



# Farm Business Survey

2019/2020

## Poultry Production in England



Richard Crane, Stephen Douthwaite  
and Elspeth Organ





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**2019/20**

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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 lead 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 Fifteenth Series

Welcome to the fifteenth series of reports on the economics of agriculture and horticulture in England from *Rural Business Research (RBR)*. At a time of change, uncertainty and opportunity, planning ahead on the basis of data and evidence is crucial. Some key points below outline the market, policy, physical and biological environments through which agriculture and horticulture have operated in the last 12 months. These also highlight the importance of our work on the Farm Business Survey (FBS) that is only achieved through the highly valued co-operation of participating agricultural and horticultural businesses.

The new Agriculture Act that received Royal Assent in the closing weeks of 2020 now means that the sector no longer operates within the Common Agricultural Policy. The development of the Agriculture Act relied extensively on evidence from the FBS that demonstrated the reliance of key sectors on the Basic Payment Scheme (BPS) and the need for a longer 'transition period' than was initially proposed. The recently published Path to Sustainable Farming outlines the broad direction of the policy environment over the 2021-2027 period, as the phased decline in BPS support makes way for increased payments for public goods. There will be opportunities for businesses to be supported to increase farm efficiency and productivity, enhance animal welfare and reduce agriculture's 'carbon footprint'. The UK-EU trade agreement has been broadly welcomed by the industry. During the last 12 months our industry has endured an exceptionally wet winter of 19/20 that impacted crop establishment and gave way to a spring drought followed by a low yielding and sometimes difficult harvest. The impact of challenging weather and the Covid-19 pandemic have been felt in very diverse ways across agricultural and horticultural businesses. While the full impact of these challenges on the economics of agriculture and horticulture won't be collected and analysed until later in 2021, the FBS was once again drawn upon by Government to evidence the need for specific Covid-19 related support packages including the Dairy Response Fund.

For the 2019/20 financial year, which covers the 2019 harvest, average Farm Business Income (FBI), derived from our work on the FBS, fell to £46,000 per business, from £50,400 in 2018/19. Seldom are the fortunes of the different agricultural and horticultural sectors aligned. In 2019/20 Upland Grazing Livestock saw an increase of 47% in FBI, from a low base to a slightly higher one (£22,800); by contrast the average Mixed farm business income fell by 36% to £28,900. Generally lower cereal prices negatively impacted Cereals farm businesses, while livestock farms, in particular Pig and Poultry businesses, benefited from lower feed costs.

As with our previous editions of these reports, available at [www.ruralbusinessresearch.co.uk](http://www.ruralbusinessresearch.co.uk), our core aim is to inform agricultural and horticultural businesses about the economics in their sector. This series of reports, and our work on the FBS more generally, would not be possible without the cooperation of the farmers and growers who participate in the FBS to ensure that the data we provide for policy making, and in our reports and free to use online data services at [www.farmbusinesssurvey.co.uk](http://www.farmbusinesssurvey.co.uk), is truly representative of the sectors. Our sincere thanks therefore go to the farmers and growers for their most valuable contribution.

### Professor Paul Wilson

Chief Executive Officer, Rural Business Research  
February 2021

[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.*

## TABLE OF CONTENTS

	<b>Page</b>
Foreword to the First Series	ii
Foreword to the Fifteenth Series	iii
Acknowledgements	iii
Table of Contents	iv
List of Tables	v
List of Figures	v
Summary	1
<b>Section 1</b>	<b>3</b>
<b>Commentary on the UK Poultry Industry</b>	
1.1	3
1.2	5
1.3	9
1.4	10
1.5	11
<b>Section 2</b>	<b>13</b>
<b>Financial Results for Poultry Production in England</b>	
2.1	13
2.2	13
2.3	14
2.4	15
2.5	18
2.6	18
References	37
Glossary	38
Appendix 1	40
Reports in this series	

## LIST OF TABLES

		<b>Page</b>
Table 1.1	UK imports and exports of Eggs and Poultry meat	10
Table 2.1	Financial results for all specialist poultry farms	20
Table 2.2	Financial results for all laying flocks	22
Table 2.3	Financial results for all poultry meat producers	24
Table 2.4	Financial results for laying flocks producing eggs for human consumption	26
Table 2.5	Financial results for laying flocks with free range hens	28
Table 2.6	Financial results for non-contract broilers	30
Table 2.7	Balance sheet data for 2019/20 – specialist poultry farms	32
Table 2.8	Comparison of net worth and percentage equity by farm type for 2019/20	32
Table 2.9	Distribution of tenant's type capital (%)	33
Table 2.10	Gross margin for all laying flocks	34
Table 2.11	Gross margin for laying flocks with mixed production systems including enriched cage, barn and deep litter hens	34
Table 2.12	Gross margin for laying flocks with free range hens	35
Table 2.13	Gross margin per dozen eggs for all laying flocks (annual basis)	35
Table 2.14	Gross margin for non-contract broilers and table chicken	36
Table 2.15	Gross margin for turkey production	36

## LIST OF FIGURES

		<b>Page</b>
Figure 1.1	English poultry numbers at June 2009-2019	3
Figure 1.2	UK chick and poult placings 2009-2019	4
Figure 1.3	UK broiler market – estimate	5
Figure 1.4	Annual UK production of poultry meat by type	6
Figure 1.5	Annual UK egg production by production systems	7
Figure 1.6	Average packers to producer prices by housing type	8
Figure 1.7	Producer value of UK-produced poultry meat and eggs 2012-2019 (£M)	9
Figure 1.8	Poultry output compared to other agricultural outputs through time at current prices (£M)	10
Figure 1.9	Index of producer prices for poultry and eggs and cost of production	11





## 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 2020 was just over 134 million birds, a decrease of 3.3% on the previous year [1]
- Poultry output in 2019 was over £3.5 billion, 13% of the total output from agriculture, the same proportion as the previous year [7]
- The value of UK poultry meat production remained at £2.6 billion in 2019 [7]
- Output from egg and egg products at £660 million in 2019 showed an almost 3% year-on year increase but was 8% less than in 2013 [7]

### Section 2

**A review of the financial results derived from the Farm Business Survey (FBS) for the 2019/20 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 2019/20 a total of 96 farms participating in the Farm Business Survey (FBS) in England were classified as specialist poultry farms, compared to 99 in 2018/19
- The profitability of specialist poultry farm businesses increased by 18% in the 2019/20 financial year, with average profit as measured by Farm Business Income (FBI) rising on a per business basis from £74,692 in 2018/19, to £87,860 in 2019/20
- Within this sector, there was a marked difference in profits during 2019/20; Average FBI on a per business basis for the layers decreased from £38,064 in 2018/19, to £34,577 in 2019/20 and for the poultry meat producers FBI rose by 40%, increasing from £103,655 in 2018/19, to £145,405 in 2019/20
- Of the 44 farms classified as Specialist Layers in 2019/20, 37 had laying flocks producing eggs for human consumption, while the remaining seven were breeding flocks and hatcheries
- Laying flocks producing eggs for human consumption had an increase in FBI from £8,996 in 2018/19, to £27,038 in 2019/20 This is partly due to a 43% increase in the average number of laying hens per farm
- Free range layers recorded a rise in profitability with FBI up £17,011 to £22,784 per business
- The price of the eggs from free range systems fell 5% to an average of 94.0p/doz, while egg production for the group increased from 288 to 294 eggs per bird per year

- For the poultry meat producers FBI increased by around 40%, from £103,655 in 2018/19, to £145,405 in 2019/20; partly due to an increase in throughput and a rise in the price of poultry meat
- After a fall of 20% in 2018/19 to 44,478 birds the average number of laying hens continued to fall in 2019/20 by 22% to 34,613; the average number of birds for meat production increased, by 4%, to 121,234
- Among the total average variable costs for all specialist poultry farms, there was around a 6% decrease in average feed costs; although cost of feed as a percentage of £100 of output per business remained similar at approximately 53% in 2019/20
- Total fixed costs on a per business basis fell by just over 9%, to an average of £295,609 in 2019/20
- 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 continues to decrease in 2020. The number of birds dropped to just over 134 million, a decrease on the previous year of 3.3%
- The table flock numbers fell again to just under 92 million birds in 2020, a decrease of over 3% on the previous year
- Table chickens still make up the majority of total poultry numbers, at 68% for 2020
- As with the previous year, numbers of turkeys continued to decrease, falling around 7%, but geese and ducks increased by 6%, returning to levels seen two years previously
- Numbers of layers and breeding fowl decreased by just over 2% during 2020, with total numbers of birds remaining just over 33 million birds
- The poultry flock in England in 2020 consists of approximately 68% table birds, 25% layers and breeding fowl, 3% other poultry, 3% turkey and 1% geese and ducks [1]

Figure 1.1 English poultry numbers at June 2010-2020 [1]

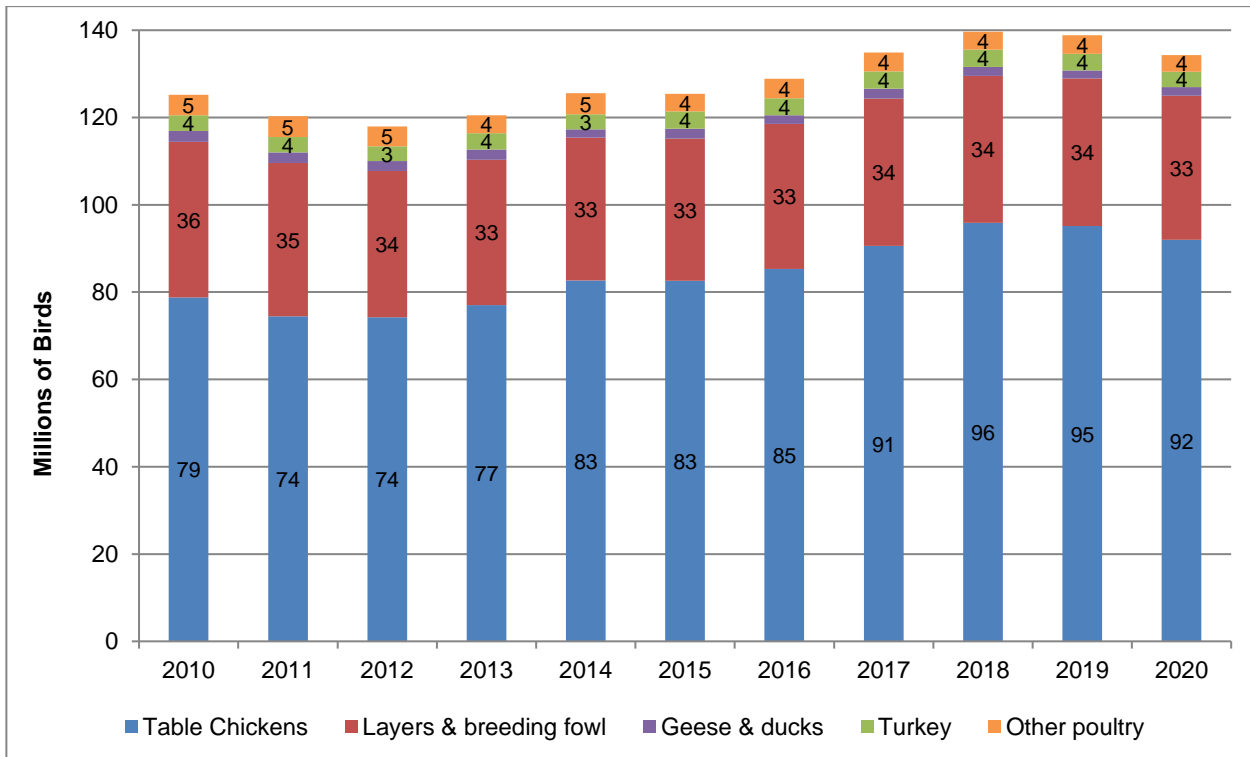
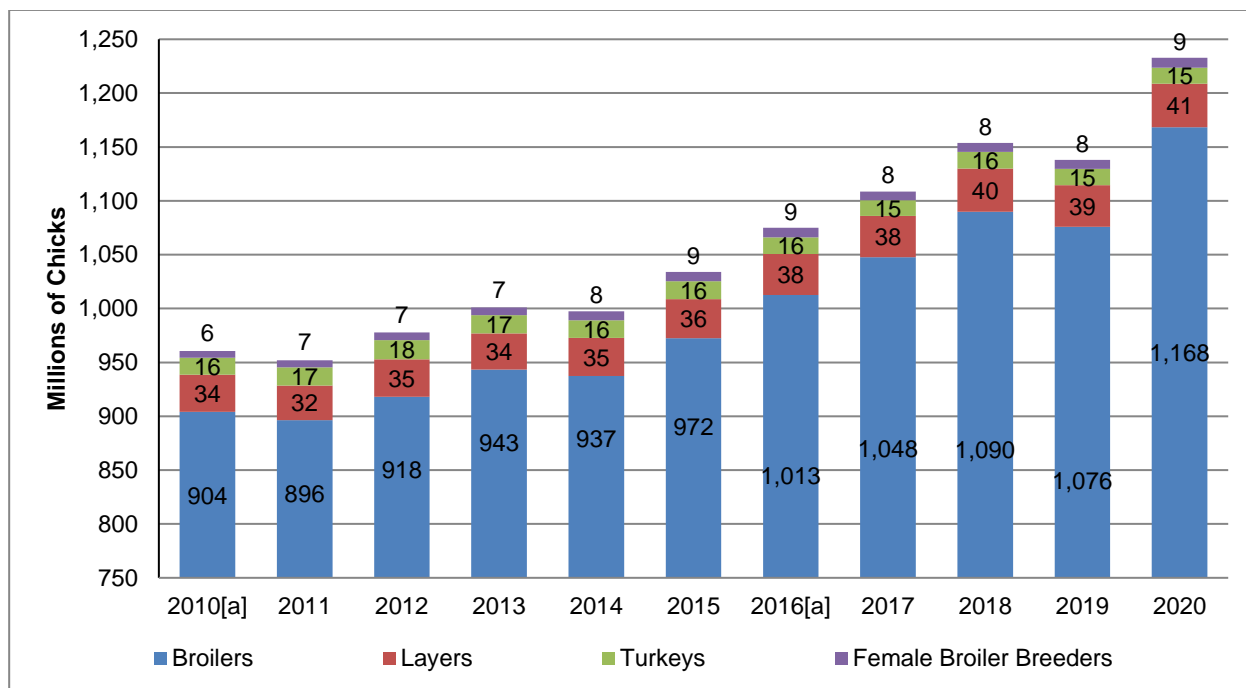


Figure 1.2 UK chick and poult placings 2010-2020 [2]



Note: [a] denotes a 53 week year

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 2020 were up significantly on the previous year with an 8.6% increase. This is a return to the increases seen prior to 2019
- Layer chick and poult placings increased by 4.8% between 2019 and 2020 to 40.5 million, which is just under 26% higher than the low in 2011 which saw numbers at just over 32 million
- There was a continued decrease in turkey chick and poult placings in 2020, down 1.8% on the previous year. Numbers in 2020 are at just over 14.9 million, over 16% lower than the peak in 2012 which saw numbers reach almost 18 million
- Broiler breeder hen placements also rose again during 2020 by over 8% to just over 9 million. These numbers are nearly 44% higher than the low in 2010 [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 2020 comprised of Moy Park (24.7%), Boparan Holdings (24.3%), Avara Foods (22.7%), Cranswick (4.6%) and others (23.7%), as shown below [4]
- Total poultry production increased slightly in 2020 by just over 1%. When looking over the last ten years, in 2020 22.5% more poultry products were produced than in 2010
- Broiler production in 2020 showed a small increase of 1%, representing the majority of total poultry meat production at 86%
- Turkey production was up in 2020 with an increase of 4.6% on last year. Duck production was down again with a decrease of 20% [5]

Figure 1.3 UK Broiler Market - Estimate [4]

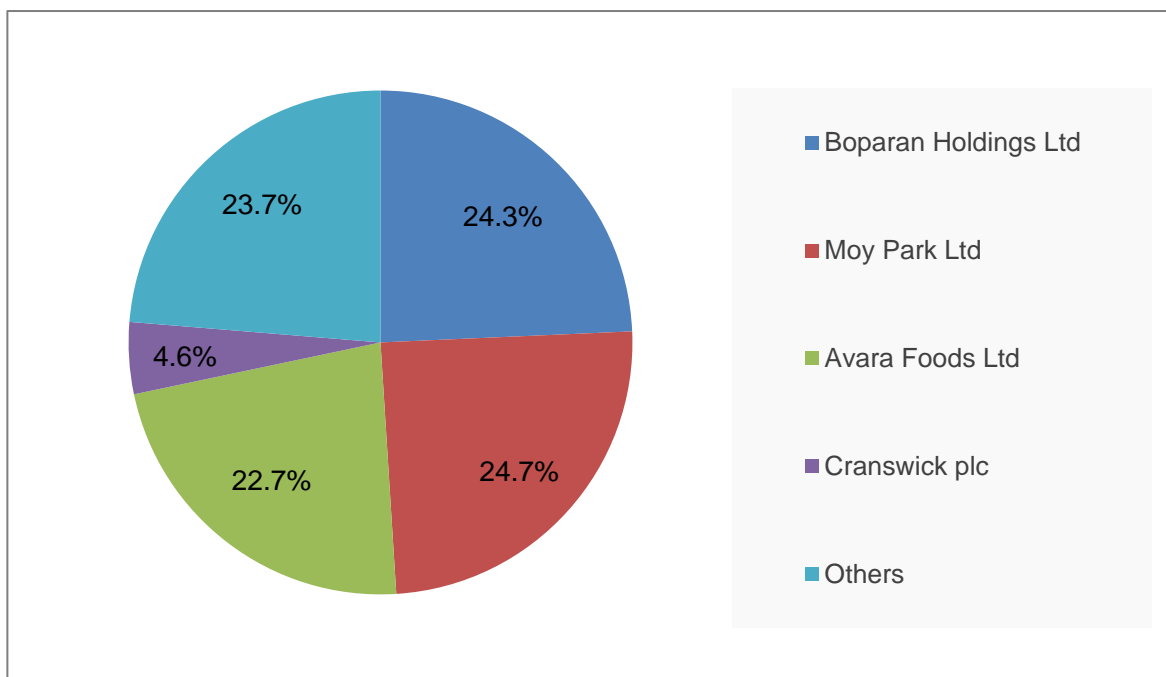
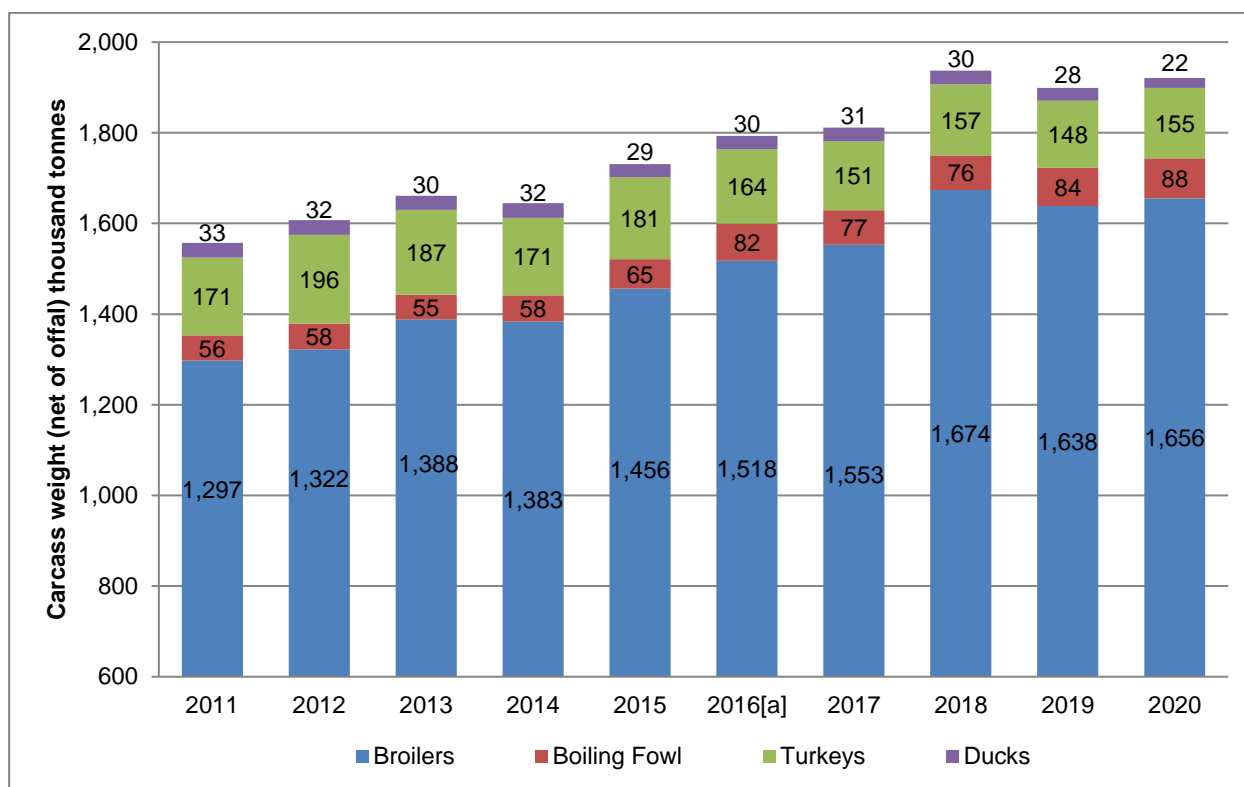


Figure 1.4 Annual UK production of poultry meat by type [5]



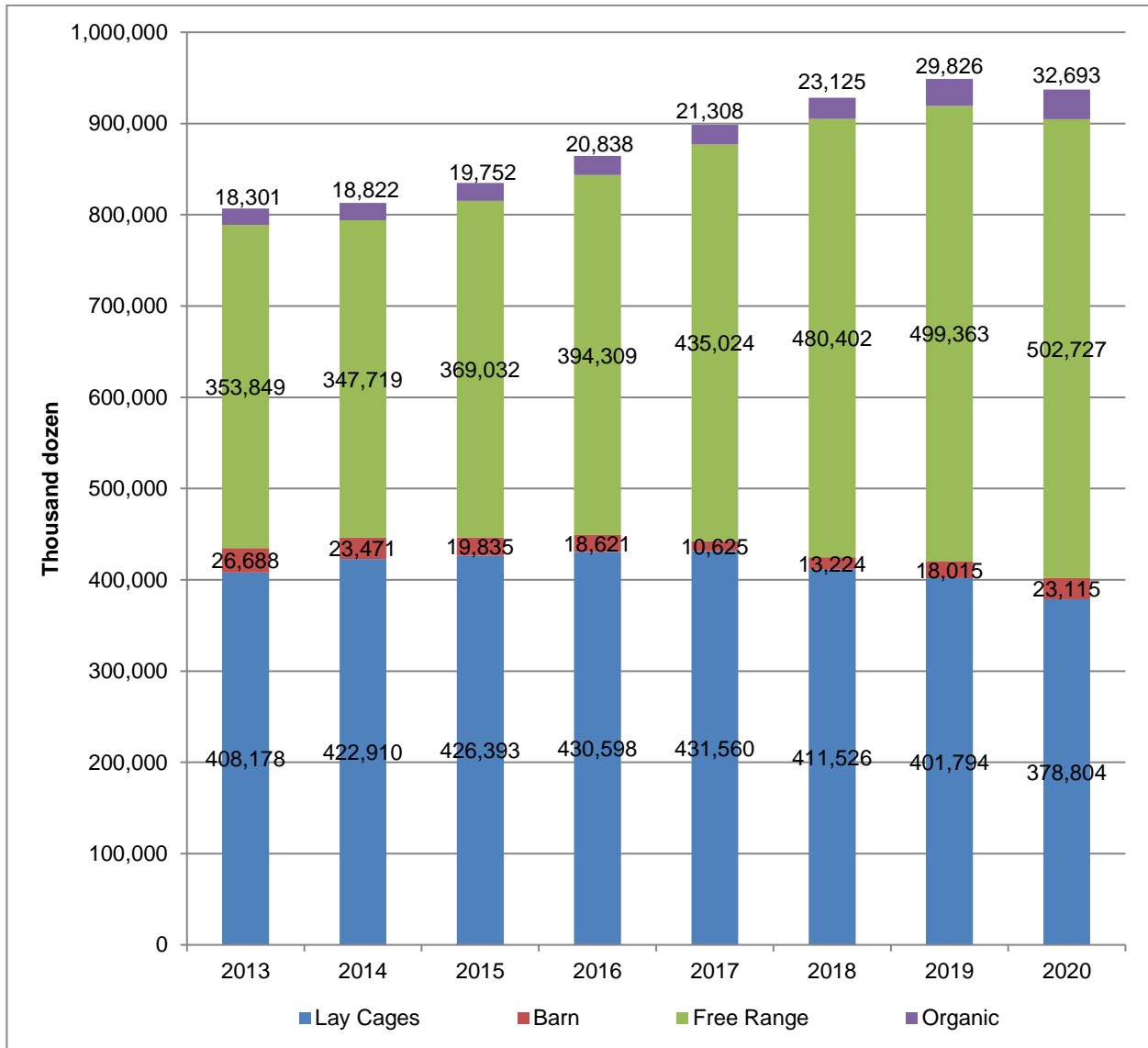
Note: [a] denotes a 53 week year

### 1.2.2 Poultry for eggs

Eggs are produced in different types of production system:

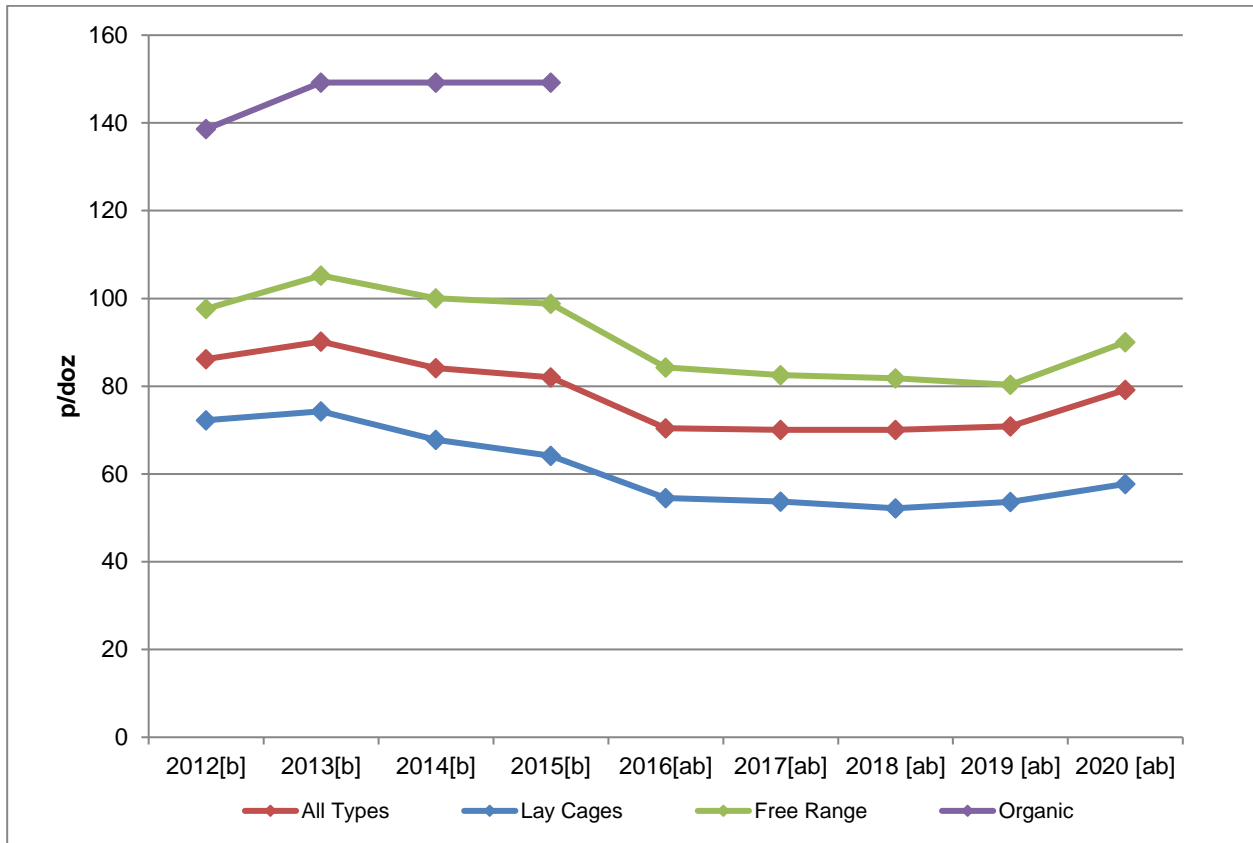
- *Enriched cages* – As of 1<sup>st</sup> January 2012 poultry for egg production within Europe if raised in cage systems must be housed in enriched cages, categorised as having 750cm<sup>2</sup> of cage area per hen (compared with 550cm<sup>2</sup> in conventional housing), housing must include a nesting 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]



- Total packing station throughput decreased by just over 1% between 2019 and 2020
- In 2020 the numbers of eggs produced in cages continued to decrease. Just over 40% of eggs were produced in enriched cages in 2020, a decrease of nearly 6% on the previous year
- Just over 53% of eggs were produced in free range systems in 2020, an increase of just under 1% on the amount of eggs produced compared to 2019
- There was a further increase in the numbers of eggs produced in both barn and organic systems in 2020. These now make up 2.5% and 3.5% of annual egg production respectively [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

- The average packer to producer price for all types rose in 2020 from 70.9p/doz to 79.2p/doz, the first significant increase since the drop in 2016 of 12p/doz (-14%)
- The average price of free range eggs ended its downward trend from previous years, rising by just over 12%. The price for 2020 was 90.1p/doz, an increase of 9.8p/doz on 2019
- The average lay cage egg price in 2020 also increased from the previous year's price of 53.6p/doz, up by 4.1p/doz to 57.7p/doz [7]

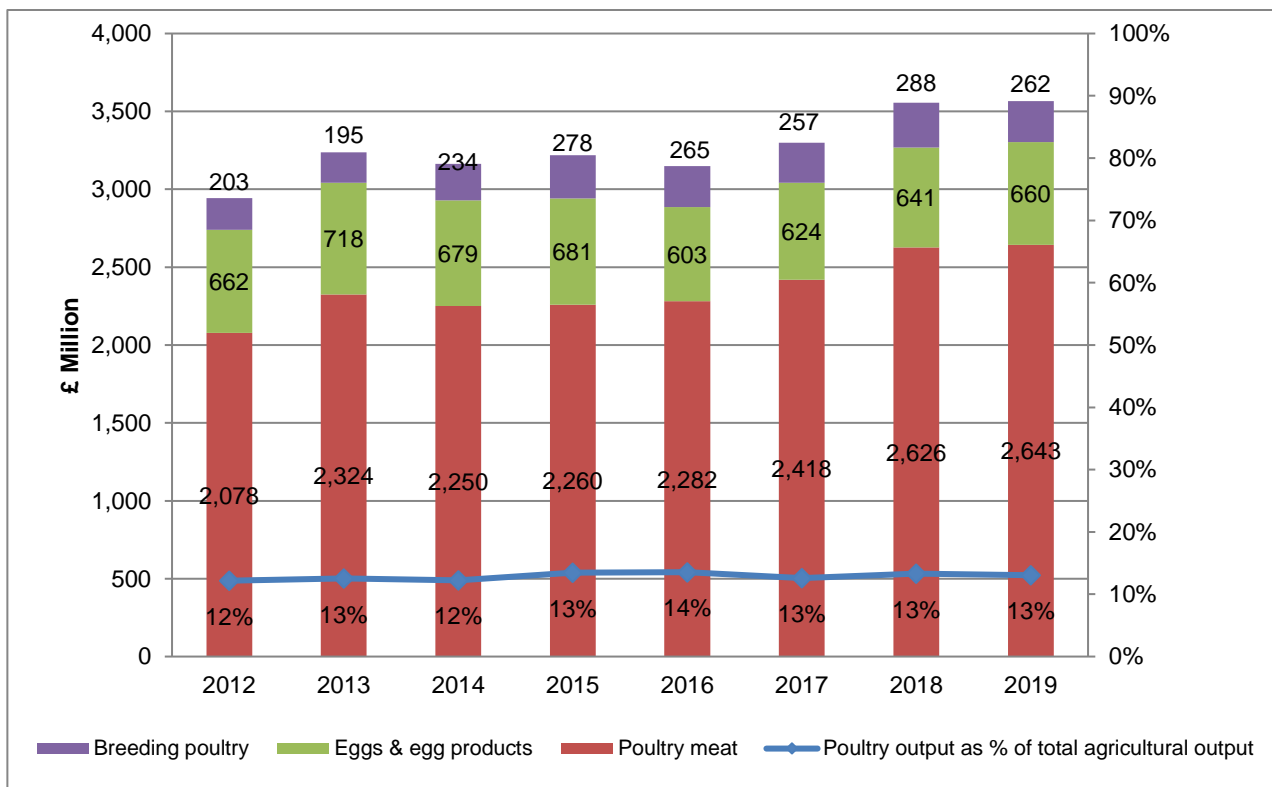


### 1.3 Contribution of the poultry sector to the economy

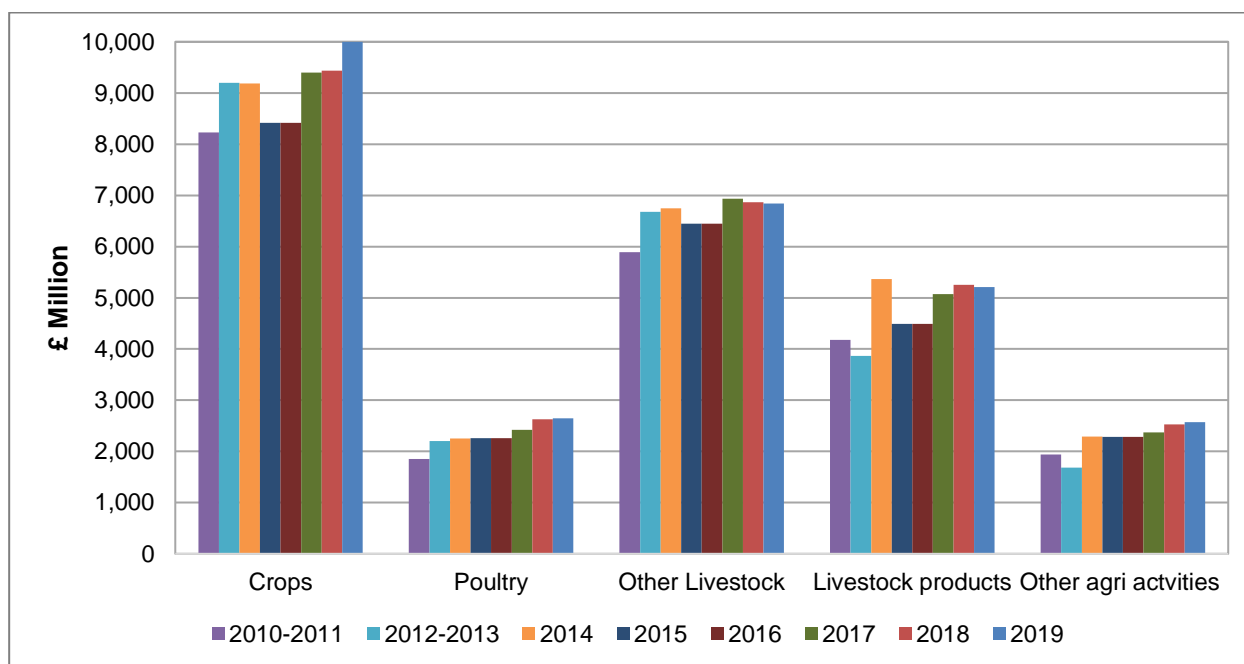
#### 1.3.1 The farm sector

- In 2019 total poultry output remained steady at just over £3.5 billion with only a small increase of 0.3% on 2018's figures
- Total agricultural output increased by just over 2% in 2019. This is still a much lower increase than 2017 when output increased by 12%
- There was another increase in poultry meat output in 2019, though this time much smaller at just under 1%, remaining at just over £2.6 billion
- Output from eggs and egg products rose again in 2019 by just under 3% to £660 million. However this is still 8% down on the peak output seen in 2013 of £718 million
- Poultry output as a proportion of gross output from agriculture stayed the same in 2019 at 13% [8]

Figure 1.7 Producer value of UK-produced poultry meat and eggs 2012-2019 (£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>2011</b>	<b>2012</b>	<b>2013</b>	<b>2014</b>	<b>2015</b>	<b>2016</b>	<b>2017</b>	<b>2018</b>	<b>2019</b>
Imports	127	163	153	158	175	171	166	158	148
Exports	10	19	23	11	9	11	12	35	79
UK production	821	797	829	839	866	899	931	959	982
% self sufficient [b]	88%	85%	86%	85%	84%	85%	86%	89%	93%

<b>Poultry meat [a] (carcass weight thousand tonnes)</b>	<b>2011</b>	<b>2012</b>	<b>2013</b>	<b>2014</b>	<b>2015</b>	<b>2016</b>	<b>2017</b>	<b>2018</b>	<b>2019</b>
Imports	516	480	482	509	541	580	562	584	563
Exports	291	283	314	339	292	299	352	354	363
UK production	1,560	1,609	1,663	1,648	1,733	1,805	1,840	1,939	1,901
% self sufficient [b]	87%	89%	91%	91%	87%	87%	90%	89%	90%

Note: [a] excludes offal

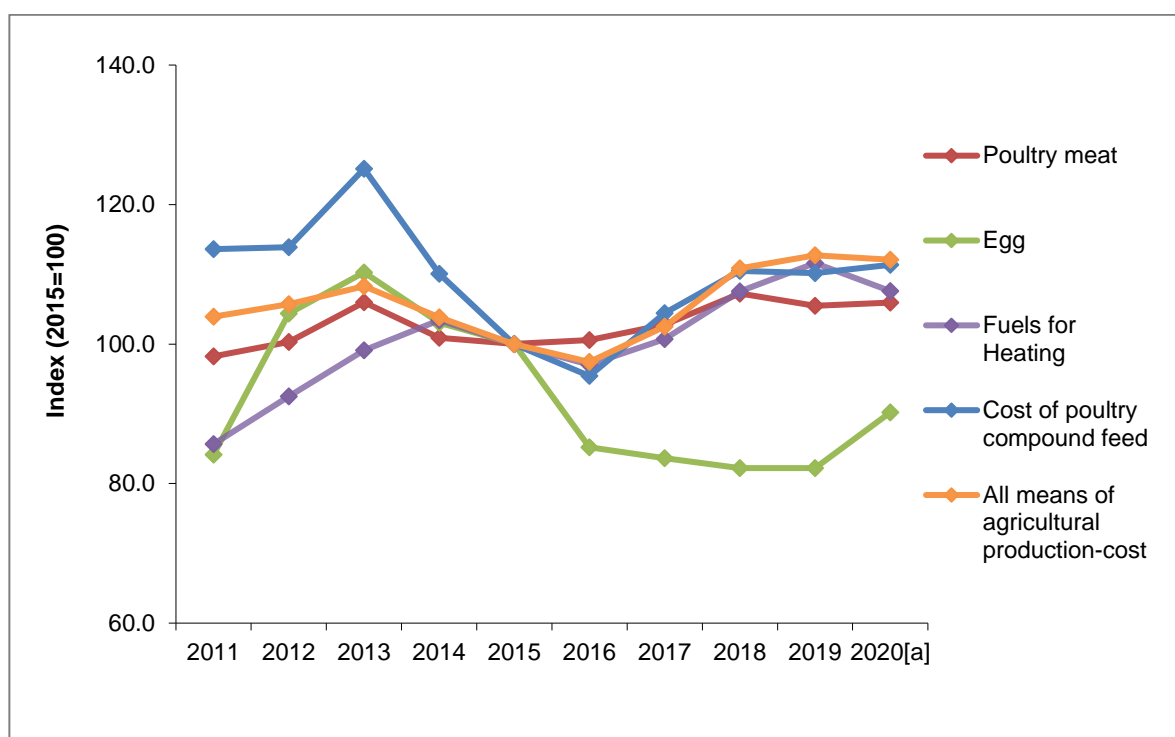
[b] The % self sufficient is production as a % of total new supply for use in the UK (production, plus imports, less exports)

- Between 2018 and 2019, UK production of eggs increased by 2.4%, slightly lower than the increase from the previous year, however a 23% increase in production when compared to the low in 2012
- UK Production of poultry meat decreased by just under 2% in 2019, a big change from the 5% increase seen in the previous year but still a 22% increase when compared to 2011
- With the increase in UK production, imports of eggs decreased this year by over 6% whilst exports increased by 125%, resulting in an increase in self-sufficiency for the third year in succession
- Despite the fall in UK production, imports of poultry meat decreased by just under 4% and exports increased by over 2%, leading to an increase of 1% in self-sufficiency for 2019 [9]

## 1.5 Producer prices

- As with previous years, feed and fuel continue to be the major costs for poultry producers
- There has been a decrease, for the first time in five years, in the 'All means of production cost' (based on figures available at the time of preparation of report). This year the cost was down by just under 1% to 112.3 points, but still 15% higher than the low in 2016 of 97.5 points
- Compound feed costs increased again in 2020 by just over 1% to 111.4 points. However, this is still just over 11% or 13.7 points lower than the peak in 2013 of 125.1 points
- Fuel for heating decreased by 3.6% or 4 points in 2020 to 107.6 points
- Egg output rose in 2019 to 90.2 points, an increase of 9.7% or 8 points on 2019
- Poultry meat in 2020 stayed at a similar level to that of 2019, with only a 0.4% or 0.4 point increase [10]

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



Note: [a] 2020 data based on average prices between January and October 2020



## 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; 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 2019/20:**

- 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 2019/20:
  - 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 initial weights for the FBS are based on the inverse sampling fraction. Suppose, for example, there were 250 Cereal farms in the population and of these 50 were sampled, then these 50 sampled farms would be given an initial sample weight of 5 (250/50). These weights are then adjusted (Calibration Weighting), so that they produce correct population totals for a series of calibration variables for which accurate population values are known from other sources. This ensures that the weights produce precise estimates of other variables, with little bias, despite the inevitable imperfections of the sampling strategy. This 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 2019 June survey there were 1,635 specialist poultry farm businesses in England that were above the FBS size threshold.

The results for the 2019/20 financial year are based on 96 specialist poultry farms, which represent 5.9% 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 2018/19 and 2019/20 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 2018/19 and 2019/20**

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

- In 2019/20 a total of 96 farms participating in the Farm Business Survey (FBS) in England were classified as specialist poultry farms, compared to 99 farms in 2018/19
- The total of 96 farms included 44 specialist layers and 52 specialist poultry meat producers
- The profitability of specialist poultry farm businesses increased by 18% in the 2019/20 financial year, with average profit as measured by Farm Business Income (FBI) rising on a per business basis from £74,692 in 2018/19, to £87,860 in 2019/20 [Table 2.1]
- Note that these changes should be treated with caution because of the small sample; removing a particularly influential farm from the results suggests that the average income would have remained similar to the previous year, falling by just 3% between 2018/19 and 2019/20, from £63,290 to £61,394
- Within this sector, on a per business basis, there was a marked difference in profits during 2019/20
  - Average FBI on a per business basis for the layers decreased by 9%, from £38,064 in 2018/19, to £34,577 in 2019/20 [Table 2.2]
  - For the poultry meat producers FBI rose by 40%, increasing from £103,655 in 2018/19, to £145,405 in 2019/20 [Table 2.3]
- The sample has changed between the two years. In 2018/19 56% of the sample were specialist layers and 43% were specialist poultry meat, whereas in 2019/20 46% of the sample were layers and 54% poultry meat producers. However, in monetary terms, the balance was very different in terms of poultry output attained in 2019/20:
  - 31% was derived from egg production
  - 65% from broiler production and
  - 4% from a mix of breeding, rearing and other forms of poultry meat production
- Among the total average variable costs for all specialist poultry farms, there was a 6% decrease in average feed costs on a per holding basis; cost of feed as a percentage of £100 of output per business remained at approximately 53% in 2019/20, due to the drop in both poultry output and 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.

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

- In 2019/20, the 44 specialist poultry farms that were classified as layers (Defra farm typology code 521) included 37 businesses with laying flocks producing eggs for human consumption and seven businesses comprising breeding and rearing units (including growing pullets, layer breeders and broiler breeders)
- The average number of laying hens per business decreased by 22% in 2019/20, to 34,613 birds
- On a per business basis, gross output of all laying flocks fell by 16%, decreasing from an average of £561,555 in 2018/19, to an average of £474,549 in 2019/20
- The net result of the year-on-year changes for these businesses was a decrease in the average FBI from £38,064 per business in 2018/19, to £34,577 per business in 2019/20

#### **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 by 48% to 23,717
- The total gross output for this group increased by 41%, to an average of £488,126 per business; this meant that even with higher variable costs, the average gross margin per business increased by 47%, to £202,604 in 2019/20
- Contrary to the results for the previous group which showed a fall in profitability, the FBI for 'laying flocks producing eggs for human consumption' only, showed an increase in profit, rising by £18,042 from £8,996 in 2018/19
- 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.
- The price attained for eggs produced by both the more intensive group and from free range systems decreased from 93.0p/doz to 86.7p/doz in 2019/20. This is in contrast to the trends seen nationally that show a smaller change in egg prices
- However, there was a slight increase in eggs produced per bird, from 291 in 2018/19 to 298 in 2019/20, which helped to keep the fall in output per bird to a minimum
- Although there was a decrease in output, a fall in commodity prices following the 2019 harvest, meant that the cost of feed per bird fell by 51p/bird. Consequently, the gross margin per head was very similar between the two years
- Fixed costs also fell slightly, leading to the increase in margin per bird. This may be linked to the increase in average numbers whereby overhead costs could be spread across a larger number of birds

#### **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 five farms with mixed production systems and 32 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 slight decrease in average FBI per business, compared with a large increase in the free range systems
- The price of free range eggs fell to an average of 94.0p/doz, a 5% decrease compared to the previous year. The average prices seen in these results are higher than those seen nationally, this could be due to more direct selling by the farms in this sample
- The average number of eggs per bird per year increased by 2% for free range producers, to 294 eggs per bird per year
- On a per business basis free range egg farms experienced a large increase in profit, with the average FBI increasing, partly due to a 54% increase in average numbers, from £5,772 in 2018/19, to £22,784 in 2019/20. On a per bird basis the profit also increased by 71p to £1.16 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 2019/20 there were 52 of these farms, compared with 43 in 2018/19; among them were 19 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 was up by 4%, to 121,234 birds
- Gross Output increased by 10% in 2019/20, with an increase in broiler output and also other agricultural enterprises. Variable costs increased as well, with an 8% increase in feed costs, but overall, the gross margin still rose by 14%, and the FBI per business increased by 40% to an average of £145,405
- On a per bird basis, the feed costs increased to an average of £6.41, from £6.16
- FBI as measured on a per bird basis showed a similar increase compared to the previous year, up 35%, from an average of £0.89 to an average of £1.20 per bird
- Note that these changes should be treated with caution because of the small sample; removing a particularly influential farm from the results suggests that the average income would have actually only increased by 8% between 2018/19 and 2019/20, from £84,538 to £91,239

#### **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 42 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 from 301,053 in 2018/19 to 251,680 in 2019/20

- The main cost to the farm business for this system is feed, which decreased by 14% to an average of £1,873,376 per business in line with the decrease in the average number of birds
- On a per bird basis, the cost of feed actually increased 2%, from an average of £0.96, to £0.98
- Throughput decreased 16% and despite a rise in price for poultry meat, output fell by 10% compared to 2018/19
- Productivity was up slightly in 2019/20, increasing from 7.5 crops of birds reared per year in 2018/19, to 7.6 crops
- The average price received for broilers in the year was £1.75 per bird, an increase of 10p on the previous year, while the price of chicks increased from an average of 32p per bird, to an average of 34p
- FBI increased from an average of £163,718 per business in 2018/19, to an average of £226,097 in 2019/20
- Note that these changes should be treated with caution because of the small sample; removing a particularly influential farm from the results suggests that the average income would have actually decreased compared to the previous year, decreasing from an average of £104,304 per business in 2018/19, to an average of £85,456 in 2019/20

## **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 by 1.5% in 2019/20, to an average of 63%
- The laying flock systems saw their percentage of equity increase by just 1.0% to an average of 65%, while the poultry meat producers saw percentage equity rise by 1.9% to an average of 62%
- 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 £1,866,170 recorded per business, representing an overall average of a little over 88% 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%), 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 63%)

## **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 86.9p/doz in 2019/20, compared with 94.1p/doz for the previous year, a fall of 8%
- The average number of birds per holding increased by 67% compared to 2018/19, from 13,062, to 21,839 in 2019/20

- On a per bird basis, poultry output was below the previous year at an average of £17.78 per bird, due to the fall in egg price
- Feed costs for all farms with poultry layers decreased by 44p per bird, to £10.74
- Total variable costs were down overall on a per bird basis, however this did not outweigh the lower output resulting in an average gross margin of £6.04, down £1.46 on 2018/19
- The gross margin per doz eggs was 25p for all layers, a decrease of 6p on the 2018/19 returns [Table 2.13]
- There was a difference in the change to output in the last two years between different production systems; the free range egg producers decreased by only 6%, to an average of £18.61 [-£1.28] per bird, while the enriched caged/mixed production systems decreased by a larger amount
- The average egg price was 25% higher for free range egg production than for intensive units, while egg production for free range systems at an average of 296 eggs per year was slightly less than the intensive units
- The average gross margin per doz eggs was 27p for free range production, higher than the intensive/mixed egg production
- Feed cost for the free range systems is higher per bird than for the intensive systems
- Due to the fall in output and only a slight decrease in costs the gross margin per bird for free range egg production recorded a decrease of £0.91 per bird, while the enriched cage/mixed production systems showed a larger decrease in gross margin
- 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 £1.79 [+12p] per bird, with the purchase price of chicks averaging 34p [+2p]
- With 7.6 crops per year (a decrease of 11% from 8.5 crops), an average gross margin of £2.72 per bird place was recorded on an annual basis, the same results seen as the 2018/19 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 2019/20 was £49.84 [+£6.07] per bird, while the average purchase price was £5.43 per bird [+£0.53]
- Overall, poultry output averaged £42.27 per bird [+£5.35] in 2019/20 and feed costs £8.73 per bird [-£0.69], resulting in a much increased gross margin of £30.88 [+£6.91] per bird

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

	<i>Per farm</i>			<i>Per bird (annual basis)</i>		
	<b>2018/19</b>	<b>2019/20</b>	<b>% change</b>	<b>2018/19</b>	<b>2019/20</b>	<b>£ change</b>
Number of farms	99	96		99	96	
Average number of birds/year	85,984	76,258		85,984	76,258	
	<i>Average £ per farm</i>			<i>Average £ per bird</i>		
<b>Gross output</b>						
Eggs	153,020	245,367	60	1.78	3.22	1.44
Hen depreciation	-20,039	-35,513	77	-0.23	-0.47	-0.23
Broilers	567,457	516,552	-9	6.60	6.77	0.17
Other poultry output	164,611	69,160	-58	1.91	0.91	-1.01
<b>Total poultry output</b>	<b>865,050</b>	<b>795,566</b>	<b>-8</b>	<b>10.06</b>	<b>10.43</b>	<b>0.37</b>
Crops	42,814	43,437	1	0.50	0.57	0.07
Other livestock	8,370	17,644	111	0.10	0.23	0.13
Other output	66,430	70,159	6	0.77	0.92	0.15
<b>Total gross output</b>	<b>982,664</b>	<b>926,805</b>	<b>-6</b>	<b>11.43</b>	<b>12.15</b>	<b>0.73</b>
<b>Variable costs</b>						
Feed	521,054	491,551	-6	6.06	6.45	0.39
Seed, fertiliser, crop costs	14,070	15,844	13	0.16	0.21	0.04
Vet. & medicines	17,577	10,765	-39	0.20	0.14	-0.06
Other livestock costs	42,058	36,165	-14	0.49	0.47	-0.01
<b>Total variable costs</b>	<b>594,759</b>	<b>554,325</b>	<b>-7</b>	<b>6.92</b>	<b>7.27</b>	<b>0.35</b>
<b>Total gross margin</b>	<b>387,904</b>	<b>372,480</b>	<b>-4</b>	<b>4.51</b>	<b>4.88</b>	<b>0.37</b>
<b>Fixed costs</b>						
Labour:						
Regular paid	54,854	48,380	-12	0.64	0.63	0.00
Regular unpaid	26,534	29,829	12	0.31	0.39	0.08
Casual labour	12,761	6,240	-51	0.15	0.08	-0.07
Power & machinery costs:						
Contract & hire	15,497	14,817	-4	0.18	0.19	0.01
Fuel	9,291	8,743	-6	0.11	0.11	0.01
Electricity	22,543	20,830	-8	0.26	0.27	0.01
Heat	23,403	20,213	-14	0.27	0.27	-0.01
Repairs	23,971	16,450	-31	0.28	0.22	-0.06
Depreciation	28,329	31,519	11	0.33	0.41	0.08
Rent (incl. imputed)	56,983	56,489	-1	0.66	0.74	0.08
Other costs:						
Occupiers repairs	18,258	13,748	-25	0.21	0.18	-0.03
Sundries (incl. bad debts)	33,692	28,351	-16	0.39	0.37	-0.02
<b>Total fixed costs</b>	<b>326,117</b>	<b>295,609</b>	<b>-9</b>	<b>3.79</b>	<b>3.88</b>	<b>0.08</b>
<b>Management &amp; investment income</b>	<b>61,787</b>	<b>76,871</b>	<b><u>Δ£/farm</u> 15,084</b>	<b>0.72</b>	<b>1.01</b>	<b>0.29</b>
Minus: management salaries	89	201	113	0.00	0.00	0.00
Plus: farmer & spouse labour	21,394	23,964	2,570	0.25	0.31	0.07
<b>Net farm income</b>	<b>83,092</b>	<b>100,633</b>	<b>17,541</b>	<b>0.97</b>	<b>1.32</b>	<b>0.35</b>
<b>Farm business income</b>	<b>74,692</b>	<b>87,860</b>	<b>13,167</b>	<b>0.87</b>	<b>1.15</b>	<b>0.28</b>

*Per £100 of gross output*

	2018/19	2019/20	£ change	<b>Farm Business Income (FBI) per farm</b> (% distribution by number of weighted farms)	
				%	%
				2018/19	2019/20
Number of farms	99	96			
Average number (birds/year)	85,984	76,258			
<b>Average £ per £100 of gross output</b>					
<b>Gross output (%)</b>					
Eggs (%)	15.57	26.47		Over £100,000	21
Hen depreciation (%)	-2.04	-3.83		0 to <£100,000	46
Broilers (%)	57.75	55.73		Less than 0	33
Other poultry output (%)	16.75	7.46		<b>Total</b>	<b>100</b>
					<b>100</b>
<b>Total poultry output (%)</b>	<b>88.03</b>	<b>85.84</b>			
Crops (%)	4.36	4.69			
Other livestock (%)	0.85	1.90			
Other output (%)	6.76	7.57			
<b>Total gross output (%)</b>	<b>100.00</b>	<b>100.00</b>			
<b>Variable costs</b>					
Feed	53.02	53.04	0.01		
Seed, fertiliser, crop costs	1.43	1.71	0.28		
Vet. & medicines	1.79	1.16	-0.63		
Other livestock costs	4.28	3.90	-0.38		
<b>Total variable costs</b>	<b>60.53</b>	<b>59.81</b>	<b>-0.71</b>		
<b>Total gross margin</b>	<b>39.47</b>	<b>40.19</b>	<b>0.71</b>		
<b>Fixed costs</b>				<b>Average Poultry Numbers</b>	
Labour:				<b>Average</b>	<b>Average</b>
Regular paid	5.58	5.22	-0.36	<b>2018/19</b>	<b>2019/20</b>
Regular unpaid	2.70	3.22	0.52		
Casual labour	1.30	0.67	-0.63	Hens in lay	7,041
Power & machinery costs:				Pullets	11,832
Contract & hire	1.58	1.60	0.02	Broilers & other poultry	67,111
Fuel	0.95	0.94	0.00	<b>Total Average</b>	<b>85,984</b>
Electricity	2.29	2.25	-0.05		<b>76,258</b>
Heat	2.38	2.18	-0.20		
Repairs	2.44	1.77	-0.66		
Depreciation	2.88	3.40	0.52		
Rent (incl. imputed)	5.80	6.10	0.30		
Other costs:					
Occupiers repairs	1.86	1.48	-0.37		
Sundries (incl. bad debts)	3.43	3.06	-0.37		
<b>Total fixed costs</b>	<b>33.19</b>	<b>31.90</b>	<b>-1.29</b>		
<b>Management &amp; investment income</b>	<b>6.29</b>	<b>8.29</b>	<b>2.01</b>		
Minus: management salaries	0.01	0.02	0.01	<b>Other efficiency factors</b>	
Plus: farmer & spouse labour	2.18	2.59	0.41	<b>Average</b>	<b>Average</b>
				<b>2018/19</b>	<b>2019/20</b>
<b>Net farm income</b>	<b>8.46</b>	<b>10.86</b>	<b>2.40</b>	Eggs per bird	277
				Eggs (p/doz.)	94.11
<b>Farm business income</b>	<b>7.60</b>	<b>9.48</b>	<b>1.88</b>		279
					88.28

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

	<i>Per farm</i>			<i>Per bird (annual basis)</i>		
	<b>2018/19</b>	<b>2019/20</b>	<b>% change</b>	<b>2018/19</b>	<b>2019/20</b>	<b>£ change</b>
Number of farms	55	44		55	44	
Average number of birds/year	44,478	34,613		44,478	34,613	
	<i>Average £ per farm</i>			<i>Average £ per bird</i>		
<b>Gross output</b>						
Eggs	351,975	463,445	32	7.91	13.39	5.48
Hen depreciation	-45,127	-67,401	49	-1.01	-1.95	-0.93
Broilers	0	0	0	0.00	0.00	0.00
Other poultry output	210,025	21,191	-90	4.72	0.61	-4.11
<b>Total poultry output</b>	<b>516,873</b>	<b>417,235</b>	<b>-19</b>	<b>11.62</b>	<b>12.05</b>	<b>0.43</b>
Crops	11,863	12,477	5	0.27	0.36	0.09
Other livestock	4,182	8,367	100	0.09	0.24	0.15
Other output	28,638	36,470	27	0.64	1.05	0.41
<b>Total gross output</b>	<b>561,555</b>	<b>474,549</b>	<b>-15</b>	<b>12.63</b>	<b>13.71</b>	<b>1.08</b>
<b>Variable costs</b>						
Feed	244,730	226,975	-7	5.50	6.56	1.06
Seed, fertiliser, crop costs	3,889	4,619	19	0.09	0.13	0.05
Vet. & medicines	18,930	5,319	-72	0.43	0.15	-0.27
Other livestock costs	33,470	22,291	-33	0.75	0.64	-0.11
<b>Total variable costs</b>	<b>301,019</b>	<b>259,204</b>	<b>-14</b>	<b>6.77</b>	<b>7.49</b>	<b>0.72</b>
<b>Total gross margin</b>	<b>260,537</b>	<b>215,345</b>	<b>-17</b>	<b>5.86</b>	<b>6.22</b>	<b>0.36</b>
<b>Fixed costs</b>						
Labour:						
Regular paid	57,077	41,056	-28	1.28	1.19	-0.10
Regular unpaid	24,668	29,186	18	0.55	0.84	0.29
Casual labour	14,241	2,353	-83	0.32	0.07	-0.25
Power & machinery costs:						
Contract & hire	6,246	6,307	1	0.14	0.18	0.04
Fuel	4,357	4,240	-3	0.10	0.12	0.02
Electricity	16,089	11,216	-30	0.36	0.32	-0.04
Heat	5,398	2,499	-54	0.12	0.07	-0.05
Repairs	6,826	7,632	12	0.15	0.22	0.07
Depreciation	19,411	22,695	17	0.44	0.66	0.22
Rent (incl. imputed)	43,802	42,247	-4	0.98	1.22	0.24
Other costs:						
Occupiers repairs	12,073	6,296	-48	0.27	0.18	-0.09
Sundries (incl. bad debts)	22,762	18,718	-18	0.51	0.54	0.03
<b>Total fixed costs</b>	<b>232,949</b>	<b>194,443</b>	<b>-17</b>	<b>5.24</b>	<b>5.62</b>	<b>0.38</b>
<b>Management &amp; investment income</b>	<b>27,587</b>	<b>20,902</b>	<b><u>Δ£/farm</u> -6,685</b>	<b>0.62</b>	<b>0.60</b>	<b>-0.02</b>
Minus: management salaries	44	21	-23	0.00	0.00	0.00
Plus: farmer & spouse labour	21,239	24,663	3,424	0.48	0.71	0.24
<b>Net farm income</b>	<b>48,783</b>	<b>45,545</b>	<b>-3,238</b>	<b>1.10</b>	<b>1.32</b>	<b>0.22</b>
<b>Farm business income</b>	<b>38,064</b>	<b>34,577</b>	<b>-3,487</b>	<b>0.86</b>	<b>1.00</b>	<b>0.14</b>

**Per £100 of gross output**

	2018/19	2019/20	£ change
Number of farms	55	44	
Average number (birds/year)	44,478	34,613	

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

<b>Gross output (%)</b>			
Eggs (%)	62.68	97.66	
Hen depreciation (%)	-8.04	-14.20	
Broilers (%)	0.00	0.00	
Other poultry output (%)	37.40	4.47	
<b>Total poultry output (%)</b>	<b>92.04</b>	<b>87.92</b>	
Crops (%)	2.11	2.63	
Other livestock (%)	0.74	1.76	
Other output (%)	5.10	7.69	
<b>Total gross output (%)</b>	<b>100.00</b>	<b>100.00</b>	
<b>Variable costs</b>			
Feed	43.58	47.83	4.25
Seed, fertiliser, crop costs	0.69	0.97	0.28
Vet. & medicines	3.37	1.12	-2.25
Other livestock costs	5.96	4.70	-1.26
<b>Total variable costs</b>	<b>53.60</b>	<b>54.62</b>	<b>1.02</b>
<b>Total gross margin</b>	<b>46.40</b>	<b>45.38</b>	<b>-1.02</b>
<b>Fixed costs</b>			
Labour:			
Regular paid	10.16	8.65	-1.51
Regular unpaid	4.39	6.15	1.76
Casual labour	2.54	0.50	-2.04
Power & machinery costs:			
Contract & hire	1.11	1.33	0.22
Fuel	0.78	0.89	0.12
Electricity	2.87	2.36	-0.50
Heat	0.96	0.53	-0.43
Repairs	1.22	1.61	0.39
Depreciation	3.46	4.78	1.33
Rent (incl. imputed)	7.80	8.90	1.10
Other costs:			
Occupiers repairs	2.15	1.33	-0.82
Sundries (incl. bad debts)	4.05	3.94	-0.11
<b>Total fixed costs</b>	<b>41.48</b>	<b>40.97</b>	<b>-0.51</b>
<b>Management &amp; investment income</b>	<b>4.91</b>	<b>4.40</b>	<b>-0.51</b>
Minus: management salaries	0.01	0.00	0.00
Plus: farmer & spouse labour	3.78	5.20	1.42
<b>Net farm income</b>	<b>8.69</b>	<b>9.60</b>	<b>0.91</b>
<b>Farm business income</b>	<b>6.78</b>	<b>7.29</b>	<b>0.51</b>

**Average Poultry Numbers**

	Average 2018/19	Average 2019/20
Hens in lay	16,225	22,617
Pullets	28,243	11,986
Broilers & other poultry	11	10
<b>Total Average</b>	<b>44,478</b>	<b>34,613</b>

**Other efficiency factors**

	Average 2018/19	Average 2019/20
Eggs per bird	277	279
Eggs (p/doz.)	94.08	88.20

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

	<i>Per farm</i>			<i>Per bird (annual basis)</i>		
	2018/19	2019/20	% change	2018/19	2019/20	£ change
Number of farms	43	52		43	52	
Average number of birds/year	116,795	121,234		116,795	121,234	
	<i>Average £ per farm</i>			<i>Average £ per bird</i>		
<b>Gross output</b>						
Eggs	0	9,840	0	0.00	0.08	0.08
Hen depreciation	0	-1,074	0	0.00	-0.01	-0.01
Broilers	988,702	1,074,435	9	8.47	8.86	0.40
Other poultry output	125,912	120,967	-4	1.08	1.00	-0.08
<b>Total poultry output</b>	<b>1,114,614</b>	<b>1,204,168</b>	<b>8</b>	<b>9.54</b>	<b>9.93</b>	<b>0.39</b>
Crops	65,353	76,874	18	0.56	0.63	0.07
Other livestock	11,531	27,663	140	0.10	0.23	0.13
Other output	92,339	106,544	15	0.79	0.88	0.09
<b>Total gross output</b>	<b>1,283,837</b>	<b>1,415,248</b>	<b>10</b>	<b>10.99</b>	<b>11.67</b>	<b>0.68</b>
<b>Variable costs</b>						
Feed	719,494	777,297	8	6.16	6.41	0.25
Seed, fertiliser, crop costs	21,572	27,967	30	0.18	0.23	0.05
Vet. & medicines	16,625	16,648	0	0.14	0.14	-0.01
Other livestock costs	48,385	51,149	6	0.41	0.42	0.01
<b>Total variable costs</b>	<b>806,076</b>	<b>873,061</b>	<b>8</b>	<b>6.90</b>	<b>7.20</b>	<b>0.30</b>
<b>Total gross margin</b>	<b>477,761</b>	<b>542,187</b>	<b>13</b>	<b>4.09</b>	<b>4.47</b>	<b>0.38</b>
<b>Fixed costs</b>						
Labour:						
Regular paid	53,483	56,291	5	0.46	0.46	0.01
Regular unpaid	27,636	30,524	10	0.24	0.25	0.02
Casual labour	10,854	10,437	-4	0.09	0.09	-0.01
Power & machinery costs:						
Contract & hire	21,695	24,007	11	0.19	0.20	0.01
Fuel	12,982	13,606	5	0.11	0.11	0.00
Electricity	27,161	31,214	15	0.23	0.26	0.02
Heat	36,746	39,344	7	0.31	0.32	0.01
Repairs	36,227	25,974	-28	0.31	0.21	-0.10
Depreciation	33,971	41,049	21	0.29	0.34	0.05
Rent (incl. imputed)	64,802	71,871	11	0.55	0.59	0.04
Other costs:						
Occupiers repairs	22,678	21,796	-4	0.19	0.18	-0.01
Sundries (incl. bad debts)	40,837	38,755	-5	0.35	0.32	-0.03
<b>Total fixed costs</b>	<b>389,072</b>	<b>404,870</b>	<b>4</b>	<b>3.33</b>	<b>3.34</b>	<b>0.01</b>
<b>Management &amp; investment income</b>	<b>88,689</b>	<b>137,318</b>	<b>Δ£/farm</b> <b>48,629</b>	<b>0.76</b>	<b>1.13</b>	<b>0.37</b>
Minus: management salaries	123	396	274	0.00	0.00	0.00
Plus: farmer & spouse labour	21,485	23,209	1,723	0.18	0.19	0.01
<b>Net farm income</b>	<b>110,052</b>	<b>160,130</b>	<b>50,078</b>	<b>0.94</b>	<b>1.32</b>	<b>0.38</b>
<b>Farm business income</b>	<b>103,655</b>	<b>145,405</b>	<b>41,750</b>	<b>0.89</b>	<b>1.20</b>	<b>0.31</b>



**Per £100 of gross output**

	2018/19	2019/20	£ change
Number of farms	43	52	
Average number (birds/year)	116,795	121,234	

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

<b>Gross output (%)</b>			
Eggs (%)	0.00	0.70	
Hen depreciation (%)	0.00	-0.08	
Broilers (%)	77.01	75.92	
Other poultry output (%)	9.81	8.55	
<b>Total poultry output (%)</b>	<b>86.82</b>	<b>85.09</b>	
Crops (%)	5.09	5.43	
Other livestock (%)	0.90	1.95	
Other output (%)	7.19	7.53	
<b>Total gross output (%)</b>	<b>100.00</b>	<b>100.00</b>	
<b>Variable costs</b>			
Feed	56.04	54.92	-1.12
Seed, fertiliser, crop costs	1.68	1.98	0.30
Vet. & medicines	1.29	1.18	-0.12
Other livestock costs	3.77	3.61	-0.15
<b>Total variable costs</b>	<b>62.79</b>	<b>61.69</b>	<b>-1.10</b>
<b>Total gross margin</b>	<b>37.21</b>	<b>38.31</b>	<b>1.10</b>
<b>Fixed costs</b>			
Labour:			
Regular paid	4.17	3.98	-0.19
Regular unpaid	2.15	2.16	0.00
Casual labour	0.85	0.74	-0.11
Power & machinery costs:			
Contract & hire	1.69	1.70	0.01
Fuel	1.01	0.96	-0.05
Electricity	2.12	2.21	0.09
Heat	2.86	2.78	-0.08
Repairs	2.82	1.84	-0.99
Depreciation	2.65	2.90	0.25
Rent (incl. imputed)	5.05	5.08	0.03
Other costs:			
Occupiers repairs	1.77	1.54	-0.23
Sundries (incl. bad debts)	3.18	2.74	-0.44
<b>Total fixed costs</b>	<b>30.31</b>	<b>28.61</b>	<b>-1.70</b>
<b>Management &amp; investment income</b>	<b>6.91</b>	<b>9.70</b>	<b>2.79</b>
Minus: management salaries	0.01	0.03	0.02
Plus: farmer & spouse labour	1.67	1.64	-0.03
<b>Net farm income</b>	<b>8.57</b>	<b>11.31</b>	<b>2.74</b>
<b>Farm business income</b>	<b>8.07</b>	<b>10.27</b>	<b>2.20</b>

**Average Poultry Numbers**

	Average 2018/19	Average 2019/20
Hens in lay	0	443
Pullets	0	0
Broilers & other poultry	116,795	120,791
<b>Total Average</b>	<b>116,795</b>	<b>121,234</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>2018/19</b>	<b>2019/20</b>	<b>% change</b>	<b>2018/19</b>	<b>2019/20</b>	<b>£ change</b>
Number of farms	44	37		44	37	
Average number of birds/year	16,770	23,958		16,770	23,958	
	<i>Average £ per farm</i>			<i>Average £ per bird</i>		
<b>Gross output (%)</b>						
Eggs	361,572	510,836	41	21.56	21.32	-0.24
Hen depreciation	-59,343	-82,642	39	-3.54	-3.45	0.09
Broilers	0	0	0	0.00	0.00	0.00
Other poultry output	5,849	2,296	-61	0.35	0.10	-0.25
<b>Total poultry output</b>	<b>308,078</b>	<b>430,490</b>	<b>40</b>	<b>18.37</b>	<b>17.97</b>	<b>-0.40</b>
Crops	13,521	11,453	-15	0.81	0.48	-0.33
Other livestock	4,791	9,547	99	0.29	0.40	0.11
Other output	18,895	36,636	94	1.13	1.53	0.40
<b>Total gross output</b>	<b>345,285</b>	<b>488,126</b>	<b>41</b>	<b>20.59</b>	<b>20.37</b>	<b>-0.21</b>
<b>Variable costs</b>						
Feed	185,419	252,750	36	11.06	10.55	-0.51
Seed, fertiliser, crop costs	4,452	4,664	5	0.27	0.19	-0.07
Vet. & medicines	4,406	6,058	37	0.26	0.25	-0.01
Other livestock costs	13,425	22,051	64	0.80	0.92	0.12
<b>Total variable costs</b>	<b>207,702</b>	<b>285,523</b>	<b>37</b>	<b>12.39</b>	<b>11.92</b>	<b>-0.47</b>
<b>Total gross margin</b>	<b>137,583</b>	<b>202,604</b>	<b>47</b>	<b>8.20</b>	<b>8.46</b>	<b>0.25</b>
<b>Fixed costs</b>						
Labour:						
Regular paid	26,079	38,251	47	1.56	1.60	0.04
Regular unpaid	24,597	28,042	14	1.47	1.17	-0.30
Casual labour	3,260	2,359	-28	0.19	0.10	-0.10
Power & machinery costs:						
Contract & hire	4,466	6,537	46	0.27	0.27	0.01
Fuel	3,351	4,254	27	0.20	0.18	-0.02
Electricity	7,295	10,894	49	0.43	0.45	0.02
Heat	446	581	30	0.03	0.02	0.00
Repairs	5,211	7,264	39	0.31	0.30	-0.01
Depreciation	16,880	23,198	37	1.01	0.97	-0.04
Rent (incl. imputed)	32,623	44,083	35	1.95	1.84	-0.11
Other costs:						
Occupiers repairs	3,860	5,415	40	0.23	0.23	0.00
Sundries (incl. bad debts)	15,201	18,697	23	0.91	0.78	-0.13
<b>Total fixed costs</b>	<b>143,270</b>	<b>189,575</b>	<b>32</b>	<b>8.54</b>	<b>7.91</b>	<b>-0.63</b>
<b>Management &amp; investment income</b>	<b>-5,687</b>	<b>13,029</b>	<b><u>Δ£/farm</u> 18,716</b>	<b>-0.34</b>	<b>0.54</b>	<b>0.88</b>
Minus: management salaries	32	23	-8	0.00	0.00	0.00
Plus: farmer & spouse labour	21,024	24,139	3115	1.25	1.01	-0.25
<b>Net farm income</b>	<b>15,305</b>	<b>37,144</b>	<b>21839</b>	<b>0.91</b>	<b>1.55</b>	<b>0.64</b>
<b>Farm business income</b>	<b>8,996</b>	<b>27,038</b>	<b>18042</b>	<b>0.54</b>	<b>1.13</b>	<b>0.59</b>

**Per £100 of gross output**

	2018/19	2019/20	£ change
Number of farms	44	37	
Average number (birds/year)	16,770	23,958	
<b>Average £ per £100 of gross output</b>			
<b>Gross output (%)</b>			
Eggs (%)	103.22	110.00	
Hen depreciation (%)	-16.12	-17.46	
Broilers (%)	0.00	0.00	
Other poultry output (%)	5.48	0.58	
<b>Total poultry output (%)</b>	<b>92.59</b>	<b>93.12</b>	
Crops (%)	2.90	0.41	
Other livestock (%)	0.51	0.41	
Other output (%)	4.01	6.06	
<b>Total gross output (%)</b>	<b>100.00</b>	<b>100.00</b>	
<b>Variable costs</b>			
Feed	53.70	51.78	-1.92
Seed, fertiliser, crop costs	1.29	0.96	-0.33
Vet. & medicines	1.28	1.24	-0.03
Other livestock costs	3.89	4.52	0.63
<b>Total variable costs</b>	<b>60.15</b>	<b>58.49</b>	<b>-1.66</b>
<b>Total gross margin</b>	<b>39.85</b>	<b>41.51</b>	<b>1.66</b>
<b>Fixed costs</b>			
Labour:			
Regular paid	7.55	7.84	0.28
Regular unpaid	7.12	5.74	-1.38
Casual labour	0.94	0.48	-0.46
Power & machinery costs:			
Contract & hire	1.29	1.34	0.05
Fuel	0.97	0.87	-0.10
Electricity	2.11	2.23	0.12
Heat	0.13	0.12	-0.01
Repairs	1.51	1.49	-0.02
Depreciation	4.89	4.75	-0.14
Rent (incl. imputed)	9.45	9.03	-0.42
Other costs:			
Occupiers repairs	1.12	1.11	-0.01
Sundries (incl. bad debts)	4.40	3.83	-0.57
<b>Total fixed costs</b>	<b>41.49</b>	<b>38.84</b>	<b>-2.66</b>
<b>Management &amp; investment income</b>	<b>-1.65</b>	<b>2.67</b>	<b>4.32</b>
Minus: management salaries	0.01	0.00	0.00
Plus: farmer & spouse labour	6.09	4.95	-1.14
<b>Net farm income</b>	<b>4.43</b>	<b>7.61</b>	<b>3.18</b>
<b>Farm business income</b>	<b>2.61</b>	<b>5.54</b>	<b>2.93</b>

**Pence per dozen eggs**

	2018/19	2019/20
<b>Gross output</b>		
Eggs	92.98	86.65
Other poultry output	-13.76	-13.63
Other output	9.57	9.78
<b>Total gross output</b>	<b>88.79</b>	<b>82.80</b>
<b>Variable costs</b>		
Feed	47.68	42.87
Other variable costs	5.73	5.56
<b>Total variable costs</b>	<b>53.41</b>	<b>48.43</b>
<b>Total gross margin</b>	<b>35.38</b>	<b>34.37</b>
<b>Total fixed costs</b>	<b>36.84</b>	<b>32.16</b>
<b>Management &amp; investment income</b>	<b>-1.46</b>	<b>2.21</b>
<b>Net farm income</b>	<b>3.94</b>	<b>6.30</b>
<b>Farm business income</b>	<b>2.31</b>	<b>4.59</b>

**Average Poultry Numbers**

	Average 2018/19	Average 2019/20
Hens in lay	16,053	23,717
Pullets	705	229
Broilers & other poultry	13	0
<b>Total Average</b>	<b>16,770</b>	<b>23,958</b>

**Other efficiency factors**

	Average 2018/19	Average 2019/20
Eggs per bird	291	298
Eggs (p/doz.)	92.96	86.65

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

	<i>Per farm</i>			<i>Per bird (annual basis)</i>		
	<b>2018/19</b>	<b>2019/20</b>	<b>% change</b>	<b>2018/19</b>	<b>2019/20</b>	<b>£ change</b>
Number of farms	37	32		37	32	
Average number of birds/year	12,792	19,654		12,792	19,654	
	<i>Average £ per farm</i>			<i>Average £ per bird</i>		
<b>Gross output (%)</b>						
Eggs	300,067	447,337	49	23.46	22.76	-0.70
Hen depreciation	-49,966	-72,881	46	-3.91	-3.71	0.20
Broilers	0	0	0	0.00	0.00	0.00
Other poultry output	1,536	1,882	23	0.12	0.10	-0.02
<b>Total poultry output</b>	<b>251,638</b>	<b>376,338</b>	<b>50</b>	<b>19.67</b>	<b>19.15</b>	<b>-0.52</b>
Crops	12,060	13,171	9	0.94	0.67	-0.27
Other livestock	4,722	10,876	130	0.37	0.55	0.18
Other output	16,889	34,870	106	1.32	1.77	0.45
<b>Total gross output</b>	<b>285,309</b>	<b>435,254</b>	<b>53</b>	<b>22.30</b>	<b>22.15</b>	<b>-0.16</b>
<b>Variable costs</b>						
Feed	152,700	223,077	46	11.94	11.35	-0.59
Seed, fertiliser, crop costs	3,838	5,189	35	0.30	0.26	-0.04
Vet. & medicines	3,641	6,403	76	0.28	0.33	0.04
Other livestock costs	7,031	8,568	22	0.55	0.44	-0.11
<b>Total variable costs</b>	<b>167,209</b>	<b>243,237</b>	<b>45</b>	<b>13.07</b>	<b>12.38</b>	<b>-0.70</b>
<b>Total gross margin</b>	<b>118,100</b>	<b>192,017</b>	<b>63</b>	<b>9.23</b>	<b>9.77</b>	<b>0.54</b>
<b>Fixed costs</b>						
Labour:						
Regular paid	19,250	30,845	60	1.50	1.57	0.06
Regular unpaid	23,038	25,974	13	1.80	1.32	-0.48
Casual labour	2,757	2,252	-18	0.22	0.11	-0.10
Power & machinery costs:						
Contract & hire	4,311	7,144	66	0.34	0.36	0.03
Fuel	2,502	3,148	26	0.20	0.16	-0.04
Electricity	6,506	10,636	63	0.51	0.54	0.03
Heat	381	581	53	0.03	0.03	0.00
Repairs	3,880	5,773	49	0.30	0.29	-0.01
Depreciation	15,202	23,307	53	1.19	1.19	0.00
Rent (incl. imputed)	30,074	46,239	54	2.35	2.35	0.00
Other costs:						
Occupiers repairs	3,528	5,564	58	0.28	0.28	0.01
Sundries (incl. bad debts)	13,759	18,492	34	1.08	0.94	-0.13
<b>Total fixed costs</b>	<b>125,187</b>	<b>179,955</b>	<b>44</b>	<b>9.79</b>	<b>9.16</b>	<b>-0.63</b>
<b>Management &amp; investment income</b>	<b>-7,087</b>	<b>12,062</b>	<b>Δ£/farm 19,149</b>	<b>-0.55</b>	<b>0.61</b>	<b>1.17</b>
Minus: management salaries	34	28	-6	0.00	0.00	0.00
Plus: farmer & spouse labour	20,555	23,011	2,456	1.61	1.17	-0.44
<b>Net farm income</b>	<b>13,434</b>	<b>35,045</b>	<b>21,611</b>	<b>1.05</b>	<b>1.78</b>	<b>0.73</b>
<b>Farm business income</b>	<b>5,772</b>	<b>22,784</b>	<b>17,011</b>	<b>0.45</b>	<b>1.16</b>	<b>0.71</b>

*Per £100 of gross output*

	2018/19	2019/20	£ change
Number of farms	37	32	
Average number (birds/year)	12,792	19,654	
<b>Average £ per £100 of gross output</b>			
<b>Gross output (%)</b>			
Eggs (%)	105.17	102.78	
Hen depreciation (%)	-17.51	-16.74	
Broilers (%)	0.00	0.00	
Other poultry output (%)	0.54	0.43	
<b>Total poultry output (%)</b>	<b>88.20</b>	<b>86.46</b>	
Crops (%)	4.23	3.03	
Other livestock (%)	1.66	2.50	
Other output (%)	5.92	8.01	
<b>Total gross output (%)</b>	<b>100.00</b>	<b>100.00</b>	
<b>Variable costs</b>			
Feed	53.52	51.25	-2.27
Seed, fertiliser, crop costs	1.35	1.19	-0.15
Vet. & medicines	1.28	1.47	0.20
Other livestock costs	2.46	1.97	-0.50
<b>Total variable costs</b>	<b>58.61</b>	<b>55.88</b>	<b>-2.72</b>
<b>Total gross margin</b>	<b>41.39</b>	<b>44.12</b>	<b>2.72</b>
<b>Fixed costs</b>			
Labour:			
Regular paid	6.75	7.09	0.34
Regular unpaid	8.07	5.97	-2.11
Casual labour	0.97	0.52	-0.45
Power & machinery costs:			
Contract & hire	1.51	1.64	0.13
Fuel	0.88	0.72	-0.15
Electricity	2.28	2.44	0.16
Heat	0.13	0.13	0.00
Repairs	1.36	1.33	-0.03
Depreciation	5.33	5.35	0.03
Rent (incl. imputed)	10.54	10.62	0.08
Other costs:			
Occupiers repairs	1.24	1.28	0.04
Sundries (incl. bad debts)	4.82	4.25	-0.57
<b>Total fixed costs</b>	<b>43.88</b>	<b>41.34</b>	<b>-2.53</b>
<b>Management &amp; investment income</b>	<b>-2.48</b>	<b>2.77</b>	<b>5.26</b>
Minus: management salaries	0.01	0.01	-0.01
Plus: farmer & spouse labour	7.20	5.29	-1.92
<b>Net farm income</b>	<b>4.71</b>	<b>8.05</b>	<b>3.34</b>
<b>Farm business income</b>	<b>2.02</b>	<b>5.23</b>	<b>3.21</b>

**Pence per dozen eggs**

	2018/19	2019/20
<b>Gross output</b>		
Eggs	98.80	94.07
Other poultry output	-15.95	-14.93
Other output	11.09	12.39
<b>Total gross output</b>	<b>93.94</b>	<b>91.53</b>
<b>Variable costs</b>		
Feed	50.28	46.91
Other variable costs	4.78	4.24
<b>Total variable costs</b>	<b>55.06</b>	<b>51.15</b>
<b>Total gross margin</b>	<b>38.89</b>	<b>40.38</b>
<b>Total fixed costs</b>	<b>41.22</b>	<b>37.84</b>
<b>Management &amp; investment income</b>	<b>-2.33</b>	<b>2.54</b>
<b>Net farm income</b>	<b>4.42</b>	<b>7.37</b>
<b>Farm business income</b>	<b>1.90</b>	<b>4.79</b>

**Average Poultry Numbers**

	Average 2018/19	Average 2019/20
Hens in lay	12,659	19,413
Pullets	119	226
Broilers & other poultry	14	14
<b>Total Average</b>	<b>12,792</b>	<b>19,654</b>

**Other efficiency factors**

	Average 2018/19	Average 2019/20
Eggs per bird	288	294
Eggs (p/doz.)	98.79	94.03

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

	<i>Per farm</i>			<i>Per bird (per crop)</i>		
	<b>2018/19*</b>	<b>2019/20</b>	<b>% change</b>	<b>2018/19*</b>	<b>2019/20</b>	<b>£ change</b>
Number of farms	15	19		15	19	
Average number of birds/year	301,053	251,680		301,053	251,680	
Throughput of birds/year	2,271,868	1,920,571		2,271,868	1,920,571	
	<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	2,963,728	2,611,247	-12	1.30	1.36	0.06
Other poultry output	21,685	14,089	-35	0.01	0.01	0.00
<b>Total poultry output</b>	<b>2,985,413</b>	<b>2,625,335</b>	<b>-12</b>	<b>1.31</b>	<b>1.37</b>	<b>0.05</b>
Crops	97,955	104,649	7	0.04	0.05	0.01
Other livestock	17,623	54,981	212	0.01	0.03	0.02
Other output	203,292	174,028	-14	0.09	0.09	0.00
<b>Total gross output</b>	<b>3,304,283</b>	<b>2,958,993</b>	<b>-10</b>	<b>1.45</b>	<b>1.54</b>	<b>0.09</b>
<b>Variable costs</b>						
Feed	2,170,178	1,873,376	-14	0.96	0.98	0.02
Seed, fertiliser, crop costs	35,547	42,479	20	0.02	0.02	0.01
Vet. & medicines	43,481	36,467	-16	0.02	0.02	0.00
Other livestock costs	105,573	93,998	-11	0.05	0.05	0.00
<b>Total variable costs</b>	<b>2,354,778</b>	<b>2,046,320</b>	<b>-13</b>	<b>1.04</b>	<b>1.07</b>	<b>0.03</b>
<b>Total gross margin</b>	<b>949,505</b>	<b>912,673</b>	<b>-4</b>	<b>0.42</b>	<b>0.48</b>	<b>0.06</b>
<b>Fixed costs</b>						
Labour:						
Regular paid	89,723	80,734	-10	0.04	0.04	0.00
Regular unpaid	28,849	33,805	17	0.01	0.02	0.00
Casual labour	13,673	11,545	-16	0.01	0.01	0.00
Power & machinery costs:						
Contract & hire	55,119	49,500	-10	0.02	0.03	0.00
Fuel	25,167	21,803	-13	0.01	0.01	0.00
Electricity	72,472	66,141	-9	0.03	0.03	0.00
Heat	97,706	83,995	-14	0.04	0.04	0.00
Repairs	82,771	43,051	-48	0.04	0.02	-0.01
Depreciation	53,643	61,107	14	0.02	0.03	0.01
Rent (incl. imputed)	137,112	125,574	-8	0.06	0.07	0.01
Other costs:						
Occupiers repairs	36,181	28,734	-21	0.02	0.01	0.00
Sundries (incl. bad debts)	81,846	57,278	-30	0.04	0.03	-0.01
<b>Total fixed costs</b>	<b>774,262</b>	<b>663,267</b>	<b>-14</b>	<b>0.34</b>	<b>0.35</b>	<b>0.00</b>
<b>Management &amp; investment income</b>	<b>175,243</b>	<b>249,406</b>	<b><u>Δ£/farm</u> 74,164</b>	<b>0.08</b>	<b>0.13</b>	<b>0.05</b>
Minus: management salaries	0	0	0	0.00	0.00	0.00
Plus: farmer & spouse labour	21,267	24,756	3,489	0.01	0.01	0.00
<b>Net farm income</b>	<b>196,510</b>	<b>274,162</b>	<b>77,652</b>	<b>0.09</b>	<b>0.14</b>	<b>0.06</b>
<b>Farm business income</b>	<b>163,718</b>	<b>226,097</b>	<b>62,379</b>	<b>0.07</b>	<b>0.12</b>	<b>0.05</b>

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

**Per £100 of gross output**

	2018/19*	2019/20	£ change	Other efficiency factors	
Number of farms	15	19			
Average number (birds/year)	301,053	251,680		<b>Average</b>	<b>Average</b>
				<b>2018/19*</b>	<b>2019/20</b>
	<b>Average £ per £100 of gross output</b>				
<b>Gross output (%)</b>				Broiler sale price (£/bird)	1.65 1.75
Eggs (%)	0.00	0.00			
Hen depreciation (%)	0.00	0.00		Broiler purchase price (£/bird)	0.32 0.34
Broilers (%)	89.69	88.25			
Other poultry output (%)	0.66	0.48		Average number of crops/year	7.5 7.6
<b>Total poultry output (%)</b>	<b>90.35</b>	<b>88.72</b>			
Crops (%)	2.96	3.54			
Other livestock (%)	0.53	1.86			
Other output (%)	6.15	5.88			
<b>Total gross output (%)</b>	<b>100.00</b>	<b>100.00</b>			
<b>Variable costs</b>					
Feed	65.68	63.31	-2.37		
Seed, fertiliser, crop costs	1.08	1.44	0.36		
Vet. & medicines	1.32	1.23	-0.08		
Other livestock costs	3.20	3.18	-0.02		
<b>Total variable costs</b>	<b>71.26</b>	<b>69.16</b>	<b>-2.11</b>		
<b>Total gross margin</b>	<b>28.74</b>	<b>30.84</b>	<b>2.11</b>		
<b>Fixed costs</b>					
Labour:					
Regular paid	2.72	2.73	0.01		
Regular unpaid	0.87	1.14	0.27		
Casual labour	0.41	0.39	-0.02		
Power & machinery costs:					
Contract & hire	1.67	1.67	0.00		
Fuel	0.76	0.74	-0.02		
Electricity	2.19	2.24	0.04		
Heat	2.96	2.84	-0.12		
Repairs	2.50	1.45	-1.05		
Depreciation	1.62	2.07	0.44		
Rent (incl. imputed)	4.15	4.24	0.09		
Other costs:					
Occupiers repairs	1.09	0.97	-0.12		
Sundries (incl. bad debts)	2.48	1.94	-0.54		
<b>Total fixed costs</b>	<b>23.43</b>	<b>22.42</b>	<b>-1.02</b>		
<b>Management &amp; investment income</b>	<b>5.30</b>	<b>8.43</b>	<b>3.13</b>		
Minus: management salaries	0.00	0.00	0.00		
Plus: farmer & spouse labour	0.64	0.84	0.19		
<b>Net farm income</b>	<b>5.95</b>	<b>9.27</b>	<b>3.32</b>		
<b>Farm business income</b>	<b>4.95</b>	<b>7.64</b>	<b>2.69</b>		

**Table 2.7 Balance sheet data for 2019/20 - specialist poultry farms**

Group	All specialist poultry farms		All laying flocks		All poultry meat producers	
	96		44		52	
Financial year	2019/20		2019/20		2019/20	
	Opening	Closing	Opening	Closing	Opening	Closing
<b>Assets</b>						
<b>Fixed assets</b>						
Land, buildings & BPS	1,447,960	1,429,142	1,093,859	1,081,020	1,830,393	1,805,118
Breeding livestock	9,658	7,782	7,510	7,538	11,978	8,045
Machinery	195,236	191,871	140,997	145,313	253,814	242,153
Miscellaneous business assets	812	803	1,369	1,364	211	197
<b>Total fixed assets</b>	<b>1,653,666</b>	<b>1,629,597</b>	<b>1,243,736</b>	<b>1,235,235</b>	<b>2,096,396</b>	<b>2,055,513</b>
<b>Current assets</b>						
Crops & trading livestock	68,172	70,079	54,893	64,037	82,513	76,603
Feedstuffs & goods in store	19,453	16,205	8,698	8,889	31,068	24,107
Liquid assets	136,279	154,335	67,199	69,938	210,885	245,484
<b>Total current assets</b>	<b>223,903</b>	<b>240,618</b>	<b>130,790</b>	<b>142,864</b>	<b>324,467</b>	<b>346,194</b>
<b>Total assets</b>	<b>1,877,569</b>	<b>1,870,215</b>	<b>1,374,525</b>	<b>1,378,099</b>	<b>2,420,863</b>	<b>2,401,707</b>
<b>Liabilities</b>						
Bank term loans	392,443	366,586	280,032	301,100	513,847	437,312
Other loans	131,312	136,035	105,579	95,321	159,105	180,005
Bank overdraft	41,008	44,249	40,509	36,937	41,547	52,145
Other short term loans	147,774	144,923	59,841	44,542	242,742	253,336
<b>Total external liabilities</b>	<b>712,537</b>	<b>691,792</b>	<b>485,961</b>	<b>477,901</b>	<b>957,241</b>	<b>922,798</b>
<b>Net worth</b>	<b>1,165,032</b>	<b>1,178,423</b>	<b>888,564</b>	<b>900,198</b>	<b>1,463,622</b>	<b>1,478,909</b>
<b>Percentage equity (%)</b>	<b>62.1%</b>	<b>63.0%</b>	<b>64.6%</b>	<b>65.3%</b>	<b>60.5%</b>	<b>61.6%</b>

**Table 2.8 Comparison of net worth and percentage equity by farm type for 2019/20**

Defra main farm type	Average Assets	Average Liabilities	Average Net Worth	Average % Equity
Lowland cattle & sheep	1,295,442	98,565	1,196,878	92.4%
Cereals	3,048,700	239,703	2,808,997	92.1%
General cropping	3,136,492	343,562	2,792,931	89.0%
Mixed	2,396,154	317,655	2,078,500	86.7%
Horticulture	974,836	183,908	790,928	81.1%
Dairy	2,415,522	476,409	1,939,113	80.3%
Pigs	1,686,127	396,853	1,289,275	76.5%
Poultry	1,873,892	702,165	1,171,728	62.5%
<b>All businesses</b>	<b>2,114,861</b>	<b>248,691</b>	<b>1,866,170</b>	<b>88.2%</b>



**Table 2.7 continued**

Group	<i>Broilers, non contract</i>	
	2019/20	
Number of farms	Opening	Closing
Financial year		
<b>Assets</b>		
Fixed assets		
Land, buildings & BPS	2,281,238	2,293,240
Breeding livestock	8,748	6,639
Machinery	394,976	371,992
Miscellaneous business assets	211	211
<b>Total fixed assets</b>	<b>2,685,173</b>	<b>2,672,083</b>
Current assets		
Crops & trading livestock	158,203	159,744
Feedstuffs & goods in store	62,253	48,033
Liquid assets	384,021	414,592
<b>Total current assets</b>	<b>604,477</b>	<b>622,370</b>
<b>Total assets</b>	<b>3,289,651</b>	<b>3,294,453</b>
<b>Liabilities</b>		
Bank term loans	1,105,352	936,690
Other loans	301,815	351,644
Bank overdraft	67,216	92,421
Other short term loans	565,701	593,275
<b>Total external liabilities</b>	<b>2,040,085</b>	<b>1,974,030</b>
<b>Net worth</b>	<b>1,249,566</b>	<b>1,320,423</b>
<b>Percentage equity (%)</b>	<b>38.0%</b>	<b>40.1%</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	17.9	23.2	15.1	16.6
Stores	4.1	3.0	4.6	5.5
Machinery	44.5	49.6	41.8	38.2
Other	33.6	24.2	38.5	39.8
<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>435,341</b>	<b>288,873</b>	<b>593,529</b>	<b>1,004,813</b>

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

	<i>Per bird (annual basis)</i>			<i>Per £100 of gross output</i>		
	<b>2018/19</b>	<b>2019/20</b>	<b>£ change</b>	<b>2018/19</b>	<b>2019/20</b>	<b>£ change</b>
Number of farms	52	46				
Average number of birds/year	13,062	21,839				
	<i>Average £ per bird (annual basis)</i>			<i>Average £ per £100 gross output</i>		
<b>Gross output</b>						
Eggs	22.71	21.21	-1.50			
Hen depreciation	-3.02	-3.47	-0.45			
Other poultry output	-0.14	0.05	0.19			
<b>Total output</b>	<b>19.54</b>	<b>17.78</b>	<b>-1.76</b>	<b>100.00</b>	<b>100.00</b>	
<b>Variable costs</b>						
Feed	11.18	10.74	-0.44	57.20	60.41	3.21
Vet. & medicines	0.23	0.21	-0.01	1.16	1.21	0.05
Other livestock costs	0.64	0.78	0.14	3.27	4.37	1.10
Other variable costs	0.01	0.01	0.00	0.03	0.06	0.03
<b>Total variable costs</b>	<b>12.05</b>	<b>11.75</b>	<b>-0.03</b>	<b>61.66</b>	<b>66.05</b>	<b>4.39</b>
<b>Total gross margin</b>	<b>7.49</b>	<b>6.04</b>	<b>-1.46</b>	<b>38.34</b>	<b>33.95</b>	<b>-4.39</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>2018/19*</b>	<b>2019/20*</b>	<b>£ change</b>	<b>2018/19*</b>	<b>2019/20*</b>	<b>£ change</b>
Number of farms	9	7				
Average number of birds/year	34,364	33,824				
	<i>Average £ per bird (annual basis)</i>			<i>Average £ per £100 gross output</i>		
<b>Gross output</b>						
Eggs	21.18	18.47	-2.71			
Hen depreciation	-1.74	-2.84	-1.10			
Other poultry output	-0.58	0.03	0.61			
<b>Total output</b>	<b>18.86</b>	<b>15.66</b>	<b>-3.20</b>	<b>100.00</b>	<b>100.00</b>	
<b>Variable costs</b>						
Feed	10.08	8.87	-1.21	53.43	56.65	3.22
Vet. & medicines	0.19	0.09	-0.10	1.03	0.59	-0.44
Other livestock costs	0.97	1.89	0.92	5.15	12.09	6.95
Other variable costs	0.00	0.00	0.00	0.00	0.00	0.00
<b>Total variable costs</b>	<b>11.24</b>	<b>10.86</b>	<b>-0.38</b>	<b>59.60</b>	<b>69.33</b>	<b>9.73</b>
<b>Total gross margin</b>	<b>7.62</b>	<b>4.80</b>	<b>-2.82</b>	<b>40.40</b>	<b>30.67</b>	<b>-9.73</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>		
	2018/19	2019/20	£ change	2018/19	2019/20	£ change
Number of farms	42	39				
Average number of birds/year	11,258	19,178				
	<i>Average £ per bird (annual basis)</i>			<i>Average £ per £100 gross output</i>		
<b>Gross output</b>						
Eggs	23.49	22.28	-1.21			
Hen depreciation	-3.68	-3.72	-0.04			
Other poultry output	0.08	0.05	-0.03			
<b>Total output</b>	<b>19.89</b>	<b>18.61</b>	<b>-1.28</b>	<b>100.00</b>	<b>100.00</b>	
<b>Variable costs</b>						
Feed	11.74	11.48	-0.26	59.02	61.65	2.63
Vet. & medicines	0.24	0.26	0.02	1.22	1.41	0.20
Other livestock costs	0.47	0.34	-0.13	2.37	1.83	-0.54
Other variable costs	0.01	0.01	0.01	0.04	0.08	0.04
<b>Total variable costs</b>	<b>12.46</b>	<b>12.09</b>	<b>-0.37</b>	<b>62.65</b>	<b>64.97</b>	<b>2.32</b>
<b>Total gross margin</b>	<b>7.43</b>	<b>6.52</b>	<b>-0.91</b>	<b>37.35</b>	<b>35.03</b>	<b>-2.32</b>

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

	Layers		Laying flocks, cage barn & deep litter		Free range layers	
	2018/19	2019/20	2018/19*	2019/20*	2018/19	2019/20
Number of farms	52	46	9	7	42	39
No of dozen eggs	314,705	533,306	864,589	849,821	265,121	463,030
Average egg yield/bird	292	298	305	304	285	296
Average egg price p/doz	94.07	86.89	83.68	73.61	99.73	92.30
	<i>Average pence per dozen (annual basis)</i>					
<b>Gross output</b>						
Eggs	94.26	86.86	84.18	73.51	99.75	92.30
Hen depreciation	-12.55	-14.22	-6.92	-11.31	-15.61	-15.41
Other poultry output	-0.60	0.19	-2.30	0.12	0.33	0.21
<b>Total output</b>	<b>81.12</b>	<b>72.82</b>	<b>74.96</b>	<b>62.33</b>	<b>84.47</b>	<b>77.10</b>
<b>Variable costs</b>						
Feed	46.40	43.99	40.05	35.30	49.86	47.53
Vet. & medicines	0.94	0.88	0.77	0.37	1.03	1.09
Other livestock costs	2.66	3.18	3.86	7.54	2.00	1.41
Other variable costs	0.02	0.04	0.00	0.00	0.04	0.06
<b>Total variable costs</b>	<b>50.01</b>	<b>48.10</b>	<b>44.67</b>	<b>43.21</b>	<b>52.92</b>	<b>50.09</b>
<b>Total gross margin</b>	<b>31.10</b>	<b>24.73</b>	<b>30.28</b>	<b>19.12</b>	<b>31.55</b>	<b>27.01</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>		
	2018/19	2019/20	£ change	2018/19	2019/20	£ change
Number of farms	21	25				
Average number of birds/year	160,148	172,592				
Throughput of birds/year	1,358,679	1,308,934				
Average number of crops/year	8.48	7.58				
Average sale price (broilers) - £/bird	1.67	1.79				
Average purchase price (broilers) - £/bird	0.32	0.34				
	<i>Average £ per bird (per flock)</i>			<i>Average £ per £100 gross output</i>		
<b>Gross output</b>						
Broilers	1.35	1.41	0.06			
<b>Total output</b>	<b>1.35</b>	<b>1.41</b>	<b>0.06</b>	<b>100.00</b>	<b>100.00</b>	
<b>Variable costs</b>						
Feed	0.96	0.97	0.01	71.00	68.68	-2.32
Vet. & medicines	0.02	0.02	0.00	1.42	1.31	-0.11
Other livestock costs	0.05	0.05	0.00	3.79	3.58	-0.21
Other variable costs	0.00	0.01	0.01	0.01	0.96	0.95
<b>Total variable costs</b>	<b>1.03</b>	<b>1.05</b>	<b>0.02</b>	<b>76.22</b>	<b>74.53</b>	<b>-1.69</b>
<b>Total gross margin</b>	<b>0.32</b>	<b>0.36</b>	<b>0.04</b>	<b>23.78</b>	<b>25.47</b>	<b>1.69</b>

**Table 2.15 Gross margin for turkey production**

	<i>Per bird</i>			<i>Per £100 of gross output</i>		
	2018/19	2019/20	£ change	2018/19	2019/20	£ change
Number of farms	18	19				
Average number of birds/year	798	498				
Throughput of birds/year	1,738	1,039				
Average sale price (turkeys) - £/bird	43.77	49.84				
Average purchase price (turkeys) - £/bird	4.91	5.43				
	<i>Average £ per bird</i>			<i>Average £ per £100 gross output</i>		
<b>Gross output</b>						
Other poultry output	36.91	42.27	5.35			
<b>Total output</b>	<b>36.91</b>	<b>42.27</b>	<b>5.35</b>	<b>100.00</b>	<b>100.00</b>	
<b>Variable costs</b>						
Feed	9.42	8.73	-0.69	25.52	20.64	-4.88
Vet. & medicines	0.12	0.22	0.11	0.31	0.53	0.21
Other livestock costs	3.36	2.43	-0.93	9.12	5.76	-3.36
Other variable costs	0.04	0.01	-0.03	0.12	0.02	-0.09
<b>Total variable costs</b>	<b>12.94</b>	<b>11.39</b>	<b>-1.55</b>	<b>35.07</b>	<b>26.95</b>	<b>-8.11</b>
<b>Total gross margin</b>	<b>23.97</b>	<b>30.88</b>	<b>6.91</b>	<b>64.93</b>	<b>73.05</b>	<b>8.11</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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