

**TABLE C3. Hill cattle gross margins in Wales 2004/05.**

Herd size	<20	20-39	40-80	>80	All herds
Number of herds	46	79	66	25	216
Average farm area - actual hectares	178.13	153.68	171.08	317.12	183.12
- effective hectares	113.66	116.82	134.18	254.77	137.42
Average size of farm business (ESU)	29	36	47	102	45
Average size of herd (breeding cows)	14	28	53	116	43
<b>ENTERPRISE OUTPUT (£ per cow)</b>					
Calf sales	14.02	29.57	24.43	41.38	30.25
Other store cattle sales and transfers out	388.37	346.54	340.94	299.10	332.48
Bull and cow sales and transfers out	41.90	60.76	54.25	55.77	55.42
Finished cattle sales	123.15	125.55	137.26	145.11	135.93
Leased out quota	10.27	0.93	0.00	0.00	0.94
Cattle subsidies - SCP	210.35	227.30	224.14	245.72	230.70
Cattle subsidies - BSP	88.88	90.98	78.87	56.81	75.55
Cattle subsidies - Other	13.86	15.35	17.12	18.61	16.94
Valuation change	3.32	11.25	2.58	30.48	13.46
Less : purchases and transfers in	131.87	133.35	116.00	137.95	128.15
<b>Total enterprise output</b>	<b>762.24</b>	<b>774.89</b>	<b>763.60</b>	<b>755.04</b>	<b>763.53</b>
<b>VARIABLE COSTS (£ per cow)</b>					
Concentrates	84.29	122.42	116.86	124.52	118.31
Purchased bulk feed	6.00	8.73	7.67	9.18	8.28
Stock keep	3.79	1.80	3.53	7.57	4.40
Veterinary and medicines	31.23	31.48	32.20	33.75	32.45
Leased in quota	5.59	2.71	6.16	10.67	6.71
Other livestock costs - beef	63.71	52.25	55.94	61.44	57.32
<b>Total variable costs</b>	<b>194.62</b>	<b>219.39</b>	<b>222.36</b>	<b>247.13</b>	<b>227.48</b>
<b>Gross margin before forage costs</b>	<b>567.63</b>	<b>555.49</b>	<b>541.24</b>	<b>507.91</b>	<b>536.05</b>
<b>Gross margin including forage costs</b>	<b>450.94</b>	<b>458.57</b>	<b>410.55</b>	<b>369.01</b>	<b>421.51</b>
<b>FORAGE VARIABLE COSTS (£ per farm)</b>					
Seeds	94	156	288	786	256
Fertilisers	2359	3657	6147	10709	4957
Sprays	79	70	231	471	168
Other forage costs	3113	2516	5554	19515	5539
<b>Total forage variable costs</b>	<b>5646</b>	<b>6399</b>	<b>12219</b>	<b>31482</b>	<b>10920</b>
% of forage variable costs to beef	29	43	57	51	45
Forage variable costs per cow	116.69	96.92	130.69	138.90	114.54