



# Farm Business Survey

## 2021/2022

### Poultry Production in England



Richard Crane, Stephen Douthwaite  
and Elspeth Organ





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**2021/22**

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## **Foreword to the First Series**

This report is one of a series being produced based on the results of the Farm Business Survey (FBS) for England. The annual Farm Business Survey is the most comprehensive and independent survey of farm incomes and provides a definitive data source on the economic and physical performance of farm businesses in England. It is conducted by a Consortium comprising the Universities of Cambridge, Newcastle upon Tyne, Nottingham and Reading, and Askham Bryan, Duchy and Imperial Colleges. The Consortium is led by the University of Nottingham and its members work in partnership, using uniform and standard practices in reporting on their findings to ensure consistent data quality, accuracy and validity. The Survey is financed by Defra and the Consortium values greatly the input of their staff.

These detailed reports for various farm types and enterprises are in addition to the comprehensive Farm Business Survey Reports for Government Office Regions published at [www.farmbusinesssurvey.co.uk](http://www.farmbusinesssurvey.co.uk).

The Consortium is seeking by these additional reports to ensure that timely and relevant information is available to farmers, consultants, advisers and other organisations and individuals interested in farming and land management. The analysis and publication of these reports uses data from farm businesses across England, with an individual member of the Consortium undertaking the research analysis. In line with the ethos of the Consortium, these reports present results in such a way as to ensure a significant element of continuity and consistency from one report to the other, whilst also ensuring that each report captures the contemporary issues of relevance to the sector of agriculture in England to which it relates.

We believe these new reports will make a valuable and useful contribution to the farming industry and we commend them to you.

**Prof. Martin Seabrook**

(Chief Executive Officer of the Consortium)

Spring 2007

## Foreword to the Seventeenth and Final Series

Welcome to this seventeenth and final series of reports on the economics of agriculture and horticulture in England produced from *Rural Business Research (RBR)*. Over the last seventeen years, RBR, our leading academic consortium comprising the Universities of Cambridge, Newcastle, Nottingham and Reading, and Askham Bryan and Duchy Colleges has, as detailed in Professor Seabrook's first foreword in this series, set out through these reports to "*make a valuable and useful contribution to the farming industry*". Reflecting on these series of reports, and the research and analysis that lies behind them, I am confident that we have both achieved and surpassed these initial aims, as evidenced through their longevity in production and loyalty of readership.

This final series draws on the 2021/22 financial year for farmers and growers, and covers the 2021 harvest year. Over this financial year, average Farm Business Income (FBI), derived from our work on the Defra-funded Farm Business Survey (FBS), increased to £86,100 per business, representing an increase of 66% on 2020/21. In percentage increase terms, General Cropping, Lowland Grazing Livestock and Mixed farm types saw FBI increase of 117, 85 and 84% respectively. At the top end of these average incomes per farm business, General Cropping, Dairy and Specialist Poultry received average FBIs in the order of £140,000. In contrast and borne out by the structural change we are witnessing in the pig sector, average FBI returns to Specialists Pig farms decreased by 75%, leaving an average FBI of only £11,800. The challenges and opportunities currently facing farmers and growers are many and varied, ranging from supply reductions and increased demand driving up commodity prices, to major shortages or greatly inflated prices of key inputs such as feed, fuel and fertiliser, to the ongoing challenges of attracting labour to our industry.

Of course, at the same time, for many farmers and growers the reduction, and the eventual loss, of the Basic Payment is now becoming a dawning realisation. Many businesses, on the back of strong FBI performances, will be well placed to adapt. However, for others, and in particular grazing livestock businesses, this payment reduction and eventual loss will be a hard pill to swallow. As we approach the mid-point years of the "2021-2027 Agricultural Transition" evidencing the economics of agricultural and horticultural businesses will grow in importance. Policy makers will rightly continue to draw on the FBS as the most authoritative evidence base of the changing fortunes of agriculture and horticulture. At the heart of this evidence base, across England over the last 86 years, has been the Universities and Colleges that have supported the methodological development of the FBS with Defra, working alongside colleagues in Wales and Scotland in a partnership approach, to deliver the Gold Standard of data quality upon which we have all become reliant. It is therefore with a heavy heart that, following the outcome of a recent open tender for this work, I announce that our specialist consortium will no longer be delivering this important work in the future. The FBS in England is of crucial importance to the farming industry and I wish it well in its new future under Promar International's delivery, and hope that RBR's collective 86 years of expertise and input serves as a strong basis for its continued success.

As I draw this seventeenth and final series to a close, I do so by thanking Defra for funding this vital work over the years, and to the thousands of farmers and growers who have, over nearly nine decades, freely shared their information, farm business data and time with us for the benefit of the industry. I also thank most of all both current and former colleagues from the universities and colleges who have worked on the FBS and who may continue to do so; it is their professionalism and dedication that has delivered every year, frequently against the backdrop of enormous challenge, and it has been the greatest of professional privileges to have led this team over the last 16 years.

### **Professor Paul Wilson**

Chief Executive Officer, Rural Business Research  
December 2022

[www.ruralbusinessresearch.co.uk](http://www.ruralbusinessresearch.co.uk)

## Acknowledgements

Rural Business Research thanks sincerely all those farmers who have voluntarily provided records and information on which the annual Farm Business Survey, and this report, is based.

The basic information on which this report is based was collected on behalf of, and largely financed by, the Department for Environment, Food and Rural Affairs and is Crown Copyright.

*The views expressed in this publication are those of the authors and are not necessarily shared by other members of the University or by the University as a whole.*

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## Summary

### Section 1

**An overview of the poultry industry in the United Kingdom (UK) using external data, including government published statistics and information from the press.**

The report illustrates the importance of poultry to UK agriculture output, the composition of its sectors and highlights historical and current trends in the output and prices used for poultry production. The review also includes price indices for key products and inputs. The numbers that appear in square brackets relate to the sources of information and these references are fully listed on Page 37.

#### Highlights:

- Total number of birds in production in England in June 2022 was just over 139 million birds, a decrease of 2% on the previous year [1]
- In 2021 total poultry output increased 4% to just over £3.95 billion however poultry output as a proportion of gross output from agriculture dropped in 2021 to 13%
- Compound feed costs increased in 2022 by 29% and fuel for heating increased by 50% [10]
- Output from eggs and egg products rose again in 2021 by close to 12% to £828 million [8]
- Imports of eggs decreased this year by over 20% and there was also an increase in egg exports of 35%. These combined with the increase in UK egg production led to a rise in self-sufficiency of 4% for 2021 [7]

### Section 2

**A review of the financial results derived from the Farm Business Survey (FBS) for the 2021/22 financial year.**

The stratification of the FBS poultry sample is explained and key trends are shown for the businesses included, both as a whole, and for laying flocks and poultry meat producers. The results for each group are presented in tables reporting on output, costs and Farm Business Income (FBI) at a business level, per bird and per £100 of gross output basis.

#### Highlights:

- In 2021/22 a total of 82 farms participating in the Farm Business Survey (FBS) in England were classified as specialist poultry farms, compared to 89 farms in 2020/21
- The profitability of specialist poultry farm businesses increased in the 2021/22 financial year, with average profit as measured by Farm Business Income (FBI) increasing on a per business basis to £138,122
- Within this sector, on a per business basis, there was a marked difference in profits during 2021/22, with average FBI on a per business basis for the layers increasing to £117,522
- Of the 41 farms classified as Specialist Layers in 2021/22, 35 had laying flocks producing eggs for human consumption, while the remaining six were breeding flocks and hatcheries
- The FBI for 'laying flocks producing eggs for human consumption' only, showed an increase in profit, rising to £100,069 in 2021/22. The increase in profitability is in line with the higher average number of laying hens per business

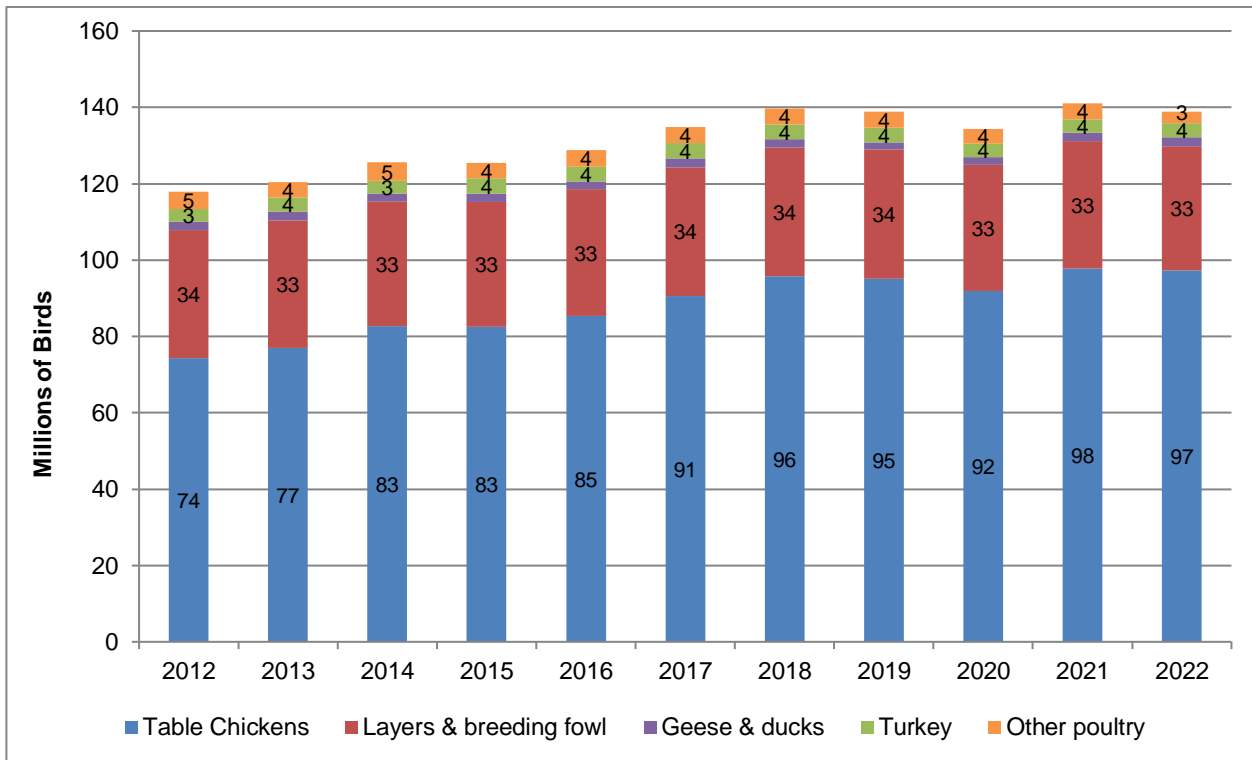
- On a per business basis free range egg systems experienced an increase in profit, with the average FBI increasing to £85,060 in 2021/22
- The price of free range eggs was very similar to the previous year at an average of 101.5p/doz, while egg production for the group increased to 298 eggs per bird per year
- For the poultry meat producers FBI decreased to an average of £151,283, partly due to an increase in variable costs
- The average number of laying hens increased in 2021/22 to 51,250; the average number of birds for meat production decreased to 117,886
- Among the total average variable costs for all specialist poultry farms, there was a large increase in average feed costs on a per holding basis; cost of feed as a percentage of £100 of output per business showed a smaller increase to approximately 53% in 2021/22, due to the rise in both total poultry output and total feed costs
- In common with past income trends, there was a wide range in the level of Farm Business Income (FBI) observed for different businesses, ranging from over £100,000 per year to a number incurring negative FBI

**SECTION 1: COMMENTARY ON THE UK POULTRY INDUSTRY**

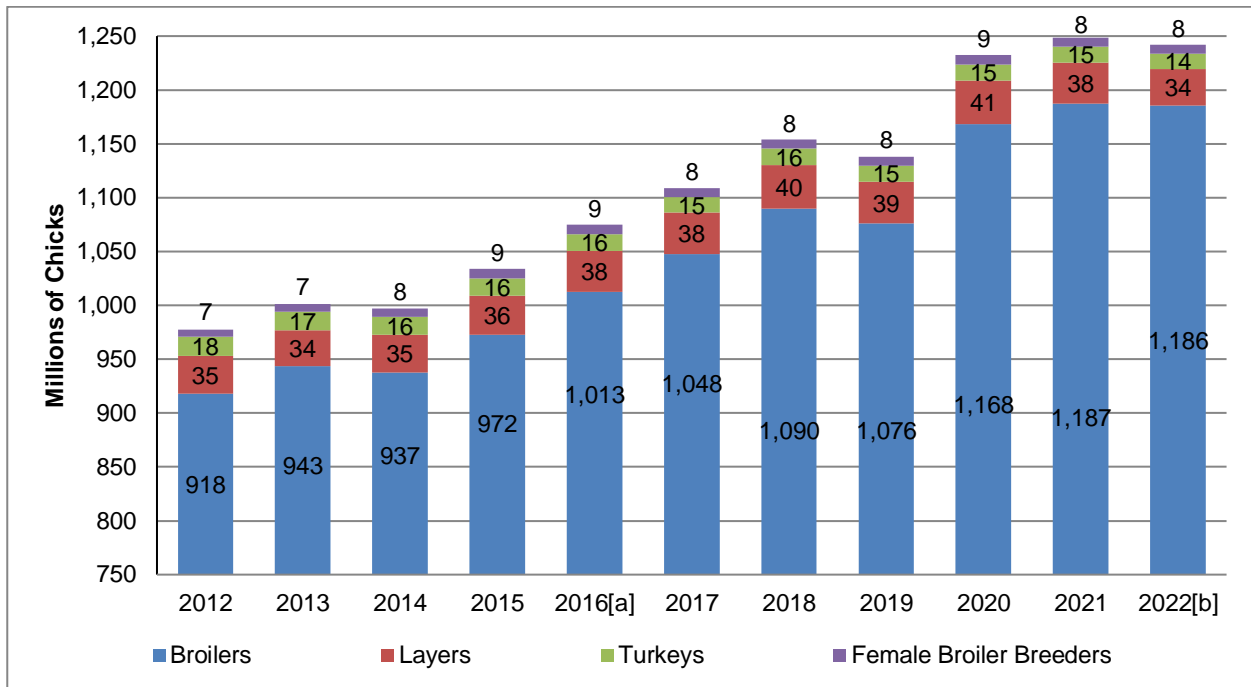
**1.1 General introduction**

- The English poultry flock decreased in 2022. The number of birds fell to just under 139 million, a decrease on the previous year of 2%
- The table flock numbers fell to just over 97 million birds in 2022, a decrease of 2% on the previous year
- Table chickens still make up the majority of total poultry numbers, at 70% for 2022
- Continuing the previous year's trend, numbers of turkeys increased, rising by 1%. Geese and ducks rose again in 2022, increasing by over 13%, returning to just below 2013 levels
- Numbers of layers and breeding fowl decreased by 3% during 2022, with total numbers of birds falling to 32.6 million birds
- The poultry flock in England in 2022 consists of approximately 70% table birds, 23% layers and breeding fowl, 2% other poultry, 3% turkey and 2% geese and ducks [1]

**Figure 1.1 English poultry numbers at June 2012-2022 [1]**



**Figure 1.2 UK chick and poult placings 2012-2022 [2]**



Note: [a] denotes a 53 week year  
 [b] 12 month average includes last 2 months of 2021 as 2022 data not available at time of preparing report

Only data for UK chick and poult placings is available and it is therefore not possible to focus solely on the situation for England:

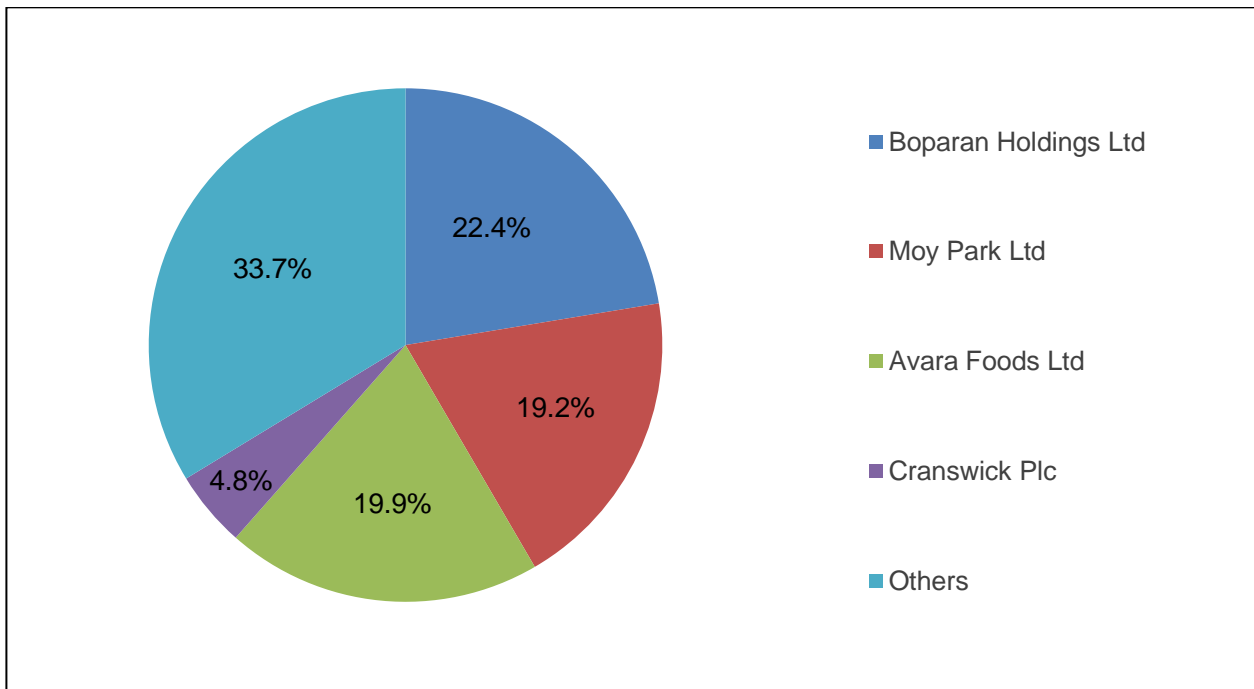
- Broiler chick and poult placings in 2022 were down slightly on the previous year with a less than 1% decrease
- Layer chick and poult placings decreased by 11% in 2022. Numbers were back down to below 34 million, which is 16% lower than the high in 2020 which saw numbers at just over 40 million
- There was a decrease in turkey chick and poult placings in 2022, down 7% on the previous year. Numbers in 2022 are at just under 14 million, just under 22% lower than the peak in 2012 which saw numbers reach almost 18 million
- Broiler breeder hen placements rose slightly during 2022 by 0.4% to just over 8.3 million. These numbers are over 20% higher than the low in 2012 [2]

## 1.2 The Structure of the industry

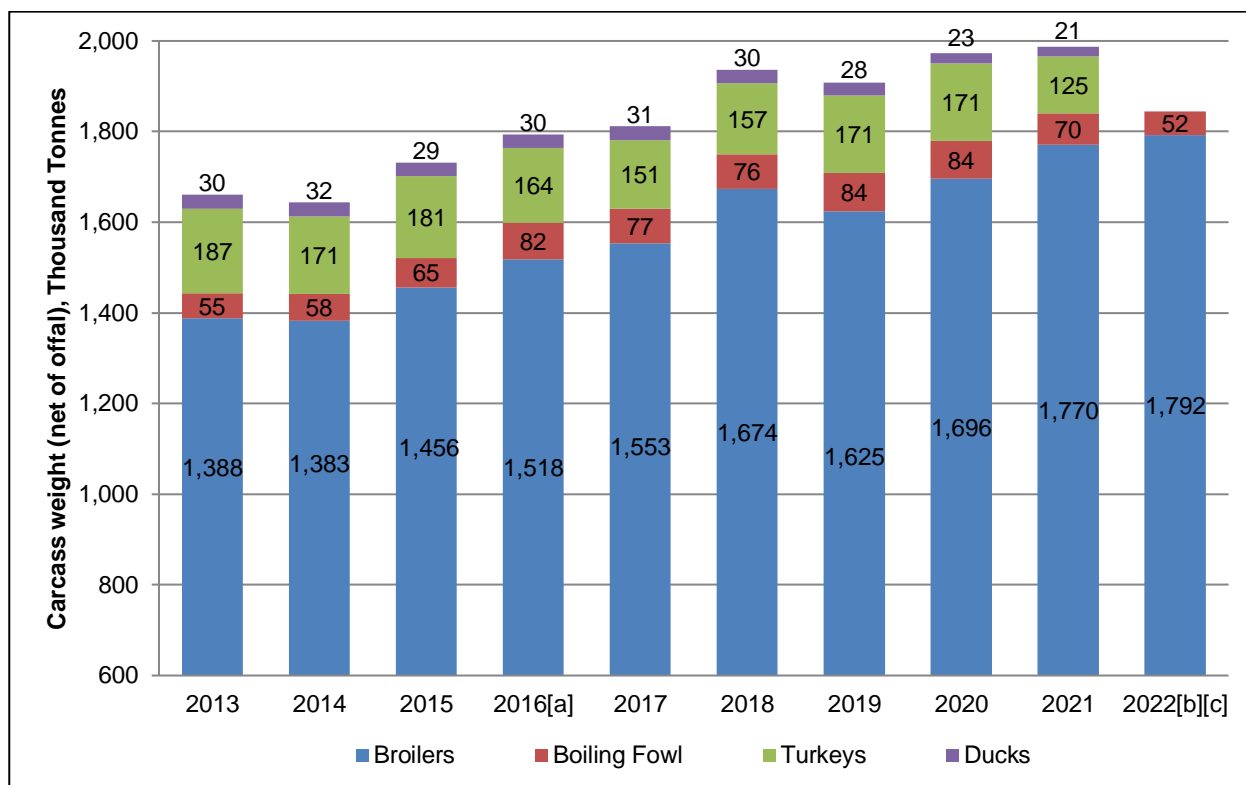
### 1.2.1 Poultry for meat

- Poultry premises stocked with more than 50 birds must register with the British Poultry Register (BPR) giving details of poultry type, housing type, maximum number of poultry present on holdings through the year, together with a note of owner and associate organisations [3]
- According to IBIS World (Industry Market Research Company), the UK broiler market in 2022 comprised of Boparan Holdings (22%), Moy Park (19%), Avara Foods (20%), Cranswick (5%) and others (34%), as shown below [4]
- Total poultry production decreased slightly in 2022 by less than 1%. When looking over the last ten years, in 2022, 24% more poultry products were produced than in 2012
- Broiler production in 2022 showed an increase of 1%, representing the majority of total poultry meat production at 90% [5]

Figure 1.3 UK Broiler Market - Estimate [4]



**Figure 1.4 Annual UK production of poultry meat by type [5]**



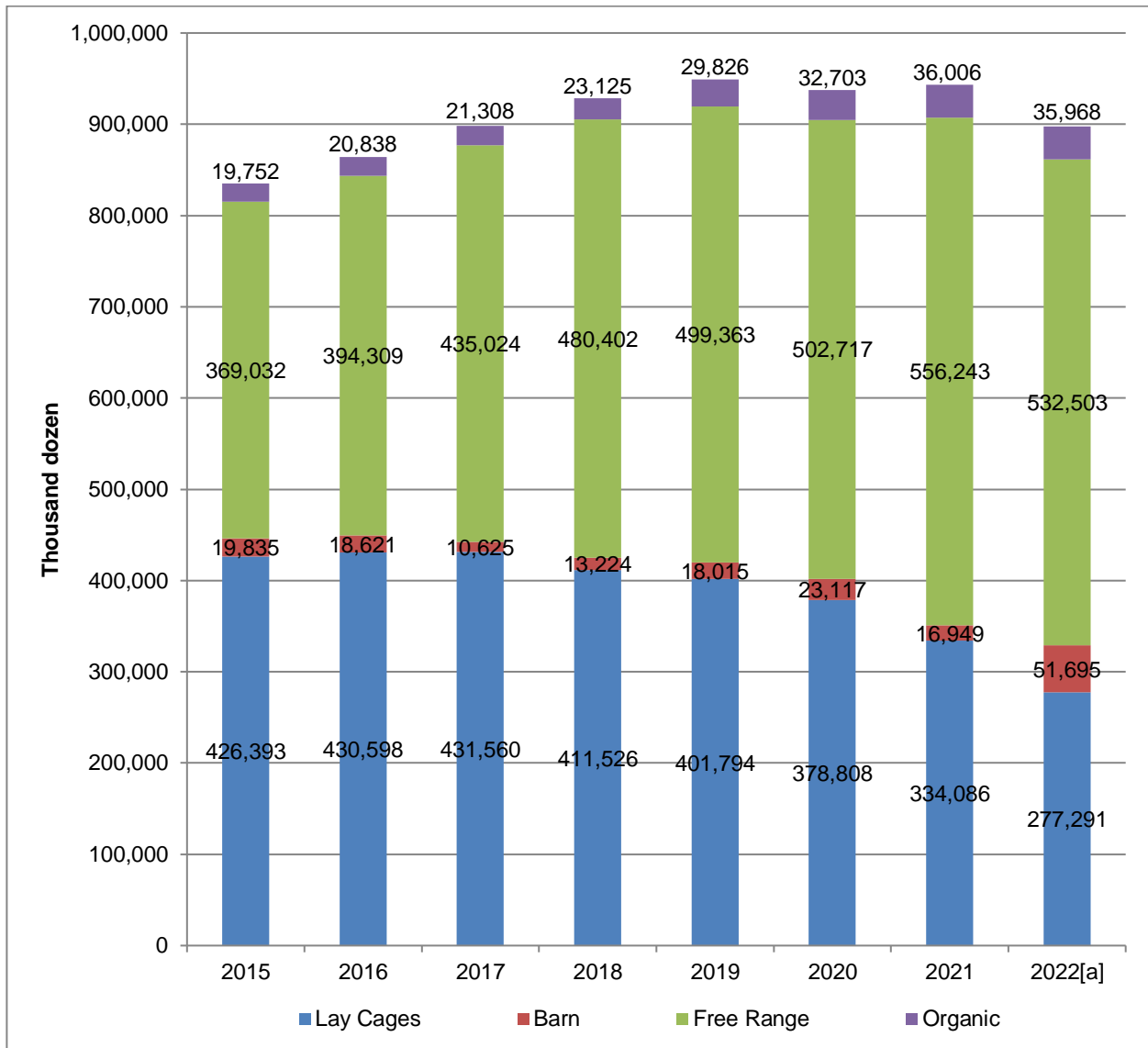
Note: [a] denotes a 53 week year  
 [b] 12 month average includes last 2 months of 2021 as 2022 data not available at time of preparing report  
 [c] Data for average turkey and duck weight has been suppressed as insufficient data

### 1.2.2 Poultry for eggs

Eggs are produced in different types of production system:

- *Enriched cages* – As of 1<sup>st</sup> January 2012 poultry for egg production within Europe if raised in cage systems must be housed in enriched cages, categorised as having 750cm<sup>2</sup> of cage area per hen (compared with 550cm<sup>2</sup> in conventional housing), housing must include a nesting area, litter to allow dust bathing, perches of at least 15cm per bird, and claw shortening devices
- *Barn system* – This system employs open-space hen houses with a series of perches at different levels. Birds are allowed to roam the litter covered floor space, at a maximum density (since 2002) of nine birds per m<sup>2</sup>. There is a Deep Litter variant of this system where hen houses have solid floors covered with straw, sand, shavings or turf and a lower stocking density of seven birds per m<sup>2</sup>. Both systems provide communal nest boxes and raised feeding troughs to prevent the scattering of feeds
- *Free Range System* – This system requires birds to have continuous daytime access to outdoor ‘runs’, largely covered with vegetation, to a maximum stocking density of nine laying hens per m<sup>2</sup> of usable area. The Welfare of Laying Hens Directive imposes the same hen house conditions as for the Barn System. Free range production can also be organic where, additionally, feeds are organic and the hens are ranged on organically managed land
- *Organic system* - Hens producing organic eggs are always free range. In addition, hens must be fed an organically produced diet and ranged on land that is registered as organic. The hen house conditions for organic hens are set by the EU Organic Regulations and stipulate a maximum stocking density of 6 hens per m<sup>2</sup> of useable area and a maximum flock size of 3,000 birds. Hens must be provided with nest boxes and adequate perches, providing 18 centimetres of perch per hen, together with litter, accounting for one-third of the ground for scratching and dust bathing [6]

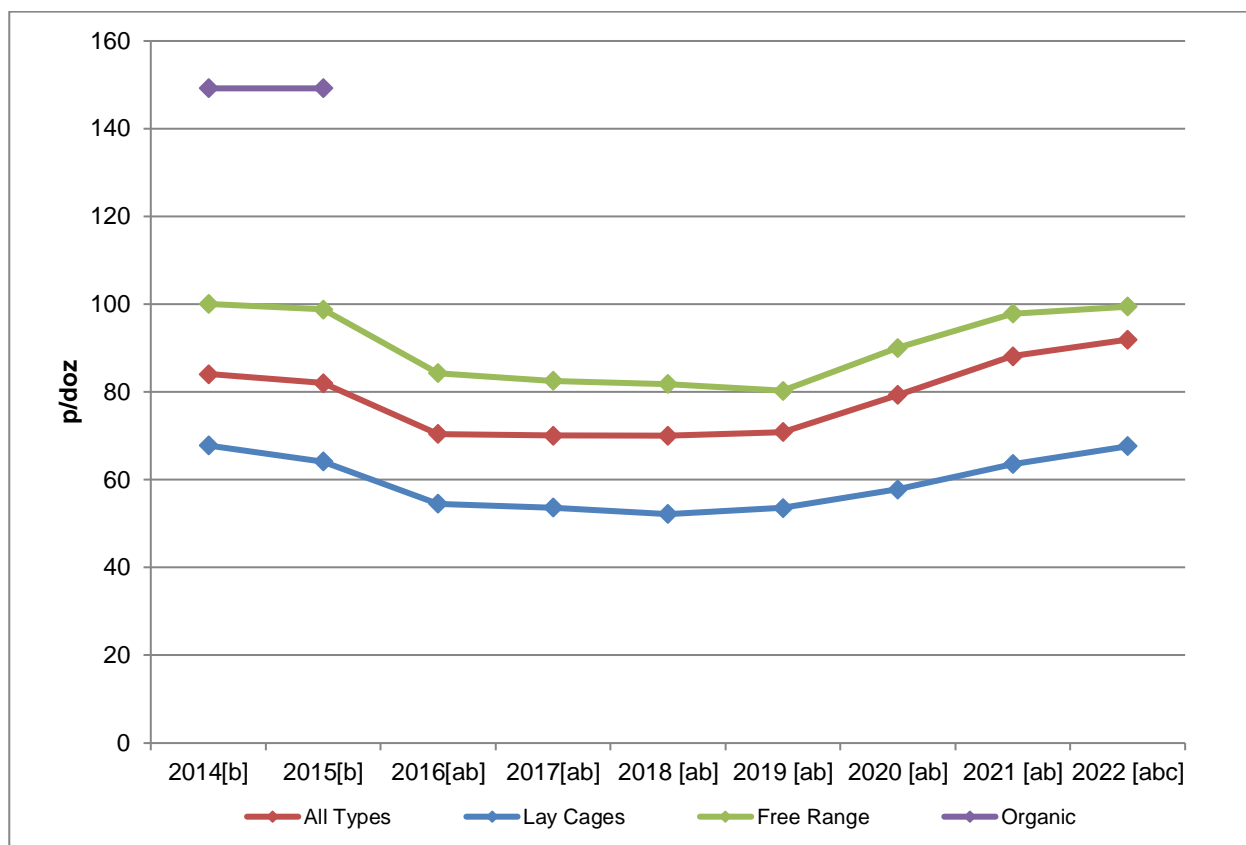
**Figure 1.5 Annual UK egg production by production systems [7]**



Note: [a] 12 month average includes last quarter of 2021 as 2022 data not available at time of preparing report

- Total packing station throughput decreased by 5% between 2021 and 2022
- In 2022 the numbers of eggs produced in cages continued to decrease. Just under 31% of eggs were produced in enriched cages in 2022, a decrease of nearly 17% on the previous year
- Just over 59% of eggs were produced in free range systems in 2022, although there was a decrease of 4% on the number of eggs produced compared to 2021
- The numbers of eggs produced in organic systems in 2022 remain stable with a decrease of less than 1%, and now made up 4% of annual egg production. There was an increase in barn produced eggs of 205% in 2022, this is likely down to the enforcement of biosecurity measures introduced due to the large outbreak in avian flu. This made up just under 6% of annual egg production [7]

Figure 1.6 Average packers to producer prices by housing type [7]



Note: [a] Data for organic eggs suppressed as sample too small  
 [b] Data for barn eggs suppressed as sample too small  
 [c] 12 month average includes last quarter of 2021 as 2022 data not available at time of preparing report

- The average packer to producer price for all types rose in 2022 from 88.1p/doz to 91.9p/doz, 4% up on the previous year
- The average price of free range eggs continued its upward trend from the previous year, rising by 2%. The price for 2022 was 99.5p/doz, an increase of 1.6p/doz on 2021
- The average lay cage egg price in 2022 also increased from the previous year's price of 63.6p/doz, up by 4.1p/doz to 67.7p/doz [7]

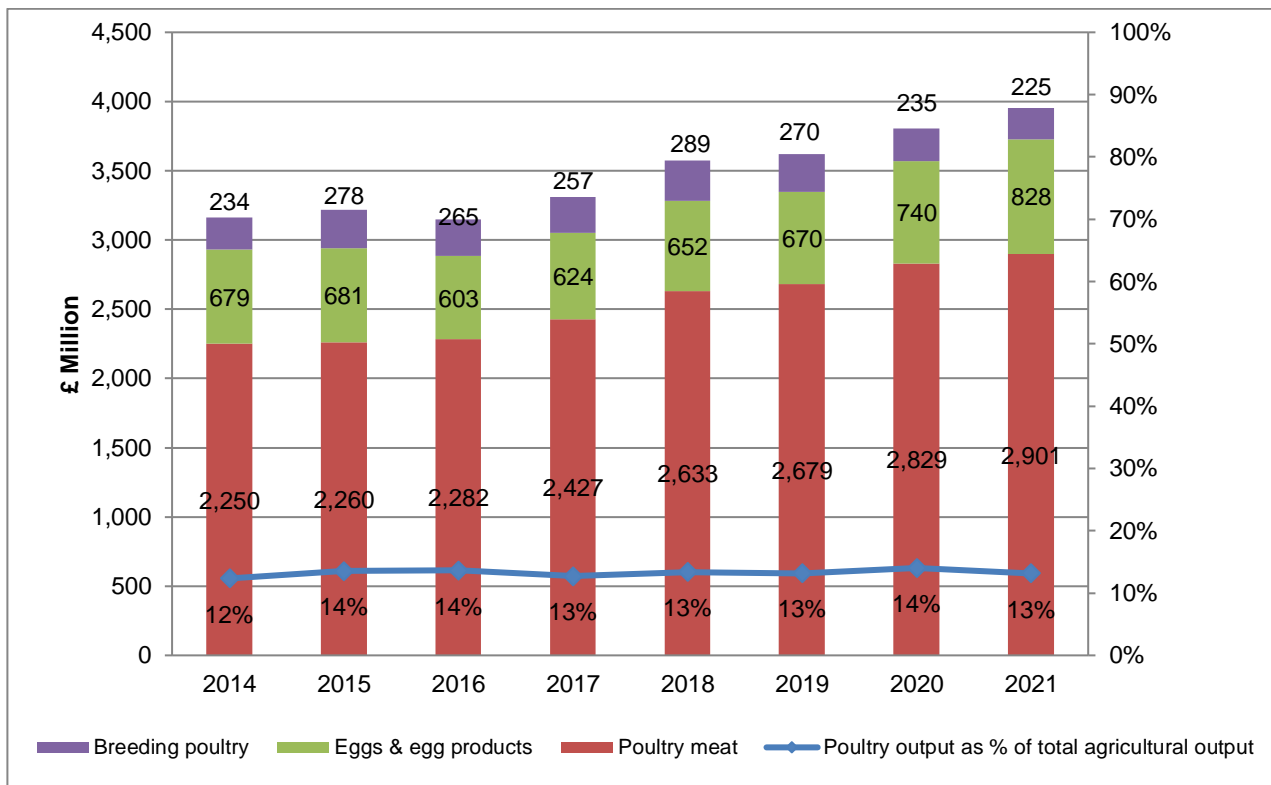


### 1.3 Contribution of the poultry sector to the economy

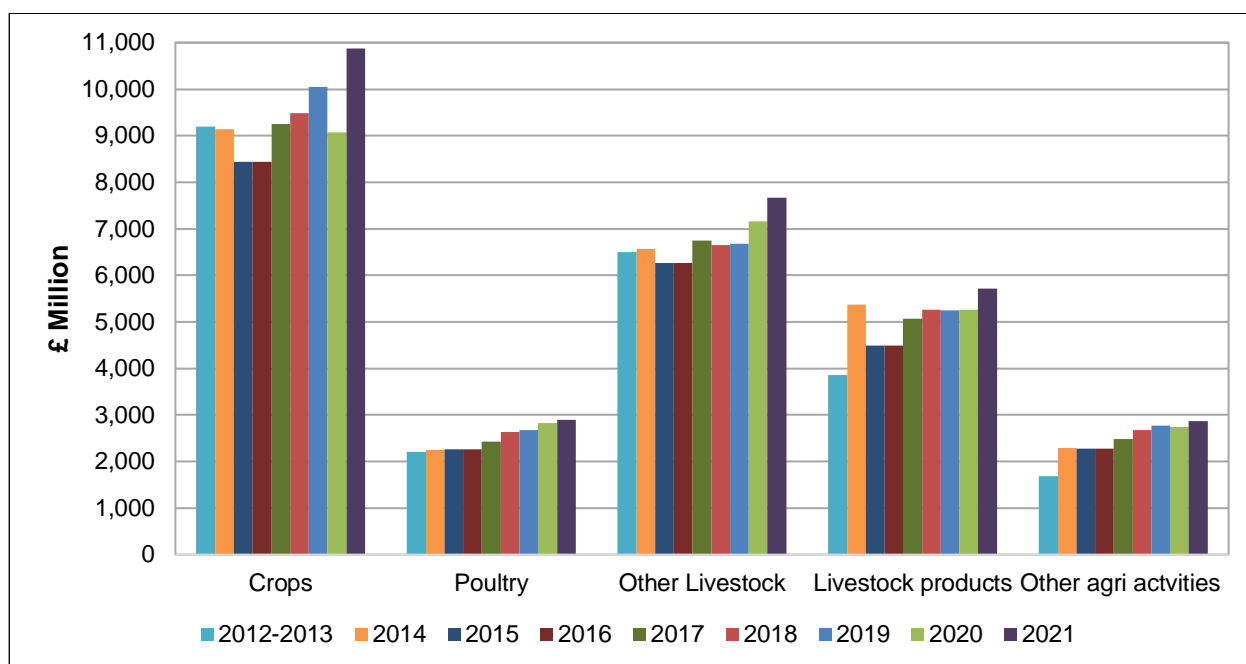
#### 1.3.1 The farm sector

- In 2021 total poultry output increased to just over £3.95 billion with an increase of 4% on 2020's figures
- Total agricultural output increased by just under 11% in 2021. This is the biggest increase in output since the 13% rise between 2016 and 2017
- There was another increase in poultry meat output in 2021, with a rise of 3% on the previous year, increasing to just over £2.9 billion
- Output from eggs and egg products rose again in 2021 by close to 12% to £828 million. This is over 37% higher than the low seen in 2016 of £603 million
- Poultry output as a proportion of gross output from agriculture dropped in 2021 to 13% [8]

**Figure 1.7 Producer value of UK-produced poultry meat and eggs 2014-2021 (£M) [8]**



**Figure 1.8 Poultry output compared with other agricultural outputs through time at current prices (£M) [9]**



## 1.4 Trade

**Table 1.1 UK imports and exports of Eggs and Poultry meat [9]**

<b>Eggs (Million Dozen)</b>	<b>2013</b>	<b>2014</b>	<b>2015</b>	<b>2016</b>	<b>2017</b>	<b>2018</b>	<b>2019</b>	<b>2020</b>	<b>2021</b>
Imports	153	158	175	171	166	158	152	149	119
Exports	23	11	9	11	12	35	79	26	35
UK production	829	839	866	899	931	959	979	962	1,001
% self sufficient	86%	85%	84%	85%	86%	89%	93%	89%	92%

<b>Poultry meat [a] (carcass weight thousand tonnes)</b>	<b>2013</b>	<b>2014</b>	<b>2015</b>	<b>2016</b>	<b>2017</b>	<b>2018</b>	<b>2019</b>	<b>2020</b>	<b>2021</b>
Imports	482	509	541	580	485	514	494	434	403
Exports	314	339	292	299	352	353	365	410	334
UK production	1,663	1,648	1,733	1,805	1,860	1,953	1,931	1,993	1,995
% self sufficient	91%	91%	87%	87%	93%	92%	94%	99%	97%

Note: [a] excludes offal

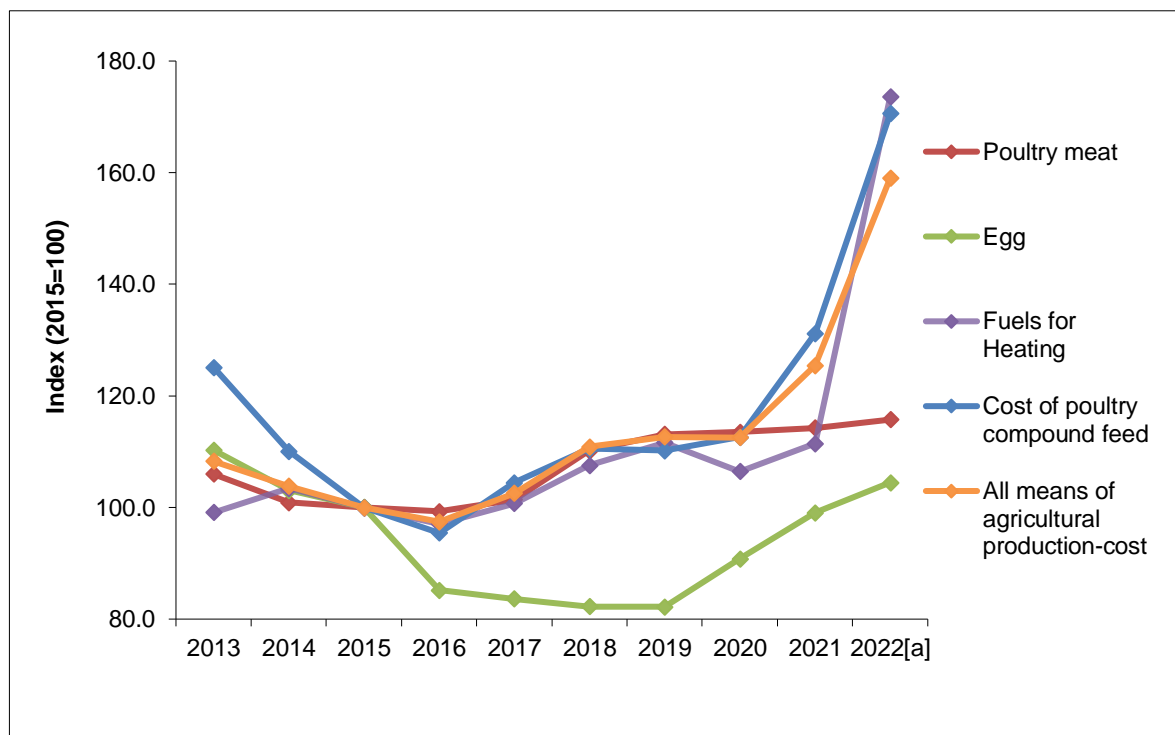
- % self sufficient is calculated using the following formula:  $\left(\frac{UK\ Production}{UK\ Production + Imports - Exports}\right) \times 100$
- Between 2020 and 2021, UK production of eggs increased by 4%, returning to the upward trend seen prior to the decrease last year. It is also 21% higher than the low of 2013
- UK Production of poultry meat increased by less than 1% in 2021, a continuation of the increases seen over the previous years. This is a 21% increase when compared to the low in 2014
- Imports of eggs decreased this year by over 20% and there was also an increase in egg exports of 35%. These combined with the increase in UK egg production led to a rise in self-sufficiency of 4% for 2021

- Imports of poultry meat decreased by just over 7% and exports also decreased by just under 19%. Even with the slight increase in UK production, the bigger decrease in exports compared to imports lead to a decrease in self-sufficiency of 2% for 2021 [9]

### 1.5 Producer prices

- As with previous years, feed and fuel continue to be the major costs for poultry producers
- There was an increase in 2022 in the 'All means of production cost' (based on figures available at the time of preparation of report). This year the cost was up by 27% to 159 points, which is over 63% higher than the low in 2016 of 97 points
- Compound feed costs increased again in 2022 by 30% to 171 points. This is now nearly 79% or 75 points higher than the low in 2016 of 95 points
- Fuel for heating increased by 56% or 62 points in 2022 to 174 points
- Egg output rose in 2022 to 105 points, an increase of just over 5% or 5 points on 2021
- Poultry meat in 2022 increased slightly on the 2021 level, with a 1% or 2 point increase [10]

**Figure 1.9 Index of producer prices for poultry and eggs and cost of production [10]**



Note: [a] 2022 data based on average prices between January and October 2022



## **SECTION 2: FINANCIAL RESULTS FOR POULTRY PRODUCTION IN ENGLAND**

### **2.1 Introduction to the data**

The following series of tables [Tables 2.1 to 2.9] are based on farm businesses that participate in the Farm Business Survey (FBS) in England and are classified as specialist poultry farms. Tables 2.10 to 2.15 are based on farm businesses that participate in the FBS with a poultry enterprise; this includes all farm type groups, including specialist poultry farms. The FBS is a sample survey, so results here have been weighted to be representative of the poultry industry in England. Businesses all have year ends between December and April, representing an average February year end.

### **2.2 Definition of poultry type groups:**

*Specialist Poultry farms are farms on which poultry account for more than two thirds of their total Standard Output (SO). The SO of an agricultural product (crop or livestock) is the average monetary value of the agricultural output per unit at farm-gate prices, excluding direct payments and value added tax. Each unit of crop or livestock has its own monetary value. To calculate the Standard Output for a poultry enterprise, the average number of poultry are multiplied by a standard monetary unit for each type of poultry. The threshold for inclusion with the Farm Business Survey (FBS) in England is 25,000 euros of standard output. Standard Outputs are representative of the level of output that could be expected on the average farm under “normal” conditions (i.e. no disease outbreaks or adverse weather).*

#### **Specialist Poultry Farms:**

- Table 2.1 - All specialist poultry farms:
  - Sample includes all types of laying and non-laying enterprises, defined as specialist poultry farms

#### **Specialist Poultry Farms – split between laying flocks and poultry meat producers:**

- Table 2.2 - All laying flocks:
  - Sample includes all types of laying enterprises producing eggs for human consumption including enriched cage, free range and deep litter and breeder/rearer enterprises (growing pullets, layer breeders and broiler breeders)
- Table 2.3 - Poultry meat producers:
  - Sample includes all types of poultry meat enterprises including contract and non-contract broilers, turkeys, and ducks

#### **Layers – further sub-groups of table 2.2:**

- Table 2.4 - Laying flocks producing eggs for human consumption:
  - Sample includes all types of laying enterprises including enriched cage, free range and deep litter systems
- Table 2.5 - Laying flocks with free range hens:
  - Sample includes solely free range laying enterprises [a sub-set of Table 2.4]

#### **Poultry meat producers – further sub-group of table 2.3:**

- Table 2.6 - Non-contract broilers:
  - Sample includes non-contract broiler enterprises [a sub-set of Table 2.3]

#### **Balance sheet information for 2021/22:**

- Table 2.7 - Balance sheet data for all specialist poultry farms:
  - Analysis for laying flocks, poultry meat producers and non-contract broilers

- Table 2.8 - Comparison of net worth and percentage equity by farm type for 2021/22:
  - Farms with poultry as their main farm type are compared to other farm types in terms of assets, liabilities, net worth and average % equity
- Table 2.9 – Distribution of tenant’s type capital (%):
  - Shown for all specialist poultry farms with subsets for all laying flocks, all poultry meat producers and non-contract broilers

### **Gross margin analysis for all poultry enterprises:**

This sample of farms includes all farm type groups, including specialist poultry farms.

- Table 2.10 - All laying flocks:
  - Sample includes all types of laying enterprises (enriched cage, free range and deep litter)
- Table 2.11 - Laying flocks with mixed production systems including enriched cage, barn and deep litter:
  - Sample includes all enriched cage laying and mixed laying enterprises [a sub-set of Table 2.10]
- Table 2.12 - Laying flocks with free range hens:
  - Sample includes solely free range laying enterprises [a sub-set of Table 2.10]
- Table 2.13 - Laying flocks on an annual basis (enriched cage and free range systems):
  - Gross margin per doz eggs
- Table 2.14 - Non-contract broilers and table chickens:
  - Sample includes non-contract broiler and table chicken enterprises
- Table 2.15 - Turkey production:
  - Sample includes mainly Christmas turkey producers

## **2.3 The sample**

The sample is drawn from a stratified population of seven regions in England. The weighting of the FBS results is a two stage process with, firstly, an initial weight being produced and, secondly, this initial weight is then adjusted via a calibration procedure. The weights are based on population data from the June business register and are calculated for each design stratum. The weight when applied to each business represents the number of times that business’ data must be replicated in order to ‘represent’ businesses not selected for the sample, so as to reflect the entire population, and applies to all variables.

The design of the weights used in the FBS was altered from 2011/12 to improve the accuracy of estimates relating to both specialist poultry farms and poultry enterprises. The weighting methodology matches the number of specialist layer businesses and meat production businesses to the June Survey; however, it does not split production to the lower levels sometimes used in this report.

According to the 2021 June survey there were 1,470 specialist poultry farm businesses in England that were above the FBS size threshold.

The results for the 2021/22 financial year are based on 82 specialist poultry farms, which represent 6% of the population of specialist poultry farms. No premium results are shown for the top quartile of businesses, due to the small sample size.

The data in this report have been compiled from the 2020/21 and 2021/22 FBS. When making inter-year comparisons the results should be treated with caution as poultry farms are subject to a considerable degree of uncertainty reflecting both the structure of this sector and the relatively small sample of these farms in the FBS.

It is important to note that all surveys are subject to sampling error as they are not measuring the whole population, the FBS is no exception. It is common practice to publish 95% confidence intervals and error bars alongside any published estimated figures to give the reader an indication of the size of the sampling error. These signify that we are 95% confident that this range contains the true value. For simplicity within these reports, the confidence intervals have not always been published. Readers should be aware that the figures calculated from the FBS data have a level of uncertainty around them and that all figures are estimates. Generally, the smaller the sample size the greater the sampling error and the less confidence we have in the estimates. For details on the FBS confidence intervals, please refer to Defra FBS publications <https://www.gov.uk/government/collections/farm-business-survey>

Results for this survey can be accessed at:

<http://farmbusinesssurvey.co.uk> and

<https://www.gov.uk/government/collections/farm-business-survey#farm-accounts-in-england>

## **2.4 Financial results for 2020/21 and 2021/22**

### **2.4.1 Specialist poultry farms [Table 2.1]**

- In 2021/22 a total of 82 farms participating in the Farm Business Survey (FBS) in England were classified as specialist poultry farms, compared to 89 farms in 2020/21
- The total of 82 farms was split evenly between specialist layers [Table 2.2] and specialist poultry meat producers [Table 2.3], whereas in 2020/21 52% of the sample were specialist layers and 48% were specialist poultry meat
- However, in monetary terms, the balance was very different when looking at poultry output attained in 2021/22:
  - 26% was derived from egg production
  - 69% from broiler production and
  - 5% from a mix of breeding, rearing and other forms of poultry meat production
- The profitability of specialist poultry farm businesses rose in the 2021/22 financial year, with average profit as measured by Farm Business Income (FBI) increasing on a per business basis to £138,122 [Table 2.1]
- Within this sector, on a per business basis, there was a marked difference in profits during 2021/22, with an increase in profitability for the laying flocks [Table 2.2] and a small fall in Farm Business Income for the poultry meat producers [Table 2.3]
- Among the total average variable costs for all specialist poultry farms, there was a large increase in average feed costs on a per holding basis; cost of feed was 53% of every £100 of gross output per business in 2021/22, a small increase due to the rise in both total poultry output and total feed costs
- The total fixed costs include imputed items such as labour and rent, to calculate Management & investment income. When benchmarking businesses, these imputed costs are included so that businesses can be compared on an equal basis. However, adjustments are made to these figures to show Farm Business Income, which more closely resembles the actual profit of the business
- In common with past income trends, there was a wide range in the level of Farm Business Income (FBI) observed for different businesses, ranging from over £100,000 per year to a number incurring negative FBI
- Note that these changes for specialist poultry farms should be treated with caution because of the small sample size and the range of enterprises covered by this farm type. For example, there are farms producing broilers, turkeys, ducks and geese and for laying flocks the systems cover organic and conventional free range enterprises as well as enriched cages

#### **2.4.2 All laying flocks producing eggs for human consumption and breeder/rearers [Table 2.2]**

- In 2021/22, the 41 specialist poultry farms that were classified as layers (Defra farm typology code 521) included 35 businesses with laying flocks producing eggs for human consumption and six businesses comprising breeding and rearing units (including growing pullets, layer breeders and broiler breeders)
- The average number of laying hens per business increased in 2021/22, to 51,250 birds
- On a per business basis, gross output of all laying flocks increased to an average of £800,593 in 2021/22
- The net result of the year-on-year changes for these businesses was an increase in the average FBI to £117,522 per business in 2021/22
- These results should be treated with caution as individual farms can sometimes have a large influence on the results
- However, the unweighted average for an identical sample of businesses produces very similar results, although this is just comparing farms in the sample and is not representative of the population

#### **2.4.3 Laying flocks producing eggs for human consumption [Table 2.4]**

- This sub-set of farms consists of flocks producing eggs for human consumption, which include:
  - Enriched cage, barn, deep litter and free range egg production units; breeding poultry (laying flocks producing hatching eggs, day-old chicks and pullets) are not included
  - This group is suited to assessing egg producer figures in terms of analysing the changes in bird numbers, output, costs, and FBI, particularly on a per bird basis
- The average number of laying hens in this group increased to 36,958
- The total gross output for this group increased to an average of £812,609 per business; this meant that even with higher variable costs, the average gross margin per business increased to £326,217 in 2021/22
- The FBI for 'laying flocks producing eggs for human consumption' only, showed an increase in profit, rising to £100,069 in 2021/22
- The increase in profitability is in line with the higher average number of laying hens per business. When the figures are viewed on a per bird basis there is still an increase in profit per bird mainly due to much higher output
- The price attained for eggs produced by both the more intensive group and from free range systems combined increased from 89.4p/doz to 93.8p/doz in 2021/22. This is in line with the trends seen nationally shown in Figure 1.6 in Section 1 of this report
- There was also a slight increase in eggs produced per bird, from 294 in 2020/21 to 307 in 2021/22, which is part of the reason for the increase in output per bird

#### **2.4.4 Mixed production systems and free range flocks [Table 2.5]**

- The laying flock group producing eggs for human consumption is normally subdivided into two further sub-groups, mixed production systems and free range flocks:
  - There are four farms with mixed production systems and 31 farms with free range systems
  - The mixed production systems are predominantly enriched cage units; however, the sample is too small to publish results



- Although the sample of non-free range egg producers is too small to publish, the evidence suggests that the more intensive producers, including enriched cages, barn and deep litter systems, showed a smaller increase in average FBI per bird, compared with a large increase in the free range systems
- The price of free range eggs was very similar to the previous year at an average of 101.5p/doz. The average prices seen in these results are higher than those seen nationally at 99.5p/dozen, this could be due to more direct selling by the farms in this sample
- The average number of eggs per bird per year increased for free range producers, to 298 eggs per bird per year
- On a per business basis free range egg farms experienced an increase in profit, with the average FBI increasing to £85,060 in 2021/22. On a per bird basis the profit also increased to £3.69 per bird

#### **2.4.5 Poultry meat producers [Table 2.3]**

- This group of farms is classified as poultry meat producers (Defra farm typology code 522):
  - In 2021/22 there were 41 of these farms, compared with 43 in 2020/21; among them were 27 broiler producers whose results are reported separately (Table 2.6)
  - This group also includes contract broiler producers where birds and feed are provided by the rearing company, who in turn pay a fee to the producer, but due to their very small sample size results are not reported separately here
- Although broiler production is the predominant system, a small number of producers of table chickens, turkeys, ducks and geese are also present in the sample, but their results have not been reported separately here due to very small sample size
- The average number of birds per business decreased to 117,886 birds
- Gross Output increased in 2021/22, with an increase in broiler output and crop enterprises. Variable costs increased as well, so overall, the gross margin was similar to the previous year, and the FBI per business actually decreased to an average of £151,283
- FBI as measured on a per bird basis showed a small increase compared to the previous year, to an average of £1.28 per bird
- These results should be treated with caution as individual farms can sometimes have a large influence on the results
- However, as with the layers group, the unweighted average for an identical sample of businesses produces very similar results, although this is just comparing farms in the sample and is not representative of the population

#### **2.4.6 Non-contract broiler production [Table 2.6]**

- Producers in this group own the birds and incur all the costs associated with their production
- A production cycle of normally around 40 days enables around seven to eight crops a year to be reared, allowing a reasonable period between each new batch of birds to undertake maintenance and biosecurity measures
- The results recorded here on a per bird basis are on an individual 'bird-crop' basis
- The average number of birds fell to 169,398 in 2021/22
- The main cost to the farm business for this system is feed, which decreased slightly to an average of £1,426,000 per business in line with the decrease in the average number of birds
- On a per bird basis, the cost of feed showed an increase to an average of £1.20 in 2021/22

- Throughput decreased so despite a rise in price for poultry meat, total output decreased compared to 2020/21 to an average of £2,388,900
- Productivity was up slightly in 2021/22, increasing from 6.9 crops of birds reared per year in 2020/21, to 7.0 crops
- The average price received for broilers in the year was £2.22 per bird, an increase of 46p on the previous year, while the price of chicks also increased to an average of 37p per bird
- FBI for the business decreased to an average of £213,733 in 2021/22, however on a 'per bird basis' the profit increased 5p to 18p/bird, and on a 'per £100 gross output basis' the profit increased by 81p to £8.95 per £100 of gross output

## 2.5 Balance sheet information [Table 2.7 to 2.9]

- Table 2.7 shows the assets, liabilities and net worth for the same group of farms included in the preceding commentary on financial results
- For specialist poultry farms as a whole, the percentage equity in the business increased, to an average of 70% at the end of the financial year
- The laying flock systems saw their percentage of equity increase to an average of 66%, while the poultry meat producers saw percentage equity rise to an average of 71%
- Table 2.8 compares the net worth and percentage equity with other Robust Farm Type classification used in England with an overall average net worth of £2,102,872 recorded per business, representing an overall average of a little under 89% equity in the business
- Those farms that are predominantly land based have the highest percentage equity due to lower liabilities (e.g. Lowland cattle & sheep at 92% and cereals at 93%), while those businesses with intensive livestock systems, requiring large capital investments and with a very low dependency on land have higher liabilities and, consequently, a smaller stake in the equity of their businesses (e.g. Poultry at 68%)

## 2.6. Gross margins for all poultry enterprises

- Tables 2.10 to 2.15 show the gross margin results from all farms in the survey with poultry enterprises, some of which will be in addition to the specialist poultry farms commented upon earlier in this report
- Hence the sample of farms on which gross margins have been calculated is larger, although the average flock size is smaller, as the poultry enterprises on these additional farms tend to be supplementary to the main farm enterprises

### 2.6.1 Gross margin for all laying flocks [Table 2.10 to 2.13]

- Average egg price was 93.3p/doz in 2021/22, compared with 90.7p/doz for the previous year, a rise of 3%
- The average number of birds per holding increased compared to 2020/21, to 28,834 in 2021/22
- On a per bird basis, poultry output was above the previous year at an average of £20.55 per bird, due to the increase in egg price and egg yield
- Feed costs for all farms with poultry layers increased to £12.28 per bird in 2021/22
- Total variable costs were up overall on a per bird basis but when combined with a higher output, the result was an average gross margin of £7.13, an increase from 2020/21

- The gross margin per doz eggs was 28p for all layers, a slight increase on the 2020/21 returns [Table 2.13]
- There was little difference in the change to output in the last two years between different production systems; the free range egg producers increased to an average of £21.27 per bird, while the enriched caged/mixed production systems increased by the same percentage, to an average of £19.24
- The average egg price was 14% higher for free range egg production than for intensive units, while egg production for free range systems at an average of 304 eggs per year was 4% less than the intensive units
- The average gross margin per doz eggs was 32p for free range production, higher than the intensive/mixed egg production at 22p
- Feed cost for the free range systems was higher per bird than for the intensive systems
- Due to a larger rise in output than the rise in costs the gross margin per bird for free range egg production recorded an increase per bird, while the enriched cage/mixed production systems showed a small decrease in gross margin as their costs showed a greater increase
- The sample size of specialist poultry farms with enriched cage and mixed production systems in this year's report is small, and any inference of a general trend relating to enriched cage systems should therefore be treated with caution

#### **2.6.2 Gross margin for broilers & table chicken production (non-contract) [Table 2.14]**

- The average price received for broilers was £2.12 [+35p] per bird, with the purchase price of chicks averaging 35p, an increase of 1p on the previous year
- With 7.4 crops per year (an increase of 9% from 6.8 crops), an average gross margin of £2.87 per bird place was recorded on an annual basis, an increase on the results for the 2020/21 year

#### **2.6.3 Turkey production [Table 2.15]**

- Farms in this group are predominantly small-scale Christmas turkey producers and are not representative of large scale turkey production, which accounts for the vast majority of English turkey production
- The average price received for turkeys in 2020/21 was £49.97 [-£4.29] per bird, while the average purchase price was £7.08 per bird [+£1.26]
- Overall, poultry output averaged £40.68 per bird in 2020/21 and feed costs £11.12 per bird, resulting in a slightly decreased gross margin of £27.58 per bird

**Table 2.1 Financial results for all specialist poultry farms**

	<i>Per farm</i>			<i>Per bird (annual basis)</i>		
	<b>2020/21</b>	<b>2021/22</b>	<b>% change</b>	<b>2020/21</b>	<b>2021/22</b>	<b>£ change</b>
Number of farms	89	82		89	82	
Average number of birds/year	79,334	91,909		79,334	91,909	
	<i>Average £ per farm</i>			<i>Average £ per bird</i>		
<b>Gross output</b>						
Eggs	253,247	280,113	11	3.19	3.05	-0.14
Hen depreciation	-46,683	-31,130	-33	-0.59	-0.34	0.25
Broilers	505,551	737,507	46	6.37	8.02	1.65
Other poultry output	53,910	84,213	56	0.68	0.92	0.24
<b>Total poultry output</b>	<b>766,024</b>	<b>1,070,703</b>	<b>40</b>	<b>9.66</b>	<b>11.65</b>	<b>1.99</b>
Crops	60,935	100,487	65	0.77	1.09	0.33
Other livestock	13,656	17,349	27	0.17	0.19	0.02
Other output	78,379	101,546	30	0.99	1.10	0.12
<b>Total gross output</b>	<b>918,994</b>	<b>1,290,086</b>	<b>40</b>	<b>11.58</b>	<b>14.04</b>	<b>2.45</b>
<b>Variable costs</b>						
Feed	473,808	688,497	45	5.97	7.49	1.52
Seed, fertiliser, crop costs	23,681	30,559	29	0.30	0.33	0.03
Vet. & medicines	11,592	14,472	25	0.15	0.16	0.01
Other livestock costs	39,673	47,955	21	0.50	0.52	0.02
<b>Total variable costs</b>	<b>548,754</b>	<b>781,484</b>	<b>42</b>	<b>6.92</b>	<b>8.50</b>	<b>1.59</b>
<b>Total gross margin</b>	<b>370,240</b>	<b>508,602</b>	<b>37</b>	<b>4.67</b>	<b>5.53</b>	<b>0.87</b>
<b>Fixed costs</b>						
Labour:						
Regular paid	47,803	54,041	13	0.60	0.59	-0.01
Regular unpaid	27,461	32,612	19	0.35	0.35	0.01
Casual labour	7,677	7,403	-4	0.10	0.08	-0.02
Power & machinery costs:						
Contract & hire	16,800	16,087	-4	0.21	0.18	-0.04
Fuel	7,476	13,724	84	0.09	0.15	0.06
Electricity	19,002	23,685	25	0.24	0.26	0.02
Heat	18,002	31,924	77	0.23	0.35	0.12
Repairs	18,456	22,420	21	0.23	0.24	0.01
Depreciation	32,269	39,552	23	0.41	0.43	0.02
Rent (incl. imputed)	66,355	84,200	27	0.84	0.92	0.08
Other costs:						
Occupiers repairs	13,519	20,018	48	0.17	0.22	0.05
Sundries (incl. bad debts)	31,889	38,718	21	0.40	0.42	0.02
<b>Total fixed costs</b>	<b>306,708</b>	<b>384,383</b>	<b>25</b>	<b>3.87</b>	<b>4.18</b>	<b>0.32</b>
<b>Management &amp; investment income</b>	<b>63,532</b>	<b>124,219</b>	<b><u>Δ£/farm</u> 60,687</b>	<b>0.80</b>	<b>1.35</b>	<b>0.55</b>
Minus: management salaries	141	335	194	0.00	0.00	0.00
Plus: farmer & spouse labour	22,157	23,805	1,648	0.28	0.26	-0.02
<b>Net farm income</b>	<b>85,549</b>	<b>147,689</b>	<b>62,140</b>	<b>1.08</b>	<b>1.61</b>	<b>0.53</b>
<b>Farm business income</b>	<b>77,654</b>	<b>138,122</b>	<b>60,468</b>	<b>0.98</b>	<b>1.50</b>	<b>0.52</b>

**Per £100 of gross output**

	2020/21	2021/22	£ change	<b>Farm Business Income (FBI) per farm</b>		
				(% distribution by number of weighted farms)		
				%	% 2020/21 2021/22	
Number of farms	89	82				
Average number (birds/year)	79,334	91,909				
<b>Average £ per £100 of gross output</b>						
<b>Gross output (%)</b>				Over £100,000	32	36
Eggs (%)	27.56	21.71		0 to <£100,000	44	40
Hen depreciation (%)	-5.08	-2.41		Less than 0	24	24
Broilers (%)	55.01	57.17		<b>Total</b>	<b>100</b>	<b>100</b>
Other poultry output (%)	5.87	6.53				
<b>Total poultry output (%)</b>	<b>83.35</b>	<b>82.99</b>				
Crops (%)	6.63	7.79				
Other livestock (%)	1.49	1.34				
Other output (%)	8.53	7.87				
<b>Total gross output (%)</b>	<b>100.00</b>	<b>100.00</b>				
<b>Variable costs</b>						
Feed	51.56	53.37	1.81			
Seed, fertiliser, crop costs	2.58	2.37	-0.21			
Vet. & medicines	1.26	1.12	-0.14			
Other livestock costs	4.32	3.72	-0.60			
<b>Total variable costs</b>	<b>59.71</b>	<b>60.58</b>	<b>0.86</b>			
<b>Total gross margin</b>	<b>40.29</b>	<b>39.42</b>	<b>-0.86</b>			
<b>Fixed costs</b>						
				<b>Average Poultry Numbers</b>		
Labour:				<b>Average</b>	<b>Average</b>	
Regular paid	5.20	4.19	-1.01	<b>2020/21</b>	<b>2021/22</b>	
Regular unpaid	2.99	2.53	-0.46			
Casual labour	0.84	0.57	-0.26	Hens in lay	12,139	12,248
Power & machinery costs:				Pullets	6,066	7,731
Contract & hire	1.83	1.25	-0.58	Broilers & other poultry	61,129	71,930
Fuel	0.81	1.06	0.25	<b>Total Average</b>	<b>79,334</b>	<b>91,909</b>
Electricity	2.07	1.84	-0.23			
Heat	1.96	2.47	0.52			
Repairs	2.01	1.74	-0.27			
Depreciation	3.51	3.07	-0.45			
Rent (incl. imputed)	7.22	6.53	-0.69			
Other costs:						
Occupiers repairs	1.47	1.55	0.08			
Sundries (incl. bad debts)	3.47	3.00	-0.47			
<b>Total fixed costs</b>	<b>33.37</b>	<b>29.80</b>	<b>-3.58</b>			
<b>Management &amp; investment income</b>	<b>6.91</b>	<b>9.63</b>	<b>2.72</b>			
Minus: management salaries	0.02	0.03	0.01			
Plus: farmer & spouse labour	2.41	1.85	-0.57			
<b>Net farm income</b>	<b>9.31</b>	<b>11.45</b>	<b>2.14</b>			
<b>Farm business income</b>	<b>8.45</b>	<b>10.71</b>	<b>2.26</b>			
				<b>Other efficiency factors</b>		
				<b>Average</b>	<b>Average</b>	
				<b>2020/21</b>	<b>2021/22</b>	
				Eggs per bird	277	291
				Eggs (p/doz.)	90.20	94.37

**Table 2.2 Financial results for all laying flocks**

	<i>Per farm</i>			<i>Per bird (annual basis)</i>		
	<b>2020/21</b>	<b>2021/22</b>	<b>% change</b>	<b>2020/21</b>	<b>2021/22</b>	<b>£ change</b>
Number of farms	46	41		46	41	
Average number of birds/year	33,034	51,250		33,034	51,250	
	<i>Average £ per farm</i>			<i>Average £ per bird</i>		
<b>Gross output</b>						
Eggs	459,781	718,545	56	13.92	14.02	0.10
Hen depreciation	-84,739	-79,855	-6	-2.57	-1.56	1.01
Broilers	0	0	0	0.00	0.00	0.00
Other poultry output	23,535	63,872	171	0.71	1.25	0.53
<b>Total poultry output</b>	<b>398,577</b>	<b>702,562</b>	<b>76</b>	<b>12.07</b>	<b>13.71</b>	<b>1.64</b>
Crops	8,362	25,859	209	0.25	0.50	0.25
Other livestock	8,594	22,221	159	0.26	0.43	0.17
Other output	41,400	49,950	21	1.25	0.97	-0.28
<b>Total gross output</b>	<b>456,933</b>	<b>800,593</b>	<b>75</b>	<b>13.83</b>	<b>15.62</b>	<b>1.79</b>
<b>Variable costs</b>						
Feed	233,473	381,126	63	7.07	7.44	0.37
Seed, fertiliser, crop costs	3,478	8,342	140	0.11	0.16	0.06
Vet. & medicines	6,417	11,809	84	0.19	0.23	0.04
Other livestock costs	25,319	31,510	24	0.77	0.61	-0.15
<b>Total variable costs</b>	<b>268,687</b>	<b>432,787</b>	<b>61</b>	<b>8.13</b>	<b>8.44</b>	<b>0.31</b>
<b>Total gross margin</b>	<b>188,246</b>	<b>367,805</b>	<b>95</b>	<b>5.70</b>	<b>7.18</b>	<b>1.48</b>
<b>Fixed costs</b>						
Labour:						
Regular paid	41,909	58,554	40	1.27	1.14	-0.13
Regular unpaid	26,650	38,661	45	0.81	0.75	-0.05
Casual labour	2,824	8,432	199	0.09	0.16	0.08
Power & machinery costs:						
Contract & hire	7,730	9,194	19	0.23	0.18	-0.05
Fuel	3,322	7,298	120	0.10	0.14	0.04
Electricity	10,851	15,679	44	0.33	0.31	-0.02
Heat	2,175	5,480	152	0.07	0.11	0.04
Repairs	8,512	13,042	53	0.26	0.25	0.00
Depreciation	19,489	26,696	37	0.59	0.52	-0.07
Rent (incl. imputed)	46,578	56,183	21	1.41	1.10	-0.31
Other costs:						
Occupiers repairs	10,138	17,059	68	0.31	0.33	0.03
Sundries (incl. bad debts)	19,812	28,066	42	0.60	0.55	-0.05
<b>Total fixed costs</b>	<b>199,991</b>	<b>284,344</b>	<b>42</b>	<b>6.05</b>	<b>5.55</b>	<b>-0.51</b>
<b>Management &amp; investment income</b>	<b>-11,745</b>	<b>83,462</b>	<b><u>Δ£/farm</u> 95,206</b>	<b>-0.36</b>	<b>1.63</b>	<b>1.98</b>
Minus: management salaries	0	0	0	0.00	0.00	0.00
Plus: farmer & spouse labour	22,226	31,658	9,433	0.67	0.62	-0.06
<b>Net farm income</b>	<b>10,481</b>	<b>115,120</b>	<b>104,639</b>	<b>0.32</b>	<b>2.25</b>	<b>1.93</b>
<b>Farm business income</b>	<b>7,025</b>	<b>117,522</b>	<b>110,497</b>	<b>0.21</b>	<b>2.29</b>	<b>2.08</b>

**Per £100 of gross output**

	2020/21	2021/22	£ change
Number of farms	46	41	
Average number (birds/year)	33,034	51,250	

**Average £ per £100 of gross output**

<b>Gross output (%)</b>			
Eggs (%)	100.62	89.75	
Hen depreciation (%)	-18.55	-9.97	
Broilers (%)	0.00	0.00	
Other poultry output (%)	5.15	7.98	
<b>Total poultry output (%)</b>	<b>87.23</b>	<b>87.76</b>	
Crops (%)	1.83	3.23	
Other livestock (%)	1.88	2.78	
Other output (%)	9.06	6.24	
<b>Total gross output (%)</b>	<b>100.00</b>	<b>100.00</b>	
<b>Variable costs</b>			
Feed	51.10	47.61	-3.49
Seed, fertiliser, crop costs	0.76	1.04	0.28
Vet. & medicines	1.40	1.48	0.07
Other livestock costs	5.54	3.94	-1.61
<b>Total variable costs</b>	<b>58.80</b>	<b>54.06</b>	<b>-4.74</b>
<b>Total gross margin</b>	<b>41.20</b>	<b>45.94</b>	<b>4.74</b>
<b>Fixed costs</b>			
Labour:			
Regular paid	9.17	7.31	-1.86
Regular unpaid	5.83	4.83	-1.00
Casual labour	0.62	1.05	0.44
Power & machinery costs:			
Contract & hire	1.69	1.15	-0.54
Fuel	0.73	0.91	0.18
Electricity	2.37	1.96	-0.42
Heat	0.48	0.68	0.21
Repairs	1.86	1.63	-0.23
Depreciation	4.27	3.33	-0.93
Rent (incl. imputed)	10.19	7.02	-3.18
Other costs:			
Occupiers repairs	2.22	2.13	-0.09
Sundries (incl. bad debts)	4.34	3.51	-0.83
<b>Total fixed costs</b>	<b>43.77</b>	<b>35.52</b>	<b>-8.25</b>
<b>Management &amp; investment income</b>	<b>-2.57</b>	<b>10.42</b>	<b>13.00</b>
Minus: management salaries	0.00	0.00	0.00
Plus: farmer & spouse labour	4.86	3.95	-0.91
<b>Net farm income</b>	<b>2.29</b>	<b>14.38</b>	<b>12.09</b>
<b>Farm business income</b>	<b>1.54</b>	<b>14.68</b>	<b>13.14</b>

**Average Poultry Numbers**

	Average 2020/21	Average 2021/22
Hens in lay	22,021	31,419
Pullets	11,013	19,831
Broilers & other poultry	0	0
<b>Total Average</b>	<b>33,034</b>	<b>51,250</b>

**Other efficiency factors**

	Average 2020/21	Average 2021/22
Eggs per bird	277	291
Eggs (p/doz.)	90.20	94.37

**Table 2.3 Financial results for all poultry meat producers**

	<i>Per farm</i>			<i>Per bird (annual basis)</i>		
	<b>2020/21</b>	<b>2021/22</b>	<b>% change</b>	<b>2020/21</b>	<b>2021/22</b>	<b>£ change</b>
Number of farms	43	41		43	41	
Average number of birds/year	136,102	117,886		136,102	117,886	
	<i>Average £ per farm</i>			<i>Average £ per bird</i>		
<b>Gross output</b>						
Eggs	19	0	0	0.00	0.00	0.00
Hen depreciation	-23	0	0	0.00	0.00	0.00
Broilers	1,125,397	1,208,698	7	8.27	10.25	1.98
Other poultry output	91,151	97,210	7	0.67	0.82	0.15
<b>Total poultry output</b>	<b>1,216,544</b>	<b>1,305,908</b>	<b>7</b>	<b>8.94</b>	<b>11.08</b>	<b>2.14</b>
Crops	125,393	148,167	18	0.92	1.26	0.34
Other livestock	19,862	14,236	-28	0.15	0.12	-0.03
Other output	123,719	134,511	9	0.91	1.14	0.23
<b>Total gross output</b>	<b>1,485,517</b>	<b>1,602,822</b>	<b>8</b>	<b>10.91</b>	<b>13.60</b>	<b>2.68</b>
<b>Variable costs</b>						
Feed	768,477	884,875	15	5.65	7.51	1.86
Seed, fertiliser, crop costs	48,450	44,753	-8	0.36	0.38	0.02
Vet. & medicines	17,938	16,174	-10	0.13	0.14	0.01
Other livestock costs	57,273	58,462	2	0.42	0.50	0.08
<b>Total variable costs</b>	<b>892,138</b>	<b>1,004,265</b>	<b>13</b>	<b>6.55</b>	<b>8.52</b>	<b>1.96</b>
<b>Total gross margin</b>	<b>593,379</b>	<b>598,557</b>	<b>1</b>	<b>4.36</b>	<b>5.08</b>	<b>0.72</b>
<b>Fixed costs</b>						
Labour:						
Regular paid	55,029	51,158	-7	0.40	0.43	0.03
Regular unpaid	28,455	28,748	1	0.21	0.24	0.03
Casual labour	13,626	6,746	-50	0.10	0.06	-0.04
Power & machinery costs:						
Contract & hire	27,920	20,490	-27	0.21	0.17	-0.03
Fuel	12,569	17,829	42	0.09	0.15	0.06
Electricity	28,996	28,800	-1	0.21	0.24	0.03
Heat	37,407	48,819	31	0.27	0.41	0.14
Repairs	30,647	28,411	-7	0.23	0.24	0.02
Depreciation	47,938	47,765	0	0.35	0.41	0.05
Rent (incl. imputed)	90,604	102,100	13	0.67	0.87	0.20
Other costs:						
Occupiers repairs	17,665	21,909	24	0.13	0.19	0.06
Sundries (incl. bad debts)	46,697	45,524	-3	0.34	0.39	0.04
<b>Total fixed costs</b>	<b>437,552</b>	<b>448,298</b>	<b>2</b>	<b>3.21</b>	<b>3.80</b>	<b>0.59</b>
<b>Management &amp; investment income</b>	<b>155,828</b>	<b>150,259</b>	<b><u>Δ£/farm</u></b> <b>-5,569</b>	<b>1.14</b>	<b>1.27</b>	<b>0.13</b>
Minus: management salaries	313	549	236	0.00	0.00	0.00
Plus: farmer & spouse labour	22,074	18,788	-3,286	0.16	0.16	0.00
<b>Net farm income</b>	<b>177,588</b>	<b>168,497</b>	<b>-9,091</b>	<b>1.30</b>	<b>1.43</b>	<b>0.12</b>
<b>Farm business income</b>	<b>164,251</b>	<b>151,283</b>	<b>-12,968</b>	<b>1.21</b>	<b>1.28</b>	<b>0.08</b>



**Per £100 of gross output**

	2020/21	2021/22	£ change
Number of farms	43	41	
Average number (birds/year)	136,102	117,886	

**Average £ per £100 of gross output**

<b>Gross output (%)</b>			
Eggs (%)	0.00	0.00	
Hen depreciation (%)	0.00	0.00	
Broilers (%)	75.76	75.41	
Other poultry output (%)	6.14	6.06	
<b>Total poultry output (%)</b>	<b>81.89</b>	<b>81.48</b>	
Crops (%)	8.44	9.24	
Other livestock (%)	1.34	0.89	
Other output (%)	8.33	8.39	
<b>Total gross output (%)</b>	<b>100.00</b>	<b>100.00</b>	
<b>Variable costs</b>			
Feed	51.73	55.21	3.48
Seed, fertiliser, crop costs	3.26	2.79	-0.47
Vet. & medicines	1.21	1.01	-0.20
Other livestock costs	3.86	3.65	-0.21
<b>Total variable costs</b>	<b>60.06</b>	<b>62.66</b>	<b>2.60</b>
<b>Total gross margin</b>	<b>39.94</b>	<b>37.34</b>	<b>-2.60</b>
<b>Fixed costs</b>			
<b>Labour:</b>			
Regular paid	3.70	3.19	-0.51
Regular unpaid	1.92	1.79	-0.12
Casual labour	0.92	0.42	-0.50
<b>Power &amp; machinery costs:</b>			
Contract & hire	1.88	1.28	-0.60
Fuel	0.85	1.11	0.27
Electricity	1.95	1.80	-0.16
Heat	2.52	3.05	0.53
Repairs	2.06	1.77	-0.29
Depreciation	3.23	2.98	-0.25
Rent (incl. imputed)	6.10	6.37	0.27
<b>Other costs:</b>			
Occupiers repairs	1.19	1.37	0.18
Sundries (incl. bad debts)	3.14	2.84	-0.30
<b>Total fixed costs</b>	<b>29.45</b>	<b>27.97</b>	<b>-1.49</b>
<b>Management &amp; investment income</b>	<b>10.49</b>	<b>9.37</b>	<b>-1.12</b>
Minus: management salaries	0.02	0.03	0.01
Plus: farmer & spouse labour	1.49	1.17	-0.31
<b>Net farm income</b>	<b>11.95</b>	<b>10.51</b>	<b>-1.44</b>
<b>Farm business income</b>	<b>11.06</b>	<b>9.44</b>	<b>-1.62</b>

**Average Poultry Numbers**

	Average 2020/21	Average 2021/22
Hens in lay	24	0
Pullets	0	0
Broilers & other poultry	136,079	117,886
<b>Total Average</b>	<b>136,102</b>	<b>117,886</b>

**Table 2.4 Financial results for laying flocks producing eggs for human consumption**

	<i>Per farm</i>			<i>Per bird (annual basis)</i>		
	<b>2020/21</b>	<b>2021/22</b>	<b>% change</b>	<b>2020/21</b>	<b>2021/22</b>	<b>£ change</b>
Number of farms	39	35		39	35	
Average number of birds/year	27,234	36,958		27,234	36,958	
	<i>Average £ per farm</i>			<i>Average £ per bird</i>		
<b>Gross output (%)</b>						
Eggs	551,919	793,223	44	20.27	21.46	1.20
Hen depreciation	-89,696	-108,878	21	-3.29	-2.95	0.35
Broilers	0	0	0	0.00	0.00	0.00
Other poultry output	9,525	28,235	196	0.35	0.76	0.41
<b>Total poultry output</b>	<b>471,747</b>	<b>712,580</b>	<b>51</b>	<b>17.32</b>	<b>19.28</b>	<b>1.96</b>
Crops	10,316	25,398	146	0.38	0.69	0.31
Other livestock	10,693	25,935	143	0.39	0.70	0.31
Other output	34,923	48,695	39	1.28	1.32	0.04
<b>Total gross output</b>	<b>527,679</b>	<b>812,609</b>	<b>54</b>	<b>19.38</b>	<b>21.99</b>	<b>2.61</b>
<b>Variable costs</b>						
Feed	275,850	430,726	56	10.13	11.65	1.53
Seed, fertiliser, crop costs	4,327	8,136	88	0.16	0.22	0.06
Vet. & medicines	7,652	12,554	64	0.28	0.34	0.06
Other livestock costs	27,877	34,976	25	1.02	0.95	-0.08
<b>Total variable costs</b>	<b>315,707</b>	<b>486,392</b>	<b>54</b>	<b>11.59</b>	<b>13.16</b>	<b>1.57</b>
<b>Total gross margin</b>	<b>211,972</b>	<b>326,217</b>	<b>54</b>	<b>7.78</b>	<b>8.83</b>	<b>1.04</b>
<b>Fixed costs</b>						
Labour:						
Regular paid	43,191	59,961	39	1.59	1.62	0.04
Regular unpaid	27,801	36,637	32	1.02	0.99	-0.03
Casual labour	2,909	3,925	35	0.11	0.11	0.00
Power & machinery costs:						
Contract & hire	7,371	7,563	3	0.27	0.20	-0.07
Fuel	3,713	5,688	53	0.14	0.15	0.02
Electricity	11,292	16,599	47	0.41	0.45	0.03
Heat	394	839	113	0.01	0.02	0.01
Repairs	9,480	11,060	17	0.35	0.30	-0.05
Depreciation	21,407	26,708	25	0.79	0.72	-0.06
Rent (incl. imputed)	38,400	49,257	28	1.41	1.33	-0.08
Other costs:						
Occupiers repairs	9,874	9,763	-1	0.36	0.26	-0.10
Sundries (incl. bad debts)	20,075	31,148	55	0.74	0.84	0.11
<b>Total fixed costs</b>	<b>195,907</b>	<b>259,147</b>	<b>32</b>	<b>7.19</b>	<b>7.01</b>	<b>-0.18</b>
<b>Management &amp; investment income</b>	<b>16,065</b>	<b>67,070</b>	<b><u>Δ£/farm</u> 51,004</b>	<b>0.59</b>	<b>1.81</b>	<b>1.22</b>
Minus: management salaries	0	0	0	0.00	0.00	0.00
Plus: farmer & spouse labour	23,982	30,360	6,378	0.88	0.82	-0.06
<b>Net farm income</b>	<b>40,047</b>	<b>97,429</b>	<b>57,383</b>	<b>1.47</b>	<b>2.64</b>	<b>1.17</b>
<b>Farm business income</b>	<b>36,313</b>	<b>100,069</b>	<b>63,756</b>	<b>1.33</b>	<b>2.71</b>	<b>1.37</b>

**Per £100 of gross output**

	2020/21	2021/22	£ change
Number of farms	39	35	
Average number (birds/year)	27,234	36,958	

**Average £ per £100 of gross output**

<b>Gross output (%)</b>			
Eggs (%)	105.12	106.15	
Hen depreciation (%)	-15.70	-15.30	
Broilers (%)	0.00	0.00	
Other poultry output (%)	4.14	6.47	
<b>Total poultry output (%)</b>	<b>93.57</b>	<b>97.32</b>	
Crops (%)	0.41	0.55	
Other livestock (%)	0.24	0.47	
Other output (%)	5.78	1.66	
<b>Total gross output (%)</b>	<b>100.00</b>	<b>100.00</b>	
<b>Variable costs</b>			
Feed	52.28	53.01	0.73
Seed, fertiliser, crop costs	0.82	1.00	0.18
Vet. & medicines	1.45	1.54	0.09
Other livestock costs	5.28	4.30	-0.98
<b>Total variable costs</b>	<b>59.83</b>	<b>59.86</b>	<b>0.03</b>
<b>Total gross margin</b>	<b>40.17</b>	<b>40.14</b>	<b>-0.03</b>
<b>Fixed costs</b>			
Labour:			
Regular paid	8.19	7.38	-0.81
Regular unpaid	5.27	4.51	-0.76
Casual labour	0.55	0.48	-0.07
Power & machinery costs:			
Contract & hire	1.40	0.93	-0.47
Fuel	0.70	0.70	0.00
Electricity	2.14	2.04	-0.10
Heat	0.07	0.10	0.03
Repairs	1.80	1.36	-0.44
Depreciation	4.06	3.29	-0.77
Rent (incl. imputed)	7.28	6.06	-1.22
Other costs:			
Occupiers repairs	1.87	1.20	-0.67
Sundries (incl. bad debts)	3.80	3.83	0.03
<b>Total fixed costs</b>	<b>37.13</b>	<b>31.89</b>	<b>-5.24</b>
<b>Management &amp; investment income</b>	<b>3.04</b>	<b>8.25</b>	<b>5.21</b>
Minus: management salaries	0.00	0.00	0.00
Plus: farmer & spouse labour	4.54	3.74	-0.81
<b>Net farm income</b>	<b>7.59</b>	<b>11.99</b>	<b>4.40</b>
<b>Farm business income</b>	<b>6.88</b>	<b>12.31</b>	<b>5.43</b>

**Pence per dozen eggs**

	2020/21	2021/22
<b>Gross output</b>		
Eggs	89.58	93.84
Other poultry output	-13.01	-9.54
Other output	9.08	11.83
<b>Total gross output</b>	<b>85.65</b>	<b>96.13</b>
<b>Variable costs</b>		
Feed	44.77	50.95
Other variable costs	6.47	6.59
<b>Total variable costs</b>	<b>51.24</b>	<b>57.54</b>
<b>Total gross margin</b>	<b>34.41</b>	<b>38.59</b>
<b>Total fixed costs</b>	<b>31.80</b>	<b>30.66</b>
<b>Management &amp; investment income</b>	<b>2.61</b>	<b>7.93</b>
<b>Net farm income</b>	<b>6.50</b>	<b>11.53</b>
<b>Farm business income</b>	<b>5.89</b>	<b>11.84</b>

**Average Poultry Numbers**

	Average 2020/21	Average 2021/22
Hens in lay	25,153	33,074
Pullets	2,081	3,884
Broilers & other poultry	0	0
<b>Total Average</b>	<b>27,234</b>	<b>36,958</b>

**Other efficiency factors**

	Average 2020/21	Average 2021/22
Eggs per bird	294	307
Eggs (p/doz.)	89.39	93.83

**Table 2.5 Financial results for laying flocks with free range hens**

	<i>Per farm</i>			<i>Per bird (annual basis)</i>		
	<b>2020/21</b>	<b>2021/22</b>	<b>% change</b>	<b>2020/21</b>	<b>2021/22</b>	<b>£ change</b>
Number of farms	31	31		31	31	
Average number of birds/year	19,892	23,072		19,892	23,072	
	<i>Average £ per farm</i>			<i>Average £ per bird</i>		
<b>Gross output (%)</b>						
Eggs	465,609	565,397	21	23.41	24.51	1.10
Hen depreciation	-79,426	-75,090	-5	-3.99	-3.25	0.74
Broilers	0	0	0	0.00	0.00	0.00
Other poultry output	1,724	10,828	528	0.09	0.47	0.38
<b>Total poultry output</b>	<b>387,907</b>	<b>501,135</b>	<b>29</b>	<b>19.50</b>	<b>21.72</b>	<b>2.22</b>
Crops	12,912	27,921	116	0.65	1.21	0.56
Other livestock	13,875	28,832	108	0.70	1.25	0.55
Other output	31,827	51,466	62	1.60	2.23	0.63
<b>Total gross output</b>	<b>446,521</b>	<b>609,354</b>	<b>36</b>	<b>22.45</b>	<b>26.41</b>	<b>3.96</b>
<b>Variable costs</b>						
Feed	232,019	303,918	31	11.66	13.17	1.51
Seed, fertiliser, crop costs	4,998	9,102	82	0.25	0.39	0.14
Vet. & medicines	6,027	8,370	39	0.30	0.36	0.06
Other livestock costs	10,696	14,091	32	0.54	0.61	0.07
<b>Total variable costs</b>	<b>253,740</b>	<b>335,481</b>	<b>32</b>	<b>12.76</b>	<b>14.54</b>	<b>1.78</b>
<b>Total gross margin</b>	<b>192,781</b>	<b>273,873</b>	<b>42</b>	<b>9.69</b>	<b>11.87</b>	<b>2.18</b>
<b>Fixed costs</b>						
Labour:						
Regular paid	30,908	36,184	17	1.55	1.57	0.01
Regular unpaid	23,725	33,078	39	1.19	1.43	0.24
Casual labour	2,448	3,985	63	0.12	0.17	0.05
Power & machinery costs:						
Contract & hire	8,831	7,487	-15	0.44	0.32	-0.12
Fuel	2,605	4,595	76	0.13	0.20	0.07
Electricity	10,180	14,539	43	0.51	0.63	0.12
Heat	352	667	90	0.02	0.03	0.01
Repairs	8,384	7,842	-6	0.42	0.34	-0.08
Depreciation	22,036	25,733	17	1.11	1.12	0.01
Rent (incl. imputed)	40,936	47,124	15	2.06	2.04	-0.02
Other costs:						
Occupiers repairs	12,175	11,203	-8	0.61	0.49	-0.13
Sundries (incl. bad debts)	18,547	25,976	40	0.93	1.13	0.19
<b>Total fixed costs</b>	<b>181,127</b>	<b>218,415</b>	<b>21</b>	<b>9.11</b>	<b>9.47</b>	<b>0.36</b>
<b>Management &amp; investment income</b>	<b>11,654</b>	<b>55,458</b>	<b><u>Δ£/farm</u> 43,804</b>	<b>0.59</b>	<b>2.40</b>	<b>1.82</b>
Minus: management salaries	0	0	0	0.00	0.00	0.00
Plus: farmer & spouse labour	21,453	28,923	7,470	1.08	1.25	0.18
<b>Net farm income</b>	<b>33,106</b>	<b>84,381</b>	<b>51,274</b>	<b>1.66</b>	<b>3.66</b>	<b>1.99</b>
<b>Farm business income</b>	<b>25,932</b>	<b>85,060</b>	<b>59,128</b>	<b>1.30</b>	<b>3.69</b>	<b>2.38</b>

**Per £100 of gross output**

	2020/21	2021/22	£ change
Number of farms	31	31	
Average number (birds/year)	19,892	23,072	

**Average £ per £100 of gross output**

<b>Gross output (%)</b>			
Eggs (%)	104.27	92.79	
Hen depreciation (%)	-17.79	-12.32	
Broilers (%)	0.00	0.00	
Other poultry output (%)	0.39	1.78	
<b>Total poultry output (%)</b>	<b>86.87</b>	<b>82.24</b>	
Crops (%)	2.89	4.58	
Other livestock (%)	3.11	4.73	
Other output (%)	7.13	8.45	
<b>Total gross output (%)</b>	<b>100.00</b>	<b>100.00</b>	
<b>Variable costs</b>			
Feed	51.96	49.88	-2.09
Seed, fertiliser, crop costs	1.12	1.49	0.37
Vet. & medicines	1.35	1.37	0.02
Other livestock costs	2.40	2.31	-0.08
<b>Total variable costs</b>	<b>56.83</b>	<b>55.06</b>	<b>-1.77</b>
<b>Total gross margin</b>	<b>43.17</b>	<b>44.94</b>	<b>1.77</b>
<b>Fixed costs</b>			
Labour:			
Regular paid	6.92	5.94	-0.98
Regular unpaid	5.31	5.43	0.12
Casual labour	0.55	0.65	0.11
Power & machinery costs:			
Contract & hire	1.98	1.23	-0.75
Fuel	0.58	0.75	0.17
Electricity	2.28	2.39	0.11
Heat	0.08	0.11	0.03
Repairs	1.88	1.29	-0.59
Depreciation	4.94	4.22	-0.71
Rent (incl. imputed)	9.17	7.73	-1.43
Other costs:			
Occupiers repairs	2.73	1.84	-0.89
Sundries (incl. bad debts)	4.15	4.26	0.11
<b>Total fixed costs</b>	<b>40.56</b>	<b>35.84</b>	<b>-4.72</b>
<b>Management &amp; investment income</b>	<b>2.61</b>	<b>9.10</b>	<b>6.49</b>
Minus: management salaries	0.00	0.00	0.00
Plus: farmer & spouse labour	4.80	4.75	-0.06
<b>Net farm income</b>	<b>7.41</b>	<b>13.85</b>	<b>6.43</b>
<b>Farm business income</b>	<b>5.81</b>	<b>13.96</b>	<b>8.15</b>

**Pence per dozen eggs**

	2020/21	2021/22
<b>Gross output</b>		
Eggs	101.47	101.58
Other poultry output	-16.93	-11.54
Other output	12.77	19.44
<b>Total gross output</b>	<b>97.31</b>	<b>109.47</b>
<b>Variable costs</b>		
Feed	50.56	54.60
Other variable costs	4.73	5.67
<b>Total variable costs</b>	<b>55.30</b>	<b>60.27</b>
<b>Total gross margin</b>	<b>42.01</b>	<b>49.20</b>
<b>Total fixed costs</b>	<b>39.47</b>	<b>39.24</b>
<b>Management &amp; investment income</b>	<b>2.54</b>	<b>9.96</b>
<b>Net farm income</b>	<b>7.21</b>	<b>15.16</b>
<b>Farm business income</b>	<b>5.65</b>	<b>15.28</b>

**Average Poultry Numbers**

	Average 2020/21	Average 2021/22
Hens in lay	19,624	22,435
Pullets	268	637
Broilers & other poultry	0	0
<b>Total Average</b>	<b>19,892</b>	<b>23,072</b>

**Other efficiency factors**

	Average 2020/21	Average 2021/22
Eggs per bird	281	298
Eggs (p/doz.)	101.30	101.54

**Table 2.6 Financial results for non-contract broilers**

	<i>Per farm</i>			<i>Per bird (per crop)</i>		
	<b>2020/21</b>	<b>2021/22</b>	<b>% change</b>	<b>2020/21</b>	<b>2021/22</b>	<b>£ change</b>
Number of farms	20	27		20	27	
Average number of birds/year	280,595	169,398		280,595	169,398	
Throughput of birds/year	1,936,890	1,192,516		1,936,890	1,192,516	
	<i>Average £ per farm</i>			<i>Average £ per bird</i>		
<b>Gross output (%)</b>						
Eggs	0	0	0	0.00	0.00	0.00
Hen depreciation	0	0	0	0.00	0.00	0.00
Broilers	2,639,036	2,021,140	-23	1.36	1.69	0.33
Other poultry output	22,547	15,100	-33	0.01	0.01	0.00
<b>Total poultry output</b>	<b>2,661,583</b>	<b>2,036,240</b>	<b>-23</b>	<b>1.37</b>	<b>1.71</b>	<b>0.33</b>
Crops	223,221	174,088	-22	0.12	0.15	0.03
Other livestock	44,626	19,388	-57	0.02	0.02	-0.01
Other output	233,636	159,184	-32	0.12	0.13	0.01
<b>Total gross output</b>	<b>3,163,066</b>	<b>2,388,900</b>	<b>-24</b>	<b>1.63</b>	<b>2.00</b>	<b>0.37</b>
<b>Variable costs</b>						
Feed	1,839,160	1,426,000	-22	0.95	1.20	0.25
Seed, fertiliser, crop costs	93,678	53,857	-43	0.05	0.05	0.00
Vet. & medicines	41,912	24,253	-42	0.02	0.02	0.00
Other livestock costs	109,448	81,292	-26	0.06	0.07	0.01
<b>Total variable costs</b>	<b>2,084,198</b>	<b>1,585,402</b>	<b>-24</b>	<b>1.08</b>	<b>1.33</b>	<b>0.25</b>
<b>Total gross margin</b>	<b>1,078,869</b>	<b>803,498</b>	<b>-26</b>	<b>0.56</b>	<b>0.67</b>	<b>0.12</b>
<b>Fixed costs</b>						
Labour:						
Regular paid	105,055	68,289	-35	0.05	0.06	0.00
Regular unpaid	29,063	26,867	-8	0.02	0.02	0.01
Casual labour	17,681	3,255	-82	0.01	0.00	-0.01
Power & machinery costs:						
Contract & hire	61,471	24,185	-61	0.03	0.02	-0.01
Fuel	23,304	23,585	1	0.01	0.02	0.01
Electricity	63,308	43,714	-31	0.03	0.04	0.00
Heat	81,369	79,725	-2	0.04	0.07	0.02
Repairs	61,211	37,118	-39	0.03	0.03	0.00
Depreciation	82,787	63,430	-23	0.04	0.05	0.01
Rent (incl. imputed)	172,099	115,830	-33	0.09	0.10	0.01
Other costs:						
Occupiers repairs	27,539	20,830	-24	0.01	0.02	0.00
Sundries (incl. bad debts)	84,093	59,934	-29	0.04	0.05	0.01
<b>Total fixed costs</b>	<b>808,982</b>	<b>566,762</b>	<b>-30</b>	<b>0.42</b>	<b>0.48</b>	<b>0.06</b>
<b>Management &amp; investment income</b>	<b>269,887</b>	<b>236,737</b>	<b><u>Δ£/farm</u> -33,150</b>	<b>0.14</b>	<b>0.20</b>	<b>0.06</b>
Minus: management salaries	96	630	534	0.00	0.00	0.00
Plus: farmer & spouse labour	24,467	17,832	-6,635	0.01	0.01	0.00
<b>Net farm income</b>	<b>294,258</b>	<b>253,939</b>	<b>-40,320</b>	<b>0.15</b>	<b>0.21</b>	<b>0.06</b>
<b>Farm business income</b>	<b>257,437</b>	<b>213,733</b>	<b>-43,704</b>	<b>0.13</b>	<b>0.18</b>	<b>0.05</b>

**Per £100 of gross output**

	2020/21	2021/22	£ change	Other efficiency factors		
Number of farms	20	27				
Average number (birds/year)	280,595	169,398		<b>Average</b>	<b>Average</b>	
				<b>2020/21</b>	<b>2021/22</b>	
	<b>Average £ per £100 of gross output</b>			Broiler sale price (£/bird)	1.77	2.22
<b>Gross output (%)</b>				Broiler purchase price (£/bird)	0.34	0.37
Eggs (%)	0.00	0.00		Average number of crops/year	6.9	7.0
Hen depreciation (%)	0.00	0.00				
Broilers (%)	83.43	84.61				
Other poultry output (%)	0.71	0.63				
<b>Total poultry output (%)</b>	<b>84.15</b>	<b>85.24</b>				
Crops (%)	7.06	7.29				
Other livestock (%)	1.41	0.81				
Other output (%)	7.39	6.66				
<b>Total gross output (%)</b>	<b>100.00</b>	<b>100.00</b>				
<b>Variable costs</b>						
Feed	58.14	59.69	1.55			
Seed, fertiliser, crop costs	2.96	2.25	-0.71			
Vet. & medicines	1.33	1.02	-0.31			
Other livestock costs	3.46	3.40	-0.06			
<b>Total variable costs</b>	<b>65.89</b>	<b>66.37</b>	<b>0.47</b>			
<b>Total gross margin</b>	<b>34.11</b>	<b>33.63</b>	<b>-0.47</b>			
<b>Fixed costs</b>						
Labour:						
Regular paid	3.32	2.86	-0.46			
Regular unpaid	0.92	1.12	0.21			
Casual labour	0.56	0.14	-0.42			
Power & machinery costs:						
Contract & hire	1.94	1.01	-0.93			
Fuel	0.74	0.99	0.25			
Electricity	2.00	1.83	-0.17			
Heat	2.57	3.34	0.76			
Repairs	1.94	1.55	-0.38			
Depreciation	2.62	2.66	0.04			
Rent (incl. imputed)	5.44	4.85	-0.59			
Other costs:						
Occupiers repairs	0.87	0.87	0.00			
Sundries (incl. bad debts)	2.66	2.51	-0.15			
<b>Total fixed costs</b>	<b>25.58</b>	<b>23.72</b>	<b>-1.85</b>			
<b>Management &amp; investment income</b>	<b>8.53</b>	<b>9.91</b>	<b>1.38</b>			
Minus: management salaries	0.00	0.03	0.02			
Plus: farmer & spouse labour	0.77	0.75	-0.03			
<b>Net farm income</b>	<b>9.30</b>	<b>10.63</b>	<b>1.33</b>			
<b>Farm business income</b>	<b>8.14</b>	<b>8.95</b>	<b>0.81</b>			

**Table 2.7 Balance sheet data for 2021/22 - specialist poultry farms**

Group	All specialist poultry farms		All laying flocks		All poultry meat producers	
Number of farms	82		41		41	
Financial year	<b>2021/22</b>		<b>2021/22</b>		<b>2021/22</b>	
	Opening	Closing	Opening	Closing	Opening	Closing
<b>Assets</b>						
Fixed assets						
Land, buildings & BPS	1,858,619	1,913,942	1,434,947	1,473,900	2,129,302	2,195,083
Breeding livestock	12,416	13,344	16,014	16,981	10,117	11,020
Machinery	312,053	323,649	207,568	218,212	378,808	391,013
Miscellaneous business assets	384	384	0	0	629	629
<b>Total fixed assets</b>	<b>2,183,472</b>	<b>2,251,319</b>	<b>1,658,529</b>	<b>1,709,093</b>	<b>2,518,855</b>	<b>2,597,745</b>
Current assets						
Crops & trading livestock	86,625	103,134	91,903	99,555	83,254	105,421
Feedstuffs & goods in store	29,399	43,617	11,813	18,713	40,634	59,528
Liquid assets	159,500	190,522	129,838	124,553	178,451	232,670
<b>Total current assets</b>	<b>275,525</b>	<b>337,274</b>	<b>233,554</b>	<b>242,821</b>	<b>302,340</b>	<b>397,619</b>
<b>Total assets</b>	<b>2,458,996</b>	<b>2,588,593</b>	<b>1,892,083</b>	<b>1,951,915</b>	<b>2,821,195</b>	<b>2,995,364</b>
<b>Liabilities</b>						
Bank term loans	536,205	506,957	421,960	377,809	609,196	589,470
Other loans	194,921	146,525	144,285	148,554	227,272	145,229
Bank overdraft	33,796	30,745	58,690	52,752	17,892	16,685
Other short term loans	88,729	94,533	88,122	77,491	89,117	105,421
<b>Total external liabilities</b>	<b>853,651</b>	<b>778,761</b>	<b>713,056</b>	<b>656,606</b>	<b>943,476</b>	<b>856,805</b>
<b>Net worth</b>	<b>1,605,345</b>	<b>1,809,832</b>	<b>1,179,026</b>	<b>1,295,308</b>	<b>1,877,719</b>	<b>2,138,559</b>
<b>Percentage equity (%)</b>	<b>65.3%</b>	<b>69.9%</b>	<b>62.3%</b>	<b>66.4%</b>	<b>66.6%</b>	<b>71.4%</b>

**Table 2.8 Comparison of net worth and percentage equity by farm type for 2021/22**

	Average Assets	Average Liabilities	Average Net Worth	Average % Equity
<b>Defra main farm type</b>				
Cereals	3,272,962	243,981	3,028,981	92.5%
Lowland cattle & sheep	1,301,234	110,175	1,191,059	91.5%
Mixed	2,683,369	277,400	2,405,969	89.7%
General cropping	3,990,229	479,809	3,510,420	88.0%
Horticulture	1,098,216	176,207	922,009	84.0%
Dairy	2,766,702	511,808	2,254,894	81.5%
Pigs	2,213,116	613,939	1,599,178	72.3%
Poultry	2,523,795	816,206	1,707,589	67.7%
<b>All businesses</b>	<b>2,374,701</b>	<b>271,829</b>	<b>2,102,872</b>	<b>88.6%</b>



Table 2.7 continued

Group	<i>Broilers, non contract</i>	
	2021/22	
Number of farms	27	
Financial year	Opening	Closing
<b>Assets</b>		
Fixed assets		
Land, buildings & BPS	2,334,576	2,407,602
Breeding livestock	11,616	14,313
Machinery	500,407	523,444
Miscellaneous business assets	1,015	1,015
<b>Total fixed assets</b>	<b>2,847,614</b>	<b>2,946,374</b>
Current assets		
Crops & trading livestock	112,346	143,699
Feedstuffs & goods in store	56,793	86,273
Liquid assets	206,027	276,710
<b>Total current assets</b>	<b>375,166</b>	<b>506,682</b>
<b>Total assets</b>	<b>3,222,779</b>	<b>3,453,056</b>
<b>Liabilities</b>		
Bank term loans	930,648	903,860
Other loans	235,503	215,486
Bank overdraft	14,592	8,988
Other short term loans	122,411	138,295
<b>Total external liabilities</b>	<b>1,303,154</b>	<b>1,266,630</b>
<b>Net worth</b>	<b>1,919,625</b>	<b>2,186,427</b>
<b>Percentage equity (%)</b>	<b>59.6%</b>	<b>63.3%</b>

Table 2.9 Distribution of tenant's type capital (%)

	Specialist poultry	Laying flocks, cage, barn & deep litter	All Poultry meat producers	Broilers, non contract
Crops & livestock	16.9	24.0	14.1	14.6
Stores	5.7	3.3	6.7	7.4
Machinery	49.9	45.5	51.6	52.9
Other	27.5	27.2	27.6	25.1
<b>Total</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>
<b>Tenant's type capital (£)</b>	<b>637,514</b>	<b>467,575</b>	<b>746,087</b>	<b>966,829</b>

**Table 2.10 Gross margin for all laying flocks**

	<i>Per bird (annual basis)</i>			<i>Per £100 of gross output</i>		
	<b>2020/21</b>	<b>2021/22</b>	<b>£ change</b>	<b>2020/21</b>	<b>2021/22</b>	<b>£ change</b>
Number of farms	48	43				
Average number of birds/year	22,466	28,834				
	<i>Average £ per bird (annual basis)</i>			<i>Average £ per £100 gross output</i>		
<b>Gross output</b>						
Eggs	21.32	23.58	2.26			
Hen depreciation	-3.30	-3.24	0.05			
Other poultry output	0.05	0.21	0.16			
<b>Total output</b>	<b>18.07</b>	<b>20.55</b>	<b>2.48</b>	<b>100.00</b>	<b>100.00</b>	
<b>Variable costs</b>						
Feed	10.48	12.28	1.80	58.01	59.74	1.73
Vet. & medicines	0.25	0.32	0.08	1.36	1.57	0.21
Other livestock costs	0.87	0.82	-0.05	4.81	3.97	-0.84
Other variable costs	0.01	0.01	-0.01	0.08	0.03	-0.05
<b>Total variable costs</b>	<b>11.61</b>	<b>13.43</b>	<b>1.81</b>	<b>64.27</b>	<b>65.32</b>	<b>1.05</b>
<b>Total gross margin</b>	<b>6.46</b>	<b>7.13</b>	<b>0.67</b>	<b>35.73</b>	<b>34.68</b>	<b>-1.05</b>

**Table 2.11 Gross margin for laying flocks with mixed production systems including enriched cage, barn and deep litter hens**

	<i>Per bird (annual basis)</i>			<i>Per £100 of gross output</i>		
	<b>2020/21*</b>	<b>2021/22*</b>	<b>£ change</b>	<b>2020/21*</b>	<b>2021/22*</b>	<b>£ change</b>
Number of farms	10	6				
Average number of birds/year	31,589	57,031				
	<i>Average £ per bird (annual basis)</i>			<i>Average £ per £100 gross output</i>		
<b>Gross output</b>						
Eggs	19.77	22.42	2.65			
Hen depreciation	-2.86	-3.20	-0.34			
Other poultry output	0.03	0.02	-0.02			
<b>Total output</b>	<b>16.94</b>	<b>19.24</b>	<b>2.30</b>	<b>100.00</b>	<b>100.00</b>	
<b>Variable costs</b>						
Feed	9.40	11.66	2.26	55.49	60.63	5.14
Vet. & medicines	0.26	0.35	0.09	1.56	1.82	0.26
Other livestock costs	1.55	1.55	0.00	9.17	8.08	-1.10
Other variable costs	0.00	0.00	0.00	0.00	0.00	0.00
<b>Total variable costs</b>	<b>11.22</b>	<b>13.57</b>	<b>2.35</b>	<b>66.22</b>	<b>70.52</b>	<b>4.30</b>
<b>Total gross margin</b>	<b>5.72</b>	<b>5.67</b>	<b>-0.05</b>	<b>33.78</b>	<b>29.48</b>	<b>-4.30</b>

\* Data is derived from a modest sample size and thus there is a lower degree of confidence in the figures

**Table 2.12 Gross margin for laying flocks with free range hens**

	<i>Per bird (annual basis)</i>			<i>Per £100 of gross output</i>		
	<b>2020/21</b>	<b>2021/22</b>	<b>£ change</b>	<b>2020/21</b>	<b>2021/22</b>	<b>£ change</b>
Number of farms	38	37				
Average number of birds/year	19,243	22,704				
	<i>Average £ per bird (annual basis)</i>			<i>Average £ per £100 gross output</i>		
<b>Gross output</b>						
Eggs	22.22	24.22	2.00			
Hen depreciation	-3.55	-3.27	0.28			
Other poultry output	0.06	0.32	0.26			
<b>Total output</b>	<b>18.73</b>	<b>21.27</b>	<b>2.54</b>	<b>100.00</b>	<b>100.00</b>	
<b>Variable costs</b>						
Feed	11.11	12.62	1.50	59.34	59.31	-0.03
Vet. & medicines	0.24	0.31	0.07	1.26	1.45	0.19
Other livestock costs	0.47	0.41	-0.06	2.52	1.95	-0.57
Other variable costs	0.02	0.01	-0.01	0.12	0.05	-0.08
<b>Total variable costs</b>	<b>11.84</b>	<b>13.35</b>	<b>1.50</b>	<b>63.24</b>	<b>62.75</b>	<b>-0.49</b>
<b>Total gross margin</b>	<b>6.89</b>	<b>7.92</b>	<b>1.04</b>	<b>36.76</b>	<b>37.25</b>	<b>0.49</b>

**Table 2.13 Gross margin per dozen eggs for all laying flocks (annual basis)**

	<b>Layers</b>		<b>Laying flocks, cage barn &amp; deep litter</b>		<b>Free range layers</b>	
	<b>2020/21</b>	<b>2021/22</b>	<b>2020/21*</b>	<b>2021/22*</b>	<b>2020/21</b>	<b>2021/22</b>
Number of farms	48	43	10	6	38	37
No of dozen eggs	527,625	728,465	805,607	1,492,500	429,438	562,375
Average egg yield/bird	284	308	308	315	271	304
Average egg price p/doz	90.70	93.33	77.26	85.69	99.61	97.74
	<i>Average pence per dozen (annual basis)</i>					
<b>Gross output</b>						
Eggs	90.77	93.34	77.51	85.66	99.56	97.77
Hen depreciation	-14.04	-12.83	-11.21	-12.22	-15.91	-13.19
Other poultry output	0.22	0.85	0.13	0.07	0.28	1.30
<b>Total output</b>	<b>76.95</b>	<b>81.36</b>	<b>66.43</b>	<b>73.51</b>	<b>83.93</b>	<b>85.89</b>
<b>Variable costs</b>						
Feed	44.64	48.61	36.86	44.56	49.80	50.94
Vet. & medicines	1.05	1.28	1.04	1.34	1.05	1.24
Other livestock costs	3.70	3.23	6.09	5.94	2.12	1.67
Other variable costs	0.06	0.03	0.00	0.00	0.10	0.04
<b>Total variable costs</b>	<b>49.45</b>	<b>53.14</b>	<b>43.99</b>	<b>51.84</b>	<b>53.08</b>	<b>53.89</b>
<b>Total gross margin</b>	<b>27.50</b>	<b>28.21</b>	<b>22.44</b>	<b>21.67</b>	<b>30.85</b>	<b>31.99</b>

\* Data is derived from a modest sample size and thus there is a lower degree of confidence in the figures

**Table 2.14 Gross margin for non-contract broilers and table chicken**

	<i>Per bird</i>			<i>Per £100 of gross output</i>		
	<b>2020/21</b>	<b>2021/22</b>	<b>£ change</b>	<b>2020/21</b>	<b>2021/22</b>	<b>£ change</b>
Number of farms	24	30				
Average number of birds/year	175,604	100,365				
Throughput of birds/year	1,192,341	743,193				
Average number of crops/year	6.8	7.4				
Average sale price (broilers) - £/bird	1.77	2.12				
Average purchase price (broilers) - £/bird	0.34	0.35				
	<i>Average £ per bird (per flock)</i>			<i>Average £ per £100 gross output</i>		
<b>Gross output</b>						
Broilers	1.41	1.70	0.28			
<b>Total output</b>	<b>1.41</b>	<b>1.70</b>	<b>0.28</b>	<b>100.00</b>	<b>100.00</b>	
<b>Variable costs</b>						
Feed	0.96	1.21	0.25	67.64	71.16	3.52
Vet. & medicines	0.02	0.02	0.00	1.55	1.07	-0.48
Other livestock costs	0.05	0.08	0.03	3.83	4.81	0.98
Other variable costs	0.00	0.00	0.00	0.11	0.10	0.00
<b>Total variable costs</b>	<b>1.03</b>	<b>1.31</b>	<b>0.27</b>	<b>73.12</b>	<b>77.14</b>	<b>4.01</b>
<b>Total gross margin</b>	<b>0.38</b>	<b>0.39</b>	<b>0.01</b>	<b>26.88</b>	<b>22.86</b>	<b>-4.01</b>

**Table 2.15 Gross margin for turkey production**

	<i>Per bird</i>			<i>Per £100 of gross output</i>		
	<b>2020/21</b>	<b>2021/22</b>	<b>£ change</b>	<b>2020/21</b>	<b>2021/22</b>	<b>£ change</b>
Number of farms	20	18				
Average number of birds/year	878	250				
Throughput of birds/year	1,794	539				
Average sale price (turkeys) - £/bird	54.26	49.97				
Average purchase price (turkeys) - £/bird	5.82	7.08				
	<i>Average £ per bird</i>			<i>Average £ per £100 gross output</i>		
<b>Gross output</b>						
Other poultry output	46.70	40.68	-6.02			
<b>Total output</b>	<b>46.70</b>	<b>40.68</b>	<b>-6.02</b>	<b>100.00</b>	<b>100.00</b>	
<b>Variable costs</b>						
Feed	10.39	11.12	0.73	22.25	27.34	5.09
Vet. & medicines	0.10	0.14	0.03	0.22	0.33	0.11
Other livestock costs	2.83	1.81	-1.02	6.07	4.46	-1.61
Other variable costs	0.02	0.04	0.01	0.05	0.09	0.04
<b>Total variable costs</b>	<b>13.35</b>	<b>13.11</b>	<b>-0.24</b>	<b>28.58</b>	<b>32.22</b>	<b>3.64</b>
<b>Total gross margin</b>	<b>33.36</b>	<b>27.58</b>	<b>-5.78</b>	<b>71.42</b>	<b>67.78</b>	<b>-3.64</b>

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## Glossary

### ***Farm Business Income (FBI)***

Represents the return to all unpaid labour (farmers, spouses and others with an entrepreneurial interest in the farm business) and to all their capital invested in the farm business including land and farm buildings. It is defined as Total Farm Output (TFO) minus cost (C): where TFO is defined as the sum of output from: crop enterprises, adjustment for disposal of previous crops, livestock enterprises, separable non-agricultural diversifications, basic payment scheme, agri-environmental payments, other grants and subsidies, miscellaneous receipts; C is defined as variable costs plus fixed costs.

### ***Fixed costs***

These include rent (or imputed rent), regular wages, unpaid manual labour, casual labour, power and machinery costs, glasshouse depreciation, glasshouse fuel, building and general repairs, insurance, water, office expenses and miscellaneous expenditure.

### ***Gross output***

Total revenue adjusted for changes in valuation of livestock and stores, less purchases of livestock, or produce for resale.

### ***Labour***

Covers not only the costs of hired labour, but also an appropriate allowance for the unpaid manual labour of the producer and members of the family.

### ***Management and investment income (MII)***

Total gross output less all costs (including the value of unpaid manual labour) other than salaried management. It represents the reward to management, both paid and unpaid and the return on tenant-type capital whether that capital is borrowed or not.

### ***Net farm income***

Represents the return to the farmer and spouse for their manual labour, management and interest on tenant-type capital invested in the farm, whether that capital is borrowed or not.

### ***Per £100 gross output***

Shows the relative importance of the main resources used in each unit product, and in total provide a useful measure of profitability.

### ***Power and machinery***

Include contract and hire, fuel, electricity, repairs and an allowance for depreciation. A deduction is made for the private use of vehicles. Machinery depreciation is calculated on a 'replacement cost' basis.

### ***Rent***

In the case of an owner occupier, an imputed rent is charged in accordance with what a tenant in similar circumstances, including length of occupation, would be paying.

### ***Tenant-type capital***

Assets normally provided by tenants and includes growing crops, stores, machinery, livestock, cash and other assets needed to run the business. Permanent crops (including orchards) and glasshouses are also generally considered to be tenant-type capital.

### ***Total gross margin***

This is the difference between total gross output and total variable costs and measures the contribution of the business towards covering its fixed costs and providing for a profit.

### ***Variable costs***

These vary in direct proportion to the size of each holding enterprise and include all purchased feed, seed, fertilisers, crop protection, veterinary and livestock costs.

## Abbreviations used in this Publication

/	per
£	pounds (stirling)
cfu/g	colony forming units per gram
Defra	Department for Environment, Food and Rural Affairs
doz	dozen
ha	hectare
kg	kilogram
no.	number
n/a	not applicable
p	pence

## Rounding

Totals are calculated from unrounded components and may not therefore be the total of the rounded components shown.

## Derivation of Farm Business Income

Net Farm Income

Plus:

Value of unpaid labour [excluding farmer & spouse; already taken into account in deriving Net Farm Income]

Imputed rent and rental value

Less:

Net interest payments

Ownership charges [buildings & works depreciation; insurance of farm buildings; landlord-type repairs and upkeep]

Director's remuneration

Equals:

Farm Business Income

## **Appendix 1: Reports in this series**

- **Crop Production in England**
- **Dairy Farming in England**
- **Hill Farming in England**
- **Horticulture Production in England**
- **Lowland Grazing Livestock in England**
- **Organic Farming in England**
- **Pig Production in England**
- **Poultry Production in England**

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