



**AHDB Beef and Lamb  
Farmbench  
Costs of Production 2017/18**

**Beef Stores**

Ranked on net margin: per head or per lwt kg output	(£ per head output)			(£ per lwt kg output)		
	Top 25%	Middle 50%	Bottom 25%	Top 25%	Middle 50%	Bottom 25%
<b>Financial Performance</b>						
Number of herds in sample	6	11	6	6	11	6
Average head of output	308	67	34	308	67	34
Finished cattle sales or consumed	61.33	4.84	43.62	0.26	0.01	0.10
Store cattle sales and transfers	482.06	864.99	787.65	2.01	1.91	1.88
Other income	1.70	7.80	25.89	0.01	0.02	0.06
<b>Gross Output</b>	<b>545.09</b>	<b>877.63</b>	<b>857.16</b>	<b>2.28</b>	<b>1.94</b>	<b>2.05</b>
Cost of purchases and transfers	265.98	592.63	590.50	1.11	1.31	1.41
<b>Output less cost</b>	<b>279.11</b>	<b>284.99</b>	<b>266.66</b>	<b>1.17</b>	<b>0.63</b>	<b>0.64</b>
<b>Variable Costs</b>						
Purchased feed including minerals	67.67	53.01	72.91	0.28	0.12	0.17
Home-grown feed	1.76	0.00	41.54	0.01	0.00	0.10
Purchased forage	3.46	0.31	21.33	0.01	0.00	0.05
Home-grown forage (excludes contract)	5.85	24.94	26.71	0.02	0.06	0.06
<b>Total feed and forage</b>	<b>78.73</b>	<b>78.27</b>	<b>162.48</b>	<b>0.33</b>	<b>0.17</b>	<b>0.39</b>
Vet and medicine	27.74	9.06	17.36	0.12	0.02	0.04
Bedding	8.56	20.69	35.84	0.04	0.05	0.09
Other livestock expenses	5.58	21.91	28.37	0.02	0.05	0.07
<b>Total variable costs</b>	<b>120.61</b>	<b>129.93</b>	<b>244.06</b>	<b>0.50</b>	<b>0.29</b>	<b>0.58</b>
<b>Gross Margin</b>	<b>158.50</b>	<b>155.07</b>	<b>22.60</b>	<b>0.66</b>	<b>0.34</b>	<b>0.05</b>
<b>Fixed Costs</b>						
Labour - paid	14.81	33.74	44.89	0.06	0.07	0.11
Equipment repairs	6.67	17.39	25.71	0.03	0.04	0.06
Equipment hire	0.00	0.02	0.32	0.00	0.00	0.00
Contracting	4.35	14.62	44.07	0.02	0.03	0.11
Electricity	0.87	2.44	3.46	0.00	0.01	0.01
Fuel	4.40	12.40	23.48	0.02	0.03	0.06
Property maintenance and water	6.83	18.45	35.67	0.03	0.04	0.09
Land Rent (Actual)	7.92	21.93	5.58	0.03	0.05	0.01
Other	6.20	20.83	55.22	0.03	0.05	0.13
Finance	4.20	2.88	59.25	0.02	0.01	0.14
<b>Cash Only fixed costs</b>	<b>56.25</b>	<b>144.70</b>	<b>297.65</b>	<b>0.23</b>	<b>0.32</b>	<b>0.71</b>
<b>Cash Only Cost of Production</b>	<b>442.85</b>	<b>867.27</b>	<b>1132.21</b>	<b>1.85</b>	<b>1.91</b>	<b>2.71</b>
<b>Cash Only Net Margin</b>	<b>102.25</b>	<b>10.36</b>	<b>-275.05</b>	<b>0.43</b>	<b>0.02</b>	<b>-0.66</b>
Labour - unpaid (Imputed)	20.28	57.16	78.19	0.08	0.13	0.19
Land Rent (Imputed)	6.64	29.77	63.02	0.03	0.07	0.15
Depreciation	9.64	34.53	110.13	0.04	0.08	0.26
<b>Non-Cash costs</b>	<b>36.57</b>	<b>121.46</b>	<b>251.34</b>	<b>0.15</b>	<b>0.27</b>	<b>0.60</b>
<b>Full Economic fixed costs</b>	<b>92.82</b>	<b>266.17</b>	<b>548.99</b>	<b>0.39</b>	<b>0.59</b>	<b>1.31</b>
<b>Full Economic Cost of Production (inc purchase costs)</b>	<b>479.41</b>	<b>988.73</b>	<b>1383.55</b>	<b>2.00</b>	<b>2.18</b>	<b>3.31</b>
<b>Full Economic Net Margin</b>	<b>65.68</b>	<b>-111.10</b>	<b>-526.39</b>	<b>0.27</b>	<b>-0.24</b>	<b>-1.26</b>
<b>Physical Performance</b>						
Mortality %	2.2	1.2	1.5	2.2	1.2	1.5
Average age at start (days)	44	227	211	44	227	211
Average age at disposal (days)	199	466	459	199	466	459
Feeding period (days)	155	239	248	155	239	248
Average liveweight at start (kg)	87	288	269	87	288	269
Average liveweight at disposal (kg)	239	453	418	239	453	418
Daily liveweight gain (kg per day)	0.9	0.8	0.6	0.9	0.8	0.6
Average carcass weight (kg)	326	292	341	326	292	341
Weight produced per forage hectare (kg/ha)	8	7	8	8	7	8
Purchase value per head (£)	297	614	1005	297	614	1005
Return per head finished (£)	1318	665	1071	1318	665	1071
Return per head store (£)	483	867	838	483	867	838
Return per head breeding or transferred (£)	1221	937	1796	1221	937	1796
Purchase price (£ per kg lwt)	3.01	2.03	2.16	3.01	2.03	2.16
Liveweight sale price all animals (£ per kg lwt)	2.28	1.93	1.99	2.28	1.93	1.99
Liveweight sale price: finished cattle (£/kg lwt)	1.97	1.60	2.01	1.97	1.60	2.01
Deadweight sale price: finished cattle (£/kg dwt)	3.73	3.07	3.71	3.73	3.07	3.71
Finished (%)	5	1	4	5	1	4
Store (%)	91	88	92	91	88	92
Breeding sales and transfers (%)	3	11	4	3	11	4
Output heifers (%)	29	48	28	29	48	28
Output steers (%)	71	41	68	71	41	68
Output bulls (%)	0	11	4	0	11	4
Total FW concentrate use (kg per head)	236	329	718	236	329	718
Total DM concentrate use (kg per head)	190	226	587	190	226	587
Average concentrate cost (£ per tonne)	198	144	158	198	144	158
Total FW forage (kg per head)	744	2360	5129	744	2360	5129
Total DM forage (kg per head)	293	794	1690	293	794	1690
Number of weeks housed	44	24	23	44	24	23
Stocking rate (LU per ha)	1.9	1.4	1.1	2	1	1
Total forage area allocated to enterprise (ha)	26.2	26.6	18.4	26	27	18
Inorganic nitrogen use (kg per ha)	126	183	210	126	183	210
Labour use - paid hours per head	1.4	3.4	4.3	1.4	3.4	4.3
Labour use - unpaid hours per head	2.1	5.1	5.6	2.1	5.1	5.6