

TABLE C1. Hill and upland dairy gross margins in Wales, 2018/19.

Herd Size	<90	90 - 150	> 150	All herds
Number of herds	18	19	20	57
Average farm area - actual hectares	78	111	191	129
- effective hectares	70	105	182	121
Average size of farm business (SO)	220,011	397,103	948,974	534,818
Average size of herd (numbers)	60	115	288	158
Average milk yield (litres per cow)	5,451	6,784	7,585	6,644
Milk price (pence per litre)	27.79	28.22	29.49	28.53
OUTPUT (£ per cow)				
Milk sales	1,479.15	1,879.67	2,127.34	1,989.38
Milk consumed	41.68	34.59	22.15	27.51
Cow and bull sales	106.53	250.54	167.55	180.20
Calf sales	37.58	42.42	59.78	52.92
Transfers out	87.26	76.94	68.26	72.65
Miscellaneous output	0.00	2.48	0.04	0.63
Change in valuation	-25.03	-7.96	39.14	20.03
Less cow and bull purchases	42.67	51.39	45.62	46.65
Less transfers in	175.44	215.83	297.95	263.35
Gross output	1,509.06	2,011.46	2,140.69	2,033.32
VARIABLE COSTS (£ per cow)				
Purchased concentrates	399.00	516.29	614.29	564.68
Home grown concentrates	2.76	0.10	1.41	1.25
Coarse fodder and tack	12.62	21.44	88.71	63.30
Veterinary and medicines	41.09	55.24	63.53	58.83
Other livestock costs	146.65	165.07	177.89	171.03
Allocatable contracting and hire	31.94	34.73	45.11	41.02
Total variable costs	634.06	792.87	990.94	900.11
Gross margin before forage costs	875.00	1,218.59	1,149.75	1,133.21
Forage variable costs per cow	162.26	164.78	196.66	184.80
Gross margin after forage costs	712.74	1,053.81	953.09	948.41
DAIRY FORAGE VARIABLE COSTS (£ per cow)				
Fertilisers, lime and manures	92.06	83.80	67.00	74.07
Seeds	5.27	4.47	8.27	6.99
Sprays	2.93	3.47	3.68	3.54
Forage contracting	41.17	49.38	70.20	61.67
Grass keep	10.99	11.74	36.05	27.16
Other forage costs	9.84	11.92	11.46	11.37
Total forage variable costs to dairy	162.26	164.78	196.66	184.80
% of forage variable costs to dairy	55.55	61.01	66.37	61.17