

TABLE C3. Hill cattle gross margins in Wales, 2014/2015.

Herd Size	<30	30 - 50	>50	All herds
Number of herds	85	60	28	173
Average farm area - actual hectares	156	169	351	192
- effective hectares	116	134	252	145
Average size of farm business (ESU)	27	38	76	39
Herd size (numbers)	18	37	86	35
OUTPUT (£ per cow)				
Calf sales	81.60	84.96	86.04	84.56
Store cattle sales and transfers out	619.53	754.55	575.88	651.11
Finished cattle sales	288.33	226.67	475.11	339.69
Cow and bull sales and transfers out	124.51	151.28	163.99	149.75
Miscellaneous output	0.03	0.01	0.08	0.04
Change in valuation	40.33	-2.98	9.55	12.54
Less purchases	108.11	135.22	165.16	140.40
Less transfers in	123.15	143.16	142.73	138.10
Gross output	923.07	936.11	1,002.76	959.19
VARIABLE COSTS (£ per cow)				
Purchased concentrates	163.05	189.59	232.35	199.96
Home grown concentrates	14.32	6.88	9.69	9.81
Coarse fodder and tack	11.63	24.52	23.34	20.91
Veterinary and medicines	46.59	56.92	55.58	53.87
Beef other livestock costs	96.60	104.19	91.19	97.21
Allocatable contracting	5.93	6.45	5.04	5.77
Total variable costs	338.12	388.55	417.19	387.53
Gross margin before forage costs	584.95	547.56	585.57	571.66
Forage variable costs per cow	175.37	196.93	238.93	208.22
Gross margin including forage costs	409.58	350.63	346.64	363.44
BEEF FORAGE VARIABLE COSTS (£ per cow)				
Fertilisers, lime and manures	94.85	109.42	101.93	102.91
Seeds	6.35	7.80	9.76	8.22
Sprays	3.32	3.56	2.99	3.28
Forage contracting	38.43	36.96	46.53	41.09
Grass keep	20.53	27.21	69.33	42.18
Other forage costs	11.89	11.98	8.39	10.54
Total forage variable costs to beef	175.37	196.93	238.93	208.22
% of forage variable costs to beef	37.28	51.46	60.40	45.94