

TABLE C1. Hill and upland dairy gross margins in Wales, 2017/18

Herd Size	<90	90 - 150	> 150	All herds
Number of herds	17	20	21	58
Average farm area - actual hectares	85	112	178	128
- effective hectares	76	102	169	119
Average size of farm business (SO)	173,756	295,312	650,734	388,371
Average size of herd (numbers)	62	113	269	155
Average milk yield (litres per cow)	5,619	6,544	7,362	6,569
Milk price (pence per litre)	27.44	28.34	28.96	28.30
OUTPUT (£ per cow)				
Milk sales	1,511.96	1,827.19	2,067.50	1,941.74
Milk consumed	41.20	32.64	20.55	26.02
Cow and bull sales	85.95	148.83	153.95	144.69
Calf sales	41.52	50.56	65.44	58.88
Transfers out	89.82	74.00	58.38	66.00
Miscellaneous output	37.69	19.07	6.79	13.51
Change in valuation	-16.18	27.68	39.60	30.06
Less cow and bull purchases	27.79	46.85	54.20	49.25
Less transfers in	159.57		247.09	227.02
Gross output	1,604.60	2,133.12	2,110.92	2,004.63
VARIABLE COSTS (£ per cow)				
Purchased concentrates	399.90	465.15	550.11	511.05
Home grown concentrates	3.62	4.42	0.00	1.54
Coarse fodder and tack	10.74	26.58	38.44	32.20
Veterinary and medicines	51.37	49.52	63.71	58.69
Other livestock costs	190.25	157.87	164.69	165.96
Allocatable contracting and hire	11.74	14.04	16.68	15.44
Total variable costs	667.62	717.58	833.63	784.88
Gross margin before forage costs	936.98	1,415.54	1,277.29	1,219.75
Forage variable costs per cow	142.21	147.04	206.84	184.17
Gross margin after forage costs	794.77	1,268.50	1,070.45	1,035.58
DAIRY FORAGE VARIABLE COSTS (£ per cow)				
Fertilisers, lime and manures	70.31	70.28	72.08	71.42
Seeds	3.67	3.30	8.51	6.63
Sprays	2.60	2.01	4.93	3.92
Forage contracting	47.59	45.05	69.59	60.81
Grass keep	10.42	14.08	42.85	31.79
Other forage costs	7.62	12.32	8.88	9.60
Total forage variable costs to dairy	142.21	147.04	206.84	184.17
% of forage variable costs to dairy	53.38	61.44	67.59	61.30