

TABLE C1. Hill and upland dairy gross margins in Wales, 2016/17.

Herd Size	<75	75 - 120	> 120	All herds
Number of herds	17	20	27	64
Average farm area - actual hectares	80	114	161	125
- effective hectares	71	102	152	115
Average size of farm business (SO)	156,339	265,652	572,128	365,910
Average size of herd (numbers)	55	98	234	144
Average milk yield (litres per cow)	5,487	6,321	6,952	6,365
Milk price (pence per litre)	19.47	22.21	21.69	21.26
OUTPUT (£ per cow)				
Milk sales	1,042.24	1,406.20	1,489.58	1,426.22
Milk consumed	39.91	27.43	15.41	20.47
Cow and bull sales	164.58	133.87	143.45	143.57
Calf sales	51.12	56.80	53.89	54.22
Transfers out	83.47	68.78	60.76	64.78
Miscellaneous output	5.56	3.42	0.27	1.48
Change in valuation	-65.82	9.45	-12.85	-13.51
Less cow and bull purchases	62.23	29.08	40.93	40.58
Less transfers in	184.24	252.03	216.61	220.85
Gross output	1,074.59	1,424.84	1,492.97	1,435.80
VARIABLE COSTS (£ per cow)				
Purchased concentrates	314.42	445.55	445.79	432.34
Home grown concentrates	4.35	3.56	1.42	2.18
Coarse fodder and tack	9.42	16.58	23.74	20.75
Veterinary and medicines	42.62	58.10	59.28	57.33
Other livestock costs	144.02	153.00	130.08	136.37
Allocatable contracting and hire	15.99	9.33	10.33	10.69
Total variable costs	530.82	686.12	670.64	659.66
Gross margin before forage costs	543.77	738.72	822.33	776.14
Forage variable costs per cow	132.70	117.81	175.61	158.93
Gross margin after forage costs	411.07	620.91	646.72	617.21
DAIRY FORAGE VARIABLE COSTS (£ per cow)				
Fertilisers, lime and manures	65.67	54.62	62.61	61.22
Seeds	5.20	4.29	6.30	5.76
Sprays	1.88	2.38	4.55	3.81
Forage contracting	42.35	36.25	56.91	51.03
Grass keep	8.63	11.15	36.86	28.51
Other forage costs	8.97	9.12	8.38	8.60
Total forage variable costs to dairy	132.70	117.81	175.61	158.93
% of forage variable costs to dairy	53.24	58.73	68.07	61.21