



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

**SDA flocks**

Ranked by net margin: per ewe or per lwt kg output

	(£ per ewe to ram)			(£ per lwt kg output)		
	Top 25%	Middle 50%	Bottom 25%	Top 25%	Middle 50%	Bottom 25%
<b>Financial Performance</b>						
Number of flocks in sample	7	14	7	7	14	7
Average flock size	995	798	483	995	816	445
Lamb sales	76.29	64.47	40.39	1.21	1.25	0.89
Market value of lambs retained as replacements and stores	39.18	33.14	40.26	0.62	0.63	1.11
Market value of finished lamb consumed on farm	0.00	0.00	0.00	0.00	0.00	0.00
Other income	1.85	2.98	2.06	0.03	0.04	0.12
<b>Gross Output</b>	<b>117.33</b>	<b>100.59</b>	<b>82.70</b>	<b>1.87</b>	<b>1.92</b>	<b>2.11</b>
Cost of purchased or transferred orphans	4.81	0.00	0.00	0.08	0.00	0.00
Replacement costs	9.73	18.59	22.99	0.15	0.36	0.61
<b>Output less replacement costs</b>	<b>102.79</b>	<b>82.00</b>	<b>59.71</b>	<b>1.64</b>	<b>1.56</b>	<b>1.50</b>
<b>Variable Costs</b>						
Purchased feed including minerals	7.44	7.77	7.29	0.12	0.15	0.19
Home-grown feed	0.82	0.05	0.00	0.01	0.00	0.00
Purchased forage	0.00	0.47	0.22	0.00	0.01	0.00
Home-grown forage (excludes contract)	4.28	5.13	3.50	0.07	0.10	0.10
<b>Total feed and forage</b>	<b>12.54</b>	<b>13.42</b>	<b>11.01</b>	<b>0.20</b>	<b>0.25</b>	<b>0.30</b>
Vet and medicine	6.10	6.61	13.19	0.10	0.14	0.28
Bedding	0.19	0.71	0.55	0.00	0.01	0.01
Other livestock expenses	4.37	7.45	7.54	0.07	0.14	0.21
<b>Total variable costs</b>	<b>23.21</b>	<b>28.20</b>	<b>32.29</b>	<b>0.37</b>	<b>0.55</b>	<b>0.80</b>
<b>Gross Margin</b>	<b>79.58</b>	<b>53.80</b>	<b>27.43</b>	<b>1.27</b>	<b>1.01</b>	<b>0.70</b>
<b>Fixed Costs</b>						
Labour - paid	12.03	5.39	10.90	0.19	0.13	0.15
Equipment repairs	1.22	1.39	2.45	0.02	0.03	0.07
Equipment hire	0.33	0.29	0.00	0.01	0.01	0.00
Contracting	2.64	4.45	3.87	0.04	0.08	0.12
Electricity	0.32	0.33	0.29	0.01	0.01	0.01
Fuel	2.22	2.21	2.67	0.04	0.04	0.08
Property maintenance and water	2.68	1.80	3.93	0.04	0.03	0.11
Land Rent (Actual)	6.35	4.39	6.31	0.10	0.08	0.21
Other	2.72	4.59	7.35	0.04	0.09	0.21
Finance	0.99	2.34	1.98	0.02	0.04	0.06
<b>Cash Only fixed costs</b>	<b>31.50</b>	<b>27.19</b>	<b>39.74</b>	<b>0.50</b>	<b>0.54</b>	<b>1.00</b>
<b>Cash Only Cost of Production</b>	<b>69.25</b>	<b>73.98</b>	<b>95.02</b>	<b>1.10</b>	<b>1.44</b>	<b>2.42</b>
<b>Cash Only Net Margin</b>	<b>48.08</b>	<b>26.61</b>	<b>-12.32</b>	<b>0.76</b>	<b>0.48</b>	<b>-0.30</b>
Labour - unpaid (Imputed)	8.60	17.06	21.24	0.14	0.31	0.67
Land Rent (Imputed)	2.58	11.76	10.04	0.04	0.23	0.24
Depreciation	2.76	4.20	7.35	0.04	0.08	0.21
<b>Non-Cash costs</b>	<b>13.93</b>	<b>33.02</b>	<b>38.63</b>	<b>0.22</b>	<b>0.62</b>	<b>1.11</b>
<b>Full Economic fixed costs</b>	<b>45.44</b>	<b>60.21</b>	<b>78.37</b>	<b>0.72</b>	<b>1.15</b>	<b>2.11</b>
<b>Full Economic Cost of Production</b>	<b>83.18</b>	<b>107.00</b>	<b>133.65</b>	<b>1.32</b>	<b>2.06</b>	<b>3.53</b>
<b>Full Economic Net Margin</b>	<b>34.15</b>	<b>-6.41</b>	<b>-50.95</b>	<b>0.54</b>	<b>-0.14</b>	<b>-1.41</b>
<b>Physical Performance</b>						
Number of ewe lambs tupped as a percentage of the total (%)	11	2	7	11	2	8
Ewe to ram ratio	48	44	55	48	43	68
Scanning percentage per ewe scanned (%)	187	165	151	187	167	142
Lambs born alive per 100 ewes to ram	162	154	140	162	156	130
Lambs born dead per 100 ewes to ram	6	8	9	6	8	10
Lambs died in first 48 hours per 100 ewes to ram	8	7	16	8	7	16
Lambs died after 48 hours per 100 ewes to ram	7	6	4	7	6	4
Lambs weaned per 100 ewes to ram	156	141	119	156	143	110
Lambs reared per 100 ewes to ram	155	139	118	155	142	106
Lamb losses from birth to rearing (% of born alive)	10	9	15	10	9	18
Empty ewes (%)	3	4	7	3	4	8
Ewe mortality (%)	5	6	6	5	5	9
Flock replacement rate (%)	24	31	21	24	30	25
Average age at weaning (days)	139	116	108	139	116	109
Average weight at weaning (kg)	34	32	29	34	33	27
Average liveweight per reared lamb (kg)	41	37	35	41	37	34
Average liveweight (kg lwt per lamb sold finished)	42	40	39	42	40	39
Average carcase weight (kg dwt per lamb sold finished)	19.9	18.8	18.5	19.9	18.9	18.4
Average store weight (kg lwt per lamb sold store)	40	31	33	40	32	31
Average age at sale (days)	136	149	154	136	146	173
Daily liveweight gain to sale (kg per day)	0.23	0.21	0.18	0.23	0.21	0.16
Return per lamb sold finished (£)	82.36	79.11	70.25	82.36	79.10	70.08
Return per lamb sold store (£)	70.00	53.38	45.89	70.00	53.44	40.29
Reared lambs sold finished (%)	56	42	20	56	41	24
Reared lambs sold store (%)	1	18	31	1	20	23
Reared lambs sold breeding (%)	3	4	8	3	5	6
Reared lambs transferred to other enterprises (%)	40	35	41	40	34	48
Lamb weight produced per forage hectare (kg/ha)	471	239	129	471	239	116
Total FW ewe concentrate use (kg per ewe)	34	24	19	34	25	17
Total DM ewe concentrate use (kg per ewe)	29	21	17	29	22	15
Average ewe concentrate cost (£ per tonne)	191	232	261	191	237	238
Total FW forage (kg per ewe)	100	121	129	100	124	119
Total DM forage (kg per ewe)	36	45	38	36	46	35
Creep feed per lamb reared (kg per lamb)	2	3	6	2	3	8
Number of weeks housed	2	4	6	2	4	6
Stocking rate (LU per ha)	1.4	0.7	0.5	1.4	0.7	0.4
Total forage area allocated to enterprise (ha)	120	155	136	120	162	122
Inorganic nitrogen use (kg per ha)	83	47	18	83	40	32
Labour use - paid hours per ewe	0.9	0.6	1.0	0.9	0.7	0.6
Labour use - unpaid hours per ewe	0.7	1.5	1.6	0.7	1.4	1.8