

A Winter Wheat Gross Margin

Gross Margin - Winter Wheat - England

| | 2012/13 | | 2013/14 | |
|---------------------------------------|---------------|--------------|---------------|--------------|
| Farms in Sample | 689 | | 613 | |
| | Per farm | Per hectare | Per farm | Per hectare |
| Area per farm (hectares) | 67.45 | | 58.51 | |
| Yield (tonnes and tonnes per hectare) | 466.9 | 6.9 | 465.4 | 8.0 |
| Price (£ per tonne) | 179 | | 162 | |
| OUTPUT (£) | | | | |
| Crop sold | 81,649 | 1,211 | 74,084 | 1,266 |
| Feed used on-farm | 2,008 | 30 | 1,530 | 26 |
| Straw and by-products | 4,002 | 59 | 3,634 | 62 |
| TOTAL OUTPUT | 87,659 | 1,300 | 79,249 | 1,354 |
| VARIABLE COSTS (£) | | | | |
| Seeds (including homegrown) | 4,652 | 69 | 4,542 | 78 |
| Fertilisers | 15,526 | 230 | 12,883 | 220 |
| Crop protection | 13,400 | 199 | 10,948 | 187 |
| Other crop costs | 1,967 | 29 | 1,656 | 28 |
| Drying and heating costs | 607 | 9 | 416 | 7 |
| TOTAL VARIABLE COSTS | 36,153 | 536 | 30,444 | 520 |
| GROSS MARGIN (£) | 51,506 | 764 | 48,804 | 834 |

1) Enterprise Output from Winter Wheat Last year:

- Total Grain Sales
- Straw Income

2) Total Variable Costs:

- Seeds
- Fertilizers
- Chemicals
- Other Crop Costs (levies, haulage etc)
- Drying and heating costs

3) Gross Margin

Enterprise Output - Total V.C.'s

A Sugar Beet Gross Margin

Gross Margin - Sugar Beet - England

| | 2012/13 | | 2013/14 | |
|---------------------------------------|---------------|--------------|---------------|--------------|
| | Per farm | Per hectare | Per farm | Per hectare |
| Farms in Sample | 124 | | 124 | |
| Area per farm (hectares) | 28.40 | | 29.16 | |
| Yield (tonnes and tonnes per hectare) | 1,704.5 | 60.0 | 1,927.5 | 66.1 |
| Price (£ per tonne) | 32 | | 33 | |
| OUTPUT (£) | | | | |
| Crop sold | 53,722 | 1,891 | 62,866 | 2,156 |
| Feed used on-farm | 7 | 0 | 21 | 1 |
| TOTAL OUTPUT | 53,729 | 1,892 | 62,887 | 2,157 |
| VARIABLE COSTS (£) | | | | |
| Seeds (including homegrown) | 4,808 | 169 | 5,338 | 183 |
| Fertilisers | 6,695 | 236 | 6,987 | 240 |
| Crop protection | 5,742 | 202 | 5,760 | 198 |
| Other crop costs | 7,549 | 266 | 8,748 | 300 |
| TOTAL VARIABLE COSTS | 24,794 | 873 | 26,834 | 920 |
| GROSS MARGIN (£) | 28,935 | 1,019 | 36,054 | 1,237 |

Sugar Beet vs. Wheat gross margin

1) Higher **Yield** per Ha

2) Lower **Price** per tonne

3) Higher **Output**

4) Higher **Variable Costs**, Especially **seeds** and other crop costs- including levies and **haulage**

A Dairy Gross Margin- Per Cow

| Gross Margin | 2012/13 | 2013/14 |
|-----------------------------|------------------|------------------|
| Number of cows | 162 | 171 |
| Average Yield (litres) | 7620 | 7986 |
| Milk Price (ppl) | 28.9 | 32.4 |
| | £ per cow | £ per cow |
| Milk | 2205 | 2589 |
| Calf | 108 | 114 |
| Herd Replacement | -231 | -229 |
| Total Dairy Output | 2085 | 2475 |
| Concentrates | 688 | 768 |
| Coarse Fodder | 49 | 63 |
| Vet and medicines | 81 | 81 |
| Other livestock costs | 174 | 183 |
| Forage Costs | 102 | 108 |
| Total variable costs | 1094 | 1203 |
| Gross Margin | 991 | 1272 |

- 1) Enterprise Output** calculated per dairy cow
- Milk **Income** (price*yield)
 - Calf sales
 - **MINUS** cost of **herd replacement**

- 2) Variable Costs** calculated per dairy cow
- Concentrate feeds
 - Fodder (straw/silage)
 - Vet & Medicines
 - Other livestock costs (haulage, service fees etc)
 - Forage Costs (seeds, ferts, sprays etc)

- 3) Gross Margin**
Enterprise Output-Total V.C.'s

A Pig Gross Margin- Per Sow

| Gross Margin | 2013/14 |
|---|----------------------|
| Number of sows | 162 |
| | <i>Value per sow</i> |
| Finished pig sales | 2403 |
| Other pig sales | 132 |
| Miscellaneous revenue | 1.3 |
| Herd depreciation/ piglet and store purchases | -8 |
| Total Enterprise Output | 2528 |
| Concentrates | 1498 |
| Vet and medicines | 70 |
| Other livestock costs | 152 |
| Heating Fuel | 2 |
| Total variable costs | 1721 |
| Gross Margin | 807 |

1) Enterprise Output calculated per breeding sow:

- Finished pig sales
- Other Pig related income
- MINUS herd depreciation/ stock purchases

2) Total Variable Costs calculated per breeding sow

- Other Livestock costs include bedding litter & service fees

3) Gross Margin per breeding sow:

Total Output – Total Variable Costs

4) Whole Enterprise Gross Margin

GM per sow* No. Of breeding sows
£807*150.4= £121,372.80