxed for 2010/11 due to the reduced constraining effect of milk quota size. The clustered conventional farm data were averaged for each farm type to derive the comparable conventional farm (CCF) data based on the organic farms from the identical and full farm samples.

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

Data Analysis Method

The 2010/11 report continues to utilise the new software process that was employed to carry out the 2007/08, 2008/09 and 2009/10 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. Excel was utilised to undertake the two-tailed student's t-test comparison of the mean profitability (FBI) of the different farm systems and years.

Samples

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

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

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

The total number of organic farms for 2010/11, 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 2009/10 and 2010/11 datasets. It was not possible to produce results for poultry or pig holdings for 2010/11 due to a lack of data.

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

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

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

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

Gross and net margin data are included for selected organic livestock and crop enterprises. Margins for organic dairy herds are presented on a herd size and top performing herds basis as well as a regional basis, in addition to a two year identical sample. Cattle and sheep gross margins are shown for lowland and LFA farm types. For arable crops, gross and net margins are also shown, and include winter and spring wheat, spring barley, spring oats, and beans for stock feed. Where available, 2009/10 organic and conventional gross margin data are shown alongside the 2010/11 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, finished lamb and arable crop production enterprises. It was possible to derive costs of production for milk and crops from the full FBS sample, in addition to costs of production for milk and lamb from the Welsh Farm Business Survey, including comparisons with results from conventional farms in Wales. It was not possible to publish organic beef results from Wales this year due to small sample sizes and the effects of TB disease within the results of some farms.

2. Whole-farm results

2.1 Presentation of results

The summary section shows tables for each farm type giving breakdowns of average outputs, inputs and incomes in £/ha; for cropping, horticulture (intensive horticulture), 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 29 onwards), provide detailed figures for whole-farm outputs, inputs, incomes, returns to labour and capital, asset and liability information, land utilisation and crop performance, and stocking and livestock performance for the eight farm types. Other physical information available, in addition to the financial data collected, includes figures for livestock units per forage hectare, and labour units per farm. Where direct labour data were not available, labour units have been derived from wages paid using standard agricultural wages (based on Agricultural Wages Board). All labour-use figures presented are, however, based on estimated hours and should be treated with caution.

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

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

Farm Business Income (FBI) is the headline profitability figure and represents the return to all unpaid labour (farmers, spouses and others with an entrepreneurial interest in the farm business) and to all their capital invested in the farm business including land and farm buildings. FBI excludes notional rental values for owner-occupied land and unpaid labour included in NFI, but includes interest and other capital charges. It is designed to better reflect overall business performance including the increasing levels of business diversification currently found on farms. 2010/11 data also includes directors remuneration as a capital withdrawal from the business, in line with FBS practise from 2008/09 onwards.

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

2.2 Summary of whole-farm Farm Business Income results

Table 3 summarises the Farm Business Income (FBI) results for full samples and identical samples of organic and similar conventional farms on a whole farm and per ha basis for 2010/11 and 2009/10.

Table 3 Summary of Farm Business Incomes by farm type, 2010/11 and 2009/10

Full samples		2010/11			2009/10		
Farm type	Type*	Farms	£/farm	£/ha	Farms	£/farm	£/ha
Cropping	Organic	33	96407	379	31	72946	335
	CCF	250	87039	394	260	36767	202
Horticulture	Organic	15	34150	1463	10	10006	468
	CCF	57	52959	2617	47	47510	2633
LFA dairy	Organic	6	52992	541	7	37055	435
	CCF	22	40481	436	54	46927	523
Lowland dairy	Organic	48	63723	415	44	75897	530
	CCF	249	66687	499	292	52871	424
LFA cattle and sheep	Organic	50	49026	294	40	45210	315
	CCF	321	29773	210	273	36899	292
Lowland cattle and sheep	Organic	38	28942	235	31	28554	255
	CCF	215	20113	194	203	22233	225
Mixed	Organic	22	50526	255	21	51097	252
	CCF	101	46023	265	95	40257	242
Identical samples		2010/11			2009/10		
Farm type	Type*	Farms	£/farm	£/ha	Farms	£/farm	£/ha
Cropping	Organic	21	115324	515	21	76268	337
	CCF	138	84143	408	138	46194	227
Horticulture	Organic	8	49753	2520	8	10458	540
	CCF	27	76226	4364	27	57109	3277
LFA dairy	Organic	6	52992	541	6	43027	464
	CCF	21	39932	427	21	36173	389
Lowland dairy	Organic	40	58834	406	40	68986	471
	CCF	206	62129	490	206	59013	476
LFA cattle and sheep	Organic	43	44145	272	43	53165	328
	CCF	263	29374	218	263	37710	284
Lowland cattle and sheep	Organic	26	25723	240	26	32879	306
	CCF	148	18910	204	148	19500	211
Mixed	Organic	10	46975	193	10	54503	215
	CCF	43	54550	263	43	49028	234

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

Table 4 indicates differences in farm profitability between organic and conventional systems, and year to year results. The differences in means were assessed using a two-tailed students t-test. Due to the variability and small size of some of the samples few differences were significantly different either at farm or per hectare level, though it could be concluded that whilst organic LFA cattle and sheep FBI was significantly higher, that in general, organic and conventional farm profitability did not differ significantly for most farm types in 2010/11.

Table 4 Statistical differences in Farm Business Income by farm type (organic vs. conventional) and between years (2010/11 and 2009/10)

Farm type	Full sample		Identical sample			
	FBI/farm	FBI/ha	Organic		Conventional	
	FBI/farm	FBI/ha	FBI/farm	FBI/ha	FBI/farm	FBI/ha
Cropping						
Org vs. Conv (2010/11)	9369 NS	-15 NS				
Yr to Yr (2009/10 vs. 2010/11)			39055 NS	178 NS	37949 **	182 ***
Horticulture						
Organic vs. Conventional	-18809 NS	-1154 NS				
Year to year change (09/10 vs. 10/11)			39296 NS	1980 NS	19116 NS	1087 NS
LFA dairy						
Organic vs. Conventional	12510 NS	105 NS				
Year to year changes			9964 *	77 NS	3758 NS	38 NS
Lowland dairy						
Organic vs. Conventional	-2964 NS	-84 NS				
Year to year changes			-10152 NS	-65 NS	3117 NS	14 NS
LFA cattle and sheep						
Organic vs. Conventional	19252 *	84 **				
Year to year changes			-9020 *	-56 NS	-8336 ***	-65 ***
Lowland cattle and sheep						
Organic vs. Conventional	8828 NS	41 NS				
Year to year changes			-7156 NS	-67 NS	-591 NS	-7 NS
Mixed						
Organic vs. Conventional	4503 NS	-10 NS				
Year to year changes			-7528 NS	-22 NS	5523 NS	29 NS

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

2.3 Cropping farms

For detailed results see Appendix 1, Table A1, pages 30-37.

Table 5 Summary data for cropping farms (£/ha), 2010/11 and 2009/10

	Full sample				Identical sample			
	2010/11		2009/10		Organic		Conventional	
	Org	Conv.	Org	Conv.	10/11	09/10	10/11	09/10
Sample number	33	250	31	260	21	21	138	138
Average farm size (UAA)	254.3	221.0	217.6	181.6	223.8	226.0	206.0	203.6
Business Size (ESU)	158.7	148.3	135.0	127.5	169.4	158.9	151.8	151.7
	£/ha	£/ha	£/ha	£/ha	£/ha	£/ha	£/ha	£/ha
Livestock outputs	192	124	196	126	255	225	95	106
Cropping outputs	856	943	734	700	1095	876	1011	778
Miscellaneous	155	152	158	153	161	124	149	142
Agri-env. payments	102	45	118	48	115	115	44	44
Subsidies/Single Payment	212	205	235	225	222	235	207	226
TOTAL OUTPUTS	1518	1469	1442	1252	1848	1574	1506	1296
Livestock inputs	112	74	109	56	154	132	49	50
Crop inputs	176	308	189	340	243	234	326	346
Labour	194	126	183	119	180	196	141	131
Machinery	364	334	359	311	443	390	339	314
General	132	123	125	121	135	131	127	123
Land & rent	160	111	142	103	178	153	115	105
TOTAL INPUTS	1139	1077	1107	1050	1332	1237	1097	1070
Farm Business Income	379	394	335	202	515	337	408	227
Net Farm Income	300	307	242	122	416	249	317	140

The 2010/11 *full sample* indicates a similar FBI per ha for both organic and comparable conventional holdings. Organic output was slightly higher than conventional due to greater livestock output and higher agri-environment payments. However, organic costs were also 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 samples* showed a substantial increase in both organic and conventional holding profitability, with FBI/ha rising by 53% and 80% respectively. Increased organic agricultural output was only partly offset by an increase in both organic and conventional farm costs.

Organic crop yields remained substantially lower than conventional e.g. conventional wheat yield of 7.7t/ha vs an organic wheat yield of 3.6t/ha in 2010/11, but the average organic wheat price was 62% higher at £245/t compared to the average conventional price of £152/t.

Overall, organic cropping holding profitability increased slightly in 2010/11, whilst conventional holding profitability increased sharply, both due mainly to increased output prices.

2.4 Horticulture

For detailed results see Appendix 1, Table A2, pages 38-45.

Table 6 Summary data for horticulture businesses (£/ha), 2010/11 and 2009/10

	Full sample				Identical sample			
	2010/11		2009/10		Organic		Conventional	
	Org	Conv.	Org	Conv.	10/11	09/10	10/11	09/10
Sample number	15	57	10	47	8	8	27	27
Average farm size (UAA)	23.3	20.2	21.4	18.0	19.7	19.4	17.5	17.4
Business Size (ESU)	216.3	211.7	289.4	276.2	343.1	342.1	341.1	327.0
	£/ha	£/ha	£/ha	£/ha	£/ha	£/ha	£/ha	£/ha
Livestock outputs	286	88	288	87	7	21	112	110
Cropping outputs	10353	20098	15528	27447	20944	21250	34917	35517
Miscellaneous	821	4196	611	4080	1247	783	8153	5375
Agri-env. payments	94	29	98	26	118	103	18	12
Subsidies/Single Payment	129	172	61	88	101	29	155	55
TOTAL OUTPUTS	11683	24583	16588	31729	22416	22186	43355	41069
Livestock inputs	138	50	89	35	13	13	62	54
Crop inputs	3521	8439	6309	10832	7472	8672	14333	14097
Labour	3063	7026	4334	9450	5849	5865	13134	12352
Machinery	1632	2318	2219	2754	2996	2921	4116	3845
General	1613	3737	2582	5518	3105	3390	6780	6967
Land & rent	253	396	587	506	461	786	565	477
TOTAL INPUTS	10220	21966	16120	29097	19896	21646	38991	37792
Farm Business Income	1463	2617	468	2633	2520	540	4364	3277
Net Farm Income	1387	2784	559	2943	2605	755	4747	3668

The horticulture holding data has historically been difficult to assess due to the small sample sizes and large variation in intensity of production between holdings, but the sample size in 2010/11 had increased to 15 holdings, though these still represent a broad range of systems.

The 2010/11 *full sample* indicates organic FBI per ha to be lower than comparable conventional holdings, but with less difference than in 2009/10. Organic cropping output was approximately 50% of conventional combined 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 and cropping input costs over 50% lower. Overall though, conventional holding FBI per ha remained higher for both 2009/10 and 2010/11 financial years.

The *identical sample* showed a strong increase in organic profitability despite similar organic agricultural output, with most of the gain attributable to reduced crop input and general costs. Conventional holdings also showed an increase in profitability with higher output but also increased costs.

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

2.5 LFA dairy farms

For detailed results see Appendix 1, Table A3, pages 46-53.

Table 7 Summary data for LFA dairy farms (£/ha), 2010/11 and 2009/10

	Full sample				Identical sample			
	2010/11		2009/10		Organic		Conventional	
	Org	Conv.	Org	Conv.	10/11	09/10	10/11	09/10
Sample number	6	22	7	54	6	6	21	21
Average farm size (UAA)	98.0	92.9	85.2	89.7	98.0	92.7	93.5	93.0
Business Size (ESU)	89.1	92.7	82.6	83.3	89.1	89.6	91.4	92.4
	£/ha	£/ha	£/ha	£/ha	£/ha	£/ha	£/ha	£/ha
Livestock outputs	1784	1572	1754	1573	1784	1784	1522	1483
Cropping outputs	25	71	14	26	25	16	75	22
Miscellaneous	45	43	19	59	45	20	42	33
Agri-env. payments	85	70	87	67	85	88	69	63
Subsidies/Single Payment	225	232	249	247	225	252	225	232
TOTAL OUTPUTS	2165	1989	2124	1972	2165	2159	1933	1833
Livestock inputs	843	658	906	642	843	922	637	614
Crop inputs	49	144	38	124	49	41	135	144
Labour	37	72	45	61	37	37	74	75
Machinery	407	410	426	362	407	427	398	349
General	178	157	172	169	178	166	155	161
Land & rent	111	111	103	91	111	102	106	102
TOTAL INPUTS	1624	1553	1689	1449	1624	1695	1506	1444
Farm Business Income	541	436	435	523	541	464	427	389
Net Farm Income	314	300	173	376	314	222	288	254

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

In contrast to 2009/10, the 2010/11 *full sample* indicates organic LFA dairy profitability was higher than the comparable conventional sample. Organic farm FBI/ha was 24% higher than the conventional farm group with greater output, but organic costs were also higher, particularly livestock inputs (mainly feed).

The *identical samples* showed an improved FBI/ha for both organic and CCF. Organic holdings had similar output but reduced costs, especially livestock inputs, whilst the CCF group saw improved output but also increasing costs.

In terms of milk production, the average organic milk yield was 6292 litres/cow, higher than the average conventional holding yield of 6036 litres/cow. The organic milk price was 27.4ppl, 24% higher than the average conventional price of 22.1ppl. Both the organic and CCF milk prices had risen by 2% in the year, though the organic milk yield had fallen 4%, the identical sample CCF yield rising by 3%.

Overall, the small organic LFA dairy sample appears to indicate that organic holdings were more profitable than conventional holdings in 2010/11, though in 2009/10 the opposite was true.

2.6 Lowland dairy farms

For detailed results see Appendix 1, Table A4, pages 54-61.

Table 8 Summary data for lowland dairy farms (£/ha), 2010/11 and 2009/10

	Full sample				Identical sample			
	2010/11		2009/10		Organic		Conventional	
	Org	Conv.	Org	Conv.	10/11	09/10	10/11	09/10
Sample number	48	249	44	292	40	40	206	206
Average farm size (UAA)	153.6	133.6	143.2	124.7	144.8	146.3	126.7	123.9
Business Size (ESU)	166.5	164.2	157.7	151.3	154.0	155.1	151.2	150.8
	£/ha	£/ha	£/ha	£/ha	£/ha	£/ha	£/ha	£/ha
Livestock outputs	1973	2178	2078	2074	1984	1964	2111	2051
Cropping outputs	73	154	59	154	59	61	147	107
Miscellaneous	93	90	95	114	98	101	80	68
Agri-env. payments	81	24	94	22	89	94	24	21
Subsidies/Single Payment	218	234	232	245	221	233	237	262
TOTAL OUTPUTS	2437	2680	2559	2609	2451	2453	2598	2509
Livestock inputs	860	890	886	860	866	854	859	829
Crop inputs	49	198	52	223	51	51	194	205
Labour	266	208	229	223	245	227	198	180
Machinery	466	519	469	496	481	463	500	469
General	207	226	212	246	221	200	226	219
Land & rent	174	140	181	136	181	186	131	130
TOTAL INPUTS	2022	2181	2029	2185	2045	1982	2108	2032
Farm Business Income	415	499	530	424	406	471	490	476
Net Farm Income	368	360	481	278	371	432	348	323

The 2010/11 *full sample* indicates organic lowland dairy farm FBI per ha to be 17% lower than the comparable conventional sample. Organic livestock and cropping output were lower than the conventional farm level although agri-environment payments were higher. Organic costs were lower (except for labour costs), especially for crop inputs and livestock inputs, reflecting the lower use of purchased fertilisers and pesticides.

The *identical sample* showed a decline in FBI/ha of 14% for organic holdings and a small increase of 3% for conventional lowland dairy holdings. Outputs were similar between years whilst costs increased slightly for both systems, especially for labour and machinery.

Differences between organic and conventional milk production were more marked in the lowland dairy holdings, with the average organic milk yield at 6202 litres/cow, around 14% lower than the average conventional holding yield of 7143 litres/cow. The organic milk price was 29.0ppl, 22% higher than the average conventional price of 23.7ppl, although the organic price remained similar in 2010/11, but the conventional price had increased by 4%.

Overall, in the last few years organic lowland dairy farm profitability has been above conventional levels, but in 2010/11 conventional profitability increased slightly whilst organic FBI reduced.

2.7 LFA cattle and sheep farms

For detailed results see Appendix 1, Table A5, pages 62-69.

Table 9 Summary data for LFA cattle and sheep farms (£/ha), 2010/11 and 2009/10

	Full sample				Identical sample			
	2010/11		2009/10		Organic		Conventional	
	Org	Conv.	Org	Conv.	10/11	09/10	10/11	09/10
Sample number	50	321	40	273	43	43	263	263
Average farm size (UAA)	166.6	141.6	143.4	126.3	162.3	162.0	134.4	132.9
Business Size (ESU)	38.9	36.8	34.5	33.4	35.8	35.3	35.3	35.4
	£/ha	£/ha	£/ha	£/ha	£/ha	£/ha	£/ha	£/ha
Livestock outputs	422	450	417	512	388	368	469	473
Cropping outputs	25	18	19	17	13	14	16	15
Miscellaneous	47	32	45	38	40	41	32	27
Agri-env. payments	176	91	180	95	174	195	94	100
Subsidies/Single Payment	230	235	247	251	222	235	246	264
TOTAL OUTPUTS	900	826	907	913	836	852	857	879
Livestock inputs	162	201	155	197	154	139	207	191
Crop inputs	26	57	20	64	21	21	62	58
Labour	47	27	50	21	42	45	27	26
Machinery	196	181	182	186	181	159	192	179
General	83	79	98	83	84	85	81	79
Land & rent	91	70	86	70	82	75	71	62
TOTAL INPUTS	606	615	592	621	564	524	639	595
Farm Business Income	294	210	315	292	272	328	218	284
Net Farm Income	236	132	264	214	215	277	136	206

Through combining the four main LFA cattle and sheep farm types, the robust farm type sample comprised 50 farms in 2010/11.

The 2010/11 *full sample* highlighted that organic LFA cattle and sheep farms were more profitable than comparable conventional farms. Organic FBI/ha was 40% higher despite lower livestock output, but this was offset by 93% higher agri-environment payments, resulting in a slightly higher overall output. Organic livestock and crop inputs were lower than conventional, though labour and machinery costs were slightly higher, but costs were similar overall.

The *identical samples* showed reduced profitability for both organic and conventional farms, with FBI/ha 17% and 23% lower respectively. Output was slightly lower for both sectors whilst costs increased for many variables, especially livestock inputs and machinery costs.

LFA organic finished cattle prices averaged £1142/head, 27% higher than the conventional average of £897/head, with the organic price 38% higher than in 2010/11. The lowland holding organic finished lamb price was similar to the conventional price, at £63/head and £61/head respectively, organic prices up 13%, conventional up 7% from 2009/10.

Overall, organic LFA cattle and sheep holdings continued to be more profitable than their conventional counterparts, but both sectors had reduced in profitability in 2010/11.

2.8 Lowland cattle and sheep farms

For detailed results see Appendix 1, Table A6, pages 70-77.

Table 10 Summary data for lowland cattle and sheep farms (£/ha), 2010/11 and 2009/10

	Full sample				Identical sample			
	2010/11		2009/10		Organic		Conventional	
	Org	Conv.	Org	Conv.	10/11	09/10	10/11	09/10
Sample number	38	215	31	203	26	26	148	148
Average farm size (UAA)	123.0	103.7	112.2	99.0	107.4	107.4	92.7	92.3
Business Size (ESU)	28.7	26.5	21.3	21.3	21.5	21.8	20.9	22.0
	£/ha	£/ha	£/ha	£/ha	£/ha	£/ha	£/ha	£/ha
Livestock outputs	490	496	356	416	355	360	431	460
Cropping outputs	45	76	24	54	18	17	51	29
Miscellaneous	91	136	96	134	97	143	120	112
Agri-env. payments	166	53	127	48	152	149	46	41
Subsidies/Single Payment	205	190	217	192	205	214	191	204
TOTAL OUTPUTS	998	951	820	844	826	883	840	846
Livestock inputs	211	196	95	148	114	112	156	152
Crop inputs	23	57	25	39	16	21	43	44
Labour	57	70	40	55	46	44	40	42
Machinery	232	235	209	202	205	198	219	213
General	135	120	120	114	124	117	107	118
Land & rent	105	79	76	62	82	85	71	66
TOTAL INPUTS	763	757	565	620	587	577	636	635
Farm Business Income	235	194	255	225	240	306	204	211
Net Farm Income	142	102	177	125	146	217	103	111

The 2010/11 *full sample* indicated that organic lowland cattle and sheep holdings were 21% more profitable (FBI) than comparable conventional holdings. Total output was similar though the proportion of income from support payments was higher for organic farms at 37% than conventional at 26%. Input costs were similar between systems.

The *identical sample* showed reduced profitability in 2010/11 for both sectors, with organic profit 22% lower and conventional less affected at 3% lower. Organic livestock output was slightly lower, whilst support payments were similar between years for both sectors. Costs were very similar between years for both organic and conventional farms.

Lowland organic finished cattle prices averaged £849/head, 2% lower than the conventional average of £864/head, with the organic price 2% lower than in 2010/11. The lowland holding organic finished lamb price was similar to the conventional price, at £71/head and £72/head respectively, organic prices up 4%, conventional prices rising 13% from 2009/10.

Overall, profitability of organic lowland cattle and sheep holdings reduced in 2010/11, but remained ahead of comparable conventional holdings.

2.9 Mixed farms

For detailed results see Appendix 1, Table A7, pages 78-85.

Table 11 Summary data for mixed farms (£/ha), 2010/11 and 2009/10

	Full sample				Identical sample			
	2010/11		2009/10		Organic		Conventional	
	Org	Conv.	Org	Conv.	10/11	09/10	10/11	09/10
Sample number	22	101	21	95	10	10	43	43
Average farm size (UAA)	198.1	173.5	202.8	166.4	243.1	253.3	207.6	209.7
Business Size (ESU)	86.6	82.3	88.6	82.0	86.4	90.0	79.7	83.1
	£/ha	£/ha	£/ha	£/ha	£/ha	£/ha	£/ha	£/ha
Livestock outputs	586	585	696	719	388	400	474	469
Cropping outputs	268	420	250	267	230	199	372	259
Miscellaneous	129	140	97	142	104	94	133	123
Agri-env. payments	128	46	110	57	78	97	50	54
Subsidies/Single Payment	209	221	231	231	208	218	225	240
TOTAL OUTPUTS	1319	1411	1383	1416	1008	1007	1255	1146
Livestock inputs	293	334	329	350	163	159	265	225
Crop inputs	75	164	85	178	75	73	151	157
Labour	127	109	148	114	103	106	102	91
Machinery	312	314	310	319	251	237	283	247
General	151	120	123	122	104	106	105	103
Land & rent	106	105	136	92	119	111	87	89
TOTAL INPUTS	1064	1147	1131	1175	815	792	992	912
Farm Business Income	255	265	252	242	193	215	263	234
Net Farm Income	192	173	216	146	141	171	165	143

The 2010/11 *full sample* showed organic and conventional profitability to be very similar. Total output was slightly lower for organic holdings, with near identical livestock output but some differences between cropping and other income sources. Organic farm costs were lower than conventional, mainly due to lower cropping and livestock costs.

The *identical sample* indicated reduced profitability for organic holdings, but increased profits for conventional farms. Total output between years was identical for organic holdings, but had increased for conventional farms, though conventional costs had also risen.

Organic mixed farms achieved an average wheat yield of 3.7t/ha at an average price of £224/t, compared to 8.1t/ha and £154/t for conventional production. Organic and conventional finished cattle and lamb prices were similar, cattle at £931 and £894 per head and lamb at £70 and £71 per head for organic and conventional respectively.

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

3. Enterprise gross and net margins

Tables 12 to 15 show gross and net margin results for selected organic livestock and crop enterprises for 2010/11 and 2009/10, with comparative conventional data shown where available. More detailed data is shown in Appendix 2, page 86. (Caution is required when making comparisons between years as only Table 12 has an identical sample for both years).

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

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

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

Table 12 presents dairy data for the identical and full samples. The **identical** sample comprised of 45 organic and 84 comparable conventional dairy holdings over two years. Both organic and conventional holding output was higher in 2010/11, but variable costs were also greater. The organic gross margin (GM) was therefore 2% higher, the conventional gaining 8%. However, increased fixed and imputed costs resulted in the organic net margin (NM) (excluding support payments) falling by £5 to £-21/cow, the conventional NM improved to £7/cow.

Table 12 also contains results for the **full** sample of 51 organic dairy enterprises and 136 comparable conventional enterprises. Comparing organic and conventional groups, the organic farms achieved slightly higher outputs, through greater milk output value. Organic variable costs were slightly higher than conventional but the organic GM was 8% higher. Organic fixed costs remained higher due to greater labour and machinery costs, resulting in a negative net margin (excluding support payments) of £-33/cow, compared to £-11 for the conventional holdings.

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

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

Table 15 presents crop gross and net margin data for 2010/11. Both gross and net margins were generally higher for organic crops, though net margins excluding support payments were negative for some crops for both organic and conventional holdings. In general, organic crop output was lower but variable costs were also lower, resulting in superior gross margins.

Table 12 Summary of organic and conventional dairy gross and net margins (£ per cow, 2010/11 and 2009/10)

Sample Type Herd characteristics Year	Identical Sample				Full Sample			
	Organic		Conventional**		Organic		Conventional**	
	2009/10	2010/11	2009/10	2010/11	2009/10	2010/11	2009/10	2010/11
Number of herds	45	45	84	84	52	51	182	136
Average farm area - actual ha	159	158	140	139	151	166	129	136
Average size of the farm business (ESU)	148	148	150	152	144	156	145	153
Average size of herd (dairy cows)	125	124	122	125	122	130	117	123
Average milk yield (litres per cow)	6038	6170	7336	7565	6153	6264	7151	7538
Implied milk price (ppl)	29	30	24	25	29	30	24	25
Enterprise output (£ per cow)								
Milk disposals (1)	1811	1872	1786	1903	1841	1898	1737	1873
Other output less transfers in	-61	-71	-81	-95	-61	-79	-78	-93
Total enterprise output	1750	1801	1705	1807	1780	1819	1659	1780
Variable Costs (£ per cow)								
Concentrates	497	490	484	500	532	508	480	499
Other feed and keep	24	38	20	28	24	40	23	28
Other livestock costs - dairy	202	222	200	215	208	229	200	221
Total variable costs	723	751	704	743	764	777	703	748
Margin over concentrates	1253	1311	1221	1307	1248	1311	1179	1281
Forage variable costs (£ per cow)	32	32	103	95	32	30	97	97
Gross margin including forage costs	995	1018	898	970	984	1012	859	935
Fixed Costs (£ per cow)\$								
Labour	162	168	132	141	155	198	135	138
Power and machinery	302	301	264	267	302	299	254	268
Land and buildings	89	93	85	85	90	89	88	82
General farm costs	77	86	76	77	76	84	73	77
Rent and finance	79	85	55	58	77	78	56	56
Total fixed costs	709	733	612	629	701	749	606	622
Total actual costs	1464	1516	1419	1466	1498	1556	1406	1467
Net margin over actual costs (£/cow)	286	285	287	342	282	263	253	313
Total imputed costs	302	307	327	335	310	296	340	325
Total costs including imputed	1766	1823	1745	1801	1808	1852	1746	1791
Net margin over all costs (£/cow)	-16	-21	-40	7	-28	-33	-87	-11
Other related outputs (ORO)								
Agri-environment payments (exc OFS)	72	67	24	24	75	63	18	20
Organic Farming Scheme Payment	8	4	0	0	7	3	0	0
Single Payment Scheme	170	161	140	126	168	160	138	131
Byproducts & forage	14	7	19	17	14	9	24	16
Total other related outputs	265	239	183	167	264	235	180	167
NM over all costs (inc. ORO) (£/cow)	249	218	143	174	236	202	93	155

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

Includes unpaid labour, imputed rent and interest on tenants capital

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

Table 13 Summary of organic and conventional beef gross and net margins (£/cow, 2010/11, 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	37	20	112	43	67	17	61
Average farm area - actual ha	198	161	441	202	222	154	140	139
Average size of the farm business (ESU)	52	40	37	34	87	68	56	46
Average size of herd	47	39	39	36	58	45	41	43
Enterprise output (£ per cow)								
Finished beef sales	1078	1008	18	34	767	1135	74	187
Store beef sales & transfers	313	239	515	602	202	217	462	563
Other output less transfers in	-391	-322	28	-23	-159	-276	15	-129
Total enterprise output	1000	924	560	613	811	1076	552	620
Variable Costs (£ per cow)								
Concentrates	177	251	92	134	143	319	58	110
Other feed and keep	125	25	44	39	35	44	12	30
Other livestock costs - dairy	192	149	135	131	173	197	134	156
Total variable costs	494	425	271	305	351	560	205	296
Gross margin before forage costs	506	499	289	308	460	516	347	324
Forage variable costs (£ per cow)	74	140	32	93	58	108	26	91
Gross margin including forage costs	432	359	257	215	402	408	321	233
Fixed Costs (£ per cow)§								
Labour	72	45	54	19	237	177	108	130
Power and machinery	358	296	235	221	311	332	308	274
Land and buildings	159	93	59	72	106	119	139	91
General farm costs	134	96	65	79	113	104	128	96
Rent and finance	54	72	47	46	129	91	124	86
Total fixed costs	777	601	460	436	895	824	807	676
Total actual costs	1345	1167	763	834	1303	1493	1037	1063
Net margin over actual costs	-345	-243	-203	-221	-493	-416	-485	-443
Total imputed costs#	568	529	334	389	464	570	548	500
Total costs including imputed	1913	1696	1096	1223	1767	2063	1585	1563
Net margin over all costs	-913	-772	-537	-610	-957	-987	-1034	-943
Other related outputs (ORO)								
LFA and agri-environmental payments	391	147	326	154	307	195	401	245
Organic Farming Scheme Payment	21	0	64	0	7	0	9	0
Single Payment Scheme	579	512	453	410	465	399	504	396
Total other related outputs	991	659	843	564	779	594	914	640
NM over all costs (inc. ORO)	78	-112	306	-46	-178	-393	-120	-303

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

Includes unpaid labour, imputed rent and interest on tenants capital

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

Table 14 Summary of organic and conventional sheep gross and net margins (£/ewe, 2010/11, 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	17	68	26	131	40	136
Average farm area - actual ha	355	284	313	147	199	140
Average size of the farm business (ESU)	29	38	54	37	80	70
Average size of herd	507	687	678	572	273	256
Finished lambs sold per ewe	0.51	0.53	1.07	0.97	1.12	1.19
Enterprise output (£ per ewe)						
Finished lamb sales	27	29	74	63	82	85
Store lamb sales	9	5	7	3	2	11
Other output less transfers in	8	10	8	15	11	0
Total enterprise output	44	44	88	81	94	96
Variable Costs (£ per ewe)						
Concentrates	8	10	14	16	12	17
Other feed and keep	2	4	4	4	4	2
Other livestock costs - dairy	7	8	13	12	16	17
Total variable costs	17	22	31	32	32	36
Gross margin before forage costs	27	22	57	50	61	60
Forage variable costs (£ per ewe)	2	5	4	8	5	9
Gross margin including forage costs	25	17	53	42	57	50
Fixed Costs (£ per ewe)§						
Labour	3	3	12	4	27	15
Power and machinery	22	17	29	23	35	28
Land and buildings	5	4	8	6	11	8
General farm costs	6	5	6	6	8	10
Rent and finance	4	4	4	3	9	9
Total fixed costs	40	33	59	43	91	70
Total actual costs	59	61	94	82	128	115
Net margin over actual costs	-15	-17	-6	-1	-34	-19
Total imputed costs	37	31	34	41	55	59
Total costs including imputed	96	92	129	123	183	174
Net margin over all costs	-52	-48	-40	-42	-89	-79
Other related outputs (ORO)						
LFA and agri-environmental payments	28	15	27	10	30	14
Organic Farming Scheme Payment	7	0	3	0	1	0
Single Payment Scheme	39	31	36	32	35	32
Total other related outputs	74	47	65	41	66	46
NM over all costs (inc. ORO)	22	-1	25	-1	-23	-33

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

Includes unpaid labour, imputed rent and interest on tenants capital

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

Table 15 Summary of organic and conventional crop gross, net margins (£/ha), 2010/11, full samples

Crop Enterprise	Winter Wheat		Spring Wheat		Spring Barley		Winter Oats	
	Org	Conv	Org	Conv	Org	Conv	Org	Conv
Number of enterprises	28	238	19	18	36	113	15	53
Average farm area - actual ha	306	227	317	245	264	187	214	200
Average business size (ESU)	148	151	143	189	117	105	87	114
Area of crop grown (ha.)	46	69	27	18	22	22	17	16
Total production (tonnes/units)	196	570	85	72	75	114	61	101
Yield tonnes/units per hectare	4.3	8.2	3.2	3.9	3.5	5.1	3.6	6.2
Crop Value (£ per tonne/unit)	243	149	242	220	224	144	204	145
Enterprise output								
Revenue	984	1192	742	807	589	595	657	832
Feed used on farm	50	34	35	52	191	144	84	66
Straw	64	66	50	26	103	90	80	104
Total enterprise output	1098	1292	826	885	883	829	820	1002
Variable Costs								
Seeds	77	57	102	81	71	47	72	43
Fertilisers	11	164	10	130	17	116	3	127
Crop protection	3	161	2	93	1	83	0	95
Other crop costs	25	30	20	14	30	24	25	39
Total variable costs	115	412	134	318	118	271	100	305
Gross margin	982	880	692	567	765	559	720	697
Fixed Costs \$								
Labour	84	74	64	28	57	33	30	62
Power and machinery	399	392	347	322	434	343	367	357
Land and buildings	48	53	44	44	53	48	37	63
General farm costs	68	64	51	68	70	64	85	82
Rent and finance	72	80	94	80	88	67	105	87
Total fixed costs	670	663	600	542	702	556	624	652
Total actual costs	785	1075	734	860	820	827	724	957
Net margin over actual costs	312	217	92	25	63	3	96	46
Total imputed costs#	135	183	87	178	101	147	122	170
Total costs including imputed	920	1258	821	1038	921	974	846	1126
Net margin over all costs	178	34	5	-153	-37	-144	-26	-124
Other related outputs (ORO)								
LFA and agri-environment	119	112	144	100	139	119	126	136
Organic Farming Scheme	5	0	1	0	4	0	16	0
Single Payment Scheme	197	206	199	200	195	205	198	201
Total other related outputs	321	318	344	300	338	323	340	336
NM over all costs (inc. ORO)	498	352	349	147	301	179	314	212

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

Includes unpaid labour, imputed rent and interest on tenants capital

Table 14 cont'd

Crop Enterprise	Spring Oats		Feed Beans		Potatoes		Market Garden	
	Org	Conv	Org	Conv	Org	Conv	Org	Conv
Number of enterprises	18	15	29	58	6	22	7	8
Average farm area - actual ha	264	215	295	271	177	143	62	13
Average business size (ESU)	120	114	140	160	185	145	223	81
Area of crop grown (ha.)	9	17	24	26	12	11	4	3
Total production (tonnes/units)	34	74	51	77	364	470	-	-
Yield tonnes/units per hectare	3.6	4.5	2.1	3.0	30.8	42.4	-	-
Crop Value (£ per tonne/unit)	177	132	269	207	239	132	-	-
Enterprise output								
Revenue	493	366	502	591	7297	5601	29760	8953
Feed used on farm	142	225	74	31	39	0	0	0
Straw	105	78	1	0	0	0	0	0
Total enterprise output	740	669	577	622	7336	5601	29760	8953
Variable Costs								
Seeds	81	32	94	51	1031	543	3667	1378
Fertilisers	9	80	14	37	63	465	1630	194
Crop protection	0	64	0	113	88	550	68	29
Other crop costs	22	11	6	14	267	337	3722	1712
Total variable costs	112	186	114	215	1450	1895	9087	3312
Gross margin	628	483	464	407	5886	3706	20672	5641
Fixed Costs \$								
Labour	38	26	57	54	672	353	9554	2351
Power and machinery	390	326	272	218	1528	691	2145	1321
Land and buildings	47	49	43	42	105	94	624	76
General farm costs	57	65	59	64	205	94	951	1340
Rent and finance	91	50	59	60	263	106	155	368
Total fixed costs	624	516	489	438	2772	1338	13430	5457
Total actual costs	736	702	603	653	4222	3234	22517	8769
Net margin over actual costs	5	-33	-26	-31	3114	2367	7243	185
Total imputed costs#	101	129	147	161	487	822	2872	2051
Total costs including imputed	837	831	750	814	4709	4056	25389	10820
Net margin over all costs	-96	-162	-172	-191	2627	1545	4370	-1867
Other related outputs (ORO)								
LFA and agri-environment	136	172	117	81	105	111	130	49
Organic Farming Scheme	4	0	5	0	0	0	0	0
Single Payment Scheme	191	187	198	200	215	224	178	106
Total other related outputs	331	358	320	282	319	334	308	155
NM over all costs (inc. ORO)	235	196	148	90	2946	1880	4679	-1712

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

Includes unpaid labour, imputed rent and interest on tenants capital

4. Benchmark costs of production

Detailed cost of production data for dairy and sheep are shown in Appendix 3 (page 98), but summary data are shown in Table 16 to Table 19.

Cost 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. However, for 2010/11 the Welsh beef sample was small and a number of holdings were affected by TB so the data may not properly reflect typical beef production, and therefore this data is not shown in the 2010/11 report.

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 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 or deadweight for finished 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 51 organic and 136 comparable conventional holdings, as well as an identical sample of 45 organic and 84 conventional for 2009/10 and 2010/11. In addition to this data, the Welsh FBS collected dairy benchmark data for 6 organic farms and 114 conventional holdings. The England and Wales data is summarised in Table 16 and the Welsh FBS data is shown in Table 17. More detailed results are shown in Appendix 3 starting on page 98.

England & Wales Identical Sample

The identical sample data indicated a slightly improved milk yield for both organic and conventional holdings, with enterprise output rising slightly for both conventional and organic farms. However, both organic and conventional variable costs were slightly higher, as were organic fixed costs. Overall, the organic net margin (excluding support payments) was slightly lower, the conventional net margin slightly higher, though greater support payments resulted in a higher organic net margin (including support payments) overall.

England & Wales Full Sample

The full sample indicates that organic dairy output was 23% higher than conventional, but variable costs were also 25% higher. The organic gross margin was 30% higher, but higher fixed costs resulted in the conventional net margin (over actual costs) being 6% higher. With the inclusion of imputed costs organic milk production cost 30.2ppl, 27% higher than conventional production at 23.8ppl. However, higher organic support payments resulted in a slightly superior NM (including support payments).

Welsh FBS Sample

The Welsh dairy farm costs of production data from a small sample of only 6 organic and 114 conventional farms is shown in Table 17. The organic output was 28% higher, but variable costs were also 30% higher. Despite slightly higher fixed costs, the organic net margin was 35% higher at 8.1ppl. With the inclusion of imputed costs and support payments the organic net margin was 60% higher at 5.6ppl, equal to a net margin of £619/ha, 28% higher than the conventional figure.

Table 16 Summary of costs of production data for milk, 2010/11 and 2009/10 (Identical and Full Samples. ppl)

Sample Type Herd characteristics Year	Identical Sample				Full Sample		
	Organic		Conventional**		Organic		Conv.**
	2009/10	2010/11	2009/10	2010/11	2009/10	2010/11	2010/11
Number of herds	45	45	84	84	52	51	136
Average size of herd (dairy cows)	125	124	122	125	122	130	123
Average milk yield (litres per cow)	6038	6170	7336	7565	6153	6264	7538
Average farm size (effective ha)	150	150	126	125	144	158	125
Average size of the farm business (ESU)	148	148	150	152	144	156	153
Enterprise output (pence per litre)							
Milk disposals	30.0	30.3	24.3	25.2	29.9	30.3	24.8
Other output less transfers in	-1.0	-1.2	-1.1	-1.3	-1.0	-1.3	-1.2
Dairy outputs	29.0	29.2	23.2	23.9	28.9	29.0	23.6
Variable Costs							
Concentrates	8.2	7.9	6.6	6.6	8.6	8.1	6.6
Other feed and keep	0.4	0.6	0.3	0.4	0.4	0.6	0.4
Other livestock costs - dairy	3.3	3.6	2.7	2.8	3.4	3.7	2.9
Total variable costs	12.0	12.2	9.6	9.8	12.4	12.4	9.9
Herd replacement	1.1	1.1	1.0	0.9	1.1	1.1	0.8
Forage variable costs	0.5	0.5	1.4	1.3	0.5	0.5	1.3
Gross margin including forage costs	15.4	15.4	11.3	11.9	14.9	15.1	11.6
Fixed Costs\$							
Labour	2.7	2.7	1.8	1.9	2.5	3.2	1.8
Power and machinery	5.0	4.9	3.6	3.5	4.9	4.8	3.6
Land and buildings	1.1	1.1	0.9	0.9	1.1	1.0	0.8
General farm costs	1.7	1.8	1.3	1.3	1.6	1.7	1.3
Rent and finance	1.3	1.4	0.7	0.8	1.3	1.3	0.8
Total fixed costs	11.7	11.9	8.3	8.3	11.4	12.0	8.3
Total actual costs	25.4	25.7	20.3	20.3	25.4	25.9	20.3
Net margin over actual costs	3.6	3.5	2.9	3.6	3.5	3.1	3.3
Total imputed costs#	4.5	4.5	3.7	3.7	4.4	4.3	3.5
Total costs including imputed	29.9	30.2	24.0	24.0	29.8	30.2	23.8
Net margin over all costs	-0.9	-1.0	-0.7	-0.1	-0.9	-1.2	-0.2
Other related outputs (ORO)							
Agri-environment payments (exc OFS)	1.1	1.0	0.3	0.3	1.1	0.9	0.3
Organic Farming Scheme Payment	0.1	0.1	0.0	0.0	0.1	0.1	0.0
Single Payment Scheme	0.2	0.1	0.3	0.2	0.2	0.1	0.2
Byproducts & forage	2.8	2.6	1.9	1.7	2.7	2.6	1.7
Total other related outputs	4.3	3.8	2.5	2.2	4.2	3.7	2.2
NM over all costs (inc. ORO)	3.4	2.9	1.8	2.1	3.3	2.5	2.0

\$ 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 17 Summary costs of production - Welsh milk production, 2009/10–2010/11 (ppl)

Year Production system	2009/10		2010/11	
	Organic	Conv.	Organic	Conv.
Holdings (n)	7	107	6	114
Yield/ha	8683	12522	11090	13892
Price/litre	28.8	21.9	30.0	23.5
Total output	30.6	23.6	32.3	25.2
Feeds	8.9	6.2	9.4	6.4
Veterinary and medicines	0.7	0.8	0.9	0.8
Forage	2.3	2.3	2.0	2.3
Other variable costs	2.8	2.3	3.9	2.2
Herd replacement	0.7	1.3	1.0	1.5
<i>Total variable costs</i>	<i>15.4</i>	<i>12.9</i>	<i>17.0</i>	<i>13.1</i>
Gross Margin	15.2	10.7	15.3	12.1
Labour	0.9	0.9	1.1	0.7
Power and machinery	3.7	2.5	3.2	2.5
Land and buildings	1.9	1.4	1.5	1.4
General farm costs	1.2	0.8	1.1	0.8
Rent and finance	0.5	0.9	0.3	0.8
<i>Total fixed costs</i>	<i>8.1</i>	<i>6.5</i>	<i>7.2</i>	<i>6.2</i>
Total costs	23.5	19.4	24.2	19.3
Net Margin	7.1	4.2	8.1	6.0
Net Margin (£/ha)	616	527	902	827
Value of farm family's own resources	9.1	6.6	7.9	6.4
Tir Mynydd, agri-environment	0.8	0.4	0.8	0.4
Organic Farming Scheme support	0.9	0.0	0.7	0.0
Single farm payment	4.6	4.1	3.9	3.5
Net Margin incl. own resources and support payments	4.4	2.0	5.6	3.5
Net Margin incl. own resources and support payments (£/ha)	378	254	619	483

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 were smaller in 2009/10 due to the reduction in the number of Welsh organic farm data collected and this was also reflected in 2010/11. Due to a small sample size and data inconsistencies due to TB problems on some of the cattle farms it wasn't possible to produce organic beef costs of production figures. Summary lamb data is presented in Table 18, with more detailed data shown in Appendix 3 starting on page 98.

Finished (trading) lamb production

The sample of 13 Welsh organic finished lamb producers achieved an identical price and total output to conventional producers, despite physical output being 39% lower per hectare. Organic variable costs were 22% lower than conventional, mainly due to lower feed and forage costs, but organic fixed costs were much higher, mainly due to the lower physical production. Overall, the organic net margin was 3p/kg DW, and £4/ha, compared to the conventional margin of 12p/kg DW and £28/ha. However, when the farm resources such as unpaid farmers labour and interest on tenants capital (at 6%) and support payments (SFP and agri-environ.) are included, organic production achieved a net margin of £156/ha compared to £46/ha for conventional holdings, with both organic and conventional holding agri-environment payments falling substantially, (due to sample changes rather than policy change in 2010/11).

Table 18 Summary costs of production for Welsh finished lamb production, 2009/10–2010/11 (p/kg)

Year	Lamb (deadweight)			
	2009/10		2010/11	
Production system	Organic	Conv.	Organic	Conv.
<i>Holdings (n)</i>	19	106	13	114
Yield/ha	146	209	138	226
Price/kg	328	329	353	356
Total output	344	345	372	372
Feeds	45	62	53	77
Veterinary and medicines	19	19	19	18
Forage	29	46	38	47
Other variable costs	29	28	30	31
Herd replacement	25	26	16	29
<i>Total variable costs</i>	<i>148</i>	<i>181</i>	<i>156</i>	<i>201</i>
Gross margin	197	163	216	171
Labour	23	11	22	12
Power and machinery	96	69	96	73
Land and buildings	30	21	33	23
General farm costs	36	31	38	32
Rent and finance	37	19	23	18
<i>Total fixed costs</i>	<i>222</i>	<i>150</i>	<i>213</i>	<i>159</i>
Total costs	370	332	369	360
Net Margin	-25	13	3	12
Net Margin (£ per ha)	-37	26	4	28
Value of farm family's own resources	321	224	386	233
Tir Mynydd, agri-environment	270	55	145	39
Organic Farming Scheme support	80	5	62	0
Single farm payment	303	227	290	202
Net Margin incl. own resources and support payments	307	75	113	20
Net Margin incl. own resources and support payments (£/ha)	447	156	156	46

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 19 Summary of organic and conventional crop costs of production (£/t), 2010/11, full samples

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

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

Includes unpaid labour, imputed rent and interest on tenants capital

Table 18 cont'd

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

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

Includes unpaid labour, imputed rent and interest on tenants capital

5. Appendices

Appendix 1	Detailed whole farm results	28
	Table A1 Cropping	28
	Table A2 Horticulture	36
	Table A3 LFA dairy	44
	Table A4 Lowland dairy	52
	Table A5 LFA cattle and sheep	60
	Table A6 Lowland cattle and sheep	68
	Table A7 Mixed	76
Appendix 2	Detailed gross and net margin results	86
Appendix 3	Detailed costs of production results	98
Appendix 4	The farm classification system	102
Appendix 5	Definition of terms and abbreviations	103
Appendix 6	Numbers of farms to be sampled/recruited by type and region	106
Appendix 7	Organic and conventional farm comparisons	108

Appendix 1 Detailed Whole Farm Results

Table A1.1 CROPPING FARM RESULTS OUTPUTS AND INPUTS		ORGANIC							
		<i>Identical sample</i>				<i>Full sample</i>			
		2009/10		2010/11		2009/10		2010/11	
Sample number		21		21		31		33	
Average farm size (UAA)		226		224		218		254	
Business size (ESU)		159		169		135		159	
OUTPUTS		£/farm	£/ha	£/farm	£/ha	£/farm	£/ha	£/farm	£/ha
Dairy -	milk output	587	3	869	4	398	2	553	2
	cattle	-424	-2	259	1	-287	-1	165	1
	net quota	0	0	0	0	0	0	0	0
	valuation change	268	1	-422	-2	181	1	-268	-1
Other cattle	output	15938	71	19380	87	17222	79	26113	103
	valuation change	6817	30	431	2	4982	23	-2936	-12
Sheep -	total output	6037	27	4729	21	5358	25	3042	12
	valuation change	-387	-2	480	2	-260	-1	618	2
Other livestock		21945	97	31437	140	15015	69	21431	84
Arable crops	output	187050	828	235737	1053	150617	692	202897	798
	protein/energy support	551	2	904	4	488	2	814	3
By products forage and cults		10959	48	9351	42	9210	42	14842	58
Miscellaneous (incl. farmhouse benefit value)		27387	121	36029	161	34003	156	39401	155
	- organic grants	2955	13	2174	10	2374	11	1384	5
	- other agri-env.payments	22988	102	23461	105	23391	107	24641	97
	- subsidy/single farm payment	52509	232	48705	218	50661	233	53220	209
	FARM REVENUE	355178	1571	413526	1848	313353	1440	385917	1518
INPUTS									
Feeds	purchased concentrates	17678	78	20392	91	12280	56	15035	59
	homegrown concentrates	3630	16	4845	22	3152	14	3640	14
Purchased fodder, Tack and stock keep		459	2	655	3	541	2	925	4
Veterinary and medicines		1436	6	1917	9	1295	6	1694	7
Other livestock costs		6572	29	6633	30	6425	30	7193	28
Seeds -	purchased and homegrown	25886	115	23416	105	21508	99	21980	86
Fertilisers		3975	18	3373	15	2984	14	2857	11
Crop protection		2407	11	2103	9	1913	9	1483	6
Other crop costs		20683	92	25399	113	14813	68	18503	73
Labour	paid incl. paid management	32120	142	29513	132	29629	136	37736	148
	casual	12083	53	10692	48	10200	47	11556	45
Machinery	contract	26405	117	31843	142	22929	105	25562	101
	repairs	15773	70	16763	75	13611	63	16641	65
	fuels	14810	66	15515	69	12331	57	15402	61
General farming costs		23320	103	26247	117	22077	101	28042	110
Land expenses		10617	47	14814	66	10506	48	15394	61
Rent		22925	101	23904	107	19033	87	24245	95
	FARM EXPENSES	240779	1065	258022	1153	205226	943	247888	975
Excess of expenses over revenue		114399	506	155504	695	108127	497	138029	543
Notional inputs									
	- rental value/imputed rent	27000	119	26821	120	27381	126	29900	118
	- unpaid labour	4258	19	4920	22	3973	18	3131	12
	- machinery depreciation	26765	118	30658	137	24146	111	28695	113
		58023	257	62399	279	55500	255	61726	243
NET FARM INCOME (excl. BLSA)		56377	249	93105	416	52627	242	76303	300
NET FARM INCOME (incl. BLSA)		58057	257	93185	416	54761	252	76537	301

Table A1.1 CROPPING FARM RESULTS

OUTPUTS AND INPUTS		CONVENTIONAL							
		<i>Identical sample</i>				<i>Full sample</i>			
		2009/10		2010/11		2009/10		2010/11	
Sample number		138		138		260		250	
Average farm size (UAA)		204		206		182		221	
Business size (ESU)		152		152		128		148	
OUTPUTS		£/farm	£/ha	£/farm	£/ha	£/farm	£/ha	£/farm	£/ha
Dairy -	milk output	112	1	85	0	98	1	75	0
	cattle	37	0	17	0	-3	0	84	0
	net quota	0	0	0	0	0	0	0	0
	valuation change	-32	0	-23	0	7	0	-87	0
Other cattle	output	10912	54	12336	60	9526	52	17520	79
	valuation change	2385	12	418	2	2211	12	-1196	-5
Sheep -	total output	3868	19	4398	21	8140	45	5901	27
	valuation change	509	2	24	0	94	1	102	0
Other livestock		3864	19	2243	11	2867	16	5057	23
Arable crops	output	145257	714	194691	945	117540	647	190579	862
	protein/energy support	398	2	7153	2	393	2	324	1
By products forage and cults		13170	65	13528	66	9675	53	17853	81
Miscellaneous (incl. farmhouse benefit value)		28858	142	30656	149	27701	153	33563	152
	- organic grants	0	0	0	0	0	0	0	0
	- other agri-env.payments	8895	44	9126	44	8666	48	9863	45
	- single payment scheme	45537	224	35515	205	40448	223	45354	203
	FARM REVENUE	263770	1296	310165	1506	227363	1252	324992	1471
INPUTS									
Feeds	purchased concentrates	3778	19	3427	17	3922	22	6135	28
	homegrown concentrates	1917	9	2103	10	1836	10	4059	18
Purchased fodder, Tack and stock keep		393	2	451	2	272	1	607	3
Veterinary and medicines		857	4	821	4	1079	6	1172	5
Other livestock costs		3303	16	3342	16	3142	17	4334	20
Seeds -	purchased and homegrown	10817	53	11388	55	9954	55	11119	50
Fertilisers		29174	143	24264	118	27017	149	25576	116
Crop protection		21587	106	23044	112	17269	95	23845	108
Other crop costs		8930	44	8476	41	7570	42	7571	34
Labour	paid incl. paid management	18222	90	19234	93	15002	83	20518	93
	casual	8493	42	9831	48	6609	36	7383	33
Machinery	contract	12766	63	13623	66	12832	71	14093	64
	repairs	12358	61	13599	66	10382	57	13799	62
	fuels	10586	52	12336	60	10161	56	12961	59
General farming costs		19715	97	21256	103	16337	90	21775	99
Land expenses		6643	33	7173	35	4698	26	7777	35
Rent		13264	65	15073	73	12800	70	15497	70
	FARM EXPENSES	182803	898	189441	920	160881	886	198220	897
Excess of expenses over revenue		80967	398	120724	586	66482	366	126773	574
Notional inputs									
	- rental value/imputed rent	24826	122	26026	126	20689	114	27024	122
	- unpaid labour	4948	24	4867	24	5140	28	4854	22
	- machinery depreciation	22684	111	24594	119	18524	102	27054	122
		52457	258	55487	269	44353	244	58932	267
NET FARM INCOME (excl. BLSA)		28510	140	65237	317	22129	122	67840	307
NET FARM INCOME (incl. BLSA)		29872	147	65273	317	23769	131	68068	308

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

INCOME MEASURES	<i>Identical sample</i>				<i>Full sample</i>			
	2009/10		2010/11		2009/10		2010/11	
	£/farm	£/ha	£/farm	£/ha	£/farm	£/ha	£/farm	£/ha
NET FARM INCOME (excl. BLSA)	56377	249	93105	416	52627	242	76303	300
plus unpaid labour (excludes farmer and spouse)	4258	19	4920	22	3973	18	3131	12
plus imputed rent and rental value	26787	119	26649	119	26993	124	29752	117
plus semi-integrated non-agric activities output	590	3	0	0	400	2	0	0
minus imputed rent on farmhouse & farm cottages	920	4	920	4	946	4	979	4
minus insurance repairs & net interest payments	5395	24	3188	14	4367	20	4932	19
minus build & works depreciation	4467	20	4411	20	5083	23	6338	25
minus non-agric activity and director costs	961	4	832	4	651	3	529	2
FARM BUSINESS INCOME	76268	337	115324	515	72946	335	96407	379
LABOUR USE AND LABOUR INCOMES								
Annual Labour Units per farm	3.4		3.4		3.1		3.5	
of which farmer & spouse	1.1		1.1		1.0		1.0	
of which paid family labour	0.0		0.0		0.0		0.0	
of which unpaid labour	0.2		0.3		0.2		0.2	
Notional value of farmer/spouse labour	19941		21324		17433		18636	
Value of paid family labour	267		203		181		1413	
Labour income per Annual Labour Unit	26174		35316		26139		32122	
Family labour income per Family Work Unit	37053		67309		38164		59072	
Value of paid managerial input	162		186		110		1816	
TENANT'S CAPITAL - £ per farm								
Machinery	155510	688	162208	725	136307	626	153506	604
Livestock	47246	209	51497	230	47610	219	58807	231
Crops	36424	161	43362	194	37059	170	49886	196
Stores	25904	115	22017	98	20561	94	18860	74
TOTAL	265084	1173	279084	1247	241537	1110	281058	1105
ASSETS - £ per farm								
	Opening Value	Closing Value	Opening Value	Closing Value	Opening Value	Closing Value	Opening Value	Closing Value
Land and Property	1547857	1714148	1714148	1878925	1455651	1598531	1749386	1910343
Buildings, improvements and fixtures	40050	41172	41172	44416	45172	46473	52980	60107
Machinery	150517	160503	160503	163913	132938	139676	150528	156483
Livestock	43217	51274	51274	51719	44201	51020	59975	57638
Produce and goods in store	67671	76486	70656	80893	62067	69192	72142	81180
Quotas and single payment asset value	51918	59746	59746	57640	49782	56644	66581	65451
Credit balances	105344	134715	135433	150491	96640	113927	113739	130271
TOTAL	2006574	2238045	2232933	2427996	1886451	2075464	2265331	2461473
EXTERNAL LIABILITIES								
Long and medium term loans	56051	63615	58798	62012	49825	58186	119581	117702
Short term loans	46258	47693	49645	51716	37320	37279	41621	50255
Overdrafts	20216	28011	26921	30081	16304	21141	26217	24714
TOTAL	122525	139319	135364	143810	103449	116606	187420	192671
NET WORTH	1884049	2098726	2097569	2284186	1783002	1958858	2077912	2268802
RETURNS TO CAPITAL								
Owner Equity (%)	93.8		94.1		94.4		92.2	
FBI/Net worth (%)	4.0		5.5		4.1		4.6	
Management and Investment Income	38278		72046		37437		59717	
Return on tenant's capital (%)	14.4		25.8		15.5		21.2	
Return on all capital (%)	1.9		3.2		2.0		2.6	

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

INCOME MEASURES	<i>Identical sample</i>				<i>Full sample</i>			
	2009/10		2010/11		2009/10		2010/11	
	£/farm	£/ha	£/farm	£/ha	£/farm	£/ha	£/farm	£/ha
NET FARM INCOME (excl. BLSA)	28510	140	65237	317	22129	122	67840	307
plus unpaid labour (excludes farmer and spouse)	4948	24	4867	24	5140	28	4854	22
plus imputed rent and rental value	23878	117	25036	122	20298	112	26236	119
plus semi-integrated non-agric activities output	134	1	0	0	110	1	0	0
minus imputed rent on farmhouse & farm cottages	586	3	537	3	728	4	531	2
minus insurance repairs & net interest payments	4390	22	3940	19	3772	21	4257	19
minus build & works depreciation	5438	27	5595	27	4566	25	5889	27
minus non-agric activity and director costs	861	4	926	4	1844	10	1214	5
FARM BUSINESS INCOME	46194	227	84143	408	36767	202	87039	394
LABOUR USE AND LABOUR INCOMES								
Annual Labour Units per farm	2.7		2.7		2.4		2.6	
of which farmer & spouse	0.9		0.9		1.0		0.9	
of which paid family labour	0.1		0.1		0.1		0.1	
of which unpaid labour	0.3		0.2		0.3		0.2	
Notional value of farmer/spouse labour	16974		17540		16467		17340	
Value of paid family labour	1346		1462		939		2026	
Labour income per Annual Labour Unit	17131		30967		15061		32117	
Family labour income per Family Work Unit	15238		50537		10301		50650	
Value of paid managerial input	291		299		139		308	
TENANT'S CAPITAL - £ per farm								
Machinery	114834	564	131026	636	98344	541	144712	655
Livestock	27506	135	29631	144	27617	152	36997	167
Crops	61887	304	65998	320	54522	300	69369	314
Stores	37575	185	37653	183	31049	171	36976	167
TOTAL	241802	1188	264309	1283	211533	1165	288054	1303
ASSETS - £ per farm								
	Opening Value	Closing Value	Opening Value	Closing Value	Opening Value	Closing Value	Opening Value	Closing Value
Land and Property	1181530	1306583	1313181	1438102	1068062	1137879	1377820	1501179
Buildings, improvements and fixtures	46109	49254	49250	50645	42523	44531	48938	53655
Machinery	107294	122373	122431	139622	94552	102136	136183	153241
Livestock	25557	29455	29463	29799	25617	29617	37651	36342
Produce and goods in store	107710	105590	106161	113860	92165	91687	109121	120359
Quotas and single payment asset value	44802	51810	51810	50853	41454	47902	55404	54366
Credit balances	71096	79008	79034	82246	51165	58746	72961	79073
TOTAL	1584097	1744074	1751330	1905127	1415539	1512497	1838078	1998214
EXTERNAL LIABILITIES								
Long and medium term loans	68237	66848	66848	69476	49434	46690	59904	69622
Short term loans	40496	43776	43734	46518	32600	42052	46814	46807
Overdrafts	28019	35324	35584	29356	28075	26933	35466	31254
TOTAL	136751	145948	146166	145350	110109	115675	142184	147683
NET WORTH	1447347	1598126	1605164	1759777	1305431	1396822	1695894	1850531
RETURNS TO CAPITAL								
Owner Equity (%)	91.6		92.4		92.4		92.6	
FBI/Net worth (%)	3.2		5.2		2.8		5.1	
Management and Investment Income	13189		48031		7440		51036	
Return on tenant's capital (%)	5.5		18.2		3.5		17.7	
Return on all capital (%)	0.8		2.7		0.5		2.8	

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>					
		2009/10	2010/11	2009/10	2010/11				
Tillage - maincrops	Wheat	37.5	47.3	35.2	51.4				
	Barley	10.3	18.9	10.9	20.1				
	Other cereals	20.8	13.0	21.4	20.3				
	Oil seed rape	0.0	0.0	0.0	0.0				
	Linseed	0.0	0.0	0.0	0.0				
	Peas/Beans	16.0	26.1	13.4	25.0				
	Potatoes	6.0	4.3	4.6	3.2				
	Sugarbeet	0.0	0.0	0.0	0.0				
	Horticulture	9.2	9.5	6.8	7.2				
	Other crops	23.4	6.5	19.0	11.8				
	Total cropping	123.3	125.5	111.2	139.0				
	Set-aside	0.0	0.0	0.0	0.0				
	Tillage - fodder		1.7	1.4	1.2	6.5			
Grassland	Grazing, hay and silage	73.2	71.0	77.5	78.5				
Fallow and land let		20.9	16.5	19.3	20.0				
Rough grazing	Effective	0.0	0.0	0.0	0.0				
Utilisable agricultural area (Effective ha.)		226.0	223.8	217.6	254.3				
Woods, roads and buildings		10.4	12.3	10.5	15.2				
TOTAL AREA (Actual ha.)		236.4	236.1	228.1	269.5				
effective forage area		78.9	75.4	81.4	87.9				
Bare land and forage hired in		3.1	3.1	2.1	2.8				
CROP PERFORMANCE *									
- Yields (tonnes per hectare)									
		t/ha	n	t/ha	n	t/ha	n	t/ha	n
Wheat		4.3	16	3.7	17	4.3	23	3.6	27
Barley		3.6	9	3.6	11	3.4	14	3.5	19
Oilseed Rape		-	0	-	0	-	0	-	0
Potatoes		23.3	7	-	4	21.8	9	33.4	5
Sugar Beet		-	0	-	0	-	0	-	0
- Prices (£ per tonne)*									
		£/t	n	£/t	n	£/t	n	£/t	n
Wheat		187	16	242	17	183	23	245	27
Barley		164	9	232	11	161	14	234	19
Oilseed Rape		-	0	-	0	-	0	-	0
Potatoes		218	7	-	4	223	9	240	5
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>					
	2009/10	2010/11	2009/10	2010/11				
Tillage - maincrops								
Wheat	69.4	71.5	55.4	75.1				
Barley	24.5	21.9	24.6	24.1				
Other cereals	5.9	5.5	4.6	5.6				
Oil seed rape	19.6	22.9	14.1	24.0				
Linseed	2.4	1.7	1.2	1.8				
Peas/Beans	10.2	9.3	9.0	8.7				
Potatoes	2.6	3.2	2.4	2.4				
Sugarbeet	4.9	4.8	2.1	4.0				
Horticulture	4.5	3.8	3.9	2.7				
Other crops	1.2	0.9	2.4	1.6				
Total cropping	145.2	145.5	119.8	149.9				
Set-aside	0.0	3.2	3.2	0.0				
Tillage - fodder	0.6	0.7	1.0	1.6				
Grassland								
Grazing, hay and silage	34.1	34.5	39.1	42.0				
Fallow and land let	17.0	15.4	10.2	20.5				
Rough grazing								
Effective	0.1	0.1	1.4	0.1				
Utilisable agricultural area (Effective ha.)	203.6	206.0	181.6	221.0				
Woods, roads and buildings	10.9	10.9	10.2	11.1				
TOTAL AREA (Actual ha.)	214.5	216.9	191.8	232.1				
effective forage area	38.0	37.8	43.6	47.7				
Bare land and forage hired in	3.8	3.0	2.4	4.4				
CROP PERFORMANCE *								
- Yields (tonnes per hectare)	t/ha	n	t/ha	n	t/ha	n	t/ha	n
Wheat	8.4	21	7.6	21	7.9	31	7.7	33
Barley	6.3	21	6.1	20	6.2	31	6.1	32
Oilseed Rape	3.1	17	3.6	19	3.1	25	3.6	29
Potatoes	37.5	5	36.5	5	37.8	13	35.2	11
Sugar Beet	56.9	10	45.3	8	63.8	15	47.7	12
- Prices (£ per tonne)*	£/t	n	£/t	n	£/t	n	£/t	n
Wheat	102	21	153	21	101	31	152	33
Barley	96	21	135	20	92	31	136	32
Oilseed Rape	241	17	308	19	245	25	309	29
Potatoes	90	5	137	5	93	13	132	11
Sugar Beet	30	10	27	8	31	15	25	12

* 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>			
	2009/10		2010/11		2009/10		2010/11	
	LU	No's	LU	No's	LU	No's	LU	No's
Dairy cows	1.5	2	1.4	1	1.0	1	0.9	1
Beef cows	14.1	19	15.1	20	16.1	21	19.7	26
Other cattle	26.8	53	32.6	59	27.0	52	36.9	67
Breeding sheep	6.1	58	6.2	59	6.4	61	5.0	48
Other sheep	3.5	78	2.9	65	3.3	75	2.1	47
Pigs	3.8	27	3.4	23	2.5	18	3.1	19
Poultry	3.2	1755	4.7	2586	2.2	1192	3.0	1646
Other livestock	0.0	0	0.0	0	0.0	1	0.0	0
TOTAL (L.U.)	59.1		66.5		58.6		70.7	

STOCKING RATES

Stocking rate (LU per eff.ha)	0.3	0.3	0.3	0.3
GLU/forage effective hectare*	0.7	0.9	0.7	0.8

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

LIVESTOCK PERFORMANCE

- Yield*	litres	n	litres	n	litres	n	litres	n
Milk yield/cow	-	1	-	1	-	1	-	1
- Prices (£ per head)*	£/head	n	£/head	n	£/head	n	£/head	n
Dairy cows	-	0	-	1	-	0	-	1
Dairy calves	-	0	-	0	-	0	-	0
Dairy heifers in calf	-	0	-	1	-	0	-	1
Beef heifers in calf	-	0	-	1	-	0	-	1
Finished cattle	935	12	899	12	937	19	883	18
Beef store cattle 1-2 yrs	-	4	-	2	661	5	-	3
Beef stores <1 yr	-	2	-	2	-	3	-	3
Ewes	-	1	-	0	-	1	-	1
Ewe hogs	-	0	-	0	-	2	-	0
Finished lambs	68	5	73	5	66	8	69	6
Store lambs	-	3	-	0	51	6	-	1
Finished Pigs	-	0	-	0	-	0	-	0
- Prices (pence per unit)*	p/unit	n	p/unit	n	p/unit	n	p/unit	n
Milk (pence per litre)	-	1	-	1	-	1	-	1
Wool (pence per kg)	-	4	-	4	29	7	-	4
Eggs (pence per dozen)	-	1	-	2	-	2	-	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>			
	2009/10		2010/11		2009/10		2010/11	
	LU	No's	LU	No's	LU	No's	LU	No's
Dairy cows	0.1	0	0.1	0	0.0	0	0.1	0
Beef cows	8.2	11	8.3	11	5.2	7	9.4	13
Other cattle	15.4	29	16.9	32	15.2	29	22.5	41
Breeding sheep	5.6	53	5.0	47	10.7	101	7.2	68
Other sheep	1.8	39	1.9	43	3.6	78	2.5	57
Pigs	1.2	7	1.1	7	1.7	10	1.9	15
Poultry	1.0	109	0.9	62	0.7	57	1.7	113
Other livestock	0.0	2	0.0	0	0.0	1	0.0	2
TOTAL (L.U.)	33.3		34.2		37.0		45.2	

STOCKING RATES

Stocking rate (LU per eff.ha)	0.2	0.2	0.2	0.2
GLU/forage effective hectare*	0.9	0.9	0.8	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	-	2	-	2	-	3	2869	7
- Prices (£ per head)*	£/head	n	£/head	n	£/head	n	£/head	n
Dairy cows	-	3	-	1	-	1	534	7
Dairy calves	-	0	-	0	-	0	0	7
Dairy heifers in calf	-	1	-	0	-	1	-	2
Beef heifers in calf	-	1	-	0	-	1	-	2
Finished cattle	876	16	856	16	887	22	1069	6
Beef store cattle 1-2 yrs	894	11	769	13	747	17	716	7
Beef stores <1 yr	425	6	370	6	443	10	390	7
Ewes	-	3	-	4	77	11	-	3
Ewe hoggs	-	2	-	2	77	10	-	4
Finished lambs	64	16	72	14	65	23	73	7
Store lambs	44	7	53	8	50	13	-	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)	-	2	-	2	-	3	45.8	7
Wool (pence per kg)	40	11	51	12	34	21	47	7
Eggs (pence per dozen)	-	2	-	2	159	6	-	0

* Yield and price data is implied

Table A2.1 HORTICULTURE RESULTS
OUTPUTS AND INPUTS

OUTPUTS AND INPUTS		ORGANIC							
		Identical sample				Full sample			
		2009/10		2010/11		2009/10		2010/11	
Sample number		8		8		10		15	
Average farm size (UAA)		19		20		21		23	
Business size (ESU)		342		343		289		216	
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	1643	85	225	11	3935	184	2566	110
	valuation change	-1240	-64	-94	-5	-1540	-72	-443	-19
Sheep -	total output	0	0	0	0	459	21	1977	85
	valuation change	0	0	0	0	685	32	286	12
Other livestock		0	0	0	0	2628	123	2300	99
Arable crops	output	412934	21311	406433	20584	333301	15573	237701	10181
	protein/energy support	0	0	0	0	0	0	0	0
By products forage and cults		-1187	-61	7103	360	-949	-44	4006	172
Miscellaneous (incl. farmhouse benefit value)		15163	783	24617	1247	13085	611	19169	821
	- organic grants	0	0	0	0	2	0	0	0
	- other agri-env.payments	2001	103	2340	118	2105	98	2195	94
	- subsidy/single farm payment	567	29	1985	101	1313	61	3011	129
	FARM REVENUE	429882	22186	442609	22416	355024	16588	272767	11683
INPUTS									
Feeds	purchased concentrates	4	0	25	1	1533	72	1353	58
	homegrown concentrates	0	0	0	0	0	0	741	32
Purchased fodder, Tack and stock keep		0	0	0	0	0	0	85	4
Veterinary and medicines		120	6	148	8	118	5	307	13
Other livestock costs		125	6	75	4	256	12	740	32
Seeds -	purchased and homegrown	44915	2318	27994	1418	36353	1699	17133	734
Fertilisers		24112	1244	23081	1169	19315	902	12467	534
Crop protection		5465	282	4129	209	4383	205	2242	96
Other crop costs		93539	4828	92334	4676	74976	3503	50368	2157
Labour	paid incl. paid management	75790	3911	76299	3864	62481	2919	50414	2159
	casual	37846	1953	39199	1985	30277	1415	21106	904
Machinery	contract	3752	194	2512	127	3019	141	1567	67
	repairs	6825	352	9084	460	6082	284	5928	254
	fuels	5421	280	6583	333	5015	234	4815	206
General farming costs		46512	2400	44751	2266	39907	1865	28599	1225
Land expenses		14171	731	7838	397	11716	547	5072	217
Rent		725	37	700	35	580	27	501	21
	FARM EXPENSES	359322	18544	334751	16954	296011	13830	203437	8713
Excess of expenses over revenue		70560	3642	107858	5463	59013	2757	69330	2969
Notional inputs									
	- rental value/imputed rent	33459	1727	32077	1625	28153	1315	20362	872
	- unpaid labour	5409	279	5492	278	4687	219	3641	156
	- machinery depreciation	17070	881	18859	955	14200	663	12945	554
		55938	2887	56428	2858	47040	2198	36948	1583
NET FARM INCOME (excl. BLSA)		14622	755	51430	2605	11973	559	32382	1387
NET FARM INCOME (incl. BLSA)		14625	755	51430	2605	12111	566	32558	1395

Table A2.1 HORTICULTURE RESULTS

OUTPUTS AND INPUTS		CONVENTIONAL							
		<i>Identical sample</i>				<i>Full sample</i>			
		2009/10		2010/11		2009/10		2010/11	
Sample number		27		27		47		57	
Average farm size (UAA)		17		17		18		20	
Business size (ESU)		327		341		276		212	
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	585	34	637	36	351	19	1088	54
	valuation change	232	13	-45	-3	139	8	-102	-5
Sheep -	total output	0	0	0	0	0	0	128	6
	valuation change	0	0	0	0	0	0	-83	-4
Other livestock		1102	63	1361	78	1087	60	751	37
Arable crops	output	618726	35508	609612	34901	494592	27407	406211	20070
	protein/energy support	0	0	0	0	0	0	0	0
By products forage and cults		166	10	280	16	723	40	572	28
Miscellaneous (incl. farmhouse benefit value)		93666	5375	142403	8153	73467	4071	84929	4196
	- organic grants	0	0	0	0	0	0	0	0
	- other agri-env.payments	204	12	309	18	476	26	578	29
	- single payment scheme	952	55	2715	155	1591	88	3486	172
	FARM REVENUE	715633	41069	757271	43355	572426	31720	497556	24583
INPUTS									
Feeds	purchased concentrates	592	34	678	39	432	24	538	27
	homegrown concentrates	0	0	0	0	20	1	2	0
Purchased fodder, Tack and stock keep		0	0	0	0	0	0	0	0
Veterinary and medicines		59	3	78	4	34	2	97	5
Other livestock costs		285	16	327	19	146	8	370	18
Seeds -	purchased and homegrown	65191	3741	76554	4383	70995	3934	54471	2691
Fertilisers		27760	1593	33565	1922	19221	1065	20852	1030
Crop protection		8483	487	8985	514	7185	398	7463	369
Other crop costs		144211	8276	131252	7514	98075	5435	88019	4349
Labour	paid incl. paid management	204056	11711	217896	12475	156733	8685	130586	6452
	casual	11182	642	11515	659	13808	765	11615	574
Machinery	contract	4987	286	4791	274	2775	154	3405	168
	repairs	25543	1466	27090	1551	19535	1082	16214	801
	fuels	19849	1139	23644	1354	13559	751	13965	690
General farming costs		105568	6058	102377	5861	84679	4692	62067	3067
Land expenses		7408	425	8921	511	6770	375	6505	321
Rent		720	41	782	45	1732	96	980	48
	FARM EXPENSES	625892	35919	648455	37125	495701	27469	417150	20610
Excess of expenses over revenue		89741	5150	108816	6230	76725	4252	80406	3973
Notional inputs									
	- rental value/imputed rent	9137	524	9259	530	10504	582	9038	447
	- unpaid labour	3703	212	3762	215	2747	152	4683	231
	- machinery depreciation	12981	745	12881	737	10359	574	10330	510
		25821	1482	25903	1483	23610	1308	24050	1188
NET FARM INCOME (excl. BLSA)		63921	3668	82914	4747	53115	2943	56356	2784
NET FARM INCOME (incl. BLSA)		63921	3668	82914	4747	53115	2943	56389	2786

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

INCOME MEASURES	<i>Identical sample</i>				<i>Full sample</i>			
	2009/10		2010/11		2009/10		2010/11	
	£/farm	£/ha	£/farm	£/ha	£/farm	£/ha	£/farm	£/ha
NET FARM INCOME (excl. BLSA)	14622	755	51430	2605	11973	559	32382	1387
plus unpaid labour (excludes farmer and spouse)	5409	279	5492	278	4687	219	3641	156
plus imputed rent and rental value	33130	1710	31511	1596	27880	1303	20037	858
plus semi-integrated non-agric activities output	0	0	0	0	0	0	0	0
minus imputed rent on farmhouse & farm cottages	0	0	0	0	0	0	0	0
minus insurance repairs & net interest payments	9897	511	7469	378	7943	371	4219	181
minus build & works depreciation	23530	1214	22115	1120	19170	896	12839	550
minus non-agric activity and director costs	9277	479	9095	461	7421	347	4851	208
FARM BUSINESS INCOME	10458	540	49753	2520	10006	468	34150	1463
LABOUR USE AND LABOUR INCOMES								
Annual Labour Units per farm	8.0		7.8		6.8		5.2	
of which farmer & spouse	1.1		1.2		1.2		1.1	
of which paid family labour	0.1		0.1		0.0		0.0	
of which unpaid labour	0.3		0.3		0.2		0.2	
Notional value of farmer/spouse labour	20688		22371		21937		21796	
Value of paid family labour	875		875		700		467	
Labour income per Annual Labour Unit	15735		20849		15081		19214	
Family labour income per Family Work Unit	5808		33808		4518		22899	
Value of paid managerial input	3491		1285		2793		796	
TENANT'S CAPITAL - £ per farm								
Machinery	93446	4823	98394	4983	77744	3632	67787	2903
Livestock	1006	52	341	17	4280	200	6829	292
Crops	28317	1461	44360	2247	22668	1059	24733	1059
Stores	18947	978	22224	1126	15171	709	13881	595
TOTAL	141716	7314	165319	8373	119864	5600	113229	4850
ASSETS - £ per farm								
	Opening Value	Closing Value	Opening Value	Closing Value	Opening Value	Closing Value	Opening Value	Closing Value
Land and Property	538480	553521	553521	584116	543284	557067	576286	610342
Buildings, improvements and fixtures	64721	317575	317575	300060	55875	257945	180183	170058
Machinery	92409	94484	94484	102305	77070	78419	65008	70565
Livestock	1625	388	388	294	4599	3961	6751	6906
Produce and goods in store	84208	115948	115948	157524	67409	92791	66269	88712
Quotas and single payment asset value	569	786	786	2996	1697	2071	2866	4470
Credit balances	101965	92296	92296	113917	82800	74416	63812	77104
TOTAL	883977	1174997	1174997	1261211	832735	1066669	961176	1028156
EXTERNAL LIABILITIES								
Long and medium term loans	60597	147376	147376	132926	49190	118183	81686	74797
Short term loans	53672	100214	100214	121432	42955	80196	55270	66397
Overdrafts	41443	47158	47158	66144	33155	37940	25293	35555
TOTAL	155712	294747	294747	320503	125299	236318	162248	176749
NET WORTH	728265	880250	880250	940708	707436	830351	798928	851408
RETURNS TO CAPITAL								
Owner Equity (%)	74.9		74.6		77.8		82.8	
FBI/Net worth (%)	1.4		5.7		1.4		4.3	
Management and Investment Income	-2572		30343		-7033		11558	
Return on tenant's capital (%)	-1.8		18.4		-5.9		10.2	
Return on all capital (%)	-0.3		2.6		-0.8		1.2	

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

INCOME MEASURES	<i>Identical sample</i>				<i>Full sample</i>			
	2009/10		2010/11		2009/10		2010/11	
	£/farm	£/ha	£/farm	£/ha	£/farm	£/ha	£/farm	£/ha
NET FARM INCOME (excl. BLSA)	63921	3668	82914	4747	53115	2943	56356	2784
plus unpaid labour (excludes farmer and spouse)	3703	212	3762	215	2747	152	4683	231
plus imputed rent and rental value	9030	518	9166	525	9936	551	8528	421
plus semi-integrated non-agric activities output	0	0	0	0	161	9	0	0
minus imputed rent on farmhouse & farm cottages	75	4	73	4	68	4	30	1
minus insurance repairs & net interest payments	7507	431	7037	403	6577	364	5293	262
minus build & works depreciation	3639	209	3494	200	3478	193	3000	148
minus non-agric activity and director costs	8323	478	9013	516	8327	461	8284	409
FARM BUSINESS INCOME	57109	3277	76226	4364	47510	2633	52959	2617
LABOUR USE AND LABOUR INCOMES								
Annual Labour Units per farm	13.8		14.3		11.1		9.4	
of which farmer & spouse	1.3		1.2		1.3		1.1	
of which paid family labour	0.1		0.1		0.0		0.1	
of which unpaid labour	0.2		0.2		0.1		0.3	
Notional value of farmer/spouse labour	20783		20210		21961		20386	
Value of paid family labour	1501		1885		862		1694	
Labour income per Annual Labour Unit	19793		21423		19727		20785	
Family labour income per Family Work Unit	42173		59545		35402		40640	
Value of paid managerial input	0		0		352		0	
TENANT'S CAPITAL - £ per farm								
Machinery	67913	3897	71743	4107	53817	2982	56919	2812
Livestock	1111	64	1376	79	617	34	2405	119
Crops	58738	3371	60110	3441	43193	2394	44327	2190
Stores	21330	1224	22105	1266	20017	1109	19680	972
TOTAL	149092	8556	155333	8893	117646	6519	123332	6094
ASSETS - £ per farm								
	Opening Value	Closing Value	Opening Value	Closing Value	Opening Value	Closing Value	Opening Value	Closing Value
Land and Property	362491	377168	377168	402451	436530	452302	390936	419501
Buildings, improvements and fixtures	110440	128812	128812	121576	86274	93759	79607	74984
Machinery	66637	69188	69064	74422	53497	54138	55643	58195
Livestock	1006	1217	1217	1535	552	683	2383	2428
Produce and goods in store	128554	108798	109473	133351	83860	73605	95254	107037
Quotas and single payment asset value	810	1101	1101	3790	1570	2135	2665	4656
Credit balances	145976	137103	137117	133448	115285	109537	103122	102255
TOTAL	815915	823388	823952	870574	777566	786158	729611	769056
EXTERNAL LIABILITIES								
Long and medium term loans	109778	98778	98952	71577	104814	92826	84743	67271
Short term loans	151516	123399	128406	135911	106279	86199	79675	79943
Overdrafts	13202	14566	15153	21070	19612	19327	12353	15628
TOTAL	274495	236743	242511	228559	230705	198351	176772	162842
NET WORTH	541420	586645	581441	642015	546861	587806	552839	606214
RETURNS TO CAPITAL								
Owner Equity (%)	71.2		73.7		74.8		78.8	
FBI/Net worth (%)	10.5		13.1		8.7		9.6	
Management and Investment Income	43138		62704		31506		36003	
Return on tenant's capital (%)	28.9		40.4		26.8		29.2	
Return on all capital (%)	5.3		7.6		4.1		4.9	

Table A2.3 HORTICULTURE RESULTS
LAND UTILISATION AND CROP PERFORMANCE

ORGANIC

LAND UTILISATION - hectares per farm	<i>Identical sample</i>		<i>Full sample</i>					
	2009/10	2010/11	2009/10	2010/11				
Tillage - maincrops								
Wheat	0.0	0.0	0.0	0.7				
Barley	0.0	0.0	0.0	0.4				
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	0.6				
Sugarbeet	0.0	0.0	0.0	0.0				
Horticulture	16.0	16.4	12.9	11.4				
Other crops	0.0	0.0	0.0	0.0				
Total cropping	16.0	16.4	12.9	13.3				
Set-aside	0.0	0.0	0.0	0.0				
Tillage - fodder	0.0	0.0	0.0	0.0				
Grassland								
Grazing, hay and silage	3.1	2.1	8.2	9.3				
Fallow and land let	0.1	1.1	0.0	0.6				
Rough grazing								
Effective	0.0	0.0	0.0	0.0				
Utilisable agricultural area (Effective ha.)	19.4	19.7	21.4	23.3				
Woods, roads and buildings	1.7	1.7	2.3	2.1				
TOTAL AREA (Actual ha.)	21.0	21.4	23.8	25.5				
effective forage area	3.1	2.1	8.2	9.3				
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	-	2
Barley	-	0	-	0	-	0	-	1
Oilseed Rape	-	0	-	0	-	0	-	0
Potatoes	-	0	-	0	-	0	-	1
Sugar Beet	-	0	-	0	-	0	-	0
- Prices (£ per tonne)*	£/t	n	£/t	n	£/t	n	£/t	n
Wheat	-	0	-	0	-	0	-	2
Barley	-	0	-	0	-	0	-	1
Oilseed Rape	-	0	-	0	-	0	-	0
Potatoes	-	0	-	0	-	0	-	1
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>					
	2009/10	2010/11	2009/10	2010/11				
Tillage - maincrops								
Wheat	0.0	0.0	0.4	1.1				
Barley	0.0	0.0	0.7	0.3				
Other cereals	0.7	0.7	0.0	1.0				
Oil seed rape	0.0	0.0	0.0	0.0				
Linseed	0.0	0.0	0.0	0.7				
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	13.7	13.8	9.4	11.5				
Other crops	0.0	0.0	0.0	0.0				
Total cropping	14.3	14.4	10.6	14.6				
Set-aside	0.0	0.0	0.6	0.0				
Tillage - fodder	0.0	0.0	0.0	0.0				
Grassland								
Grazing, hay and silage	0.9	0.9	2.6	2.7				
Fallow and land let	1.6	1.6	3.0	1.8				
Rough grazing								
Effective	0.0	0.0	0.0	0.0				
Utilisable agricultural area (Effective ha.)	17.4	17.5	18.0	20.2				
Woods, roads and buildings	1.8	1.7	1.6	1.8				
TOTAL AREA (Actual ha.)	19.2	19.2	19.7	22.0				
effective forage area	0.9	0.9	2.6	2.8				
Bare land and forage hired in	0.0	0.0	0.0	0.1				
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	-	1
Oilseed Rape	-	0	-	0	-	0	-	0
Potatoes	-	0	-	0	-	0	-	1
Sugar Beet	-	0	-	0	-	0	-	0
- Prices (£ per tonne)*	£/t	n	£/t	n	£/t	n	£/t	n
Wheat	-	0	-	0	-	1	-	1
Barley	-	0	-	0	-	2	-	1
Oilseed Rape	-	0	-	0	-	0	-	0
Potatoes	-	0	-	0	-	0	-	1
Sugar Beet	-	0	-	0	-	0	-	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>			
	2009/10		2010/11		2009/10		2010/11	
	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	0.7	1	0.2	0	2.8	4	2.2	3
Other cattle	1.1	2	0.4	1	1.6	3	2.5	5
Breeding sheep	0.0	0	0.0	0	0.6	6	2.0	19
Other sheep	0.0	0	0.0	0	0.3	5	0.6	14
Pigs	0.0	0	0.0	0	1.7	11	1.1	8
Poultry	0.0	0	0.0	0	0.1	6	0.2	12
Other livestock	0.0	0	0.0	0	0.0	0	0.0	0
TOTAL (L.U.)	1.8		0.5		7.1		8.6	

STOCKING RATES				
Stocking rate (LU per eff.ha)	0.1	0.0	0.3	0.4
GLU/forage effective hectare*	0.6	0.2	0.9	0.9

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

LIVESTOCK PERFORMANCE

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

* Yield and price data is implied

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

LIVESTOCK CARRIED - L.U. per farm	<i>Identical sample</i>				<i>Full sample</i>			
	2009/10		2010/11		2009/10		2010/11	
	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	1.2	2	1.2	2	0.7	1	2.2	4
Breeding sheep	0.0	0	0.0	0	0.0	0	0.4	4
Other sheep	0.0	0	0.0	0	0.0	0	0.1	2
Pigs	0.1	1	0.1	1	0.1	0	0.1	0
Poultry	0.1	23	0.3	63	0.1	25	0.1	34
Other livestock	0.0	0	0.0	0	0.0	1	0.0	0
TOTAL (L.U.)	1.4		1.6		0.9		2.9	

STOCKING RATES

Stocking rate (LU per eff.ha)	0.1	0.1	0.0	0.1
GLU/forage effective hectare*	1.5	1.8	0.3	1.0

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

LIVESTOCK PERFORMANCE

- Yield*	litres	n	litres	n	litres	n	litres	n
Milk yield/cow	-	0	-	0	-	0	-	0
- Prices (£ per head)*	£/head	n	£/head	n	£/head	n	£/head	n
Dairy cows	-	0	-	0	-	0	-	0
Dairy calves	-	0	-	0	-	0	-	0
Dairy heifers in calf	-	0	-	0	-	0	-	0
Beef heifers in calf	-	0	-	0	-	0	-	0
Finished cattle	-	0	-	0	-	1	-	2
Beef store cattle 1-2 yrs	-	0	-	0	-	1	-	2
Beef stores <1 yr	-	0	-	0	-	0	-	0
Ewes	-	0	-	0	-	0	-	0
Ewe hoggs	-	0	-	0	-	0	-	0
Finished lambs	-	0	-	0	-	0	-	1
Store lambs	-	0	-	0	-	0	-	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)	-	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>			
		2009/10		2010/11		2009/10		2010/11	
Sample number		6		6		7		6	
Average farm size (UAA)		93		98		85		98	
Business size (ESU)		90		89		83		89	
OUTPUTS		£/farm	£/ha	£/farm	£/ha	£/farm	£/ha	£/farm	£/ha
Dairy -	milk output	128901	1391	132903	1356	114804	1348	132903	1356
	cattle	-2104	-23	835	9	-96	-1	835	9
	net quota	0	0	0	0	0	0	0	0
	valuation change	-440	-5	2560	26	-2377	-28	2560	26
Other cattle	output	23757	256	20059	205	23445	275	20059	205
	valuation change	2541	27	6274	64	2727	32	6274	64
Sheep -	total output	13026	141	13487	138	11165	131	13487	138
	valuation change	-305	-3	-1284	-13	-262	-3	-1284	-13
Other livestock		0	0	0	0	0	0	0	0
Arable crops	output	1347	15	1267	13	1154	14	1267	13
	protein/energy support	0	0	0	0	0	0	0	0
By products forage and cults		91	1	1210	12	70	1	1210	12
Miscellaneous (incl. farmhouse benefit value)		1850	20	4438	45	1585	19	4438	45
	- organic grants	2543	27	2513	26	2179	26	2513	26
	- other agri-env.payments	5606	60	5789	59	5256	62	5789	59
	- subsidy/single farm payment	23323	252	22071	225	21229	249	22071	225
	FARM REVENUE	200136	2159	212121	2165	180880	2124	212121	2165
INPUTS									
Feeds	purchased concentrates	58165	628	51745	528	50870	597	51745	528
	homegrown concentrates	4744	51	5013	51	4433	52	5013	51
Purchased fodder, Tack and stock keep		1026	11	2532	26	879	10	2532	26
Veterinary and medicines		4363	47	5042	51	3879	46	5042	51
Other livestock costs		17160	185	18259	186	17087	201	18259	186
Seeds -	purchased and homegrown	1282	14	1801	18	1098	13	1801	18
Fertilisers		1146	12	1846	19	982	12	1846	19
Crop protection		9	0	13	0	8	0	13	0
Other crop costs		1326	14	1129	12	1140	13	1129	12
Labour	paid incl. paid management	3319	36	2459	25	3670	43	2459	25
	casual	146	2	1169	12	125	1	1169	12
Machinery	contract	7740	83	6256	64	7037	83	6256	64
	repairs	6084	66	5660	58	5740	67	5660	58
	fuels	5374	58	6042	62	4932	58	6042	62
General farming costs		13902	150	15110	154	13403	157	15110	154
Land expenses		2944	32	4117	42	2684	32	4117	42
Rent		6163	66	6395	65	5779	68	6395	65
	FARM EXPENSES	134889	1455	134589	1374	123747	1453	134589	1374
Excess of revenue over expenses		65247	704	77532	791	57134	671	77532	791
Notional inputs									
	- rental value/imputed rent	14073	152	13986	143	12382	145	13986	143
	- unpaid labour	16293	176	16757	171	16895	198	16757	171
	- machinery depreciation	14322	155	16023	164	13132	154	16023	164
		44689	482	46766	477	42408	498	46766	477
NET FARM INCOME (excl. BLSA)		20559	222	30767	314	14725	173	30767	314
NET FARM INCOME (incl. BLSA)		27421	296	34875	356	20608	242	34875	356

Table A3.1 LFA DAIRY FARM RESULTS

OUTPUTS AND INPUTS		CONVENTIONAL							
		Identical sample				Full sample			
		2009/10		2010/11		2009/10		2010/11	
Sample number		21		21		54		22	
Average farm size (UAA)		93		94		90		93	
Business size (ESU)		92		91		83		93	
OUTPUTS		£/farm	£/ha	£/farm	£/ha	£/farm	£/ha	£/farm	£/ha
Dairy -	milk output	99811	1074	106159	1135	95085	1060	109478	1179
	cattle	-2233	-24	-2937	-31	-96	-1	-2496	-27
	net quota	0	0	0	0	0	0	0	0
	valuation change	11	0	-321	-3	274	3	-531	-6
Other cattle	output	24272	261	28411	304	22341	249	27998	301
	valuation change	4945	53	-513	-5	9404	105	-516	-6
Sheep -	total output	11348	122	11161	119	14298	159	11551	124
	valuation change	-256	-3	397	4	-181	-2	533	6
Other livestock		0	0	0	0	2	0	0	0
Arable crops	output	1628	18	2838	30	464	5	2504	27
	protein/energy support	0	0	0	0	0	0	0	0
By products forage and cults		395	4	4142	44	1856	21	4085	44
Miscellaneous (incl. farmhouse benefit value)		3102	33	3907	42	5284	59	3978	43
	- organic grants	0	0	0	0	0	0	0	0
	- other agri-env. payments	5892	63	6496	69	6041	67	6533	70
	- single payment scheme	21524	232	21056	225	22139	247	21589	232
	FARM REVENUE	170439	1833	180796	1933	176912	1972	184705	1989
INPUTS									
Feeds	purchased concentrates	34305	369	34303	367	34164	381	35679	384
	homegrown concentrates	3358	36	5105	55	2472	28	4697	51
Purchased fodder, Tack and stock keep		1133	12	1659	18	1976	22	1748	19
Veterinary and medicines		5501	59	5648	60	5521	62	5791	62
Other livestock costs		12748	137	12882	138	13441	150	13215	142
Seeds -	purchased and homegrown	805	9	523	6	606	7	560	6
Fertilisers		11145	120	10347	111	9293	104	10855	117
Crop protection		513	6	495	5	452	5	499	5
Other crop costs		917	10	1279	14	798	9	1458	16
Labour	paid incl. paid management	4319	46	4225	45	3244	36	4222	45
	casual	2637	28	2699	29	2221	25	2495	27
Machinery	contract	8055	87	8620	92	7323	82	8767	94
	repairs	5527	59	5795	62	5553	62	6046	65
	fuels	4164	45	4925	53	4306	48	5117	55
General farming costs		12089	130	11715	125	11631	130	11646	125
Land expenses		4994	54	5250	56	4199	47	5474	59
Rent		4472	48	4644	50	3948	44	4813	52
	FARM EXPENSES	116683	1255	120115	1284	111148	1239	123081	1325
Excess of revenue over expenses		53756	578	60681	649	65764	733	61624	664
Notional inputs									
	- rental value/imputed rent	13378	144	14054	150	13282	148	13999	151
	- unpaid labour	6367	68	7126	76	7862	88	6944	75
	- machinery depreciation	10393	112	12542	134	10899	122	12823	138
		30137	324	33722	360	32043	357	33766	364
NET FARM INCOME (excl. BLSA)		23619	254	26959	288	33721	376	27858	300
NET FARM INCOME (incl. BLSA)		30816	331	30004	321	40336	450	30903	333

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>			
	2009/10		2010/11		2009/10		2010/11	
	£/farm	£/ha	£/farm	£/ha	£/farm	£/ha	£/farm	£/ha
NET FARM INCOME (excl. BLSA)	20559	222	30767	314	14725	173	30767	314
plus unpaid labour (excludes farmer and spouse)	16293	176	16757	171	16895	198	16757	171
plus imputed rent and rental value	14073	152	13986	143	12382	145	13986	143
plus semi-integrated non-agric activities output	0	0	0	0	0	0	0	0
minus imputed rent on farmhouse & farm cottages	333	4	333	3	286	3	333	3
minus insurance repairs & net interest payments	1459	16	2291	23	1251	15	2291	23
minus build & works depreciation	6105	66	5894	60	5410	64	5894	60
minus non-agric activity and director costs	0	0	0	0	0	0	0	0
FARM BUSINESS INCOME	43027	464	52992	541	37055	435	52992	541
LABOUR USE AND LABOUR INCOMES								
Annual Labour Units per farm	2.4		2.4		2.4		2.4	
of which farmer & spouse	1.2		1.2		1.1		1.2	
of which paid family labour	0.0		0.0		0.0		0.0	
of which unpaid labour	1.0		1.0		1.0		1.0	
Notional value of farmer/spouse labour	19223		20387		19760		20387	
Value of paid family labour	792		0		679		0	
Labour income per Annual Labour Unit	11831		15736		10052		15736	
Family labour income per Family Work Unit	7425		14690		3185		14690	
Value of paid managerial input	0		0		0		0	
TENANT'S CAPITAL								
Machinery	91338	985	98006	1000	84913	997	98006	1000
Livestock	108627	1172	117780	1202	101950	1197	117780	1202
Crops	4978	54	5211	53	4271	50	5211	53
Stores	2830	31	2386	24	2732	32	2386	24
TOTAL	207773	2242	223384	2280	193866	2276	223384	2280
ASSETS								
	Opening Value	Closing Value	Opening Value	Closing Value	Opening Value	Closing Value	Opening Value	Closing Value
Land and Property	295372	301962	301962	313377	265066	271253	301962	313377
Buildings, improvements and fixtures	42331	57906	57906	57318	37894	51233	57906	57318
Machinery	91209	91468	91468	104544	82998	86827	91468	104544
Livestock	104298	112957	111952	123609	98965	104936	111952	123609
Produce and goods in store	8894	6904	6904	8291	7954	6234	6904	8291
Quotas and single payment asset value	33798	39270	39270	32951	30397	35540	39270	32951
Credit balances	30103	22572	22639	34719	27751	20746	22639	34719
TOTAL	606003	633038	632100	674810	551025	576769	632100	674810
EXTERNAL LIABILITIES								
Long and medium term loans	35299	32736	32736	31401	30256	28060	32736	31401
Short term loans	6727	3984	3984	3743	6377	6122	3984	3743
Overdrafts	1605	2500	2500	6497	1376	2143	2500	6497
TOTAL	43631	39220	39220	41642	38009	36324	39220	41642
NET WORTH	562372	593819	592880	633168	513016	540445	592880	633168
RETURNS TO CAPITAL								
Owner Equity (%)	93.8		93.8		93.7		93.8	
FBI/Net worth (%)	7.7		8.9		7.2		8.9	
Management and Investment Income	8199		14488		848		14488	
Return on tenant's capital (%)	3.9		6.5		0.4		6.5	
Return on all capital (%)	1.4		2.3		0.2		2.3	

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>			
	2009/10		2010/11		2009/10		2010/11	
	£/farm	£/ha	£/farm	£/ha	£/farm	£/ha	£/farm	£/ha
NET FARM INCOME (excl. BLSA)	23619	254	26959	288	33721	376	27858	300
plus unpaid labour (excludes farmer and spouse)	6367	68	7126	76	7862	88	6944	75
plus imputed rent and rental value	13378	144	14054	150	13283	148	13999	151
plus semi-integrated non-agric activities output	0	0	0	0	0	0	0	0
minus imputed rent on farmhouse & farm cottages	0	0	56	1	15	0	56	1
minus insurance repairs & net interest payments	2910	31	2798	30	3568	40	2936	32
minus build & works depreciation	4280	46	5354	57	4355	49	5328	57
minus non-agric activity and director costs	0	0	0	0	0	0	0	0
FARM BUSINESS INCOME	36173	389	39932	427	46927	523	40481	436
LABOUR USE AND LABOUR INCOMES								
Annual Labour Units per farm	2.1		2.1		2.2		2.1	
of which farmer & spouse	1.4		1.4		1.4		1.4	
of which paid family labour	0.1		0.1		0.1		0.1	
of which unpaid labour	0.3		0.4		0.4		0.4	
Notional value of farmer/spouse labour	23439		24443		24364		24552	
Value of paid family labour	983		1160		1041		1588	
Labour income per Annual Labour Unit	12653		13967		16343		14086	
Family labour income per Family Work Unit	9683		11424		15427		11859	
Value of paid managerial input	0		0		0		0	
TENANT'S CAPITAL								
Machinery	63941	688	74115	792	69398	774	75162	809
Livestock	105508	1135	112726	1205	113852	1269	115750	1246
Crops	5818	63	6468	69	7036	78	6770	73
Stores	4447	48	4526	48	4886	54	4254	46
TOTAL	179713	1933	197835	2115	195171	2176	201935	2174
ASSETS								
	Opening Value	Closing Value	Opening Value	Closing Value	Opening Value	Closing Value	Opening Value	Closing Value
Land and Property	434502	452289	452289	475430	432526	457011	447704	470096
Buildings, improvements and fixtures	31336	40497	40566	50292	36084	41671	39602	49993
Machinery	61040	66842	66842	81388	66481	72314	67884	82439
Livestock	99554	111462	111422	114030	105796	121908	114484	117016
Produce and goods in store	11319	11615	11615	16586	12446	13915	11718	16543
Quotas and single payment asset value	32452	34614	35992	32496	36204	37892	37013	33527
Credit balances	41585	41435	41435	45983	40284	41866	40101	44356
TOTAL	711788	758753	760161	816206	729822	786576	758507	813970
EXTERNAL LIABILITIES								
Long and medium term loans	33643	34289	34289	59261	38183	39479	36392	61013
Short term loans	12549	14778	14778	19060	14585	15106	14170	20408
Overdrafts	40904	41695	41695	24797	25334	28253	42551	26697
TOTAL	87096	90762	90762	103119	78101	82838	93113	108118
NET WORTH	624692	667991	669399	713088	651721	703738	665394	705852
RETURNS TO CAPITAL								
Owner Equity (%)	88.0		87.4		89.5		86.7	
FBI/Net worth (%)	5.8		6.0		7.2		6.1	
Management and Investment Income	7377		5561		15972		6351	
Return on tenant's capital (%)	4.1		2.8		8.2		3.1	
Return on all capital (%)	1.0		0.7		2.2		0.8	

**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>	
	2009/10	2010/11	2009/10	2010/11
Tillage - maincrops				
Wheat	0.0	0.0	0.0	0.0
Barley	3.2	2.7	2.8	2.7
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	0.0	0.0
Peas/Beans	0.0	0.0	0.0	0.0
Potatoes	0.0	0.0	0.0	0.0
Sugarbeet	0.0	0.0	0.0	0.0
Horticulture	0.0	0.0	0.0	0.0
Other crops	0.0	0.0	0.0	0.0
Total cropping	3.2	2.7	2.8	2.7
Set-aside	0.0	0.0	0.0	0.0
Tillage - fodder	0.4	5.2	0.4	5.2
Grassland	84.4	80.0	78.0	80.0
Fallow and land let	0.0	0.0	0.0	0.0
Rough grazing	4.6	10.1	4.0	10.1
Effective				
Utilisable agricultural area (Effective ha.)	92.7	98.0	85.2	98.0
Woods, roads and buildings	2.6	2.6	2.3	2.6
TOTAL AREA (Actual ha.)	95.3	100.5	87.5	100.5
effective forage area	95.7	101.2	87.7	101.2
Bare land and forage hired in	6.2	6.0	5.3	6.0

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

	t/ha	n	t/ha	n	t/ha	n	t/ha	n
Wheat	-	0	-	0	-	0	-	0
Barley	-	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>	
	2009/10	2010/11	2009/10	2010/11
Tillage - maincrops				
Wheat	0.0	0.0	0.0	0.0
Barley	3.6	3.8	0.6	3.3
Other cereals	0.0	0.0	0.3	0.0
Oil seed rape	0.0	0.0	0.0	0.0
Linseed	0.0	0.0	0.0	0.0
Peas/Beans	0.0	0.0	0.0	0.0
Potatoes	0.0	0.0	0.0	0.0
Sugarbeet	0.0	0.0	0.0	0.0
Horticulture	0.0	0.0	0.0	0.0
Other crops	0.0	0.0	0.0	0.0
Total cropping	3.6	3.8	1.0	3.3
Set-aside	0.0	0.0	0.0	0.0
Tillage - fodder	1.2	1.1	1.6	1.6
Grassland				
Grazing, hay and silage	83.7	84.0	83.5	82.7
Fallow and land let	0.5	0.7	0.0	0.7
Rough grazing				
Effective	4.0	4.0	3.5	4.5
Utilisable agricultural area (Effective ha.)	93.0	93.5	89.7	92.9
Woods, roads and buildings	4.6	4.6	2.1	4.6
TOTAL AREA (Actual ha.)	99.9	98.1	94.5	97.4
effective forage area	93.2	93.2	93.3	94.2
Bare land and forage hired in	4.4	4.1	4.6	5.3

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

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

- Prices (£ per tonne)*

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

* Yield and price data is implied

**Table 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>			
	2009/10		2010/11		2009/10		2010/11	
	LU	No's	LU	No's	LU	No's	LU	No's
Dairy cows	71.6	72	71.8	72	66.7	67	71.8	72
Beef cows	3.3	4	3.2	4	2.9	4	3.2	4
Other cattle	48.4	82	49.5	83	43.5	74	49.5	83
Breeding sheep	16.9	211	15.6	195	14.5	181	15.6	195
Other sheep	7.2	151	7.7	167	6.2	129	7.7	167
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.)	147.5		147.9		133.7		147.9	

STOCKING RATES

Stocking rate (LU per eff.ha)	1.6	1.5	1.6	1.5
GLU/forage effective hectare*	1.5	1.5	1.5	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	6553	6	6292	6	6113	7	6292	6
- Prices (£ per head)*	£/head	n	£/head	n	£/head	n	£/head	n
Dairy cows	513	6	636	6	590	7	636	6
Dairy calves	89	5	-	4	89	5	-	4
Dairy heifers in calf	-	0	-	1	-	0	-	1
Beef heifers in calf	-	0	-	0	-	0	-	0
Finished cattle	-	3	-	2	-	3	-	2
Beef store cattle 1-2 yrs	-	2	-	3	-	3	-	3
Beef stores <1 yr	-	4	-	3	134	5	-	3
Ewes	-	1	-	1	-	1	-	1
Ewe hoggs	-	1	-	0	-	1	-	0
Finished lambs	-	4	-	3	-	4	-	3
Store lambs	-	1	-	0	-	1	-	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)	26.9	6	27.4	6	26.2	7	27.4	6
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>			
	2009/10		2010/11		2009/10		2010/11	
	LU	No's	LU	No's	LU	No's	LU	No's
Dairy cows	74.7	75	73.9	74	66.5	66	75.4	75
Beef cows	1.9	2	1.6	2	2.6	4	1.6	2
Other cattle	50.8	92	50.1	90	47.7	84	50.6	91
Breeding sheep	13.0	162	12.7	158	16.8	208	13.0	163
Other sheep	6.2	126	6.0	127	6.7	145	6.1	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.)	146.4		144.4		140.4		146.9	

STOCKING RATES

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

* 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	5801	6	5984	6	6235	7	6036	6
- Prices (£ per head)*	£/head	n	£/head	n	£/head	n	£/head	n
Dairy cows	637	6	561	6	741	7	558	6
Dairy calves	152	6	118	6	122	7	115	6
Dairy heifers in calf	-	1	-	2	-	2	-	2
Beef heifers in calf	-	0	-	0	-	2	-	0
Finished cattle	775	6	851	6	773	6	851	6
Beef store cattle 1-2 yrs	642	5	-	4	572	7	-	4
Beef stores <1 yr	-	4	-	4	258	7	-	4
Ewes	-	0	-	3	-	3	-	3
Ewe hoggs	-	2	-	2	-	4	-	2
Finished lambs	63	5	69	5	62	7	72	6
Store lambs	-	2	-	3	-	3	-	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)	21.7	6	22.1	6	21.5	7	22.1	6
Wool (pence per kg)	30	5	45	5	30	7	44	6
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>			
		2009/10		2010/11		2009/10		2010/11	
Sample number		40		40		44		48	
Average farm size (UAA)		146		145		143		154	
Business size (ESU)		155		154		158		166	
OUTPUTS		£/farm	£/ha	£/farm	£/ha	£/farm	£/ha	£/farm	£/ha
Dairy -	milk output	250935	1715	252389	1743	260287	1818	265561	1728
	cattle	-5389	-37	-5990	-41	-8512	-59	-8804	-57
	net quota	-613	-4	-615	-4	-557	-4	-513	-3
	valuation change	-731	-5	959	7	300	2	1195	8
Other cattle	output	38469	263	37676	260	39853	278	42870	279
	valuation change	3412	23	1979	14	4934	34	1768	12
Sheep -	total output	540	4	369	3	497	3	307	2
	valuation change	87	1	-2	0	82	1	-2	0
Other livestock		725	5	596	4	624	4	696	5
Arable crops	output	6323	43	7145	49	5917	41	9585	62
	protein/energy support	43	0	30	0	39	0	31	0
By products forage and cults		2594	18	1443	10	2546	18	1564	10
Miscellaneous (incl. farmhouse benefit value)		14697	100	14180	98	13556	95	14311	93
	- organic grants	1493	10	771	5	1357	9	642	4
	- other agri-env.payments	12306	84	12124	84	12096	84	11759	77
	- subsidy/single farm payment	34004	232	31959	221	33193	232	33392	217
	FARM REVENUE	358895	2453	355011	2451	366214	2558	374363	2437
INPUTS									
Feeds	purchased concentrates	77155	527	75231	520	78098	546	75330	490
	homegrown concentrates	8797	60	8302	57	8526	60	10495	68
Purchased fodder, Tack and stock keep		3812	26	4897	34	3466	24	6115	40
Veterinary and medicines		8290	57	8665	60	8385	59	9171	60
Other livestock costs		26886	184	28335	196	28371	198	31003	202
Seeds -	purchased and homegrown	3825	26	3711	26	3727	26	4000	26
Fertilisers		2011	14	1865	13	2085	15	1665	11
Crop protection		64	0	75	1	58	0	63	0
Other crop costs		1591	11	1778	12	1606	11	1764	11
Labour	paid incl. paid management	30628	209	32954	228	29635	207	37974	247
	casual	2657	18	2531	17	3111	22	2942	19
Machinery	contract	23735	162	21064	145	22664	158	20892	136
	repairs	12962	89	13122	91	12909	90	13918	91
	fuels	8481	58	9871	68	8304	58	10339	67
General farming costs		22970	157	24511	169	23261	162	24921	162
Land expenses		8792	60	7368	51	7917	55	7096	46
Rent		17055	117	17497	121	16631	116	18198	118
	FARM EXPENSES	259712	1775	261776	1808	258753	1807	275885	1796
Excess of revenue over expenses		99182	678	93234	644	107460	751	98478	641
Notional inputs									
	- rental value/imputed rent	15668	107	16994	117	16249	113	17820	116
	- unpaid labour	3372	23	3664	25	4839	34	4663	30
	- machinery depreciation	16944	116	18867	130	17465	122	19470	127
		35984	246	39526	273	38552	269	41954	273
NET FARM INCOME (excl. BLSA)		63198	432	53709	371	68908	481	56525	368
NET FARM INCOME (incl. BLSA)		72313	494	49732	343	78500	548	51794	337

Table A4.1 LOWLAND DAIRY FARM RESULTS

OUTPUTS AND INPUTS		CONVENTIONAL							
		<i>Identical sample</i>		<i>Full sample</i>					
		2009/10	2010/11	2009/10	2010/11				
Sample number		206	206	292	249				
Average farm size (UAA)		124	127	125	134				
Business size (ESU)		151	151	151	164				
OUTPUTS		£/farm	£/ha	£/farm	£/ha	£/farm	£/ha	£/farm	£/ha
Dairy -	milk output	210860	1701	224086	1769	212177	1702	244514	1830
	cattle	-9347	-75	-7844	-62	-12439	-100	-8191	-61
	net quota	0	0	0	0	0	0	0	0
	valuation change	2291	18	130	1	2525	20	280	2
Other cattle	output	39841	321	46856	370	43767	351	49761	373
	valuation change	6891	56	248	2	5784	46	1263	9
Sheep -	total output	3329	27	3539	28	2704	22	3005	22
	valuation change	13	0	67	1	108	1	10	0
Other livestock		316	3	355	3	3999	32	300	2
Arable crops	output	8913	72	15231	120	12745	102	16835	126
	protein/energy support	8	0	42	0	34	0	1	0
By products forage and cults		4306	35	3347	26	6439	52	3767	28
Miscellaneous (incl. farmhouse benefit value)		8372	68	10156	80	14166	114	11970	90
	- organic grants	0	0	0	0	0	0	0	0
	- other agri-env.payments	2581	21	3002	24	2800	22	3196	24
	- single payment scheme	32487	262	29970	237	30462	244	31284	234
	FARM REVENUE	310861	2508	329184	2598	325270	2608	357997	2680
INPUTS									
Feeds	purchased concentrates	61900	499	63790	504	65433	525	69351	519
	homegrown concentrates	7617	61	9461	75	7562	61	10323	77
Purchased fodder, Tack and stock keep		2648	21	3531	28	3185	26	3997	30
Veterinary and medicines		9605	77	10173	80	9673	78	11158	84
Other livestock costs		20933	169	21889	173	21431	172	24120	181
Seeds -	purchased and homegrown	3660	30	3793	30	4465	36	4206	31
Fertilisers		16194	131	15274	121	16978	136	16051	120
Crop protection		2981	24	3250	26	4044	32	3604	27
Other crop costs		2591	21	2210	17	2284	18	2586	19
Labour	paid incl. paid management	20304	164	23290	184	25515	205	25943	194
	casual	2004	16	1748	14	2338	19	1796	13
Machinery	contract	14850	120	14392	114	16568	133	16562	124
	repairs	10626	86	11236	89	11165	90	12328	92
	fuels	8023	65	9989	79	8314	67	11113	83
General farming costs		21302	172	21929	173	23503	188	23410	175
Land expenses		6911	56	7199	57	6964	56	7367	55
Rent		8539	69	8790	69	9260	74	10666	80
	FARM EXPENSES	220688	1781	231946	1831	238682	1914	254580	1906
Excess of revenue over expenses		90174	728	97238	768	86587	694	103416	774
Notional inputs									
	- rental value/imputed rent	20182	163	22020	174	21691	174	22235	166
	- unpaid labour	11438	92	10636	84	11513	92	11343	85
	- machinery depreciation	18498	149	20446	161	18690	150	21724	163
		50118	404	53101	419	51894	416	55302	414
NET FARM INCOME (excl. BLSA)		40055	323	44137	348	34693	278	48115	360
NET FARM INCOME (incl. BLSA)		49572	400	45346	358	42594	342	48664	364

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>			
	2009/10		2010/11		2009/10		2010/11	
	£/farm	£/ha	£/farm	£/ha	£/farm	£/ha	£/farm	£/ha
NET FARM INCOME (excl. BLSA)	63198	432	53709	371	68908	481	56525	368
plus unpaid labour (excludes farmer and spouse)	3372	23	3664	25	4839	34	4663	30
plus imputed rent and rental value	15603	107	16868	116	16168	113	17700	115
plus semi-integrated non-agric activities output	113	1	0	0	103	1	0	0
minus imputed rent on farmhouse & farm cottages	1350	9	1200	8	1227	9	1257	8
minus insurance repairs & net interest payments	4794	33	6451	45	5740	40	6115	40
minus build & works depreciation	5683	39	6768	47	5813	41	6970	45
minus non-agric activity and director costs	1474	10	988	7	1340	9	823	5
FARM BUSINESS INCOME	68986	471	58834	406	75897	530	63723	415
LABOUR USE AND LABOUR INCOMES								
Annual Labour Units per farm	3.3		3.3		3.3		3.4	
of which farmer & spouse	1.5		1.5		1.5		1.4	
of which paid family labour	0.1		0.1		0.1		0.1	
of which unpaid labour	0.2		0.2		0.3		0.2	
Notional value of farmer/spouse labour	26524		27025		25959		25584	
Value of paid family labour	1904		1779		1731		1962	
Labour income per Annual Labour Unit	24896		22433		26576		24158	
Family labour income per Family Work Unit	29853		23792		33618		25894	
Value of paid managerial input	217		307		197		289	
TENANT'S CAPITAL								
Machinery	93834	641	101415	700	95148	665	103944	677
Livestock	171005	1169	176387	1218	183034	1278	195600	1273
Crops	14749	101	14129	98	14071	98	13302	87
Stores	8997	61	9304	64	9096	64	10048	65
TOTAL	288584	1972	301235	2080	301350	2105	322895	2102
ASSETS								
	Opening Value	Closing Value	Opening Value	Closing Value	Opening Value	Closing Value	Opening Value	Closing Value
Land and Property	602044	628571	628571	752563	631063	658419	672514	789104
Buildings, improvements and fixtures	48429	54281	54350	64291	48418	55294	57918	65547
Machinery	92231	95437	95437	107393	93383	96913	98024	109864
Livestock	165055	176955	176922	175852	175573	190496	196497	194703
Produce and goods in store	26561	24431	23473	24744	25543	23982	22242	25585
Quotas and single payment asset value	43086	48727	48727	43760	41955	47441	48518	44258
Credit balances	69811	79942	73624	71475	67527	76398	72444	74006
TOTAL	1047217	1108345	1101105	1240077	1083463	1148942	1168157	1303067
EXTERNAL LIABILITIES								
Long and medium term loans	92153	95142	96532	156710	106409	109734	98101	147482
Short term loans	49392	38882	38839	43854	48521	39336	40256	48872
Overdrafts	41370	38131	39750	41549	51508	47907	35970	41491
TOTAL	182915	172155	175121	242113	206438	196977	174326	237845
NET WORTH	864302	936191	925984	997963	877025	951965	993831	1065223
RETURNS TO CAPITAL								
Owner Equity (%)	84.5		80.5		82.9		81.7	
FBI/Net worth (%)	8.0		6.4		8.7		6.4	
Management and Investment Income	46006		23014		52739		26499	
Return on tenant's capital (%)	15.9		7.6		17.5		8.2	
Return on all capital (%)	4.4		2.1		4.9		2.3	

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>			
	2009/10		2010/11		2009/10		2010/11	
	£/farm	£/ha	£/farm	£/ha	£/farm	£/ha	£/farm	£/ha
NET FARM INCOME (excl. BLSA)	40055	323	44137	348	34693	278	48115	360
plus unpaid labour (excludes farmer and spouse)	11438	92	10636	84	11513	92	11343	85
plus imputed rent and rental value	20129	162	21985	174	21463	172	22207	166
plus semi-integrated non-agric activities output	30	0	0	0	84	1	0	0
minus imputed rent on farmhouse & farm cottages	623	5	622	5	556	4	664	5
minus insurance repairs & net interest payments	5816	47	6514	51	6515	52	6628	50
minus build & works depreciation	6140	50	7335	58	7171	58	7563	57
minus non-agric activity and director costs	62	1	157	1	641	5	123	1
FARM BUSINESS INCOME	59013	476	62129	490	52871	424	66687	499
LABOUR USE AND LABOUR INCOMES								
Annual Labour Units per farm	3.1		3.1		3.5		3.3	
of which farmer & spouse	1.3		1.3		1.5		1.3	
of which paid family labour	0.2		0.2		0.2		0.2	
of which unpaid labour	0.7		0.6		0.6		0.6	
Notional value of farmer/spouse labour	20997		21799		27339		22226	
Value of paid family labour	3010		3743		2691		3698	
Labour income per Annual Labour Unit	17964		19370		15454		20268	
Family labour income per Family Work Unit	17136		19318		10448		20694	
Value of paid managerial input	0		0		0		0	
TENANT'S CAPITAL								
Machinery	110599	892	121667	960	109057	875	127469	954
Livestock	168793	1362	177515	1401	187017	1500	191472	1433
Crops	14683	118	13869	109	19542	157	14789	111
Stores	10412	84	10168	80	15133	121	11212	84
TOTAL	304488	2457	323219	2551	330749	2652	344943	2582
ASSETS								
	Opening Value	Closing Value	Opening Value	Closing Value	Opening Value	Closing Value	Opening Value	Closing Value
Land and Property	695649	736932	736932	797037	871347	921675	739789	798342
Buildings, improvements and fixtures	51520	56498	56523	67175	59955	66114	58970	69306
Machinery	106049	115150	115150	128184	96986	121127	120915	134022
Livestock	159444	178142	176683	178347	178823	195211	190417	192528
Produce and goods in store	29360	25278	25296	28495	40528	35096	27109	30553
Quotas and single payment asset value	53652	55241	54770	48481	38045	41518	56363	50315
Credit balances	33191	38173	39077	40292	65207	59936	44541	48317
TOTAL	1128864	1205414	1204431	1288011	1350890	1440678	1238104	1323382
EXTERNAL LIABILITIES								
Long and medium term loans	95620	112262	114858	122052	112957	137478	118219	126871
Short term loans	25403	26879	27029	28687	43795	44217	29819	32628
Overdrafts	34368	36032	35842	43514	49819	49566	35836	42785
TOTAL	155391	175173	177728	194253	206571	231262	183873	202284
NET WORTH	973473	1030242	1026702	1093758	1144319	1209416	1054231	1121099
RETURNS TO CAPITAL								
Owner Equity (%)	85.5		84.9		83.9		84.7	
FBI/Net worth (%)	6.1		6.1		4.6		6.3	
Management and Investment Income	28575		23547		15255		26438	
Return on tenant's capital (%)	9.4		7.3		4.6		7.7	
Return on all capital (%)	2.5		2.0		1.1		2.1	

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>	
	2009/10	2010/11	2009/10	2010/11
Tillage - maincrops				
Wheat	3.6	3.6	3.5	3.8
Barley	1.9	1.4	1.6	3.9
Other cereals	2.5	1.9	2.4	1.6
Oil seed rape	0.0	0.0	0.0	0.0
Linseed	0.0	0.0	0.0	0.0
Peas/Beans	1.7	1.0	1.5	1.6
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	9.7	7.9	9.0	10.9
Set-aside	0.0	0.0	0.0	0.0
Tillage - fodder	13.4	13.0	12.8	11.8
Grassland				
Grazing, hay and silage	120.6	120.2	119.1	127.9
Fallow and land let	0.8	1.3	0.6	1.1
Rough grazing				
Effective	1.4	1.4	1.3	1.2
Utilisable agricultural area (Effective ha.)	146.3	144.8	143.2	153.6
Woods, roads and buildings	3.0	2.8	3.0	3.2
TOTAL AREA (Actual ha.)	149.3	147.7	146.2	156.9
effective forage area	143.1	143.6	142.5	151.9
Bare land and forage hired in	8.4	9.1	10.0	11.1

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

	t/ha	n	t/ha	n	t/ha	n	t/ha	n
Wheat	4.4	7	4.0	6	4.4	8	4.1	8
Barley	4.1	6	3.9	5	4.0	5	4.0	8
Oilseed Rape	-	0	-	0	-	0	-	0
Potatoes	-	1	-	0	-	1	-	1
Sugar Beet	-	0	-	0	-	0	-	0

- Prices (£ per tonne)*

	£/t	n	£/t	n	£/t	n	£/t	n
Wheat	186	7	247	6	183	8	235	8
Barley	161	6	230	5	161	5	222	8
Oilseed Rape	-	0	-	0	-	0	-	0
Potatoes	-	1	-	0	-	1	-	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>	
	2009/10	2010/11	2009/10	2010/11
Tillage - maincrops				
Wheat	6.8	7.1	8.2	7.9
Barley	6.4	5.7	7.7	5.8
Other cereals	0.1	0.3	0.7	0.6
Oil seed rape	0.3	0.4	1.5	0.7
Linseed	0.0	0.0	0.0	0.0
Peas/Beans	0.2	0.0	0.7	0.0
Potatoes	0.1	0.0	0.1	0.0
Sugarbeet	0.0	0.0	0.0	0.1
Horticulture	0.0	0.0	0.0	0.0
Other crops	0.4	0.4	0.2	0.4
Total cropping	14.3	14.0	19.2	15.5
Set-aside	0.0	0.0	0.0	0.0
Tillage - fodder	13.6	14.2	18.0	16.2
Grassland				
Grazing, hay and silage	90.4	93.4	85.6	97.0
Fallow and land let	4.6	4.1	0.8	4.0
Rough grazing				
Effective	0.3	0.3	0.3	0.3
Utilisable agricultural area (Effective ha.)	123.9	126.7	124.7	133.6
Woods, roads and buildings	4.6	4.2	3.7	4.3
TOTAL AREA (Actual ha.)	128.6	130.9	128.4	137.8
effective forage area	109.5	112.4	108.8	118.5
Bare land and forage hired in	6.5	5.5	6.2	6.2

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

	t/ha	n	t/ha	n	t/ha	n	t/ha	n
Wheat	7.0	18	7.7	17	7.6	30	7.6	23
Barley	5.7	33	6.1	31	6.3	33	6.1	37
Oilseed Rape	-	1	3.8	5	1.7	6	3.9	6
Potatoes	-	4	-	2	-	1	-	2
Sugar Beet	-	1	-	1	-	1	-	2

- Prices (£ per tonne)*

	£/t	n	£/t	n	£/t	n	£/t	n
Wheat	91	18	149	17	95	30	147	23
Barley	82	33	146	31	81	33	146	37
Oilseed Rape	-	1	302	5	247	6	299	6
Potatoes	-	4	-	2	-	1	-	2
Sugar Beet	-	1	-	1	-	1	-	2

* 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>			
	2009/10		2010/11		2009/10		2010/11	
	LU	No's	LU	No's	LU	No's	LU	No's
Dairy cows	135.1	135	134.8	135	138.5	138	144.3	144
Beef cows	0.0	0	0.0	0	0.0	0	1.0	1
Other cattle	58.3	109	62.3	115	58.8	110	68.1	125
Breeding sheep	0.9	9	0.7	7	0.9	9	0.7	7
Other sheep	0.4	8	0.4	8	0.4	7	0.5	8
Pigs	0.2	1	0.1	1	0.1	1	0.1	1
Poultry	0.6	192	0.6	191	0.5	174	0.5	160
Other livestock	0.0	1	0.0	1	0.0	1	0.0	1
TOTAL (L.U.)	195.5		199.0		199.3		215.1	

STOCKING RATES

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

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

LIVESTOCK PERFORMANCE

- Yield*	litres	n	litres	n	litres	n	litres	n
Milk yield/cow	6174	39	6207	39	6104	44	6202	47
- Prices (£ per head)*	£/head	n	£/head	n	£/head	n	£/head	n
Dairy cows	564	38	583	38	559	43	570	46
Dairy calves	120	21	98	23	121	24	101	26
Dairy heifers in calf	1220	6	940	10	1234	8	940	10
Beef heifers in calf	-	0	-	0	-	0	-	0
Finished cattle	675	10	744	9	697	12	774	11
Beef store cattle 1-2 yrs	510	17	604	16	508	18	615	18
Beef stores <1 yr	156	22	190	22	156	24	175	25
Ewes	-	2	-	2	-	2	-	2
Ewe hogs	-	0	-	0	-	0	-	0
Finished lambs	-	3	-	2	-	4	-	2
Store lambs	-	0	-	1	-	0	-	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)	28.7	39	28.9	39	28.8	44	29.0	47
Wool (pence per kg)	-	3	-	3	-	4	-	3
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>			
	2009/10		2010/11		2009/10		2010/11	
	LU	No's	LU	No's	LU	No's	LU	No's
Dairy cows	123.3	123	123.3	123	120.9	121	134.5	134
Beef cows	0.6	1	0.8	1	0.3	0	0.9	1
Other cattle	73.5	136	76.3	141	68.9	129	81.0	151
Breeding sheep	5.1	51	5.7	56	3.0	28	5.1	50
Other sheep	2.3	45	2.4	48	0.9	22	2.1	42
Pigs	0.2	2	0.2	2	1.0	9	0.2	1
Poultry	0.0	2	0.0	2	2.7	159	0.0	3
Other livestock	0.0	0	0.0	0	0.0	0	0.0	0
TOTAL (L.U.)	205.1		208.7		197.7		223.8	

STOCKING RATES

Stocking rate (LU per eff.ha)	1.7	1.6	1.6	1.7
GLU/forage effective hectare*	1.9	1.9	1.8	1.9

* 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	6886	40	7138	40	6977	44	7143	48
- Prices (£ per head)*	£/head	n	£/head	n	£/head	n	£/head	n
Dairy cows	633	40	592	40	617	44	614	48
Dairy calves	99	39	99	36	102	35	101	44
Dairy heifers in calf	1094	8	1259	14	1171	19	1217	16
Beef heifers in calf	1107	6	-	0	-	2	-	1
Finished cattle	805	36	792	36	820	42	794	43
Beef store cattle 1-2 yrs	540	38	577	34	564	42	571	42
Beef stores <1 yr	217	33	202	35	194	39	209	42
Ewes	73	7	78	11	63	16	78	13
Ewe hoggs	-	0	-	0	-	3	-	0
Finished lambs	73	28	79	28	75	31	79	30
Store lambs	41	9	73	12	54	11	73	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)	22.7	40	23.6	40	23.6	44	23.7	48
Wool (pence per kg)	33	27	50	27	37	32	51	29
Eggs (pence per dozen)	-	2	-	2	140	10	-	2

* 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>			
		2009/10		2010/11		2009/10		2010/11	
		£/farm	£/ha	£/farm	£/ha	£/farm	£/ha	£/farm	£/ha
Sample number		43		43		40		50	
Average farm size (UAA)		162		162		143		167	
Business size (ESU)		35		36		34		39	
OUTPUTS									
Dairy -	milk output	1138	7	1277	8	1223	9	1256	8
	cattle	-187	-1	-157	-1	-201	-1	361	2
	net quota	0	0	0	0	0	0	0	0
	valuation change	30	0	-16	0	32	0	-574	-3
Other cattle	output	20504	127	22785	140	23102	161	22768	137
	valuation change	3652	23	1715	11	4575	32	4791	29
Sheep -	total output	31463	194	33897	209	27830	194	37640	226
	valuation change	1159	7	2119	13	938	7	2874	17
Other livestock		1873	12	1294	8	2321	16	1118	7
Arable crops	output	1007	6	1538	9	1656	12	2883	17
	protein/energy support	0	0	0	0	0	0	0	0
By products forage and cults		1241	8	527	3	1057	7	1247	7
Miscellaneous (incl. farmhouse benefit value)		6614	41	6429	40	6391	45	7888	47
	- organic grants	9919	61	4608	28	5636	39	4105	25
	- other agri-env.payments	21630	134	23645	146	20109	140	25196	151
	- subsidy/single farm payment	38013	235	36009	222	35443	247	38347	230
	FARM REVENUE	138056	852	135671	836	130112	907	149900	900
INPUTS									
Feeds	purchased concentrates	8740	54	9844	61	8226	57	10560	63
	homegrown concentrates	1043	6	1319	8	1514	11	1403	8
Purchased fodder, Tack and stock keep		1638	10	2493	15	1693	12	2555	15
Veterinary and medicines		4481	28	4430	27	4028	28	4573	27
Other livestock costs		6653	41	6968	43	6750	47	7943	48
Seeds -	purchased and homegrown	931	6	1015	6	946	7	1250	8
Fertilisers		1750	11	1726	11	1201	8	2220	13
Crop protection		9	0	11	0	10	0	17	0
Other crop costs		709	4	602	4	749	5	808	5
Labour	paid incl. paid management	5140	32	5299	33	4988	35	5363	32
	casual	2127	13	1574	10	2249	16	2475	15
Machinery	contract	5672	35	6186	38	5606	39	6616	40
	repairs	4545	28	4865	30	4660	33	5417	33
	fuels	4417	27	5420	33	4320	30	6073	36
General farming costs		9953	61	10216	63	10112	71	10734	64
Land expenses		5883	36	5823	36	6427	45	6638	40
Rent		6027	37	7131	44	5543	39	8230	49
	FARM EXPENSES	69720	430	74921	462	69023	481	82876	498
Excess of revenue over expenses		68337	422	60750	374	61089	426	67024	402
Notional inputs									
	- rental value/imputed rent	12173	75	12856	79	11550	81	13243	80
	- unpaid labour	3271	20	3620	22	2845	20	3529	21
	- machinery depreciation	8066	50	9376	58	8821	62	10913	66
		23511	145	25852	159	23216	162	27685	166
NET FARM INCOME (excl. BLSA)		44826	277	34898	215	37873	264	39339	236
NET FARM INCOME (incl. BLSA)		48529	300	37755	233	41810	292	42179	253

Table A5.1 LFA CATTLE AND SHEEP RESULTS

OUTPUTS AND INPUTS		CONVENTIONAL							
		<i>Identical sample</i>		<i>Full sample</i>					
		2009/10	2010/11	2009/10	2010/11				
Sample number		263	263	273	321				
Average farm size (UAA)		133	134	126	142				
Business size (ESU)		35	35	33	37				
OUTPUTS		£/farm	£/ha	£/farm	£/ha	£/farm	£/ha	£/farm	£/ha
Dairy -	milk output	571	4	491	4	463	4	743	5
	cattle	68	1	96	1	276	2	188	1
	net quota	0	0	0	0	0	0	0	0
	valuation change	-14	0	-5	0	-209	-2	-64	0
Other cattle	output	21973	165	25221	188	21451	170	24374	172
	valuation change	3861	29	-1033	-8	4498	36	-566	-4
Sheep -	total output	34061	256	35159	262	35755	283	35569	251
	valuation change	2290	17	3134	23	2349	19	3432	24
Other livestock		56	0	41	0	95	1	39	0
Arable crops	output	721	5	1106	8	736	6	1344	9
	protein/energy support	0	0	0	0	0	0	0	0
By products forage and cults		1232	9	1026	8	1383	11	1179	8
Miscellaneous (incl. farmhouse benefit value)		3540	27	4302	32	4824	38	4469	32
	- organic grants	0	0	0	0	0	0	0	0
	- other agri-env.payments	13316	100	12636	94	12019	95	12828	91
	- single payment scheme	35112	264	33106	246	31738	251	33332	235
	FARM REVENUE	116789	879	115281	857	115378	913	116867	826
INPUTS									
Feeds	purchased concentrates	11938	90	12909	96	11350	90	13353	94
	homegrown concentrates	640	5	697	5	679	5	774	5
Purchased fodder, Tack and stock keep		2707	20	2962	22	2800	22	2855	20
Veterinary and medicines		3820	29	4015	30	3854	31	3984	28
Other livestock costs		6229	47	7235	54	6220	49	7452	53
Seeds -	purchased and homegrown	436	3	432	3	491	4	417	3
Fertilisers		6273	47	6710	50	6561	52	6549	46
Crop protection		254	2	252	2	277	2	274	2
Other crop costs		747	6	893	7	707	6	861	6
Labour	paid incl. paid management	2552	19	2527	19	1773	14	2798	20
	casual	915	7	1064	8	943	7	1082	8
Machinery	contract	3334	25	3423	25	3541	28	3436	24
	repairs	4137	31	4194	31	3912	31	4117	29
	fuels	4253	32	5182	39	4315	34	5174	37
General farming costs		8334	63	8709	65	8266	65	8882	63
Land expenses		2983	22	3888	29	3375	27	3705	26
Rent		5107	38	5457	41	5268	42	6058	43
	FARM EXPENSES	64657	487	70549	525	64330	509	71771	507
Excess of revenue over expenses		52132	392	44732	333	51048	404	45095	319
Notional inputs									
	- rental value/imputed rent	10258	77	10759	80	9788	77	10978	78
	- unpaid labour	5513	41	5751	43	5171	41	5670	40
	- machinery depreciation	9019	68	9904	74	9104	72	9816	69
		24790	187	26414	196	24063	190	26464	187
NET FARM INCOME (excl. BLSA)		27342	206	18318	136	26985	214	18631	132
NET FARM INCOME (incl. BLSA)		30671	231	20948	156	30632	242	21511	152

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>			
	2009/10		2010/11		2009/10		2010/11	
	£/farm	£/ha	£/farm	£/ha	£/farm	£/ha	£/farm	£/ha
NET FARM INCOME (excl. BLSA)	44826	277	34898	215	37873	264	39339	236
plus unpaid labour (excludes farmer and spouse)	3271	20	3620	22	2845	20	3529	21
plus imputed rent and rental value	12173	75	12856	79	11550	81	13243	80
plus semi-integrated non-agric activities output	0	0	0	0	0	0	0	0
minus imputed rent on farmhouse & farm cottages	256	2	279	2	300	2	320	2
minus insurance repairs & net interest payments	3789	23	3427	21	3999	28	3151	19
minus build & works depreciation	3061	19	3522	22	2759	19	3615	22
minus non-agric activity and director costs	0	0	0	0	0	0	0	0
FARM BUSINESS INCOME	53165	328	44145	272	45210	315	49026	294
LABOUR USE AND LABOUR INCOMES								
Annual Labour Units per farm	1.7		1.7		1.6		1.7	
of which farmer & spouse	1.1		1.1		1.1		1.1	
of which paid family labour	0.0		0.0		0.0		0.0	
of which unpaid labour	0.2		0.2		0.2		0.2	
Notional value of farmer/spouse labour	17049		17330		16622		17750	
Value of paid family labour	595		292		640		351	
Labour income per Annual Labour Unit	27702		21773		24191		23175	
Family labour income per Family Work Unit	32583		23523		27083		25892	
Value of paid managerial input	113		58		121		50	
TENANT'S CAPITAL								
Machinery	55178	341	59315	365	56807	396	64951	390
Livestock	81647	504	88942	548	85058	593	106098	637
Crops	2682	17	2569	16	3299	23	3984	24
Stores	1003	6	1226	8	1167	8	1387	8
TOTAL	140510	868	152052	937	146331	1021	176421	1059
ASSETS								
	Opening Value	Closing Value	Opening Value	Closing Value	Opening Value	Closing Value	Opening Value	Closing Value
Land and Property	617306	631962	631962	649604	556230	573773	642645	661802
Buildings, improvements and fixtures	31475	32922	32971	37382	30249	30763	34369	38069
Machinery	52089	58267	58267	60363	53222	60393	63870	66033
Livestock	77457	85838	85555	92329	80412	89703	101092	111105
Produce and goods in store	5917	8183	8183	7751	6828	8773	11796	12288
Quotas and single payment asset value	51560	56465	56465	51040	47145	51689	57361	52494
Credit balances	26058	35842	35931	29914	25155	31411	34567	29688
TOTAL	861862	909478	909333	928383	799240	846505	945699	971479
EXTERNAL LIABILITIES								
Long and medium term loans	50451	53496	53655	57068	54189	53226	46987	49797
Short term loans	6812	9438	9783	7772	7238	10709	11209	13546
Overdrafts	15779	10639	10479	12325	13288	14111	9321	11659
TOTAL	73042	73573	73917	77166	74714	78046	67517	75001
NET WORTH	788820	835905	835417	851218	724526	768460	878182	896477
RETURNS TO CAPITAL								
Owner Equity (%)	91.9		91.7		90.8		92.3	
FBI/Net worth (%)	6.7		5.3		6.2		5.6	
Management and Investment Income	31593		20483		25309		24479	
Return on tenant's capital (%)	22.5		13.5		17.3		13.9	
Return on all capital (%)	3.7		2.3		3.2		2.6	

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>			
	2009/10		2010/11		2009/10		2010/11	
	£/farm	£/ha	£/farm	£/ha	£/farm	£/ha	£/farm	£/ha
NET FARM INCOME (excl. BLSA)	27342	206	18318	136	26985	214	18631	132
plus unpaid labour (excludes farmer and spouse)	5513	41	5751	43	5171	41	5670	40
plus imputed rent and rental value	10258	77	10759	80	9775	77	10978	78
plus semi-integrated non-agric activities output	14	0	0	0	0	0	0	0
minus imputed rent on farmhouse & farm cottages	165	1	168	1	192	2	194	1
minus insurance repairs & net interest payments	2187	16	2139	16	2175	17	2261	16
minus build & works depreciation	3057	23	3147	23	2665	21	3051	22
minus non-agric activity and director costs	8	0	0	0	0	0	0	0
FARM BUSINESS INCOME	37710	284	29374	218	36899	292	29773	210
LABOUR USE AND LABOUR INCOMES								
Annual Labour Units per farm	1.7		1.7		1.7		1.7	
of which farmer & spouse	1.2		1.2		1.2		1.2	
of which paid family labour	0.1		0.0		0.0		0.0	
of which unpaid labour	0.4		0.4		0.3		0.4	
Notional value of farmer/spouse labour	18208		18576		18989		18562	
Value of paid family labour	994		931		599		917	
Labour income per Annual Labour Unit	15839		10501		15545		10754	
Family labour income per Family Work Unit	15854		7993		15337		8240	
Value of paid managerial input	17		17		5		15	
TENANT'S CAPITAL								
Machinery	57453	432	63250	470	56400	446	62548	442
Livestock	82755	623	89821	668	81053	642	91483	646
Crops	3100	23	3241	24	3828	30	3177	22
Stores	2298	17	2773	21	2153	17	2764	20
TOTAL	145606	1096	159085	1183	143434	1135	159971	1130
ASSETS								
	Opening Value	Closing Value	Opening Value	Closing Value	Opening Value	Closing Value	Opening Value	Closing Value
Land and Property	440814	454732	454732	483849	446189	459887	459498	488840
Buildings, improvements and fixtures	30463	31723	31729	33044	27696	28474	30954	32249
Machinery	54411	60496	60703	65796	53894	58906	60049	65047
Livestock	78038	87473	87457	92185	75907	86199	88639	94326
Produce and goods in store	8391	9840	9860	8937	10310	13498	9115	8598
Quotas and single payment asset value	49213	55092	55706	47001	44687	49777	55117	46392
Credit balances	21892	26834	26363	24702	21501	26593	25811	23828
TOTAL	683222	726190	726550	755515	680184	723333	729182	759281
EXTERNAL LIABILITIES								
Long and medium term loans	30117	30584	30603	30108	28616	28663	32784	32689
Short term loans	4092	5521	5521	6144	4882	5712	5931	5970
Overdrafts	19386	18903	18903	20637	16096	16441	20980	23149
TOTAL	53595	55008	55026	56889	49594	50816	59696	61809
NET WORTH	629627	671182	671524	698625	630590	672517	669486	697472
RETURNS TO CAPITAL								
Owner Equity (%)	92.4		92.5		93.0		91.9	
FBI/Net worth (%)	6.0		4.4		5.9		4.4	
Management and Investment Income	12480		2389		11647		2964	
Return on tenant's capital (%)	8.6		1.5		8.1		1.9	
Return on all capital (%)	1.8		0.3		1.7		0.4	

**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>					
	2009/10	2010/11	2009/10	2010/11				
Tillage - maincrops								
Wheat	0.1	0.2	0.1	0.7				
Barley	0.9	0.8	1.3	2.7				
Other cereals	1.0	1.1	1.3	1.1				
Oil seed rape	0.0	0.0	0.0	0.0				
Linseed	0.0	0.0	0.0	0.0				
Peas/Beans	0.0	0.0	0.2	0.1				
Potatoes	0.0	0.0	0.0	0.0				
Sugarbeet	0.0	0.0	0.0	0.0				
Horticulture	0.0	0.0	0.0	0.0				
Other crops	0.0	0.0	0.0	0.0				
Total cropping	1.9	2.1	2.8	4.6				
Set-aside	0.0	0.0	0.0	0.0				
Tillage - fodder	1.9	2.4	1.4	2.1				
Grassland								
Grazing, hay and silage	131.5	131.0	118.1	129.9				
Fallow and land let	0.1	0.3	0.2	0.7				
Rough grazing								
Effective	26.5	26.5	20.9	28.7				
Utilisable agricultural area (Effective ha.)	162.0	162.3	143.4	166.6				
Woods, roads and buildings	7.7	7.7	8.5	7.9				
TOTAL AREA (Actual ha.)	177.2	170.0	160.3	174.4				
effective forage area	163.2	164.6	143.8	169.5				
Bare land and forage hired in	12.8	14.1	13.8	16.8				
CROP PERFORMANCE *								
- Yields (tonnes per hectare)	t/ha	n	t/ha	n	t/ha	n	t/ha	n
Wheat	-	1	-	1	-	1	-	3
Barley	4.0	8	4.0	7	4.1	8	3.8	9
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	-	3
Barley	134	8	177	7	151	8	179	10
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>					
	2009/10	2010/11	2009/10	2010/11				
Tillage - maincrops								
Wheat	0.0	0.0	0.0	0.2				
Barley	1.4	1.2	1.1	1.2				
Other cereals	0.0	0.0	0.3	0.1				
Oil seed rape	0.0	0.0	0.0	0.0				
Linseed	0.0	0.0	0.0	0.0				
Peas/Beans	0.0	0.0	0.0	0.0				
Potatoes	0.0	0.0	0.0	0.0				
Sugarbeet	0.0	0.0	0.0	0.0				
Horticulture	0.0	0.0	0.0	0.0				
Other crops	0.0	0.0	0.0	0.0				
Total cropping	1.4	1.2	1.4	1.4				
Set-aside	0.0	0.0	0.0	0.0				
Tillage - fodder	1.2	1.1	1.1	1.1				
Grassland								
Grazing, hay and silage	102.4	104.8	104.0	106.8				
Fallow and land let	1.2	0.6	0.8	0.5				
Rough grazing								
Effective	26.7	26.7	18.9	31.7				
Utilisable agricultural area (Effective ha.)	132.9	134.4	126.3	141.6				
Woods, roads and buildings	4.7	4.8	4.5	5.3				
TOTAL AREA (Actual ha.)	147.1	139.2	138.6	146.9				
effective forage area	136.4	140.0	131.6	147.7				
Bare land and forage hired in	6.3	7.6	7.7	8.2				
CROP PERFORMANCE *								
- Yields (tonnes per hectare)	t/ha	n	t/ha	n	t/ha	n	t/ha	n
Wheat	-	3	-	2	-	3	-	3
Barley	5.6	20	6.1	19	5.8	17	6.2	21
Oilseed Rape	-	0	-	0	-	0	-	0
Potatoes	-	0	-	0	-	1	-	0
Sugar Beet	-	0	-	0	-	0	-	0
- Prices (£ per tonne)*	£/t	n	£/t	n	£/t	n	£/t	n
Wheat	-	3	-	2	-	3	-	3
Barley	83	20	143	19	84	17	143	21
Oilseed Rape	-	0	-	0	-	0	-	0
Potatoes	-	0	-	0	-	1	-	0
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>			
	2009/10		2010/11		2009/10		2010/11	
	LU	No's	LU	No's	LU	No's	LU	No's
Dairy cows	0.8	1	0.9	1	0.9	1	0.9	1
Beef cows	25.0	33	25.3	34	27.2	36	26.5	35
Other cattle	35.8	68	35.2	68	39.0	75	41.1	78
Breeding sheep	49.7	620	50.2	626	42.0	525	50.2	627
Other sheep	20.3	440	20.0	431	17.7	385	21.8	473
Pigs	0.0	0	0.0	0	0.0	0	0.0	0
Poultry	0.4	27	0.4	26	0.5	33	0.4	22
Other livestock	0.0	0	0.0	0	0.0	0	0.0	0
TOTAL (L.U.)	132.1		132.0		127.3		140.9	

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	-	1	-	1	-	1	-	2
- Prices (£ per head)*	£/head	n	£/head	n	£/head	n	£/head	n
Dairy cows	-	1	-	1	-	1	-	2
Dairy calves	-	1	-	1	-	1	-	1
Dairy heifers in calf	-	0	-	1	-	0	-	1
Beef heifers in calf	-	1	-	1	-	1	-	1
Finished cattle	862	18	1192	22	904	19	1142	26
Beef store cattle 1-2 yrs	668	26	651	24	685	24	652	27
Beef stores <1 yr	327	11	415	12	338	12	398	14
Ewes	79	11	81	11	77	11	81	14
Ewe hoggs	87	5	92	11	-	4	92	11
Finished lambs	56	40	63	40	56	37	63	46
Store lambs	51	13	49	19	48	12	50	22
Finished Pigs	-	0	-	0	-	0	-	0
- Prices (pence per unit)*	p/unit	n	p/unit	n	p/unit	n	p/unit	n
Milk (pence per litre)	-	1	-	1	-	1	-	2
Wool (pence per kg)	33	39	44	39	36	36	45	45
Eggs (pence per dozen)	-	1	-	1	-	1	-	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>			
	2009/10		2010/11		2009/10		2010/11	
	LU	No's	LU	No's	LU	No's	LU	No's
Dairy cows	0.5	0	0.4	0	0.5	1	0.6	1
Beef cows	24.3	32	23.9	32	23.3	31	23.5	31
Other cattle	34.9	68	35.3	69	34.2	66	34.6	67
Breeding sheep	52.0	650	52.0	650	48.3	603	55.7	697
Other sheep	21.0	457	21.9	478	20.5	445	23.7	520
Pigs	0.0	0	0.0	0	0.4	2	0.0	0
Poultry	0.0	0	0.0	0	0.0	0	0.0	0
Other livestock	0.0	1	0.0	0	0.0	1	0.0	1
TOTAL (L.U.)	132.7		133.6		127.2		138.2	

STOCKING RATES

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

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

LIVESTOCK PERFORMANCE

- Yield*	litres	n	litres	n	litres	n	litres	n
Milk yield/cow	-	1	-	1	-	2	2586	5
- Prices (£ per head)*	£/head	n	£/head	n	£/head	n	£/head	n
Dairy cows	-	1	-	1	-	2	742	7
Dairy calves	-	1	-	1	-	2	91	5
Dairy heifers in calf	-	1	-	0	-	0	-	0
Beef heifers in calf	-	4	-	2	1062	7	-	3
Finished cattle	871	38	864	37	893	35	897	44
Beef store cattle 1-2 yrs	704	42	678	40	723	38	668	47
Beef stores <1 yr	417	20	431	21	394	25	427	26
Ewes	82	35	83	32	76	37	82	35
Ewe hoggs	60	33	70	28	64	30	70	33
Finished lambs	57	43	61	43	59	40	61	50
Store lambs	41	41	47	34	43	39	46	41
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	-	2	19	5
Wool (pence per kg)	30	43	44	43	30	39	44	50
Eggs (pence per dozen)	-	0	-	0	-	0	-	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>			
		2009/10		2010/11		2009/10		2010/11	
Sample number		26		26		31		38	
Average farm size (UAA)		107		107		112		123	
Business size (ESU)		22		21		21		29	
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	3	0
	net quota	0	0	0	0	0	0	0	0
	valuation change	0	0	0	0	0	0	0	0
Other cattle	output	27114	252	28229	263	25208	225	31375	255
	valuation change	1421	13	-2175	-20	3484	31	-2584	-21
Sheep -	total output	9239	86	10696	100	10510	94	14606	119
	valuation change	749	7	1338	12	602	5	669	5
Other livestock		171	2	29	0	144	1	16271	132
Arable crops	output	726	7	664	6	551	5	2585	21
	protein/energy support	0	0	0	0	0	0	0	0
By products forage and cults		1083	10	1234	11	2161	19	2977	24
Miscellaneous (incl. farmhouse benefit value)		15324	143	10384	97	10717	96	11235	91
	- organic grants	902	8	766	7	966	9	834	7
	- other agri-env.payments	15098	141	15587	145	13266	118	19593	159
	- single farm payment	22991	214	22010	205	24349	217	25268	205
	FARM REVENUE	94819	883	88764	826	91957	820	122831	998
INPUTS									
Feeds	purchased concentrates	2838	26	2726	25	2369	21	14769	120
	homegrown concentrates	830	8	664	6	464	4	1499	12
Purchased fodder, Tack and stock keep		795	7	1542	14	594	5	1418	12
Veterinary and medicines		1795	17	1748	16	1961	17	1844	15
Other livestock costs		5725	53	5563	52	5241	47	6428	52
Seeds -	purchased and homegrown	1102	10	997	9	1479	13	1568	13
Fertilisers		502	5	287	3	616	5	595	5
Crop protection		77	1	51	0	68	1	82	1
Other crop costs		543	5	375	3	599	5	624	5
Labour	paid incl. paid management	3594	33	3919	36	3711	33	5918	48
	casual	1166	11	1017	9	802	7	1104	9
Machinery	contract	4770	44	4994	47	5490	49	5871	48
	repairs	3478	32	3455	32	3630	32	4868	40
	fuels	3257	30	3163	29	3435	31	3885	32
General farming costs		10777	100	11037	103	11262	100	12899	105
Land expenses		4814	45	4643	43	3643	32	7096	58
Rent		3764	35	3579	33	4584	41	5283	43
	FARM EXPENSES	49829	464	49759	463	49948	445	75752	616
Excess of revenue over expenses		44990	419	39005	363	42009	374	47079	383
Notional inputs									
	- rental value/imputed rent	12503	116	13331	124	11809	105	17108	139
	- unpaid labour	2206	21	2907	27	2115	19	3510	29
	- machinery depreciation	7014	65	7136	66	8260	74	9028	73
		21723	202	23374	218	22185	198	29646	241
NET FARM INCOME (excl. BLSA)		23267	217	15631	146	19825	177	17433	142
NET FARM INCOME (incl. BLSA)		26492	247	16257	151	22967	205	18496	150

Table A6.1 LOWLAND CATTLE AND SHEEP RESULTS**CONVENTIONAL****OUTPUTS AND INPUTS**

		<i>Identical sample</i>				<i>Full sample</i>			
		2009/10		2010/11		2009/10		2010/11	
Sample number		148		148		203		215	
Average farm size (UAA)		92		93		99		104	
Business size (ESU)		22		21		21		26	
OUTPUTS		£/farm	£/ha	£/farm	£/ha	£/farm	£/ha	£/farm	£/ha
Dairy -	milk output	387	4	0	0	124	1	52	0
	cattle	1913	21	8	0	609	6	113	1
	net quota	0	0	0	0	0	0	0	0
	valuation change	-1823	-20	0	0	-580	-6	-120	-1
Other cattle	output	27410	297	30160	325	22958	232	28776	277
	valuation change	2788	30	-2999	-32	3606	36	-223	-2
Sheep -	total output	9776	106	11713	126	11767	119	15504	149
	valuation change	1191	13	188	2	1982	20	545	5
Other livestock		825	9	906	10	716	7	6767	65
Arable crops	output	799	9	1580	17	877	9	3569	34
	protein/energy support	0	0	0	0	0	0	5	0
By products forage and cults		1890	20	3180	34	4519	46	4356	42
Miscellaneous (incl. farmhouse benefit value)		9380	102	11138	120	12704	128	14119	136
	- organic grants	0	0	0	0	0	0	0	0
	- other agri-env.payments	3769	41	4238	46	4756	48	5465	53
	- single payment scheme	18819	204	17742	191	18970	192	19677	190
	FARM REVENUE	77124	835	77856	840	83008	838	98605	951
INPUTS									
Feeds	purchased concentrates	5468	59	5982	65	5879	59	9044	87
	homegrown concentrates	700	8	805	9	841	8	1529	15
Purchased fodder, Tack and stock keep		708	8	623	7	650	7	910	9
Veterinary and medicines		1924	21	1967	21	2147	22	2353	23
Other livestock costs		5221	57	5047	54	5128	52	6482	62
Seeds -	purchased and homegrown	612	7	427	5	522	5	728	7
Fertilisers		2652	29	2853	31	2418	24	3870	37
Crop protection		375	4	358	4	449	5	738	7
Other crop costs		401	4	343	4	466	5	599	6
Labour	paid incl. paid management	3040	33	2998	32	4515	46	6020	58
	casual	881	10	733	8	933	9	1200	12
Machinery	contract	4431	48	4320	47	4167	42	4551	44
	repairs	3385	37	3563	38	3377	34	4563	44
	fuels	3135	34	3325	36	3145	32	4055	39
General farming costs		8963	97	8526	92	9206	93	10371	100
Land expenses		2497	27	2996	32	2577	26	3389	33
Rent		3109	34	3128	34	3214	32	4293	41
	FARM EXPENSES	47503	515	47995	518	49633	501	64695	624
Excess of revenue over expenses		29621	321	29861	322	33375	337	33910	327
Notional inputs									
	- rental value/imputed rent	10364	112	10812	117	11227	113	11672	113
	- unpaid labour	2202	24	2485	27	3066	31	2937	28
	- machinery depreciation	6815	74	7058	76	6687	68	8712	84
		19381	210	20355	220	20980	212	23321	225
NET FARM INCOME (excl. BLSA)		10241	111	9506	103	12394	125	10589	102
NET FARM INCOME (incl. BLSA)		13141	142	10412	112	15924	161	11787	114

**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>			
	2009/10		2010/11		2009/10		2010/11	
	£/farm	£/ha	£/farm	£/ha	£/farm	£/ha	£/farm	£/ha
NET FARM INCOME (excl. BLSA)	23267	217	15631	146	19825	177	17433	142
plus unpaid labour (excludes farmer and spouse)	2206	21	2907	27	2115	19	3510	29
plus imputed rent and rental value	12187	113	12925	120	11638	104	16711	136
plus semi-integrated non-agric activities output	0	0	0	0	0	0	0	0
minus imputed rent on farmhouse & farm cottages	192	2	192	2	161	1	132	1
minus insurance repairs & net interest payments	1838	17	2253	21	2241	20	3128	25
minus build & works depreciation	2751	26	3295	31	2621	23	4834	39
minus non-agric activity and director costs	0	0	0	0	0	0	619	5
FARM BUSINESS INCOME	32879	306	25723	240	28554	255	28942	235
LABOUR USE AND LABOUR INCOMES								
Annual Labour Units per farm	1.4		1.4		1.4		1.6	
of which farmer & spouse	1.0		1.0		1.0		1.1	
of which paid family labour	0.1		0.1		0.0		0.0	
of which unpaid labour	0.1		0.2		0.1		0.2	
Notional value of farmer/spouse labour	17452		17914		17739		19893	
Value of paid family labour	1002		1141		840		904	
Labour income per Annual Labour Unit	17146		12190		14465		12299	
Family labour income per Family Work Unit	17555		10054		13450		9471	
Value of paid managerial input	0		0		0		0	
TENANT'S CAPITAL								
Machinery	36958	344	39587	369	41965	374	48828	397
Livestock	60800	566	63558	592	58083	518	74493	605
Crops	3450	32	3071	29	3795	34	5205	42
Stores	626	6	977	9	737	7	1795	15
TOTAL	101835	948	107192	998	104581	932	130321	1059
ASSETS								
	Opening Value	Closing Value	Opening Value	Closing Value	Opening Value	Closing Value	Opening Value	Closing Value
Land and Property	916606	946169	946169	1020568	911226	943159	1003530	1066556
Buildings, improvements and fixtures	24664	26915	27771	34733	23717	24999	39421	43203
Machinery	35737	38180	38180	40994	40025	43906	46939	50717
Livestock	58100	63500	63666	63450	54467	61698	74587	74399
Produce and goods in store	8073	7431	7431	7837	8249	8631	9851	9635
Quotas and single payment asset value	26323	29987	29987	28128	28729	33025	33439	32114
Credit balances	26408	21618	21618	22457	23806	20215	26062	28778
TOTAL	1095911	1133799	1134822	1218167	1090220	1135634	1233828	1305402
EXTERNAL LIABILITIES								
Long and medium term loans	42374	42288	42288	47177	42385	45309	64245	85676
Short term loans	5829	7424	7424	8471	7058	8263	10160	12398
Overdrafts	8706	15721	15721	14350	11666	19638	18438	13537
TOTAL	56909	65433	65433	69998	61108	73211	92844	111610
NET WORTH	1039002	1068366	1069389	1148169	1029111	1062423	1140984	1193792
RETURNS TO CAPITAL								
Owner Equity (%)	94.2		94.3		93.6		91.5	
FBI/Net worth (%)	3.2		2.4		2.8		2.5	
Management and Investment Income	9039		-1657		5227		-1397	
Return on tenant's capital (%)	8.9		-1.5		5.0		-1.1	
Return on all capital (%)	0.8		-0.1		0.5		-0.1	

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>			
	2009/10		2010/11		2009/10		2010/11	
	£/farm	£/ha	£/farm	£/ha	£/farm	£/ha	£/farm	£/ha
NET FARM INCOME (excl. BLSA)	10241	111	9506	103	12394	125	10589	102
plus unpaid labour (excludes farmer and spouse)	2202	24	2485	27	3066	31	2937	28
plus imputed rent and rental value	10207	111	10641	115	11049	112	11431	110
plus semi-integrated non-agric activities output	979	11	0	0	582	6	0	0
minus imputed rent on farmhouse & farm cottages	285	3	264	3	203	2	295	3
minus insurance repairs & net interest payments	1458	16	1408	15	1729	17	1927	19
minus build & works depreciation	1873	20	2050	22	2621	26	2477	24
minus non-agric activity and director costs	512	6	0	0	304	3	145	1
FARM BUSINESS INCOME	19500	211	18910	204	22233	225	20113	194
LABOUR USE AND LABOUR INCOMES								
Annual Labour Units per farm	1.4		1.4		1.4		1.6	
of which farmer & spouse	1.1		1.0		1.0		1.1	
of which paid family labour	0.1		0.0		0.0		0.1	
of which unpaid labour	0.1		0.1		0.2		0.2	
Notional value of farmer/spouse labour	19344		19855		17428		20518	
Value of paid family labour	1281		763		254		1496	
Labour income per Annual Labour Unit	7225		6846		10154		8117	
Family labour income per Family Work Unit	4629		3581		6530		3854	
Value of paid managerial input	0		3		0		3	
TENANT'S CAPITAL								
Machinery	35768	387	36614	395	34776	351	44409	428
Livestock	61541	667	63298	683	61883	625	72603	700
Crops	4289	46	4369	47	4879	49	5655	55
Stores	2857	31	3021	33	2405	24	4503	43
TOTAL	104455	1132	107302	1158	103943	1050	127171	1226
ASSETS								
	Opening Value	Closing Value	Opening Value	Closing Value	Opening Value	Closing Value	Opening Value	Closing Value
Land and Property	647677	670928	670006	703539	621042	645435	694365	739551
Buildings, improvements and fixtures	14894	17718	18875	19322	23106	25058	20990	24033
Machinery	34423	37112	37138	36090	33309	36244	44434	44385
Livestock	59037	64045	64209	62387	57629	66137	71952	73255
Produce and goods in store	11881	10035	10031	9795	10135	9881	12319	13101
Quotas and single payment asset value	20172	22752	22752	21744	21460	24301	25955	24889
Credit balances	23458	26317	26221	32309	20971	24621	25579	27747
TOTAL	811542	848908	849231	885184	787652	831677	895594	946960
EXTERNAL LIABILITIES								
Long and medium term loans	23476	21173	21173	18288	21236	19777	24673	33482
Short term loans	7429	9536	9527	8500	7341	10231	12026	10478
Overdrafts	7137	9299	9266	6894	11901	14228	14024	12311
TOTAL	38042	40009	39966	33682	40478	44236	50722	56272
NET WORTH	773500	808899	809265	851502	747174	787441	844872	890688
RETURNS TO CAPITAL								
Owner Equity (%)	95.3		96.2		94.7		94.1	
FBI/Net worth (%)	2.5		2.3		3.0		2.4	
Management and Investment Income	-6203		-9440		-1504		-8727	
Return on tenant's capital (%)	-5.9		-8.8		-1.4		-6.9	
Return on all capital (%)	-0.8		-1.1		-0.2		-1.0	

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>					
		2009/10	2010/11	2009/10	2010/11				
Tillage - maincrops	Wheat	0.0	0.0	0.0	0.2				
	Barley	0.2	0.4	0.2	1.5				
	Other cereals	1.1	0.9	0.7	1.5				
	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	1.4	1.3	0.9	3.2				
	Set-aside	0.0	0.0	0.0	0.0				
Tillage - fodder		3.3	2.9	4.5	3.1				
Grassland	Grazing, hay and silage	101.0	101.5	104.1	111.8				
Fallow and land let		1.3	1.4	1.9	3.2				
Rough grazing	Effective	0.2	0.2	0.2	1.3				
Utilisable agricultural area (Effective ha.)		107.4	107.4	112.2	123.0				
Woods, roads and buildings		18.4	18.4	15.6	14.5				
TOTAL AREA (Actual ha.)		125.8	125.8	127.8	137.5				
effective forage area		106.8	106.8	111.4	120.4				
Bare land and forage hired in		2.4	2.2	2.6	4.2				
CROP PERFORMANCE *									
- Yields (tonnes per hectare)		t/ha	n	t/ha	n	t/ha	n	t/ha	n
Wheat		-	0	-	0	-	0	-	1
Barley		-	1	-	1	-	1	-	4
Oilseed Rape		-	0	-	0	-	0	-	0
Potatoes		-	0	-	0	-	0	-	0
Sugar Beet		-	0	-	0	-	0	-	0
- Prices (£ per tonne)*		£/t	n	£/t	n	£/t	n	£/t	n
Wheat		-	0	-	0	-	0	-	1
Barley		-	1	-	1	-	1	-	4
Oilseed Rape		-	0	-	0	-	0	-	0
Potatoes		-	0	-	0	-	0	-	0
Sugar Beet		-	0	-	0	-	0	-	0

* Yield and price data is implied

Table 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>					
	2009/10	2010/11	2009/10	2010/11				
Tillage - maincrops								
Wheat	0.1	0.2	0.2	0.8				
Barley	1.5	1.4	1.6	2.5				
Other cereals	0.2	0.2	0.3	0.4				
Oil seed rape	0.0	0.0	0.0	0.1				
Linseed	0.0	0.0	0.0	0.0				
Peas/Beans	0.0	0.0	0.0	0.1				
Potatoes	0.0	0.0	0.0	0.0				
Sugarbeet	0.0	0.0	0.0	0.0				
Horticulture	0.0	0.0	0.0	0.0				
Other crops	0.0	0.0	0.0	0.0				
Total cropping	1.8	1.8	2.0	3.9				
Set-aside	0.0	0.0	0.0	0.0				
Tillage - fodder	2.3	1.1	1.7	2.4				
Grassland								
Grazing, hay and silage	82.1	83.0	86.5	89.9				
Fallow and land let	5.0	5.9	7.8	5.7				
Rough grazing								
Effective	0.6	0.6	0.3	1.3				
Utilisable agricultural area (Effective ha.)	92.3	92.7	99.0	103.7				
Woods, roads and buildings	6.1	5.3	6.0	5.3				
TOTAL AREA (Actual ha.)	98.6	97.9	105.1	109.0				
effective forage area	86.8	86.4	91.0	95.9				
Bare land and forage hired in	1.8	1.8	4.5	2.3				
CROP PERFORMANCE *								
- Yields (tonnes per hectare)	t/ha	n	t/ha	n	t/ha	n	t/ha	n
Wheat	-	4	-	4	6.2	6	7.1	11
Barley	5.7	17	5.8	17	5.9	18	5.7	26
Oilseed Rape	-	0	-	0	-	0	-	1
Potatoes	-	0	-	0	-	0	-	0
Sugar Beet	-	0	-	0	-	0	-	0
- Prices (£ per tonne)*	£/t	n	£/t	n	£/t	n	£/t	n
Wheat	-	4	-	4	84	6	151	11
Barley	81	17	141	17	81	18	139	26
Oilseed Rape	-	0	-	0	-	0	-	1
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>			
	2009/10		2010/11		2009/10		2010/11	
	LU	No's	LU	No's	LU	No's	LU	No's
Dairy cows	0.0	0	0.0	0	0.0	0	0.0	0
Beef cows	24.6	33	24.8	33	22.9	31	25.1	33
Other cattle	43.2	79	39.6	74	44.7	78	45.9	81
Breeding sheep	14.6	139	16.1	154	15.3	146	19.9	189
Other sheep	5.7	123	6.1	129	6.4	139	8.9	199
Pigs	0.0	0	0.0	0	0.0	0	0.3	2
Poultry	0.0	14	0.0	0	0.0	12	12.0	968
Other livestock	0.0	1	0.0	1	0.0	1	0.0	1
TOTAL (L.U.)	88.2		86.7		89.3		112.1	

STOCKING RATES

Stocking rate (LU per eff.ha)	0.8	0.8	0.8	0.9
GLU/forage effective hectare*	0.8	0.8	0.8	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	-	2	-	0	-	2
Finished cattle	878	19	861	19	878	21	849	26
Beef store cattle 1-2 yrs	590	12	629	12	586	13	630	16
Beef stores <1 yr	452	5	310	5	440	6	413	7
Ewes	-	4	-	4	71	6	-	4
Ewe hogs	-	1	-	1	-	1	-	2
Finished lambs	67	18	70	17	66	20	71	22
Store lambs	-	4	-	2	46	6	-	2
Finished Pigs	-	0	-	0	-	0	-	0
- Prices (pence per unit)*	p/unit	n	p/unit	n	p/unit	n	p/unit	n
Milk (pence per litre)	-	0	-	0	-	0	-	0
Wool (pence per kg)	33	15	50	15	31	15	50	19
Eggs (pence per dozen)	-	1	-	0	-	1	-	3

* 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>			
	2009/10		2010/11		2009/10		2010/11	
	LU	No's	LU	No's	LU	No's	LU	No's
Dairy cows	0.3	0	0.0	0	0.1	0	0.1	0
Beef cows	20.6	27	20.1	27	16.9	23	21.8	29
Other cattle	41.5	76	39.7	72	37.4	67	41.9	76
Breeding sheep	16.6	157	16.8	160	21.0	203	21.8	208
Other sheep	5.7	123	5.6	119	8.0	158	7.4	154
Pigs	0.7	6	0.8	7	1.1	10	0.8	30
Poultry	0.2	14	0.2	13	0.1	8	3.4	248
Other livestock	0.0	4	0.0	0	0.0	2	0.0	5
TOTAL (L.U.)	85.5		83.3		84.6		97.2	

STOCKING RATES

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

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

LIVESTOCK PERFORMANCE

- Yield*	litres	n	litres	n	litres	n	litres	n
Milk yield/cow	5828	5	-	0	-	2	-	2
- Prices (£ per head)*	£/head	n	£/head	n	£/head	n	£/head	n
Dairy cows	1218	6	-	0	-	2	-	1
Dairy calves	-	0	-	0	-	0	-	0
Dairy heifers in calf	1202	6	-	1	-	2	-	2
Beef heifers in calf	-	0	-	4	-	0	-	4
Finished cattle	813	26	851	25	835	28	864	37
Beef store cattle 1-2 yrs	602	26	769	26	646	28	751	34
Beef stores <1 yr	527	22	451	17	378	27	437	23
Ewes	67	14	78	11	68	16	86	16
Ewe hoggs	-	3	105	7	73	9	101	11
Finished lambs	63	23	71	23	64	30	72	37
Store lambs	47	18	58	14	48	23	54	22
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	-	0	-	2	-	2
Wool (pence per kg)	37	23	51	23	36	30	51	37
Eggs (pence per dozen)	-	3	-	3	183	5	123	5

* Yield and price data is implied

Table A7.1 MIXED FARM RESULTS
OUTPUTS AND INPUTS

ORGANIC

		<i>Identical sample</i>				<i>Full sample</i>			
		2009/10		2010/11		2009/10		2010/11	
		£/farm	£/ha	£/farm	£/ha	£/farm	£/ha	£/farm	£/ha
Sample number		10		10		21		22	
Average farm size (UAA)		253		243		203		198	
Business size (ESU)		90		86		89		87	
OUTPUTS									
Dairy -	milk output	22530	89	20563	85	19444	96	9347	47
	cattle	-480	-2	970	4	122	1	441	2
	net quota	0	0	0	0	0	0	0	0
	valuation change	249	1	-106	0	66	0	-48	0
Other cattle	output	55393	219	61662	254	43374	214	56935	287
	valuation change	9674	38	-1570	-6	6730	33	-3748	-19
Sheep -	total output	7911	31	7338	30	22867	113	14845	75
	valuation change	-23	0	539	2	1024	5	811	4
Other livestock		5990	24	4958	20	47442	234	37416	189
Arable crops	output	41722	165	46620	192	44274	218	48081	243
	protein/energy support	311	1	304	1	373	2	163	1
By products forage and cults		8712	34	9182	38	6325	31	5065	26
Miscellaneous (incl. farmhouse benefit value)		23743	94	25291	104	19666	97	25473	129
	- organic grants	858	3	575	2	571	3	262	1
	- other agri-env.payments	23743	94	18503	76	21781	107	25043	126
	- subsidy/single farm payment	54871	217	50346	207	46464	229	41227	208
	FARM REVENUE	255204	1007	245175	1008	280524	1383	261310	1319
INPUTS									
Feeds	purchased concentrates	13150	52	12578	52	38443	190	31359	158
	homegrown concentrates	6012	24	4756	20	5355	26	3996	20
Purchased fodder, Tack and stock keep		520	2	566	2	2022	10	1189	6
Veterinary and medicines		3965	16	4272	18	3741	18	4512	23
Other livestock costs		16699	66	17435	72	17059	84	16910	85
Seeds -	purchased and homegrown	7123	28	7027	29	7104	35	7319	37
Fertilisers		5743	23	6353	26	4463	22	3043	15
Crop protection		2240	9	1993	8	1348	7	1128	6
Other crop costs		3407	13	2843	12	4313	21	3339	17
Labour	paid incl. paid management	24267	96	23266	96	26271	130	22510	114
	casual	2541	10	1736	7	3780	19	2670	13
Machinery	contract	10911	43	11322	47	17212	85	12755	64
	repairs	12622	50	13104	54	11674	58	11051	56
	fuels	10993	43	11462	47	10641	52	10241	52
General farming costs		19557	77	18704	77	19027	94	19883	100
Land expenses		5616	22	7108	29	8054	40	6952	35
Rent		21168	84	20379	84	18593	92	12951	65
	FARM EXPENSES	166533	657	164903	678	199099	982	171806	867
Excess of revenue over expenses		88671	350	80272	330	81425	402	89504	452
Notional inputs									
	- rental value/imputed rent	18110	71	18572	76	16125	80	26551	134
	- unpaid labour	8478	33	8890	37	4445	22	6271	32
	- machinery depreciation	18794	74	18473	76	17016	84	18573	94
		45382	179	45934	189	37586	185	51395	259
NET FARM INCOME (excl. BLSA)		43289	171	34337	141	43839	216	38110	192
NET FARM INCOME (incl. BLSA)		50142	198	32262	133	48384	239	38340	194

Table A7.1 MIXED FARM RESULTS
OUTPUTS AND INPUTS

		CONVENTIONAL							
		<i>Identical sample</i>				<i>Full sample</i>			
		2009/10		2010/11		2009/10		2010/11	
Sample number		43		43		95		101	
Average farm size (UAA)		210		208		166		173	
Business size (ESU)		83		80		82		82	
OUTPUTS		£/farm	£/ha	£/farm	£/ha	£/farm	£/ha	£/farm	£/ha
Dairy -	milk output	0	0	0	0	13684	82	15190	88
	cattle	233	1	0	0	-1228	-7	1941	11
	net quota	0	0	0	0	0	0	0	0
	valuation change	-253	-1	0	0	-307	-2	-3920	-23
Other cattle	output	66402	317	82394	397	44453	267	51526	297
	valuation change	7344	35	-12879	-62	6647	40	-2075	-12
Sheep -	total output	19103	91	23650	114	16374	98	16059	93
	valuation change	2085	10	1472	7	2784	17	666	4
Other livestock		3467	17	3826	18	37151	223	22043	127
Arable crops	output	38614	184	59582	287	33226	200	59565	343
	protein/energy support	48	0	167	0	98	1	37	0
By products forage and cults		15741	75	17714	85	11127	67	13296	77
Miscellaneous (incl. farmhouse benefit value)		25731	123	27688	133	23623	142	24249	140
	- organic grants	0	0	0	0	0	0	0	0
	- other agri-env. payments	11421	54	10481	50	9513	57	7923	46
	- single payment scheme	50354	240	46492	225	38586	231	38451	221
	FARM REVENUE	240289	1146	260587	1255	235733	1417	244951	1412
INPUTS									
Feeds	purchased concentrates	17918	85	17352	84	29960	180	26572	153
	homegrown concentrates	13006	62	17187	83	10136	61	12412	72
Purchased fodder, Tack and stock keep		1707	8	2291	11	1183	7	1254	7
Veterinary and medicines		3608	17	3883	19	4657	28	4020	23
Other livestock costs		11040	53	14366	69	12311	74	13667	79
Seeds -	purchased and homegrown	4772	23	4744	23	4152	25	4516	26
Fertilisers		16638	79	15307	74	14535	87	13532	78
Crop protection		8865	42	8362	40	7485	45	7617	44
Other crop costs		2625	13	2914	14	3412	21	2845	16
Labour	paid incl. paid management	12393	59	16864	81	14905	90	16112	93
	casual	6657	32	4368	21	4060	24	2884	17
Machinery	contract	9123	44	10828	52	12003	72	9514	55
	repairs	8210	39	11189	54	8440	51	10536	61
	fuels	8539	41	10678	51	8198	49	9797	56
General farming costs		17394	83	18067	87	16774	101	16609	96
Land expenses		5992	29	7107	34	6045	36	6007	35
Rent		11929	57	10112	49	8322	50	11350	65
	FARM EXPENSES	160416	765	175619	846	166578	1001	169243	975
Excess of revenue over expenses		79873	381	84969	409	69155	416	75708	436
Notional inputs									
	- rental value/imputed rent	22851	109	23956	115	19870	119	18888	109
	- unpaid labour	8420	40	8061	39	7560	45	8091	47
	- machinery depreciation	18644	89	18632	90	17353	104	18798	108
		49916	238	50649	244	44783	269	45777	264
NET FARM INCOME (excl. BLSA)		29958	143	34319	165	24372	146	29931	173
NET FARM INCOME (incl. BLSA)		33720	161	35110	169	28862	173	30384	175

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

INCOME MEASURES	<i>Identical sample</i>				<i>Full sample</i>			
	2009/10		2010/11		2009/10		2010/11	
	£/farm	£/ha	£/farm	£/ha	£/farm	£/ha	£/farm	£/ha
NET FARM INCOME (excl. BLSA)	43289	171	34337	141	43839	216	38110	192
plus unpaid labour (excludes farmer and spouse)	8478	33	8890	37	4445	22	6271	32
plus imputed rent and rental value	18086	71	18317	75	16015	79	26191	132
plus semi-integrated non-agric activities output	0	0	0	0	0	0	0	0
minus imputed rent on farmhouse & farm cottages	1308	5	1308	5	908	4	734	4
minus insurance repairs & net interest payments	7359	29	6513	27	5995	30	10032	51
minus build & works depreciation	6683	26	6749	28	6298	31	9278	47
minus non-agric activity and director costs	0	0	0	0	0	0	0	0
FARM BUSINESS INCOME	54503	215	46975	193	51097	252	50526	255
LABOUR USE AND LABOUR INCOMES								
Annual Labour Units per farm	2.9		2.7		2.7		2.7	
of which farmer & spouse	1.1		1.1		1.1		1.3	
of which paid family labour	0.1		0.2		0.0		0.2	
of which unpaid labour	0.4		0.4		0.2		0.3	
Notional value of farmer/spouse labour	20466		20575		19610		22593	
Value of paid family labour	812		2806		386		3548	
Labour income per Annual Labour Unit	21043		18166		22921		19101	
Family labour income per Family Work Unit	21672		13922		25236		16904	
Value of paid managerial input	0		0		584		625	
TENANT'S CAPITAL								
Machinery	101006	399	113430	467	83953	414	105169	531
Livestock	145286	573	148642	611	141928	700	152449	770
Crops	46353	183	48247	198	30520	151	29487	149
Stores	9428	37	11301	46	6927	34	9241	47
TOTAL	302073	1192	321621	1323	263328	1299	296347	1496
ASSETS								
	Opening Value	Closing Value	Opening Value	Closing Value	Opening Value	Closing Value	Opening Value	Closing Value
Land and Property	795949	840216	840216	889582	726442	754000	1290612	1363833
Buildings, improvements and fixtures	51643	60605	60605	61601	52814	58146	61193	82807
Machinery	98291	103722	103897	122964	81472	86433	99501	110838
Livestock	137076	153496	150271	147014	135016	148839	153955	150943
Produce and goods in store	63199	65042	65319	87883	40851	49972	43419	54142
Quotas and single payment asset value	57793	63645	63645	59046	48740	53765	53285	50790
Credit balances	54310	46491	46491	45515	45922	36409	37718	49865
TOTAL	1258261	1333217	1330444	1413604	1131256	1187564	1739684	1863217
EXTERNAL LIABILITIES								
Long and medium term loans	120371	126477	126477	126241	91635	93765	168094	185243
Short term loans	37190	28606	28606	35113	29694	33966	45412	40180
Overdrafts	39674	41237	41206	30063	37854	32567	63471	62922
TOTAL	197235	196319	196288	191418	159182	160298	276977	288345
NET WORTH	1061026	1136897	1134155	1222186	972074	1027266	1462706	1574872
RETURNS TO CAPITAL								
Owner Equity (%)	85.3		86.5		86.5		84.5	
FBI/Net worth (%)	5.1		4.1		5.3		3.5	
Management and Investment Income	29676		11687		29358		16372	
Return on tenant's capital (%)	9.8		3.6		11.1		5.5	
Return on all capital (%)	2.4		0.9		2.6		0.9	

Table A7.2 MIXED FARM RESULTS

CONVENTIONAL

INCOME MEASURES AND RETURNS TO LABOUR & CAPITAL

INCOME MEASURES	<i>Identical sample</i>				<i>Full sample</i>			
	2009/10		2010/11		2009/10		2010/11	
	£/farm	£/ha	£/farm	£/ha	£/farm	£/ha	£/farm	£/ha
NET FARM INCOME (excl. BLSA)	29958	143	34319	165	24372	146	29931	173
plus unpaid labour (excludes farmer and spouse)	8420	40	8061	39	7560	45	8091	47
plus imputed rent and rental value	22450	107	23644	114	19492	117	18651	107
plus semi-integrated non-agric activities output	33	0	0	0	15	0	0	0
minus imputed rent on farmhouse & farm cottages	419	2	443	2	594	4	705	4
minus insurance repairs & net interest payments	4071	19	3662	18	3291	20	3711	21
minus build & works depreciation	7285	35	7369	35	7123	43	5749	33
minus non-agric activity and director costs	58	0	0	0	174	1	484	3
FARM BUSINESS INCOME	49028	234	54550	263	40257	242	46023	265
LABOUR USE AND LABOUR INCOMES								
Annual Labour Units per farm	2.9		2.8		2.6		2.5	
of which farmer & spouse	1.3		1.2		1.2		1.2	
of which paid family labour	0.1		0.1		0.0		0.1	
of which unpaid labour	0.5		0.5		0.4		0.4	
Notional value of farmer/spouse labour	23684		22772		21747		21419	
Value of paid family labour	882		1239		538		1348	
Labour income per Annual Labour Unit	14483		17189		13992		16365	
Family labour income per Family Work Unit	11054		14850		8347		12793	
Value of paid managerial input	0		0		23		0	
TENANT'S CAPITAL								
Machinery	100028	477	105738	509	93117	560	104371	602
Livestock	122449	584	123153	593	114565	689	109727	632
Crops	23448	112	26365	127	20933	126	29553	170
Stores	18003	86	16854	81	17285	104	16460	95
TOTAL	263928	1259	272111	1311	245900	1478	260111	1499
ASSETS								
	Opening Value	Closing Value	Opening Value	Closing Value	Opening Value	Closing Value	Opening Value	Closing Value
Land and Property	1114705	1174537	1174537	1277572	867754	910737	976030	1072427
Buildings, improvements and fixtures	67547	68358	68358	69301	56052	61863	52100	52472
Machinery	98146	101911	101911	109564	89375	96858	100454	108289
Livestock	115980	128918	128460	117847	106942	122189	111787	107666
Produce and goods in store	51109	40645	40957	60335	44515	39625	44530	59186
Quotas and single payment asset value	54439	60466	60466	55130	39517	44540	49726	46930
Credit balances	27486	34175	34026	40505	30779	39979	46510	43414
TOTAL	1529410	1609012	1608716	1730256	1234935	1315791	1381136	1490385
EXTERNAL LIABILITIES								
Long and medium term loans	28113	34510	35388	57607	42112	43890	45294	79268
Short term loans	25359	19041	18136	16281	25149	27950	27635	26593
Overdrafts	43956	42690	42690	24754	31742	31192	33300	26959
TOTAL	97428	96241	96214	98642	99002	103031	106229	132820
NET WORTH	1431982	1512771	1512502	1631614	1135932	1212760	1274907	1357565
RETURNS TO CAPITAL								
Owner Equity (%)	94.0		94.3		92.2		91.1	
FBI/Net worth (%)	3.4		3.6		3.5		3.6	
Management and Investment Income	10037		12338		7138		8965	
Return on tenant's capital (%)	3.8		4.5		2.9		3.4	
Return on all capital (%)	0.7		0.8		0.6		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>	
	2009/10	2010/11	2009/10	2010/11
Tillage - maincrops				
Wheat	27.7	33.7	15.7	25.8
Barley	10.3	8.0	11.2	4.2
Other cereals	12.1	5.3	9.9	6.7
Oil seed rape	0.0	0.0	0.0	0.0
Linseed	3.6	0.0	1.7	0.0
Peas/Beans	8.1	8.0	9.4	4.3
Potatoes	0.0	0.0	0.9	1.4
Sugarbeet	0.0	0.0	0.0	0.0
Horticulture	0.0	0.1	0.3	0.6
Other crops	0.0	0.5	0.0	0.2
Total cropping	61.8	55.7	49.2	43.2
Set-aside	0.0	0.0	0.0	0.0
Tillage - fodder	2.8	6.8	2.1	6.2
Grassland				
Grazing, hay and silage	176.9	166.2	135.2	138.1
Fallow and land let	7.0	9.9	5.8	4.8
Rough grazing				
Effective	1.8	2.8	7.8	3.6
Utilisable agricultural area (Effective ha.)	253.3	243.1	202.8	198.1
Woods, roads and buildings	8.9	9.1	7.4	15.0
TOTAL AREA (Actual ha.)	262.3	252.2	210.2	213.1
effective forage area	182.9	176.9	154.8	156.9
Bare land and forage hired in	3.1	1.1	10.6	8.9

CROP PERFORMANCE *

- Yields (tonnes per hectare)

	t/ha	n	t/ha	n	t/ha	n	t/ha	n
Wheat	4.7	8	3.8	9	4.7	12	3.7	15
Barley	-	4	-	4	3.6	10	3.8	7
Oilseed Rape	-	0	-	0	-	0	-	0
Potatoes	-	0	-	0	-	2	-	2
Sugar Beet	-	0	-	0	-	0	-	0

- Prices (£ per tonne)*

	£/t	n	£/t	n	£/t	n	£/t	n
Wheat	171	8	222	9	172	12	224	15
Barley	-	4	-	4	155	10	185	7
Oilseed Rape	-	0	-	0	-	0	-	0
Potatoes	-	0	-	0	-	2	-	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>					
		2009/10	2010/11	2009/10	2010/11				
Tillage - maincrops	Wheat	28.3	28.0	22.6	30.8				
	Barley	17.7	16.9	18.7	13.9				
	Other cereals	1.8	1.8	2.3	2.2				
	Oil seed rape	4.8	5.9	4.2	5.4				
	Linseed	0.0	0.0	0.0	0.0				
	Peas/Beans	1.8	1.4	2.5	1.4				
	Potatoes	0.1	0.1	0.0	0.2				
	Sugarbeet	0.0	0.0	0.1	0.3				
	Horticulture	0.0	0.0	0.0	0.0				
	Other crops	0.0	0.1	0.0	0.1				
	Total cropping	54.4	54.2	50.3	54.2				
	Set-aside	0.0	0.1	1.4	0.0				
Tillage - fodder		7.0	8.9	6.7	7.0				
Grassland	Grazing, hay and silage	137.0	134.8	102.7	104.6				
Fallow and land let		9.2	7.4	2.3	5.7				
Rough grazing	Effective	0.4	0.4	0.8	0.3				
Utilisable agricultural area (Effective ha.)		209.7	207.6	166.4	173.5				
Woods, roads and buildings		4.6	4.6	6.0	4.3				
TOTAL AREA (Actual ha.)		214.3	212.2	172.4	177.8				
effective forage area		153.9	151.4	118.8	116.4				
Bare land and forage hired in		9.5	7.4	8.6	4.5				
CROP PERFORMANCE *									
- Yields (tonnes per hectare)		t/ha	n	t/ha	n	t/ha	n	t/ha	n
Wheat		7.8	10	8.6	10	7.8	20	8.1	22
Barley		5.8	10	6.0	9	5.8	21	5.8	19
Oilseed Rape		2.6	5	2.0	6	2.6	11	2.3	9
Potatoes		-	1	-	1	-	1	-	3
Sugar Beet		-	0	-	0	-	1	-	2
- Prices (£ per tonne)*		£/t	n	£/t	n	£/t	n	£/t	n
Wheat		99	10	156	10	100	20	154	22
Barley		78	10	146	9	82	21	140	19
Oilseed Rape		302	5	317	6	253	11	325	9
Potatoes		-	1	-	1	-	1	-	3
Sugar Beet		-	0	-	0	-	1	-	2

* Yield and price data is implied

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

LIVESTOCK CARRIED - L.U. per farm	<i>Identical sample</i>				<i>Full sample</i>			
	2009/10		2010/11		2009/10		2010/11	
	LU	No's	LU	No's	LU	No's	LU	No's
Dairy cows	11.1	11	10.7	11	9.3	9	4.9	5
Beef cows	50.0	67	52.0	69	32.3	43	50.2	67
Other cattle	78.4	152	78.8	153	64.4	119	80.4	150
Breeding sheep	9.4	90	8.7	82	19.0	211	21.1	202
Other sheep	4.6	99	3.4	77	12.6	282	8.1	170
Pigs	1.0	5	0.7	4	29.1	185	9.0	71
Poultry	1.4	83	1.4	86	21.6	1350	5.7	745
Other livestock	0.0	3	0.0	3	0.0	1	0.0	2
TOTAL (L.U.)	155.8		155.6		188.4		179.4	

STOCKING RATES

Stocking rate (LU per eff.ha)	0.6	0.6	0.9	0.9
GLU/forage effective hectare*	0.9	0.9	1.2	1.1

* 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	-	2	-	1
- Prices (£ per head)*	£/head	n	£/head	n	£/head	n	£/head	n
Dairy cows	-	1	-	1	-	2	-	1
Dairy calves	-	0	-	0	-	1	-	0
Dairy heifers in calf	-	1	-	1	-	1	-	1
Beef heifers in calf	-	0	-	1	-	1	-	2
Finished cattle	902	8	968	7	905	14	931	15
Beef store cattle 1-2 yrs	771	5	657	5	783	9	629	9
Beef stores <1 yr	-	3	-	3	-	4	224	6
Ewes	-	1	-	0	-	3	-	0
Ewe hogs	-	1	-	0	-	2	-	1
Finished lambs	74	5	75	5	66	11	70	12
Store lambs	-	0	-	0	-	1	-	2
Finished Pigs	-	0	-	0	-	0	-	0
- Prices (pence per unit)*	p/unit	n	p/unit	n	p/unit	n	p/unit	n
Milk (pence per litre)	-	1	-	1	-	2	-	1
Wool (pence per kg)	36	5	52	5	35	10	50	10
Eggs (pence per dozen)	-	2	-	2	-	4	-	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>			
	2009/10		2010/11		2009/10		2010/11	
	LU	No's	LU	No's	LU	No's	LU	No's
Dairy cows	0.1	0	0.0	0	7.5	8	7.8	8
Beef cows	22.6	30	22.5	30	23.6	31	20.3	27
Other cattle	115.2	199	105.3	177	69.7	127	70.8	125
Breeding sheep	33.1	318	33.1	319	25.6	255	22.9	224
Other sheep	11.3	242	14.2	309	10.5	227	9.3	203
Pigs	0.0	0	0.0	0	14.0	94	15.3	117
Poultry	0.5	88	0.4	73	3.6	797	0.3	100
Other livestock	0.0	1	0.0	0	0.0	1	0.0	1
TOTAL (L.U.)	182.7		175.5		154.5		146.8	

STOCKING RATES

Stocking rate (LU per eff.ha)	0.9	0.8	0.9	0.8
GLU/forage effective hectare*	1.2	1.2	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	-	0	-	0	-	4	-	4
- Prices (£ per head)*	£/head	n	£/head	n	£/head	n	£/head	n
Dairy cows	-	1	-	0	667	5	-	4
Dairy calves	-	0	-	0	-	3	-	1
Dairy heifers in calf	-	0	-	2	-	1	-	3
Beef heifers in calf	-	2	-	1	-	0	-	1
Finished cattle	925	10	901	10	892	20	894	21
Beef store cattle 1-2 yrs	648	10	674	9	646	19	768	18
Beef stores <1 yr	414	7	-	4	369	11	319	13
Ewes	82	5	83	5	82	9	94	8
Ewe hogs	78	5	-	0	-	4	-	0
Finished lambs	68	10	75	9	68	21	71	21
Store lambs	41	8	50	9	62	11	51	15
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	-	4	-	4
Wool (pence per kg)	37	10	57	10	41	21	57	21
Eggs (pence per dozen)	-	1	-	1	-	2	-	1

* Yield and price data is implied

Appendix 2 Detailed Gross and Net Margin Results

Table A8.1 Organic dairy gross and net margins (£/cow), 2010/11 (conventional for comparison)

Herd characteristics	<100 cows	>100 cows	North Eng	Central Eng	SWest Eng	Wales	Top 5*	All org. herds	Conventional**
	2010/11	2010/11	2010/11	2010/11	2010/11	2010/11	2010/11	2010/11	2010/11
Number of herds	24	27	9	8	29	5	5	51	136
Average farm area - actual ha	127	202	132	212	168	145	136	166	136
-effective ha	116	196	117	203	163	132	134	158	125
Average size of the farm business (ES) ¹	87	217	104	174	165	168	155	156	153
Average size of herd (dairy cows)	64	188	80	141	138	151	143	130	123
Average milk yield (litres per cow)	5832	6285	6269	5888	6086	5929	7528	6264	7538
Implied milk price (ppl)	28.8	30.3	28.9	29.7	29.9	28.5	29.9	29.6	24.6
Enterprise output (£ per cow)									
Milk disposals (1)	1755	1941	1949	1770	1936	1841	2612	1898	1873
Calves - sales and transfers out	91	84	73	86	82	117	106	86	83
Bulls & cows - sales and transfers out	134	86	185	59	98	64	120	97	123
Net milk quota	0	-5	0	0	-6	0	-34	-4	0
Valuation change	-52	16	-33	9	-8	60	-31	0	-3
Less: purchases & transfers in	228	268	318	203	275	199	250	259	296
Total enterprise output	1700	1855	1856	1721	1827	1884	2524	1819	1796
Variable Costs (£ per cow)									
Concentrates	492	513	616	421	498	588	633	508	499
Purchased bulk feed	18	31	39	46	25	8	34	28	20
Stock keep	3	14	0	2	12	34	18	12	8
Veterinary & medicines	49	54	61	45	57	33	72	53	71
Other livestock costs - dairy	171	178	161	176	174	204	229	176	150
Total variable costs	734	790	877	689	766	867	986	777	748
Margin over concentrates	1207	1342	1239	1300	1329	1296	1891	1311	1297
Gross margin before forage costs	966	1065	979	1032	1061	1017	1538	1042	1048
Forage variable costs (£ per cow)									
Seeds	9	15	7	13	16	13	16	14	15
Fertilisers	2	9	5	2	6	29	12	8	65
Sprays	0	0	0	0	0	0	0	0	8
Other forage costs	9	8	8	6	9	11	22	8	9
Total forage variable costs per cow	20	33	19	21	30	52	51	30	97
% of forage variable costs to dairy	59	66	61	72	63	64	67	64	62
Gross margin including forage costs	946	1032	959	1011	1030	965	1487	1012	951

* 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 2010/11	>100 cows 2010/11	North Eng 2010/11	Central Eng 2010/11	SWest Eng 2010/11	Wales 2010/11	Top 5* 2010/11	All herds 2010/11	Conventional** 2010/11
Fixed Costs (£ per cow)\$									
Paid labour	175	205	265	254	195	68	283	198	138
Casual labour	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
Machinery - contract work	75	92	69	88	96	70	216	89	76
- repairs	53	56	77	61	50	49	66	55	45
- fuels	41	45	54	47	39	57	54	44	37
-depreciation	95	80	82	65	87	92	94	83	81
Buildings depreciation	31	33	55	34	29	28	44	32	34
General farm costs	77	51	72	62	54	51	43	57	51
Water	39	21	15	28	29	7	30	25	18
Electricity	34	27	48	26	26	26	32	28	28
Land expenses	35	31	40	36	28	34	51	32	30
Insurance	42	23	33	24	25	35	26	27	26
Rent	46	53	57	60	57	4	65	52	34
Interest payments	17	30	26	25	27	28	8	27	23
Total fixed costs	760	746	894	812	743	548	1013	749	622
Total actual costs	1514	1569	1790	1523	1539	1467	2050	1556	1467
Net margin over actual costs	186	285	66	199	288	417	474	263	329
Imputed costs									
Unpaid labour (farmer, spouse, other)	347	118	191	172	169	162	140	171	189
Imputed rent	85	62	66	65	65	85	51	67	76
Interest on tenant's capital (6% rate) #	73	53	57	55	59	53	84	58	59
Total imputed costs	505	232	314	292	293	300	276	296	325
Total costs including imputed	2019	1802	2104	1815	1832	1767	2326	1852	1791
Net margin over all costs	-319	53	-248	-93	-5	118	198	-33	5
Other related outputs (ORO)									
LFA and agri-environmental payments	87	54	82	97	52	53	34	63	20
Organic Farming Scheme Payment	6	2	0	0	1	25	2	3	0
By products and forage	18	6	5	10	11	0	20	9	16
Single Payment Scheme	212	143	182	182	152	151	106	160	131
Total other related outputs	317	203	269	289	215	204	160	231	167
NM over all costs (inc. ORO)	-2	256	21	196	209	321	358	198	171

\$ 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), 2009/10 and 2010/11 (conventional data for comparison)

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.	
	2009/10	2010/11	2010/11	2009/10	2010/11	2010/11	2009/10	2010/11	2010/11	2009/10	2010/11	2010/11
Number of herds	10	10	37	15	20	112	37	43	67	13	17	61
Average farm area - actual ha	222	198	161	359	441	202	202	222	154	99	140	139
-effective ha	172	154	136	170	178	134	185	211	148	94	133	129
Average size of the farm business (ESU)	49	52	40	36	37	34	81	87	68	27	56	46
Average size of herd (breeding cows)	44	47	39	32	39	36	45	58	45	29	41	43
Enterprise output (£ per cow)												
Calf Sales	24	0	10	78	104	50	2	2	7	59	85	61
Other store cattle - sales & transfers out	246	313	239	596	515	602	184	202	217	451	462	563
Bulls & cows - sales & transfers out	176	126	123	52	100	89	67	109	95	57	136	177
Finished cattle sales	1164	1078	1008	21	18	34	710	767	1135	87	74	187
Valuation change	283	290	-28	148	40	34	129	-29	37	169	-67	-20
Less: purchases & transfers in	571	807	427	246	216	197	196	241	416	234	139	348
Total enterprise output	1323	1000	924	649	560	613	896	811	1076	589	552	620
Variable Costs (£ per cow)												
Concentrates	179	177	251	82	92	134	93	143	319	30	58	110
Purchased bulk feed	52	56	17	22	35	24	17	23	35	6	11	15
Stock keep	39	69	8	16	9	15	7	12	9	0	1	15
Veterinary & medicines	51	33	37	33	50	41	40	39	44	26	24	36
Other livestock costs - beef	180	159	112	109	84	91	125	134	153	78	111	120
Total variable costs	501	494	425	261	271	305	282	351	560	140	205	296
Gross margin before forage costs	823	506	499	388	289	308	614	460	516	449	347	324
Forage variable costs (£ per cow)												
Seeds	19	21	9	5	8	4	33	29	17	14	16	11
Fertilisers	28	35	112	17	17	77	21	19	70	2	4	63
Sprays	0	0	3	0	0	2	0	1	10	4	0	6
Other forage costs (excl. contracting)	11	18	16	7	7	10	14	9	12	4	6	11
Total forage variable costs	59	74	140	29	32	93	69	58	108	23	26	91
% of forage variable costs to enterprise output	60	66	58	45	48	51	76	76	79	77	87	80
Gross margin including forage costs	764	432	359	360	257	215	546	402	408	425	321	233

Location Enterprise type Organic/Conventional Year	Less-favoured Area						Lowland					
	Suckler Finishing			Suckler Store			Suckler Finishing			Suckler Store		
	Organic	Conv.	2010/11	Organic	Conv.	2010/11	Organic	Conv.	2010/11	Organic	Conv.	2010/11
	2009/10	2010/11	2010/11	2009/10	2010/11	2010/11	2009/10	2010/11	2010/11	2009/10	2010/11	2010/11
Fixed Costs (£ per cow)\$												
Paid labour	162	72	45	93	54	19	199	237	177	50	108	130
Machinery - contract work	113	86	62	54	40	38	95	82	78	168	91	74
- repairs	93	59	41	48	42	34	70	60	66	48	47	54
- fuels	88	56	60	48	53	47	64	57	60	44	38	42
-depreciation	163	147	123	79	95	96	130	102	116	107	118	95
Buildings depreciation	80	65	59	42	41	46	56	60	73	64	64	54
General farm costs	76	85	57	47	46	48	87	82	65	87	89	62
Water	5	6	9	4	2	5	15	14	15	12	18	13
Electricity	10	10	11	9	5	6	10	10	12	12	13	9
Land expenses	87	88	25	24	15	21	34	31	31	32	57	23
Insurance	47	49	39	30	19	31	38	31	39	42	39	35
Rent	36	35	42	39	25	21	82	69	53	21	49	47
Interest payments	64	19	30	70	21	24	52	60	38	24	75	39
Total fixed costs	1024	777	601	587	460	436	931	895	824	712	807	676
Total actual costs	1584	1345	1167	877	763	834	1281	1303	1493	875	1037	1063
Net margin over actual costs	-261	-345	-243	-227	-203	-221	-385	-493	-416	-286	-485	-443
Imputed costs (£ per cow)												
Unpaid labour (farmer, spouse, other)	241	232	298	208	189	228	333	240	322	357	323	281
Imputed rent	152	127	91	64	53	57	125	133	135	152	157	131
Interest on tenant's capital (6% rate) #	144	209	140	51	92	104	91	91	113	111	69	89
Total Imputed costs	536	568	529	322	334	389	549	464	570	619	548	500
Total costs including imputed	2120	1913	1696	1199	1096	1223	1830	1767	2063	1494	1585	1563
Net margin over all costs	-797	-913	-772	-550	-537	-610	-934	-957	-987	-906	-1034	-943
Other related outputs (ORO)												
LFA and agri-environmental payments	353	360	115	404	386	145	289	262	75	345	326	125
of which Organic Farming Scheme	27	21	0	84	64	0	9	7	0	19	9	0
By products and forage	2	52	32	3	4	10	76	52	120	68	85	120
Single Payment Scheme	669	579	512	513	453	410	547	465	399	470	504	396
Total other related outputs	1024	991	659	919	843	564	912	779	594	882	914	640
NM over all costs (inc. ORO)	227	78	-112	369	306	-46	-22	-178	-393	-23	-120	-303

\$ 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.	Conv.	Organic	Conv.	Conv.			
2009/10	2010/11	2010/11	2009/10	2010/11	2010/11	2009/10	2010/11	2010/11	
Number of flocks	9	17	68	29	26	131	37	40	136
Average farm area - actual ha	288	355	284	251	313	147	183	199	140
-effective ha	150	141	149	160	197	122	169	188	134
Average size of the farm business (ES)	42	29	38	47	54	37	69	80	70
Average size of flock (breeding ewes)	603	507	687	505	678	572	192	273	256
Finished lambs sold per ewe	0.5	0.5	0.5	1.3	1.1	1.0	1.1	1.1	1.2
Enterprise output (£ per ewe)									
Lamb sales - finished	27.5	26.9	29.3	80.8	73.8	63.4	72.0	81.7	84.9
- store	9.1	8.6	5.1	1.8	6.6	2.9	5.6	1.5	10.6
Ewe and ram sales	0.7	5.6	5.2	10.5	16.1	11.0	3.0	1.9	5.0
Other sheep sales	4.3	5.7	6.2	11.0	8.4	8.8	8.8	12.7	11.4
Wool sales	0.4	0.7	0.7	0.8	1.2	1.1	1.0	1.6	1.4
Valuation change	-0.3	2.6	4.4	3.9	5.8	5.0	1.3	7.5	1.9
Less: sheep purchases	2.6	6.2	6.9	21.5	23.5	10.9	9.8	13.1	19.6
Total enterprise output	39.4	43.8	44.2	87.2	88.4	81.3	81.8	94.5	95.6
Variable Costs (£ per ewe)									
Concentrates	5.5	7.9	10.0	13.0	13.5	15.6	9.1	11.9	17.2
Purchased bulk feed	2.0	1.7	2.8	3.3	2.4	3.1	1.3	3.2	1.2
Stock keep	0.6	0.4	1.7	1.9	2.0	1.1	0.3	0.9	0.7
Veterinary & medicines	2.6	3.2	3.2	6.0	6.0	4.6	6.2	5.0	5.9
Other livestock costs - sheep	3.5	3.8	4.5	8.1	7.4	7.1	10.9	11.4	11.0
Total variable costs	14.1	17.0	22.2	32.2	31.4	31.5	27.8	32.4	36.0
Gross margin before forage costs	25.3	26.9	22.0	55.0	57.0	49.8	54.1	62.1	59.5
Forage variable costs (£ per ewe)									
Seeds	0.4	0.5	0.2	0.6	0.9	0.4	1.8	2.9	1.0
Fertilisers	1.1	1.0	4.0	1.9	2.4	6.8	0.7	1.0	6.6
Sprays	0.0	0.0	0.1	0.0	0.0	0.2	0.1	0.1	0.6
Other forage costs	0.4	0.4	0.6	0.6	0.6	0.6	0.9	0.6	1.0
Total forage variable costs	2.0	2.0	4.9	3.2	4.0	8.1	3.6	4.6	9.3
% of forage variable costs to enterprise	52.2	63.1	67.3	48.1	57.2	61.5	26.2	30.1	38.8
Gross margin including forage costs	23.3	24.9	17.1	51.9	53.0	41.7	50.5	57.5	50.3

Flock type Productivity* Organic/Conventional Year	Less-favoured Area						Lowland All flocks		
	Lower			Higher			Organic	Conv.	Conv.
	Organic	Conv.	2010/11	Organic	Conv.	2010/11			
2009/10	2010/11	2010/11	2009/10	2010/11	2010/11	2009/10	2010/11	2010/11	
Fixed Costs (£ per ewe)\$									
Paid labour	2.7	3.1	2.6	15.6	12.3	4.4	30.8	27.1	14.8
Machinery - contract work	2.8	2.8	1.8	5.3	6.2	2.9	7.9	7.2	4.5
- repairs	3.8	4.5	3.3	6.5	5.7	4.0	5.7	7.9	6.4
- fuels	3.4	4.9	3.9	6.7	5.7	5.0	4.8	5.6	5.3
-depreciation	7.4	9.6	7.9	10.9	11.0	10.9	11.9	13.4	11.0
Buildings depreciation	2.5	3.9	3.2	5.0	4.4	3.6	5.9	7.7	4.6
General farm costs	2.6	3.5	3.1	4.4	4.1	3.9	6.9	6.4	6.0
Water	0.2	0.1	0.2	0.3	0.3	0.3	1.3	0.9	0.9
Electricity	0.4	0.6	0.4	0.7	0.7	0.6	1.0	1.1	1.1
Land expenses	1.8	1.2	0.8	3.9	3.0	1.6	2.6	2.8	2.7
Insurance	1.4	2.2	1.8	2.5	1.9	2.5	3.0	2.1	3.7
Rent	2.3	1.1	1.3	3.9	2.8	1.6	6.4	2.1	5.5
Interest payments	2.5	2.4	3.0	4.1	1.0	1.6	5.1	6.5	3.2
Total fixed costs	33.8	39.9	33.5	69.7	59.1	42.9	93.6	90.9	69.6
Total actual costs	49.8	58.8	60.6	105.1	94.5	82.5	125.0	127.9	114.9
Net margin over actual costs	-10.4	-15.0	-16.4	-17.9	-6.1	-1.1	-43.1	-33.4	-19.4
Imputed costs									
Unpaid labour (farmer, spouse, other)	18.3	25.9	22.5	17.9	17.3	26.8	27.8	30.2	40.6
Imputed rent	3.8	4.1	3.0	5.5	6.1	5.3	12.4	18.0	10.5
Interest on tenant's capital (6% rate) #	5.0	6.9	5.8	7.2	10.8	8.6	7.0	6.7	8.0
Total Imputed costs	27.0	36.9	31.3	30.6	34.2	40.6	47.2	54.9	59.2
Total costs including imputed	76.8	95.7	92.0	135.6	128.6	123.1	172.2	182.8	174.1
Net margin over all costs	-37.4	-51.8	-47.8	-48.4	-40.2	-41.8	-90.4	-88.3	-78.6
Other related outputs (ORO)									
LFA and agri-environmental payments	27.2	34.7	14.7	23.7	28.0	8.5	24.4	26.4	6.9
of which Organic Farming Scheme	7.8	7.3	0.0	2.4	2.7	0.0	1.1	0.5	0.0
By products and forage	0.5	0.8	0.8	1.2	1.3	1.0	4.0	3.9	6.9
Single Payment Scheme	28.4	38.5	31.4	37.9	35.9	31.5	41.0	35.2	31.9
Total other related outputs	56.1	74.0	46.9	62.9	65.1	41.1	69.3	65.6	45.6
NM over all costs (inc. ORO)	18.7	22.1	-0.9	14.4	24.9	-0.6	-21.0	-22.8	-32.9

\$ 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 A8.4 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.		Conv.		Organic		Conv.		Conv.		Organic		Conv.		Conv.	
Year	2009/10	2010/11	2010/11	2010/11	2010/11	2010/11	2009/10	2010/11	2010/11	2010/11	2010/11	2010/11	2009/10	2010/11	2010/11	2010/11	2010/11	2010/11
Number of enterprises	27	28	238				12	19	18				21	15	5			
Average farm area - actual ha	261	306	227				252	317	245				223	262	87			
-effective ha	250	288	218				243	283	239				213	246	86			
Average business size (ESU)	127	148	151				109	143	189				111	147	54			
Area of crop grown (ha.)	35	46	69				21	27	18				13	18	4			
Total production (tonnes/units)	161	196	570				89	85	72				50	64	16			
Yield tonnes/units per hectare	4.6	4.3	8.2				4.3	3.2	3.9				3.9	3.6	5			
Crop Value (£ per tonne/unit)	186	243	149				182	242	220				158	211	138			
Enterprise output	£/ha	£/t	£/ha	£/t	£/ha	£/t	£/ha	£/t	£/ha	£/t	£/ha	£/t	£/ha	£/t	£/ha	£/t	£/ha	£/t
Closing valuation	336	74	267	63	440	54	411	96	423	131	323	83	246	64	202	56	124	27
Revenue	479	105	718	169	751	91	325	76	319	99	483	124	125	32	357	98	95	21
Farm house consumption, in kind	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Feed used on farm	32	7	50	12	34	4	49	11	35	11	52	13	240	62	208	57	413	90
Crop enterprise output	847	186	1034	243	1227	149	785	182	777	242	858	220	611	158	767	211	632	138
-output from straw and beet tops	55	12	64	15	66	8	71	17	50	15	26	7	90	23	100	27	314	69
Total enterprise output	902	198	1098	258	1293	157	857	199	826	257	885	227	701	181	867	238	946	207
Variable Costs																		
Seeds	89	20	77	18	57	7	104	24	102	32	81	21	96	25	83	23	75	16
Fertilisers	5	1	11	3	164	20	31	7	10	3	130	33	50	13	8	2	75	16
Crop protection	10	2	3	1	161	20	2	0	2	1	93	24	0	0	0	0	42	9
Other crop costs	17	4	25	6	30	4	26	6	20	6	14	3	16	4	31	9	13	3
Total variable costs	121	27	115	27	412	50	163	38	134	42	318	81	162	42	122	34	206	45
Gross margin	781	172	982	231	880	107	694	161	692	215	567	146	539	139	744	204	740	162

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

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

Crop enterprise	Winter wheat						Spring wheat						Triticale					
	Organic		Conv.		Conv.		Organic		Conv.		Conv.		Organic		Conv.			
Year	2009/10	2010/11	2010/11	2010/11	2010/11	2010/11	2009/10	2010/11	2010/11	2010/11	2010/11	2010/11	2009/10	2010/11	2010/11	2010/11		
Fixed Costs \$	£/ha	£/t	£/ha	£/t	£/ha	£/t	£/ha	£/t	£/ha	£/t	£/ha	£/t	£/ha	£/t	£/ha	£/t		
Paid labour	84	18	84	20	74	2	38	1	64	0	28	2	24	0	84	0	2	2
Machinery - contract work	71	15	51	12	71	9	171	40	84	26	73	19	171	44	147	40	168	37
- repairs	103	23	103	24	83	10	78	18	72	22	60	15	88	23	82	22	39	9
- fuels	74	16	83	19	74	9	84	20	64	20	51	13	65	17	57	16	66	15
-depreciation	159	35	155	36	154	19	162	38	122	38	129	33	100	26	119	33	169	37
Buildings depreciation	24	5	26	6	31	4	14	3	24	8	27	7	25	6	29	8	33	7
General farm costs	40	9	46	11	40	5	35	8	30	9	42	11	48	12	33	9	37	8
Water	5	1	8	2	5	1	7	2	6	2	7	2	6	1	7	2	11	2
Electricity	8	2	7	2	9	1	6	2	6	2	8	2	11	3	10	3	17	4
Land expenses	20	4	21	5	22	3	24	6	20	6	17	4	26	7	16	4	19	4
Insurance	12	3	13	3	19	2	13	3	14	4	19	5	15	4	15	4	29	6
Rent	28	6	36	9	59	7	56	13	59	18	72	19	30	8	64	18	48	10
Interest payments	23	5	35	8	21	3	21	5	36	11	8	2	20	5	16	4	13	3
Total fixed costs	650	143	670	157	663	74	710	157	600	167	542	134	629	157	678	164	653	145
Total actual costs	771	169	785	184	1075	124	873	195	734	209	860	216	791	199	801	197	859	190
Net margin over actual costs	131	29	312	73	218	34	-16	4	92	48	25	11	-90	-17	66	41	88	18
Imputed costs																		
Unpaid labour (farmer/spouse)	52	11	32	8	67	8	41	9	24	7	49	12	12	3	33	9	60	13
Imputed rent	98	22	108	25	97	12	55	13	69	22	95	24	95	25	69	19	96	21
Interest on tenant's capital#	6	1	-6	-1	19	2	7	2	-6	-2	34	9	8	2	11	3	21	5
Total Imputed costs	156	34	135	32	183	22	103	24	87	27	178	46	116	30	112	31	177	39
Total costs incl. imputed	927	203	920	216	1258	146	975	219	821	236	1038	262	907	229	913	228	1036	228
Net margin over all costs	-25	-5	178	42	34	11	-119	-20	5	21	-153	-35	-206	-47	-47	10	-89	-21
Other related outputs (ORO)																		
LFA and agri-environment	109	24	93	22	42	5	98	23	112	35	30	8	99	26	86	24	40	9
Organic Farming Support	10	2	5	1	0	0	2	0	1	0	0	0	12	3	3	1	0	0
By products and forage	35	8	30	7	71	9	47	11	33	10	70	18	27	7	35	10	63	14
Single Payment Scheme	223	49	197	46	206	25	225	52	199	62	200	51	221	57	193	53	188	41
Total other related inputs	367	81	321	75	318	39	370	86	344	107	300	77	347	90	314	86	291	64
NM over all costs (inc. ORO)	342	75	498	117	352	50	252	66	349	128	147	42	141	42	267	96	202	43

Table A8.4 (cont.)

Crop enterprise	Spring barley						Winter oats						Spring oats					
	Organic		Conv.		Conv.		Organic		Conv.		Conv.		Organic		Conv.		Conv.	
Year	2009/10	2010/11	2010/11	2010/11	2010/11	2010/11	2009/10	2010/11	2010/11	2010/11	2010/11	2010/11	2009/10	2010/11	2010/11	2010/11	2010/11	2010/11
Number of enterprises	35	36	113				19	15	53				21	18	15			
Average farm area - actual ha	210	264	187				255	214	200				147	264	215			
-effective ha	192	241	172				246	207	190				137	242	206			
Average business size (ESU)	84	117	105				106	87	114				72	120	114			
Area of crop grown (ha.)	17	22	22				21	17	16				12	9	17			
Total production (tonnes/units)	60	75	114				79	61	101				49	34	74			
Yield tonnes/units per hectare	3.5	3.5	5.1				3.8	3.6	6.2				4.3	3.6	4			
Crop Value (£ per tonne/unit)	151	224	144				136	204	145				131	177	132			
Enterprise output	£/ha	£/t	£/ha	£/t	£/ha	£/t	£/ha	£/t	£/ha	£/t	£/ha	£/t	£/ha	£/t	£/ha	£/t	£/ha	£/t
Closing valuation	205	59	397	114	192	37	272	72	262	72	357	58	262	61	273	76	180	40
Revenue	214	62	192	55	403	79	179	48	395	109	475	77	157	37	220	61	186	42
Farm house consumption, benefits	0	0	0	0	0	0	0	0	0	0	1	0	0	0	0	0	0	0
Feed used on farm	104	30	191	55	144	28	60	16	84	23	66	11	140	33	142	40	225	50
Crop enterprise output	523	151	781	224	739	144	511	136	741	204	899	145	559	131	635	177	591	132
-output from straw and beet tops	90	26	103	30	90	18	92	25	80	22	104	17	70	16	105	29	78	17
Total enterprise output	613	177	883	254	830	162	603	160	820	226	1003	162	629	148	740	206	669	149
Variable Costs																		
Seeds	63	18	71	20	47	9	74	20	72	20	43	7	79	19	81	23	32	7
Fertilisers	12	4	17	5	116	23	2	1	3	1	127	21	22	5	9	2	80	18
Crop protection	0	0	1	0	83	16	3	1	0	0	95	15	0	0	0	0	64	14
Other crop costs	26	8	30	9	24	5	17	4	25	7	39	6	17	4	22	6	11	2
Total variable costs	102	29	118	34	271	53	97	26	100	28	305	49	117	28	112	31	186	42
Gross margin	511	148	765	220	559	109	506	135	720	199	698	113	512	120	628	175	483	108

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

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

Crop enterprise	Spring barley						Winter oats						Spring oats					
	Organic			Conv.			Organic			Conv.			Organic			Conv.		
	2009/10	2010/11	2010/11	2009/10	2010/11	2010/11	2009/10	2010/11	2010/11	2009/10	2010/11	2010/11	2009/10	2010/11	2010/11	2009/10	2010/11	2010/11
Fixed Costs *	£/ha	£/t	£/ha	£/t	£/ha	£/t	£/ha	£/t	£/ha	£/t	£/ha	£/t	£/ha	£/t	£/ha	£/t	£/ha	£/t
Paid labour	14	1	57	1	33	3	24	3	30	2	62	2	16	0	38	1	26	2
Machinery - contract work	105	30	131	38	73	14	100	27	114	31	55	9	141	33	93	26	81	18
- repairs	63	18	101	29	66	13	74	20	71	20	76	12	94	22	87	24	34	8
- fuels	54	16	75	21	68	13	59	16	51	14	67	11	52	12	71	20	40	9
-depreciation	98	28	120	34	127	25	120	32	124	34	148	24	133	31	134	37	160	36
Buildings depreciation	27	8	30	9	31	6	19	5	17	5	35	6	27	6	29	8	30	7
General farm costs	37	11	48	14	37	7	37	10	61	17	49	8	53	12	37	10	38	8
Water	5	2	7	2	7	1	6	2	8	2	6	1	5	1	7	2	9	2
Electricity	6	2	8	2	9	2	8	2	7	2	10	2	8	2	5	1	11	2
Land expenses	16	5	23	7	17	3	14	4	20	5	28	5	20	5	19	5	20	4
Insurance	16	5	14	4	21	4	18	5	16	5	27	4	15	4	14	4	18	4
Rent	41	12	62	18	48	9	40	11	86	24	65	11	52	12	48	13	37	8
Interest payments	23	7	26	7	20	4	25	7	20	5	22	4	23	5	42	12	13	3
Total fixed costs	507	143	702	187	556	104	545	141	624	166	652	97	639	146	624	163	516	111
Total actual costs	608	173	820	221	827	157	641	167	724	194	957	147	756	174	736	194	702	153
Net margin over actual costs	5	4	63	33	3	5	-38	-6	96	32	46	16	-127	-26	5	11	-33	-3
Imputed costs																		
Unpaid labour (farmer, spouse, other)	21	6	33	10	51	10	37	10	77	21	66	11	42	10	40	11	47	10
Imputed rent	67	19	66	19	80	16	77	20	41	11	83	13	68	16	68	19	53	12
Interest on tenant's capital (6% rate)	4	1	1	0	15	3	1	0	3	1	21	3	11	3	-6	-2	29	6
Total Imputed costs	91	26	101	29	147	29	115	30	122	34	170	28	121	29	101	28	129	29
Total costs incl. imputed	700	199	921	249	974	186	756	197	846	227	1126	174	878	202	837	223	831	182
Net margin over all costs	-87	-22	-37	4	-144	-24	-153	-37	-26	-1	-124	-12	-248	-55	-96	-17	-162	-32
Other related outputs (ORO)																		
LFA and agri-environment	108	31	101	29	50	10	125	33	110	30	38	6	100	23	116	32	85	19
Organic Farming Support	9	3	4	1	0	0	10	3	16	5	0	0	11	3	4	1	0	0
By products and forage	24	7	42	12	69	13	42	11	33	9	98	16	30	7	24	7	87	19
Single Payment Scheme	223	65	195	56	205	40	215	57	198	54	201	32	223	52	191	53	187	42
Total other related inputs	355	103	338	97	323	63	382	102	340	94	336	54	353	83	331	92	358	80
NM over all costs (inc. ORO)	268	81	301	102	179	39	229	65	314	92	213	43	105	28	235	75	196	48

Table A8.4 (cont.)

Crop enterprise	Beans for feed						Ware Potatoes						Market Garden					
	Organic		Conv.		Conv.		Organic		Conv.		Conv.		Organic		Conv.		Conv.	
Year	2009/10	2010/11	2010/11	2009/10	2010/11	2010/11	2009/10	2010/11	2010/11	2009/10	2010/11	2010/11	2009/10	2010/11	2010/11	2009/10	2010/11	2010/11
Number of enterprises	25	29	58	8	6	22	7	7	8	7	7	8	7	7	8	7	7	8
Average farm area - actual ha	297	295	271	142	177	143	60	62	13	60	62	13	60	62	13	60	62	13
-effective ha	277	282	256	139	173	140	57	59	12	57	59	12	57	59	12	57	59	12
Average business size (ESU)	119	140	160	132	185	145	227	223	81	227	223	81	227	223	81	227	223	81
Area of crop grown (ha.)	20	24	26	9	12	11	5	4	3	5	4	3	5	4	3	5	4	3
Total production (tonnes/units)	53	51	77	233	364	470	-	-	-	-	-	-	-	-	-	-	-	-
Yield tonnes/units per hectare	2.7	2.1	3.0	26.6	31	42	-	-	-	-	-	-	-	-	-	-	-	-
Crop Value (£ per tonne/unit)	233	269	207	226	239	132	-	-	-	-	-	-	-	-	-	-	-	-
Enterprise output	£/ha	£/t	£/ha	£/t	£/ha	£/t	£/ha	£/t	£/ha	£/t	£/ha	£/t	£/ha	£/t	£/ha	£/t	£/ha	£/t
Closing valuation	288	106	219	102	252	84	676	25	917	30	524	12	0	-	0	-	483	-
Revenue	287	106	283	132	339	113	5327	201	6381	207	5076	120	29867	-	29760	-	8470	-
Farm house consumption, benefits	0	0	0	0	0	0	0	0	0	0	0	0	0	-	0	-	0	-
Feed used on farm	56	21	74	35	31	10	9	0	39	1	0	0	0	-	0	-	0	-
Crop enterprise output	631	233	576	269	623	207	6012	226	7336	239	5601	132	29867	-	29760	-	8953	-
-output from straw and beet tops	0	0	1	1	0	0	0	0	0	0	0	0	0	-	0	-	0	-
Total enterprise output	631	233	577	269	623	207	6012	226	7336	239	5601	132	29867	-	29760	-	8953	-
Variable Costs																		
Seeds	93	34	94	44	51	17	1236	47	1031	34	543	13	2721	-	3667	-	1378	-
Fertilisers	21	8	14	6	37	12	125	5	63	2	465	11	1387	-	1630	-	194	-
Crop protection	0	0	0	0	113	38	117	4	88	3	550	13	21	-	68	-	29	-
Other crop costs	14	5	6	3	14	5	218	8	267	9	337	8	3080	-	3722	-	1712	-
Total variable costs	128	47	114	53	215	71	1695	64	1450	47	1895	45	7209	-	9087	-	3312	-
Gross margin	503	186	464	216	408	136	4316	163	5886	191	3706	87	22658	-	20672	-	5641	-

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

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

Crop enterprise	Beans for feed						Ware Potatoes						Market Garden					
	Organic				Conv.		Organic				Conv.		Organic				Conv.	
	2009/10		2010/11		2010/11		2009/10		2010/11		2010/11		2009/10		2010/11		2010/11	
Year	£/ha	£/t	£/ha	£/t	£/ha	£/t	£/ha	£/t	£/ha	£/t	£/ha	£/t	£/ha	£/t	£/ha	£/t	£/ha	£/t
Fixed Costs *																		
Paid labour	37	1	57	2	54	3	650	1	672	1	353	3	9887	-	9554	-	2351	-
Machinery - contract work	127	47	54	25	64	21	427	16	1142	37	136	3	385	-	376	-	36	-
- repairs	68	25	61	28	36	12	139	5	105	3	162	4	298	-	310	-	394	-
- fuels	63	23	53	25	32	11	143	5	92	3	127	3	285	-	353	-	433	-
-depreciation	113	42	97	45	79	26	311	12	179	6	256	6	667	-	813	-	297	-
Buildings depreciation	24	9	23	11	28	9	24	1	36	1	27	1	71	-	64	-	36	-
General farm costs	34	12	40	19	41	14	126	5	104	3	52	1	833	-	532	-	1036	-
Water	7	2	6	3	5	2	239	9	77	3	16	0	78	-	104	-	93	-
Electricity	6	2	7	3	7	2	15	1	10	0	11	0	311	-	294	-	162	-
Land expenses	18	7	20	9	14	5	35	1	69	2	67	2	482	-	560	-	40	-
Insurance	10	4	13	6	18	6	25	1	24	1	26	1	360	-	315	-	211	-
Rent	39	15	35	16	45	15	229	9	251	8	77	2	131	-	144	-	78	-
Interest payments	19	7	24	11	15	5	13	0	12	0	29	1	20	-	11	-	290	-
Total fixed costs	564	195	489	204	438	131	2375	66	2772	69	1338	26	13808	-	13430	-	5457	-
Total actual costs	692	243	603	257	653	202	4071	130	4222	116	3234	71	21017	-	22517	-	8769	-
Net margin over actual costs	-61	-10	-26	13	-30	5	1941	97	3114	122	2367	62	8849	-	7243	-	185	-
Imputed costs																		
Unpaid labour (farmer, spouse, oth	31	11	30	14	39	13	363	14	375	12	703	17	1587	-	2610	-	2050	-
Imputed rent	74	27	110	52	101	34	90	3	84	3	100	2	219	-	228	-	187	-
Interest on tenant's capital (6% rate	8	3	6	3	20	7	29	1	28	1	20	0	25	-	35	-	-186	-
Total Imputed costs	113	42	147	68	161	54	483	18	487	16	822	19	1831	-	2872	-	2051	-
Total costs incl. imputed	805	284	750	325	814	256	4553	148	4709	132	4056	90	22848	-	25389	-	10820	-
Net margin over all costs	-173	-51	-172	-56	-191	-48	1459	78	2627	107	1545	42	7018	-	4370	-	-1867	-
Other related outputs (ORO)																		
LFA and agri-environment	107	40	89	41	40	13	99	4	79	3	27	1	102	-	96	-	21	-
Organic Farming Support	8	3	5	3	0	0	0	0	0	0	0	0	0	-	0	-	0	-
By products and forage	29	11	34	16	42	14	47	2	26	1	83	2	-12	-	34	-	28	-
Single Payment Scheme	218	80	198	92	200	67	218	8	215	7	224	5	190	-	178	-	106	-
Total other related inputs	354	131	320	150	282	94	364	14	319	10	334	8	280	-	308	-	155	-
NM over all costs (inc. ORO)	181	80	148	94	91	45	1823	92	2946	117	1880	50	7298	-	4679	-	-1712	-

Appendix 3 Detailed Costs of Production Data

Table A9.1 Costs of production - dairy, identical sample, 2009/10 & 2010/11 (p/litre)

	Organic		Conventional	
	2009/10	2010/11	2009/10	2010/11
Sample size	45	45	84	84
Herd size - numbers	125	124	122	125
Herd size - LU	126	125	123	126
Total Grazing LU	187	193	199	204
Litres of milk produced per cow	6038	6170	7336	7565
Percentage Dairy LU to Total GLU	67	65	62	62
Farm size - effective hectares	150	150	126	125
Farm size - ESU	148	148	150	152
% of area used for forage/grazing	95	96	89	90
Enterprise output (pence per litre)				
Dairy - milk	30.0	30.3	24.3	25.2
- livestock purchases, sales and transfers	-0.6	-1.2	-1.5	-1.3
- net milk quota	-0.1	-0.1	0.0	0.0
- valuation change	-0.3	0.1	0.4	0.0
Total dairy output	29.0	29.2	23.2	23.9
Costs (pence per litre)				
Concentrates	8.2	7.9	6.6	6.6
Purchased bulk feed (hay & straw)	0.2	0.4	0.2	0.3
Stock keep	0.2	0.2	0.1	0.1
Veterinary and medicines	0.8	0.8	0.9	0.9
Other livestock costs - dairy	2.6	2.8	1.8	1.9
Herd replacement	1.1	1.1	1.0	0.9
Total variable costs	13.1	13.3	10.6	10.7
Seeds	0.2	0.2	0.2	0.2
Fertilisers	0.2	0.1	1.0	0.8
Sprays	0.0	0.0	0.1	0.1
Other forage costs	0.1	0.1	0.1	0.1
Total forage costs	0.5	0.5	1.4	1.3
Gross margin including forage costs	15.4	15.4	11.3	11.9
Paid labour	2.7	2.7	1.8	1.9
Machinery - contract work	1.8	1.5	1.1	1.0
- repairs	0.9	0.9	0.6	0.6
- fuels	0.6	0.7	0.4	0.5
-depreciation	1.3	1.3	1.0	1.1
Buildings depreciation	0.5	0.6	0.5	0.5
General farm costs	0.9	0.9	0.7	0.7
Water	0.4	0.4	0.2	0.2
Electricity	0.5	0.5	0.4	0.4
Land expenses	0.6	0.5	0.5	0.4
Insurance	0.4	0.5	0.4	0.3
Rent	0.9	0.9	0.4	0.4
Interest payments	0.4	0.5	0.4	0.3
Total fixed costs	11.7	11.9	8.3	8.3
Total actual costs	25.4	25.7	20.3	20.3
Net margin over actual costs	3.6	3.5	2.9	3.6
Imputed costs				
Unpaid labour (farmer, spouse, other)	2.4	2.5	1.8	1.8
Imputed rent	1.1	1.1	1.1	1.1
Interest on tenant's capital (6% rate)	1.0	0.9	0.7	0.7
Total imputed costs	4.5	4.5	3.7	3.7
Total costs (inc. imputed costs)	29.9	30.2	24.0	24.0
Net margin over all costs	-0.9	-1.0	-0.7	-0.1
Other related outputs (ORO)				
LFA and agri-environmental payments	1.2	1.1	0.3	0.3
Miscellaneous revenue	1.2	1.1	0.6	0.6
By-products and forage	0.2	0.1	0.3	0.2
Single Payment Scheme	2.8	2.6	1.9	1.7
Total other related outputs (ORO)	5.4	4.9	3.1	2.8
Net margin over all costs (inc. ORO)	4.5	4.0	2.4	2.8

Table A9.2 Costs of production - dairy, full sample, 2009/10 & 2010/11 (p/litre)

	Organic		Conventional	
	2009/10	2010/11	2010/11	2010/11
Sample size	52	Top 5	51	136
Herd size - numbers	122	143	130	123
Herd size - LU	123	144	131	124
Total Grazing LU	184	214	203	201
Litres of milk produced per cow	6153	7528	6264	7538
Percentage Dairy LU to Total GLU	67	67	64	62
Farm size - effective hectares	144	134	158	125
Farm size - ESU	144	155	156	153
% of area used for forage/grazing	95	100	95	90
Enterprise output (pence per litre)				
Dairy - milk	29.9	34.7	30.3	24.8
- livestock purchases, sales and transfers	-0.9	-0.3	-1.2	-1.2
- net milk quota	-0.1	-0.5	-0.1	0.0
- valuation change	0.0	-0.4	0.0	0.0
Total dairy output	28.9	33.5	29.0	23.6
Costs (pence per litre)				
Concentrates	8.6	8.4	8.1	6.6
Purchased bulk feed (hay & straw)	0.2	0.5	0.5	0.3
Stock keep	0.2	0.2	0.2	0.1
Veterinary and medicines	0.8	1.0	0.8	0.9
Other livestock costs - dairy	2.6	3.0	2.8	2.0
Herd replacement	1.1	1.5	1.1	0.8
Total variable costs	13.5	14.6	13.5	10.7
Seeds	0.2	0.2	0.2	0.2
Fertilisers	0.2	0.2	0.1	0.9
Sprays	0.0	0.0	0.0	0.1
Other forage costs	0.1	0.3	0.1	0.1
Total forage costs	0.5	0.7	0.5	1.3
Gross margin including forage costs	14.9	18.3	15.1	11.6
Paid labour	2.5	3.8	3.2	1.8
Machinery - contract work	1.7	2.9	1.4	1.0
- repairs	0.9	0.9	0.9	0.6
- fuels	0.6	0.7	0.7	0.5
-depreciation	1.3	1.2	1.3	1.1
Buildings depreciation	0.5	0.6	0.5	0.4
General farm costs	0.8	0.6	0.9	0.7
Water	0.4	0.4	0.4	0.2
Electricity	0.5	0.4	0.5	0.4
Land expenses	0.6	0.7	0.5	0.4
Insurance	0.4	0.4	0.4	0.3
Rent	0.8	0.9	0.8	0.5
Interest payments	0.4	0.1	0.4	0.3
Total fixed costs	11.4	13.5	12.0	8.3
Total actual costs	25.4	28.7	25.9	20.3
Net margin over actual costs	3.5	4.8	3.1	3.3
Imputed costs				
Unpaid labour (farmer, spouse, other)	2.4	1.7	2.3	1.7
Imputed rent	1.1	0.7	1.1	1.0
Interest on tenant's capital (6% rate)	0.9	1.4	0.9	0.8
Total imputed costs	4.4	3.7	4.3	3.5
Total costs (inc. imputed costs)	29.8	32.4	30.2	23.8
Net margin over all costs	-0.9	1.1	-1.2	-0.2
Other related outputs (ORO)				
Agri-environment payments (exc OFS)	1.1	0.4	0.9	0.3
Organic Farming Scheme Payment	0.1	0.0	0.1	0.0
By products and forage	0.2	0.3	0.1	0.2
Single Payment Scheme	2.7	1.4	2.6	1.7
Total other related outputs (ORO)	4.2	2.1	3.7	2.2
Net margin over all costs (inc. ORO)	3.3	3.2	2.5	2.0

Table A9.3 Costs of production - Welsh dairy production, 2009/10 & 2010/11 (p/litre)

	ORGANIC		CONVENTIONAL	
	2009/10	2010/11	2009/10	2010/11
Number of herds	7	6	107	114
Farm size ESU	140	159	140	148
Farm size - eff ha	143	152	114	117
Farm size - forage ha	140	146	110	110
Total Grazing LU	200	239	206	218
Stocking rate - all GLU/ha	1.42	1.64	1.87	1.98
Herd size - numbers	124	137	122	130
Percentage Dairy LU to Total GLU	0.62	0.57	0.59	0.60
Milk yield per cow (litres)	6093	6748	6710	7007
Litres milk per ha	8683	11090	12522	13892
Variable costs				
Purchased concentrates	8.63	8.35	5.84	5.94
Home grown concentrates	0.15	0.75	0.16	0.20
Coarse fodder and tack	0.15	0.25	0.17	0.21
Veterinary and medicines	0.68	0.85	0.82	0.84
Dairy livestock costs	2.48	3.52	2.09	2.01
Allocatable contracting	0.29	0.37	0.20	0.17
Total variable costs	12.38	14.09	9.28	9.37
Herd replacement cost	0.73	0.96	1.25	1.48
Forage costs				
Fertilisers, seeds and sprays	0.86	0.70	1.27	1.23
Forage contracting	0.95	0.79	0.67	0.63
Grass keep	0.23	0.25	0.25	0.26
Other forage costs	0.23	0.22	0.14	0.14
Total forage costs	2.27	1.96	2.33	2.26
Overhead costs				
Paid labour	0.86	1.05	0.86	0.74
Machinery - repairs	0.87	0.54	0.62	0.55
- fuel	0.86	0.77	0.54	0.61
- other contract and hire	0.34	0.14	0.09	0.10
- depreciation	1.60	1.70	1.25	1.24
Property - repairs	0.66	0.48	0.39	0.45
- water	0.65	0.51	0.49	0.43
- depreciation	0.59	0.54	0.53	0.50
Other - general farm costs	0.70	0.63	0.48	0.45
- insurances	0.50	0.48	0.34	0.34
Rent and finance - rent	0.13	0.09	0.37	0.36
- bank interest	0.30	0.05	0.31	0.10
- bank charges	0.07	0.06	0.09	0.08
- other interest	0.03	0.18	0.18	0.26
- loss on sale of machinery	-0.07	-0.05	-0.02	-0.04
Total overhead costs	8.09	7.17	6.52	6.17
Total cost of production	23.47	24.18	19.38	19.28
Dairy enterprise output				
Milk output	28.78	30.00	21.87	23.45
Calf output	1.73	1.95	1.48	1.37
Miscellaneous output	0.00	0.23	0.00	0.21
By-products	0.06	0.13	0.24	0.20
Total enterprise output	30.57	32.31	23.59	25.23
Enterprise gross margin (excl. overheads)	15.19	15.30	10.73	12.12
Enterprise net margin (incl. overheads)	7.10	8.13	4.21	5.95
Enterprise net margin (£/ha)	616	902	527	827
Value of farm family's own resources				
Own/spouse labour	2.69	2.15	2.00	1.72
Other unpaid labour	1.07	0.48	0.63	0.68
Rental value of owner-occupied land	3.60	3.25	2.24	2.18
Interest on tenant's capital less bank interest	1.76	2.03	1.77	1.80
Total own resources	9.12	7.91	6.64	6.38
Enterprise net margin including own resources	-2.02	0.22	-2.43	-0.43
Support payments				
Agri-environment payments	0.84	0.83	0.37	0.35
Organic Aid	0.93	0.65	0.00	0.02
Single Payment Scheme	4.60	3.88	4.09	3.54
Total support payments	6.37	5.36	4.46	3.91
Enterprise net margin including own resources and support payments	4.35	5.58	2.03	3.48
Enterprise NM incl. OR & SP (£/ha)	378	619	254	483

Table A9.6 Costs of production - Welsh lamb production, 2009/10 & 2010/11 (p/kg DW)

	ORGANIC		CONVENTIONAL	
	2009/10	2010/11	2009/10	2010/11
Number of flocks	19	13	106	114
Farm size ESU	44	53	48	48
Farm size - eff ha	168	186	143	140
Farm size - forage ha	163	174	141	131
Stocking rate - all GLU/ha	0.75	0.78	1.04	1.10
Flock size - ewes and ewe lambs put to ram - Nos	544	596	724	693
Percentage Sheep LU to Total GLU	50%	52%	57%	57%
All values below pence per kilogram deadweight unless otherwise indicated				
Variable costs				
Purchased concentrates	32.2	38.1	50.8	63.7
Home grown concentrates	5.2	6.5	1.9	2.9
Coarse fodder, tuck and grass keep	7.9	8.0	9.4	10.0
Veterinary and medicines	19.2	18.6	18.5	18.5
Other livestock costs	28.5	30.0	27.5	30.3
Allocatable contracting	0.5	0.0	0.8	0.3
Total variable costs	93.6	101.2	109.0	125.7
Flock replacement cost	24.5	16.4	26.0	28.5
Forage costs				
Fertilisers, seeds and sprays	10.6	16.6	28.6	29.3
Forage contracting	11.9	13.5	8.7	7.8
Grass keep	2.7	5.0	6.4	7.1
Other forage costs	4.2	3.1	2.7	2.8
Total forage costs	29.4	38.3	46.4	47.1
Overhead costs				
Paid labour	22.6	22.4	10.7	11.7
Machinery - repairs	18.1	19.0	14.0	14.7
- fuel	23.5	22.1	16.6	17.8
- other contract and hire	2.6	4.0	2.1	2.1
- depreciation	52.0	51.1	36.4	38.4
Property - repairs	15.9	15.4	10.7	13.9
- depreciation	14.1	17.8	10.5	9.5
Other - general farm costs	24.4	24.8	19.0	19.7
- insurances	11.3	13.6	11.6	12.6
Rent and finance - rent	21.2	19.7	11.0	11.5
- bank interest	4.7	0.8	4.1	2.0
- bank charges	1.8	1.4	1.5	1.7
- other interest	9.8	1.0	2.1	2.9
Total overhead costs	222.0	213.1	150.5	158.5
Total cost of production	369.6	368.9	331.9	359.8
Kg lamb produced	11861	12512	16805	16797
Kg lamb per ha	146	138	209	226
Lambs reared per ewe	1.23	1.27	1.31	1.33
Kg lamb produced per ewe	22.7	23.4	24.5	25.2
Average finished lamb weight (kg)	18.0	17.7	18.5	18.9
Average finished lamb price (£)	59.10	62.46	60.80	67.19
Averaged finished price per kg (£)	3.28	3.53	3.29	3.56
Lamb enterprise output				
Finished lambs sold	257.5	277.8	272.1	297.0
Lambs transferred out	67.0	77.5	52.5	56.0
Store lambs sold	4.5	5.4	3.8	2.7
Killed for home consumption	0.6	0.1	0.1	0.1
Lamb valuation change	4.0	1.0	4.7	3.0
<i>Less lambs purchased</i>	<i>3.3</i>	<i>5.4</i>	<i>2.1</i>	<i>1.9</i>
Total lamb output	330.3	356.4	331.1	357.0
Other by-products	3.3	10.5	3.2	10.1
Wool	0.0	4.9	0.4	4.8
Mark & Release receipts	10.9	0.0	9.8	0.5
Total by-products	14.2	15.5	13.4	15.3
Total enterprise output	344.4	371.8	344.6	372.3
Enterprise gross margin (excl. overheads)	196.9	216.0	163.1	171.0
Enterprise net margin (incl. overheads)	-25.1	2.9	12.6	12.5
Enterprise net margin (£/ha)	-36.6	4.1	26.4	28.2
Value of farm family's own resources				
Own/spouse labour	92.0	102.1	71.8	74.5
Other unpaid labour	15.8	37.3	18.2	17.5
Rental value of owner-occupied land	122.0	131.8	67.7	67.9
Interest on tenant's capital less bank interest	91.5	114.5	66.3	73.1
Total own resources	321.4	385.7	223.9	233.1
Enterprise net margin including own resources	-346.6	-382.8	-211.2	-220.6
Support payments				
Agri-environment payments	270.2	144.5	54.6	39.3
Organic Aid	80.4	61.8	4.7	0.0
Single Payment Scheme	303.0	289.5	226.7	201.5
Total support payments	653.6	495.8	286.0	240.8
Enterprise net margin including own resources and support payments	307.0	113.0	74.7	20.2
Enterprise NM incl. OR & SP (£/ha)	446.7	155.8	156.4	45.6

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

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

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

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

Margin over concentrates

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

Miscellaneous Output

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

Net Farm Income (NFI)

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

Net Worth

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

Occupier's Net Income

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

Other Crop Costs

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

Other Livestock Costs

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

Owner Equity

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

Rental Value

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

Return on All Capital

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

Return on Tenant's Capital

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

Tenant's Capital

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

Utilisable Agricultural Area

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

Abbreviations used throughout text include:

ALU – Annual Labour Units
CCF – Comparable Conventional Farms
ESU – Economic Size Unit
FBI – Farm Business Income
FBS – Farm Business Survey
GM – Gross Margin
LFA – Less Favoured Area
LU – Livestock Unit
MII – Management and Investment Income
NM – Net Margin
NFI – Net Farm Income
OFS – Organic Farming Scheme
SFP – Single Farm Payment
SGM – Standard Gross Margins
UAA – Utilisable Agricultural Area

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

The recruitment targets set in 2006/07 were based on an analysis of registered organic businesses in 2005, classified by farm type and GOR (government office region), and have been maintained into 2010/11. The guideline target samples try to ensure that the population distribution is reflected. To increase the useable data, new businesses recruited should have more than 70% fully organic land.

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

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

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

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

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

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

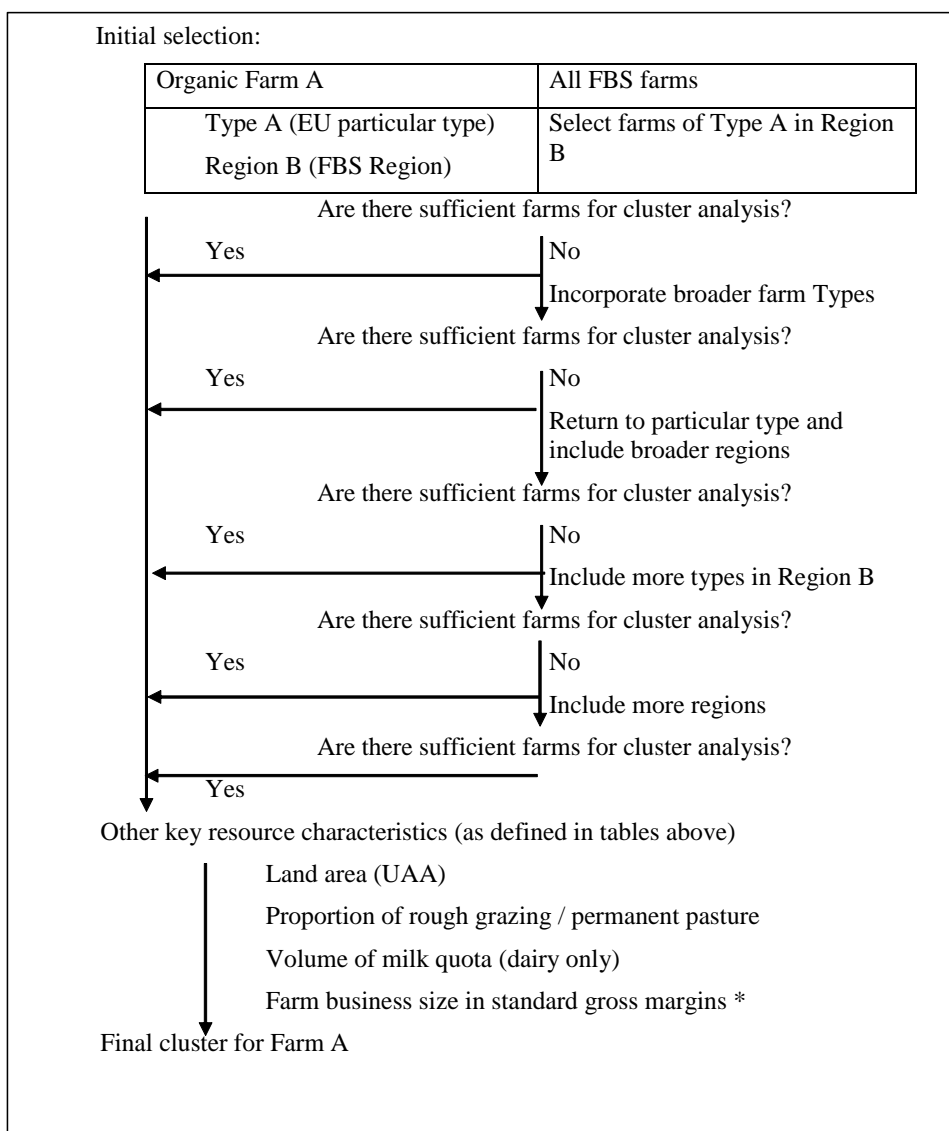
Farming Description	Main type	Robust type
Cereals	1	Cropping
General cropping	2	
Specialist fruit	3	Horticulture
Specialist glass	4	
Specialist hardy nursery stock	5	
Other horticulture	6	
Specialist pigs	7	Pigs and poultry
Specialist poultry	8	
Dairy (LFA)	9	Dairy
Dairy (lowland)	10	
Specialist sheep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

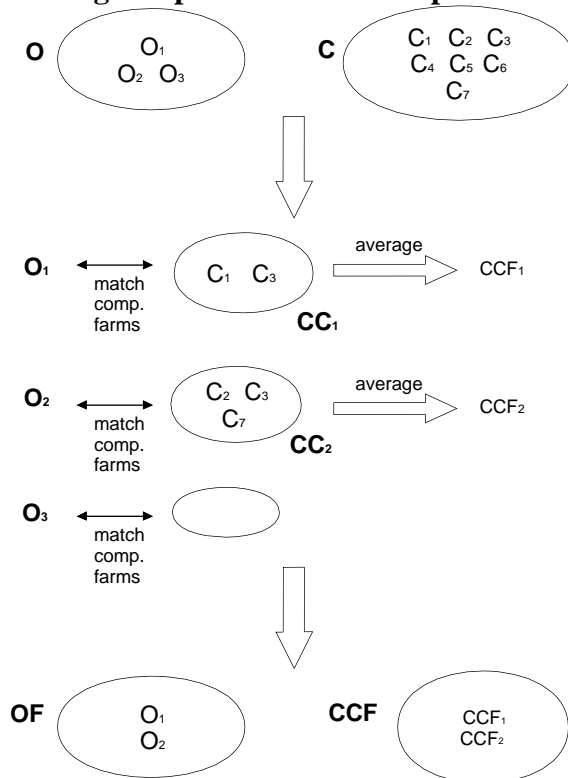
Table A14 Summary table to show the procedure used per farm type and the CCF results achieved (2010/11 farms)

Farm type	Cropping	Hort.	Dairy		Cattle and sheep		Mixed	Total
	All	All	LFA	Lowland	LFA	Lowland		
Total organic farms	33	15	6	48	51	39	24	216*
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)	18	0	1	10	20	18	5	72
(as a percent)	55%	0%	17%	21%	39%	46%	21%	33%
Modifications required to achieve clusters for remaining farms								
Main type (incorporate broader farm type definition)	1	3	0	0	8	0	3	7%
Regional (broader selection)	4	3	3	20	4	7	5	21%
Main type and regional (broader selection)	3	3	0	9	4	2	2	11%
Regional/main type and UAA/ESU/RG/PP (broader selection)	6	5	1	7	5	6	4	16%
LFA/altitude (non-identical criteria)	0	0	0	0	4	1	0	2%
Combination of above	1	1	1	2	5	4	3	8%
Not clustered	0	0	0	0	1	1	2	2%
Resulting final cluster statistics								
Average number of farms in cluster per organic farm	7.58	3.80	3.67	5.19	6.42	5.66	4.59	5.3
No. of organic farms with 5 or more farms (CCF) per cluster	22	2	1	16	24	20	9	94
% of organic farms with 5 or more farms (CCF) per cluster	67%	13%	17%	33%	48%	53%	41%	44%
Range of CCF per organic farm per farm type: Minimum	3	3	3	3	3	3	3	3
Maximum	15	8	5	19	29	13	11	14

*=Additionally, 1 organic pig/poultry farm was in the dataset

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

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



Source: Offermann, 2004.⁹

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).