

**TABLE C8. Lowland sheep gross margins in Wales, 2013/2014.**

| <b>Flock Size</b>                              | <b>&lt;300</b> | <b>&gt;300</b> | <b>All flocks</b> |
|--|----------------|----------------|-------------------|
| Number of flocks                               | 30             | 28             | 58                |
| Average farm area - actual hectares            | 74             | 123            | 98                |
| - effective hectares                           | 70             | 117            | 93                |
| Average size of farm business (ESU)            | 46             | 59             | 53                |
| Flock size (numbers)                           | 164            | 612            | 380               |
| Lambs reared per ewe                           | 1.36           | 1.37           | 1.37              |
| Finished lambs sold per ewe                    | 1.20           | 1.38           | 1.34              |
| <b>OUTPUT (£ per ewe)</b>                      |                |                |                   |
| Lamb sales - store                             | 0.02           | 0.61           | 0.47              |
| - finished                                     | 94.53          | 114.21         | 109.82            |
| Breeding ewe and ram sales                     | 7.72           | 3.87           | 4.73              |
| Other sheep sales                              | 11.40          | 11.68          | 11.62             |
| Wool sales                                     | 2.36           | 2.30           | 2.32              |
| Miscellaneous output                           | 0.00           | 0.00           | 0.00              |
| Change in valuation                            | 0.25           | -1.37          | -1.01             |
| Less purchases                                 | 16.83          | 22.02          | 20.87             |
| <b>Gross output</b>                            | <b>99.45</b>   | <b>109.28</b>  | <b>107.08</b>     |
| <b>VARIABLE COSTS (£ per ewe)</b>              |                |                |                   |
| Purchased concentrates                         | 17.04          | 19.54          | 18.99             |
| Home grown concentrates                        | 1.47           | 4.70           | 3.98              |
| Coarse fodder and tack                         | 0.17           | 2.09           | 1.66              |
| Veterinary and medicines                       | 6.70           | 6.68           | 6.68              |
| Sheep other livestock costs                    | 9.49           | 10.17          | 10.02             |
| Allocatable contracting                        | 0.05           | 0.09           | 0.08              |
| <b>Total variable costs</b>                    | <b>34.92</b>   | <b>43.27</b>   | <b>41.41</b>      |
| <b>Gross margin before forage costs</b>        | <b>64.53</b>   | <b>66.01</b>   | <b>65.67</b>      |
| Forage variable costs per ewe                  | 18.28          | 14.32          | 15.21             |
| <b>Gross margin including forage costs</b>     | <b>46.25</b>   | <b>51.69</b>   | <b>50.46</b>      |
| <b>SHEEP FORAGE VARIABLE COSTS (£ per ewe)</b> |                |                |                   |
| Fertilisers, lime and manures                  | 9.12           | 7.92           | 8.19              |
| Seeds  | 0.90           | 0.98           | 0.97              |
| Sprays   | 0.38           | 0.53           | 0.49              |
| Forage contracting                             | 4.58           | 2.21           | 2.74              |
| Grass keep                                     | 2.31           | 1.36           | 1.57              |
| Other forage costs                             | 0.99           | 1.32           | 1.25              |
| <b>Total forage variable costs to sheep</b>    | <b>18.28</b>   | <b>14.32</b>   | <b>15.21</b>      |
| % of forage variable costs to sheep            | 36.27          | 56.36          | 45.97             |