

Animal &  
Grassland Research  
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Programme

Teagasc

# e-Profit Monitor Analysis Drystock Farms 2014



AGRICULTURE AND FOOD DEVELOPMENT AUTHORITY

Teagasc

# e-Profit Monitor Analysis Drystock Farms 2014

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## Acknowledgements

# Foreword

This year's analysis of the 2014 beef and sheep eProfit Monitors is made up of 924 beef farms and 191 sheep farms from across the country. It also looks at the eProfit Monitors from 731 beef and 103 sheep farms that completed data for both 2013 and 2014 and compares the differences in output, costs and profits on those farms from one year to the next.

Drystock farmers that have completed an eProfit Monitor for 2014 should benchmark their farms' analysis with the enterprise in this booklet that best matches their own. To aid this we have included beef and sheep tables behind the back cover that you can fill in from your own analysis. By folding this out you can then compare your farms figures with any of the tables in the booklet.

Where the Top 1/3 of farmers figures are presented in the tables this refers to the Top 1/3 of farms within an enterprise when the farms were ranked on their gross margin per hectare excluding any premia payments. Gross margin excluding premia per hectare is an important indicator because it highlights the current level of technical efficiency at which the enterprise is operating as well as showing the potential for improvement. There is a high correlation between this figure and net profit per hectare.

The Appendix Tables include more detailed analysis of the different enterprises and show the range in both physical and financial performance that exists from the top to the bottom farms when they were ranked on gross margin excluding premia per hectare. They also have more detail on the breakdown of the variable and fixed costs per hectare for beef and sheep farms in 2014.

*Pearse Kelly, Head of Drystock Knowledge Transfer*



# Suckling to Beef Farms 2014

Beef farms that have a suckler cow herd  
and where the progeny of the herd are  
brought through to slaughter.

# Suckling to Beef Farms 2014

- The top 1/3 of farms generated a gross output of 1,831 per ha compared to 1,242 per ha on the average farms, a difference of 47%.
- The higher output on the top farms reflected higher stocking rate, higher output per livestock unit and higher output value per kg.
- Output per ha on the top 1/3 of farms was 775 kg or 38% higher (+214 kg) than on the average farm (561 kg per ha). This is as a result of the higher stocking rate (+0.42 LU per ha) and higher output per LU (+36 kg / LU).
- Average suckler to beef farms had lower variable costs than the top farms at €710 per ha versus €865 per ha. However, as a percentage of gross output they accounted for 57% on the average farms compared to 47% of the output on the top farms.
- The gross margin was €966 per ha on the top 1/3 of suckler to beef farms which was 82% higher or €434 per ha higher than those on the average farms.
- The biggest variable cost on suckler to beef farms in 2014 was purchased forage and concentrate accounting for 38% or €272 per ha of total variable costs.
- The average suckler to beef farm in 2014 generated a net profit of €6 per ha compared to €314 per ha on the top 1/3 of farms.

# Suckling to Beef Farms 2014

**Table 1 Profit Monitor per hectare analysis (253 Farms)**

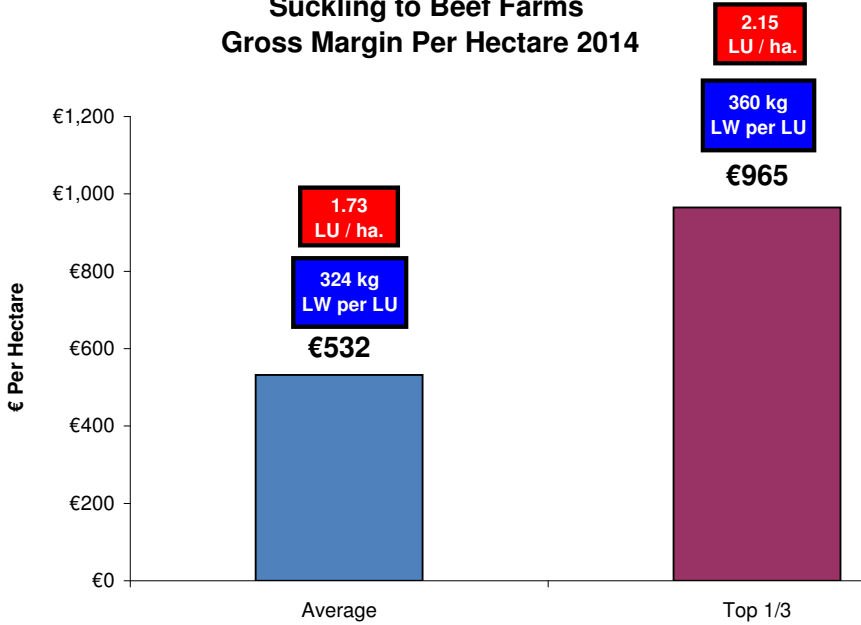
	Average	Top 1/3	Top v Average
<b>Physical</b>			
Farm Size (cattle ha)	44.3	47.5	+3.2
Stocking Rate (LU/ha)	1.73	2.15	+0.42
Liveweight Produced (kg/LU)	324	360	+36
Liveweight Produced (kg/ha)	561	775	+214
<b>Financial (€ / ha.)</b>			
Gross Output Value	€1,242	€1,831	+€589
Variable Costs	€710	€865	+€155
<b>Gross Margin</b>	<b>€532</b>	<b>€966</b>	<b>+€434</b>
Fixed Costs	€526	€652	+€126
<b>Net Profit Excl. Premia</b>	<b>€6</b>	<b>€314</b>	<b>+€308</b>
Total Premia *	€488	€596	€108
Total Premia Retained *	101%	153%	+52%

(\* Includes Single Farm Payment, REPS, AEOS, CAS, Suckler Welfare premium, BTAP & STAP payments)

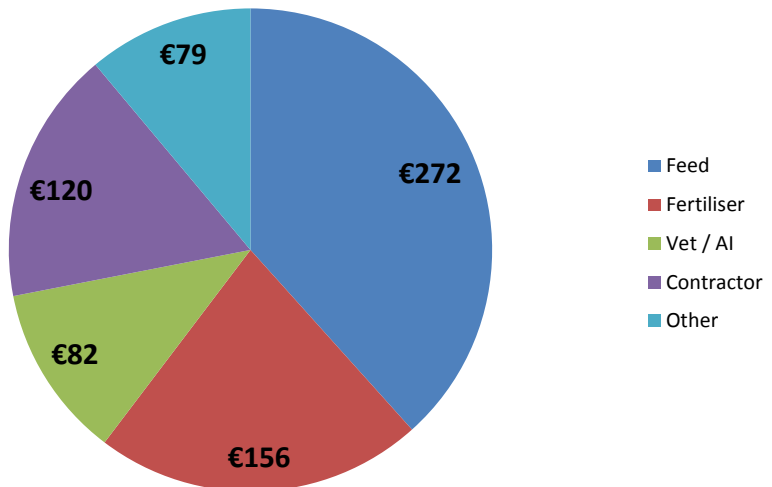


# Suckling to Beef Farms 2014

**Suckling to Beef Farms  
Gross Margin Per Hectare 2014**



**Suckling to Beef Variable Costs per Hectare 2014**



# Suckling to Weanling / Store Farms 2014



Beef farms that have a suckler cow herd and where the progeny of the herd are sold as either weanlings or stores for finishing on another farm.

## Suckling to Weanling / Store Farms 2014

- The top 1/3 of producers in this system carried 20% more stock at 1.72 LU per ha versus 1.43 LU per ha for the average. They also produced 47 kg per LU more than the average (334 kg v 287 kg).
- Gross Output was €875 per ha in the average group, 32% or €419 per ha lower than the top 1/3 of farms (€1,294 per ha).
- Variable costs were €512 per ha on the average farms or 11% lower than on the top 1/3. However, as a proportion of output they accounted for 59% and 44% of the output on the average and top 1/3 of farms, respectively.
- Average feed costs (purchased forage and concentrates) accounted for 28% or €142 per ha of total variable costs in 2014.
- Gross margin per ha on the top 1/3 of suckling to weanling/store farms was almost double what it was on the average at €721 compared to €363 (+€358 per ha).
- The low gross margin on the average farms was not sufficient to cover all the fixed costs of €435 per ha. This had the effect of generating a net loss of €72 per ha before premia on these farms.
- In contrast, fixed costs on the top 1/3 of suckling to weanling/store farms were €480 per ha, leaving a net profit before premia of €241 per ha.

# Suckling to Weanling / Store Farms 2014

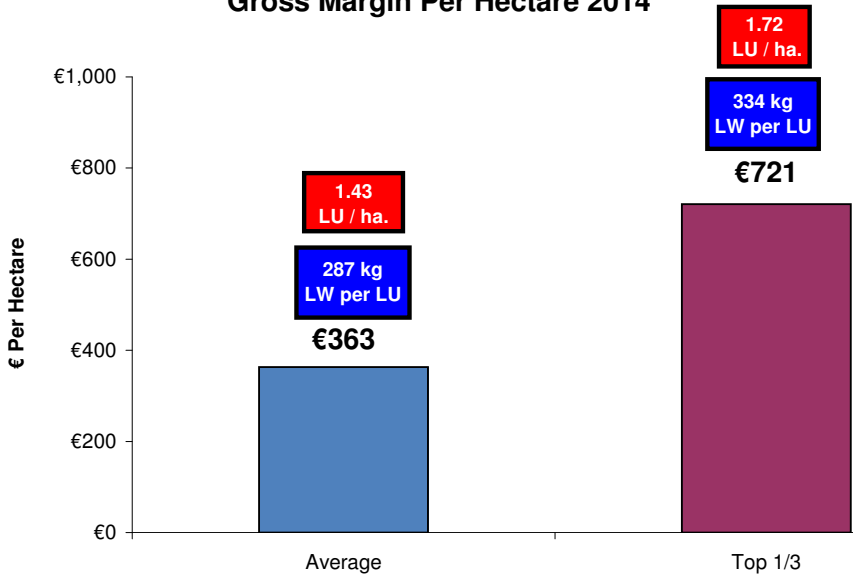
Table 2 Profit Monitor per hectare analysis (494 Farms)

	Average	Top 1/3	Top v Average
<b>Physical</b>			
Farm Size (cattle ha)	34.7	34.5	-0.2
Stocking Rate (LU/ha)	1.43	1.72	+0.29
Liveweight Produced (kg/LU)	287	334	+47
Liveweight Produced (kg/ha)	411	575	+164
<b>Financial (€ / ha.)</b>			
Gross Output Value	€875	€1,294	+€419
Variable Costs	€512	€573	+€61
<b>Gross Margin</b>	<b>€363</b>	<b>€721</b>	<b>+€358</b>
Fixed Costs	€435	€480	+€45
<b>Net Profit Excl. Premia</b>	<b>-€72</b>	<b>€241</b>	<b>+ € 313</b>
Total Premia *	€472	€511	+€39
Total Premia Retained *	85%	147%	+62%

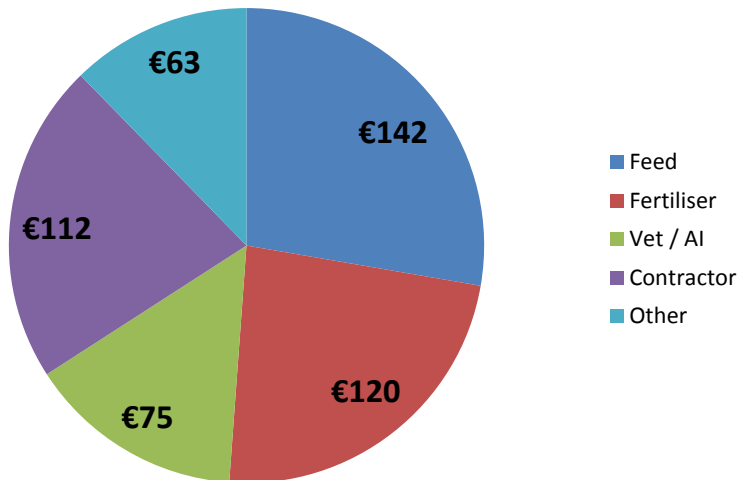
(\* Includes Single Farm Payment, REPS, AEOS, CAS, Suckler Welfare premium, BTAP & STAP payments)

# Suckling to Weanling / Store Farms 2014

**Suckling to Weanling / Store Farms  
Gross Margin Per Hectare 2014**



**Suckling to Weanling / Store Variable Costs per Hectare 2014**





# Non-Breeding Beef Farms 2014

Beef farms that buy in calves, weanlings or stores that finish them on their farm or sell them as stores. Some of these farms may have suckler cows but they make up a small proportion of their herd.

# Non-Breeding Beef Farms 2014

- The gross margin on the top 1/3 of non-breeding beef farms was €503 per ha higher than the average (€1,075 versus €572 per ha).
- The higher gross margin was due to the higher level of output on the top 1/3 of farms (gross output was €806 higher on the top 1/3 of farms).
- The increased gross output on the top performing herds came from three key areas; a higher output per LU, a higher stocking rate and a higher price per kg liveweight sold.
- Output per LU was 75 kg higher than the average on the top 1/3 of farms (477 kg versus 402 kg per LU).
- Stocking rate was 0.42 LU per ha higher (2.08 LU per ha on top 1/3 of farms versus 1.66 LU per ha on the average farms).
- The top 1/3 of farms achieved a price of €2.23 per kg live-weight versus €2.11 per kg achieved on the average farms.
- Variable costs were €303 per ha higher on the top 1/3 of farms but the higher output offset these costs (variable costs made up 52% of output on the top 1/3 versus 59% on the average farms).
- The average non-breeding beef farm made a net profit of €44 per ha whereas the significantly higher gross output on the top 1/3 of non-breeding beef farms resulted in a net profit of €463 per ha.

# Non-Breeding Beef Farms 2014

Table 3 Profit Monitor per hectare analysis (177 Farms)

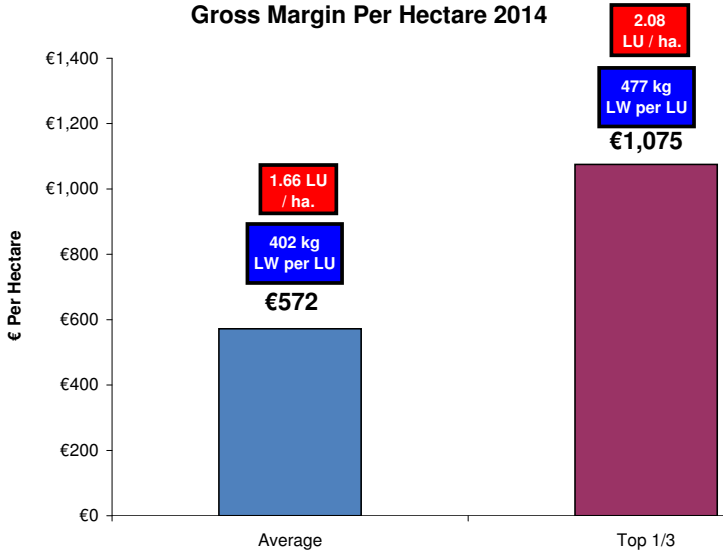
	Average	Top 1/3	Top v Average
<b>Physical</b>			
Farm Size (cattle ha)	37.5	39.9	+2.4
Stocking Rate (LU/ha)	1.66	2.08	+0.42
Liveweight Produced (kg/LU)	402	477	+75
Liveweight Produced (kg/ha)	667	992	+325
<b>Financial (€ / ha.)</b>			
Gross Output Value	€1,411	€2,217	+€806
Variable Costs	€839	€1,142	+€303
<b>Gross Margin</b>	<b>€572</b>	<b>€1,075</b>	<b>+€503</b>
Fixed Costs	€528	€612	+€84
<b>Net Profit Excl. Premia</b>	<b>€44</b>	<b>€463</b>	<b>+€419</b>
Total Premia *	€517	€607	+€90
Total Premia Retained *	108%	176%	+68%

(\* Includes Single Farm Payment, REPS, AEOS, CAS, Suckler Welfare premium, BTAP & STAP payments)

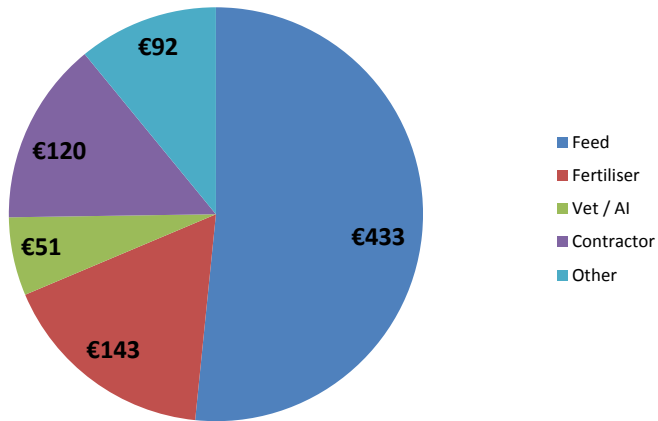


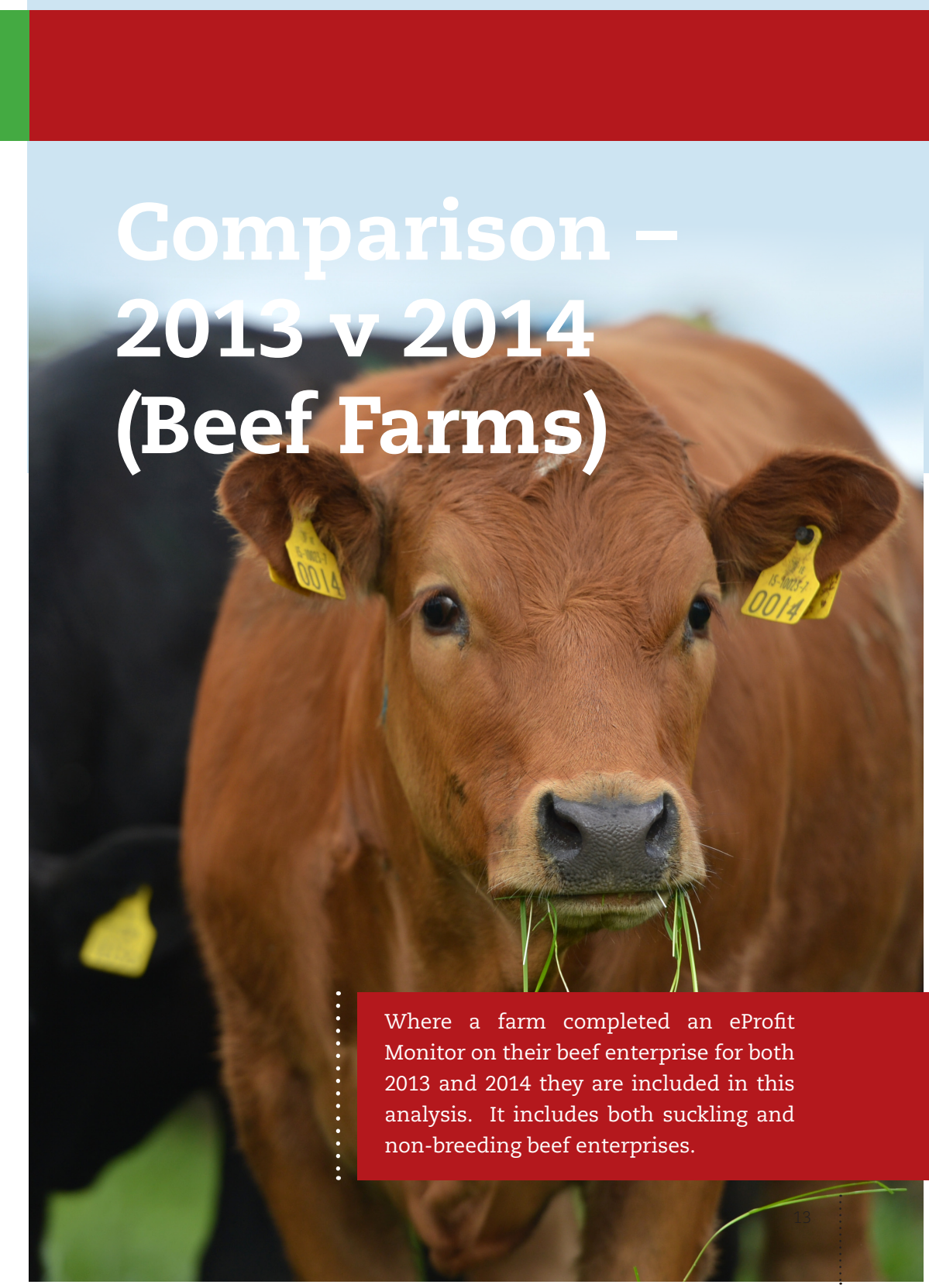
# Non-Breeding Beef Farms 2014

**Non-Breeding Beef Farms  
Gross Margin Per Hectare 2014**



**Non-Breeding Variable Costs per Hectare 2014**





# Comparison – 2013 v 2014 (Beef Farms)

Where a farm completed an eProfit Monitor on their beef enterprise for both 2013 and 2014 they are included in this analysis. It includes both suckling and non-breeding beef enterprises.

## Comparison – 2013 v 2014 (Beef Farms)

- Gross margin (excluding premia) increased from €438 per ha in 2013 to €509 per ha in 2014 (an increase of €71 per ha).
- This was due primarily to a reduction in variable costs which fell by €80 per ha (€768 per ha in 2013 compared to €688 per ha in 2014)
- The reduction in variable costs can be attributed to the very good grass growth in 2014 due to a warmer spring and a very dry summer. This led to an extended grazing period into autumn 2014 which reduced housing/feed costs.
- The two main areas where variable costs fell were concentrates which fell by €50 per ha and fertiliser which was down €16 per ha in 2014.
- Gross Output value was almost the same in 2014 compared to 2013 at €1,197 versus €1,207. While the average finished beef price was lower in 2014 compared to 2013, prices achieved for live cattle per kg sold were higher.
- Net profit excluding premia increased from a loss of -€85 in 2013 to a breakeven figure of -€1 per ha in 2014, due mostly to the reduction in variable costs per ha in 2014.

## Comparison – 2013 v 2014 (Beef Farms)

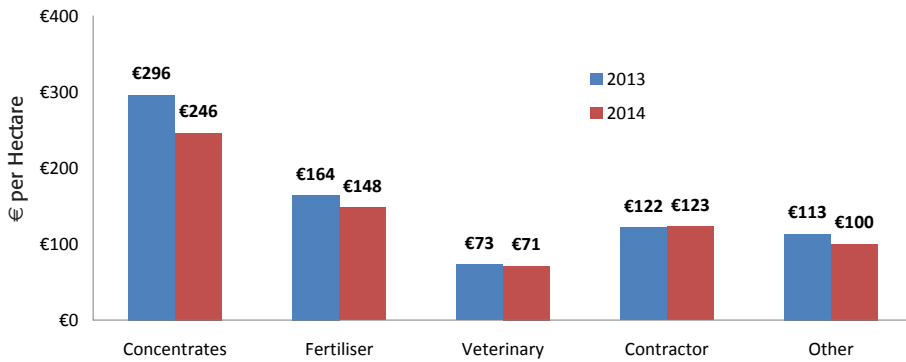
**Table 4 Profit Monitor per hectare analysis (731 Farms)**  
Comparison of costs and income on the same cattle farms over two years

	2013	2014	% Change
<b>Physical</b>			
Stocking Rate (LU/ha)	1.65	1.67	+1%
Liveweight Produced (kg/LU)	328	330	+1%
Liveweight Produced (kg/ha)	541	551	+2%
<b>Financial (€ / ha.)</b>			
Gross Output Value	€1,206	€1,197	-1%
Variable Costs	€768	€688	-10%
Gross Margin Excl. Premia	€438	€509	+16%
Fixed Costs	€523	€510	-3%
<b>Net Profit Excl. Premia</b>	<b>-€85</b>	<b>-€1</b>	
Total Premia*	€546	€512	-6%
Premia Retained*	84%	100%	+6%

(\* Includes Single Farm Payment, REPS, AEOS, CAS, Suckler Welfare premium, BTAP & STAP payments)

# Comparison – 2013 v 2014 (Beef Farms)

## Variable Costs per Hectare - All Cattle Farms 2013 vs 2014



# Lowland Sheep Farms 2014



Sheep farms that have lowland flocks of ewes. The majority of which lamb in mid-season and the lambs are finished on the farm or sold as stores.

## Lowland Sheep Farms 2014

- The top 1/3 of farms had a higher stocking rate (an extra 2.1 ewes per ha) and a marginally higher weaning rate (an extra 0.09 lambs) than the average group.
- The combined effect of the higher stocking rate and higher weaning rate contributed to output being €494 per ha higher for the top 1/3 of farms.
- Gross output was €1,437 per ha for the top 1/3 of farms, over 52% higher than the average.
- Gross margin of €850 per ha for the top 1/3 was €411 higher than the average.
- The top 1/3 of lowland sheep farms made a net profit of €335 per ha compared with just €34 for the average farm.
- Output per ewe for the top 1/3 was €24 higher than for the average farm.
- Variable costs per ewe were €6 lower for the top 1/3 compared to the average farm.
- The average gross margin per ewe was €58, which was €30 lower than what was achieved on the top 1/3.
- Purchased feed at €21 per ewe was the largest single variable cost on sheep farms in 2014. This equated to more than €14 per lamb weaned.
- The cost of producing a lamb was €74 and €83 for the top 1/3 and average groups, respectively.

# Lowland Sheep Farms 2014 (Mid-Season Flocks)

**Table 5 Profit Monitor per hectare analysis (156 Farms)**

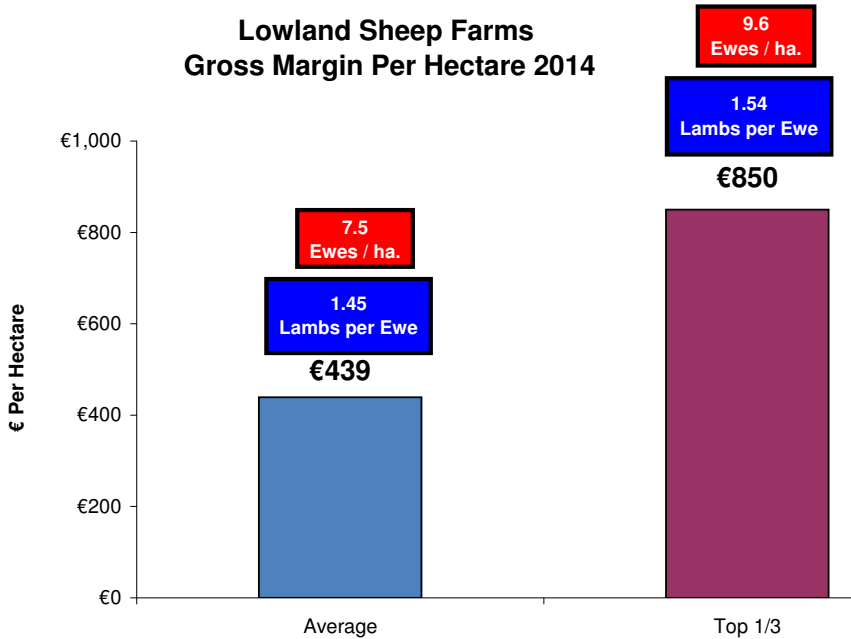
	Average	Top 1/3	Top v Average
<b>Physical Performance</b>			
Flock size	169	198	+29
Stocking rate (LU/ha)	1.69	2.08	+0.39
Ewes/ha	7.5	9.6	+2.1
Lambs reared per ewe to ram	1.45	1.54	+0.09
Lambs reared per hectare	10.9	14.8	+3.9
<b>Financial (€ / ha.)</b>			
Gross output	€943	€1,437	+€494
Variable costs	€504	€587	+€83
<b>Gross margin</b>	<b>€439</b>	<b>€850</b>	<b>+€411</b>
Fixed costs	€405	€515	+€110
<b>Net profit Excl. premia</b>	<b>€34</b>	<b>€335</b>	<b>+€301</b>
Total Premia *	€418	€479	+€61
Premia Retained*	108%	170%	+62%
<b>Financial (€ / Ewe)</b>			
Gross Output	€125	€149	+€24
Variable Costs	€67	€61	-€6
<b>Gross Margin</b>	<b>€58</b>	<b>€88</b>	<b>+€30</b>
Fixed Costs	€54	€53	-€1
<b>Net Profit Excl. Premia</b>	<b>€4</b>	<b>€35</b>	<b>+€31</b>
Average Lamb Price € / head	€95	€101	+€6

(\* Includes Single Farm Payment, REPS, AEOS, CAS, Suckler Welfare premium, BTAP & STAP payments)

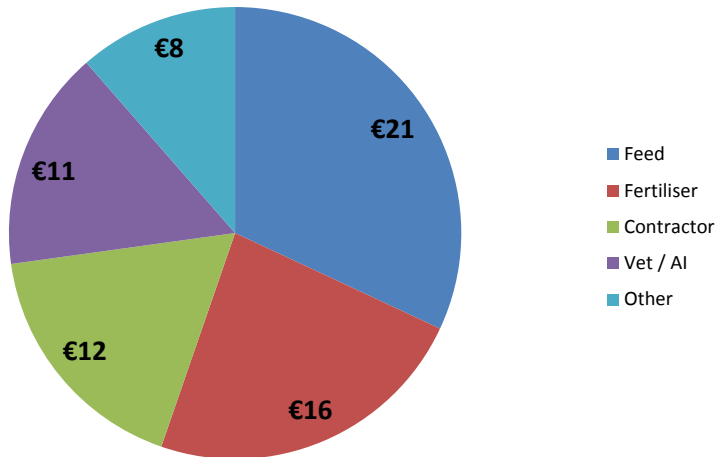


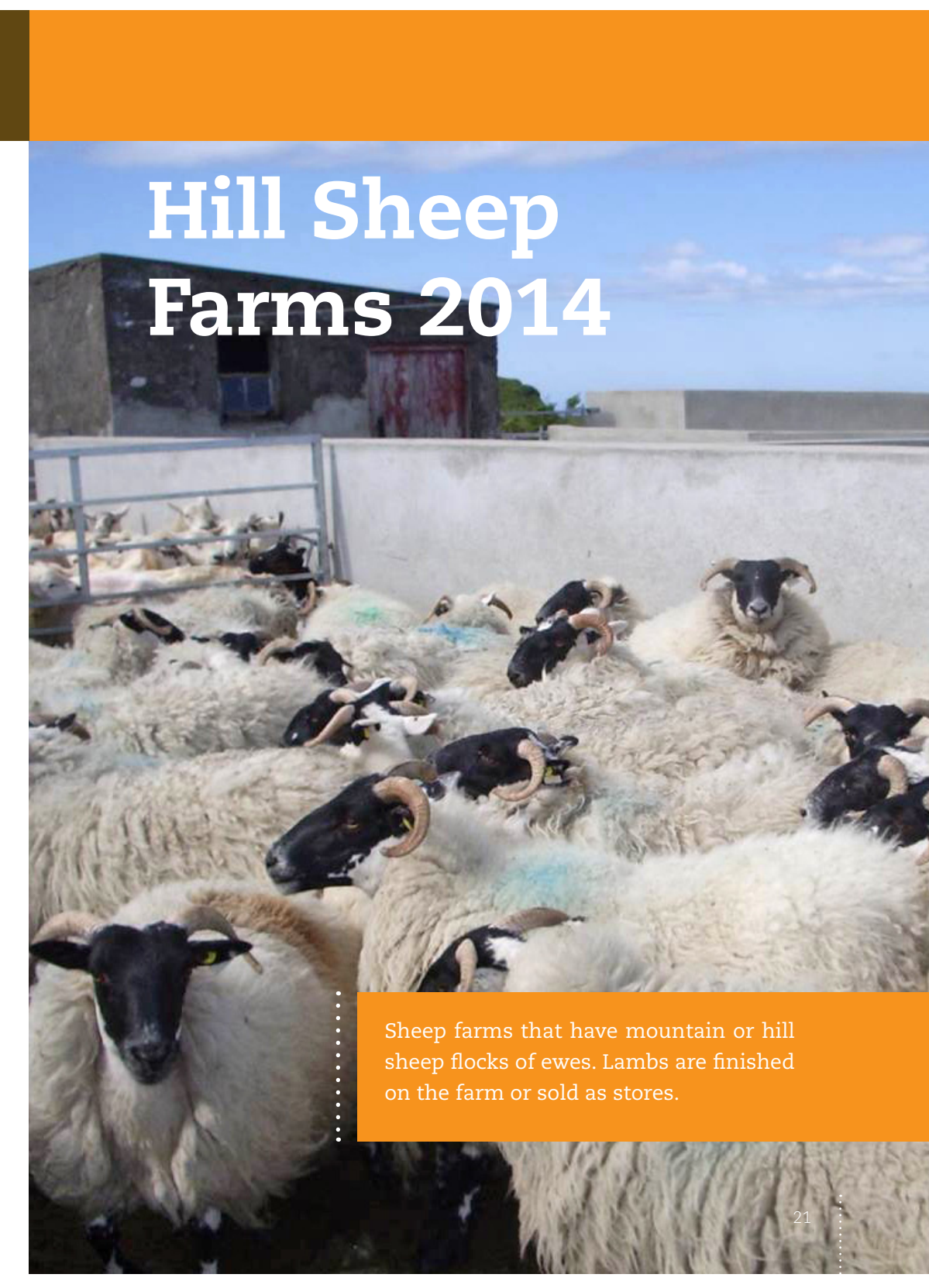
# Lowland Sheep Farms 2014

Lowland Sheep Farms  
Gross Margin Per Hectare 2014



Lowland Sheep Variable Costs per Ewe 2014





# Hill Sheep Farms 2014

Sheep farms that have mountain or hill sheep flocks of ewes. Lambs are finished on the farm or sold as stores.

## Hill Sheep Farms 2014

- The average number of ewes mated in hill sheep flocks that completed a profit monitor for 2014 was 131.
- The average numbers of lambs reared per ewe mated was 1.17.
- Average sale price achieved per lamb was €76.
- Gross output per ewe joined to the ram was €71.
- Total variable costs per ewe were €41. Purchased feed and fertiliser were the two largest costs at €14 and €10 per ewe, respectively. These accounted for 59% of the total variable costs per ewe.
- Gross margin on the hill sheep farms in 2014 was €30 per ewe.
- With average fixed costs of €33 per ewe, the average hill sheep ewe was left with a net loss excluding premia of €3 per ewe in 2014.

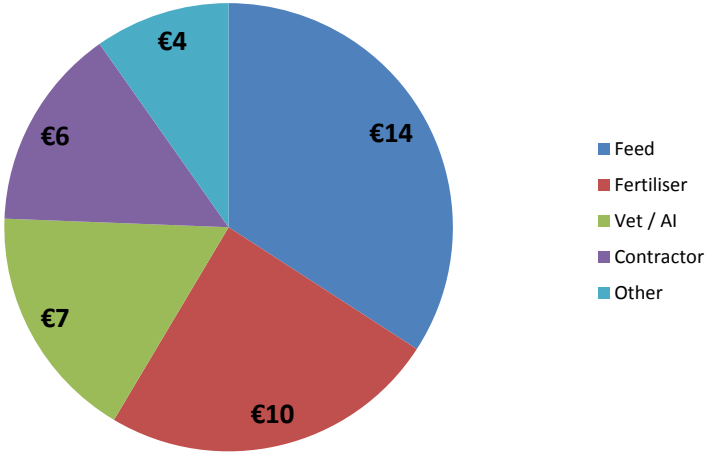
# Hill Sheep Farms 2014

**Table 6 Profit Monitor per ewe analysis (35 Farms)**

<b>Physical Performance</b>	
Flock size	131
Lambs reared per ewe to ram	1.17
Average Lamb Price € / head	€76
<b>Financial (€/ Ewe)</b>	
Gross Output	€71
Purchased Feed	€14
Fertiliser & Lime	€10
Veterinary	€7
Contractor	€6
Other Variable Costs	€4
Total Variable Costs	€41
<b>Gross Margin</b>	<b>€30</b>
Total Fixed Costs	€33
<b>Net Profit Excl. Premia</b>	<b>-€3</b>

# Hill Sheep Farms 2014

Hill Sheep Variable Costs per Ewe 2014



# Comparison – 2013 v 2014 (Sheep Farms)



Where a farm completed an eProfit Monitor on their sheep enterprise for both 2013 and 2014 they are included in this analysis. It only includes lowland sheep farms.

## Comparison – 2013 v 2014 (Lowland Sheep Flocks)

- Gross output per ha on lowland sheep flocks increased by €91 (+10%) from 2013 to 2014.
- The increase in gross output was mostly due to an increase in the amount of lambs reared per ewe mated as both stocking rate and lamb price both only rose by 1%.
- Lambs reared per ewe mated (+10%) and replacements retained (+19%) increased from 2013 to 2014. These are key factors influencing profitability.
- Variable costs per ha decreased by €62 (-11%).
- Concentrates, fertiliser, veterinary and contractor costs account for 88% of total variable costs.
- Purchased concentrate feed represents the single largest variable costs on sheep farms, accounting for over 31% of total variable costs.
- Gross margin per ha excluding premia increased by 48%, from €318 to €472 due to the high output and lower variable costs.
- Fixed costs per ha increased by €19 (5%) between 2013 and 2014.
- Net margin per ha increased from 2013 to 2014 by €135, from €-66 to €69 (an increase of 205%).

## Comparison – 2013 v 2014 (Lowland Sheep Flocks)

**Table 7 Profit Monitor per hectare analysis (103 Farms)  
Comparison of costs and income on the same sheep  
farms over two years**

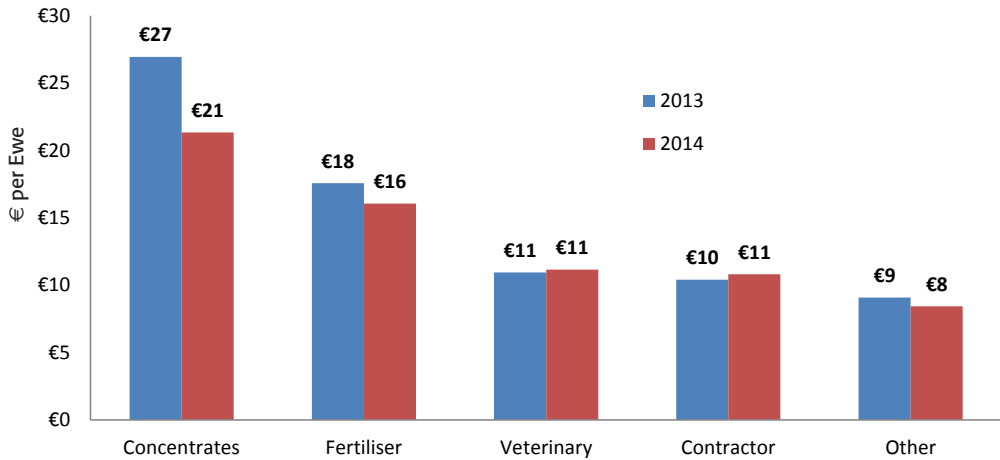
	2013	2014	% Change
<b>Physical</b>			
Stocking rate LU/ha	1.75	1.76	-
Ewes to ram	155	156	+1%
Lambs reared per ewe joined to ram	1.34	1.47	+10%
Lambs reared per hectare	10.1	10.9	+8%
Ewe lambs retained	27	32	+19%
<b>Financial (€ / ha.)</b>			
Average lamb price	€97	€98	+1%
Gross Output	€883	€974	+10%
Variable Costs	€565	€503	-11%
<b>Gross Margin</b>	<b>€318</b>	<b>€472</b>	<b>+48%</b>
Fixed Costs	€384	€403	+5%
<b>Net Profit Excl. Premia</b>	<b>-€66</b>	<b>€69</b>	<b>+€205</b>
Total Premia*	€465	€422	-9%
Premia Retained*	86%	116%	+35%

(\* Includes Single Farm Payment, REPS, AEOS, CAS, Suckler Welfare premium, BTAP & STAP payments)



# Comparison – 2013 v 2014 (Lowland Sheep Flocks)

## Variable Costs per Ewe - Lowland Farms 2013 vs 2014



# Appendix Tables



These tables include a breakdown of the different beef and sheep enterprises when they are ranked on their gross margins per ha excluding premia. More details are also given on some of the variable and fixed costs for beef and sheep farms.



# Appendix Table 1

## Suckling to Beef farms 2014 – per hectare analysis (253 Farms)

	Top 10%	Top 1/3	Average	Bottom 1/3	Bottom 10%
<b>Physical</b>					
Farm Size (cattle ha)	45.6	47.5	44.3	38.4	43.4
Stocking Rate LU/ha	2.31	2.15	1.73	1.34	1.24
Liveweight Produced kg/LU	399	360	324	249	217
Liveweight Produced kg/ha	922	775	561	334	269
<b>Financial €/ha</b>					
Gross Output Value	€2,204	€1,831	€1,242	€672	€489
Variable Costs	€941	€865	€710	€596	€639
Gross Margin	€1,263	€966	€532	€76	-€150
Fixed Costs	€627	€652	€526	€400	€387
<b>Net Profit excl. Premia</b>	<b>€636</b>	<b>€314</b>	<b>€6</b>	<b>-€324</b>	<b>-€537</b>
Total Premia *	€662	€596	€488	€381	€211
Total Premia Retained *	196%	153%	101%	15%	-155%

(\* Includes Single Farm Payment, REPS, AEOS, CAS, Suckler Welfare premium, BTAP & STAP payments)

## Appendix Table 2

### Suckling to Weanling / Store Farms 2014 – per hectare analysis (494 Farms)

	Top 10%	Top 1/3	Average	Bottom 1/3	Bottom 10%
<b>Physical</b>					
Farm Size (cattle ha)	33.8	34.5	34.7	34.2	31.0
Stocking Rate LU/ha	1.78	1.72	1.43	1.18	1.21
Liveweight Produced kg/LU	366	334	287	224	212
Liveweight Produced kg/ha	651	575	411	264	246
<b>Financial €/ha</b>					
Gross Output Value	€1,562	€1,294	€875	€511	€420
Variable Costs	€578	€573	€512	€466	€544
Gross Margin	€984	€721	€363	€45	-€124
Fixed Costs	€456	€480	€435	€384	€432
<b>Net Profit excl. Premia</b>	<b>€528</b>	<b>€241</b>	<b>-€72</b>	<b>-€339</b>	<b>-€556</b>
Total Premia *	€522	€511	€472	€415	€405
Total Premia Retained *	201%	147%	85%	19%	-37%

(\* Includes Single Farm Payment, REPS, AEOS, CAS, Suckler Welfare premium, BTAP & STAP payments)

## Appendix Table 3

### Non-Breeding Farms 2014 – per hectare analysis (177 Farms)

	Top 10%	Top 1/3	Average	Bottom 1/3	Bottom 10%
<b>Physical</b>					
Farm Size (cattle ha)	28.7	39.9	37.5	35.2	33.5
Stocking Rate LU/ha	2.03	2.08	1.66	1.35	1.24
Liveweight Produced kg/LU	688	477	402	307	248
Liveweight Produced kg/ha	1,397	992	667	415	308
<b>Financial €/ha</b>					
Gross Output Value	€3,235	€2,217	€1,411	€700	€428
Variable Costs	€1,392	€1,142	€839	€633	€651
Gross Margin	€1,843	€1,075	€572	€67	-€223
Fixed Costs	€661	€612	€528	€424	€413
<b>Net Profit excl. Premia</b>	<b>€1,182</b>	<b>€463</b>	<b>€44</b>	<b>-€357</b>	<b>-€636</b>
Total Premia *	€745	€607	€517	€422	€461
Total Premia Retained *	259%	176%	108%	15%	-38%

(\* Includes Single Farm Payment, REPS, AEOS, CAS, Suckler Welfare premium, BTAP & STAP payments)

## Appendix Table 4

### Lowland Sheep 2014 - per hectare analysis (165 farms)

	Top 10%	Top 1/3	Average	Bottom 1/3	Bottom 10%
<b>Physical Performance</b>					
Flock size	166	198	169	186	165
Stocking rate(LU/ha)	2.10	2.08	1.69	1.36	1.27
Ewes/ha	11.3	9.6	7.5	6.2	6.4
Lambs reared per ewe to ram	1.55	1.54	1.45	1.28	1.21
Lambs reared per hectare	15.9	14.8	10.9	8.0	5.9
<b>Financial Performance €/ha</b>					
Gross output	<b>€1,801</b>	<b>€1,437</b>	<b>€943</b>	<b>€589</b>	<b>€411</b>
Variable costs	€631	€587	€504	€452	€539
Gross margin	<b>€1,170</b>	<b>€850</b>	<b>€439</b>	<b>€137</b>	<b>-€128</b>
Fixed costs	€664	€515	€405	€336	€335
<b>Net profit excl premia</b>	<b>€506</b>	<b>€335</b>	<b>€34</b>	<b>-€199</b>	<b>-€463</b>
All Premia*	€461	€479	€418	€372	€367
% Premia* retained	232%	170%	108%	47%	<b>-67%</b>
Average lamb price €/ head	€102	€101	€95	€86	€74

(\* Includes Single Farm Payment, REPS, AEOS, CAS, Suckler Welfare premium, BTAP & STAP payments)

## Appendix Table 5

### Major Costs per hectare on Suckling Farms 2014 (747 Farms)

	Top 1/3	Average	Bottom 1/3
<b>Total Variable Costs</b>	€700	€590	€503
Of which:			
Feed	€245	€193	€159
Fertiliser & Lime	€161	€134	€106
Contractor	€118	€115	€114
Vet/Meds/AI	€96	€78	€63
Other	€80	€70	€61
<b>Total Fixed Costs</b>	€541	€471	€387
Of which:			
Land Rental	€50	€49	€42
Machinery Running	€99	€82	€60
Hired Labour	€33	€23	€17
Depreciation	€115	€91	€65
Interest	€22	€22	€18
Other	€222	€204	€185

## Appendix Table 6

### Major Costs per hectare on Non Breeding Farms 2014 (177 Farms)

	Top 1/3	Average	Bottom 1/3
<b>Total Variable Costs</b>	€1,142	€839	€633
Of which:			
Feed	€658	€433	€289
Fertiliser & Lime	€175	€143	€120
Contractor	€126	€120	€122
Vet/Meds/AI	€65	€51	€42
Other	€118	€92	€60
<b>Total Fixed Costs</b>	€612	€528	€424
Of which:			
Land Rental	€62	€42	€34
Machinery Running	€110	€93	€65
Hired Labour	€50	€31	€14
Depreciation	€123	€98	€77
Interest	€40	€43	€37
Other	€227	€221	€197



## Appendix Table 7

### Major costs per ewe on Lowland Sheep Farms 2014 (156 farms)

	Top 1/3	Average	Bottom 1/3
<b>Total Variable Costs</b>	<b>€61</b>	<b>€67</b>	<b>€73</b>
Of which			
Purchased Feed	€19	€21	€23
Fertiliser	€15	€16	€16
Veterinary	€9	€11	€11
Contractor	€9	€12	€15
Other	€8	€8	€7
<b>Total Fixed Costs</b>	<b>€53</b>	<b>€54</b>	<b>€54</b>
Of which			
Machinery Running	€9	€8	€7
Labour	€6	€5	€7
Land Lease	€4	€4	€3
Depreciation Buildings	€4	€4	€5
Depreciation Machinery	€4	€5	€7
Repairs & Maintenance	€6	€6	€5
Interest	€3	€3	€3
Other	€17	€19	€17



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# INSERT YOUR FARM ENTERPRISE FIGURES HERE

## BEEF PROFIT MONITOR FIGURES

### Physical

Farm Size (cattle ha).....

Stocking Rate LU/ha.....

Liveweight Produced kg/LU.....

Liveweight Produced kg/ha.....

### Financial €/ha

Gross Output Value.....

Variable Costs.....

### Gross Margin .....

Fixed Costs .....

### Net Profit excl. Premia

Total Premia .....

Total Premia Retained (%).....

## SHEEP PROFIT MONITOR FIGURES

### Physical

Flock size .....

Stocking rate(LU/ha).....

Ewes/ha.....

Lambs reared per ewe to ram.....

Lambs reared per hectare.....

### Financial € per Ewe / ha

Gross output.....

Variable costs .....

### Gross margin.....

Fixed costs .....

### Net Profit excl. Premia

Total Premia .....

Total Premia Retained (%).....

Teagasc

# e-Profit Monitor Analysis Drystock Farms 2014





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