

TABLE C1. Hill and upland dairy gross margins in Wales, 2014/2015.

Herd Size	<75	75 - 120	> 120	All herds
Number of herds	18	22	28	68
Average farm area - actual hectares	88	113	159	125
- effective hectares	83	100	151	116
Average size of farm business (ESU)	71	113	231	150
Average size of herd (numbers)	57	96	211	133
Average milk yield (litres per cow)	6,141	6,509	7,201	6,696
Milk price (pence per litre)	28.95	30.09	29.92	29.72
OUTPUT (£ per cow)				
Milk sales	1,751.11	1,928.34	2,049.12	1,987.17
Milk consumed	43.25	39.54	24.79	30.32
Cow and bull sales	167.93	137.73	132.38	137.66
Calf sales	60.04	39.88	61.18	56.10
Transfers out	64.47	73.89	47.74	55.73
Miscellaneous output	0.00	0.00	0.20	0.14
Change in valuation	16.19	32.82	55.48	45.74
Less cow and bull purchases	76.07	18.66	83.54	67.59
Less transfers in	206.51	258.26	272.39	261.62
Gross output	1,820.41	1,975.28	2,014.96	1,983.65
VARIABLE COSTS (£ per cow)				
Purchased concentrates	401.20	502.18	551.43	522.91
Home grown concentrates	2.19	9.34	4.36	5.27
Coarse fodder and tack	8.43	17.49	40.63	31.59
Veterinary and medicines	51.33	58.14	66.31	62.70
Dairy other livestock costs	145.58	164.87	153.32	155.13
Allocatable contracting	11.11	9.68	12.02	11.38
Total variable costs	619.84	761.70	828.07	788.98
Gross margin before forage costs	1,200.57	1,213.58	1,186.89	1,194.67
Forage variable costs per cow	178.88	159.35	228.49	206.77
Gross margin after forage costs	1,021.69	1,054.23	958.40	987.90
DAIRY FORAGE VARIABLE COSTS (£ per cow)				
Fertilisers, lime and manures	97.78	86.95	92.23	91.63
Seeds	6.50	5.83	9.61	8.38
Sprays	2.33	4.11	4.22	3.98
Forage contracting	49.82	34.10	70.62	59.76
Grass keep	11.13	16.08	41.23	31.96
Other forage costs	11.32	12.28	10.58	11.06
Total forage variable costs to dairy	178.88	159.35	228.49	206.77
% of forage variable costs to dairy	51.90	58.22	68.74	60.88