

**Autumn calving suckler herds**

Ranked by net margin: per cow or per lwt kg output	(£ per cow to bull)	(£ per lwt kg output)
Financial Performance	Average	Average
Number of herds in sample	7	7
Average herd size (cows to bull)	85	85
Calf sales before weaning	0.00	0.00
Calf sales at weaning	0.00	0.00
Market value of calves retained (£)	644.15	2.14
Other income	0.00	0.00
<b>Gross Output</b>	<b>644.15</b>	<b>2.14</b>
Cost of calves to put on to the suckler cows	<b>0.00</b>	<b>0.00</b>
Replacement costs	57.15	0.19
<b>Output less replacement costs</b>	<b>587.01</b>	<b>1.95</b>
<b>Variable Costs</b>		
Purchased feed including minerals	36.21	0.12
Home-grown feed	10.12	0.03
Purchased forage	4.78	0.02
Home-grown forage (excludes contract)	57.02	0.19
<b>Total feed and forage</b>	<b>108.13</b>	<b>0.36</b>
Vet and medicine	27.08	0.09
Bedding	58.10	0.19
Other livestock expenses	31.80	0.11
<b>Total variable costs</b>	<b>225.12</b>	<b>0.75</b>
<b>Gross Margin</b>	<b>361.89</b>	<b>1.20</b>
<b>Fixed Costs</b>		
Labour - paid	127.63	0.42
Equipment repairs	32.71	0.11
Equipment hire	0.85	0.00
Contracting	38.05	0.13
Electricity	4.68	0.02
Fuel	26.22	0.09
Property maintenance and water	52.96	0.18
Land Rent (Actual)	50.11	0.17
Other	54.20	0.18
Finance	13.81	0.05
<b>Cash Only fixed costs</b>	<b>401.21</b>	<b>1.33</b>
<b>Cash Only Cost of Production</b>	<b>683.48</b>	<b>2.27</b>
<b>Cash Only Net Margin</b>	<b>-39.32</b>	<b>-0.13</b>
Labour - unpaid (Imputed)	134.09	0.45
Land Rent (Imputed)	118.75	0.40
Depreciation	65.86	0.22
<b>Non-Cash costs</b>	<b>318.70</b>	<b>1.06</b>
<b>Full Economic fixed costs</b>	<b>719.92</b>	<b>2.39</b>
<b>Full Economic Cost of Production</b>	<b>1002.18</b>	<b>3.33</b>
<b>Full Economic Net Margin</b>	<b>-358.03</b>	<b>-1.19</b>
<b>Physical Performance</b>		
Cow to bull ratio	24	24
Percentage of cows/heifers scanned in-calf (%)	88	88
Calves born alive per 100 cows/heifers to bull	85	85
Calves born dead per 100 cows/heifers to bull	4	4
Calves died from birth to weaning per 100 cows/heifers to bull	3	3
Calves weaned per 100 cows/heifers to bull	83	83
Calves reared per 100 cows and heifers to bull	83	83
Calf losses from birth to weaning (% of born alive)	3	3
Calving period (first to last calf - weeks)	20	20
Cows and heifers calving in first 3 weeks (%)	43	43
Empty cows/heifers (%)	13	13
Cow mortality (%)	1	1
Herd replacement rate (%)	18	18
Average age at weaning (days)	294	294
Average weight at weaning (kg per head)	364	364
Daily liveweight gain for weaned calves (kg per day)	1.1	1.1
Weaned calf weight produced per forage hectare (kg per ha)	195	195
Return or value per calf (£ per head)	779	779
Calf price (£ per kg lwt)	2.14	2.14
Weaned calves sold at weaning (%)	0	0
Weaned calves retained at weaning (%)	100	100
Total FW cow concentrate use (kg per cow)	168	168
Total DM cow concentrate use (kg per cow)	145	145
Average concentrate cost (£ per tonne)	170	170
Total FW forage (kg per cow)	5629	5629
Total DM forage (kg per cow)	1786	1786
Creep feed fed (kg per calf weaned)	77	77
Number of weeks housed	20	20
Stocking rate (LU per ha)	1.2	1.2
Total forage area allocated to enterprise (ha)	86	86
Inorganic nitrogen use (kg per ha)	66	66
Labour use - paid hours per cow	11.9	11.9
Labour use - unpaid hours per cow	9.8	9.8