

TABLE C1. Hill and upland dairy gross margins in Wales, 2015/2016.

Herd Size	<75	75 - 120	> 120	All herds
Number of herds	19	20	29	68
Average farm area - actual hectares	87	111	156	124
- effective hectares	80	98	149	114
Average size of farm business (ESU)	72	112	248	159
Average size of herd (numbers)	58	96	224	140
Average milk yield (litres per cow)	5,914	6,631	7,207	6,676
Milk price (pence per litre)	20.87	22.33	22.09	21.82
OUTPUT (£ per cow)				
Milk sales	1,223.59	1,482.25	1,537.99	1,490.24
Milk consumed	36.25	26.97	17.31	21.46
Cow and bull sales	195.40	143.42	129.50	139.96
Calf sales	68.97	36.56	53.12	51.62
Transfers out	72.73	57.21	53.53	56.50
Miscellaneous output	8.49	11.29	11.28	10.96
Change in valuation	3.82	2.76	30.03	21.49
Less cow and bull purchases	26.58	10.72	44.04	35.30
Less transfers in	284.07	244.68	238.51	245.04
Gross output	1,298.60	1,505.06	1,550.21	1,511.89
VARIABLE COSTS (£ per cow)				
Purchased concentrates	365.08	434.11	438.17	428.86
Home grown concentrates	2.22	7.25	3.55	4.14
Coarse fodder and tack	4.58	14.18	24.07	19.81
Veterinary and medicines	49.42	53.61	64.11	60.29
Other livestock costs	146.95	154.59	134.00	139.66
Allocatable contracting and hire	9.71	15.53	8.79	10.25
Total variable costs	577.96	679.27	672.69	663.01
Gross margin before forage costs	720.64	825.79	877.52	848.88
Forage variable costs per cow	141.93	142.60	197.13	179.72
Gross margin after forage costs	578.71	683.19	680.39	669.16
DAIRY FORAGE VARIABLE COSTS (£ per cow)				
Fertilisers, lime and manures	70.76	66.98	80.77	76.82
Seeds	4.22	5.42	5.20	5.14
Sprays	2.32	3.11	3.63	3.37
Forage contracting	46.89	37.15	64.49	56.93
Grass keep	8.74	17.79	35.19	28.61
Other forage costs	9.00	12.15	7.85	8.85
Total forage variable costs to dairy	141.93	142.60	197.13	179.72
% of forage variable costs to dairy	52.41	60.34	66.99	60.96