

TABLE C3. Hill cattle gross margins in Wales, 2016/17.

Herd Size	<25	25 - 40	>40	All herds
Number of herds	62	59	41	164
Average farm area - actual hectares	148	185	244	196
- effective hectares	110	142	192	150
Average size of farm business (SO)	76,719	101,041	145,544	108,363
Average size of herd (numbers)	16	33	73	38
Calves reared per cow	0.92	0.88	0.92	0.90
Finished cattle sale price - £/head	1,184	1,211	1,146	1,160
Store cattle sale price - £/head	841	919	900	893
OUTPUT (£ per cow)				
Calf sales	39.34	118.56	156.16	118.15
Store cattle sales and transfers out	631.93	712.56	635.25	646.36
Finished cattle sales	240.88	220.38	243.34	236.14
Cow and bull sales and transfers out	86.82	129.08	135.16	127.17
Miscellaneous output	0.00	1.83	2.27	1.66
Change in valuation	80.23	-10.13	25.99	21.63
Less purchases	114.96	156.25	131.02	132.35
Less transfers in	98.01	131.97	160.61	145.30
Gross output	866.23	884.06	906.54	873.46
VARIABLE COSTS (£ per cow)				
Purchased concentrates	145.04	157.23	218.47	183.39
Home grown concentrates	6.92	7.48	15.58	10.78
Coarse fodder and tack	15.77	12.78	14.17	14.52
Veterinary and medicines	52.11	49.34	57.02	54.08
Other livestock costs	91.76	99.52	104.56	98.70
Allocatable contracting and hire	6.84	5.66	4.39	5.39
Total variable costs	318.44	332.01	414.19	366.86
Gross margin before forage costs	547.79	552.05	492.35	506.60
Forage variable costs per cow	145.61	162.54	151.81	175.27
Gross margin including forage costs	402.18	389.51	340.54	331.33
BEEF FORAGE VARIABLE COSTS (£ per cow)				
Fertilisers, lime and manures	70.53	77.04	72.31	74.10
Seeds	5.85	6.50	6.30	6.55
Sprays	2.85	2.72	2.91	2.76
Forage contracting	36.72	35.26	29.23	36.42
Grass keep	16.79	30.67	29.62	44.49
Other forage costs	12.87	10.35	11.44	10.95
Total forage variable costs to beef	145.61	162.54	151.81	175.27
% of forage variable costs to beef	36.50	49.01	57.07	47.00