



Contents of the 2021 (51st) Edition

Published September 2020

	PAGE
I. GENERAL	1
1. Dates and Figures in the Book	1
2. Coronavirus and UK Farming	2
3. Brexit in This Pocketbook	3
4. The Use of Gross Margins	3
II. ENTERPRISE DATA	7
1. Crops	7
Wheat	7
Barley	10
Oats	12
Oilseed Rape	14
Linseed	15
Field Peas	16
Field Beans	18
Vining Peas	20
Lupins	21
Herbage Seeds	22
Rye	23
Triticale	24
Borage	25
Minority Crops	26
Potatoes	33
Sugar Beet	35
Top Fruit	36
Soft Fruit	37
Fruit for Processing	39

Field-Scale Vegetables	40
Vineyards	41
Hops	45
2. Grazing Livestock	46
Dairy Cows	46
Dairy Followers	57
Self-Contained Dairy Herd: Cows and Followers	59
Beef	60
Sheep	70
Grazing and Rearing Charges: Cattle and Sheep	76
Red Deer	78
Horses: Livery	80
Wild Boar	82
Goat Dairying	83
Sheep Dairying	84
Angora Goats	85
Ostriches	87
Camelids	89
Grazing Livestock Units (GLU)	91
Forage Variable Costs	91
Total Costs of Forage	93
3. Non-Grazing Livestock	95
Pigs	95
Egg Production	99
Poultry Meat & Pullets	100
Rainbow Trout (Freshwater)	102
Meat Rabbits	103
4. Renewable Energy	105
General	105
Renewable Energy Policy	105
Perennial Energy Crops For Heat And Power	108
Anaerobic Digestion	111
Solar Power	112
Liquid Biofuels	113
Battery Electricity Storage	113
Hydro Power	114
Wind Turbines	115
5. Other Enterprises	116
Turf	116
Golf	117
Christmas Trees	119
Bed and Breakfast	121

Camping and Caravan Sites	122
Log Cabins and Glamping	123
Coarse Fishing	124
Game Shooting	125
Other Diversification	126
6. Forestry	127
7. Organic Farming	133
The Organic Sector:	133
Organic Prices	133
Economics of Organic Farming	134
8. Summary of Gross Margins	136
Summary of Arable Crop Gross Margins	136
Summary of Livestock Gross Margins	138
III. GOVERNMENT SUPPORT	140
1. Future Farm Support	140
English Future Agricultural Policy	140
Welsh Future Agricultural Policy	141
Scottish Future Agricultural Policy	142
2. The Basic Payment Scheme	142
Entitlements and Redistribution	142
Greening	142
Top-Ups and Other points concerning the UK	145
BPS Payment Rates	145
3. Market Support	146
4. Rural Development	147
English Rural Development	148
Welsh Rural Development	150
Scottish Rural Development	154
Northern Irish Rural Development	157
Environmental Scheme Payments	157
IV. LABOUR	158
1. Labour Cost	158
National Living and Minimum Wages	158
Statutory Living and Minimum Wage Rates - England	158
Statutory Minimum Wage Rates - Scotland	159
Statutory Minimum Wage Rates - Wales	159
Workplace Pension Schemes	160
Farm Managers Survey 2020	160
Typical Annual Labour Cost	161
Labour Hours Available for Field Work	162

2.	Seasonal Labour Requirements	163
	Crop Timings in a Normal Season:	163
	Crops and Grass Labour Requirements	164
	Labour for Livestock	174
3.	Standard Man Days	177
V.	MACHINERY	179
1.	Agricultural Machinery Prices	179
2.	Contractors' Charges', Farmers' Costs and Work Rates	185
	Contract Farming Agreements	190
	Contract Charge for All Operations	191
3.	Tractor Hours	192
4.	Tractor Costs	193
	Contract Hire, Purchase or Hire Purchase of Machinery	194
	Hire or Own?	195
	UK Agricultural Tractor Sales per Year	196
	Tractor Power Requirements	196
5.	Estimating Annual Machinery Costs	197
	Capital Employed in Machinery	198
	Depreciation	198
	Estimated Annual Cost of Spares and Repairs	200
	Service Plans	201
	Tyres	201
	Benchmark Power and Labour Costs	202
6.	Precision Agriculture	203
7.	Other Machinery Costs	205
	Irrigation Costs	205
	Grain Drying and Storage	209
	Livestock Haulage Costs	211
	Grain Haulage Costs	211
VI.	OTHER FIXED COSTS	212
1.	Whole Farm Fixed Costs	212
2.	Rents	217
3.	Land Prices	219
4.	Public Liability Insurance	222
5.	Buildings	222
VII.	TAXATION	230
1.	Income Tax	230
2.	Private Company Taxation	231
3.	Agricultural Businesses: Other Items	231

4. Capital Gains Tax	233
5. Stamp Taxes	235
6. Inheritance Tax	235
7. Value Added Tax	237
8. National Insurance	237
VIII. FARM BUSINESS MANAGEMENT	238
1. Definitions of Farm Management Terms	238
2. Capital Requirement and Return	241
3. Interest Rates	246
4. Financial Ratios	247
5. Financial Tables	248
Discounting Table A	249
Compounding Table A	251
Amortisation Table	253
Sinking Fund Table	254
Mortgage Repayment Data	255
6. Farm Records	258
Basic Whole Farm Financial Position	258
Other Financial and Physical Records	258
IX. WHOLE FARM COSTINGS	260
1. Comments on Whole Farm Costings	260
2. Combinable Crop Farm	262
3. Dairy Farm	263
4. Lowland Grazing Beef & Sheep Farm	264
5. Upland Grazing Beef & Sheep Farm	265
X. EMISSIONS AND THE ENVIRONMENT	266
1. Greenhouse Gas (GHG) Emissions	266
GHG Emissions in Food Production	267
GHG Emissions from Fieldwork	269
Mitigating GHG Emissions	269
2. Ammonia Emissions	270
Mitigating Ammonia Emissions	270
3. Food Waste	271
Concluding Remarks	272
XI. MISCELLANEOUS DATA	273
1. Conservation Costs	273
2. Field Drainage	276
3. Fertilisers & Soil Improvers	277

Fertiliser Prices	277
Fertiliser Costs in Crops	278
Fertiliser Value of Slurry & Manure	279
Lime	279
Biosolids (Sewage Sludge)	280
Compost	280
Catch and Cover Crops	281
4. Agrochemicals	282
Agrochemical Costs	282
Agrochemical Rates	285
5. Seeds	286
Grass, Forage and Environmental Seed	286
Seed Royalty Rates	287
Home Saved Seed Costs	287
6. Feed	288
Feed Prices	288
Feedstuff Nutritive Values	289
7. Agristats	290
Industry Structure	290
Finance	293
Productivity	296
Food	296
8. Rate of Inflation; Price and Cost Indices	298
Inflation Data	298
Agricultural Price and Cost Indices	300
9. Metric Conversion Factors	301
10. INDEX	303

The John Nix Farm Management Pocketbook

can be ordered and accessed from:

www.thepocketbook.co.uk

or 01664 564 508