

TABLE C1. Hill and upland dairy gross margins in Wales, 2009/2010.

Herd Size	<70	70 - 100	> 100	All herds
Number of herds	23	18	28	69
Average farm area - actual hectares	126	117	160	138
- effective hectares	90	102	151	118
Average size of farm business (ESU)	67	110	185	126
Average size of herd (numbers)	53	87	161	106
Average milk yield (litres per cow)	5,926	6,572	7,026	6,541
Milk price (pence)	21.12	22.28	23.07	22.22
OUTPUT (£ per cow)				
Milk sales	1,246.14	1,448.59	1,621.12	1,521.34
Milk consumed	29.67	30.80	29.09	29.55
Cow and bull sales	222.95	124.24	124.54	140.94
Calf sales	41.89	22.92	25.67	27.79
Transfers out	62.13	61.43	65.63	64.14
Miscellaneous output	0.04	0.00	0.10	0.07
Change in valuation	-59.14	23.22	20.12	7.53
Less cow and bull purchases	34.46	50.30	58.81	52.92
Less transfers in	169.45	162.01	186.23	178.23
Gross output	1,339.77	1,498.89	1,641.23	1,560.21
VARIABLE COSTS (£ per cow)				
Purchased concentrates	333.59	415.48	455.80	426.70
Home grown concentrates	1.47	12.14	1.03	3.49
Coarse fodder and tack	5.07	6.15	19.34	14.12
Veterinary and medicines	55.57	51.07	58.51	56.42
Dairy other livestock costs	142.21	115.78	161.04	148.17
Allocatable contracting	19.32	8.33	13.33	13.26
Total variable costs	557.23	608.95	709.05	662.16
Gross margin before forage costs	782.54	889.94	932.18	898.05
Forage variable costs per cow	129.68	160.89	167.74	159.89
Gross margin after forage costs	652.86	729.05	764.44	738.16
DAIRY FORAGE VARIABLE COSTS (£ per cow)				
Fertilisers, lime and manures	59.32	83.22	74.13	73.60
Seeds	4.34	6.53	5.82	5.72
Sprays	2.17	3.56	4.28	3.77
Forage contracting	38.63	40.69	45.48	43.31
Grass keep	15.95	18.58	26.67	23.14
Other forage costs	9.27	8.31	11.36	10.35
Total forage variable costs	129.68	160.89	167.74	159.89
% of forage variable costs to dairy	49.60	54.53	60.62	55.36