# 2019-20 Livestock

# Farm Monitor

# Appendices

**Table A1**

**Whole-farm Profit Performance - South West**

|  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| **Farm No** | **Gross Farm Income**  $/ha | **Total Variable costs**  $/ha | **Total Gross**  **Margin**  $/ha | **Total Over- head costs**  $/ha | **Earnings before Interest and Tax**  $/ha | **Interest and lease costs**  $/ha | **Net farm income**  $/ha | **Return on**  **Assets**  % | **Return on**  **Equity**  % |
| SW14 | 1142 | 520 | 623 | 274 | 348 | 27 | 321 | 3.2% | 3.1% |
| SW39 | 1034 | 378 | 656 | 198 | 458 | 131 | 326 | 3.8% | 3.5% |
| SW43 | 1447 | 491 | 956 | 341 | 615 | 122 | 492 | 7.0% | 7.7% |
| SW55 | 1235 | 386 | 849 | 342 | 507 | 0 | 507 | 4.7% | 4.7% |
| SW66 | 688 | 245 | 443 | 352 | 91 | 0 | 91 | 1.7% | 1.7% |
| SW88 | 1479 | 433 | 1046 | 369 | 677 | 57 | 619 | 5.1% | 5.8% |
| SW87 | 521 | 277 | 244 | 216 | 29 | 13 | 15 | 0.4% | 0.2% |
| SW114 | 868 | 186 | 682 | 288 | 394 | 4 | 390 | 4.7% | 4.8% |
| SW512 | 1253 | 477 | 776 | 388 | 388 | 7 | 381 | 5.4% | 5.5% |
| SW522 | 813 | 388 | 425 | 183 | 242 | 36 | 206 | 4.1% | 4.0% |
| SW623 | 1468 | 437 | 1031 | 531 | 501 | 194 | 307 | 5.1% | 7.7% |
| SW628 | 1849 | 692 | 1157 | 347 | 811 | 104 | 706 | 8.5% | 9.4% |
| SW659 | 602 | 218 | 385 | 231 | 154 | 91 | 63 | 2.0% | 1.4% |
| SW693 | 1448 | 488 | 960 | 274 | 686 | 90 | 596 | 6.6% | 6.8% |
| SW715 | 2044 | 599 | 1445 | 427 | 1018 | 73 | 945 | 7.6% | 8.1% |
| SW751 | 1205 | 499 | 707 | 324 | 383 | 41 | 342 | 4.9% | 5.1% |
| SW754 | 811 | 353 | 458 | 256 | 202 | 32 | 170 | 1.7% | 1.6% |
| SW758 | 1426 | 406 | 1020 | 371 | 649 | 137 | 511 | 5.2% | 7.8% |
| SW759 | 899 | 325 | 573 | 198 | 375 | 47 | 329 | 7.3% | 8.6% |
| SW761 | 1852 | 514 | 1337 | 407 | 930 | 1 | 929 | 9.5% | 9.5% |
| SW807 | 1043 | 346 | 697 | 366 | 332 | 10 | 321 | 2.3% | 2.2% |
| SW809 | 1474 | 704 | 769 | 369 | 400 | 88 | 311 | 2.7% | 2.4% |
| SW1004 | 1707 | 455 | 1252 | 574 | 678 | 190 | 488 | 4.2% | 3.9% |
| SW1006 | 1110 | 549 | 561 | 525 | 36 | 136 | -100 | 0.3% | -2.1% |
| SW1016 | 987 | 387 | 600 | 381 | 218 | 39 | 179 | 2.1% | 1.9% |
| SW1017 | 1478 | 625 | 852 | 618 | 235 | 69 | 165 | 1.6% | 1.2% |
| SW1018 | 1625 | 453 | 1172 | 582 | 590 | 121 | 469 | 5.0% | 5.5% |
| SW1019 | 3056 | 960 | 2097 | 549 | 1547 | 286 | 1261 | 12.2% | 25.6% |
| SW1020 | 1111 | 588 | 523 | 177 | 345 | 202 | 144 | 3.2% | 385.6% |
| SW1021 | 1609 | 677 | 932 | 452 | 480 | 64 | 416 | 3.6% | 3.9% |
| SW1022 | 1191 | 403 | 788 | 224 | 564 | 134 | 430 | 5.3% | 6.4% |
| SW1023 | 1394 | 488 | 907 | 241 | 665 | 11 | 654 | 5.4% | 5.4% |
| SW1024 | 842 | 244 | 597 | 265 | 332 | 23 | 309 | 4.6% | 5.1% |
| SW1025 | 1245 | 372 | 873 | 306 | 567 | 104 | 463 | 5.3% | 5.6% |
| SW1026 | 2144 | 1052 | 1092 | 482 | 610 | 180 | 430 | 4.6% | 4.8% |
| SW1027 | 371 | 83 | 288 | 192 | 96 | 27 | 68 | 2.1% | 1.7% |
| SW1028 | 1170 | 477 | 693 | 197 | 496 | 163 | 333 | 3.7% | 5.7% |
| SW1029 | 1393 | 661 | 732 | 280 | 451 | 215 | 236 | 4.0% | 12.7% |
| SW1030 | 1341 | 423 | 918 | 321 | 597 | 6 | 591 | 7.6% | 8.7% |
| SW1031 | 1139 | 191 | 948 | 372 | 576 | 107 | 469 | 3.6% | 3.3% |
| SW1032 | 1605 | 673 | 931 | 410 | 522 | 0 | 522 | 4.2% | 4.2% |
| SW1033 | 1501 | 745 | 756 | 1420 | -664 | 294 | -957 | -4.7% | -13.6% |
| **Average** | **1301** | **473** | **827** | **372** | **455** | **88** | **368** | **4.3%** | **14.0%** |
| **CV** | **37%** | **41%** | **41%** | **55%** | **73%** | **90%** | **90%** | **64%** | **422%** |
| **Top 20%**  **average** | **1742** | **561** | **1181** | **358** | **823** | **91** | **731** | **8.3%** | **10.6%** |

**Table A2**

**Whole-farm Feed Information - South West**

|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| **Farm No** | **Total financial year rainfall** | **Financial Year Rainfall percent- age** | **Spring**  **2019**  **Rainfall**  **percent-**  **age** | **Autumn**  **2020**  **Rainfall**  **percent-**  **age** | **Irrigation applica- tion rate** | **Annual stocking rate** | **Grazed feed as a**  **% of ME con- sumed** | **Purchased feed as a**  **% of ME**  **consumed** | **Pasture Hay pro- duced** | **Pasture silage produced** | **Nitrogen applied** | **Phosphorus applied** | **Potas- sium applied** | **Sulfur applied** |
|  | **mm** | **% of average** | **% of average** | **% of average** | **ML/ irrigated ha\*\*** | **DSE/ha\*** | **% of total** | **% of total** | **tonnes** | **tonnes** | **kg/ ha** | **kg/ ha** | **kg/ ha** | **kg/ ha** |
| SW14 | 574 | 84% | 82% | 101% | 0.0 | 12.7 | 89% | 7% | 409 | 0 | 5 | 11 | 12 | 12 |
| SW39 | 639 | 95% | 86% | 134% | 0.0 | 22.1 | 95% | 4% | 147 | 0 | 4 | 15 | 20 | 9 |
| SW43 | 508 | 105% | 115% | 99% | 0.0 | 16.5 | 92% | 8% | 0 | 0 | 0 | 23 | 0 | 28 |
| SW55 | 732 | 118% | 105% | 142% | 0.0 | 13.8 | 98% | 0% | 120 | 650 | 22 | 12 | 2 | 7 |
| SW66 | 641 | 115% | 75% | 167% | 0.0 | 11.5 | 96% | 1% | 716 | 0 | 9 | 1 | 1 | 0 |
| SW88 | 623 | 95% | 76% | 114% | 0.0 | 18.2 | 95% | 2% | 300 | 1050 | 18 | 20 | 37 | 23 |
| SW87 | 585 | 90% | 80% | 114% | 0.0 | 10.1 | 97% | 0% | 0 | 0 | 59 | 30 | 0 | 5 |
| SW114 | 564 | 106% | 72% | 171% | 0.0 | 12.0 | 95% | 0% | 0 | 0 | 7 | 11 | 0 | 5 |
| SW512 | 530 | 86% | 65% | 124% | 0.0 | 18.4 | 85% | 5% | 262 | 572 | 4 | 13 | 9 | 12 |
| SW522 | 582 | 95% | 83% | 131% | 0.0 | 15.6 | 92% | 5% | 90 | 526 | 0 | 17 | 6 | 12 |
| SW623 | 605 | 89% | 87% | 96% | 0.0 | 26.9 | 99% | 0% | 120 | 0 | 2 | 17 | 19 | 21 |
| SW628 | 662 | 102% | 87% | 130% | 0.0 | 24.3 | 80% | 11% | 426 | 850 | 10 | 23 | 28 | 10 |
| SW659 | 564 | 90% | 74% | 109% | 0.0 | 11.1 | 91% | 1% | 400 | 0 | 0 | 8 | 3 | 10 |
| SW693 | 626 | 110% | 84% | 140% | 0.0 | 16.1 | 97% | 0% | 200 | 0 | 5 | 2 | 2 | 1 |
| SW715 | 751 | 101% | 104% | 105% | 0.0 | 29.4 | 99% | 1% | 0 | 90 | 28 | 26 | 1 | 28 |
| SW751 | 579 | 88% | 82% | 101% | 0.0 | 15.6 | 84% | 5% | 0 | 1630 | 5 | 18 | 7 | 11 |
| SW754 | 678 | 118% | 94% | 190% | 0.0 | 15.3 | 96% | 4% | 0 | 48 | 5 | 13 | 0 | 5 |
| SW758 | 679 | 99% | 96% | 111% | 0.0 | 23.3 | 93% | 6% | 173 | 0 | 34 | 26 | 0 | 2 |
| SW759 | 586 | 102% | 98% | 132% | 0.0 | 16.8 | 98% | 2% | 0 | 0 | 1 | 8 | 0 | 10 |
| SW761 | 748 | 93% | 95% | 112% | 0.0 | 17.7 | 96% | 3% | 0 | 425 | 7 | 16 | 24 | 9 |
| SW807 | 564 | 92% | 83% | 102% | 0.0 | 15.2 | 89% | 3% | 325 | 0 | 4 | 23 | 0 | 11 |
| SW809 | 564 | 90% | 74% | 109% | 0.0 | 16.0 | 74% | 17% | 45 | 150 | 6 | 12 | 24 | 15 |
| SW1004 | 752 | 102% | 90% | 110% | 0.0 | 23.7 | 90% | 1% | 400 | 240 | 15 | 17 | 25 | 18 |
| SW1006 | 676 | 94% | 97% | 106% | 0.0 | 18.6 | 91% | 7% | 46 | 0 | 12 | 27 | 6 | 14 |
| SW1016 | 707 | 99% | 98% | 121% | 0.0 | 19.3 | 97% | 1% | 639 | 0 | 11 | 14 | 8 | 12 |
| SW1017 | 665 | 90% | 85% | 120% | 0.0 | 19.8 | 91% | 5% | 80 | 60 | 38 | 14 | 23 | 15 |
| SW1018 | 761 | 109% | 91% | 126% | 0.0 | 16.8 | 95% | 0% | 200 | 150 | 28 | 17 | 0 | 12 |
| SW1019 | 589 | 79% | 70% | 99% | 3.8 | 30.8 | 94% | 6% | 0 | 0 | 28 | 13 | 0 | 7 |
| SW1020 | 504 | 93% | 56% | 142% | 0.0 | 8.9 | 100% | 0% | 126 | 0 | 96 | 12 | 13 | 1 |
| SW1021 | 655 | 99% | 80% | 110% | 0.0 | 17.8 | 96% | 1% | 0 | 0 | 134 | 32 | 0 | 12 |
| SW1022 | 529 | 95% | 66% | 126% | 0.0 | 7.2 | 95% | 0% | 0 | 0 | 68 | 11 | 3 | 2 |
| SW1023 | 745 | 108% | 116% | 99% | 0.0 | 15.2 | 96% | 4% | 0 | 0 | 0 | 11 | 20 | 13 |
| SW1024 | 412 | 71% | 57% | 89% | 0.0 | 9.1 | 95% | 1% | 0 | 0 | 10 | 6 | 0 | 1 |
| SW1025 | 641 | 89% | 81% | 101% | 0.0 | 15.9 | 96% | 3% | 150 | 120 | 5 | 12 | 4 | 6 |
| SW1026 | 663 | 96% | 84% | 107% | 0.0 | 21.1 | 83% | 14% | 0 | 312 | 74 | 49 | 49 | 4 |
| SW1027 | 606 | 63% | 67% | 73% | 0.0 | 4.9 | 100% | 0% | 0 | 0 | 0 | 0 | 0 | 0 |
| SW1028 | 568 | 114% | 87% | 154% | 0.0 | 24.7 | 95% | 5% | 0 | 0 | 16 | 6 | 0 | 7 |
| SW1029 | 650 | 104% | 95% | 138% | 0.0 | 16.7 | 84% | 10% | 217 | 442 | 19 | 23 | 25 | 2 |
| SW1030 | 560 | 82% | 77% | 91% | 0.0 | 21.7 | 91% | 2% | 729 | 3448 | 13 | 16 | 7 | 5 |
| SW1031 | 651 | 94% | 98% | 93% | 2.0 | 14.1 | 96% | 0% | 497 | 0 | 3 | 16 | 2 | 20 |
| SW1032 | 570 | 99% | 90% | 129% | 0.0 | 15.4 | 85% | 12% | 0 | 224 | 0 | 0 | 0 | 0 |
| SW1033 | 623 | 96% | 77% | 113% | 0.0 | 31.0 | 84% | 12% | 0 | 0 | 23 | 10 | 0 | 1 |
| **Average** | **622** | **96%** | **85%** | **119%** | **0.1** | **17.4** | **93%** | **4%** | **162** | **262** | **20** | **16** | **9** | **9** |
| **CV** | **12%** | **12%** | **16%** | **20%** | **476%** | **34%** | **6%** | **107%** | **129%** | **233%** | **143%** | **60%** | **132%** | **78%** |

\*grazed area

\*\*irrigated area

**Table A3**

**Overhead Costs - South West**

|  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| **Farm No** | **Permanent staff cost** | **Repairs and maintenance** | **Farm electrici- ty costs** | **Farm insurance** | **Rates** | **Other cash overhead costs** | **Depreciation** | **Owner operator labour cost** | **Total overhead cost** |
|  | **$/ha** | **$/ha** | **$/ha** | **$/ha** | **$/ha** | **$/ha** | **$/ha** | **$/ha** | **$/ha** |
| SW14 | 0 | 38 | 6 | 14 | 18 | 29 | 40 | 129 | 274 |
| SW39 | 39 | 16 | 3 | 7 | 20 | 16 | 14 | 83 | 198 |
| SW43 | 51 | 121 | 2 | 8 | 20 | 19 | 42 | 78 | 341 |
| SW55 | 168 | 63 | 3 | 15 | 37 | 24 | 29 | 3 | 342 |
| SW66 | 117 | 53 | 3 | 12 | 25 | 31 | 57 | 54 | 352 |
| SW88 | 12 | 72 | 9 | 25 | 19 | 21 | 78 | 134 | 369 |
| SW87 | 57 | 42 | 3 | 13 | 12 | 24 | 7 | 59 | 216 |
| SW114 | 38 | 50 | 5 | 17 | 13 | 25 | 30 | 110 | 288 |
| SW512 | 0 | 54 | 2 | 15 | 20 | 22 | 35 | 240 | 388 |
| SW522 | 45 | 43 | 2 | 8 | 16 | 18 | 21 | 30 | 183 |
| SW623 | 83 | 55 | 2 | 16 | 12 | 38 | 54 | 271 | 531 |
| SW628 | 145 | 31 | 10 | 14 | 26 | 49 | 23 | 48 | 347 |
| SW659 | 0 | 24 | 2 | 8 | 28 | 14 | 18 | 138 | 231 |
| SW693 | 0 | 32 | 7 | 15 | 32 | 54 | 46 | 87 | 274 |
| SW715 | 9 | 62 | 10 | 28 | 25 | 51 | 41 | 201 | 427 |
| SW751 | 47 | 97 | 6 | 12 | 19 | 21 | 35 | 87 | 324 |
| SW754 | 0 | 32 | 2 | 9 | 16 | 16 | 22 | 160 | 256 |
| SW758 | 0 | 45 | 8 | 16 | 13 | 38 | 18 | 233 | 371 |
| SW759 | 0 | 40 | 1 | 9 | 11 | 20 | 10 | 105 | 198 |
| SW761 | 93 | 59 | 4 | 14 | 25 | 57 | 35 | 119 | 407 |
| SW807 | 29 | 67 | 8 | 14 | 22 | 23 | 51 | 150 | 366 |
| SW809 | 50 | 31 | 8 | 44 | 28 | 59 | 78 | 71 | 369 |
| SW1004 | 0 | 129 | 19 | 34 | 33 | 23 | 93 | 243 | 574 |
| SW1006 | 45 | 148 | 10 | 32 | 18 | 61 | 26 | 187 | 525 |
| SW1016 | 0 | 63 | 3 | 27 | 17 | 70 | 35 | 166 | 381 |
| SW1017 | 0 | 83 | 16 | 36 | 23 | 35 | 175 | 250 | 618 |
| SW1018 | 0 | 88 | 3 | 23 | 19 | 103 | 128 | 218 | 582 |
| SW1019 | 0 | 65 | 109 | 15 | 14 | 78 | 26 | 242 | 549 |
| SW1020 | 38 | 54 | 0 | 4 | 0 | 25 | 21 | 35 | 177 |
| SW1021 | 23 | 133 | 10 | 25 | 11 | 63 | 98 | 88 | 452 |
| SW1022 | 48 | 34 | 3 | 21 | 17 | 22 | 39 | 41 | 224 |
| SW1023 | 29 | 51 | 3 | 11 | 18 | 22 | 16 | 93 | 241 |
| SW1024 | 0 | 20 | 1 | 20 | 11 | 32 | 41 | 139 | 265 |
| SW1025 | 4 | 62 | 7 | 18 | 17 | 34 | 30 | 134 | 306 |
| SW1026 | 6 | 85 | 17 | 27 | 22 | 81 | 40 | 203 | 482 |
| SW1027 | 0 | 19 | 0 | 26 | 8 | 9 | 27 | 103 | 192 |
| SW1028 | 21 | 50 | 4 | 7 | 15 | 13 | 6 | 82 | 197 |
| SW1029 | 128 | 20 | 10 | 7 | 0 | 25 | 90 | 0 | 280 |
| SW1030 | 141 | 70 | 5 | 7 | 21 | 48 | 28 | 3 | 321 |
| SW1031 | 0 | 26 | 4 | 11 | 18 | 15 | 61 | 237 | 372 |
| SW1032 | 0 | 61 | 6 | 33 | 15 | 42 | 26 | 226 | 410 |
| SW1033 | 0 | 125 | 8 | 45 | 31 | 211 | 74 | 926 | 1420 |
| **Average** | **35** | **60** | **8** | **18** | **19** | **40** | **44** | **148** | **372** |
| **CV** | **133%** | **55%** | **201%** | **56%** | **42%** | **86%** | **76%** | **98%** | **55%** |

**Table A4**

**Enterprise Mix & Labour - South West**

|  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
|  | **Labour** | | | | | | **Proportion of effective area** | | | |
|  | **Permanent** | **Casual** | **Contract** | **Owner/ Operator** | **Labour efficiency** | **Labour efficiency** | **Beef** | **Wool**  **Sheep** | **Prime**  **Lamb** | **Cropping** |
|  | **% of total**  **FTE** | **% of total**  **FTE** | **% of total**  **FTE** | **% of total**  **FTE** | **ha/FTE** | **DSE/FTE** | **%** | **%** | **%** | **%** |
| SW14 | 0% | 13% | 40% | 47% | 261 | 3312 | 0% | 100% | 0% | 0% |
| SW39 | 31% | 0% | 27% | 42% | 444 | 9803 | 32% | 68% | 0% | 0% |
| SW43 | 37% | 0% | 17% | 46% | 517 | 8205 | 6% | 0% | 90% | 4% |
| SW55 | 76% | 0% | 23% | 1% | 272 | 2798 | 0% | 74% | 0% | 26% |
| SW66 | 53% | 4% | 21% | 22% | 302 | 3406 | 0% | 98% | 0% | 2% |
| SW88 | 0% | 6% | 34% | 66% | 401 | 7296 | 8% | 6% | 87% | 0% |
| SW87 | 48% | 2% | 20% | 29% | 433 | 4027 | 35% | 0% | 57% | 8% |
| SW114 | 23% | 9% | 14% | 55% | 396 | 4647 | 40% | 58% | 0% | 2% |
| SW512 | 0% | 1% | 11% | 88% | 316 | 5636 | 0% | 52% | 45% | 3% |
| SW522 | 42% | 6% | 31% | 21% | 592 | 9246 | 24% | 66% | 10% | 0% |
| SW623 | 25% | 8% | 14% | 53% | 155 | 4174 | 0% | 0% | 100% | 0% |
| SW628 | 64% | 2% | 18% | 17% | 298 | 7226 | 0% | 0% | 100% | 0% |
| SW659 | 0% | 0% | 20% | 80% | 387 | 4241 | 0% | 37% | 61% | 1% |
| SW693 | 0% | 45% | 0% | 55% | 545 | 8790 | 100% | 0% | 0% | 0% |
| SW715 | 0% | 38% | 28% | 72% | 192 | 5630 | 8% | 0% | 92% | 0% |
| SW751 | 36% | 11% | 9% | 45% | 441 | 6870 | 10% | 0% | 90% | 0% |
| SW754 | 0% | 15% | 16% | 84% | 386 | 5923 | 59% | 0% | 41% | 0% |
| SW758 | 0% | 0% | 2% | 98% | 316 | 7361 | 100% | 0% | 0% | 0% |
| SW759 | 0% | 30% | 14% | 86% | 492 | 5187 | 0% | 63% | 0% | 37% |
| SW761 | 36% | 7% | 22% | 35% | 252 | 4472 | 1% | 0% | 99% | 0% |
| SW807 | 26% | 9% | 12% | 54% | 309 | 4703 | 21% | 0% | 79% | 0% |
| SW809 | 29% | 0% | 31% | 40% | 487 | 7793 | 52% | 0% | 48% | 0% |
| SW1004 | 0% | 0% | 19% | 81% | 236 | 5593 | 34% | 50% | 16% | 0% |
| SW1006 | 0% | 47% | 7% | 45% | 209 | 3899 | 0% | 0% | 100% | 0% |
| SW1016 | 0% | 15% | 11% | 74% | 278 | 5203 | 36% | 0% | 61% | 3% |
| SW1017 | 0% | 0% | 8% | 92% | 298 | 5916 | 48% | 0% | 52% | 0% |
| SW1018 | 0% | 11% | 8% | 80% | 235 | 2901 | 0% | 0% | 73% | 27% |
| SW1019 | 0% | 0% | 9% | 91% | 206 | 6331 | 24% | 24% | 51% | 0% |
| SW1020 | 20% | 34% | 29% | 17% | 407 | 1035 | 0% | 13% | 15% | 71% |
| SW1021 | 25% | 1% | 25% | 49% | 430 | 4324 | 0% | 0% | 56% | 44% |
| SW1022 | 47% | 0% | 21% | 31% | 618 | 2817 | 0% | 0% | 64% | 36% |
| SW1023 | 9% | 1% | 26% | 64% | 464 | 7038 | 18% | 0% | 82% | 0% |
| SW1024 | 0% | 0% | 21% | 79% | 406 | 3297 | 0% | 0% | 89% | 11% |
| SW1025 | 0% | 2% | 23% | 75% | 382 | 6054 | 2% | 0% | 97% | 1% |
| SW1026 | 0% | 2% | 22% | 76% | 322 | 6786 | 0% | 0% | 100% | 0% |
| SW1027 | 0% | 0% | 15% | 85% | 380 | 1850 | 0% | 100% | 0% | 0% |
| SW1028 | 12% | 10% | 42% | 36% | 385 | 9511 | 0% | 56% | 44% | 0% |
| SW1029 | 63% | 3% | 34% | 0% | 287 | 4783 | 22% | 46% | 33% | 0% |
| SW1030 | 81% | 5% | 17% | 2% | 380 | 8240 | 41% | 0% | 59% | 0% |
| SW1031 | 0% | 0% | 2% | 98% | 331 | 4672 | 99% | 0% | 1% | 0% |
| SW1032 | 0% | 37% | 13% | 50% | 191 | 2951 | 6% | 94% | 0% | 0% |
| SW1033 | 0% | 0% | 3% | 97% | 80 | 2492 | 3% | 0% | 97% | 0% |
| **Average** | **19%** | **9%** | **19%** | **56%** | **350** | **5391** | **20%** | **24%** | **50%** | **7%** |
| **CV** | **129%** | **149%** | **55%** | **50%** | **34%** | **40%** | **143%** | **144%** | **77%** | **232%** |

**Table A5**

**Capital structure - South West**

|  |  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
|  | **Farm area** | | **Farm assets** | | | | | | **Debt and equity** | | |
| **Freehold** | | **Leased** | **Livestock** | **Plant and** | **Other** | **Leased land** | **Freehold** | **Total assets** | **Total Lia-** | **Equity** | **Equity** |
| **area** | | **area** | **Equipment** | **assets** | **land** | **managed** | **bilities** |
|  | |  |  | **managed** |  |  |  |
| ha | | ha | $ | $ | $ | $ | $ | $ | $ | $ | % |
| **Average** | 1,078 | 961 | 1,414,811 | 411,585 | 310,270 | 1,210,493 | 7,613,778 | 10,960,936 | 1,483,234 | 8,267,028 | 82% |
| **CV** | 64% | 61% | 65% | 83% | 131% | 327% | 79% | 63% | 136% | 72% | 21% |

**Table A6**

**Beef Production Information - South West**

|  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
|  | **Components of diet - % ME consumed by enterprise** | | | | | **Reproduction** | | | | **Production** | | | |
| **Farm No** | **Stocking** | **Concentrate** | **Silage** | **Hay** | **Grazed** | **Calving pattern** | **Major** | **Cows (+2** | **Heifers** | **Beef** | **Average** | **Average** | **Average** |
| **rate** | **feed** | **calving** | **years)** | **(1-2 years)** | **meat** | **sale** | **price** | **price** |
|  |  | **period** | **annual** | **annual** | **sold** | **weight** | **received** | **received** |
|  |  |  | **average** | **average** |  |  |  |  |
|  |  |  | **calving** | **calving rate** |  |  |  |  |
|  |  |  | **rate** |  |  |  |  |  |
| **DSE/ha\*** | | **% of enter-** | **% of en-** | **% of en-** | **% of** | **season** | | **%** | **%** | **kg LWT/** | **kg LWT/** | **$/hd** | **$/kg LWT** |
| **prise total** | **terprise** | **terprise** | **enterprise** | **ha\*** | **hd** |
|  | **total** | **total** | **total** |  |  |
| SW39 | 22.1 | 3% | 0% | 1% | 96% |  |  |  | 305 | | 514 | 1612 | 3.1 |
| SW43 | 16.5 | 0% | 0% | 0% | 100% |  |  |  | 1198 | | 378 | 882 | 2.3 |
| SW88 | 18.2 | 0% | 3% | 6% | 92% |  |  |  | 343 | | 666 | 1793 | 2.7 |
| SW87 | 10.1 | 0% | 1% | 0% | 98% | Single breeding | Autumn | 100% | 238 | | 496 | 1183 | 2.6 |
| period |
| SW114 | 12.0 | 0% | 0% | 0% | 100% |  |  |  | 546 | | 568 | 1455 | 2.6 |
| SW522 | 15.6 | 1% | 0% | 4% | 94% | Single breeding | Spring | 76% | | 224 | 474 | 1653 | 3.0 |
| period |
| SW693 | 16.1 | 0% | 0% | 3% | 97% | Single breeding | Spring | 96% | 85% | 379 | 541 | 1973 | 3.7 |
| period |
| SW715 | 29.4 | 0% | 3% | 0% | 97% |  |  |  | 929 | | 400 | 1624 | 4.1 |
| SW751 | 15.6 | 0% | 0% | 0% | 100% | Split breeding | Winter | 86% | 98% | 1110 | 557 | 1496 | 3.2 |
| period |
| SW754 | 15.3 | 0% | 1% | 5% | 94% | Single breeding | Spring | 91% | 80% | 306 | 312 | 1198 | 3.3 |
| period |
| SW758 | 23.3 | 1% | 0% | 6% | 93% | Single breeding | Spring | 90% | 86% | 431 | 583 | 1542 | 3.1 |
| period |
| SW761 | 17.7 | 0% | 0% | 0% | 100% |  |  |  | 3957 | | 534 | 1456 | 2.7 |
| SW807 | 15.2 | 0% | 0% | 11% | 89% | Single breeding | Spring | 88% | 494 | | 435 | 1121 | 3.2 |
| period |
| SW809 | 16.0 | 4% | 10% | 20% | 66% | Single breeding | Autumn | 94% | 90% | 364 | 644 | 2394 | 4.0 |
| period |
| SW1004 | 23.7 | 0% | 3% | 12% | 84% | Single breeding | Autumn | 88% | 662 | | 503 | 1199 | 2.6 |
| period |
| SW1016 | 19.3 | 0% | 0% | 3% | 97% | Single breeding | Autumn | 102% | 91% | 362 | 571 | 1635 | 2.9 |
| period |
| SW1017 | 19.8 | 0% | 4% | 6% | 90% | Single breeding | Spring | 91% | 86% | 352 | 557 | 1237 | 3.1 |
| period |
| SW1019 | 30.8 | 0% | 0% | 0% | 100% |  |  |  | 2030 | | 313 | 1201 | 3.8 |
| SW1023 | 15.2 | 0% | 0% | 0% | 100% | Single breeding | Winter | 94% | 301 | | 727 | 1897 | 2.9 |
| period |
| SW1029 | 16.7 | 0% | 10% | 10% | 80% | Single breeding | Spring | 77% | 73% | 476 | 597 | 1634 | 3.2 |
| period |
| SW1030 | 21.7 | 0% | 5% | 4% | 92% | Single breeding | Spring | 96% | 84% | 541 | 354 | 1331 | 3.2 |
| period |
| SW1031 | 14.1 | 0% | 0% | 4% | 96% | Single breeding | Autumn | 96% | 80% | 295 | 604 | 1625 | 3.3 |
| period |
| SW1033 | 31.0 | 0% | 0% | 0% | 100% |  |  |  | 705 | | 530 | 1667 | 3.1 |
| **Average** | **18.9** | **0%** | **2%** | **4%** | **94%** |  | **92%** | | **84%** | **719** | **516** | **1513** | **3.1** |
| **CV** | **30%** | **258%** | **167%** | **122%** | **9%** |  | **7%** | | **8%** | **114%** | **21%** | **22%** | **14%** |

\*Beef grazed area

**Table A7**

**Beef Gross Margin - South West**

|  |  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| **Income** | | | | | **Variable costs** | | | | | |  |
| **Farm No** | **Stock sales income** | **Stock purchases** | **Stock inventory change** | **Total Beef**  **Income** | **Livestock costs** | **Livestock marketing costs** | **Supplementary feed** | **Pasture costs\*** | **Agistment costs** | **Beef variable costs** | **Gross**  **Margin** |
|  | **$/ha\*** | **$/ha\*** | **$/ha\*** | **$/ha\*** | **$/ha\*** | **$/ha\*** | **$/ha\*** | **$/ha\*** | **$/ha\*** | **$/ha\*** | **$/ha\*** |
| SW39 | 960 | 2096 | 1663 | 526 | 11 | 27 | 115 | 105 | 0 | 258 | 268 |
| SW43 | 2780 | 1775 | 0 | 1006 | 0 | 0 | 10 | 145 | 0 | 155 | 851 |
| SW88 | 924 | 1055 | 298 | 168 | 51 | 189 | 182 | 198 | 0 | 620 | -452 |
| SW87 | 621 | 0 | -465 | 156 | 20 | 45 | 35 | 96 | 0 | 197 | -41 |
| SW114 | 1420 | 534 | 153 | 1038 | 4 | 45 | 0 | 65 | 0 | 114 | 924 |
| SW522 | 668 | 20 | -285 | 363 | 11 | 29 | 99 | 121 | 0 | 260 | 103 |
| SW693 | 1395 | 38 | -2 | 1356 | 131 | 27 | 59 | 160 | 102 | 479 | 876 |
| SW715 | 3773 | 3254 | 2101 | 2620 | 0 | 31 | 94 | 270 | 0 | 395 | 2225 |
| SW751 | 3500 | 1325 | -897 | 1278 | 14 | 182 | 0 | 147 | 0 | 344 | 934 |
| SW754 | 1016 | 11 | -213 | 792 | 27 | 74 | 91 | 129 | 0 | 320 | 472 |
| SW758 | 1337 | 14 | -61 | 1261 | 43 | 55 | 167 | 109 | 0 | 374 | 888 |
| SW761 | 10788 | 9353 | 0 | 1435 | 54 | 541 | 0 | 192 | 0 | 787 | 648 |
| SW807 | 1578 | 783 | 458 | 1253 | 24 | 119 | 175 | 160 | 0 | 478 | 775 |
| SW809 | 1450 | 0 | -182 | 1269 | 155 | 66 | 591 | 173 | 0 | 984 | 284 |
| SW1004 | 1709 | 0 | -470 | 1239 | 54 | 7 | 448 | 177 | 0 | 686 | 553 |
| SW1016 | 1057 | 29 | -236 | 792 | 45 | 31 | 66 | 88 | 0 | 229 | 563 |
| SW1017 | 1088 | 27 | -127 | 934 | 91 | 60 | 200 | 282 | 33 | 665 | 269 |
| SW1019 | 7792 | 3522 | 0 | 4271 | 0 | 422 | 0 | 328 | 0 | 750 | 3520 |
| SW1023 | 881 | 0 | 208 | 1088 | 9 | 46 | 0 | 177 | 0 | 232 | 857 |
| SW1029 | 1540 | 346 | 28 | 1223 | 91 | 86 | 387 | 182 | 0 | 747 | 476 |
| SW1030 | 1720 | 46 | -549 | 1126 | 29 | 66 | 276 | 136 | 0 | 506 | 619 |
| SW1031 | 985 | 22 | 124 | 1086 | 17 | 51 | 76 | 107 | 0 | 251 | 835 |
| SW1033 | 2188 | 0 | -1948 | 240 | 770 | 144 | 0 | 264 | 0 | 1178 | -938 |
| **Aver- age** | **2225** | **1054** | **-18** | **1153** | **72** | **102** | **133** | **166** | **6** | **479** | **674** |
| **CV** | **109%** | **198%** | **4408%** | **74%** | **220%** | **128%** | **119%** | **41%** | **376%** | **59%** | **127%** |

\*Beef grazed area

**Table A8**

**Prime Lamb Production Information - South West**

|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
|  |  | **Components of diet - % ME consumed by enterprise** | | | | **Reproduction** | | | | **Wool** | | **Lamb sales** | | | |
| **Farm No** | **Stocking rate** | **Concen- trate** | **Silage** | **Hay** | **Grazed feed** | **Lambing pattern** | **Major lambing period** | **Ewes (+2 years)**  **annual aver- age marking rate** | **Ewes (1-2 years) annual average mark- ing rate** | **Greasy wool cut** | **Greasy wool price received** | **Lamb meat sold\*\*** | **Average lamb sale weight\*\*** | **Average lamb sale price\*\*** | **Average lamb sale price\*\*** |
|  | **DSE/ha\*** | **% of en- terprise total** | **% of en- terprise total** | **% of en- terprise total** | **% of enterprise total** |  | **season** | **%** | **%** | **kg/ha\*** | **$/kg** | **kg CWT/**  **ha\*** | **kg CWT/**  **hd** | **$/head** | **$/kg**  **CWT** |
| SW43 | 16.5 | 6% | 0% | 3% | 91% | Split breeding period | Winter | 146% | 92% | 22 | 1.3 | 92 | 16 | 146 | 8.9 |
| SW88 | 18.2 | 2% | 3% | 0% | 95% | Split breeding period | Winter | 101% | 77% | 40 | 8.5 | 120 | 25 | 211 | 8.4 |
| SW87 | 10.1 | 3% | 1% | 0% | 97% | Single breeding period | Autumn | 105% |  | 26 | 7.0 | 60 | 21 | 160 | 7.8 |
| SW512 | 18.4 | 4% | 5% | 0% | 90% | Single breeding period | Spring | 106% |  | 33 | 8.3 | 81 | 15 | 137 | 9.1 |
| SW522 | 15.6 | 3% | 1% | 0% | 95% | Single breeding period | Winter |  | 89% | 13 | 8.2 | 66 | 12 | 152 | 12.2 |
| SW623 | 26.9 | 0% | 0% | 1% | 99% | Split breeding period | Winter | 141% | 71% | 35 | 10.0 | 172 | 22 | 164 | 7.5 |
| SW628 | 24.3 | 9% | 5% | 4% | 82% | Single breeding period | Spring | 129% | 89% | 34 |  | 172 | 23 | 200 | 8.6 |
| SW659 | 11.1 | 2% | 0% | 4% | 94% | Single breeding period | Winter | 77% |  | 13 | 4.1 | 78 | 23 | 136 | 6.0 |
| SW715 | 29.4 | 1% | 0% | 0% | 99% | Single breeding period | Winter | 148% | 78% | 67 | 2.3 | 160 | 21 | 198 | 9.5 |
| SW751 | 15.6 | 6% | 12% | 0% | 82% | Split breeding period | Winter | 133% | 48% | 19 | 1.3 | 147 | 22 | 186 | 8.3 |
| SW754 | 15.3 | 1% | 0% | 0% | 99% | Single breeding period | Spring | 95% |  | 24 | 5.3 | 131 | 21 | 170 | 7.9 |
| SW761 | 17.7 | 2% | 1% | 0% | 96% | Single breeding period | Spring | 150% |  | 45 | 3.7 | 170 | 25 | 209 | 8.4 |
| SW807 | 15.2 | 2% | 0% | 9% | 89% | Single breeding period | Spring | 103% | 92% | 19 | 8.9 | 72 | 16 | 134 | 8.5 |
| SW809 | 16.0 | 17% | 0% | 1% | 82% | Single breeding period | Winter | 129% | 85% | 0 |  | 222 | 25 | 207 | 8.1 |
| SW1004 | 23.7 | 6% | 2% | 9% | 83% | Single breeding period | Autumn | 84% |  | 24 | 7.0 | 89 | 20 | 199 | 9.8 |
| SW1006 | 18.6 | 5% | 0% | 3% | 91% | Single breeding period | Spring |  | 110% | 0 |  | 96 | 20 | 175 | 8.7 |
| SW1016 | 19.3 | 2% | 0% | 1% | 97% | Split breeding period | Spring | 78% |  | 34 | 7.8 | 77 | 23 | 182 | 8.0 |
| SW1017 | 19.8 | 7% | 0% | 1% | 92% | Single breeding period | Winter | 117% | 166% | 39 |  | 235 | 25 | 196 | 7.7 |
| SW1018 | 16.8 | 3% | 1% | 1% | 95% | Split breeding period | Winter | 137% | 44% | 34 | 4.2 | 137 | 23 | 189 | 8.2 |
| SW1019 | 30.8 | 11% | 0% | 0% | 89% | Split breeding period | Winter | 80% | 143% | 36 | 2.2 | 32 | 17 | 162 | 9.4 |
| SW1020 | 8.9 | 0% | 0% | 0% | 100% | Single breeding period | Winter | 122% | 55% | 17 | 9.1 | 66 | 19 | 143 | 7.7 |
| SW1021 | 17.8 | 4% | 0% | 0% | 96% | Split breeding period | Winter | 123% | 113% | 22 | 2.0 | 129 | 15 | 123 | 8.1 |
| SW1022 | 7.2 | 2% | 0% | 3% | 95% | Single breeding period | Spring | 105% | 62% | 13 | 8.8 | 45 | 18 | 134 | 7.5 |
| SW1023 | 15.2 | 5% | 0% | 0% | 95% | Single breeding period | Winter | 134% | 75% | 32 | 5.9 | 153 | 23 | 181 | 7.9 |
| SW1024 | 9.1 | 3% | 0% | 2% | 95% | Split breeding period | Winter | 127% | 81% | 18 | 3.2 | 89 | 21 | 172 | 8.3 |
| SW1025 | 15.9 | 3% | 1% | 1% | 96% | Single breeding period | Winter | 115% | 58% | 29 | 1.0 | 114 | 20 | 170 | 8.3 |
| SW1026 | 21.1 | 14% | 3% | 0% | 83% | Single breeding period | Winter | 121% | 65% | 40 | 8.5 | 212 | 24 | 192 | 8.0 |
| SW1028 | 24.7 | 4% | 0% | 0% | 96% | Single breeding period | Spring | 85% |  | 44 | 10.9 | 40 | 16 | 95 | 6.1 |
| SW1029 | 16.7 | 14% | 2% | 1% | 83% | Single breeding period | Spring | 118% | 86% | 34 | 3.9 | 159 | 25 | 174 | 7.0 |
| SW1030 | 21.7 | 3% | 5% | 2% | 90% | Single breeding period | Spring | 135% | 99% | 41 | 2.2 | 110 | 15 | 118 | 7.8 |
| SW1031 | 14.1 | 0% | 0% | 0% | 100% |  |  |  |  | 0 |  |  |  |  |  |
| SW1033 | 31.0 | 5% | 9% | 2% | 84% | Single breeding period | Winter | 105% |  | 37 | 4.4 | 164 | 20 | 166 | 8.2 |
| **Average** | **18.2** | **5%** | **2%** | **2%** | **92%** |  |  | **116%** | **85%** | **28** | **5.6** | **119** | **20** | **167** | **8.3** |
| **CV** | **33%** | **92%** | **179%** | **155%** | **6%** |  |  | **19%** | **34%** | **52%** | **55%** | **45%** | **18%** | **18%** | **13%** |

\*Prime lamb grazed area \*\*Weened and unweaned lambs only

**Table A9**

**Prime Lamb Gross Margin - South West**

|  |  |  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| **Income** | | | | | | **Variable costs** | | | | | | **Gross margin** |
| **Farm No** | **Stock sales income** | **Stock purchas- es** | **Stock Inventory change** | **Wool sales income** | **Total Prime Lamb Income** | **Live- stock costs** | **Live- stock market- ing costs** | **Supple- mentary feed** | **Pasture costs\*** | **Agist- ment costs** | **Prime Lamb variable costs** | **Gross**  **Margin** |
|  | **$/ha\*** | **$/ha\*** | **$/ha\*** | **$/ha\*** | **$/ha\*** | **$/ha\*** | **$/ha\*** | **$/ha\*** | **$/ha\*** | **$/ha\*** | **$/ha\*** | **$/ha\*** |
| SW43 | 1278 | 10 | 12 | 29 | 1309 | 128 | 85 | 168 | 145 | 0 | 526 | 783 |
| SW88 | 1116 | 42 | 38 | 332 | 1430 | 122 | 39 | 93 | 198 | 0 | 453 | 978 |
| SW87 | 567 | 33 | 101 | 162 | 851 | 166 | 56 | 40 | 96 | 0 | 358 | 494 |
| SW512 | 874 | 278 | 21 | 277 | 870 | 100 | 83 | 152 | 92 | 0 | 427 | 442 |
| SW522 | 1031 | 0 | 164 | 108 | 1303 | 55 | 53 | 75 | 121 | 0 | 304 | 998 |
| SW623 | 1466 | 204 | 1 | 111 | 1386 | 148 | 136 | 16 | 122 | 0 | 423 | 963 |
| SW628 | 1705 | 18 | 69 | 0 | 1854 | 196 | 19 | 420 | 184 | 0 | 819 | 1035 |
| SW659 | 566 | 42 | -148 | 16 | 445 | 57 | 45 | 74 | 63 | 0 | 239 | 206 |
| SW715 | 1748 | 23 | 163 | 68 | 1956 | 204 | 128 | 21 | 270 | 0 | 624 | 1332 |
| SW751 | 1490 | 128 | -215 | 26 | 1172 | 133 | 94 | 258 | 147 | 0 | 632 | 540 |
| SW754 | 1164 | 332 | -106 | 86 | 812 | 163 | 97 | 15 | 129 | 0 | 405 | 407 |
| SW761 | 1718 | 51 | -6 | 35 | 1759 | 200 | 61 | 68 | 192 | 0 | 522 | 1237 |
| SW807 | 831 | 0 | -14 | 172 | 988 | 120 | 19 | 191 | 160 | 0 | 490 | 498 |
| SW809 | 1962 | 440 | -24 | 0 | 1498 | 109 | 141 | 255 | 173 | 0 | 678 | 820 |
| SW1004 | 1053 | 2785 | 3799 | 114 | 2181 | 156 | 13 | 462 | 177 | 0 | 808 | 1373 |
| SW1006 | 1445 | 0 | -378 | 0 | 1067 | 201 | 84 | 168 | 121 | 0 | 574 | 493 |
| SW1016 | 695 | 26 | 28 | 267 | 964 | 249 | 37 | 81 | 88 | 0 | 455 | 508 |
| SW1017 | 1888 | 278 | 95 | 0 | 1948 | 161 | 55 | 116 | 282 | 0 | 614 | 1334 |
| SW1018 | 1216 | 86 | 149 | 142 | 1421 | 189 | 99 | 77 | 108 | 0 | 473 | 949 |
| SW1019 | 1985 | 2904 | 3359 | 17 | 2610 | 580 | 22 | 351 | 328 | 0 | 1281 | 1329 |
| SW1020 | 675 | 473 | 151 | 157 | 510 | 160 | 61 | 0 | 424 | 0 | 645 | -135 |
| SW1021 | 1286 | 36 | -90 | 44 | 1205 | 158 | 28 | 49 | 261 | 0 | 495 | 710 |
| SW1022 | 391 | 0 | 77 | 114 | 581 | 90 | 29 | 39 | 46 | 0 | 205 | 377 |
| SW1023 | 1346 | 110 | 35 | 125 | 1458 | 186 | 107 | 67 | 177 | 0 | 537 | 921 |
| SW1024 | 830 | 22 | -40 | 1 | 830 | 93 | 57 | 45 | 61 | 0 | 255 | 575 |
| SW1025 | 1089 | 33 | 78 | 1 | 1182 | 116 | 64 | 50 | 138 | 0 | 368 | 814 |
| SW1026 | 1863 | 348 | 259 | 337 | 2111 | 165 | 134 | 285 | 449 | 3 | 1035 | 1076 |
| SW1028 | 1453 | 464 | -562 | 478 | 905 | 169 | 105 | 75 | 67 | 0 | 417 | 488 |
| SW1029 | 1197 | 29 | 96 | 153 | 1417 | 187 | 68 | 271 | 182 | 0 | 708 | 709 |
| SW1030 | 1225 | 27 | -116 | 69 | 1150 | 136 | 79 | 304 | 136 | 0 | 654 | 496 |
| SW1031 | 7858 | 5454 | 0 | 0 | 2404 | 0 | 557 | 0 | 107 | 0 | 664 | 1740 |
| SW1033 | 1708 | 47 | -307 | 160 | 1514 | 16 | 130 | 429 | 264 | 0 | 839 | 675 |
| **Average** | **1460** | **460** | **209** | **112** | **1347** | **154** | **87** | **147** | **172** | **0** | **560** | **786** |
| **CV** | **85%** | **248%** | **431%** | **105%** | **40%** | **62%** | **107%** | **92%** | **57%** | **566%** | **41%** | **51%** |

**Table A10**

**Wool Sheep Production Information - South West**

|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
|  |  | **Components of diet - % ME consumed by enterprise** | | | | **Reproduction** | | | | **Production** | | | | | |
| **Farm No** | **Stocking rate** | **Concen- trate** | **Silage** | **Hay** | **Grazed feed** | **Lambing pattern** | **Major lambing period** | **Ewes (+2 years) annual average marking rate** | **Ewes (1-2 years) annual average marking rate** | **Sheep meat sold** | **Greasy wool cut** | **Greasy wool cut** | **Average yield** | **Average micron** | **Greasy wool price re- ceived** |
|  | **DSE/ha\*** | **% of en- terprise total** | **% of en- terprise total** | **% of en- terprise total** | **% of en- terprise total** |  | **season** | **%** | **%** | **kg LWT/**  **ha\*** | **kg/head** | **kg/ha\*** | **%** |  | **$/kg** |
| SW14 | 12.7 | 7% | 0% | 4% | 89% | Single breeding period | Spring | 0% | 66% | 192 | 4.3 | 53.6 | 65% | 17.1 | 10.5 |
| SW39 | 22.1 | 5% | 0% | 0% | 95% | Single breeding period | Spring | 60% | 53% | 70 | 4.5 | 61.3 | 67% | 16.3 | 11.2 |
| SW55 | 13.8 | 2% | 0% | 0% | 98% | Single breeding period | Winter | 86% | 80% | 143 | 4.4 | 45.7 | 65% | 17.0 | 11.0 |
| SW66 | 11.5 | 3% | 0% | 1% | 96% | Single breeding period | Spring | 82% | 0% | 145 | 4.1 | 32.4 | 56% | 16.5 | 10.3 |
| SW88 | 18.2 | 0% | 0% | 0% | 100% |  |  | 0% | 0% | 700 | 5.2 | 62.4 | 74% | 19.9 | 13.4 |
| SW114 | 12.0 | 3% | 6% | 0% | 91% | Single breeding period | Spring | 75% | 0% | 100 | 4.3 | 40.1 | 66% | 18.4 | 10.3 |
| SW512 | 18.4 | 9% | 10% | 0% | 80% | Single breeding period | Spring | 109% | 0% | 294 | 4.5 | 57.9 | 65% | 17.0 | 11.5 |
| SW522 | 15.6 | 6% | 2% | 0% | 91% | Single breeding period | Spring | 0% | 58% | 133 | 3.9 | 51.5 | 68% | 17.3 | 11.4 |
| SW659 | 11.1 | 4% | 0% | 11% | 85% | Single breeding period | Spring | 77% | 0% | 56 | 3.8 | 50.3 | 67% | 17.3 | 10.8 |
| SW759 | 16.8 | 2% | 0% | 0% | 98% | Single breeding period | Spring | 83% | 57% | 131 | 3.9 | 53.3 | 68% | 15.3 | 11.8 |
| SW1004 | 23.7 | 1% | 1% | 3% | 95% | Single breeding period | Autumn | 61% | 0% | 258 | 3.1 | 66.5 | 74% | 17.0 | 11.7 |
| SW1019 | 30.8 | 0% | 0% | 0% | 100% | Split breeding period | Winter | 92% | 0% | 1345 | 2.6 | 65.6 | 63% | 20.5 | 8.7 |
| SW1020 | 8.9 | 0% | 0% | 0% | 100% | Single breeding period | Winter | 97% | 0% | 126 | 3.6 | 38.0 | 65% | 16.7 | 11.5 |
| SW1027 | 4.9 | 0% | 0% | 0% | 100% | Single breeding period | Spring | 93% | 0% | 60 | 2.3 | 14.1 | 71% | 17.2 | 14.0 |
| SW1028 | 24.7 | 6% | 0% | 0% | 94% | Single breeding period | Spring | 75% | 0% | 245 | 3.2 | 77.1 | 70% | 16.5 | 11.6 |
| SW1029 | 16.7 | 11% | 2% | 1% | 86% | Single breeding period | Spring | 84% | 58% | 394 | 4.1 | 62.9 | 68% | 17.4 | 10.0 |
| SW1032 | 15.4 | 13% | 3% | 0% | 84% | Split breeding period | Spring | 74% | 0% | 181 | 4.6 | 42.9 | 71% | 17.2 | 13.3 |
| **Average** | **16.3** | **4%** | **1%** | **1%** | **93%** |  |  | **82%** | **62%** | **269** | **3.9** | **52** | **67%** | **17.3** | **11.4** |
| **CV** | **39%** | **94%** | **199%** | **221%** | **7%** |  |  | **42%** | **50%** | **118%** | **19%** | **29%** | **6%** | **7%** | **12%** |

**Table A11**

**Wool Sheep Gross Margin - South West**

|  |  |  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| **Income** | | | | | | **Variable costs** | | | | | |  |
| **Farm No** | **Stock sales income** | **Stock pur- chases** | **Stock Inventory change** | **Wool sales income** | **Total Wool Sheep Income** | **Live- stock costs** | **Livestock marketing costs** | **Supplementary feed** | **Pasture costs\*** | **Agistment costs** | **Wool Sheep variable costs** | **Gross**  **Margin** |
|  | **$/ha\*** | **$/ha\*** | **$/ha\*** | **$/ha\*** | **$/ha\*** | **$/ha\*** | **$/ha\*** | **$/ha\*** | **$/ha\*** | **$/ha\*** | **$/ha\*** | **$/ha\*** |
| SW14 | 524 | 43 | -11 | 564 | 1034 | 240 | 55 | 131 | 102 | 0 | 528 | 506 |
| SW39 | 213 | 0 | 8 | 687 | 908 | 217 | 25 | 101 | 105 | 0 | 448 | 460 |
| SW55 | 379 | 0 | -23 | 501 | 857 | 192 | 50 | 40 | 49 | 0 | 330 | 527 |
| SW66 | 437 | 9 | -216 | 334 | 546 | 127 | 56 | 54 | 39 | 0 | 276 | 271 |
| SW88 | 2169 | 0 | -2126 | 836 | 879 | 171 | 185 | 0 | 198 | 0 | 554 | 324 |
| SW114 | 205 | 0 | 44 | 292 | 672 | 125 | 14 | 113 | 65 | 0 | 317 | 355 |
| SW512 | 827 | 52 | 85 | 658 | 1459 | 213 | 75 | 311 | 92 | 0 | 692 | 767 |
| SW522 | 313 | 6 | -29 | 587 | 904 | 194 | 42 | 137 | 121 | 0 | 494 | 410 |
| SW659 | 130 | 24 | 227 | 319 | 883 | 185 | 27 | 188 | 63 | 0 | 462 | 421 |
| SW759 | 327 | 0 | 289 | 683 | 1249 | 223 | 58 | 13 | 168 | 0 | 463 | 786 |
| SW1004 | 492 | 39 | 45 | 601 | 1324 | 282 | 44 | 132 | 177 | 0 | 634 | 690 |
| SW1019 | 4507 | 0 | -2291 | 568 | 2784 | 0 | 163 | 0 | 328 | 0 | 491 | 2293 |
| SW1020 | 377 | 0 | -181 | 492 | 688 | 181 | 60 | 0 | 424 | 0 | 664 | 25 |
| SW1027 | 113 | 0 | 78 | 149 | 340 | 59 | 4 | 0 | 20 | 0 | 83 | 257 |
| SW1028 | 576 | 8 | -90 | 891 | 1369 | 273 | 64 | 113 | 67 | 0 | 517 | 851 |
| SW1029 | 985 | 37 | -214 | 651 | 1414 | 222 | 82 | 217 | 182 | 0 | 704 | 710 |
| SW1032 | 908 | 8 | 8 | 569 | 1510 | 330 | 51 | 251 | 69 | 0 | 700 | 810 |
| **Average** | **793** | **13** | **-259** | **552** | **1107** | **190** | **62** | **106** | **133** | **0** | **491** | **616** |
| **CV** | **135%** | **136%** | **289%** | **35%** | **50%** | **42%** | **76%** | **90%** | **80%** | **0%** | **34%** | **80%** |

**Table A12**

**Average Whole Farm Economic Performance - South West**

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
| **Year** | **Gross Income** | **Variable Costs** | **Overhead Costs** | **Earnings before Interest and Tax** | **Return on Assets** | **Return on Equity** |
|  | **REAL** | **REAL** | **REAL** | **REAL** |  |  |
|  | **($/HA)** | **($/HA)** | **($/HA)** | **($/HA)** |  |  |
| 1970-71 | $523 | $171 | $114 |  | 2.9% | 3.3% |
| 1971-72 | $491 | $128 | $117 |  | 3.8% | 3.2% |
| 1972-73 | $849 | $138 | $118 |  | 12.6% | 14.4% |
| 1973-74 | $956 | $172 | $155 |  | 12.6% | 15.3% |
| 1974-75 | $486 | $118 | $125 |  | 3.1% | 4.8% |
| 1975-76 | $447 | $138 | $125 |  | 2.7% | 3.1% |
| 1976-77 | $522 | $133 | $122 |  | 6.6% | 6.8% |
| 1977-78 | $504 | $161 | $123 |  | 4.7% | 4.6% |
| 1978-79 | $676 | $158 | $153 |  | 6.3% | 6.4% |
| 1979-80 | $744 | $178 | $134 |  | 6.7% | 6.9% |
| 1980-81 | $639 | $238 | $135 |  | 2.9% | 3.7% |
| 1981-82 | $481 | $181 | $141 |  | 1.0% | 0.4% |
| 1982-83 | $406 | $176 | $130 |  | -0.1% | -0.2% |
| 1983-84 | $602 | $154 | $138 |  | 5.1% | 4.0% |
| 1984-85 | $574 | $162 | $138 |  | 4.4% | 3.5% |
| 1985-86 | $545 | $141 | $125 |  | 3.8% | 3.3% |
| 1986-87 | $595 | $134 | $124 |  | 6.1% | 5.4% |
| 1987-88 | $792 | $177 | $140 |  | 9.5% | 9.3% |
| 1988-89 | $754 | $176 | $134 |  | 7.7% | 7.2% |
| 1989-90 | $665 | $184 | $135 |  | 5.8% | 4.6% |
| 1990-91 | $436 | $144 | $112 |  | 2.1% | -0.5% |
| 1991-92 | $370 | $133 | $108 |  | 1.0% | -2.2% |
| 1992-93 | $379 | $128 | $103 |  | 1.5% | -1.1% |
| 1993-94 | $414 | $160 | $101 |  | 1.8% | 0.1% |
| 1994-95 | $501 | $187 | $151 |  | 2.5% | 0.9% |
| 1995-96 | $478 | $171 | $143 |  | 2.6% | 0.8% |
| 1996-97 | $499 | $197 | $133 |  | 2.7% | 1.1% |
| 1997-98 | $521 | $202 | $139 |  | 2.6% | 1.3% |
| 1998-99 | $487 | $199 | $135 |  | 1.8% | 0.3% |
| 1999-00 | $510 | $209 | $133 |  | 2.1% | 0.8% |
| 2000-01 | $654 | $196 | $148 |  | 5.4% | 5.2% |
| 2001-02 | $815 | $227 | $156 |  | 7.6% | 8.7% |
| 2002-03 | $762 | $296 | $156 |  | 4.7% | 4.9% |
| 2003-04 | $750 | $264 | $123 |  | 5.0% | 5.7% |
| 2004-05 | $706 | $290 | $223 | $193 | 3.0% | 2.3% |
| 2005-06 | $614 | $274 | $232 | $108 | 1.6% | 1.2% |
| 2006-07 | $569 | $317 | $216 | $36 | 0.0% | -2.9% |
| 2007-08 | $808 | $330 | $238 | $240 | 3.1% | 2.4% |
| 2008-09 | $753 | $343 | $308 | $103 | 2.2% | 1.0% |
| 2009-10 | $799 | $314 | $229 | $255 | 3.2% | 2.5% |
| 2010-11 | $929 | $251 | $250 | $429 | 5.7% | 5.7% |
| 2011-12 | $806 | $395 | $151 | $261 | 3.7% | 3.3% |
| 2012-13 | $618 | $322 | $228 | $68 | 1.0% | -1.2% |
| 2013-14 | $667 | $277 | $235 | $156 | 2.2% | 0.8% |
| 2014-15 | $755 | $345 | $244 | $165 | 2.3% | 1.8% |
| 2015-16 | $818 | $328 | $246 | $244 | 3.4% | 2.9% |
| 2016-17 | $1,037 | $286 | $271 | $480 | 6.9% | 8.0% |
| 2017-18 | $1,092 | $354 | $337 | $400 | 5.5% | 5.8% |
| 2018-19 | $1,166 | $485 | $355 | $325 | 4.0% | 4.0% |
| 2019-20 | $1,301 | $473 | $372 | $455 | 4.3% | 14.0% |
| **Average** | **$665** | **$226** | **$172** | **$245** | **4.1%** | **3.8%** |

**Table A13**

**Historical Gross Margins For Livestock Enterprises**

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
| **Year** | **Wool Sheep** | | **Prime Lamb** | | **Beef Cattle** | |
|  | **REAL** | **REAL** | **REAL** | **REAL** | **REAL** | **REAL** |
|  | **($/DSE)** | **($/HA)** | **($/DSE)** | **($/HA)** | **($/DSE)** | **($/HA)** |
| 1970-71 | $17 | $205 | $26 | $353 | $32 | $455 |
| 1971-72 | $23 | $288 | $28 | $331 | $31 | $374 |
| 1972-73 | $83 | $947 | $78 | $947 | $30 | $336 |
| 1973-74 | $76 | $904 | $80 | $930 | $45 | $517 |
| 1974-75 | $37 | $390 | $42 | $494 | $10 | $118 |
| 1975-76 | $33 | $414 | $47 | $645 | -$2 | -$20 |
| 1976-77 | $41 | $493 | $55 | $666 | $6 | $70 |
| 1977-78 | $36 | $445 | $43 | $537 | -$5 | -$64 |
| 1978-79 | $45 | $563 | $44 | $484 | $39 | $494 |
| 1979-80 | $46 | $544 | $45 | $570 | $37 | $405 |
| 1980-81 | $31 | $352 | $32 | $475 | $14 | $168 |
| 1981-82 | $27 | $289 | $21 | $255 | $7 | $78 |
| 1982-83 | $20 | $213 | $25 | $320 | -$9 | -$90 |
| 1983-84 | $37 | $387 | $28 | $317 | $27 | $253 |
| 1984-85 | $35 | $387 | $27 | $354 | $30 | $330 |
| 1985-86 | $33 | $363 | $36 | $440 | $28 | $296 |
| 1986-87 | $37 | $398 | $51 | $646 | $29 | $317 |
| 1987-88 | $59 | $620 | $49 | $593 | $23 | $265 |
| 1988-89 | $52 | $547 | $50 | $580 | $23 | $242 |
| 1989-90 | $38 | $400 | $34 | $433 | $18 | $204 |
| 1990-91 | $21 | $209 | $24 | $274 | $22 | $290 |
| 1991-92 | $16 | $166 | $22 | $214 | $20 | $214 |
| 1992-93 | $16 | $165 | $26 | $333 | $24 | $272 |
| 1993-94 | $16 | $161 | $25 | $298 | $24 | $250 |
| 1994-95 | $26 | $250 | $26 | $361 | $13 | $150 |
| 1995-96 | $20 | $206 | $35 | $437 | $11 | $135 |
| 1996-97 | $21 | $248 | $30 | $492 | $5 | $72 |
| 1997-98 | $21 | $240 | $30 | $395 | $11 | $158 |
| 1998-99 | $15 | $185 | $26 | $349 | $18 | $239 |
| 1999-00 | $20 | $239 | $19 | $286 | $17 | $218 |
| 2000-01 | $27 | $346 | $27 | $393 | $32 | $456 |
| 2001-02 | $35 | $432 | $42 | $640 | $35 | $509 |
| 2002-03 | $23 | $343 | $30 | $512 | $17 | $281 |
| 2003-04 | $23 | $352 | $36 | $549 | $30 | $490 |
| 2004-05 | $18 | $283 | $28 | $442 | $28 | $436 |
| 2005-06 | $10 | $161 | $21 | $335 | $16 | $243 |
| 2006-07 | $11 | $149 | $14 | $185 | $12 | $235 |
| 2007-08 | $18 | $300 | $16 | $326 | $18 | $340 |
| 2008-09 | $15 | $224 | $22 | $339 | $25 | $390 |
| 2009-10 | $21 | $324 | $37 | $557 | $19 | $295 |
| 2010-11 | $43 | $644 | $48 | $736 | $37 | $630 |
| 2011-12 | $32 | $442 | $32 | $524 | $25 | $373 |
| 2012-13 | $14 | $187 | $17 | $263 | $18 | $268 |
| 2013-14 | $13 | $173 | $30 | $470 | $21 | $315 |
| 2014-15 | $15 | $203 | $27 | $426 | $33 | $448 |
| 2015-16 | $19 | $225 | $34 | $532 | $45 | $662 |
| 2016-17 | $40 | $528 | $42 | $684 | $48 | $702 |
| 2017-18 | $48 | $689 | $39 | $743 | $72 | $1,316 |
| 2018-19 | $31 | $438 | $35 | $634 | $26 | $485 |
| 2019-20 | $36 | $616 | $44 | $786 | $34 | $671 |
| **Long Term Average** | **$30** | **$366** | **$34** | **$478** | **$23** | **$326** |

**Table A14**

**Historical Data For Selected Enterprise Measures - South West**

|  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| **Year** | **Stocking**  **Rate** | **Wool Sheep** | | | | | **Prime Lamb** | | **Beef Cattle** | |
|  |  | **Micron** | **Wool Cut (Gr.)** | **Net Wool Price** | **Ave Sale Price** | **Lamb** | **Ave Sale Price** | **Lamb** | **Calving** | **Ave Sale Price** |
|  |  |  | **KG/HA** | **REAL ($/KG) GR** | **REAL ($/HD)** | **%** | **REAL**  **$/HD** | **%** | **%** | **REAL**  **$/HD** |
| 1970-71 | 15.3 |  | 42 | $8.07 | $31 | 78% | $47 | 100% | 93% | $1,058 |
| 1971-72 | 14.0 |  | 43 | $8.86 | $27 | 66% | $41 | 87% | 89% | $961 |
| 1972-73 | 12.2 |  | 42 | $22.20 | $66 | 64% | $67 | 90% | 89% | $957 |
| 1973-74 | 12.5 |  | 47 | $15.85 | $104 | 81% | $124 | 88% | 92% | $1,154 |
| 1974-75 | 12.1 |  | 51 | $9.58 | $32 | 81% | $45 | 99% | 92% | $413 |
| 1975-76 | 13.6 |  | 51 | $9.41 | $26 | 84% | $43 | 105% | 91% | $263 |
| 1976-77 | 12.9 |  | 47 | $10.89 | $49 | 77% | $59 | 101% | 87% | $319 |
| 1977-78 | 14.0 |  | 46 | $10.52 | $53 | 79% | $67 | 104% | 84% | $370 |
| 1978-79 | 12.7 |  | 48 | $10.12 | $79 | 80% | $82 | 96% | 91% | $928 |
| 1979-80 | 13.0 |  | 42 | $11.49 | $82 | 85% | $93 | 96% | 90% | $1,172 |
| 1980-81 | 12.8 |  | 40 | $10.66 | $69 | 77% | $78 | 94% | 90% | $963 |
| 1981-82 | 12.0 |  | 36 | $10.02 | $44 | 72% | $50 | 69% | 90% | $636 |
| 1982-83 | 11.7 |  | 38 | $8.86 | $27 | 79% | $37 | 94% | 93% | $599 |
| 1983-84 | 11.7 |  | 42 | $9.09 | $52 | 83% | $60 | 97% | 95% | $1,063 |
| 1984-85 | 13.1 |  | 45 | $9.52 | $41 | 83% | $45 | 102% | 88% | $967 |
| 1985-86 | 12.0 |  | 44 | $9.63 | $33 | 84% | $49 | 103% | 87% | $1,002 |
| 1986-87 | 12.2 |  | 43 | $10.18 | $42 | 79% | $63 | 104% | 89% | $919 |
| 1987-88 | 11.8 |  | 43 | $16.62 | $41 | 82% | $58 | 108% | 90% | $877 |
| 1988-89 | 12.1 |  | 43 | $15.03 | $41 | 82% | $56 | 101% | 86% | $855 |
| 1989-90 | 12.4 |  | 45 | $12.22 | $23 | 77% | $48 | 106% | 89% | $828 |
| 1990-91 | 11.8 | 21.3 | 41 | $8.49 | $10 | 75% | $41 | 115% | 89% | $752 |
| 1991-92 | 11.4 | 21.3 | 38 | $7.16 | $16 | 71% | $37 | 95% | 88% | $686 |
| 1992-93 | 11.6 | 21.7 | 44 | $5.65 | $25 | 71% | $63 | 97% | 88% | $796 |
| 1993-94 | 11.3 | 21.3 | 37 | $6.75 | $25 | 72% | $70 | 100% | 84% | $854 |
| 1994-95 | 11.1 | 21.2 | 38 | $10.09 | $26 | 76% | $57 | 96% | 88% | $702 |
| 1995-96 | 12.4 | 21.3 | 45 | $6.47 | $37 | 77% | $83 | 92% | 88% | $735 |
| 1996-97 | 13.9 | 20.9 | 46 | $7.83 | $32 | 77% | $68 | 98% | 89% | $542 |
| 1997-98 | 13.3 | 20.7 | 42 | $8.01 | $35 | 75% | $65 | 95% | 90% | $571 |
| 1998-99 | 14.2 | 20.8 | 51 | $5.90 | $29 | 81% | $57 | 98% | 91% | $703 |
| 1999-00 | 14.4 | 20.4 | 52 | $7.35 | $21 | 84% | $50 | 101% | 91% | $765 |
| 2000-01 | 14.9 | 20.2 | 52 | $8.71 | $40 | 77% | $59 | 100% | 92% | $963 |
| 2001-02 | 15.2 | 20.1 | 55 | $8.80 | $66 | 77% | $93 | 102% | 89% | $1,108 |
| 2002-03 | 15.6 | 19.5 | 51 | $10.22 | $51 | 73% | $92 | 98% | 90% | $809 |
| 2003-04 | 16.0 | 19.4 | 54 | $8.28 | $63 | 72% | $103 | 97% | 88% | $954 |
| 2004-05 | 15.8 | 19.2 | 55 | $7.50 | $58 | 78% | $94 | 99% | 88% | $1,007 |
| 2005-06 | 15.5 | 18.9 | 43 | $7.39 | $48 | 76% | $76 | 107% | 86% | $888 |
| 2006-07 | 14.6 | 18.7 | 51 | $8.50 | $40 | 74% | $74 | 98% | 89% | $666 |
| 2007-08 | 17.5 | 18.4 | 52 | $7.95 | $50 | 79% | $79 | 101% | 85% | $744 |
| 2008-09 | 16.2 | 18.3 | 49 | $7.86 | $55 | 75% | $93 | 110% | 88% | $916 |
| 2009-10 | 16.0 | 18.2 | 48 | $7.93 | $84 | 73% | $110 | 104% | 90% | $852 |
| 2010-11 | 15.8 | 18.6 | 48 | $11.14 | $122 | 72% | $144 | 101% | 87% | $999 |
| 2011-12 | 15.3 | 18.4 | 44 | $10.20 | $80 | 84% | $110 | 112% | 84% | $897 |
| 2012-13 | 15.4 | 17.7 | 45 | $8.88 | $47 | 76% | $79 | 108% | 85% | $753 |
| 2013-14 | 15.0 | 17.5 | 44 | $8.28 | $53 | 67% | $104 | 102% | 88% | $804 |
| 2014-15 | 14.8 | 17.7 | 45 | $8.22 | $69 | 76% | $103 | 116% | 87% | $859 |
| 2015-16 | 14.0 | 17.8 | 38 | $9.19 | $71 | 81% | $108 | 117% | 93% | $1,206 |
| 2016-17 | 15.5 | 17.4 | 42 | $12.40 | $83 | 82% | $129 | 112% | 90% | $1,530 |
| 2017-18 | 17.8 | 17.4 | 49 | $15.17 | $88 | 79% | $133 | 115% | 91% | $1,413 |
| 2018-19 | 17.0 | 17.3 | 54 | $13.56 | $89 | 67% | $149 | 116% | 94% | $1,219 |
| 2019-20 | 17.4 | 17.3 | 52 | $10.67 | $140 | 82% | $167 | 116% | 92% | $1,463 |
| **Average** | **13.9** | **19.3** | **46** | **$9.87** | **$52** | **77%** | **$78** | **101%** | **89%** | **$869** |

Note: ‘Real’ dollar values are the nominal values converted to 2019-20 dollar equivalents by the C.P.I. to allow for inflation. The data in the above table from 1970-71 to 2008-09 has been obtained from the South West Farm Monitor Project. Data from 2009-10 onwards has been obtained from the Livestock Farm Monitor Project.

**Table B1**

**Whole-farm Profit Performance - North**

|  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| **Farm No** | **Gross Farm Income** | **Total Variable costs** | **Total Gross Margin** | **Total Overhead costs** | **Earnings before In- terest and Tax** | **Interest and lease costs** | **Net farm income** | **Return on Assets** | **Return on Equity** |
|  | **$/ha** | **$/ha** | **$/ha** | **$/ha** | **$/ha** | **$/ha** | **$/ha** | **%** | **%** |
| N584 | 1614 | 862 | 752 | 266 | 486 | 199 | 288 | 3.9% | 4.7% |
| N585 | 361 | 91 | 270 | 213 | 58 | 2 | 56 | 0.8% | 0.8% |
| N586 | 557 | 233 | 324 | 270 | 54 | 0 | 54 | 0.7% | 0.7% |
| N588 | 455 | 95 | 360 | 132 | 228 | 24 | 204 | 4.3% | 4.7% |
| N589 | 440 | 205 | 236 | 199 | 37 | 96 | -59 | 0.4% | -0.7% |
| N599 | 774 | 317 | 457 | 290 | 167 | 76 | 91 | 2.2% | 2.0% |
| N615 | 543 | 207 | 336 | 173 | 163 | 95 | 68 | 3.2% | 2.2% |
| N630 | 460 | 158 | 302 | 231 | 70 | 25 | 46 | 0.9% | 0.8% |
| N678 | 567 | 206 | 361 | 342 | 19 | 89 | -70 | 0.2% | -1.5% |
| N683 | 917 | 201 | 716 | 509 | 207 | 0 | 207 | 1.4% | 1.4% |
| N688 | 630 | 88 | 542 | 162 | 380 | 10 | 370 | 7.6% | 7.7% |
| N706 | 905 | 465 | 440 | 643 | -203 | 18 | -221 | -2.0% | -2.2% |
| N707 | 1292 | 208 | 1085 | 204 | 881 | 52 | 829 | 8.1% | 8.8% |
| N708 | 565 | 77 | 488 | 219 | 269 | 0 | 269 | 2.7% | 2.8% |
| N744 | 1073 | 315 | 758 | 409 | 348 | 77 | 271 | 7.1% | 15.0% |
| N745 | 1015 | 403 | 612 | 310 | 302 | 32 | 270 | 3.7% | 4.3% |
| N756 | 527 | 244 | 283 | 218 | 64 | 107 | -42 | 0.8% | -1.3% |
| N757 | 967 | 367 | 600 | 556 | 44 | 2 | 42 | 0.2% | 0.2% |
| N800 | 712 | 164 | 548 | 308 | 240 | 0 | 240 | 1.9% | 1.9% |
| N802 | 867 | 866 | 1 | 319 | -318 | 80 | -398 | -4.7% | -14.6% |
| N1012 | 150 | 49 | 101 | 251 | -150 | 0 | -150 | -2.1% | -2.1% |
| N1015 | 818 | 446 | 372 | 671 | -299 | 77 | -377 | -3.9% | -5.9% |
| N1016 | 913 | 260 | 652 | 626 | 26 | 120 | -94 | 0.2% | -1.1% |
| N1017 | 911 | 328 | 584 | 757 | -173 | 0 | -173 | -0.7% | -0.7% |
| N1019 | 601 | 171 | 429 | 164 | 265 | 124 | 141 | 4.9% | 28.1% |
| N1020 | 591 | 217 | 374 | 303 | 71 | 22 | 49 | 0.9% | 0.7% |
| N1021 | 715 | 300 | 415 | 338 | 77 | 50 | 27 | 1.1% | 0.5% |
| N1022 | 834 | 423 | 411 | 792 | -381 | 177 | -558 | -3.2% | -7.8% |
| N1023 | 619 | 406 | 213 | 422 | -209 | 30 | -239 | -3.3% | -4.2% |
| N1024 | 5369 | 2960 | 2409 | 3549 | -1140 | 8 | -1148 | -2.6% | -2.7% |
| **Average** | **892** | **378** | **514** | **462** | **53** | **53** | **0** | **1.2%** | **1.4%** |
| **CV** | **100%** | **139%** | **81%** | **133%** | **653%** | **103%** | **110112%** | **283%** | **514%** |
| **Top 20%**  **average** | **944** | **290** | **654** | **223** | **431** | **81** | **351** | **6.0%** | **11.5%** |

**Table B2**

**Whole-farm Feed Information - North**

|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| **Farm No** | **Total finacial year rainfall** | **Financial Year Rainfall percent- age** | **Spring**  **2019**  **Rainfall**  **percent-**  **age** | **Autumn**  **2020**  **Rainfall**  **percent-**  **age** | **Irrigation applica- tion rate** | **Annual stocking rate** | **Grazed feed as a**  **% of ME con- sumed** | **Pur- chased feed as a**  **% of ME con- sumed** | **Pasture Hay pro- duced** | **Pasture silage produced** | **Nitrogen applied** | **Phos- phorus applied** | **Potas- sium applied** | **Sulfur applied** |
|  | **mm** | **% of average** | **% of average** | **% of average** | **ML/ irrigated ha\*\*** | **DSE/ha\*** | **% of total** | **% of total** | **tonnes** | **tonnes** | **kg/ ha** | **kg/ ha** | **kg/ ha** | **kg/ ha** |
| N584 | 809 | 115% | 70% | 225% | 0.0 | 22.7 | 92% | 8% | 214 | 0 | 30 | 23 | 2 | 25 |
| N585 | 715 | 92% | 54% | 176% | 0.0 | 8.7 | 99% | 1% | 0 | 0 | 0 | 9 | 0 | 12 |
| N586 | 591 | 114% | 59% | 241% | 0.0 | 5.8 | 94% | 6% | 0 | 0 | 0 | 5 | 0 | 6 |
| N588 | 640 | 112% | 64% | 217% | 0.0 | 7.0 | 99% | 1% | 0 | 0 | 7 | 5 | 2 | 0 |
| N589 | 500 | 87% | 65% | 135% | 0.0 | 13.0 | 96% | 4% | 0 | 0 | 1 | 1 | 0 | 0 |
| N599 | 732 | 105% | 52% | 234% | 0.0 | 11.0 | 91% | 9% | 0 | 0 | 0 | 9 | 0 | 11 |
| N615 | 645 | 100% | 45% | 191% | 1.5 | 10.9 | 93% | 6% | 198 | 0 | 0 | 5 | 0 | 6 |
| N630 | 831 | 114% | 73% | 206% | 0.0 | 7.9 | 99% | 1% | 25 | 0 | 0 | 4 | 0 | 5 |
| N678 | 517 | 99% | 55% | 219% | 0.0 | 8.2 | 91% | 0% | 101 | 298 | 23 | 12 | 0 | 9 |
| N683 | 599 | 90% | 46% | 200% | 0.0 | 8.5 | 92% | 0% | 0 | 120 | 2 | 4 | 0 | 0 |
| N688 | 748 | 108% | 51% | 227% | 0.0 | 11.2 | 100% | 0% | 107 | 0 | 0 | 1 | 0 | 0 |
| N706 | 460 | 108% | 42% | 218% | 0.0 | 2.6 | 82% | 18% | 0 | 0 | 16 | 7 | 4 | 1 |
| N707 | 714 | 73% | 49% | 144% | 0.0 | 14.0 | 99% | 0% | 73 | 29 | 2 | 10 | 0 | 13 |
| N708 | 918 | 109% | 50% | 268% | 0.0 | 12.5 | 99% | 0% | 447 | 120 | 0 | 4 | 8 | 5 |
| N744 | 457 | 102% | 50% | 251% | 0.0 | 4.7 | 90% | 2% | 0 | 0 | 44 | 8 | 0 | 1 |
| N745 | 836 | 98% | 54% | 180% | 0.0 | 15.3 | 94% | 4% | 363 | 206 | 3 | 13 | 1 | 15 |
| N756 | 645 | 84% | 31% | 212% | 0.0 | 9.6 | 98% | 2% | 0 | 0 | 9 | 11 | 7 | 2 |
| N757 | 774 | 116% | 55% | 254% | 3.3 | 10.4 | 88% | 3% | 189 | 310 | 3 | 13 | 4 | 6 |
| N800 | 732 | 104% | 72% | 161% | 0.0 | 10.0 | 91% | 0% | 500 | 124 | 0 | 9 | 17 | 11 |
| N802 | 453 | 83% | 32% | 180% | 0.0 | 9.4 | 50% | 41% | 0 | 0 | 20 | 5 | 2 | 0 |
| N1012 | 582 | 90% | 44% | 166% | 0.0 | 4.0 | 97% | 3% | 0 | 0 | 0 | 0 | 0 | 0 |
| N1015 | 753 | 90% | 43% | 172% | 0.0 | 10.6 | 84% | 16% | 0 | 0 | 0 | 0 | 0 | 0 |
| N1016 | 679 | 89% | 44% | 198% | 0.0 | 14.4 | 95% | 2% | 10 | 405 | 8 | 10 | 2 | 12 |
| N1017 | 1055 | 93% | 47% | 212% | 0.0 | 17.7 | 96% | 0% | 10 | 48 | 0 | 6 | 0 | 8 |
| N1019 | 487 | 112% | 66% | 201% | 0.0 | 3.3 | 97% | 0% | 0 | 0 | 16 | 6 | 0 | 1 |
| N1020 | 384 | 86% | 44% | 202% | 0.0 | 7.5 | 82% | 8% | 0 | 0 | 2 | 4 | 0 | 0 |
| N1021 | 417 | 106% | 60% | 204% | 1.4 | 9.2 | 96% | 1% | 0 | 0 | 14 | 6 | 0 | 0 |
| N1022 | 473 | 74% | 32% | 148% | 0.0 | 10.0 | 92% | 1% | 18 | 92 | 3 | 18 | 0 | 14 |
| N1023 | 586 | 73% | 39% | 133% | 0.0 | 9.7 | 92% | 3% | 0 | 114 | 3 | 8 | 3 | 7 |
| N1024 | 449 | 104% | 36% | 226% | 2.4 | 19.3 | 67% | 19% | 55 | 0 | 85 | 72 | 0 | 16 |
| **Average** | **639** | **98%** | **51%** | **200%** | **0.3** | **10.3** | **91%** | **5%** | **77** | **62** | **10** | **10** | **2** | **6** |
| **CV** | **26%** | **13%** | **23%** | **18%** | **277%** | **44%** | **11%** | **162%** | **180%** | **175%** | **182%** | **134%** | **206%** | **103%** |

\*grazed area \*\*irrigated area

**Table B3**

**Overhead Costs - North**

|  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| **Farm No** | **Permanent staff cost** | **Repairs and maintenance** | **Farm electricity costs** | **Farm insurance** | **Rates** | **Other cash overhead costs** | **Deprecia- tion** | **Owner operator labour cost** | **Total overhead cost** |
|  | **$/ha** | **$/ha** | **$/ha** | **$/ha** | **$/ha** | **$/ha** | **$/ha** | **$/ha** | **$/ha** |
| N584 | 94 | 22 | 10 | 5 | 11 | 63 | 33 | 28 | 266 |
| N585 | 0 | 13 | 1 | 6 | 18 | 34 | 18 | 123 | 213 |
| N586 | 0 | 37 | 2 | 18 | 26 | 13 | 27 | 148 | 270 |
| N588 | 0 | 10 | 0 | 2 | 12 | 15 | 10 | 83 | 132 |
| N589 | 0 | 16 | 5 | 9 | 14 | 64 | 31 | 59 | 199 |
| N599 | 1 | 27 | 3 | 8 | 12 | 20 | 20 | 200 | 290 |
| N615 | 77 | 8 | 2 | 8 | 10 | 11 | 11 | 47 | 173 |
| N630 | 58 | 9 | 2 | 8 | 12 | 26 | 10 | 108 | 231 |
| N678 | 0 | 9 | 5 | 21 | 17 | 19 | 40 | 231 | 342 |
| N683 | 201 | 66 | 9 | 12 | 47 | 103 | 15 | 55 | 509 |
| N688 | 49 | 29 | 3 | 8 | 9 | 15 | 5 | 43 | 162 |
| N706 | 0 | 136 | 16 | 32 | 25 | 108 | 62 | 264 | 643 |
| N707 | 0 | 1 | 0 | 0 | 18 | 17 | 31 | 136 | 204 |
| N708 | 24 | 45 | 5 | 5 | 25 | 20 | 26 | 69 | 219 |
| N744 | 56 | 76 | 0 | 17 | 15 | 57 | 51 | 137 | 409 |
| N745 | 2 | 73 | 7 | 18 | 16 | 25 | 55 | 114 | 310 |
| N756 | 2 | 22 | 3 | 10 | 5 | 32 | 26 | 118 | 218 |
| N757 | 228 | 69 | 24 | 46 | 52 | 44 | 93 | 0 | 556 |
| N800 | 174 | 27 | 9 | 11 | 25 | 25 | 37 | 0 | 308 |
| N802 | 0 | 99 | 3 | 23 | 22 | 97 | 16 | 59 | 319 |
| N1012 | 0 | 3 | 2 | 6 | 28 | 25 | 6 | 183 | 251 |
| N1015 | 0 | 29 | 1 | 25 | 25 | 64 | 76 | 451 | 671 |
| N1016 | 0 | 88 | 8 | 21 | 35 | 86 | 52 | 335 | 626 |
| N1017 | 0 | 110 | 11 | 23 | 74 | 81 | 28 | 429 | 757 |
| N1019 | 0 | 23 | 0 | 4 | 3 | 8 | 2 | 124 | 164 |
| N1020 | 0 | 25 | 10 | 9 | 18 | 9 | 28 | 205 | 303 |
| N1021 | 58 | 16 | 5 | 16 | 12 | 47 | 106 | 77 | 338 |
| N1022 | 0 | 147 | 35 | 35 | 32 | 27 | 177 | 340 | 792 |
| N1023 | 0 | 68 | 5 | 26 | 12 | 31 | 29 | 250 | 422 |
| N1024 | 0 | 172 | 0 | 20 | 23 | 567 | 744 | 2024 | 3549 |
| **Average** | **34** | **49** | **6** | **15** | **22** | **58** | **62** | **215** | **462** |
| **CV** | **185%** | **94%** | **125%** | **71%** | **68%** | **172%** | **215%** | **168%** | **133%** |

**Table B4**

**Enterprise Mix and Labour - North**

|  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
|  | **Labour** | | | | | | **Proportion of effective area** | | | |
|  | **Permanent** | **Casual** | **Contract** | **Owner/ Operator** | **Labour efficiency** | **Labour efficiency** | **Beef** | **Wool**  **Sheep** | **Prime**  **Lamb** | **Cropping** |
|  | **% of total**  **FTE** | **% of total FTE** | **% of total**  **FTE** | **% of total**  **FTE** | **ha/FTE** | **DSE/FTE** | **%** | **%** | **%** | **%** |
| N584 | 43% | 10% | 34% | 13% | 393 | 8899 | 49% | 51% | 0% | 0% |
| N585 | 0% | 3% | 1% | 96% | 673 | 5865 | 100% | 0% | 0% | 0% |
| N586 | 0% | 0% | 1% | 99% | 511 | 2947 | 0% | 100% | 0% | 0% |
| N588 | 0% | 0% | 17% | 83% | 729 | 5033 | 6% | 79% | 15% | 1% |
| N589 | 0% | 0% | 40% | 60% | 868 | 11324 | 0% | 100% | 0% | 0% |
| N599 | 0% | 2% | 20% | 78% | 336 | 3699 | 0% | 65% | 35% | 0% |
| N615 | 50% | 0% | 19% | 31% | 496 | 5424 | 7% | 89% | 4% | 0% |
| N630 | 34% | 0% | 5% | 62% | 494 | 3928 | 38% | 0% | 62% | 0% |
| N678 | 0% | 0% | 2% | 98% | 331 | 2601 | 96% | 0% | 0% | 4% |
| N683 | 80% | 0% | 1% | 19% | 294 | 2504 | 100% | 0% | 0% | 0% |
| N688 | 58% | 11% | 0% | 31% | 613 | 6847 | 30% | 0% | 70% | 0% |
| N706 | 0% | 0% | 5% | 95% | 312 | 804 | 34% | 0% | 66% | 0% |
| N707 | 0% | 0% | 9% | 91% | 577 | 8079 | 100% | 0% | 0% | 0% |
| N708 | 35% | 2% | 0% | 63% | 789 | 9057 | 92% | 0% | 0% | 8% |
| N744 | 32% | 0% | 6% | 62% | 341 | 1017 | 0% | 53% | 11% | 36% |
| N745 | 0% | 23% | 24% | 54% | 399 | 6089 | 21% | 79% | 0% | 0% |
| N756 | 0% | 36% | 13% | 51% | 365 | 3504 | 15% | 0% | 85% | 0% |
| N757 | 92% | 0% | 8% | 0% | 239 | 2479 | 51% | 0% | 49% | 0% |
| N800 | 100% | 0% | 0% | 0% | 432 | 4330 | 100% | 0% | 0% | 0% |
| N802 | 0% | 0% | 7% | 93% | 1035 | 9782 | 100% | 0% | 0% | 0% |
| N1012 | 0% | 0% | 2% | 98% | 462 | 1866 | 0% | 100% | 0% | 0% |
| N1015 | 0% | 0% | 0% | 100% | 187 | 1972 | 100% | 0% | 0% | 0% |
| N1016 | 0% | 0% | 5% | 95% | 190 | 2734 | 100% | 0% | 0% | 0% |
| N1017 | 0% | 0% | 7% | 93% | 188 | 3334 | 100% | 0% | 0% | 0% |
| N1019 | 0% | 0% | 10% | 90% | 575 | 1434 | 33% | 42% | 0% | 25% |
| N1020 | 0% | 24% | 1% | 75% | 315 | 2016 | 0% | 0% | 85% | 15% |
| N1021 | 43% | 0% | 11% | 46% | 522 | 1901 | 0% | 0% | 40% | 60% |
| N1022 | 0% | 0% | 3% | 97% | 217 | 2231 | 86% | 0% | 17% | 0% |
| N1023 | 0% | 21% | 2% | 77% | 244 | 2373 | 78% | 22% | 0% | 0% |
| N1024 | 0% | 7% | 13% | 81% | 34 | 569 | 0% | 0% | 85% | 15% |
| **Average** | **19%** | **5%** | **9%** | **68%** | **439** | **4155** | **48%** | **26%** | **21%** | **5%** |
| **CV** | **162%** | **200%** | **113%** | **46%** | **51%** | **70%** | **89%** | **146%** | **149%** | **244%** |

**Table B5**

**Capital Structure - North**

|  |  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
|  | **Farm area** | | **Farm assets** | | | | | | **Debt and equity** | | |
| **Freehold** | | **Leased** | **Livestock** | **Plant and** | **Other** | **Leased** | **Freehold** | **Total** | **Total** | **Equity** | **Equity** |
| **area** | | **area** | **Equipment** | **assets** | **land** | **land** | **assets** | **Liabilities** |
|  | |  |  | **managed** |  |  | **managed** |  |
| **ha** | | **ha** | **$** | **$** | **$** | **$** | **$** | **$** | **$** | **$** | **%** |
| Average | 876 | 811 | 844,652 | 279,846 | 615,794 | 1,212,211 | 4,241,974 | 7,194,478 | 485,105 | 5,465,595 | 88% |
| cv | 92% | 96% | 128% | 128% | 147% | 202% | 85% | 90% | 172% | 86% | 19% |

**Table B6**

**Beef Production Information - North**

|  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
|  |  | **Components of diet - % ME consumed by enterprise** | | | | **Reproduction** | | | | **Production** | | | |
| **Farm No** | **Stocking rate** | **Concen- trate** | **Silage** | **Hay** | **Grazed feed** | **Calving pattern** | **Major calving period** | **Cows (+2 years) an- nual aver- age calving rate** | **Heifers (1-2 years) annu- al average calving rate** | **Beef meat sold** | **Average sale weight** | **Average price received** | **Average price received** |
|  | **DSE/ha\*** | **% of en- terprise total** | **% of en- terprise total** | **% of en- terprise total** | **% of enterprise total** |  | **season** | **%** | **%** | **kg LWT/**  **ha\*** | **kg LWT/**  **hd** | **$/hd** | **$/kg LWT** |
| N584 | 22.7 | 13% | 0% | 2% | 85% | Single breeding period | Spring | 79% | 61% | 459 | 560 | 1981 | 3.5 |
| N585 | 8.7 | 0% | 0% | 1% | 99% | Single breeding period | Spring | 84% | 85% | 142 | 436 | 1042 | 3.0 |
| N588 | 7.0 | 0% | 0% | 1% | 99% | Single breeding period | Spring | 94% |  | 216 | 471 | 1628 | 3.5 |
| N615 | 10.9 | 0% | 0% | 2% | 98% | Single breeding period | Winter | 92% | 77% | 340 | 547 | 1104 | 2.6 |
| N630 | 7.9 | 0% | 0% | 2% | 98% | Single breeding period | Winter | 91% | 0% | 93 | 665 | 1637 | 2.7 |
| N678 | 8.2 | 0% | 6% | 4% | 91% | Single breeding period | Autumn | 95% | 79% | 271 | 517 | 1141 | 2.1 |
| N683 | 8.5 | 0% | 3% | 5% | 92% |  |  |  |  | 277 | 501 | 1507 | 3.3 |
| N688 | 11.2 | 0% | 0% | 0% | 100% | Single breeding period | Spring | 94% |  | 182 | 619 | 1314 | 2.4 |
| N706 | 2.6 | 0% | 0% | 8% | 92% |  |  |  |  | 326 | 346 | 886 | 2.6 |
| N707 | 14.0 | 0% | 1% | 0% | 99% | Single breeding period | Spring | 85% | 73% | 328 | 529 | 1619 | 3.2 |
| N708 | 12.5 | 0% | 0% | 1% | 99% | Single breeding period | Spring | 83% | 66% | 163 | 622 | 1584 | 3.1 |
| N745 | 15.3 | 0% | 1% | 13% | 86% | Single breeding period | Spring | 90% |  | 356 | 558 | 1497 | 3.3 |
| N756 | 9.6 | 0% | 0% | 2% | 98% | Single breeding period | Spring | 83% |  | 153 | 505 | 1108 | 2.6 |
| N757 | 10.4 | 0% | 6% | 9% | 85% | Single breeding period | Autumn | 69% | 86% | 354 | 581 | 1348 | 2.9 |
| N800 | 10.0 | 0% | 1% | 8% | 91% | Split breeding period | Spring | 92% | 94% | 132 | 474 | 1251 | 4.3 |
| N802 | 9.4 | 2% | 9% | 38% | 50% | Single breeding period | Spring | 92% | 92% | 301 | 570 | 2074 | 3.7 |
| N1015 | 10.6 | 6% | 1% | 9% | 84% | Split breeding period | Spring | 62% | 100% | 250 | 584 | 1816 | 3.8 |
| N1016 | 14.4 | 0% | 3% | 2% | 95% | Single breeding period | Spring | 99% |  | 354 | 587 | 1430 | 2.8 |
| N1017 | 17.7 | 0% | 1% | 3% | 96% | Single breeding period | Spring | 96% |  | 568 | 376 | 1405 | 3.2 |
| N1019 | 3.3 | 0% | 0% | 0% | 100% |  |  |  |  | 0 | 0 |  | 0.0 |
| N1022 | 10.0 | 1% | 2% | 2% | 96% | Single breeding period | Autumn | 94% | 74% | 171 | 305 | 1308 | 3.2 |
| N1023 | 9.7 | 0% | 4% | 6% | 89% | Single breeding period | Winter | 97% | 88% | 283 | 641 | 1270 | 2.9 |
| **Average** | **10.7** | **1%** | **2%** | **5%** | **92%** |  |  | **88%** | **81%** | **260** | **500** | **1426** | **2.9** |
| **CV** | **41%** | **293%** | **143%** | **151%** | **12%** |  |  | **11%** | **31%** | **49%** | **29%** | **21%** | **28%** |

\*beef grazed area

**Table B7**

**Beef Gross Margin - North**

|  |  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| **Income** | | | | | **Variable costs** | | | | | |  |
| **Farm No** | **Stock sales income** | **Stock purchas- es** | **Stock inventory change** | **Total Beef Income** | **Live- stock costs** | **Live- stock market- ing costs** | **Supple- mentary feed** | **Pasture costs\*** | **Agist- ment costs** | **Beef variable costs** | **Gross**  **Margin** |
|  | **$/ha\*** | **$/ha\*** | **$/ha\*** | **$/ha\*** | **$/ha\*** | **$/ha\*** | **$/ha\*** | **$/ha\*** | **$/ha\*** | **$/ha\*** | **$/ha\*** |
| N584 | 1587 | 186 | 271 | 1672 | 31 | 57 | 397 | 201 | 29 | 714 | 958 |
| N585 | 428 | 40 | -29 | 359 | 4 | 35 | 9 | 40 | 0 | 88 | 270 |
| N588 | 746 | 0 | -337 | 409 | 1 | 61 | 9 | 18 | 0 | 89 | 320 |
| N615 | 877 | 19 | -611 | 247 | 5 | 54 | 40 | 28 | 0 | 128 | 119 |
| N630 | 255 | 22 | 94 | 327 | 22 | 22 | 22 | 40 | 7 | 113 | 214 |
| N678 | 581 | 37 | -18 | 526 | 8 | 40 | 96 | 114 | 11 | 268 | 257 |
| N683 | 916 | 510 | 74 | 481 | 3 | 76 | 81 | 57 | 0 | 217 | 263 |
| N688 | 434 | 11 | 138 | 561 | 3 | 34 | 0 | 11 | 0 | 48 | 513 |
| N706 | 844 | 589 | 0 | 255 | 29 | 84 | 22 | 144 | 0 | 278 | -23 |
| N707 | 1053 | 37 | 0 | 1016 | 39 | 19 | 19 | 118 | 0 | 195 | 821 |
| N708 | 502 | 82 | 124 | 543 | 5 | 11 | 16 | 65 | 0 | 98 | 446 |
| N745 | 1185 | 630 | 89 | 644 | 24 | 71 | 326 | 97 | 0 | 519 | 125 |
| N756 | 398 | 0 | -8 | 390 | 15 | 40 | 6 | 107 | 0 | 167 | 223 |
| N757 | 1021 | 21 | -58 | 942 | 55 | 63 | 239 | 135 | 0 | 492 | 450 |
| N800 | 570 | 0 | 111 | 681 | 27 | 41 | 109 | 89 | 0 | 266 | 416 |
| N802 | 1105 | 0 | -312 | 793 | 80 | 61 | 508 | 171 | 0 | 821 | -27 |
| N1015 | 938 | 89 | -44 | 805 | 6 | 54 | 254 | 6 | 0 | 320 | 485 |
| N1016 | 983 | 280 | 35 | 739 | 9 | 59 | 96 | 108 | 0 | 272 | 467 |
| N1017 | 1817 | 0 | -967 | 850 | 47 | 135 | 107 | 121 | 0 | 411 | 440 |
| N1019 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| N1022 | 555 | 0 | -69 | 486 | 11 | 31 | 46 | 217 | 0 | 304 | 182 |
| N1023 | 808 | 30 | -27 | 751 | 109 | 124 | 91 | 130 | 49 | 502 | 249 |
| **Average** | **800** | **117** | **-70** | **613** | **24** | **53** | **113** | **92** | **4** | **287** | **326** |
| **CV** | **52%** | **170%** | **390%** | **56%** | **115%** | **61%** | **125%** | **68%** | **274%** | **75%** | **76%** |

\*beef grazed area

**Table B8**

**Prime Lamb Production Information - North**

|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
|  |  | **Components of diet - % ME consumed by enterprise** | | | | **Reproduction** | | | | **Wool** | | **Lamb sales** | | | |
| **Farm No** | **Stocking** | **Concen-** | **Silage** | **Hay** | **Grazed** | **Lambing pattern** | **Major** | **Ewes (+2** | **Ewes (1-2** | **Greasy** | **Greasy** | **Lamb** | **Average** | **Average** | **Average** |
| **rate** | **trate** | **feed** | **lambing** | **years) annu-** | **years) annual** | **wool cut** | **wool** | **meat** | **lamb** | **lamb** | **lamb** |
|  |  |  | **period** | **al average** | **average** |  | **price** | **sold\*\*** | **sale** | **sale** | **sale** |
|  |  |  |  | **marking** | **marking rate** |  | **received** |  | **weight\*\*** | **price\*\*** | **price\*\*** |
|  |  |  |  | **rate** |  |  |  |  |  |  |  |
| **DSE/ha\*** | | **% of en-** | **% of en-** | **% of en-** | **% of** | **season** | | **%** | **%** | **kg/ha\*** | **$/kg** | **kg CWT/** | **kg CWT/** | **$/head** | **$/kg** |
| **terprise** | **terprise** | **terprise** | **enterprise** | **ha\*** | **hd** | **CWT** |
| **total** | **total** | **total** | **total** |  |  |  |
| N588 | 7.0 | 2% | 0% | 0% | 98% | Single breeding | Spring | 112% | 15 | | 10.6 | 52 | 21 | 200 | 9.3 |
| period |
| N599 | 11.0 | 5% | 0% | 0% | 95% | Single breeding | Spring | 103% | 29 | | 5.0 | 86 | 23 | 176 | 7.7 |
| period |
| N615 | 10.9 | 11% | 0% | 5% | 84% | Single breeding | Autumn | 146% | 25 | | 6.9 | 127 | 19 | 150 | 8.0 |
| period |
| N630 | 7.9 | 1% | 0% | 0% | 99% | Single breeding | Summer | 98% | 16 | | 5.0 | 74 | 23 | 160 | 7.0 |
| period |
| N688 | 11.2 | 0% | 0% | 0% | 100% | Single breeding | Spring | 90% | 15 | | 2.7 | 55 | 22 | 169 | 7.7 |
| period |
| N706 | 2.6 | 4% | 0% | 20% | 76% |  |  |  | 12 | | 2.9 | 255 | 25 | 208 | 8.5 |
| N744 | 4.7 | 12% | 0% | 4% | 84% | Single breeding | Winter | 138% | 15 | | 4.5 | 79 | 27 | 225 | 8.4 |
| period |
| N756 | 9.6 | 2% | 0% | 0% | 98% | Single breeding | Spring | 88% | 16 | | 8.4 | 43 | 23 | 183 | 7.9 |
| period |
| N757 | 10.4 | 4% | 3% | 3% | 91% | Single breeding | Spring | 106% | 25 | | 3.5 | 122 | 20 | 175 | 8.5 |
| period |
| N1020 | 7.5 | 13% | 0% | 5% | 82% | Multiple breeding | Winter | 113% | 77% | 1 | 2.5 | 62 | 27 | 344 | 12.8 |
| periods |
| N1021 | 9.2 | 3% | 0% | 1% | 96% | Single breeding | Autumn | 102% | 22 | | 8.3 | 90 | 28 | 244 | 8.8 |
| period |
| N1022 | 10.0 | 13% | 0% | 8% | 79% |  |  |  | 14 | | 144 | | 17 | 170 | 9.9 |
| N1024 | 19.3 | 19% | 0% | 14% | 67% | Split breeding period | Autumn | 106% | 25 | | 3.5 | 622 | 24 | 224 | 9.4 |
| **Average** | **9.3** | **7%** | **0%** | **5%** | **88%** |  | **109%** | | **77%** | **18** | **5.3** | **139** | **23** | **202** | **8.7** |
| **CV** | **43%** | **88%** | **361%** | **135%** | **12%** |  | **16%** | | **0%** | **42%** | **50%** | **112%** | **14%** | **25%** | **17%** |

**Table B9**

**Prime Lamb Production Information - North**

|  |  |  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| **Income** | | | | | | **Variable costs** | | | | | | **Gross margin** |
| **Farm No** | **Stock sales income** | **Stock pur- chases** | **Stock Inventory change** | **Wool sales income** | **Total Prime Lamb Income** | **Livestock costs** | **Livestock marketing costs** | **Supplementary feed** | **Pasture costs\*** | **Agistment costs** | **Prime Lamb variable costs** | **Gross Margin** |
|  | **$/ha\*** | **$/ha\*** | **$/ha\*** | **$/ha\*** | **$/ha\*** | **$/ha\*** | **$/ha\*** | **$/ha\*** | **$/ha\*** | **$/ha\*** | **$/ha\*** | **$/ha\*** |
| N588 | 482 | 0 | -8 | 159 | 633 | 25 | 49 | 5 | 18 | 0 | 98 | 535 |
| N599 | 734 | 151 | -26 | 147 | 705 | 63 | 69 | 39 | 49 | 0 | 219 | 485 |
| N615 | 1160 | 346 | 234 | 171 | 1220 | 126 | 79 | 184 | 28 | 0 | 418 | 802 |
| N630 | 564 | 213 | 97 | 83 | 532 | 57 | 66 | 17 | 40 | 0 | 181 | 351 |
| N688 | 671 | 29 | -77 | 7 | 644 | 37 | 52 | 1 | 11 | 0 | 101 | 543 |
| N706 | 2548 | 3081 | 752 | 35 | 254 | 139 | 198 | 64 | 144 | 3 | 548 | -294 |
| N744 | 692 | 43 | -66 | 55 | 639 | 47 | 62 | 83 | 54 | 5 | 251 | 388 |
| N756 | 428 | 30 | 25 | 72 | 536 | 86 | 39 | 12 | 107 | 0 | 245 | 291 |
| N757 | 1192 | 218 | -319 | 38 | 776 | 122 | 75 | 103 | 135 | 0 | 435 | 341 |
| N1020 | 843 | 89 | -77 | 6 | 683 | 56 | 50 | 128 | 42 | 9 | 286 | 397 |
| N1021 | 908 | 136 | -68 | 183 | 887 | 88 | 71 | 32 | 68 | 0 | 260 | 628 |
| N1022 | 1432 | 1455 | 889 | 0 | 865 | 106 | 212 | 212 | 217 | 0 | 747 | 118 |
| N1024 | 6580 | 2857 | 635 | 87 | 4446 | 367 | 743 | 507 | 1114 | 152 | 2882 | 1564 |
| **Average** | **1403** | **665** | **153** | **80** | **986** | **101** | **136** | **107** | **156** | **13** | **513** | **473** |
| **CV** | **118%** | **164%** | **242%** | **82%** | **108%** | **86%** | **140%** | **129%** | **188%** | **321%** | **143%** | **89%** |

\*prime lamb grazed area

\*Weaned and unweaned lambs only

**Table B10**

**Wool Sheep Production Information - North**

|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
|  |  | **Components of diet - % ME consumed by enterprise** | | | | **Reproduction** | | | | **Production** | | | | | |
| **Farm No** | **Stocking** | **Concen-** | **Silage** | **Hay** | **Grazed** | **Lambing pattern** | **Major** | **Ewes (+2** | **Ewes (1-2** | **Sheep** | **Greasy** | **Greasy** | **Average** | **Average** | **Greasy** |
| **rate** | **trate** | **feed** | **lambing** | **years) annual** | **years) annual** | **meat** | **wool cut** | **wool cut** | **yield** | **micron** | **wool price** |
|  |  |  | **period** | **average** | **average** | **sold** |  |  |  |  | **received** |
|  |  |  |  | **marking rate** | **marking rate** |  |  |  |  |  |  |
| **DSE/ha\*** | | **% of en-** | **% of en-** | **% of en-** | **% of en-** | **season** | | **%** | **%** | **kg LWT/** | **kg/head** | **kg/ha\*** | **%** | **$/kg** | |
| **terprise** | **terprise** | **terprise** | **terprise** | **ha\*** |
| **total** | **total** | **total** | **total** |  |
| N584 | 22.7 | 2% | 0% | 0% | 98% | Single breeding | Spring | 62% | 54% | 192 | 5.1 | 75.2 | 71% | 17.0 | 11.4 |
| period |
| N586 | 5.8 | 6% | 0% | 0% | 94% | Single breeding | Spring | 94% | 77 | | 4.4 | 23.6 | 65% | 16.6 | 12.1 |
| period |
| N588 | 7.0 | 1% | 0% | 0% | 99% |  |  |  | 77 | | 5.2 | 25.5 | 70% | 18.2 | 12.3 |
| N589 | 13.0 | 4% | 0% | 0% | 96% | Single breeding | Spring | 80% | 73 | | 3.4 | 31.1 | 67% | 17.4 | 10.8 |
| period |
| N599 | 11.0 | 10% | 0% | 1% | 89% | Single breeding | Spring | 68% | 131 | | 3.8 | 39.4 | 68% | 16.5 | 11.2 |
| period |
| N615 | 10.9 | 6% | 0% | 1% | 93% | Single breeding | Winter | 77% | 93 | | 3.5 | 10.9 | 70% | 17.7 | 10.0 |
| period |
| N744 | 4.7 | 6% | 0% | 2% | 92% | Single breeding | Winter | 113% | 44 | | 3.9 | 13.4 | 64% | 19.2 | 10.2 |
| period |
| N745 | 15.3 | 4% | 0% | 0% | 96% | Single breeding | Spring | 69% | 125 | | 3.3 | 38.8 | 68% | 15.0 | 14.5 |
| period |
| N1012 | 4.0 | 3% | 0% | 0% | 97% | Single breeding | Winter | 92% | 26 | | 4.3 | 7.0 | 66% | 18.5 | 8.2 |
| period |
| N1019 | 3.3 | 4% | 0% | 1% | 94% | Split breeding | Autumn | 86% | 36 | | 3.9 | 20.1 | 65% | 19.3 | 10.6 |
| period |
| N1023 | 9.7 | 0% | 0% | 0% | 100% |  |  |  | 92 | | 4.0 | 13.4 | 70% | 17.8 | 13.8 |
| **Average** | **9.8** | **4%** | **0%** | **0%** | **95%** |  | **82%** | | **54%** | **88** | **4.1** | **27** | **68%** | **17.5** | **11.4** |
| **CV** | **59%** | **67%** | **332%** | **145%** | **3%** |  | **19%** | | **0%** | **55%** | **15%** | **71%** | **4%** | **7%** | **15%** |

**Table B11**

**Wool Sheep Gross Margin - North**

|  |  |  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| **Income** | | | | | | **Variable costs** | | | | | |  |
| **Farm No** | **Stock sales income** | **Stock purchas- es** | **Stock Inventory change** | **Wool sales income** | **Total Wool Sheep Income** | **Live- stock costs** | **Live- stock market- ing costs** | **Supple- mentary feed** | **Pasture costs\*** | **Agist- ment costs** | **Wool Sheep variable costs** | **Gross**  **Margin** |
|  | **$/ha\*** | **$/ha\*** | **$/ha\*** | **$/ha\*** | **$/ha\*** | **$/ha\*** | **$/ha\*** | **$/ha\*** | **$/ha\*** | **$/ha\*** | **$/ha\*** | **$/ha\*** |
| N584 | 662 | 4 | -149 | 852 | 1356 | 215 | 68 | 32 | 201 | 0 | 515 | 841 |
| N586 | 251 | 0 | -15 | 286 | 522 | 74 | 39 | 9 | 54 | 0 | 176 | 346 |
| N588 | 276 | 3 | -222 | 313 | 364 | 29 | 33 | 9 | 18 | 0 | 90 | 275 |
| N589 | 154 | 0 | -88 | 244 | 310 | 83 | 25 | 47 | 34 | 0 | 189 | 121 |
| N599 | 395 | 9 | -49 | 441 | 777 | 134 | 46 | 84 | 49 | 0 | 313 | 465 |
| N615 | 269 | 176 | 160 | 269 | 522 | 80 | 34 | 74 | 28 | 0 | 217 | 304 |
| N744 | 146 | 5 | 94 | 142 | 376 | 53 | 18 | 39 | 54 | 6 | 163 | 212 |
| N745 | 371 | 0 | -53 | 756 | 921 | 169 | 57 | 73 | 97 | 0 | 396 | 525 |
| N1012 | 96 | 13 | 5 | 74 | 148 | 21 | 14 | 10 | 0 | 0 | 44 | 104 |
| N1019 | 138 | 0 | 152 | 214 | 504 | 61 | 24 | 18 | 17 | 0 | 121 | 384 |
| N1023 | 261 | 172 | -6 | 185 | 267 | 28 | 37 | 0 | 130 | 67 | 195 | 71 |
| **Average** | **274** | **35** | **-16** | **343** | **552** | **86** | **36** | **36** | **62** | **7** | **220** | **332** |
| **CV** | **58%** | **198%** | **754%** | **72%** | **63%** | **72%** | **45%** | **83%** | **95%** | **302%** | **63%** | **67%** |

\*Wool sheep grazed area \*Weaned and unweaned lambs only

**Table B12**

**Average Whole Farm Economic Performance - North**

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
| **Year** | **Gross**  **Income** | **Variable**  **Costs** | **Overhead**  **Costs** | **Earnings before**  **Interest and Tax** | **Return on**  **Assets** | **Return on Equity** |
|  | **REAL** | **REAL** | **REAL** | **REAL** |  |  |
|  | **($/HA)** | **($/HA)** | **($/HA)** | **($/HA)** | **%** | **%** |
| 2004-05 | $383 | $151 | $158 | $75 | 1.1% | -0.2% |
| 2005-06 | $369 | $150 | $157 | $61 | 1.5% | 0.0% |
| 2006-07 | $365 | $218 | $147 | $0 | 0.2% | -1.8% |
| 2007-08 | $372 | $145 | $149 | $79 | 2.4% | 1.5% |
| 2008-09 | $329 | $151 | $168 | $10 | 0.3% | -1.3% |
| 2009-10 | $413 | $125 | $188 | $100 | 2.5% | 2.0% |
| 2010-11 | $585 | $131 | $239 | $214 | 4.5% | 4.9% |
| 2011-12 | $505 | $152 | $216 | $137 | 2.9% | 2.6% |
| 2012-13 | $433 | $190 | $215 | $28 | 0.6% | -1.8% |
| 2013-14 | $475 | $166 | $198 | $112 | 2.0% | 0.9% |
| 2014-15 | $499 | $196 | $210 | $93 | 1.9% | 1.0% |
| 2015-16 | $549 | $222 | $245 | $82 | 1.4% | 0.5% |
| 2016-17 | $790 | $232 | $295 | $263 | 4.3% | 4.4% |
| 2017-18 | $741 | $229 | $325 | $188 | 2.7% | 2.7% |
| 2018-19 | $689 | $339 | $309 | $41 | 0.5% | -0.7% |
| 2019-20 | $892 | $378 | $462 | $53 | 1.2% | 1.4% |
| **Average** | **$524** | **$198** | **$230** | **$96** | **1.9%** | **1.0%** |

Note: ‘Real’ dollar values are the nominal values converted to 2019-20 dollar equivalents by the C.P.I. to allow for inflation. The data in the above table from 2004-05 to 2008-09 has been obtained from the Sheep Farm Monitor Project. Data from 2009-10 onwards has been obtained from the Livestock Farm Monitor Project.

**Table B13**

**Historical Gross Margins For Livestock Enterprises - North**

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
| **Year** | **Wool Sheep** | | **Prime Lamb** | | **Beef Cattle** | |
|  | **REAL** | **REAL** | **REAL** | **REAL** | **REAL** | **REAL** |
|  | **($/DSE)** | **($/HA)** | **($/DSE)** | **($/HA)** | **($/DSE)** | **($/HA)** |
| 2004-05 | $20 | $178 |  |  |  |  |
| 2005-06 | $15 | $145 |  |  |  |  |
| 2006-07 | $15 | $126 |  |  |  |  |
| 2007-08 | $20 | $156 | $13 | $114 |  |  |
| 2008-09 | $16 | $133 | $20 | $171 |  |  |
| 2009-10 | $29 | $245 | $30 | $273 | $36 | $425 |
| 2010-11 | $51 | $464 | $54 | $470 | $37 | $428 |
| 2011-12 | $38 | $384 | $32 | $289 | $29 | $330 |
| 2012-13 | $20 | $194 | $28 | $215 | $26 | $279 |
| 2013-14 | $25 | $257 | $35 | $350 | $28 | $348 |
| 2014-15 | $28 | $302 | $31 | $315 | $27 | $305 |
| 2015-16 | $27 | $232 | $34 | $237 | $41 | $465 |
| 2016-17 | $45 | $381 | $56 | $522 | $49 | $509 |
| 2017-18 | $64 | $515 | $55 | $532 | $42 | $461 |
| 2018-19 | $33 | $321 | $48 | $453 | $17 | $210 |
| 2019-20 | $40 | $332 | $41 | $473 | $28 | $341 |
| **Average** | **$30** | **$273** | **$37** | **$340** | **$33** | **$373** |

Note: ‘Real’ dollar values are the nominal values converted to 2019-20 dollar equivalents by the C.P.I. to allow for inflation. The data in the above table from 2004-05 to 2008-09 has been obtained from the Sheep Farm Monitor Project. Data from 2009 -10 onwards has been obtained from the Livestock Farm Monitor Project. Early figures for prime lamb and beef cattle enterprises were not reported in the old Sheep Farm Monitor Projects and are therefore not shown in the above table.

**Table B14**

**Historical Data For Selected Enterprise Measures - North**

|  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| **Year** | **Stocking**  **Rate** | **Wool Sheep** | | | | | **Prime Lamb** | | **Beef Cattle** | |
|  |  | **Micron** | **Wool Cut (Gr.)** | **Net Wool Price** | **Ave Sale Price** | **Lamb** | **Ave Sale Price** | **Lamb** | **Calving** | **Ave Sale Price** |
|  | **DSE/HA** |  | **KG/HA** | **REAL** | **REAL** | **%** | **REAL** | **%** | **%** | **REAL** |
|  |  | **($/KG) GR** | **($/HD)** | **$/HD** | **$/HD** |
| 2004-05 | 9.3 | 19.2 | 33.0 | $6.8 | $65 | 75% |  |  |  |  |
| 2005-06 | 9.8 | 18.8 | 30.0 | $6.9 | $56 | 79% |  |  |  |  |
| 2006-07 | 9.7 | 18.3 | 30.0 | $9.2 | $44 | 69% |  |  |  |  |
| 2007-08 | 8.2 | 18.8 | 29.0 | $7.8 | $52 | 72% | $67 | 87% |  |  |
| 2008-09 | 8.5 | 18.4 | 29.0 | $7.2 | $56 | 80% | $85 | 98% |  |  |
| 2009-10 | 8.8 | 18.3 | 27.0 | $7.4 | $87 | 77% | $115 | 111% | 87% | $777 |
| 2010-11 | 9.4 | 18.6 | 32.0 | $10.3 | $120 | 78% | $149 | 105% | 87% | $992 |
| 2011-12 | 9.3 | 18.5 | 29.3 | $9.8 | $92 | 84% | $118 | 107% | 87% | $943 |
| 2012-13 | 9.4 | 18.5 | 30.1 | $8.4 | $63 | 80% | $89 | 111% | 87% | $920 |
| 2013-14 | 9.8 | 18.0 | 32.5 | $8.0 | $69 | 77% | $99 | 109% | 93% | $766 |
| 2014-15 | 10.2 | 18.1 | 36.3 | $8.9 | $82 | 78% | $109 | 112% | 90% | $1,013 |
| 2015-16 | 8.8 | 17.8 | 28.0 | $9.4 | $76 | 85% | $109 | 119% | 90% | $1,273 |
| 2016-17 | 9.9 | 17.8 | 30.7 | $12.3 | $109 | 75% | $141 | 113% | 85% | $1,656 |
| 2017-18 | 10.7 | 18.0 | 31.7 | $15.0 | $111 | 89% | $143 | 118% | 89% | $1,329 |
| 2018-19 | 10.4 | 17.7 | 31.3 | $13.6 | $100 | 79% | $154 | 114% | 88% | $1,094 |
| 2019-20 | 10.3 | 17.5 | 27.1 | $10.9 | $148 | 82% | $202 | 109% | 88% | $1,351 |
| **Average** | **9.5** | **18.3** | **30.4** | **$9.5** | **$83** | **79%** | **$122** | **109%** | **88%** | **$1,101** |

Note: ‘Real’ dollar values are the nominal values converted to 2019-20 dollar equivalents by the C.P.I. to allow for inflation. The data in the above table from 2004-05 to 2008-09 has been obtained from the Sheep Farm Monitor Project. Data from 2009 -10 onwards has been obtained from the Livestock Farm Monitor Project. Early figures for prime lamb and beef cattle enterprises were not reported in the old Sheep Farm Monitor Projects and are therefore not shown in the above table.

**Table C1**

**Whole-farm Profit Performance - Gippsland**

|  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| **Farm No** | **Gross Farm Income** | **Total Variable costs** | **Total Gross Margin** | **Total Over- head costs** | **Earnings before Interest and Tax** | **Interest and lease costs** | **Net farm income** | **Return on Assets** | **Return on Eq- uity** |
|  | **$/ha** | **$/ha** | **$/ha** | **$/ha** | **$/ha** | **$/ha** | **$/ha** | **%** | **%** |
| G553 | 843 | 365 | 478 | 319 | 158 | 12 | 146 | 1.8% | 1.7% |
| G555 | 996 | 289 | 707 | 247 | 460 | 35 | 424 | 7.0% | 7.8% |
| G556 | 1117 | 324 | 793 | 237 | 557 | 53 | 503 | 7.8% | 8.2% |
| G574 | 1184 | 439 | 746 | 421 | 324 | 137 | 188 | 3.5% | 15.2% |
| G636 | 815 | 256 | 558 | 150 | 408 | 11 | 397 | 6.0% | 6.1% |
| G638 | 1363 | 480 | 883 | 499 | 384 | 0 | 384 | 1.8% | 1.8% |
| G653 | 257 | 289 | -32 | 345 | -377 | 28 | -405 | -6.5% | -7.5% |
| G663 | 1774 | 793 | 982 | 657 | 325 | 0 | 325 | 1.9% | 1.9% |
| G667 | 1737 | 392 | 1345 | 586 | 759 | 0 | 759 | 4.4% | 4.4% |
| G698 | 1609 | 666 | 943 | 1060 | -117 | 0 | -117 | -0.5% | -0.5% |
| G701 | 1639 | 386 | 1253 | 506 | 746 | 0 | 746 | 4.4% | 4.4% |
| G755 | 755 | 287 | 468 | 580 | -111 | 51 | -162 | -0.6% | -0.9% |
| G804 | 1731 | 819 | 912 | 1446 | -534 | 74 | -608 | -1.6% | -2.1% |
| G1017 | 397 | 168 | 229 | 200 | 29 | 3 | 26 | 0.6% | 0.5% |
| G1018 | 870 | 589 | 282 | 480 | -198 | 86 | -284 | -2.3% | -4.5% |
| G1019 | 554 | 133 | 421 | 348 | 73 | 28 | 45 | 1.9% | 1.3% |
| G1021 | 614 | 193 | 420 | 164 | 256 | 17 | 240 | 4.6% | 4.8% |
| G1023 | 507 | 178 | 329 | 281 | 48 | 59 | -11 | 1.3% | -1.0% |
| G1022 | 2691 | 1187 | 1504 | 562 | 943 | 279 | 664 | 5.9% | 8.2% |
| G1024 | 1174 | 447 | 727 | 596 | 131 | 9 | 122 | 0.9% | 0.9% |
| G1025 | 2480 | 355 | 2125 | 1671 | 454 | 631 | -177 | 1.9% | -1.4% |
| G1026 | 1444 | 316 | 1128 | 268 | 860 | 347 | 514 | 3.6% | 10.6% |
| **Average** | **1207** | **425** | **782** | **528** | **254** | **84** | **169** | **2.2%** | **2.7%** |
| **CV** | **53%** | **60%** | **62%** | **75%** | **154%** | **179%** | **219%** | **152%** | **192%** |
| **Top 20%**  **average** | **1405** | **514** | **891** | **299** | **592** | **95** | **497** | **6.7%** | **7.6%** |

**Table C2**

**Whole-farm Feed Information - Gippsland**

|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| **Farm No** | **Total finacial year rainfall** | **Financial Year Rainfall percent- age** | **Spring**  **2019**  **Rainfall**  **percent-**  **age** | **Autumn**  **2020**  **Rainfall**  **percent-**  **age** | **Irrigation applica- tion rate** | **Annual stocking rate** | **Grazed feed as a**  **% of ME con- sumed** | **Pur- chased feed as a**  **% of ME con- sumed** | **Pasture Hay pro- duced** | **Pasture silage produced** | **Nitrogen applied** | **Phos- phorus applied** | **Potas- sium applied** | **Sulfur applied** |
|  | **mm** | **% of average** | **% of average** | **% of average** | **ML/ irrigated ha\*\*** | **DSE/ha\*** | **% of total** | **% of total** | **tonnes** | **tonnes** | **kg/ ha** | **kg/ ha** | **kg/ ha** | **kg/ ha** |
| G553 | 667 | 103% | 92% | 118% | 0.0 | 14.6 | 93% | 5% | 0 | 554 | 3 | 8 | 7 | 10 |
| G555 | 686 | 106% | 97% | 114% | 0.0 | 12.8 | 95% | 5% | 0 | 0 | 2 | 0 | 0 | 0 |
| G556 | 584 | 98% | 81% | 110% | 1.7 | 13.7 | 97% | 3% | 0 | 0 | 2 | 2 | 4 | 2 |
| G574 | 870 | 141% | 121% | 155% | 2.4 | 22.8 | 99% | 1% | 160 | 0 | 26 | 19 | 8 | 4 |
| G636 | 701 | 107% | 96% | 107% | 0.0 | 9.9 | 96% | 3% | 345 | 135 | 4 | 4 | 0 | 0 |
| G638 | 955 | 94% | 67% | 134% | 0.0 | 21.9 | 99% | 0% | 150 | 0 | 7 | 29 | 0 | 36 |
| G653 | 515 | 80% | 60% | 105% | 0.0 | 5.6 | 95% | 5% | 0 | 0 | 3 | 4 | 0 | 0 |
| G663 | 1437 | 131% | 96% | 214% | 0.0 | 24.9 | 99% | 0% | 0 | 0 | 64 | 8 | 33 | 9 |
| G667 | 1080 | 105% | 91% | 106% | 0.0 | 21.6 | 98% | 0% | 120 | 45 | 10 | 18 | 38 | 22 |
| G698 | 555 | 80% | 66% | 90% | 2.2 | 15.8 | 94% | 0% | 0 | 84 | 24 | 20 | 20 | 0 |
| G701 | 992 | 104% | 105% | 114% | 0.0 | 13.1 | 93% | 0% | 74 | 253 | 0 | 13 | 27 | 16 |
| G755 | 1282 | 127% | 86% | 161% | 0.0 | 25.8 | 93% | 0% | 126 | 101 | 55 | 9 | 30 | 11 |
| G804 | 892 | 99% | 73% | 116% | 0.0 | 28.0 | 91% | 1% | 23 | 300 | 70 | 5 | 27 | 7 |
| G1017 | 523 | 90% | 60% | 98% | 0.0 | 5.9 | 97% | 3% | 0 | 0 | 0 | 0 | 0 | 0 |
| G1018 | 505 | 65% | 60% | 77% | 0.0 | 14.0 | 92% | 8% | 100 | 100 | 24 | 8 | 3 | 2 |
| G1019 | 476 | 84% | 62% | 73% | 0.0 | 10.5 | 97% | 0% | 35 | 74 | 0 | 7 | 0 | 9 |
| G1021 | 518 | 77% | 64% | 115% | 0.0 | 11.4 | 99% | 1% | 0 | 0 | 1 | 8 | 1 | 10 |
| G1023 | 450 | 68% | 52% | 120% | 0.0 | 8.1 | 98% | 0% | 39 | 0 | 2 | 3 | 1 | 4 |
| G1022 | 1024 | 115% | 89% | 137% | 0.0 | 20.1 | 71% | 25% | 287 | 258 | 7 | 16 | 6 | 20 |
| G1024 | 606 | 93% | 81% | 97% | 0.0 | 17.4 | 94% | 0% | 117 | 0 | 6 | 16 | 44 | 19 |
| G1025 | 1181 | 119% | 116% | 101% | 0.0 | 14.9 | 95% | 0% | 123 | 0 | 21 | 10 | 19 | 10 |
| G1026 | 1024 | 115% | 89% | 137% | 0.0 | 29.2 | 100% | 0% | 0 | 0 | 16 | 6 | 21 | 7 |
| **Average** | **796** | **100%** | **82%** | **118%** | **0.3** | **16.5** | **95%** | **3%** | **77** | **87** | **16** | **10** | **13** | **9** |
| **CV** | **36%** | **20%** | **24%** | **26%** | **260%** | **42%** | **6%** | **200%** | **125%** | **163%** | **134%** | **76%** | **111%** | **102%** |

\*grazed area \*\*irrigated area

**Table C3**

**Overhead Costs - Gippsland**

|  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| **Farm No** | **Perma- nent**  **staff cost** | **Repairs and main- tenance** | **Farm electrici- ty costs** | **Farm in- surance** | **Rates** | **Other cash overhead costs** | **Depreciation** | **Owner operator labour cost** | **Total overhead cost** |
|  | **$/ha** | **$/ha** | **$/ha** | **$/ha** | **$/ha** | **$/ha** | **$/ha** | **$/ha** | **$/ha** |
| G553 | 0 | 74 | 3 | 17 | 16 | 24 | 54 | 132 | 319 |
| G555 | 61 | 36 | 8 | 12 | 15 | 24 | 18 | 74 | 247 |
| G556 | 73 | 36 | 4 | 18 | 11 | 46 | 34 | 15 | 237 |
| G574 | 118 | 40 | 8 | 17 | 21 | 13 | 31 | 174 | 421 |
| G636 | 0 | 8 | 5 | 6 | 15 | 18 | 25 | 73 | 150 |
| G638 | 150 | 50 | 77 | 32 | 57 | 48 | 18 | 68 | 499 |
| G653 | 0 | 28 | 6 | 21 | 22 | 23 | 14 | 231 | 345 |
| G663 | 0 | 111 | 2 | 16 | 47 | 117 | 94 | 270 | 657 |
| G667 | 168 | 81 | 2 | 24 | 49 | 42 | 56 | 164 | 586 |
| G698 | 0 | 203 | 7 | 36 | 56 | 77 | 79 | 601 | 1060 |
| G701 | 0 | 28 | 1 | 12 | 49 | 74 | 69 | 273 | 506 |
| G755 | 155 | 91 | 0 | 21 | 6 | 63 | 103 | 141 | 580 |
| G804 | 0 | 115 | 0 | 68 | 80 | 52 | 136 | 996 | 1446 |
| G1017 | 2 | 11 | 1 | 8 | 11 | 17 | 7 | 142 | 200 |
| G1018 | 88 | 45 | 8 | 14 | 27 | 37 | 81 | 180 | 480 |
| G1019 | 0 | 35 | 3 | 13 | 6 | 18 | 59 | 214 | 348 |
| G1021 | 28 | 17 | 2 | 6 | 6 | 26 | 20 | 59 | 164 |
| G1023 | 1 | 56 | 1 | 27 | 9 | 32 | 15 | 140 | 281 |
| G1022 | 0 | 219 | 4 | 13 | 17 | 40 | 100 | 168 | 562 |
| G1024 | 136 | 41 | 8 | 17 | 39 | 41 | 37 | 276 | 596 |
| G1025 | 0 | 211 | 11 | 66 | 0 | 214 | 102 | 1067 | 1671 |
| G1026 | 0 | 25 | 2 | 29 | 17 | 4 | 64 | 128 | 268 |
| **Average** | **45** | **71** | **7** | **22** | **26** | **48** | **55** | **254** | **528** |
| **CV** | **139%** | **90%** | **215%** | **73%** | **81%** | **95%** | **66%** | **110%** | **75%** |

**Table C4**

**Enterprise Mix & Labour - Gippsland**

|  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
|  | **Perma- nent** | **Casual** | **Contract** | **Owner/ Operator** | **Labour efficiency** | **Labour efficiency** | **Beef** | **Wool**  **Sheep** | **Prime**  **Lamb** | **Cropping** |
|  | **% of total**  **FTE** | **% of to- tal FTE** | **% of total**  **FTE** | **% of total**  **FTE** | **ha/FTE** | **DSE/FTE** | **%** | **%** | **%** | **%** |
| G553 | 0% | 7% | 28% | 64% | 413 | 6,012 | 31% | 47% | 22% | 0% |
| G555 | 31% | 0% | 32% | 38% | 423 | 5,403 | 0% | 92% | 8% | 0% |
| G556 | 39% | 23% | 30% | 8% | 452 | 5,994 | 37% | 50% | 10% | 3% |
| G574 | 44% | 0% | 6% | 50% | 233 | 4,744 | 61% | 0% | 28% | 11% |
| G636 | 0% | 0% | 65% | 35% | 412 | 4,091 | 14% | 86% | 0% | 0% |
| G638 | 68% | 0% | 0% | 32% | 405 | 8,849 | 62% | 0% | 38% | 0% |
| G653 | 0% | 0% | 14% | 86% | 303 | 1,699 | 3% | 97% | 0% | 0% |
| G663 | 0% | 5% | 5% | 90% | 287 | 7,168 | 100% | 0% | 0% | 0% |
| G667 | 34% | 0% | 2% | 64% | 179 | 3,871 | 100% | 0% | 0% | 0% |
| G698 | 0% | 3% | 4% | 93% | 128 | 2,030 | 100% | 0% | 0% | 0% |
| G701 | 0% | 0% | 7% | 93% | 295 | 3,852 | 100% | 0% | 0% | 0% |
| G755 | 65% | 0% | 2% | 33% | 200 | 5,149 | 100% | 0% | 0% | 0% |
| G804 | 0% | 0% | 4% | 96% | 75 | 2,101 | 100% | 0% | 0% | 0% |
| G1017 | 0% | 18% | 10% | 72% | 441 | 2,590 | 0% | 100% | 0% | 0% |
| G1018 | 35% | 0% | 6% | 59% | 230 | 3,209 | 74% | 16% | 10% | 0% |
| G1019 | 0% | 8% | 0% | 92% | 326 | 3,422 | 63% | 20% | 17% | 0% |
| G1021 | 43% | 1% | 2% | 54% | 786 | 8,950 | 100% | 0% | 0% | 0% |
| G1023 | 0% | 3% | 5% | 91% | 521 | 4,213 | 55% | 45% | 0% | 0% |
| G1022 | 0% | 36% | 8% | 56% | 236 | 4,730 | 82% | 0% | 18% | 0% |
| G1024 | 43% | 0% | 0% | 57% | 179 | 3,118 | 100% | 0% | 0% | 0% |
| G1025 | 0% | 0% | 2% | 98% | 68 | 1,015 | 100% | 0% | 0% | 0% |
| G1026 | 0% | 29% | 6% | 65% | 425 | 12,418 | 80% | 0% | 20% | 0% |
| **Average** | **18%** | **6%** | **11%** | **65%** | **319** | **4,756** | **66%** | **25%** | **8%** | **1%** |
| **CV** | **131%** | **173%** | **142%** | **40%** | **52%** | **57%** | **55%** | **147%** | **145%** | **370%** |

**Table C5**

**Capital Structure - Gippsland**

|  |  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
|  | **Farm area** | | **Farm assets** | | | | | | **Debt and equity** | | |
| **Freehold** | | **Leased** | **Live-** | **Plant and** | **Other** | **Leased** | **Freehold** | **Total** | **Total Lia-** | **Equity** | **Equity** |
| **area** | | **area** | **stock** | **Equip-** | **assets** | **land** | **land** | **assets** | **bilities** |
|  | |  |  | **ment** | **man-** |  |  | **managed** |  |
|  | |  |  |  | **aged** |  |  |  |  |
| **ha** | | **ha** | **$** | **$** | **$** | **$** | **$** | **$** | **$** | **$** | **%** |
| Average | 632 | 627 | 817,666 | 223,848 | 136,395 | 711,727 | 3,811,105 | 5,700,741 | 501,040 | 4,487,973 | 88% |
| CV | 78% | 78% | 74% | 77% | 128% | 196% | 79% | 67% | 149% | 76% | 21% |

**Table C6**

**Beef Production Information - Gippsland**

|  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
|  |  | **Components of diet - % ME consumed by enterprise** | | | | **Reproduction** | | | | **Production** | | | |
| **Farm No** | **Stocking** | **Concen-** | **Silage** | **Hay** | **Grazed** | **Calving pattern** | **Major** | **Cows (+2** | **Heifers (1-2** | **Beef** | **Average** | **Average** | **Average** |
| **rate** | **trate** | **feed** | **calving** | **years) an-** | **years) annu-** | **meat** | **sale** | **price** | **price** |
|  |  |  | **period** | **nual aver-** | **al average** | **sold** | **weight** | **received** | **received** |
|  |  |  |  | **age calving** | **calving rate** |  |  |  |  |
|  |  |  |  | **rate** |  |  |  |  |  |
| **DSE/ha\*** | | **% of en-** | **% of en-** | **% of en-** | **% of** | **season** | | **%** | **%** | **kg LWT/** | **kg LWT/** | **$/hd** | **$/kg LWT** |
| **terprise** | **terprise** | **terprise** | **enterprise** | **ha\*** | **hd** |
| **total** | **total** | **total** | **total** |  |  |
| G553 | 14.6 | 0% | 9% | 2% | 89% | Single breeding | Spring | 92% | 251 | | 524 | 1336 | 3.3 |
| period |
| G556 | 13.7 | 0% | 0% | 1% | 99% | Single breeding | Spring | 56% | 61% | 273 | 520 | 1391 | 3.3 |
| period |
| G574 | 22.8 | 1% | 0% | 0% | 99% | Single breeding | Spring | 88% | 247 | | 521 | 1265 | 3.2 |
| period |
| G638 | 21.9 | 0% | 0% | 1% | 99% | Single breeding | Spring | 85% | 383 | | 528 | 1165 | 3.0 |
| period |
| G663 | 24.9 | 0% | 0% | 1% | 99% | Single breeding | Spring | 95% | 78% | 676 | 472 | 1542 | 3.3 |
| period |
| G667 | 21.6 | 0% | 0% | 2% | 98% |  |  |  | 1182 | | 593 | 2068 | 3.5 |
| G698 | 15.8 | 0% | 4% | 2% | 94% | Split breeding period | Spring | 87% | 100% | 618 | 444 | 1292 | 3.2 |
| G701 | 13.1 | 0% | 4% | 3% | 93% | Single breeding | Autumn | 87% | 90% | 431 | 564 | 1505 | 3.3 |
| period |
| G755 | 25.8 | 0% | 2% | 5% | 93% | Split breeding period | Spring | 89% | 222 | | 513 | 1067 | 2.7 |
| G804 | 28.0 | 1% | 8% | 1% | 91% | Single breeding | Autumn | 80% | 83% | 314 | 445 | 1834 | 4.0 |
| period |
| G1018 | 14.0 | 3% | 0% | 2% | 95% | Single breeding | Spring | 87% | 273 | | 369 | 984 | 2.7 |
| period |
| G1019 | 10.5 | 0% | 3% | 2% | 95% | Single breeding | Spring | 96% | 165 | | 420 | 1061 | 2.7 |
| period |
| G1021 | 11.4 | 0% | 0% | 1% | 99% | Single breeding | Spring | 91% | 142 | | 446 | 1316 | 3.7 |
| period |
| G1023 | 8.1 | 0% | 0% | 2% | 98% | Single breeding | Autumn | 78% | 87% | 264 | 544 | 1234 | 3.0 |
| period |
| G1022 | 20.1 | 31% | 2% | 4% | 64% | Single breeding | Spring | 97% | 694 | | 378 | 1264 | 4.4 |
| period |
| G1024 | 17.4 | 0% | 0% | 6% | 94% | Single breeding | Spring | 100% | 289 | | 433 | 1354 | 3.4 |
| period |
| G1025 | 14.9 | 0% | 0% | 5% | 95% |  |  |  | 558 | | 553 | 1982 | 3.6 |
| G1026 | 29.2 | 0% | 0% | 0% | 100% | Single breeding | Spring | 74% | 425 | | 324 | 1292 | 3.5 |
| period |
| **Average** | **18.2** | **2%** | **2%** | **2%** | **94%** |  | **86%** | | **83%** | **412** | **477** | **1386** | **3.3** |
| **CV** | **35%** | **361%** | **159%** | **81%** | **9%** |  | **12%** | | **16%** | **62%** | **16%** | **22%** | **13%** |

\*Beef grazed area

**Table C7**

**Beef Gross Margin - Gippsland**

|  |  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| **Income** | | | | | **Variable costs** | | | | | |  |
| **Farm No** | **Stock sales income** | **Stock purchas- es** | **Stock inventory change** | **Total Beef Income** | **Live- stock costs** | **Live- stock market- ing costs** | **Supple- mentary feed** | **Pasture costs\*** | **Agist- ment costs** | **Beef variable costs** | **Gross**  **Margin** |
|  | **$/ha\*** | **$/ha\*** | **$/ha\*** | **$/ha\*** | **$/ha\*** | **$/ha\*** | **$/ha\*** | **$/ha\*** | **$/ha\*** | **$/ha\*** | **$/ha\*** |
| G553 | 826 | 41 | 10 | 795 | 16 | 93 | 193 | 76 | 0 | 377 | 418 |
| G556 | 893 | 195 | 346 | 1044 | 14 | 53 | 52 | 65 | 0 | 184 | 860 |
| G574 | 790 | 338 | 260 | 713 | 28 | 44 | 17 | 303 | 0 | 391 | 321 |
| G638 | 1145 | 41 | -12 | 1091 | 53 | 104 | 43 | 228 | 0 | 429 | 663 |
| G663 | 2207 | 0 | -487 | 1719 | 61 | 143 | 24 | 347 | 159 | 734 | 985 |
| G667 | 4124 | 2380 | -23 | 1721 | 44 | 99 | 66 | 222 | 0 | 430 | 1291 |
| G698 | 1989 | 259 | -277 | 1453 | 35 | 156 | 134 | 375 | 0 | 700 | 753 |
| G701 | 1413 | 635 | 701 | 1480 | 51 | 95 | 130 | 155 | 0 | 432 | 1048 |
| G755 | 596 | 92 | -11 | 494 | 41 | 67 | 283 | 131 | 0 | 522 | -28 |
| G804 | 1242 | 0 | -226 | 1015 | 107 | 99 | 409 | 310 | 0 | 924 | 91 |
| G1018 | 745 | 772 | 190 | 163 | 51 | 98 | 53 | 123 | 60 | 384 | -222 |
| G1019 | 449 | 13 | 22 | 458 | 37 | 33 | 69 | 65 | 0 | 205 | 253 |
| G1021 | 522 | 13 | 85 | 595 | 28 | 38 | 20 | 98 | 10 | 193 | 401 |
| G1023 | 789 | 102 | -162 | 525 | 29 | 72 | 39 | 38 | 0 | 178 | 347 |
| G1022 | 3053 | 880 | 566 | 2738 | 220 | 130 | 918 | 222 | 0 | 1490 | 1248 |
| G1024 | 994 | 0 | -97 | 898 | 60 | 82 | 179 | 181 | 0 | 502 | 396 |
| G1025 | 1999 | 612 | 0 | 1387 | 5 | 19 | 119 | 151 | 0 | 294 | 1093 |
| G1026 | 1495 | 681 | 361 | 1175 | 19 | 200 | 0 | 83 | 0 | 302 | 872 |
| **Average** | **1404** | **392** | **69** | **1081** | **50** | **90** | **153** | **176** | **13** | **482** | **600** |
| **CV** | **69%** | **148%** | **428%** | **56%** | **97%** | **52%** | **143%** | **59%** | **308%** | **67%** | **74%** |

\*Beef grazed area

**Table C8**

**Prime Lamb Production Information - Gippsland**

|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
|  |  | **Components of diet - % ME con- sumed by enterprise** | | | | **Reproduction** | | | | **Wool** | | **Lamb sales** | | | |
| **Farm** | **Stock-** | **Con-** | **Silage** | **Hay** | **Grazed** | **Lambing pat-** | **Major** | **Ewes (+2** | **Ewes (1-2** |  | **Lamb** | | **Aver-** | **Aver-** | **Aver-** |
| **No** | **ing** | **cen-** | **feed** | **tern** | **lamb-** | **years)** | **years)** |  | **meat** | | **age** | **age** | **age** |
|  | **rate** | **trate** |  |  | **ing** | **annual** | **annual** |  | **sold\*\*** | | **lamb** | **lamb** | **lamb** |
|  |  |  |  |  | **period** | **average** | **average** |  |  | | **sale** | **sale** | **sale** |
|  |  |  |  |  |  | **marking** | **marking** |  |  | |  | **price\*\*** |  |
|  |  |  |  |  |  | **rate** | **rate** |  |  | |  |  |  |
| **DSE/** | | **% of** | **% of** | **% of** | **% of** | **season** | | **%** | **%** | **kg/ha** | **$/kg** | **kg** | **kg** | **$/** | **$/kg** |
| **ha\*** | | **enter-** | **enter-** | **enter-** | **enter-** | **CWT/** | **CWT/** | **head** | **CWT** |
|  | | **prise** | **prise** | **prise** | **prise** | **ha\*** | **hd** |  |  |
|  | | **total** | **total** | **total** | **total** |  |  |  |  |
| G553 | 14.6 | 8% | 0% | 0% | 92% | Single breeding | Winter | 80% | 22 | | 7.4 | 89 | 19 | 174 | 9.1 |
| period |
| G555 | 12.8 | 0% | 0% | 0% | 100% |  |  |  | 1 | | 2.2 | 6 | 21 | 138 | 6.7 |
| G556 | 13.7 | 4% | 0% | 0% | 96% | Single breeding | Spring | 70% | 44% | 39 | 11.6 | 116 | 27 | 207 | 7.7 |
| period |
| G574 | 22.8 | 2% | 0% | 0% | 98% | Single breeding | Winter | 102% | 33 | | 7.1 | 129 | 22 | 182 | 8.2 |
| period |
| G638 | 21.9 | 0% | 0% | 0% | 100% | Single breeding | Spring | 118% | 44 | | 64.7 | 162 | 21 | 202 | 9.8 |
| period |
| G1018 | 14.0 | 44% | 0% | 0% | 56% | Single breeding | Spring | 95% | 64 | | 12.8 | 740 | 19 | 156 | 8.1 |
| period |
| G1019 | 10.5 | 0% | 0% | 0% | 99% | Single breeding | Spring | 154% | 26 | | 9.0 | 0 |  |  |  |
| period |  |  |  |
| G1022 | 20.1 | 0% | 0% | 0% | 100% | Single breeding | Spring | 158% | 142% | 21 | 1.9 | 83 | 28 | 173 | 6.3 |
| period |
| G1026 | 29.2 | 0% | 0% | 0% | 100% | Single breeding | Spring | 134% | 52% | 48 | 201 | | 14 | 151 | 11.2 |
| period |
| **Aver-** | **17.7** | **6%** | **0%** | **0%** | **93%** |  | **114%** | | **79%** | **33** | **14.6** | **170** | **21** | **173** | **8.4** |
| **age** |  |
| **CV** | **34%** | **223%** | **0%** | **0%** | **15%** |  | **29%** | | **69%** | **55%** | **141%** | **132%** | **21%** | **14%** | **19%** |

**Table C9**

**Prime Lamb Gross Margin - Gippsland**

|  |  |  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| **Income** | | | | | | **Variable costs** | | | | | | **Gross margin** |
| **Farm No** | **Stock sales income** | **Stock purchas- es** | **Stock Inventory change** | **Wool sales income** | **Total Prime Lamb Income** | **Livestock costs** | **Livestock market- ing costs** | **Supple- mentary feed** | **Pasture costs\*** | **Agist- ment costs** | **Prime Lamb variable costs** | **Gross**  **Margin** |
|  | **$/ha\*** | **$/ha\*** | **$/ha\*** | **$/ha\*** | **$/ha\*** | **$/ha\*** | **$/ha\*** | **$/ha\*** | **$/ha\*** | **$/ha\*** | **$/ha\*** | **$/ha\*** |
| G553 | 817 | 145 | 24 | 163 | 859 | 104 | 98 | 131 | 76 | 0 | 409 | 450 |
| G555 | 45 | 0 | 1226 | 2 | 1273 | 0 | 5 | 0 | 17 | 0 | 23 | 1250 |
| G556 | 999 | 0 | -212 | 451 | 1238 | 134 | 67 | 74 | 65 | 0 | 341 | 897 |
| G574 | 1074 | 27 | -6 | 235 | 1276 | 110 | 90 | 46 | 303 | 0 | 549 | 727 |
| G638 | 1871 | 550 | 45 | 299 | 1666 | 190 | 185 | 0 | 228 | 0 | 603 | 1062 |
| G1018 | 7217 | 2595 | -2534 | 500 | 2731 | 159 | 828 | 801 | 123 | 0 | 1911 | 819 |
| G1019 | 51 | 0 | 316 | 230 | 597 | 0 | 6 | 7 | 65 | 0 | 79 | 518 |
| G1022 | 1568 | 123 | 702 | 40 | 2187 | 127 | 0 | 0 | 222 | 0 | 349 | 1838 |
| G1026 | 2608 | 13 | -369 | 0 | 2501 | 201 | 47 | 0 | 83 | 0 | 330 | 2170 |
| **Average** | **1806** | **384** | **-90** | **213** | **1592** | **114** | **148** | **118** | **131** | **0** | **510** | **1081** |
| **CV** | **121%** | **221%** | **1155%** | **86%** | **46%** | **64%** | **178%** | **221%** | **73%** | **0%** | **109%** | **54%** |

\*Prime lamb grazed area

\*\*Weaned and unweaned lambs only

**Table C10**

**Wool Sheep Production Information - Gippsland**

|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
|  |  | **Components of diet - % ME consumed by enterprise** | | | | **Reproduction** | | | | **Production** | | | | | |
| **Farm** | **Stocking** | **Concen-** | **Si-** | **Hay** | **Grazed** | **Lambing** | **Major** | **Ewes (+2** | **Ewes (1-2** | **Sheep** | **Greasy** | **Greasy** | **Aver-** | **Average** | **Greasy** |
| **No** | **rate** | **trate** | **lage** | **feed** | **pattern** | **lambing** | **years)** | **years)** | **meat** | **wool** | **wool** | **age** | **micron** | **wool** |
|  |  |  |  |  |  | **period** | **annual** | **annual** | **sold** | **cut** | **cut** | **yield** |  | **price** |
|  |  |  |  |  |  |  | **average** | **average** |  |  |  |  |  | **received** |
|  |  |  |  |  |  |  | **marking** | **marking** |  |  |  |  |  |  |
|  |  |  |  |  |  |  | **rate** | **rate** |  |  |  |  |  |  |
| **DSE/ha\*** | | **% of enter-** | **% of** | **% of** | **% of enter-** | **season** | | **%** | **%** | **kg** | **kg/** | **kg/ha\*** | **%** | **$/kg** | |
| **prise total** | **en-** | **en-** | **prise total** | **LWT/** | **head** |
|  | **ter-** | **ter-** |  | **ha\*** |  |
|  | **prise** | **prise** |  |  |  |
|  | **total** | **total** |  |  |  |
| G553 | 14.6 | 4% | 0% | 0% | 96% | Single | Winter | 56% | 94 | | 4.3 | 44.9 | 72% | 17.4 | 11.7 |
| breeding |
| period |
| G555 | 12.8 | 5% | 0% | 0% | 95% | Single | Spring | 50% | 124 | | 4.6 | 54.3 | 66% | 17.2 | 12.5 |
| breeding |
| period |
| G556 | 13.7 | 4% | 0% | 0% | 96% | Single | Spring | 67% | 24% | 36 | 4.8 | 50.1 | 66% | 16.7 | 12.2 |
| breeding |
| period |
| G636 | 9.9 | 4% | 0% | 0% | 96% | Single | Spring | 91% | 78% | 67 | 4.3 | 32.8 | 74% | 18.8 | 11.1 |
| breeding |
| period |
| G653 | 5.6 | 5% | 0% | 0% | 95% | Single | Autumn | 64% | 52 | | 4.1 | 19.1 | 65% | 15.0 | 13.0 |
| breeding |
| period |
| G1017 | 5.9 | 1% | 0% | 2% | 97% | Single | Winter | 85% | 27% | 54 | 4.5 | 16.8 | 66% | 17.5 | 9.8 |
| breeding |
| period |
| G1018 | 14.0 | 0% | 0% | 0% | 100% | Single | Winter | 41% | 787 | | 3.2 | 67.4 | 69% | 19.0 | 7.0 |
| breeding |
| period |
| G1019 | 10.5 | 0% | 1% | 1% | 98% | Single | Spring | 96% | 0 | | 41.3 | | 70% | 18.0 | 8.7 |
| breeding |
| period |
| G1023 | 8.1 | 0% | 0% | 0% | 100% | Single | Spring | 84% | 72% | 103 | 8.3 | 31.3 | 64% | 18.1 | 10.5 |
| breeding |
| period |
| **Aver-** | **10.6** | **3%** | **0%** | **0%** | **97%** |  | **70%** | | **50%** | **147** | **4.8** | **40** | **68%** | **17.5** | **10.7** |
| **age** |  |
| **CV** | **33%** | **84%** | **260%** | **182%** | **2%** |  | **27%** | | **57%** | **166%** | **32%** | **42%** | **5%** | **7%** | **18%** |

**Table C11**

**Wool Sheep Gross Margin - Gippsland**

|  |  |  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| **Income** | | | | | | **Variable costs** | | | | | |  |
| **Farm No** | **Stock sales income** | **Stock purchas- es** | **Stock Inventory change** | **Wool sales income** | **Total Wool Sheep Income** | **Livestock costs** | **Livestock market- ing costs** | **Supple- mentary feed** | **Pasture costs\*** | **Agist- ment costs** | **Wool Sheep variable costs** | **Gross**  **Margin** |
|  | **$/ha\*** | **$/ha\*** | **$/ha\*** | **$/ha\*** | **$/ha\*** | **$/ha\*** | **$/ha\*** | **$/ha\*** | **$/ha\*** | **$/ha\*** | **$/ha\*** | **$/ha\*** |
| G553 | 263 | 12 | -117 | 523 | 657 | 162 | 56 | 62 | 76 | 0 | 356 | 302 |
| G555 | 232 | 28 | 72 | 680 | 955 | 160 | 50 | 70 | 17 | 0 | 297 | 658 |
| G556 | 89 | 25 | 244 | 444 | 892 | 157 | 23 | 89 | 65 | 0 | 333 | 559 |
| G636 | 153 | 0 | 208 | 364 | 725 | 152 | 36 | 47 | 55 | 0 | 290 | 435 |
| G653 | 137 | 17 | -17 | 152 | 256 | 84 | 48 | 41 | 72 | 51 | 245 | 10 |
| G1017 | 158 | 24 | 17 | 147 | 318 | 85 | 25 | 34 | 7 | 0 | 151 | 167 |
| G1018 | 2247 | 653 | -1439 | 474 | 629 | 157 | 204 | 0 | 123 | 0 | 485 | 144 |
| G1019 | 0 | 36 | 309 | 178 | 695 | 72 | 16 | 10 | 65 | 0 | 163 | 532 |
| G1023 | 290 | 116 | -49 | 330 | 455 | 78 | 75 | 4 | 38 | 0 | 195 | 261 |
| **Average** | **397** | **101** | **-86** | **366** | **620** | **123** | **59** | **40** | **58** | **6** | **280** | **341** |
| **CV** | **176%** | **207%** | **-615%** | **50%** | **38%** | **34%** | **97%** | **78%** | **60%** | **300%** | **38%** | **64%** |

\*Wool sheep grazed area

**Table C12**

**Average Whole Farm Economic Performance - Gippsland**

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
| **Year** | **Gross Income** | **Variable**  **Costs** | **Overhead**  **Costs** | **Earnings before Inter- est and Tax** | **Return on**  **Assets** | **Return on**  **Equity** |
|  | **REAL** | **REAL** | **REAL** | **REAL** |  |  |
|  | **($/HA)** | **($/HA)** | **($/HA)** | **($/HA)** |  |  |
| 2004-05 | $485 | $161 | $195 | $130 | 3.0% | 4.0% |
| 2005-06 | $382 | $195 | $217 | -$30 | -0.4% | -1.6% |
| 2006-07 | $389 | $186 | $239 | -$36 | -0.7% | -2.2% |
| 2007-08 | $767 | $319 | $260 | $188 | 2.1% | 1.0% |
| 2008-09 | $491 | $300 | $255 | -$65 | -1.6% | -5.0% |
| 2009-10 | $554 | $227 | $255 | $72 | 0.4% | -0.5% |
| 2010-11 | $817 | $237 | $371 | $209 | 2.6% | 2.1% |
| 2011-12 | $799 | $261 | $433 | $104 | 1.9% | 0.7% |
| 2012-13 | $606 | $267 | $416 | -$77 | 0.3% | -0.8% |
| 2013-14 | $763 | $284 | $384 | $94 | 1.2% | -0.1% |
| 2014-15 | $839 | $280 | $377 | $182 | 2.0% | 1.5% |
| 2015-16 | $851 | $348 | $341 | $163 | 2.2% | 3.2% |
| 2016-17 | $1,252 | $390 | $482 | $381 | 3.6% | 4.5% |
| 2017-18 | $946 | $349 | $450 | $147 | 1.8% | 2.4% |
| 2018-19 | $895 | $561 | $432 | -$98 | -1.9% | -4.0% |
| 2019-20 | $1,207 | $425 | $528 | $254 | 2.2% | 2.7% |
| **Average** | **$753** | **$299** | **$352** | **$101** | **1.2%** | **0.5%** |

Note: ‘Real’ dollar values are the nominal values converted to 2019-20 dollar equivalents by the C.P.I. to allow for inflation. The data in the above table from 2004-05 to 2008-09 has been obtained from the Sheep Farm Monitor Project. Data from 2009-10 onwards has been obtained from the Livestock Farm Monitor Project.

**Table C13**

**Historical Gross Margins For Livestock Enterprises - Gippsland**

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
| **Year** | **Wool Sheep** | | **Prime Lamb** | | **Beef Cattle** | |
|  | **REAL** | **REAL** | **REAL** | **REAL** | **REAL** | **REAL** |
|  | **($/DSE)** | **($/HA)** | **($/DSE)** | **($/HA)** | **($/DSE)** | **($/HA)** |
| 2004-05 | $21 | $228 |  |  |  |  |
| 2005-06 | $11 | $123 |  |  |  |  |
| 2006-07 | $12 | $131 |  |  |  |  |
| 2007-08 | $23 | $309 | $21 | $352 |  |  |
| 2008-09 | $5 | $60 | $19 | $277 |  |  |
| 2009-10 | $18 | $176 | $30 | $428 | $21 | $302 |
| 2010-11 | $40 | $383 | $48 | $832 | $28 | $490 |
| 2011-12 | $33 | $376 | $41 | $726 | $22 | $399 |
| 2012-13 | $26 | $293 | $23 | $492 | $15 | $249 |
| 2013-14 | $57 | $729 | $41 | $698 | $30 | $665 |
| 2014-15 | $21 | $266 | $37 | $768 | $27 | $519 |
| 2015-16 | $39 | $481 | $35 | $509 | $32 | $505 |
| 2016-17 | $42 | $473 | $42 | $684 | $47 | $857 |
| 2017-18 | $54 | $683 | $39 | $655 | $28 | $623 |
| 2018-19 | $10 | $127 | $29 | $697 | $12 | $294 |
| 2019-20 | $31 | $341 | $61 | $1,081 | $32 | $600 |
| **Average** | **$28** | **$324** | **$36** | **$631** | **$27** | **$500** |

Note: ‘Real’ dollar values are the nominal values converted to 2019-20 dollar equivalents by the C.P.I. to allow for inflation. The data in the above table from 2004-05 to 2008-09 has been obtained from the Sheep Farm Monitor Project. Data from 2009 -10 onwards has been obtained from the Livestock Farm Monitor Project. Early figures for prime lamb and beef cattle enterprises were not reported in the old Sheep Farm Monitor Projects and are therefore not shown in the above table.

**Table C14**

**Historical Gross Margins For Selective Enterprise Measures - Gippsland**

|  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| **Year** | **Stock- ing Rate** | **Wool Sheep** | | | | | **Prime Lamb** | | **Beef Cattle** | |
|  |  | **Micron** | **Wool Cut**  **(Gr.)** | **Net Wool**  **Price** | **Ave Sale**  **Price** | **Lamb** | **Ave Sale**  **Price** | **Lamb** | **Calving** | **Ave Sale**  **Price** |
|  | **DSE/HA** |  | **KG/HA** | **REAL** | **REAL** | **%** | **REAL** | **%** | **%** | **REAL** |
| **($/KG) GR** | **($/HD)** | **$/HD** | **$/HD** |
| 2004-05 | 11.4 | 19.0 | 36 | $7.5 | $58 | 74% |  |  |  |  |
| 2005-06 | 11.7 | 18.8 | 37 | $7.3 | $42 | 73% |  |  |  |  |
| 2006-07 | 11.2 | 18.4 | 36 | $8.6 | $30 | 74% |  |  |  |  |
| 2007-08 | 15.3 | 18.8 | 43 | $8.7 | $53 | 79% | $92 | 103% |  |  |
| 2008-09 | 13.0 | 18.5 | 34 | $7.0 | $47 | 70% | $98 | 99% |  |  |
| 2009-10 | 13.0 | 18.2 | 31 | $7.6 | $76 | 62% | $120 | 103% | 89% | $791 |
| 2010-11 | 15.4 | 18.6 | 34 | $10.3 | $108 | 66% | $155 | 103% | 88% | $914 |
| 2011-12 | 17.2 | 18.4 | 37 | $9.2 | $83 | 84% | $125 | 111% | 90% | $907 |
| 2012-13 | 17.0 | 18.7 | 44 | $8.8 | $61 | 81% | $89 | 109% | 90% | $771 |
| 2013-14 | 18.0 | 18.6 | 43 | $8.7 | $53 | 80% | $113 | 100% | 91% | $743 |
| 2014-15 | 18.2 | 18.2 | 48 | $8.3 | $63 | 77% | $114 | 106% | 89% | $924 |
| 2015-16 |  | 17.7 | 51 | $9.7 | $77 | 81% | $103 | 102% | 91% | $1,128 |
| 2016-17 | 17.4 | 18.0 | 43 | $12.0 | $96 | 59% | $136 | 111% | 89% | $1,350 |
| 2017-18 | 16.9 | 18.1 | 42 | $14.6 | $94 | 67% | $133 | 102% | 90% | $1,094 |
| 2018-19 | 18.1 | 17.7 | 35 | $13.9 | $73 | 71% | $129 | 100% | 92% | $1,020 |
| 2019-20 | 16.5 | 17.5 | 40 | $10.1 | $128 | 70% | $173 | 114% | 86% | $1,314 |
| **Average** | **15.3** | **18.3** | **40** | **$9.5** | **$71** | **73%** | **$122** | **105%** | **90%** | **$996** |

Note: ‘Real’ dollar values are the nominal values converted to 2019-20 dollar equivalents by the C.P.I. to allow for inflation. The data in the above table from 2004-05 to 2008-09 has been obtained from the Sheep Farm Monitor Project. Data from 2009 -10 onwards has been obtained from the Livestock Farm Monitor Project. Early figures for prime lamb and beef cattle enterprises were not reported in the old Sheep Farm Monitor Projects and are therefore not shown in the above table.

**Table D1**

**Crop Production - Statewide**

|  |  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
|  |  | **Yield** | | | | | | **Nutrient application** | | | |
| **Farm** | **Finan-** | **Wheat** | **Barley** | **Canola** | **Other** | **Cereal** | **Straw** | **Nitrogen** | **Phos-** | **Potas-** | **Sulfur** |
| **number** | **cial year** | **grain** | **grain** | **grain** | **grain** | **hay yield** | **hay yield** | **applied** | **phorus** | **sium** | **applied** |
|  | **rainfall** | **yield** | **yield** | **yield** | **yield** |  |  |  | **applied** | **applied** |  |
| **mm** | | **t/ha** | **t/ha** | **t/ha** | **t/ha** | **t/ha** | **t/ha** | **kg/ ha\*** | **kg/ ha\*** | **kg/ ha\*** | **kg/ ha\*** |
| SW55 | 732 | 5.0 | 5.2 | 1.0 | 3.2 | 4.5 | | 69 | 21 | 0 | 2 |
| SW66 | 641 | 4.2 | |  |  |  | 96 | | 22 | 0 | 2 |
| SW114 | 564 |  |  | 3.6 | |  | 129 | | 17 | 0 | 1 |
| SW659 | 564 |  |  | 3.1 | |  | 0 | | 5 | 0 | 6 |
| SW759 | 586 | 3.8 | 1.2 | | 4.1 |  | 0 | | 3 | 0 | 5 |
| SW1018 | 761 | 6.1 | 7.0 | 2.7 | 4.8 |  | 103 | | 35 | 0 | 9 |
| SW1020 | 504 | 3.8 | 4.4 | 1.8 | 2.0 | | 1.9 | 116 | 15 | 16 | 1 |
| SW1021 | 655 | 8.2 | 3.2 | | 2.7 |  | 190 | | 50 | 0 | 4 |
| SW1022 | 529 | 5.8 | 4.9 | 2.4 | 7.3 | | 139 | | 21 | 7 | 4 |
| N744 | 457 | 2.2 | 3.8 | 1.6 | 7.8 | | 2.4 | 100 | 16 | 0 | 2 |
| N1019 | 487 | 3.3 | | 1.4 | 1.4 | 3.9 | 42 | | 14 | 0 | 1 |
| N1020 | 384 | 0.5 | 1.3 |  | 2.5 | | 4 | | 10 | 0 | 1 |
| N1021 | 417 | 3.2 | 2.1 | 1.3 | 1.5 | 6.4 | 21 | | 11 | 0 | 1 |
| N1022 | 473 | 1.5 | | 1.4 | | 1.4 | 0.9 | 0 | 12 | 0 | 15 |
| N1024 | 449 |  |  |  | 9.5 | | 50 | | 0 | 0 | 0 |
| G574 | 870 | 3.0 | 3.5 | 2.8 |  |  | 27 | | 6 | 3 | 3 |
| **Average** | **567.0** | **4.2** | **3.7** | **1.9** | **2.9** | **5.1** | **2.4** | **68** | **16** | **2** | **4** |
| **CV** | **24%** | **53%** | **45%** | **40%** | **43%** | **59%** | **62%** | **87%** | **78%** | **259%** | **110%** |

\*Total cropped area

**Table D2**

**Crop Gross Margin - Statewide**

|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
|  | **Income** | | | | **Variable costs** | | | | | | | | |  |
| **Farm number** | **Cash crop sales** | **Non- cash crop sales** | **Crop in- ventory change** | **Total crop In- come** | **Fer- tiliser** | **Seed** | **Weed and pest con- trol** | **Hay/ silage mak- ing** | **Con- tract grain harvest opera- tions** | **Grain freight and cart- age** | **Fuel and Oil** | **Other crop- ping costs** | **Total vari- able cost** | **Gross**  **Margin** |
|  | **$/ha\*** | **$/ha\*** | **$/ha\*** | **$/ha\*** | **$/ha\*** | **$/ha\*** | **$/ha\*** | **$/ha\*** | **$/ha\*** | **$/ha\*** | **$/ha\*** | **$/ha\*** | **$/ha\*** | **$/ha\*** |
| SW55 | 1898 | 94 | -24 | 1969 | 122 | 43 | 134 | 0 | 139 | 51 | 30 | 35 | 553 | 1415 |
| SW66 | 0 | 510 | 849 | 1359 | 159 | 0 | 0 | 0 | 79 | 0 | 0 | 0 | 238 | 1121 |
| SW114 | 44 | 2216 | 1956 | 4215 | 215 | 14 | 140 | 0 | 0 | 0 | 60 | 27 | 456 | 3760 |
| SW659 | 0 | 1069 | -97 | 972 | 33 | 0 | 0 | 0 | 106 | 0 | 0 | 0 | 139 | 833 |
| SW759 | 210 | 3 | 27 | 239 | 26 | 0 | 0 | 0 | 0 | 0 | 0 | 54 | 81 | 158 |
| SW1018 | 1854 | 128 | 8 | 1990 | 220 | 34 | 149 | 0 | 64 | 24 | 98 | 14 | 603 | 1387 |
| SW1020 | 1206 | 0 | 82 | 1288 | 268 | 13 | 75 | 6 | 71 | 48 | 49 | 26 | 558 | 730 |
| SW1021 | 1803 | 33 | 141 | 1978 | 380 | 4 | 207 | 0 | 115 | 38 | 35 | 45 | 825 | 1153 |
| SW1022 | 1416 | 51 | 238 | 1705 | 213 | 26 | 185 | 59 | 62 | 0 | 52 | 9 | 609 | 1097 |
| N744 | 1211 | 50 | 220 | 1481 | 167 | 37 | 63 | 41 | 65 | 8 | 59 | 66 | 507 | 974 |
| N1019 | 504 | 21 | 394 | 918 | 86 | 15 | 96 | 0 | 50 | 19 | 36 | 12 | 314 | 604 |
| N1020 | 0 | 391 | 56 | 447 | 31 | 0 | 35 | 47 | 43 | 0 | 40 | 0 | 195 | 252 |
| N1021 | 448 | 15 | 77 | 540 | 114 | 36 | 80 | 24 | 25 | 2 | 32 | 25 | 337 | 203 |
| N1022 | 256 | 121 | 155 | 532 | 136 | 0 | 0 | 0 | 0 | 0 | 26 | 29 | 190 | 342 |
| N1024 | 0 | 492 | 2623 | 3115 | 70 | 363 | 0 | 395 | 0 | 0 | 319 | 0 | 1146 | 1969 |
| G574 | 586 | 80 | 547 | 1214 | 108 | 24 | 47 | 0 | 0 | 0 | 118 | 0 | 296 | 918 |
| **Average** | **715** | **329.5** | **453.2** | **1497.5** | **146.8** | **38.0** | **76** | **36** | **51** | **12** | **60** | **21** | **440** | **1057** |
| **CV** | **102%** | **176%** | **169%** | **69%** | **65%** | **231%** | **93%** | **273%** | **88%** | **155%** | **128%** | **97%** | **63%** | **83%** |

\*Total cropped area

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