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Rural Business Research

# Farm Business Survey

2008/2009

## Horticulture Production in England



Richard Crane and Rod Vaughan

**RBR**

*independent research, data and analysis*

Rural Business Research



## **Farm Business Survey**

**2008/09**

# **Horticulture Production in England**

Richard Crane and Rod Vaughan

### **RBR at Reading**

Agriculture and Food Investigation Team  
(AFIT)

Department of Agricultural & Food Economics  
School of Agriculture, Policy and Development  
University of Reading

4 Earley Gate

Whiteknights

PO Box 237

Reading RG6 6AR

Telephone : 0118 378 7426

Fax : 0118 378 5034

E-mail : [r.l.vaughan@reading.ac.uk](mailto:r.l.vaughan@reading.ac.uk)

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## **Foreword to the First Series**

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

These detailed reports for various farm types and enterprises are in addition to the comprehensive Farm Business Survey Reports for Government Office Regions published at [www.farmbusinesssurvey.co.uk](http://www.farmbusinesssurvey.co.uk). The Consortium is seeking by these additional reports to ensure that timely and relevant information is available to farmers, consultants, advisers and other organisations and individuals interested in farming and land management. The analysis and publication of these reports uses data from farm businesses across England, with an individual member of the Consortium undertaking the research analysis. In line with the ethos of the Consortium, these reports present results in such a way as to ensure a significant element of continuity and consistency from one report to the other, whilst also ensuring that each report captures the contemporary issues of relevance to the sector of agriculture in England to which it relates.

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

**Prof. Martin Seabrook**

(Chief Executive Officer of the Consortium)

Spring 2007

## Foreword to the Fourth Series

As agriculture enters the second decade of the 21<sup>st</sup> Century, the financial prospects for many sectors are arguably brighter than five years ago. The importance of agriculture as a provider of food, environmental and ecosystem services and biofuels, is becoming increasingly recognised. Issues of food security in a world with changing climatic conditions and a growing population have led to agriculture and food production being viewed in a more positive light than has appeared to be the case throughout much of the previous 20 to 30 years. However, countering this growing interest in agriculture, food, the environment and fuel is the prospect of a reduced single payment beyond 2012 and continuing and widening volatility in both input and output prices. In the early months of 2010, the prospects for agriculture and horticulture thus appear somewhat mixed with the outputs being arguably more valued by society, yet with businesses needing to adapt to a potentially more volatile market environment.

Now in its fourth series, these enterprise and farm type reports from *Rural Business Research (RBR)* once again provide independent data and results from expert analysis of the Defra-funded Farm Business Survey (FBS) for England drawing upon 2008/09 data. Users of FBS data increasingly also rely on RBR's other independent outputs that are freely available on-line at [www.farmbusinesssurvey.co.uk](http://www.farmbusinesssurvey.co.uk) where Government Office Regional reports and farm business benchmarking services sit along-side the more specialised FBS data builder tool. As with all businesses, farmers and growers are increasingly reliant upon obtaining information from the internet. In order to enhance farmers, growers, advisors and other stakeholders use of our on-line services, RBR plans to host a series of regional workshops in the Spring of 2011 and 2012, and we will be announcing details of these in late 2010 so please visit both [www.farmbusinesssurvey.co.uk](http://www.farmbusinesssurvey.co.uk) and [www.ruralbusinessresearch.co.uk](http://www.ruralbusinessresearch.co.uk) to keep up to date with new results, publications and our plans for our regional workshops.

We hope that you will find this fourth series of reports to be informative and interesting to your work and businesses. As with all our outputs, *Rural Business Research* provides analysis on agricultural and horticultural business performance to provide users with independent results. We always welcome comment on our outputs, so please let us know your thoughts by emailing [paul.wilson@nottingham.ac.uk](mailto:paul.wilson@nottingham.ac.uk) to let us know your views on our publications.

**Dr Paul Wilson**

Chief Executive Officer, Rural Business Research

Spring 2010

## Acknowledgements

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

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

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

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## SECTION 1: THE HORTICULTURAL SECTOR

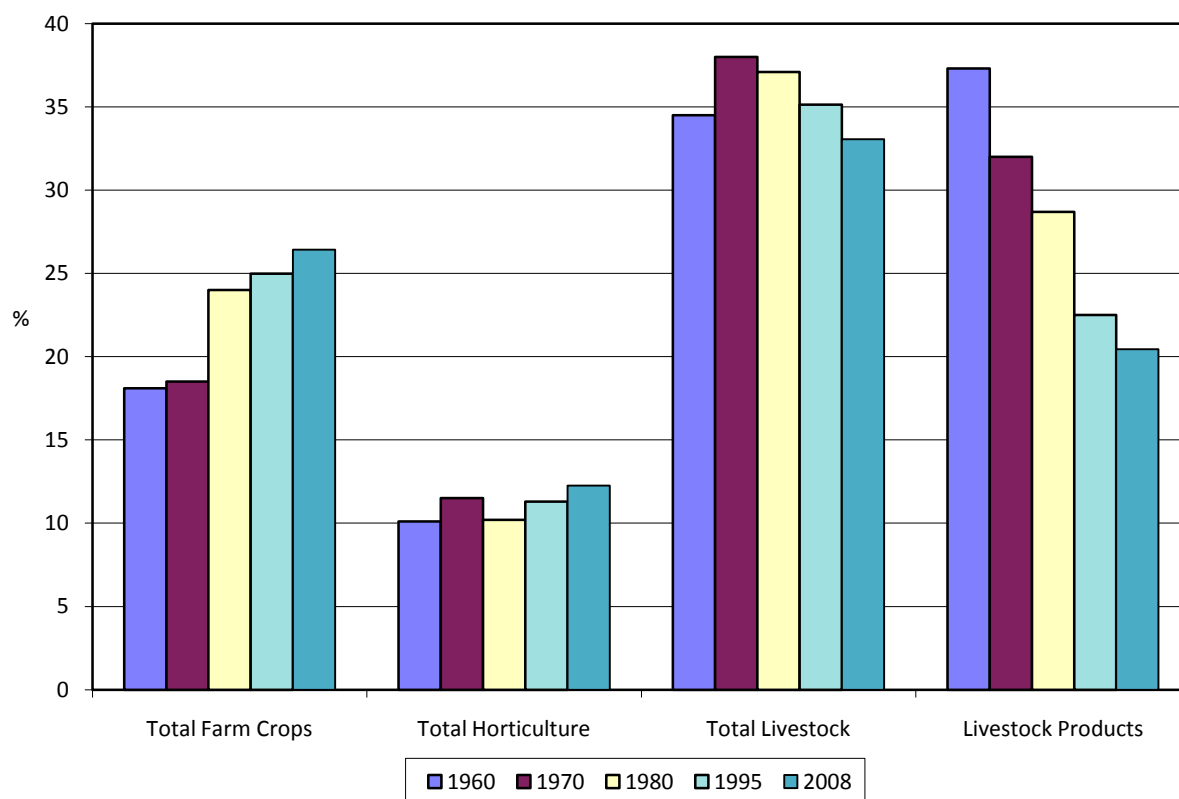
### 1.1 Introduction

This section of the report gives an overview of the horticultural industry in the United Kingdom, including a snapshot of the different sectors of production, together with other information of interest about the business of horticulture. The data is shown for a range of time periods, to illustrate changing trends for the industry.

### 1.2 The contribution of horticulture to UK agricultural output

The contribution of horticulture to total agricultural output has changed little in the past fifty years, up by just 2% to 12.3% in 2008. In monetary terms, the production of horticultural crops amounted to £2,414 million in 2008. By contrast the trend for livestock products over the last five decades is reversed with production accounting for 20.5% in 2008, compared with almost 30% in 1980. In 2008 the value recorded for livestock at 33.1% was down on the previous year. It should be noted the output from crops and livestock does not include payments from the Single Farm Payment Scheme and other decoupled subsidies.

Figure 1.1 Composition of total UK agricultural output (%)<sup>1</sup>



<sup>1</sup> Source: *Agriculture in the UK*, Defra

### 1.3 The change in the composition of the main sectors of horticulture (1972-2008)

Figures 1.2 to 1.8 illustrate the relative importance of the three main sectors of horticultural production: vegetables; fruit; non-edibles (ornamentals). All sectors include both field grown and protected crops (crops grown under glass and polythene tunnels).

**Figure 1.2 Composition of horticultural output (%)<sup>2</sup>**

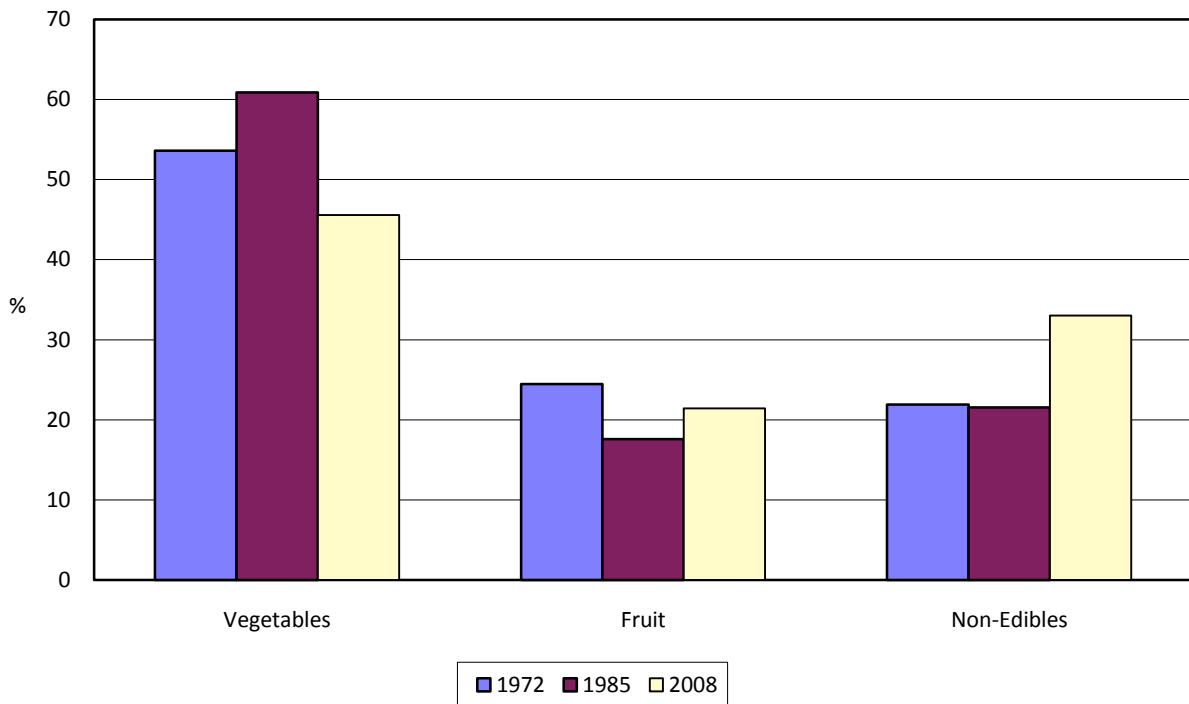


Figure 1.2 shows the composition of horticultural output for 1972, 1985 and 2008. Of greatest significance since 1985 has been the increase in the ornamental sector from one fifth to one third of total horticultural output in 2008. In the same period the production from the vegetable sector declined by around 15% to approximately 45% of the total, whilst for fruit there was a small increase to just over 20%, reversing the earlier downward trend.

<sup>2</sup> Source: *Agriculture in the UK*, Defra

**Figure 1.3 Composition of the horticultural area (%)<sup>3</sup>**

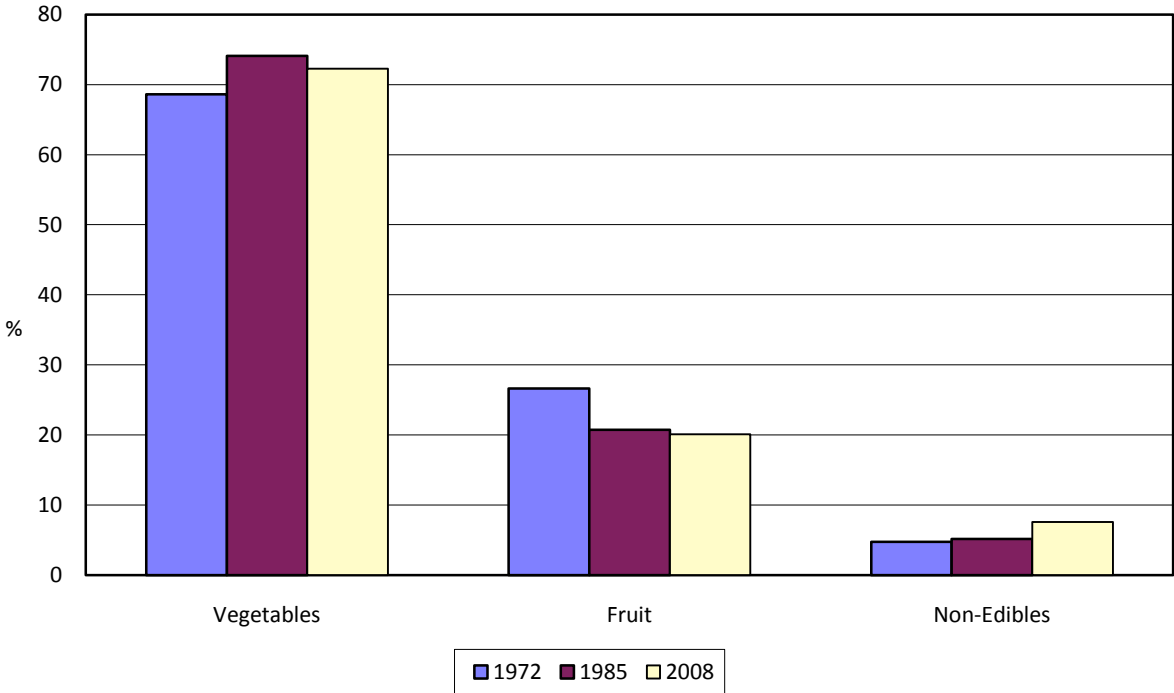


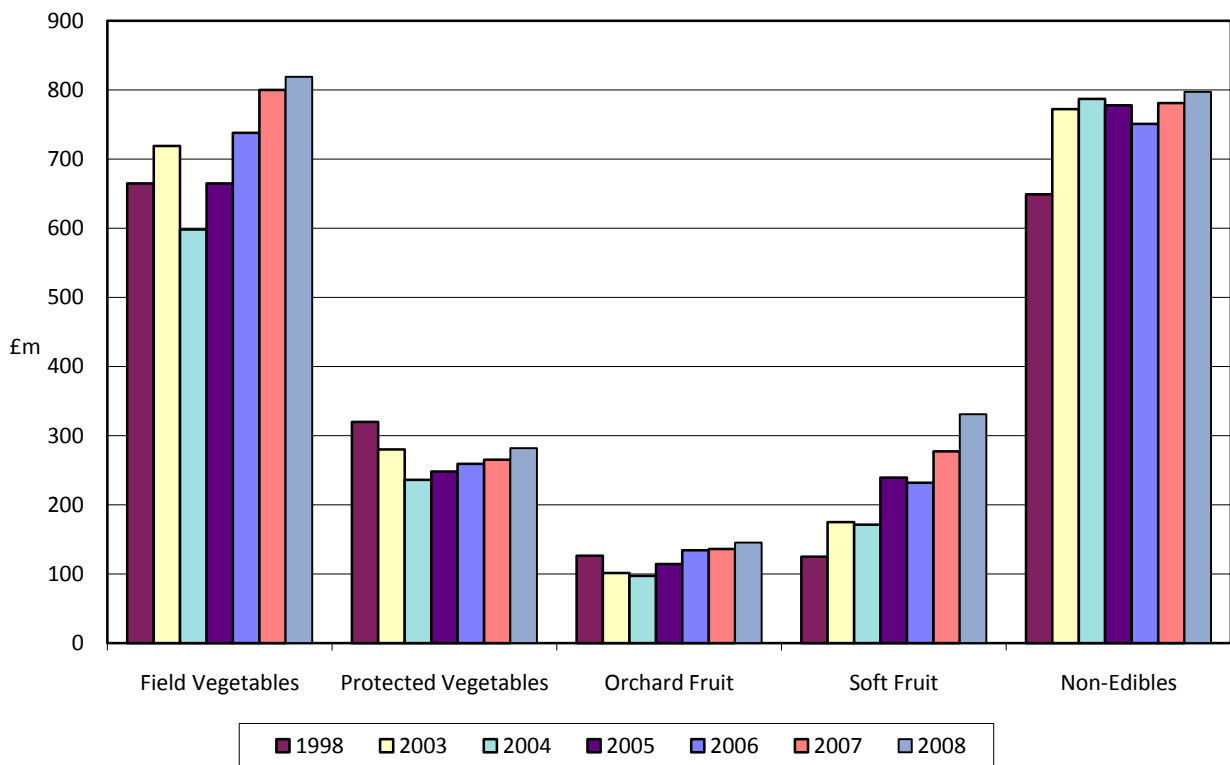
Figure 1.3 shows the composition of the horticultural land area in 1972, 1985 and 2008. The area relates to the total area that crops are grown on, which for some crops sees more than one crop harvested from the same area of land during the cropping year [multiple cropping]. The area of multiple cropping is added to the total area cropped. In total the area used for horticulture has declined from 283,000 hectares in 1972 to 171,000 hectares in 2008, representing a fall of 40%. Although the vegetable sector accounted for 46% of horticultural output in 2008, it used 72% of the land area devoted to horticultural production. Whilst for non-edibles only 8% of the total horticultural area was utilised, accounting for 33% of horticultural output. Fruit growing takes up 20% of land area and produces 20% of output.

**1.4 Horticultural production (1998-2008)**

Figure 1.4 shows the change in the composition of horticultural output in 1998, 2003, 2004, 2005, 2006, 2007 and 2008 for the main sectors of horticultural production, with values shown at current prices. The most pronounced trend in the value of production is for soft fruit, up from a little over £100 million in 1998 to over £300 million in 2008. This can be explained by the large growth in the protected fruit sector from 2001 to 2008. Another interesting feature relates to the value of production for non edibles hovering around £800 million since 2003. Orchard fruit has also shown a growth in output of 15% since 1998, to £145 million, with a sharp increase in 2008. By contrast the output of protected vegetables has grown by 11%. Field vegetable output has shown more variability than the other crops, but has shown a strong increase in the last four years. The protected vegetable category includes mushroom production which accounts for 38% of output from this sector.

<sup>3</sup> Source: *Agriculture in the UK*, Defra

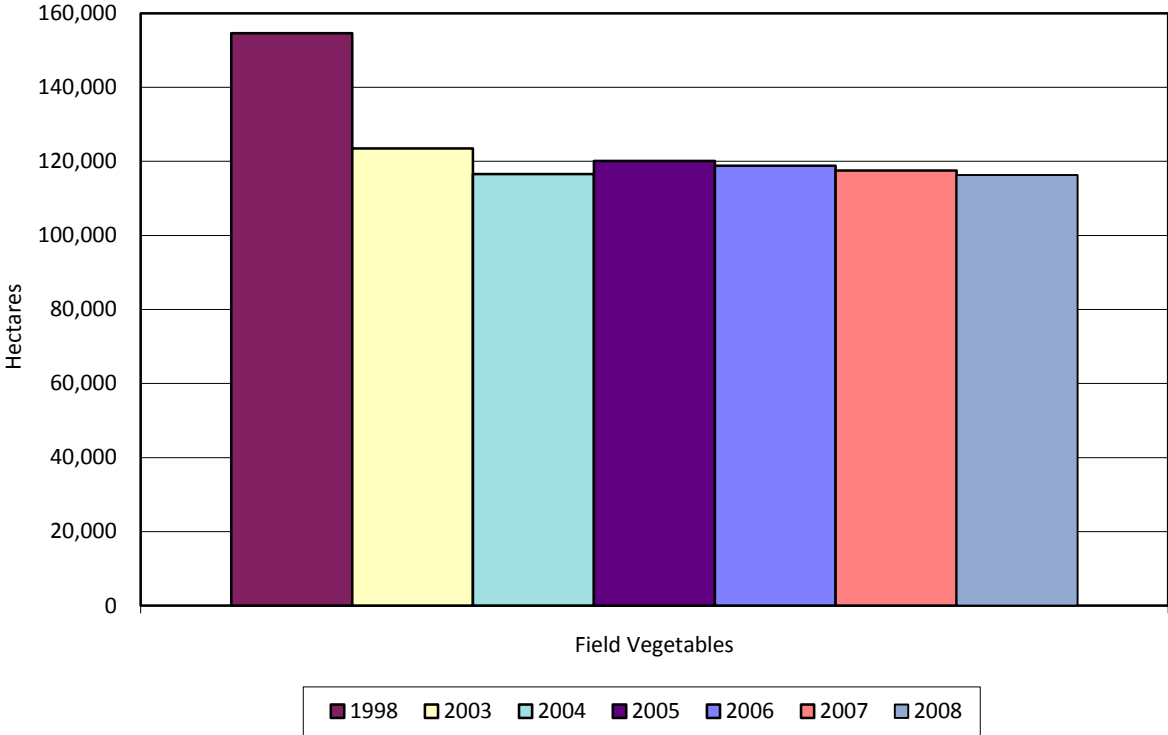
Figure 1.4 The value of horticultural production (current prices: £m)<sup>4</sup>



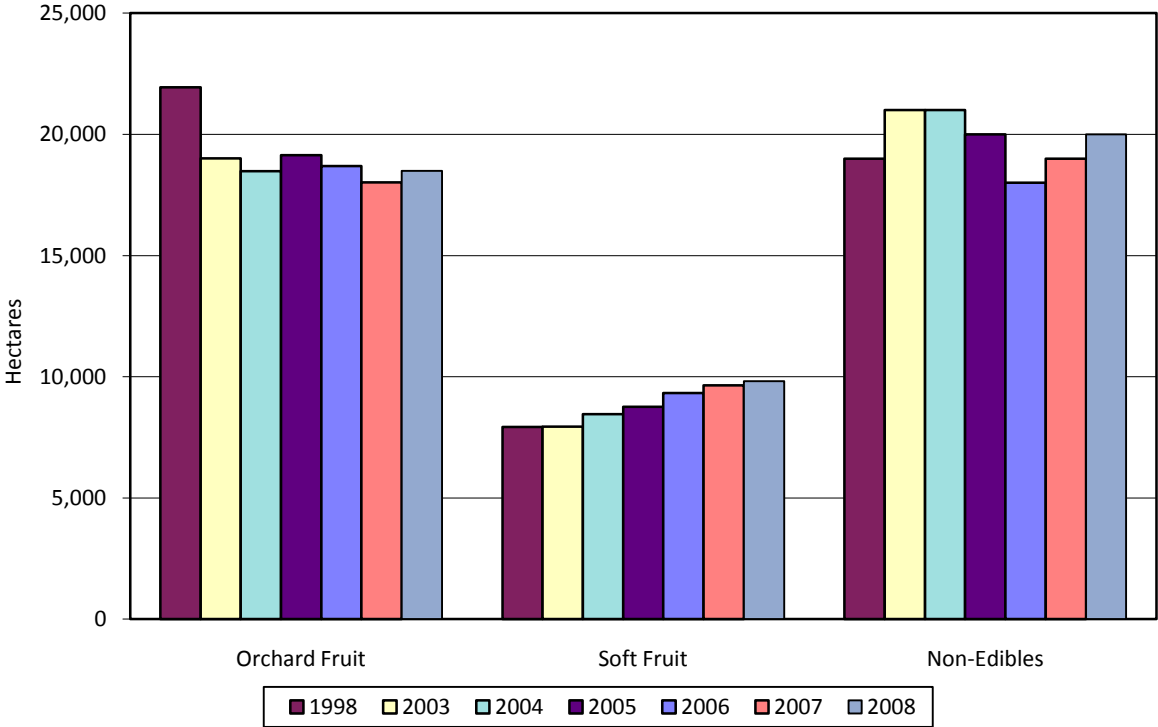
Figures 1.5 to 1.8 show the areas of the outdoor crops of field scale vegetables, orchard fruit, soft fruit and non-edibles, and protected crops of vegetables, non-edibles and glasshouse fruit. All the areas are recorded in hectares, although the scale in each of the figures is different. As in the previous section, the area of crops takes account of multiple cropping.

<sup>4</sup> Source: Agriculture in the UK 2000 & 2009, Defra

**Figure 1.5 The area of field vegetables<sup>5</sup>**

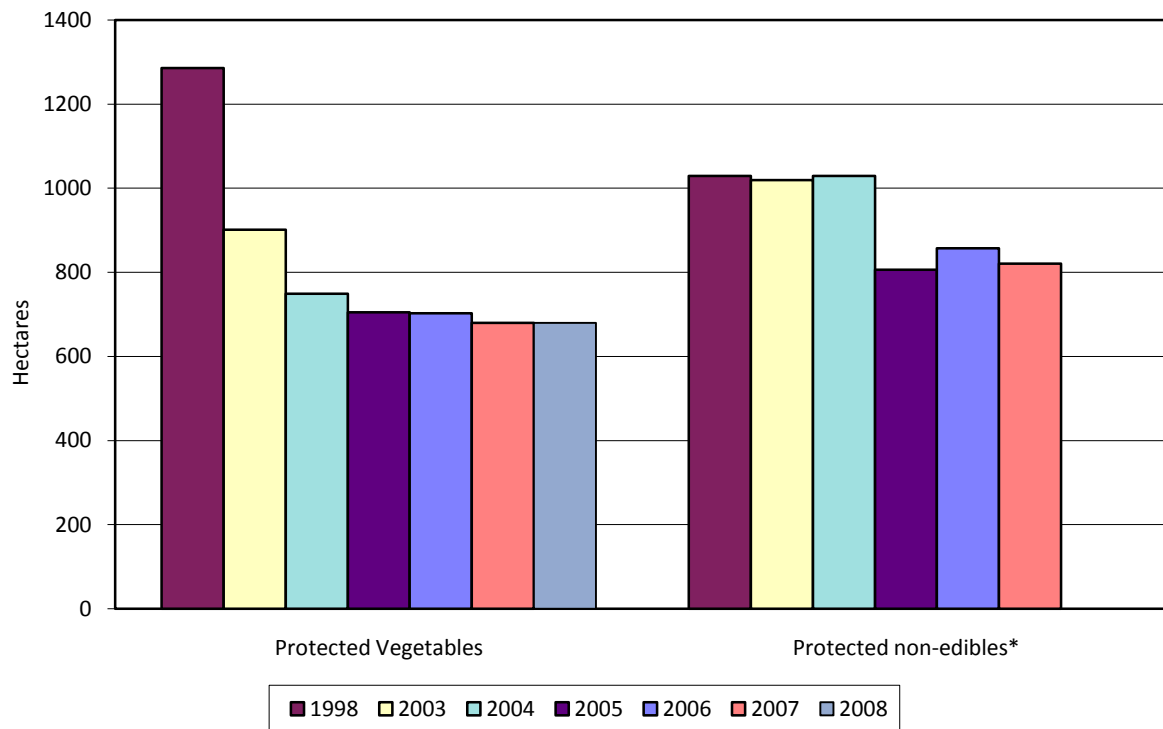


**Figure 1.6 The area of other field grown crops<sup>5</sup>**

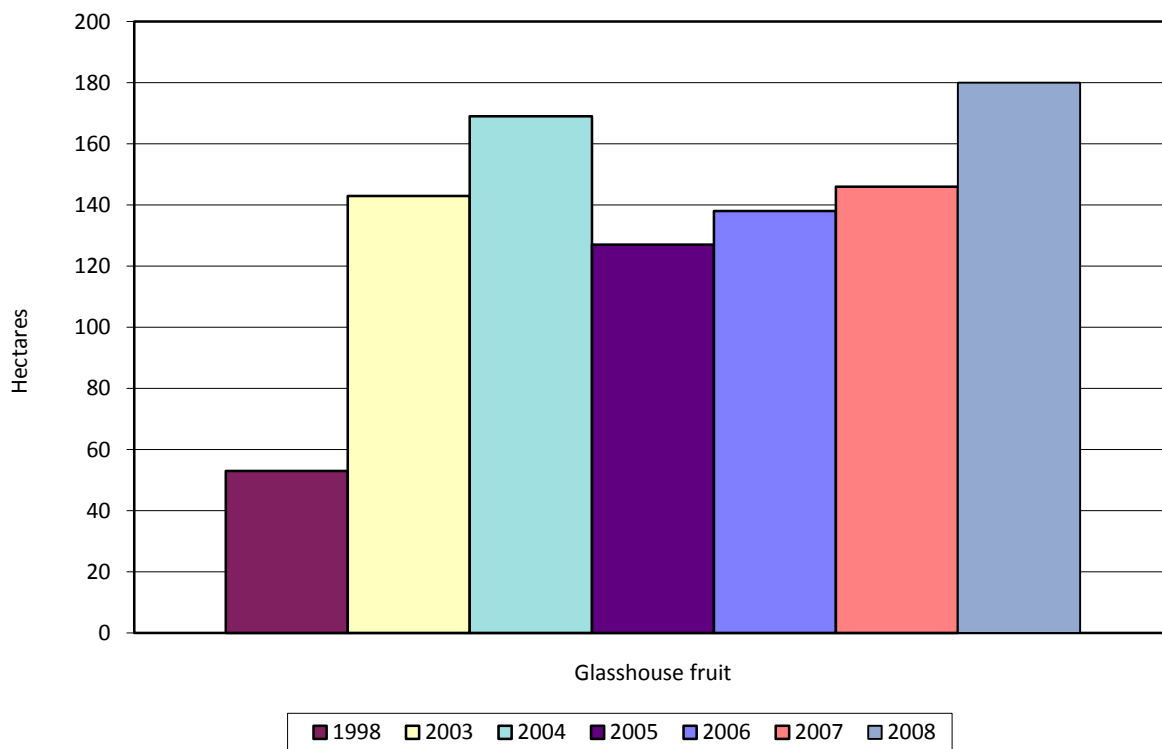


<sup>5</sup> Source: Agriculture in the UK 2000 & 2009, Defra

**Figure 1.7 The area of protected crops<sup>6</sup>**



**Figure 1.8 The area of glasshouse fruit<sup>7</sup>**



<sup>6</sup> Basic horticultural statistics 2005 & 2009, Defra; Survey of Agriculture and Horticulture June 2008

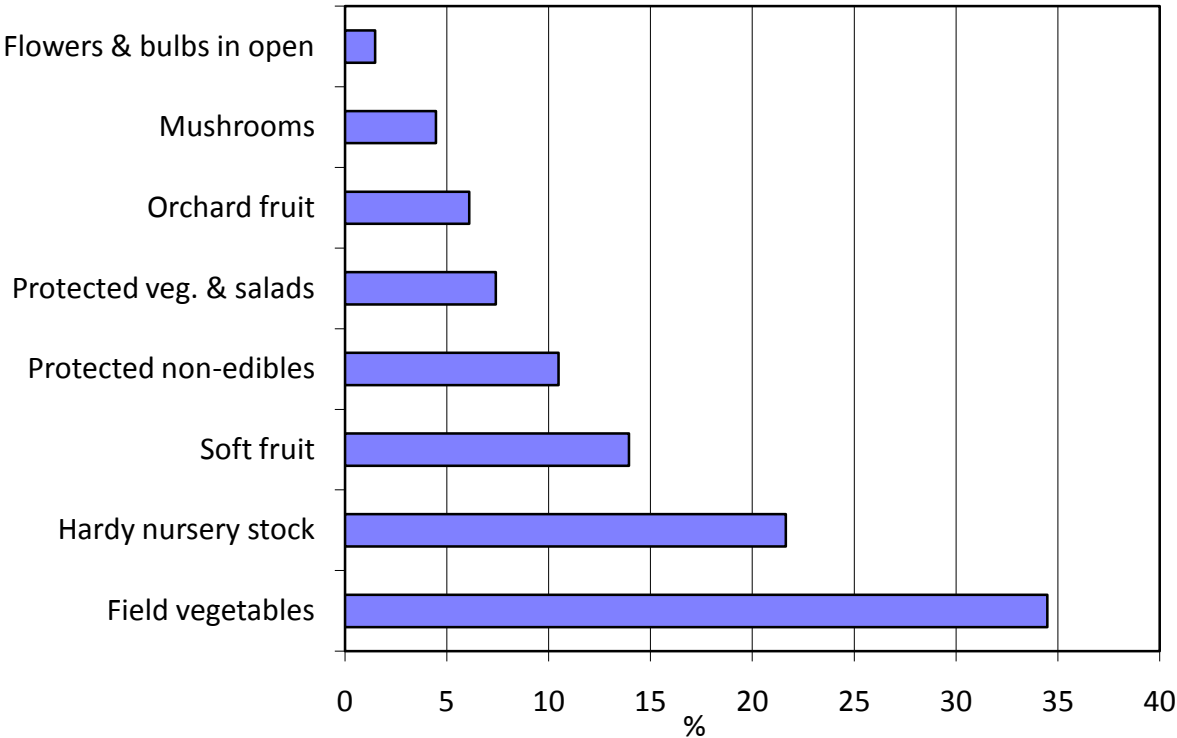
<sup>7</sup> Basic horticultural statistics 2009, Defra

The area of field vegetables has fallen by 15% in the last ten years to 116,000 hectares in 2008 and the area of orchard fruit has also fallen by around 16% over the same period to 18,500 hectares. Soft fruit grown in the open has shown a small, but steady increase to 9,800 hectares and fruit grown in glasshouses [excludes polytunnel production] has more than tripled from 53 hectares in 1998 to 180 hectares 2008. Although glasshouse fruit production has shown a large expansion, the area of protected vegetables was down by 47% over the same time period, to 680 hectares in 2008. The area of both the protected ornamental sector and ornamentals grown in the open has stayed relatively constant over the same period.

**1.5 Summary of horticultural production in 2008**

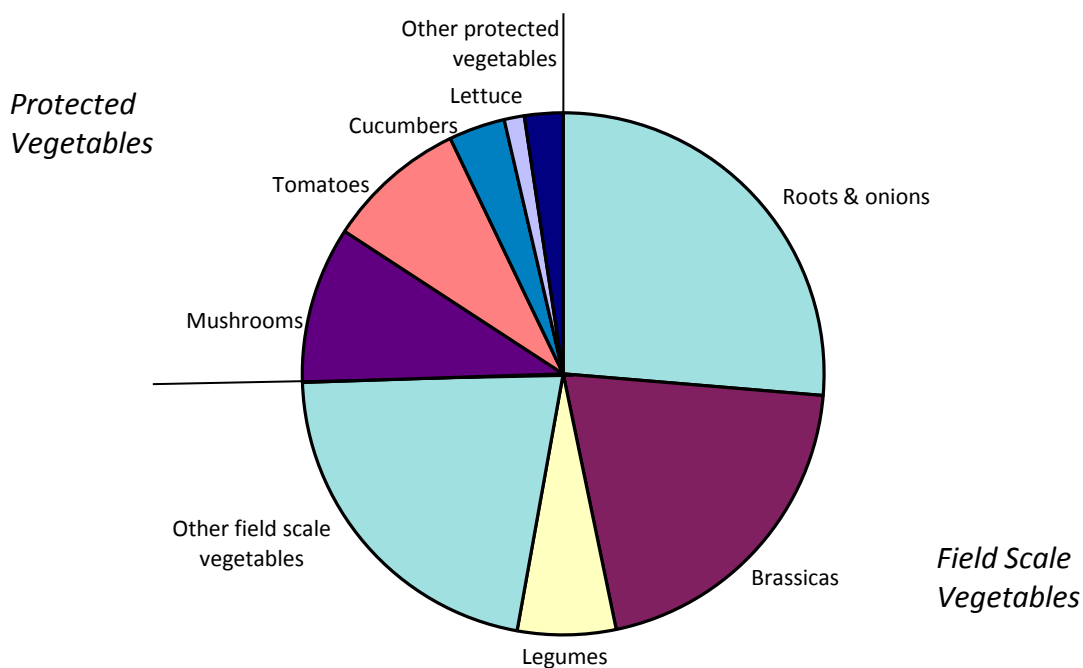
The total value of horticultural produce in 2008 amounted to £2,414 million. Figure 1.9 shows that almost 35% of this output is derived from field scale vegetables, although they account for 71% of the total area of horticultural production. Hardy nursery stock (22%) and soft fruit (14%) are the next largest in value terms followed by protected non-edibles indicating the importance of the ornamental sector. The composition of field and protected vegetables, and orchard and soft fruit production is shown in more detail in figures 1.10 and 1.11.

**Figure 1.9 The value of horticultural produce in 2008<sup>8</sup>**



<sup>8</sup> Agriculture in the UK 2009, Defra

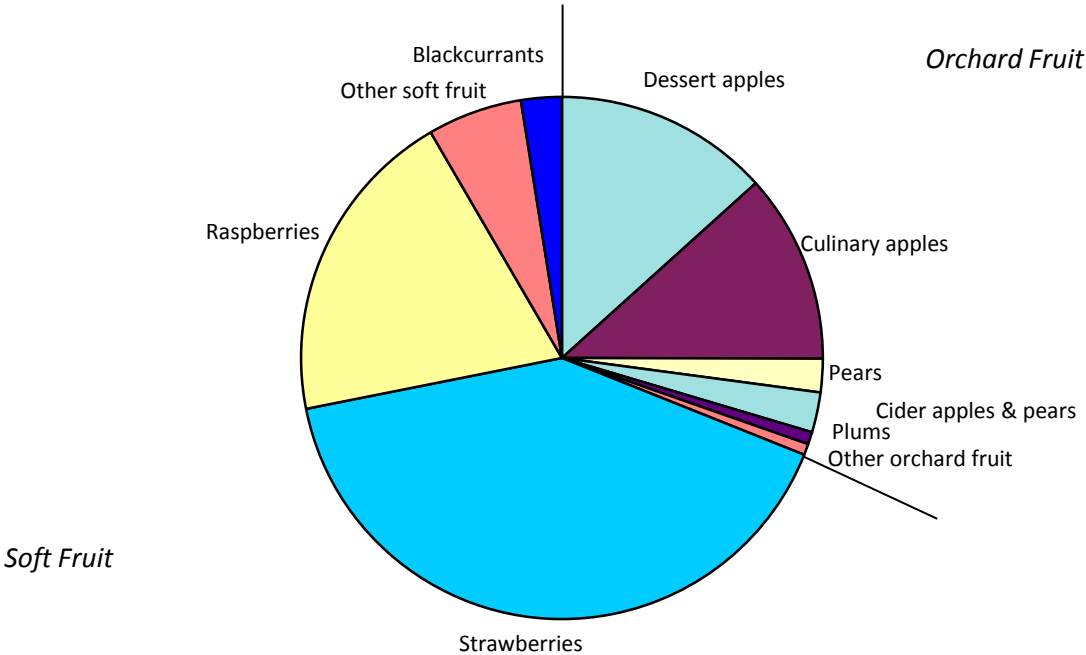
**Figure 1.10 The composition of vegetable output in 2008<sup>9</sup>**



The data used to produce Figures 1.10 and 1.11 has been compiled from the 2009 edition of Basic Horticultural Statistics in the UK (Defra) and relates to the 2008 cropping year. Field scale vegetables account for close to three quarters of total vegetable output and includes among them beetroot, carrots, parsnips, turnips, swedes, and onions (dry bulb and green). Brassicas account for 27% of field scale vegetables among which are included broccoli, Brussels sprouts, cabbages and cauliflower. Legumes amount to 8% of output. Other field scale vegetables include asparagus, celery, leeks, lettuce, rhubarb and watercress. Protected vegetable output includes mushroom production (38% of output), as well as crops grown in heated and cold glasshouses and polytunnels. Other protected vegetables include crops such as celery and sweet peppers.

<sup>9</sup> Basic horticultural statistics 2009, Defra

Figure 1.11 Composition of fruit output in 2008<sup>10</sup>



Soft fruit accounted for 70% of the total fruit output by value in 2008, mainly due to a marked increase in strawberry production, though all soft fruit outputs increased by 20% to £331 million, with the exception of blackcurrants. Strawberry production now accounts for 59% (£196 million) of all soft fruit production. Although glasshouse fruit production is not included in this chart it accounts for approximately 7.5% of the total soft fruit produced. Orchard fruits accounts for 31% of the total outdoor fruit output. Dessert apples make up 43% of the output, with culinary apples accounting for 38%.

<sup>10</sup> Basic horticultural statistics 2009, Defra

## 1.6 Imports and exports of horticultural produce

Figure 1.12 Value of Vegetables (£m)<sup>11</sup>

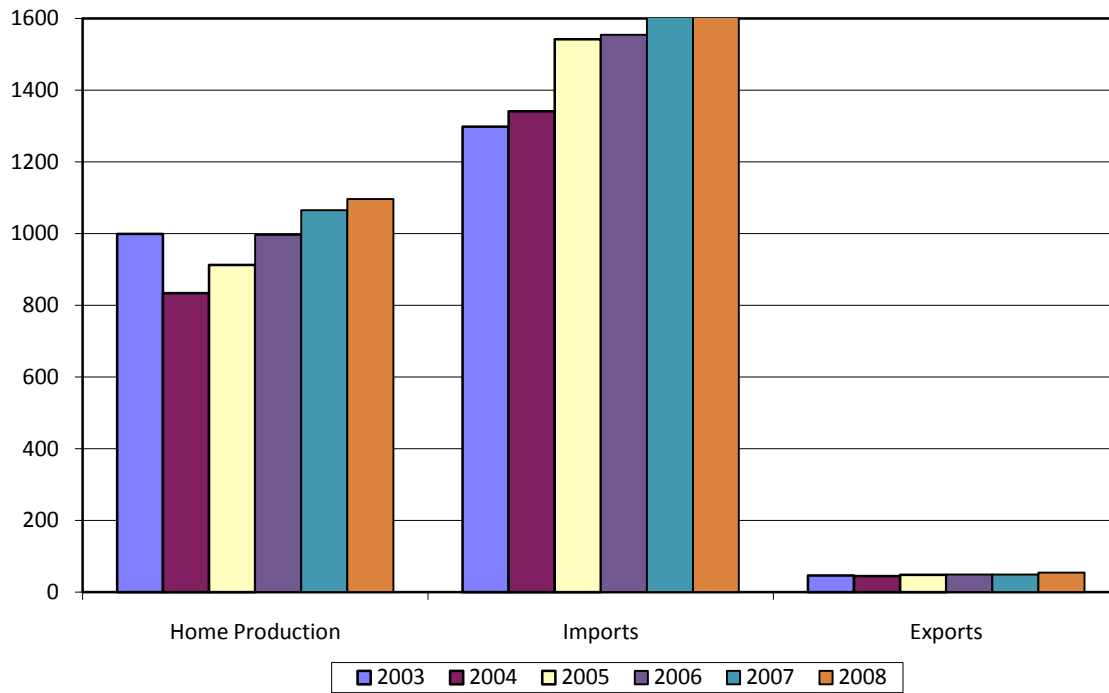
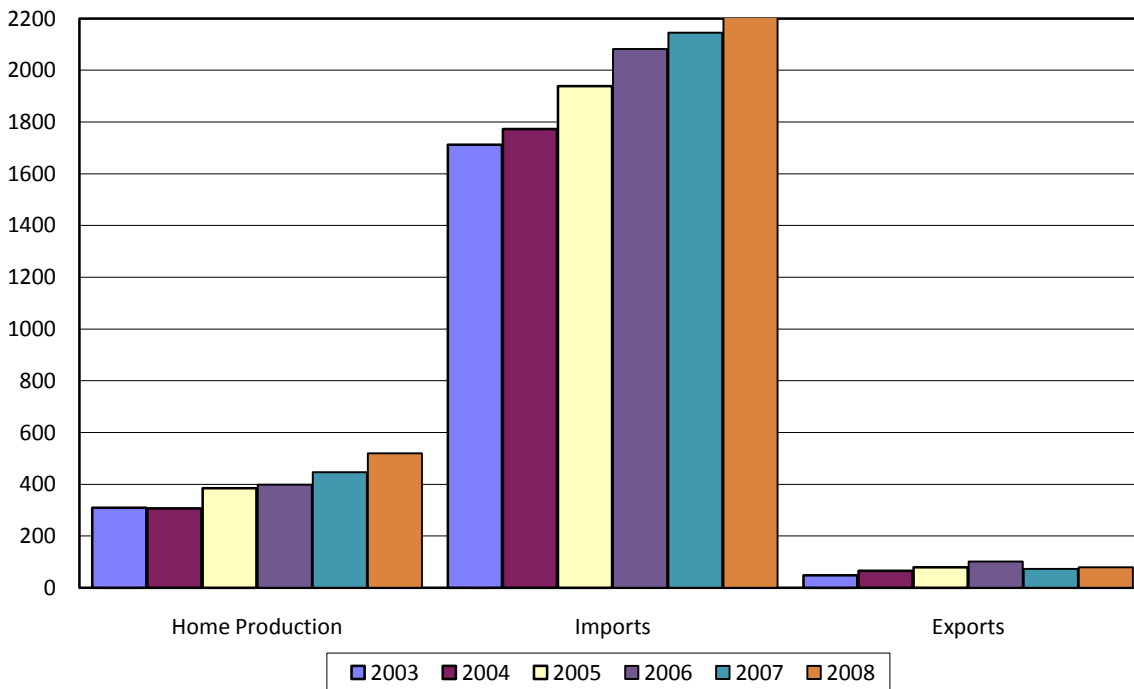


Figure 1.13 Value of fruit (£m)<sup>11</sup>



<sup>11</sup> The data used to produce Figures 1.12 to 1.13 has also been compiled from the 2009 edition of *Basic Horticultural Statistics in the UK* (DEFRA) and relates to 2008.

The vegetable imports shown in Figure 1.12 relate to fresh produce only, which includes produce from the Channel Islands, with tomatoes accounting for 21% of fresh vegetable imports being the most important. Fruit imports include some dried fruit as data on fresh produce cannot be obtained separately. Although the proportion of fruit imports appears very high, approximately two thirds cannot be grown in this country. Exports of vegetables relate exclusively to fresh produce.

### 1.7 Price Indices in the UK

**Table 1.1 Index of producer prices (Index: 2000=100)<sup>12</sup>**

	2005	2006	2007	2008	2009
Dessert apples	100.0	105.7	121.5	130.9	130.9
Cherries	100.0	117.5	132.2	175.9	152.6
Fresh Fruit	100.0	103.8	105.3	125.6	123.0
Lettuce	100.0	109.4	107.1	119.1	108.1
Onions	100.0	129.3	165.4	131.2	132.5
Cabbage	100.0	103.8	139.6	124.6	124.5
Fresh vegetables	100.0	108.2	122.5	118.0	114.7
Flowers & plants	100.0	103.4	110.1	115.1	115.7

**Table 1.2 Index of purchase prices (index 2000=100)<sup>13</sup>**

	2005	2006	2007	2008	2009
<b>Current Inputs</b>					
Seeds	100.0	90.5	100.3	110.4	109.4
Fertilisers & soil improvers	100.0	105.4	119.8	270.3	228.5
Plant protection	100.0	101.8	103.7	105.8	105.2
Fuel for heating	100.0	116.5	127.9	173.1	139.0
Hired labour	100.0	98.7	97.6	97.8	97.5
<b>Capital inputs</b>					
Machinery & other equipment	100.0	104.5	110.3	117.6	121.9
Buildings	100.0	105.9	113.0	120.3	120.5
<b>Finance inputs</b>					
Bank rate	100.0	104.3	118.5	100.6	13.8

The index of producer prices shows a variable pattern over the last five years, with sharp increases for all prices, except for lettuce between 2006 and 2007. This trend continued into 2008 for fruit, whereas prices for most fresh vegetables declined between 2008 and 2009.

<sup>12</sup> Source: Agricultural Price Indices, UK Defra

<sup>13</sup> Source: Agricultural Price Indices, UK Defra

The index of purchase prices show almost all input costs increased significantly between 2007 and 2008. Of particular significance to the industry was the index for fertilisers and soil improvers up 170% from 2005 to 2008, before falling back to 228% of the 2005 figure in 2009. Fuel for heating also dropped back in 2009 to 139% from a high of 173% in 2008. During the period 2008 to 2009 the Bank of England base rate decreased to a historic low of 0.5% representing just 13.8% of the 2005 figure.

## SECTION 2: FINANCIAL RESULTS FOR HORTICULTURE IN ENGLAND

### 2.1 Introduction to the data

The following series of tables are drawn from a sample of farmers and growers who participate in the Farm Business Survey in England and whose businesses are classified under one of the four main Defra horticultural type groups. These four type groups of Specialist Glass, Specialist Fruit, Specialist Hardy Nursery Stock and Other Horticulture are defined below. For the purposes of the Defra classification, Field Scale Vegetable producers are classified as General Cropping Farms, and so their results are not included in these tables, although smaller scale outdoor vegetable producers are recorded in the 'Other Horticulture' typology group.

### 2.2 Definition of horticultural type groups

*Horticultural businesses are farms where horticultural crops or permanent crops including fruit, either alone or in combination, account for over two thirds of total standard gross margin.*

#### **Specialist glass**

- Market garden vegetables and flowers under glass (either alone or in combination) accounting for more than two thirds of the total standard gross margin of the business, including walk-through polythene tunnels
- The specialist glass businesses have been further sub-divided into those businesses with mainly edible crops (more than 50% of crop output from edible crops) and those with mainly non-edible crops (more than 50% of crop output from non-edible crops)
- In addition to this, the specialist glass group has been sub-divided by the level of intensity of glasshouse production, showing both '50% or more' and '90% or more' of total crop output produced from protected crops
  - Table 2.3 Specialist Glass, edible and non edible crops
  - Table 2.4 Specialist Glass, mainly edible crops
  - Table 2.5 Specialist Glass, mainly non edible crops
  - Table 2.6 Specialist Glass (50% or more of crop output from glasshouse production), edible and non edible crops
  - Table 2.7 Specialist Glass (50% or more of crop output from glasshouse production), mainly edible crops
  - Table 2.8 Specialist Glass (50% or more of crop output from glasshouse production), mainly non edible crops
  - Table 2.9 Specialist Glass (90% or more of crop output from glasshouse production), edible and non edible crops
  - Table 2.10 Specialist Glass (90% or more of crop output from glasshouse production), mainly edible crops
  - Table 2.11 Specialist Glass (90% or more of crop output from glasshouse production), mainly non edible crops

#### **Specialist fruit**

- Fruit (other than strawberries, melons and citrus) accounting for more than two thirds of total standard gross margin of the business
- The specialist fruit group has one sub-group of mainly top fruit businesses
  - Table 2.12 Specialist fruit businesses
  - Table 2.13 Mainly top fruit businesses - 90% or more of crop output derived from top fruit

**Specialist hardy nursery stock**

- Hardy nursery stock (HNS) accounting for more than two thirds of total standard gross margin of the business
- The specialist HNS group has two sub-groups, showing HNS that is grown mainly under protection and HNS that is mainly grown outdoors
  - Table 2.14 Specialist HNS Businesses
  - Table 2.15 Mainly protected HNS crops - 25% or more of crop output derived from glasshouse production of HNS
  - Table 2.16 Outdoor HNS crops - 80% or more of crop output derived from outdoor production of HNS

**Other horticulture**

- Businesses in which none of the above categories accounts for more than two thirds of standard gross margin
- The 'other horticulture' group has one sub-group of mainly outdoor vegetable growers
  - Table 2.17 Other Horticultural Businesses
  - Table 2.18 Mainly outdoor vegetables – 50% or more of crop output derived from outdoor vegetables

### 2.3 The Sample

The Farm Business Survey (FBS) covers businesses with a Standard Labour Requirement (SLR) of 0.5 and above. The SLR represents the average labour requirement in Full Time Equivalents for all the enterprises in the business under typical conditions for enterprises of average size and performance. It is calculated from standard coefficients applied to each enterprise in the business and represents the input of labour required per hectare of crops and per head of livestock.

According to the 2008 June survey there are 9,046 horticultural businesses in England. However, approximately half of these businesses are regarded as too small for inclusion in the FBS, as they fall below the minimum threshold of 0.5 SLR.

Table 2.1 shows how the 2008 sample of horticultural businesses within the FBS compares with the national population of eligible horticultural businesses.

**Table 2.1 FBS sample compared with June Survey data for 2008**

	England population 2008 survey (business) <sup>14</sup>	FBS sample 2008 (businesses)	FBS sample as a % of population
Specialist Glass	943	91	9.7%
Specialist Fruit	858	40	4.7%
Specialist HNS	1,669	41	2.5%
Other Horticulture	1,100	33	3.0%
<b>All Horticulture</b>	<b>4,570</b>	<b>205</b>	<b>4.5%</b>

The size of the total sample for the 2007 cropping year was 213 businesses and for the 2008 cropping year it was 205 businesses.

The sample is drawn from a stratified population of seven Government Office Regions by four main typology types of Specialist Glass, Specialist Fruit, Specialist Hardy Nursery Stock and Other Horticulture. Within each stratum a single weight is calculated as the ratio of numbers of businesses in the population and in the sample. This weight when applied to each business represents the number of times that business' results must be replicated in order to 'represent' businesses not selected for the sample, so as to reflect the entire population. This weight is applied to all variables. The weighted results are then divided into the four main Defra type classifications.

The data in this report have been compiled from the 2007/08 and 2008/09 Farm Business Survey. Results for this survey can be accessed at: <http://farmbusinesssurvey.co.uk> and at: <http://statistics.defra.gov.uk/esg/publications/fab/default.asp>

<sup>14</sup> Businesses with over 0.5 standard labour requirements (SLR)

## 2.4 Financial results for 2007/08 and 2008/09

The results in this section are shown for businesses classified according to the Defra classification system, as described on page 19, which is based on standard gross margins.

The results are shown on a 'per business', 'per hectare' and 'per £100 of gross output' basis. It should be noted a small change has been made this year to the way the 'per hectare' results are shown in the report with all results now based on the productive cropping area of the holding. Previously, the specialist glass groups' performance was based on the productive glass area, while for the remaining horticultural groups the total productive area of the holding was used.

Average results are shown for the 2007 and 2008 cropping year, together with premium results for the 2008 cropping year, where the sample size is large enough to permit their publication. The premium results are the top third of businesses as measured by Farm Business Income (FBI) per hectare. The 'per hectare' results are based on the productive cropping area of the holding.

The horticultural sector represents a very diverse group of growers, with some operating highly intensive glasshouse operations and others producing more extensive top fruit and vegetable production. Over the whole sample, average FBI of Horticultural businesses in 2008 fell by 43%, from 2007 in current price terms, to £29,305 (Table 2.2). These businesses receive little in the way of direct income payments from the CAP support regime, having been ineligible for single payment scheme (SPS) payments relating to historic claims. Therefore, not surprisingly the amount of (SPS) received was just £2,381 per business, compared with an average gross output of £394,352 per business based on the whole sample. The average gross output per business increased by 3.3% across the horticultural sector; total variable costs increased by 18.3%, and fixed costs remained relatively constant with just a 0.4% increase on the previous year.

**Figure 2.1 Farm Business Income trend for Horticultural Businesses in the FBS in England<sup>15</sup>**

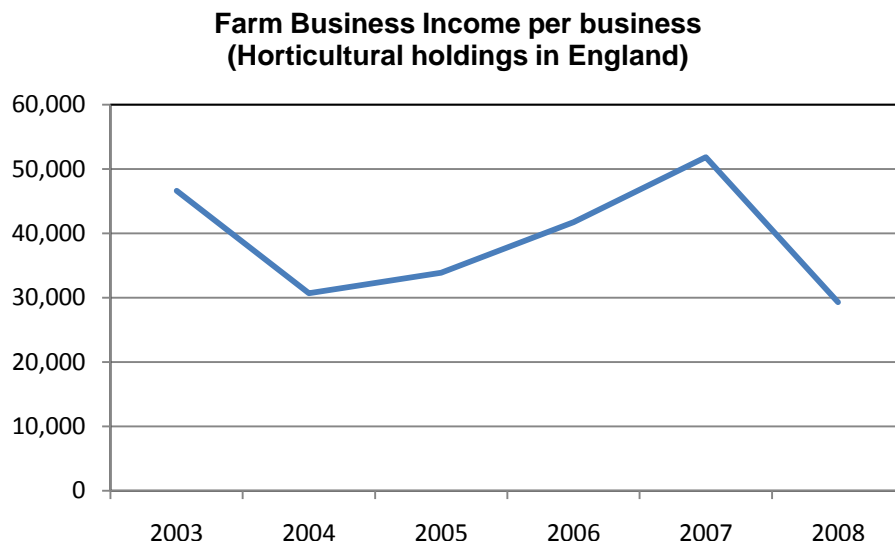


Figure 2.1 shows the trend in Farm Business Income for the last six years. The graph shows the fall in Farm Business Income between the 2007 and 2008 cropping years, following four consecutive years of increased profitability within the industry. For the 2008 harvest year the four main classification groups all experienced a decline in profitability, with the fruit sector and the 'other horticulture' group hardest hit compared with the previous year.

<sup>15</sup> Source: [www.farmbusinesssurvey.co.uk](http://www.farmbusinesssurvey.co.uk)

## Specialist Glass

The Specialist Glass group includes heated and cold glass and polytunnels, comprising several large scale soft fruit producers who use polytunnels for production. Table 2.3 shows that the average Farm Business Income (FBI) fell in 2008/09 by 23.1% from 2007/08 to £31,097 per business. Although the total output increased by 6.6%, total variable costs rose by 18.1%, resulting in the gross margin decreasing by just 0.9% to £211,047, whilst fixed costs went up by 3.5% to £202,276. However, there was a marked difference in the financial performance of the ornamental and edible sectors with the latter showing a deeper decline in profitability.

Table 2.4 shows that those glasshouse businesses with mainly edible crops (50% or more of their total crop output derived from edible crops) saw FBI per business fall by 33.7% to £30,593 for the 2008 cropping year. In this group total gross margin fell by 11.1%, and fixed costs decreased by 5.8%.

The average price and yields of some protected vegetables increased in the 2008 cropping year, and as a consequence, a small increase in output per hectare was recorded. Area of glasshouse (including polytunnels) fell by 4.6% in 2008/09, to 1.94 ha while the productive cropping area increased by 13.0% to 5.22 hectares. On average the proportion of output attributable to different crops remained constant in 2008/09, with glasshouse tomatoes contributing a third of output, and protected soft fruit contributing 27.7% of crop output. In 2008/09 86.2% of total crop output was derived from glasshouse production.

Table 2.5 refers to glasshouse businesses with mainly non edible crops (50% or more of their total output derived from non-edible crops), where the fall in FBI at 12.5%, to £31,598 per business for the 2008 cropping year was less marked than for the mainly edible sector. The definition of FBI changed in 2008/09 with the inclusion of Directors remuneration as an additional expense without which little difference would have been observed between the two years.

The total gross margin for this group of businesses rose by 8.9% while fixed costs went up by 12.3%. Like the year before, there was a wide range in the business performance of growers in 2008/09 with some showing significant increases in FBI and others experienced very disappointing results. Poor weather had a detrimental affect on the spring bedding plant season, although there was an improvement in the autumn. A very high proportion [85.6%] of crop output is derived from glasshouse production in this group.

There are a number of businesses within the specialist glasshouse group with some outdoor crop production. To facilitate a better understanding of the results the group has been sub-divided according to the intensity of glasshouse production showing businesses with 50% or more of crop output derived from glasshouse production (Tables 2.6 to 2.8), and businesses with 90% or more of crop output derived from glasshouse production (Tables 2.9 to 2.11).

Table 2.10 shows the edible sector within the intensive glasshouse group (90% or more of crop output from glasshouse production) saw FBI fall from £47,976 per business in 2007/08 to £28,130 per business in 2008/09. Comparing the results on a 'per hectare' basis (cropping area), Table 2.10 shows FBI fell by 37.9%, to £26,436 per hectare for 2008/09 Fixed costs fell by 2.2% between the two years, while the variable costs increased by 15.3%.

Among the variable costs expenditure on glasshouse heating fuel increased by 36.6% between the two years, which is in line with the purchase price index published by Defra noting heating fuel increased by 36%. Whilst the cost of heating fuel, which peaked in June 2008, began to fall towards the end of 2008, with businesses in this group ending their financial year in December there was little benefit to be gained by them. Other significant increases were for fertilisers and composts which rose by 18.6%.

Table 2.11 shows the results of those businesses growing mainly ornamental crops (90% or more of crop output from glasshouse production). The reduction in FBI for these businesses was small compared with their food producing counterparts [-12.9% to £23,398 per business]. Again, definitional change to Directors remuneration was the main reason for year on year change to FBI.

The cropping area per business increased slightly [2.1%] to 0.99 hectares. Comparing the results on a 'per hectare' basis (cropping area), Table 2.11 shows that FBI fell by 15.4%, to £28,549 per hectare for 2008/09. Although total output per hectare increased by 15.4%, there were increases in variable and fixed costs, in particular fertilisers & composts (+97.2%), heating fuel (+47%), and fuel & electricity (+18.7%).

## Specialist Fruit

Table 2.12 shows the average Farm Business Income (FBI) per business fell from £39,572 in 2007/08 to £16,030 in 2008/09. There were reductions in 2008/09 to total output [-20.5%] to £177,469 per business, variable costs [-15.9%] to £57,616 per business and fixed costs [-9.2%] to £119,791 per business. This specialist fruit group is comprised of 63.4% of crop output from top fruit and 35.7% from soft fruit production. Additionally, 15% of these businesses have more than half of their total output derived from other activities, for example, adding value to primary production by producing apple juice.

Table 2.13 shows a group of businesses that specialise in top fruit production with 90% or more of their total crop output derived from this type of fruit. The average FBI fell by 54.1% in 2008/09 to £13,684, although this was quite variable across the country. The average cropping area per holding fell in 2008/09 to 17 hectares [-12.4%]. On a 'per hectare' basis, both output and variable costs decreased by 14.5%. Average prices for apples improved in 2008/09 although total value of sales declined. Of particular note was the very poor plum crop following inclement weather in the spring which adversely affected plum blossom.

## Specialist Hardy Nursery Stock

The Hardy Nursery Stock (HNS) sector [Table 2.14] also showed a fall in Farm Business Income (FBI), decreasing from £68,589 in 2007/08 to £41,195 in 2008/09.

Total output remained almost unchanged [-0.9%] between the two years, while variable costs increased by 9.7% and fixed costs fell by 3.5%. This group of businesses includes growers of HNS under protection, those growing HNS outdoors, and a combination of the two production systems. The bad summer weather affected nursery stock sales to garden centres and coupled with higher production costs of young plants, fertilisers, composts and packing materials, led to a lower gross margin.

Table 2.15 refers to a group of businesses which primarily grow HNS under glass (25% or more of crop output produced under glass or walk-through polythene tunnels). Table 2.16 refers to a group of businesses with 80% or more of HNS output produced outdoors, which includes rootstock and larger trees, as well as shrubs and smaller nursery stock.

Farm Business Income (FBI) for the protected nursery stock production fell by 44.7% to £51,248 in 2008/09, which was due to a fall in output and an increase in variable costs. Total output for this group declined by 7.5%, with a 15.2% reduction in the gross margin [Table 2.15]. For growers of predominantly outdoor HNS [Table 2.16], FBI fell from £63,122 in 2007/08 to £35,307 in 2008/09.

## Other Horticulture

Table 2.17 shows the results of the 'Other Horticulture' group. In 2008/09 output was derived from 11.9% glasshouse crops, 69.2% outdoor vegetable crops, 5.6% flowers and nursery stock with the remainder from the production of fruit and other farm crops. Farm Business Income (FBI) declined to £20,083 [-56.2%] per business, mainly due to an increase in fixed costs.

Table 2.18 shows the financial results for a group of outdoor vegetable growers (50% or more crop output produced from outdoor vegetables). The cropping area of this group increased from 66.6 hectares to 93.4 hectares per business. On a 'per hectare' basis the gross margin per hectare increased by 15.3% and fixed costs by 27.4%. Some of this change is due to the composition of farms in the sample between the two years.

## **2.5 Balance Sheet Information**

Table 2.19 shows the Assets, Liabilities and Net Worth for the same group of farms included in the preceding commentary on the financial results. For horticultural businesses as a whole, the percentage equity in the business decreased very slightly [-0.9%] during the year, to 77.2%. The value of Fixed Assets increased by 6.8% to £479,292, and total External Liabilities increased [+10.8%], to £145,715.

The percentage equity for Specialist Glasshouse businesses remained virtually unchanged between the beginning and end of the year at 75.8%. Specialist Hardy Nursery Stock businesses experienced a 2.6% increase in equity, while Specialist Fruit and 'Other Horticulture' businesses both had a decrease in equity at -2.4% and -3.7% respectively. Specialist Fruit businesses have the highest percentage equity of the four horticultural businesses at 86.2% at the end of 2008.

Table 2.20 compares the Net Worth and percentage equity for the other Robust Farm Type classification used in England. The average Net Worth for all businesses is approximately £917,942 per business representing 88.2% equity in the business. Those farms that are predominantly land based have the highest Net Worth, while those businesses with intensive livestock systems and less land have a lower Net Worth and smaller percentage equity. Consequently, lowland cattle & sheep farms and cereal farms have the highest percentage equity at 93% and 91% respectively, while pig and poultry farms have the lowest percentage equity at 53.2% and 65.1% respectively, with horticulture midway at 77.6%.

**Table 2.2 All horticultural businesses**

	<i>Per business</i>		<i>Per hectare</i>		<i>Per £100 of gross output</i>	
	<b>2007/08</b>	<b>2008/09</b>	<b>2007/08</b>	<b>2008/09</b>	<b>2007/08</b>	<b>2008/09</b>
Number of businesses	213	205	213	205	213	205
Productive cropping area (ha)	17.81	16.50	17.81	16.50		
	<i>Average £/business</i>		<i>Average £/hectare</i>		<i>Average %</i>	
<b>Gross output</b>	<b>381,604</b>	<b>394,352</b>	<b>21,427</b>	<b>23,896</b>	<b>100</b>	<b>100</b>
<b>Variable costs</b>						
Seed & young plants	69,626	76,889	3,909	4,659	18.2	19.5
Fertilisers & composts	9,604	13,144	539	796	2.5	3.3
Crop protection	7,052	8,025	396	486	1.8	2.0
Market charges	19,439	22,739	1,092	1,378	5.1	5.8
Packing materials	17,816	27,463	1,000	1,664	4.7	7.0
Horticultural sundries	13,517	13,365	759	810	3.5	3.4
Glasshouse fuel	6,058	7,392	340	448	1.6	1.9
Other variable costs	702	1,146	39	69	0.2	0.3
<b>Total variable costs</b>	<b>143,814</b>	<b>170,163</b>	<b>8,075</b>	<b>10,311</b>	<b>37.7</b>	<b>43.1</b>
<b>Total gross margin</b>	<b>237,790</b>	<b>224,189</b>	<b>13,352</b>	<b>13,585</b>	<b>62.3</b>	<b>56.9</b>
<b>Fixed costs</b>						
Labour:						
Regular paid	77,257	81,220	4,338	4,921	20.2	20.6
Regular unpaid	21,014	22,446	1,180	1,360	5.5	5.7
Casual labour	27,857	22,603	1,564	1,370	7.3	5.7
Power & machinery costs:						
Contract & hire	5,724	4,909	321	297	1.5	1.2
Fuel & electricity	9,373	11,506	526	697	2.5	2.9
Repairs	9,778	8,399	549	509	2.6	2.1
Machinery depreciation	11,813	12,444	663	754	3.1	3.2
Glasshouse depreciation	3,519	3,150	198	191	0.9	0.8
Rent (incl. imputed)	13,750	13,548	772	821	3.6	3.4
Other costs:						
Occupier's repairs	5,542	5,414	311	328	1.5	1.4
Permanent crop depreciation	624	794	35	48	0.2	0.2
Water	1,968	1,927	110	117	0.5	0.5
Sundries	16,679	17,445	937	1,057	4.4	4.4
<b>Total fixed costs</b>	<b>204,897</b>	<b>205,804</b>	<b>11,505</b>	<b>12,471</b>	<b>53.7</b>	<b>52.2</b>
<b>Management &amp; investment income</b>	<b>32,893</b>	<b>18,385</b>	<b>1,847</b>	<b>1,114</b>	<b>8.6</b>	<b>4.7</b>
Minus: management salaries	1,307	580	73	35	0.3	0.1
Plus: farmer & spouse labour	17,823	18,634	1,001	1,129	4.7	4.7
<b>Net farm income</b>	<b>49,409</b>	<b>36,439</b>	<b>2,774</b>	<b>2,208</b>	<b>12.9</b>	<b>9.2</b>
<b>Farm business income</b>	<b>51,821</b>	<b>29,305</b>	<b>2,910</b>	<b>1,776</b>	<b>13.6</b>	<b>7.4</b>

**Crop output per cent of total crop output (%)**

	Average 2007/08	Average 2008/09
Glasshouse crops		
Flowers & nursery stock	26.8	24.1
Tomatoes	3.5	3.5
Lettuce	0.5	0.5
Soft fruit	2.9	2.8
Other glasshouse crops	3.6	2.8
Outdoor crops		
Flowers and nursery stock	28.6	32.0
Vegetables	20.8	22.3
Other outdoor crops	2.2	2.8
Top fruit		
Dessert apples and pears	4.6	3.4
Culinary apples	0.9	0.8
Plums	0.5	0.1
Other top	1.5	1.3
Soft fruit		
Strawberries	1.3	1.2
Raspberries	1.3	1.0
Blackcurrants	0.2	0.1
Other soft fruit	0.9	1.3
<b>Total</b>	<b>100.0</b>	<b>100.0</b>

**Farm business income (FBI)**

(distribution by number of businesses)

	Average 2007/08	Average 2008/09
Over £100,000	43	28
£50,000 to <£100,000	35	26
£25,000 to <£50,000	37	41
£12,500 to <£25,000	32	32
0 to <£12,500	38	38
-£12,500 to 0	10	11
-£25,000 to <-£12,500	5	7
-£50,000 to <-£25,000	6	8
Below -£50,000	7	14
<b>Total</b>	<b>213</b>	<b>205</b>

**Distribution of tenant's type capital (%)**

	Average 2007/08	Average 2008/09
Crops and tillages	20	20
Stores	6	7
Glasshouses	8	7
Equipment	27	26
Livestock	2	3
Other	36	37
<b>Total</b>	<b>100</b>	<b>100</b>
<b>Tenant's capital (£)</b>	<b>265,189</b>	<b>260,473</b>

**Table 2.3 All specialist glass businesses**

	<i>Per business</i>		<i>Per hectare</i>		<i>Per £100 of gross output</i>	
	<b>2007/08</b>	<b>2008/09</b>	<b>2007/08</b>	<b>2008/09</b>	<b>2007/08</b>	<b>2008/09</b>
Number of businesses	94	91	94	91	94	91
Productive cropping area (ha)	3.07	3.45	3.07	3.45		
	<i>Average £/business</i>		<i>Average £/hectare</i>		<i>Average %</i>	
<b>Gross output</b>	<b>351,593</b>	<b>374,859</b>	<b>114,602</b>	<b>108,558</b>	<b>100</b>	<b>100</b>
<b>Variable costs</b>						
Seed & young plants	51,086	57,574	16,652	16,673	14.5	15.4
Fertilisers & composts	9,982	15,357	3,254	4,447	2.8	4.1
Crop protection	3,104	3,639	1,012	1,054	0.9	1.0
Market charges	23,045	22,734	7,512	6,584	6.6	6.1
Packing materials	18,010	23,809	5,870	6,895	5.1	6.4
Horticultural sundries	11,752	11,130	3,831	3,223	3.3	3.0
Glasshouse fuel	21,529	29,544	7,017	8,556	6.1	7.9
Other variable costs	200	24	65	7	0.1	0.0
<b>Total variable costs</b>	<b>138,708</b>	<b>163,812</b>	<b>45,212</b>	<b>47,439</b>	<b>39.5</b>	<b>43.7</b>
<b>Total gross margin</b>	<b>212,885</b>	<b>211,047</b>	<b>69,390</b>	<b>61,119</b>	<b>60.5</b>	<b>56.3</b>
<b>Fixed costs</b>						
Labour:						
Regular paid	83,692	81,920	27,280	23,724	23.8	21.9
Regular unpaid	25,447	28,200	8,294	8,167	7.2	7.5
Casual labour	16,704	22,130	5,445	6,409	4.8	5.9
Power & machinery costs:						
Contract & hire	4,073	1,818	1,327	526	1.2	0.5
Fuel & electricity	8,779	9,983	2,862	2,891	2.5	2.7
Repairs	7,511	7,654	2,448	2,217	2.1	2.0
Machinery depreciation	8,812	9,372	2,872	2,714	2.5	2.5
Glasshouse depreciation	7,663	7,255	2,498	2,101	2.2	1.9
Rent (incl. imputed)	7,194	7,806	2,345	2,261	2.0	2.1
Other costs:						
Occupier's repairs	5,845	6,208	1,905	1,798	1.7	1.7
Permanent crop depreciation	-69	-189	-22	-55	0.0	-0.1
Water	1,923	1,844	627	534	0.5	0.5
Sundries	17,771	18,276	5,793	5,293	5.1	4.9
<b>Total fixed costs</b>	<b>195,346</b>	<b>202,276</b>	<b>63,673</b>	<b>58,579</b>	<b>55.6</b>	<b>54.0</b>
<b>Management &amp; investment income</b>	<b>17,539</b>	<b>8,771</b>	<b>5,717</b>	<b>2,540</b>	<b>5.0</b>	<b>2.3</b>
Minus: management salaries	872	1,008	284	292	0.2	0.3
Plus: farmer & spouse labour	22,374	24,489	7,293	7,092	6.4	6.5
<b>Net farm income</b>	<b>39,042</b>	<b>32,252</b>	<b>12,726</b>	<b>9,340</b>	<b>11.1</b>	<b>8.6</b>
<b>Farm business income</b>	<b>40,472</b>	<b>31,097</b>	<b>13,192</b>	<b>9,006</b>	<b>11.5</b>	<b>8.3</b>



**Table 2.4 Specialist glass businesses, mainly edible crops\***

	<i>Per business</i>		<i>Per hectare</i>		<i>Per £100 of gross output</i>	
	<b>2007/08</b>	<b>2008/09</b>	<b>2007/08</b>	<b>2008/09</b>	<b>2007/08</b>	<b>2008/09</b>
Number of businesses	34	36	34	36	34	36
Productive cropping area (ha)	4.62	5.22	4.62	5.22		
	<i>Average £/business</i>		<i>Average £/hectare</i>		<i>Average %</i>	
<b>Gross output</b>	<b>394,577</b>	<b>365,080</b>	<b>85,388</b>	<b>69,873</b>	<b>100</b>	<b>100</b>
<b>Variable costs</b>						
Seed & young plants	26,053	24,953	5,638	4,776	6.6	6.8
Fertilisers & composts	9,580	11,006	2,073	2,106	2.4	3.0
Crop protection	4,674	5,181	1,012	992	1.2	1.4
Market charges	41,888	32,834	9,065	6,284	10.6	9.0
Packing materials	22,785	23,242	4,931	4,448	5.8	6.4
Horticultural sundries	17,532	14,051	3,794	2,689	4.4	3.8
Glasshouse fuel	38,153	46,000	8,256	8,804	9.7	12.6
Other variable costs	110	48	24	9	0.0	0.0
<b>Total variable costs</b>	<b>160,773</b>	<b>157,315</b>	<b>34,792</b>	<b>30,109</b>	<b>40.7</b>	<b>43.1</b>
<b>Total gross margin</b>	<b>233,803</b>	<b>207,765</b>	<b>50,596</b>	<b>39,764</b>	<b>59.3</b>	<b>56.9</b>
<b>Fixed costs</b>						
Labour:						
Regular paid	85,870	75,438	18,583	14,438	21.8	20.7
Regular unpaid	25,100	25,494	5,432	4,879	6.4	7.0
Casual labour	26,677	31,620	5,773	6,052	6.8	8.7
Power & machinery costs:						
Contract & hire	2,634	2,236	570	428	0.7	0.6
Fuel & electricity	9,491	9,325	2,054	1,785	2.4	2.6
Repairs	10,470	8,449	2,266	1,617	2.7	2.3
Machinery depreciation	8,661	8,646	1,874	1,655	2.2	2.4
Glasshouse depreciation	7,303	6,198	1,580	1,186	1.9	1.7
Rent (incl. imputed)	9,973	9,175	2,158	1,756	2.5	2.5
Other costs:						
Occupier's repairs	8,522	7,701	1,844	1,474	2.2	2.1
Permanent crop depreciation	-162	-383	-35	-73	0.0	-0.1
Water	2,208	1,876	478	359	0.6	0.5
Sundries	14,755	13,453	3,193	2,575	3.7	3.7
<b>Total fixed costs</b>	<b>211,500</b>	<b>199,228</b>	<b>45,770</b>	<b>38,131</b>	<b>53.6</b>	<b>54.6</b>
<b>Management &amp; investment income</b>	<b>22,303</b>	<b>8,536</b>	<b>4,826</b>	<b>1,634</b>	<b>5.7</b>	<b>2.3</b>
Minus: management salaries	495	802	107	153	0.1	0.2
Plus: farmer & spouse labour	22,080	22,600	4,778	4,325	5.6	6.2
<b>Net farm income</b>	<b>43,888</b>	<b>30,335</b>	<b>9,498</b>	<b>5,806</b>	<b>11.1</b>	<b>8.3</b>
<b>Farm business income</b>	<b>46,141</b>	<b>30,593</b>	<b>9,985</b>	<b>5,855</b>	<b>11.7</b>	<b>8.4</b>

### Crop output per cent of total crop output (%)

	Average 2007/08	Average 2008/09
Glasshouse crops		
Flowers & nursery stock	0.3	0.2
Tomatoes	33.2	33.7
Lettuce	5.0	4.6
Soft fruit	27.8	27.7
Other glasshouse crops	22.5	20.0
Outdoor crops		
Flowers & nursery stock	0.0	0.0
Vegetables	2.9	2.1
Fruit	8.4	11.6
Other outdoor crops	0.0	0.0
<b>Total</b>	<b>100.0</b>	<b>100.0</b>

### Distribution of tenant's type capital (%)

	Average 2007/08	Average 2008/09
Crops & tillages	2	2
Stores	5	5
Glasshouses	27	23
Equipment	25	26
Livestock	0	0
Other	42	43
<b>Total</b>	<b>100</b>	<b>100</b>
<b>Tenant's capital (£)</b>	<b>221,474</b>	<b>213,595</b>

### Farm business income (FBI)

(distribution by number of businesses)

	Average 2007/08	Average 2008/09
Over £100,000	9	6
£50,000 to <£100,000	7	5
£25,000 to <£50,000	4	5
£12,500 to <£25,000	8	6
0 to <£12,500	5	7
-£12,500 to 0	0	0
-£25,000 to <-£12,500	1	0
-£50,000 to <-£25,000	0	2
Below -£50,000	0	5
<b>Total</b>	<b>34</b>	<b>36</b>

\* no premium figures, sample too small

**Table 2.5 Specialist glass businesses, mainly non-edible crops**

	<i>Per business</i>		<i>Per hectare</i>		<i>Per £100 of gross output</i>	
	<b>2007/08</b>	<b>2008/09</b>	<b>2007/08</b>	<b>2008/09</b>	<b>2007/08</b>	<b>2008/09</b>
Number of businesses	60	55	60	55	60	55
Productive cropping area (ha)	1.87	1.70	1.87	1.70		
	<i>Average £/business</i>		<i>Average £/hectare</i>		<i>Average %</i>	
<b>Gross output</b>	<b>318,420</b>	<b>384,559</b>	<b>170,335</b>	<b>226,778</b>	<b>100</b>	<b>100</b>
<b>Variable costs</b>						
Seed & young plants	70,406	89,928	37,663	53,031	22.1	23.4
Fertilisers & composts	10,293	19,672	5,506	11,601	3.2	5.1
Crop protection	1,892	2,110	1,012	1,244	0.6	0.5
Market charges	8,503	12,718	4,548	7,500	2.7	3.3
Packing materials	14,324	24,372	7,663	14,373	4.5	6.3
Horticultural sundries	7,292	8,233	3,901	4,855	2.3	2.1
Glasshouse fuel	8,700	13,222	4,654	7,797	2.7	3.4
Other variable costs	270	0	145	0	0.1	0.0
<b>Total variable costs</b>	<b>121,680</b>	<b>170,255</b>	<b>65,091</b>	<b>100,401</b>	<b>38.2</b>	<b>44.3</b>
<b>Total gross margin</b>	<b>196,741</b>	<b>214,303</b>	<b>105,244</b>	<b>126,377</b>	<b>61.8</b>	<b>55.7</b>
<b>Fixed costs</b>						
Labour:						
Regular paid	82,012	88,349	43,871	52,100	25.8	23.0
Regular unpaid	25,714	30,883	13,756	18,212	8.1	8.0
Casual labour	9,006	12,717	4,818	7,500	2.8	3.3
Power & machinery costs:						
Contract & hire	5,183	1,404	2,773	828	1.6	0.4
Fuel & electricity	8,230	10,636	4,403	6,272	2.6	2.8
Repairs	5,226	6,865	2,796	4,048	1.6	1.8
Machinery depreciation	8,928	10,091	4,776	5,951	2.8	2.6
Glasshouse depreciation	7,942	8,303	4,248	4,896	2.5	2.2
Rent (incl. imputed)	5,050	6,448	2,701	3,803	1.6	1.7
Other costs:						
Occupier's repairs	3,779	4,727	2,022	2,788	1.2	1.2
Permanent crop depreciation	4	3	2	2	0.0	0.0
Water	1,703	1,812	911	1,068	0.5	0.5
Sundries	20,099	23,060	10,752	13,599	6.3	6.0
<b>Total fixed costs</b>	<b>182,878</b>	<b>205,299</b>	<b>97,828</b>	<b>121,067</b>	<b>57.4</b>	<b>53.4</b>
<b>Management &amp; investment income</b>	<b>13,863</b>	<b>9,004</b>	<b>7,416</b>	<b>5,310</b>	<b>4.4</b>	<b>2.3</b>
Minus: management salaries	1,162	1,213	622	715	0.4	0.3
Plus: farmer & spouse labour	22,601	26,363	12,090	15,546	7.1	6.9
<b>Net farm income</b>	<b>35,301</b>	<b>34,154</b>	<b>18,884</b>	<b>20,141</b>	<b>11.1</b>	<b>8.9</b>
<b>Farm business income</b>	<b>36,096</b>	<b>31,598</b>	<b>19,309</b>	<b>18,634</b>	<b>11.3</b>	<b>8.2</b>



**Table 2.6 Specialist glass businesses (50% or more of crop output from glasshouse production)**

	<i>Per business</i>		<i>Per hectare</i>		<i>Per £100 of gross output</i>	
	<b>2007/08</b>	<b>2008/09</b>	<b>2007/08</b>	<b>2008/09</b>	<b>2007/08</b>	<b>2008/09</b>
Number of businesses	79	76	79	76	79	76
Productive cropping area (ha)	1.21	1.15	1.21	1.15		
	<i>Average £/business</i>		<i>Average £/hectare</i>		<i>Average %</i>	
<b>Gross output</b>	<b>360,313</b>	<b>374,867</b>	<b>297,543</b>	<b>325,387</b>	<b>100</b>	<b>100</b>
<b>Variable costs</b>						
Seed & young plants	57,012	63,623	47,080	55,225	15.8	17.0
Fertilisers & composts	10,769	16,390	8,893	14,227	3.0	4.4
Crop protection	2,472	2,416	2,042	2,097	0.7	0.6
Market charges	18,045	20,002	14,901	17,362	5.0	5.3
Packing materials	15,823	19,868	13,066	17,246	4.4	5.3
Horticultural sundries	10,552	10,995	8,714	9,544	2.9	2.9
Glasshouse fuel	26,654	36,340	22,011	31,543	7.4	9.7
Other variable costs	16	30	13	26	0.0	0.0
<b>Total variable costs</b>	<b>141,343</b>	<b>169,666</b>	<b>116,720</b>	<b>147,271</b>	<b>39.2</b>	<b>45.3</b>
<b>Total gross margin</b>	<b>218,970</b>	<b>205,201</b>	<b>180,823</b>	<b>178,116</b>	<b>60.8</b>	<b>54.7</b>
<b>Fixed costs</b>						
Labour:						
Regular paid	89,707	86,738	74,079	75,289	24.9	23.1
Regular unpaid	26,378	28,640	21,783	24,860	7.3	7.6
Casual labour	10,984	12,739	9,070	11,057	3.0	3.4
Power & machinery costs:						
Contract & hire	3,866	1,060	3,192	920	1.1	0.3
Fuel & electricity	9,309	10,068	7,687	8,739	2.6	2.7
Repairs	7,792	7,753	6,435	6,729	2.2	2.1
Machinery depreciation	9,321	9,533	7,697	8,274	2.6	2.5
Glasshouse depreciation	8,758	8,246	7,233	7,158	2.4	2.2
Rent (incl. imputed)	6,495	6,566	5,364	5,700	1.8	1.8
Other costs:						
Occupier's repairs	5,702	5,827	4,708	5,058	1.6	1.6
Permanent crop depreciation	5	-39	4	-34	0.0	0.0
Water	2,024	1,908	1,672	1,656	0.6	0.5
Sundries	19,719	19,467	16,284	16,898	5.5	5.2
<b>Total fixed costs</b>	<b>200,060</b>	<b>198,506</b>	<b>165,208</b>	<b>172,304</b>	<b>55.5</b>	<b>53.0</b>
<b>Management &amp; investment income</b>	<b>18,909</b>	<b>6,695</b>	<b>15,615</b>	<b>5,811</b>	<b>5.2</b>	<b>1.8</b>
Minus: management salaries	1,019	959	841	833	0.3	0.3
Plus: farmer & spouse labour	23,007	25,267	18,999	21,932	6.4	6.7
<b>Net farm income</b>	<b>40,897</b>	<b>31,003</b>	<b>33,773</b>	<b>26,910</b>	<b>11.4</b>	<b>8.3</b>
<b>Farm business income</b>	<b>42,361</b>	<b>30,042</b>	<b>34,982</b>	<b>26,077</b>	<b>11.8</b>	<b>8.0</b>



**Table 2.7 Specialist glass businesses (50% or more of crop output from glasshouse production) - mainly edible crops\***

	<i>Per business</i>		<i>Per hectare</i>		<i>Per £100 of gross output</i>	
	<b>2007/08</b>	<b>2008/09</b>	<b>2007/08</b>	<b>2008/09</b>	<b>2007/08</b>	<b>2008/09</b>
Number of businesses	25	28	25	28	25	28
Productive cropping area (ha)	1.35	1.23	1.35	1.23		
	<i>Average £/business</i>		<i>Average £/hectare</i>		<i>Average %</i>	
<b>Gross output</b>	<b>307,533</b>	<b>268,208</b>	<b>228,303</b>	<b>217,776</b>	<b>100</b>	<b>100</b>
<b>Variable costs</b>						
Seed & young plants	15,998	14,801	11,876	12,018	5.2	5.5
Fertilisers & composts	8,899	9,036	6,606	7,337	2.9	3.4
Crop protection	2,616	2,243	1,942	1,821	0.9	0.8
Market charges	25,462	22,220	18,902	18,042	8.3	8.3
Packing materials	13,842	9,463	10,276	7,683	4.5	3.5
Horticultural sundries	9,231	8,725	6,853	7,084	3.0	3.3
Glasshouse fuel	45,516	53,302	33,790	43,279	14.8	19.9
Other variable costs	36	59	27	48	0.0	0.0
<b>Total variable costs</b>	<b>121,601</b>	<b>119,850</b>	<b>90,273</b>	<b>97,314</b>	<b>39.5</b>	<b>44.7</b>
<b>Total gross margin</b>	<b>185,932</b>	<b>148,358</b>	<b>138,030</b>	<b>120,461</b>	<b>60.5</b>	<b>55.3</b>
<b>Fixed costs</b>						
Labour:						
Regular paid	71,248	61,069	52,893	49,586	23.2	22.8
Regular unpaid	24,540	24,837	18,217	20,167	8.0	9.3
Casual labour	9,329	9,433	6,926	7,659	3.0	3.5
Power & machinery costs:						
Contract & hire	496	574	368	466	0.2	0.2
Fuel & electricity	8,107	7,278	6,019	5,910	2.6	2.7
Repairs	10,436	7,474	7,747	6,068	3.4	2.8
Machinery depreciation	6,565	5,691	4,873	4,621	2.1	2.1
Glasshouse depreciation	7,540	6,135	5,597	4,981	2.5	2.3
Rent (incl. imputed)	8,558	7,542	6,353	6,124	2.8	2.8
Other costs:						
Occupier's repairs	6,861	5,595	5,094	4,543	2.2	2.1
Permanent crop depreciation	5	-80	4	-65	0.0	0.0
Water	1,995	1,632	1,481	1,326	0.6	0.6
Sundries	12,351	10,389	9,169	8,436	4.0	3.9
<b>Total fixed costs</b>	<b>168,030</b>	<b>147,570</b>	<b>124,741</b>	<b>119,822</b>	<b>54.6</b>	<b>55.0</b>
<b>Management &amp; investment income</b>	<b>17,901</b>	<b>788</b>	<b>13,289</b>	<b>640</b>	<b>5.8</b>	<b>0.3</b>
Minus: management salaries	75	78	55	63	0.0	0.0
Plus: farmer & spouse labour	21,845	21,996	16,217	17,860	7.1	8.2
<b>Net farm income</b>	<b>39,672</b>	<b>22,706</b>	<b>29,451</b>	<b>18,436</b>	<b>12.9</b>	<b>8.5</b>
<b>Farm business income</b>	<b>42,225</b>	<b>24,166</b>	<b>31,347</b>	<b>19,622</b>	<b>13.7</b>	<b>9.0</b>

### Crop output per cent of total crop output (%)

	Average 2007/08	Average 2008/09
Glasshouse crops		
Flowers & nursery stock	0.0	0.0
Tomatoes	53.4	56.4
Lettuce	7.9	7.6
Soft fruit	12.3	10.0
Other glasshouse crops	25.9	24.8
Outdoor crops		
Flowers & nursery stock	0.0	0.0
Vegetables	0.2	0.4
Fruit	0.2	0.7
Other outdoor crops	0.0	0.0
<b>Total</b>	<b>100.0</b>	<b>100.0</b>

### Distribution of tenant's type capital (%)

	Average 2007/08	Average 2008/09
Crops & tillages	1	1
Stores	5	5
Glasshouses	28	24
Equipment	22	23
Livestock	0	0
Other	45	48
<b>Total</b>	<b>100</b>	<b>100</b>
<b>Tenant's capital (£)</b>	<b>192,302</b>	<b>166,399</b>

### Farm business income (FBI)

(distribution by number of businesses)

	Average 2007/08	Average 2008/09
Over £100,000	6	4
£50,000 to <£100,000	5	5
£25,000 to <£50,000	3	5
£12,500 to <£25,000	5	4
0 to <£12,500	5	5
-£12,500 to 0	0	0
-£25,000 to <-£12,500	1	0
-£50,000 to <-£25,000	0	2
Below -£50,000	0	3
<b>Total</b>	<b>25</b>	<b>28</b>

\* no premium figures, sample too small

**Table 2.8 Specialist glass businesses (50% or more of crop output from glasshouse production) - mainly non-edible crops**

	<i>Per business</i>		<i>Per hectare</i>		<i>Per £100 of gross output</i>	
	<b>2007/08</b>	<b>2008/09</b>	<b>2007/08</b>	<b>2008/09</b>	<b>2007/08</b>	<b>2008/09</b>
Number of businesses	54	48	54	48	54	48
Productive cropping area (ha)	1.11	1.07	1.11	1.07		
	<i>Average £/business</i>		<i>Average £/hectare</i>		<i>Average %</i>	
<b>Gross output</b>	<b>400,163</b>	<b>486,177</b>	<b>361,087</b>	<b>454,761</b>	<b>100</b>	<b>100</b>
<b>Variable costs</b>						
Seed & young plants	87,979	114,574	79,388	107,171	22.0	23.6
Fertilisers & composts	12,182	24,065	10,992	22,510	3.0	4.9
Crop protection	2,364	2,597	2,133	2,429	0.6	0.5
Market charges	12,445	17,688	11,230	16,545	3.1	3.6
Packing materials	17,318	30,728	15,627	28,742	4.3	6.3
Horticultural sundries	11,549	13,365	10,421	12,502	2.9	2.7
Glasshouse fuel	12,413	18,638	11,201	17,434	3.1	3.8
Other variable costs	0	0	0	0	0.0	0.0
<b>Total variable costs</b>	<b>156,250</b>	<b>221,655</b>	<b>140,992</b>	<b>207,331</b>	<b>39.0</b>	<b>45.6</b>
<b>Total gross margin</b>	<b>243,914</b>	<b>264,523</b>	<b>220,095</b>	<b>247,430</b>	<b>61.0</b>	<b>54.4</b>
<b>Fixed costs</b>						
Labour:						
Regular paid	103,643	113,527	93,522	106,191	25.9	23.4
Regular unpaid	27,766	32,609	25,055	30,502	6.9	6.7
Casual labour	12,233	16,188	11,039	15,142	3.1	3.3
Power & machinery costs:						
Contract & hire	6,411	1,568	5,785	1,466	1.6	0.3
Fuel & electricity	10,216	12,979	9,219	12,140	2.6	2.7
Repairs	5,796	8,044	5,230	7,524	1.4	1.7
Machinery depreciation	11,401	13,542	10,288	12,667	2.8	2.8
Glasshouse depreciation	9,678	10,449	8,733	9,774	2.4	2.1
Rent (incl. imputed)	4,938	5,548	4,456	5,190	1.2	1.1
Other costs:						
Occupier's repairs	4,826	6,069	4,355	5,677	1.2	1.2
Permanent crop depreciation	5	4	4	4	0.0	0.0
Water	2,047	2,195	1,847	2,053	0.5	0.5
Sundries	25,282	28,941	22,813	27,071	6.3	6.0
<b>Total fixed costs</b>	<b>224,243</b>	<b>251,663</b>	<b>202,346</b>	<b>235,401</b>	<b>56.0</b>	<b>51.8</b>
<b>Management &amp; investment income</b>	<b>19,670</b>	<b>12,859</b>	<b>17,750</b>	<b>12,028</b>	<b>4.9</b>	<b>2.6</b>
Minus: management salaries	1,732	1,879	1,563	1,758	0.4	0.4
Plus: farmer & spouse labour	23,884	28,681	21,551	26,828	6.0	5.9
<b>Net farm income</b>	<b>41,822</b>	<b>39,661</b>	<b>37,738</b>	<b>37,098</b>	<b>10.5</b>	<b>8.2</b>
<b>Farm business income</b>	<b>42,464</b>	<b>36,174</b>	<b>38,317</b>	<b>33,836</b>	<b>10.6</b>	<b>7.4</b>



**Table 2.9 Specialist glass businesses (90% or more of crop output from glasshouse production)**

	<i>Per business</i>		<i>Per hectare</i>		<i>Per £100 of gross output</i>	
	<b>2007/08</b>	<b>2008/09</b>	<b>2007/08</b>	<b>2008/09</b>	<b>2007/08</b>	<b>2008/09</b>
Number of businesses	66	63	66	63	66	63
Productive cropping area (ha)	1.04	1.03	1.04	1.03		
	<i>Average £/business</i>		<i>Average £/hectare</i>		<i>Average %</i>	
<b>Gross output</b>	<b>361,391</b>	<b>384,507</b>	<b>348,406</b>	<b>373,423</b>	<b>100</b>	<b>100</b>
<b>Variable costs</b>						
Seed & young plants	55,531	54,871	53,536	53,289	15.4	14.3
Fertilisers & composts	12,027	19,252	11,595	18,697	3.3	5.0
Crop protection	2,738	2,856	2,639	2,774	0.8	0.7
Market charges	20,146	21,598	19,422	20,976	5.6	5.6
Packing materials	16,354	19,135	15,767	18,584	4.5	5.0
Horticultural sundries	12,275	10,571	11,834	10,266	3.4	2.7
Glasshouse fuel	32,105	46,280	30,952	44,946	8.9	12.0
Other variable costs	0	0	0	0	0.0	0.0
<b>Total variable costs</b>	<b>151,177</b>	<b>174,564</b>	<b>145,745</b>	<b>169,532</b>	<b>41.8</b>	<b>45.4</b>
<b>Total gross margin</b>	<b>210,214</b>	<b>209,943</b>	<b>202,661</b>	<b>203,892</b>	<b>58.2</b>	<b>54.6</b>
<b>Fixed costs</b>						
Labour:						
Regular paid	85,480	88,048	82,409	85,510	23.7	22.9
Regular unpaid	25,297	28,602	24,388	27,777	7.0	7.4
Casual labour	11,399	14,980	10,990	14,548	3.2	3.9
Power & machinery costs:						
Contract & hire	826	939	796	912	0.2	0.2
Fuel & electricity	9,027	9,670	8,703	9,392	2.5	2.5
Repairs	8,525	8,613	8,219	8,364	2.4	2.2
Machinery depreciation	9,943	10,512	9,586	10,209	2.8	2.7
Glasshouse depreciation	9,715	9,715	9,366	9,435	2.7	2.5
Rent (incl. imputed)	6,999	7,395	6,748	7,182	1.9	1.9
Other costs:						
Occupier's repairs	6,368	6,510	6,139	6,322	1.8	1.7
Permanent crop depreciation	0	0	0	0	0.0	0.0
Water	2,040	2,092	1,966	2,032	0.6	0.5
Sundries	17,976	18,295	17,330	17,767	5.0	4.8
<b>Total fixed costs</b>	<b>193,596</b>	<b>205,371</b>	<b>186,640</b>	<b>199,451</b>	<b>53.6</b>	<b>53.4</b>
<b>Management &amp; investment income</b>	<b>16,618</b>	<b>4,572</b>	<b>16,020</b>	<b>4,441</b>	<b>4.6</b>	<b>1.2</b>
Minus: management salaries	586	456	565	443	0.2	0.1
Plus: farmer & spouse labour	21,860	24,883	21,075	24,166	6.0	6.5
<b>Net farm income</b>	<b>37,892</b>	<b>29,000</b>	<b>36,530</b>	<b>28,164</b>	<b>10.5</b>	<b>7.5</b>
<b>Farm business income</b>	<b>39,389</b>	<b>28,263</b>	<b>37,974</b>	<b>27,448</b>	<b>10.9</b>	<b>7.4</b>



**Table 2.10 Specialist glass businesses (90% or more of crop output from glasshouse production) - mainly edible crops\***

	<i>Per business</i>		<i>Per hectare</i>		<i>Per £100 of gross output</i>	
	<b>2007/08</b>	<b>2008/09</b>	<b>2007/08</b>	<b>2008/09</b>	<b>2007/08</b>	<b>2008/09</b>
Number of businesses	21	22	21	22	21	22
Productive cropping area (ha)	1.13	1.06	1.13	1.06		
	<i>Average £/business</i>		<i>Average £/hectare</i>		<i>Average %</i>	
<b>Gross output</b>	<b>358,996</b>	<b>338,437</b>	<b>318,597</b>	<b>318,056</b>	<b>100</b>	<b>100</b>
<b>Variable costs</b>						
Seed & young plants	18,532	18,700	16,446	17,574	5.2	5.5
Fertilisers & composts	10,463	11,721	9,286	11,015	2.9	3.5
Crop protection	3,006	2,871	2,668	2,698	0.8	0.8
Market charges	29,486	28,896	26,168	27,156	8.2	8.5
Packing materials	16,157	11,804	14,339	11,093	4.5	3.5
Horticultural sundries	10,500	10,997	9,319	10,335	2.9	3.2
Glasshouse fuel	54,864	70,766	48,690	66,504	15.3	20.9
Other variable costs	0	0	0	0	0.0	0.0
<b>Total variable costs</b>	<b>143,009</b>	<b>155,754</b>	<b>126,916</b>	<b>146,375</b>	<b>39.8</b>	<b>46.0</b>
<b>Total gross margin</b>	<b>215,987</b>	<b>182,683</b>	<b>191,681</b>	<b>171,681</b>	<b>60.2</b>	<b>54.0</b>
<b>Fixed costs</b>						
Labour:						
Regular paid	83,417	76,818	74,030	72,192	23.2	22.7
Regular unpaid	22,661	23,418	20,111	22,008	6.3	6.9
Casual labour	10,439	10,983	9,264	10,321	2.9	3.2
Power & machinery costs:						
Contract & hire	559	749	496	704	0.2	0.2
Fuel & electricity	9,431	8,719	8,370	8,194	2.6	2.6
Repairs	12,455	9,463	11,053	8,893	3.5	2.8
Machinery depreciation	7,637	7,064	6,778	6,638	2.1	2.1
Glasshouse depreciation	9,039	8,065	8,022	7,579	2.5	2.4
Rent (incl. imputed)	9,727	9,092	8,632	8,544	2.7	2.7
Other costs:						
Occupier's repairs	8,161	6,628	7,243	6,229	2.3	2.0
Permanent crop depreciation	0	0	0	0	0.0	0.0
Water	2,157	1,919	1,914	1,803	0.6	0.6
Sundries	14,302	12,541	12,692	11,786	4.0	3.7
<b>Total fixed costs</b>	<b>189,985</b>	<b>175,456</b>	<b>168,606</b>	<b>164,890</b>	<b>52.9</b>	<b>51.8</b>
<b>Management &amp; investment income</b>	<b>26,001</b>	<b>7,227</b>	<b>23,075</b>	<b>6,791</b>	<b>7.2</b>	<b>2.1</b>
Minus: management salaries	90	82	80	77	0.0	0.0
Plus: farmer & spouse labour	19,713	20,196	17,494	18,979	5.5	6.0
<b>Net farm income</b>	<b>45,624</b>	<b>27,341</b>	<b>40,490</b>	<b>25,694</b>	<b>12.7</b>	<b>8.1</b>
<b>Farm business income</b>	<b>47,976</b>	<b>28,130</b>	<b>42,577</b>	<b>26,436</b>	<b>13.4</b>	<b>8.3</b>

### Crop output per cent of total crop output (%)

	Average 2007/08	Average 2008/09
Glasshouse crops		
Flowers & nursery stock	0.0	0.0
Tomatoes	55.5	59.4
Lettuce	6.9	8.0
Soft fruit	12.3	9.2
Other glasshouse crops	25.4	23.3
Outdoor crops		
Flowers & nursery stock	0.0	0.0
Vegetables	0.0	0.1
Fruit	0.0	0.0
Other outdoor crops	0.0	0.0
<b>Total</b>	<b>100.0</b>	<b>100.0</b>

### Distribution of tenant's type capital (%)

	Average 2007/08	Average 2008/09
Crops & tillages	0	0
Stores	4	4
Glasshouses	32	29
Equipment	19	19
Livestock	0	0
Other	45	48
<b>Total</b>	<b>100</b>	<b>100</b>

**Tenant's capital (£)**                      **226,611**   **214,258**

### Farm business income (FBI)

(distribution by number of businesses)

	Average 2007/08	Average 2008/09
Over £100,000	6	4
£50,000 to <£100,000	4	4
£25,000 to <£50,000	3	4
£12,500 to <£25,000	4	3
0 to <£12,500	3	2
-£12,500 to 0	0	0
-£25,000 to <-£12,500	1	0
-£50,000 to <-£25,000	0	2
Below -£50,000	0	3
<b>Total</b>	<b>21</b>	<b>22</b>

\* no premium figures, sample too small

**Table 2.11 Specialist glass businesses (90% or more of crop output from glasshouse production) - mainly non-edible crops**

	<i>Per business</i>		<i>Per hectare</i>		<i>Per £100 of gross output</i>	
	<b>2007/08</b>	<b>2008/09</b>	<b>2007/08</b>	<b>2008/09</b>	<b>2007/08</b>	<b>2008/09</b>
Number of businesses	45	41	45	41	45	41
Productive cropping area (ha)	0.97	0.99	0.97	0.99		
	<i>Average £/business</i>		<i>Average £/hectare</i>		<i>Average %</i>	
<b>Gross output</b>	<b>363,281</b>	<b>431,359</b>	<b>375,828</b>	<b>433,659</b>	<b>100</b>	<b>100</b>
<b>Variable costs</b>						
Seed & young plants	84,731	91,656	87,657	92,144	23.3	21.2
Fertilisers & composts	13,261	26,912	13,719	27,056	3.7	6.2
Crop protection	2,526	2,841	2,613	2,857	0.7	0.7
Market charges	12,775	14,177	13,216	14,252	3.5	3.3
Packing materials	16,510	26,591	17,080	26,733	4.5	6.2
Horticultural sundries	13,675	10,137	14,148	10,191	3.8	2.3
Glasshouse fuel	14,144	21,378	14,633	21,492	3.9	5.0
Other variable costs	0	0	0	0	0.0	0.0
<b>Total variable costs</b>	<b>157,623</b>	<b>193,692</b>	<b>163,067</b>	<b>194,725</b>	<b>43.4</b>	<b>44.9</b>
<b>Total gross margin</b>	<b>205,658</b>	<b>237,667</b>	<b>212,761</b>	<b>238,934</b>	<b>56.6</b>	<b>55.1</b>
<b>Fixed costs</b>						
Labour:						
Regular paid	87,109	99,470	90,118	100,000	24.0	23.1
Regular unpaid	27,377	33,873	28,323	34,054	7.5	7.9
Casual labour	12,157	19,045	12,577	19,147	3.3	4.4
Power & machinery costs:						
Contract & hire	1,036	1,133	1,072	1,139	0.3	0.3
Fuel & electricity	8,708	10,638	9,008	10,694	2.4	2.5
Repairs	5,424	7,748	5,612	7,789	1.5	1.8
Machinery depreciation	11,762	14,019	12,169	14,093	3.2	3.2
Glasshouse depreciation	10,249	11,393	10,603	11,454	2.8	2.6
Rent (incl. imputed)	4,847	5,670	5,014	5,701	1.3	1.3
Other costs:						
Occupier's repairs	4,953	6,390	5,124	6,424	1.4	1.5
Permanent crop depreciation	0	0	0	0	0.0	0.0
Water	1,947	2,268	2,014	2,280	0.5	0.5
Sundries	20,876	24,146	21,597	24,275	5.7	5.6
<b>Total fixed costs</b>	<b>196,446</b>	<b>235,794</b>	<b>203,231</b>	<b>237,051</b>	<b>54.1</b>	<b>54.7</b>
<b>Management &amp; investment income</b>	<b>9,212</b>	<b>1,873</b>	<b>9,530</b>	<b>1,883</b>	<b>2.5</b>	<b>0.4</b>
Minus: management salaries	977	837	1,011	841	0.3	0.2
Plus: farmer & spouse labour	23,555	29,650	24,368	29,808	6.5	6.9
<b>Net farm income</b>	<b>31,789</b>	<b>30,687</b>	<b>32,887</b>	<b>30,850</b>	<b>8.8</b>	<b>7.1</b>
<b>Farm business income</b>	<b>32,612</b>	<b>28,398</b>	<b>33,739</b>	<b>28,549</b>	<b>9.0</b>	<b>6.6</b>



**Table 2.12 All specialist fruit businesses**

	<i>Per business</i>		<i>Per hectare</i>		<i>Per £100 of gross output</i>	
	<b>2007/08</b>	<b>2008/09</b>	<b>2007/08</b>	<b>2008/09</b>	<b>2007/08</b>	<b>2008/09</b>
Number of businesses	41	40	41	40	41	40
Productive cropping area (ha)	19.42	15.57	19.42	15.57		
	<i>Average £/business</i>		<i>Average £/hectare</i>		<i>Average %</i>	
<b>Gross output</b>	<b>223,358</b>	<b>177,469</b>	<b>11,503</b>	<b>11,400</b>	<b>100</b>	<b>100</b>
<b>Variable costs</b>						
Seed & young plants	3,299	2,383	170	153	1.5	1.3
Fertilisers & composts	2,209	2,316	114	149	1.0	1.3
Crop protection	9,362	6,885	482	442	4.2	3.9
Market charges	24,591	21,195	1,266	1,362	11.0	11.9
Packing materials	19,967	15,534	1,028	998	8.9	8.8
Horticultural sundries	7,945	7,361	409	473	3.6	4.1
Glasshouse fuel	166	335	9	22	0.1	0.2
Other variable costs	974	1,607	50	103	0.4	0.9
<b>Total variable costs</b>	<b>68,513</b>	<b>57,616</b>	<b>3,528</b>	<b>3,701</b>	<b>30.7</b>	<b>32.5</b>
<b>Total gross margin</b>	<b>154,844</b>	<b>119,853</b>	<b>7,974</b>	<b>7,699</b>	<b>69.3</b>	<b>67.5</b>
<b>Fixed costs</b>						
Labour:						
Regular paid	21,757	18,022	1,120	1,158	9.7	10.2
Regular unpaid	16,893	15,322	870	984	7.6	8.6
Casual labour	36,182	31,184	1,863	2,003	16.2	17.6
Power & machinery costs:						
Contract & hire	4,914	6,203	253	398	2.2	3.5
Fuel & electricity	6,242	6,194	321	398	2.8	3.5
Repairs	6,882	4,764	354	306	3.1	2.7
Machinery depreciation	8,819	8,169	454	525	3.9	4.6
Glasshouse depreciation	3	2	0	0	0.0	0.0
Rent (incl. imputed)	11,362	10,635	585	683	5.1	6.0
Other costs:						
Occupier's repairs	3,271	3,329	168	214	1.5	1.9
Permanent crop depreciation	2,349	2,713	121	174	1.1	1.5
Water	1,163	1,306	60	84	0.5	0.7
Sundries	12,089	11,949	623	768	5.4	6.7
<b>Total fixed costs</b>	<b>131,926</b>	<b>119,791</b>	<b>6,794</b>	<b>7,695</b>	<b>59.1</b>	<b>67.5</b>
<b>Management &amp; investment income</b>	<b>22,919</b>	<b>62</b>	<b>1,180</b>	<b>4</b>	<b>10.3</b>	<b>0.0</b>
Minus: management salaries	846	121	44	8	0.4	0.1
Plus: farmer & spouse labour	14,628	13,604	753	874	6.5	7.7
<b>Net farm income</b>	<b>36,702</b>	<b>13,545</b>	<b>1,890</b>	<b>870</b>	<b>16.4</b>	<b>7.6</b>
<b>Farm business income</b>	<b>39,572</b>	<b>16,030</b>	<b>2,038</b>	<b>1,030</b>	<b>17.7</b>	<b>9.0</b>



**Table 2.13 Specialist fruit businesses, mainly top fruit\***

	<i>Per business</i>		<i>Per hectare</i>		<i>Per £100 of gross output</i>	
	<b>2007/08</b>	<b>2008/09</b>	<b>2007/08</b>	<b>2008/09</b>	<b>2007/08</b>	<b>2008/09</b>
Number of businesses	24	27	24	27	24	27
Productive cropping area (ha)	19.44	17.03	19.44	17.03		
	<i>Average £/business</i>		<i>Average £/hectare</i>		<i>Average %</i>	
<b>Gross output</b>	<b>216,197</b>	<b>161,916</b>	<b>11,120</b>	<b>9,508</b>	<b>100</b>	<b>100</b>
<b>Variable costs</b>						
Seed & young plants	563	108	29	6	0.3	0.1
Fertilisers & composts	1,506	1,643	77	96	0.7	1.0
Crop protection	9,469	8,402	487	493	4.4	5.2
Market charges	33,476	22,694	1,722	1,333	15.5	14.0
Packing materials	24,170	17,320	1,243	1,017	11.2	10.7
Horticultural sundries	8,303	7,142	427	419	3.8	4.4
Glasshouse fuel	276	600	14	35	0.1	0.4
Other variable costs	0	305	0	18	0.0	0.2
<b>Total variable costs</b>	<b>77,763</b>	<b>58,214</b>	<b>4,000</b>	<b>3,418</b>	<b>36.0</b>	<b>36.0</b>
<b>Total gross margin</b>	<b>138,435</b>	<b>103,703</b>	<b>7,121</b>	<b>6,090</b>	<b>64.0</b>	<b>64.0</b>
<b>Fixed costs</b>						
Labour:						
Regular paid	20,694	18,156	1,064	1,066	9.6	11.2
Regular unpaid	16,363	13,561	842	796	7.6	8.4
Casual labour	30,936	23,736	1,591	1,394	14.3	14.7
Power & machinery costs:						
Contract & hire	3,711	2,673	191	157	1.7	1.7
Fuel & electricity	6,780	6,500	349	382	3.1	4.0
Repairs	6,327	4,594	325	270	2.9	2.8
Machinery depreciation	9,491	9,668	488	568	4.4	6.0
Glasshouse depreciation	0	0	0	0	0.0	0.0
Rent (incl. imputed)	11,709	10,452	602	614	5.4	6.5
Other costs:						
Occupier's repairs	3,313	3,294	170	193	1.5	2.0
Permanent crop depreciation	4,069	4,235	209	249	1.9	2.6
Water	548	576	28	34	0.3	0.4
Sundries	10,041	9,378	516	551	4.6	5.8
<b>Total fixed costs</b>	<b>123,982</b>	<b>106,822</b>	<b>6,377</b>	<b>6,273</b>	<b>57.3</b>	<b>66.0</b>
<b>Management &amp; investment income</b>	<b>14,453</b>	<b>-3,119</b>	<b>743</b>	<b>-183</b>	<b>6.7</b>	<b>-1.9</b>
Minus: management salaries	691	218	36	13	0.3	0.1
Plus: farmer & spouse labour	14,396	11,543	740	678	6.7	7.1
<b>Net farm income</b>	<b>28,158</b>	<b>8,206</b>	<b>1,448</b>	<b>482</b>	<b>13.0</b>	<b>5.1</b>
<b>Farm business income</b>	<b>29,832</b>	<b>13,684</b>	<b>1,534</b>	<b>804</b>	<b>13.8</b>	<b>8.5</b>

### Crop output per cent of total crop output (%)

	Average 2007/08	Average 2008/09
Top fruit		
Dessert apples & pears	52.1	52.3
Culinary apples	16.9	18.6
Plums	6.9	2.5
Other top fruit	23.9	26.5
Soft fruit		
Strawberries	0.1	0.0
Raspberries	0.0	0.0
Blackcurrants	0.0	0.0
Other soft fruit	0.0	0.0
Other crops	0.1	0.0
<b>Total</b>	<b>100</b>	<b>100</b>

### Distribution of tenant's type capital (%)

	Average 2007/08	Average 2008/09
Crops & tillages	27	24
Stores	3	3
Glasshouses	0	0
Equipment	42	44
Livestock	0	0
Other	29	29
<b>Total</b>	<b>100</b>	<b>100</b>
<b>Tenant's capital (£)</b>	<b>198,901</b>	<b>164,881</b>

### Farm business income (FBI)

(distribution by number of businesses)

	Average 2007/08	Average 2008/09
Over £100,000	3	0
£50,000 to <£100,000	4	6
£25,000 to <£50,000	6	5
£12,500 to <£25,000	2	7
0 to <£12,500	4	3
-£12,500 to 0	2	1
-£25,000 to <-£12,500	0	3
-£50,000 to <-£25,000	2	1
Below -£50,000	1	1
<b>Total</b>	<b>24</b>	<b>27</b>

\* no premium figures, sample too small

**Table 2.14 All specialist hardy nursery stock businesses \***

	<i>Per business</i>		<i>Per hectare</i>		<i>Per £100 of gross output</i>	
	<b>2007/08</b>	<b>2008/09</b>	<b>2007/08</b>	<b>2008/09</b>	<b>2007/08</b>	<b>2008/09</b>
Number of businesses	45	41	45	41	45	41
Productive cropping area (ha)	4.67	4.14	4.67	4.14		
	<i>Average £/business</i>		<i>Average £/hectare</i>		<i>Average %</i>	
<b>Gross output</b>	<b>413,279</b>	<b>409,689</b>	<b>88,484</b>	<b>98,984</b>	<b>100</b>	<b>100</b>
<b>Variable costs</b>						
Seed & young plants	118,345	132,126	25,338	31,923	28.6	32.3
Fertilisers & composts	9,982	12,572	2,137	3,037	2.4	3.1
Crop protection	3,567	3,227	764	780	0.9	0.8
Market charges	13,820	13,787	2,959	3,331	3.3	3.4
Packing materials	6,398	8,203	1,370	1,982	1.5	2.0
Horticultural sundries	16,274	15,111	3,484	3,651	3.9	3.7
Glasshouse fuel	1,485	1,355	318	327	0.4	0.3
Other variable costs	431	402	92	97	0.1	0.1
<b>Total variable costs</b>	<b>170,302</b>	<b>186,784</b>	<b>36,462</b>	<b>45,128</b>	<b>41.2</b>	<b>45.6</b>
<b>Total gross margin</b>	<b>242,977</b>	<b>222,905</b>	<b>52,022</b>	<b>53,855</b>	<b>58.8</b>	<b>54.4</b>
<b>Fixed costs</b>						
Labour:						
Regular paid	94,677	90,933	20,271	21,970	22.9	22.2
Regular unpaid	21,471	24,099	4,597	5,822	5.2	5.9
Casual labour	8,423	6,870	1,803	1,660	2.0	1.7
Power & machinery costs:						
Contract & hire	2,276	2,051	487	495	0.6	0.5
Fuel & electricity	7,546	7,442	1,616	1,798	1.8	1.8
Repairs	7,458	5,192	1,597	1,254	1.8	1.3
Machinery depreciation	9,943	9,771	2,129	2,361	2.4	2.4
Glasshouse depreciation	4,296	3,777	920	912	1.0	0.9
Rent (incl. imputed)	8,859	8,400	1,897	2,030	2.1	2.1
Other costs:						
Occupier's repairs	6,026	5,081	1,290	1,228	1.5	1.2
Permanent crop depreciation	47	135	10	33	0.0	0.0
Water	1,647	1,559	353	377	0.4	0.4
Sundries	17,598	18,237	3,768	4,406	4.3	4.5
<b>Total fixed costs</b>	<b>190,267</b>	<b>183,547</b>	<b>40,737</b>	<b>44,346</b>	<b>46.0</b>	<b>44.8</b>
<b>Management &amp; investment income</b>	<b>52,709</b>	<b>39,358</b>	<b>11,285</b>	<b>9,509</b>	<b>12.8</b>	<b>9.6</b>
Minus: management salaries	2,365	685	506	166	0.6	0.2
Plus: farmer & spouse labour	17,099	17,974	3,661	4,343	4.1	4.4
<b>Net farm income</b>	<b>67,444</b>	<b>56,647</b>	<b>14,440</b>	<b>13,686</b>	<b>16.3</b>	<b>13.8</b>
<b>Farm business income</b>	<b>68,589</b>	<b>41,195</b>	<b>14,685</b>	<b>9,953</b>	<b>16.6</b>	<b>10.1</b>

### Crop output per cent of total crop output (%)

	Average 2007/08	Average 2008/09
Hardy nursery stock		
Glasshouse crops	35.8	29.8
Outdoor crops	63.5	70.0
Other crops	0.7	0.2
<b>Total</b>	<b>100.0</b>	<b>100.0</b>

### Distribution of tenant's type capital (%)

	Average 2007/08	Average 2008/09
Crops & tillages	36	32
Stores	6	7
Glasshouses	6	5
Equipment	18	18
Livestock	1	3
Other	33	35
<b>Total</b>	<b>100</b>	<b>100</b>

**Tenant's capital (£)**      **310,427**   **314,234**

### Farm business income (FBI)

(distribution by number of businesses)

	Average 2007/08	Average 2008/09
Over £100,000	11	6
£50,000 to <£100,000	8	9
£25,000 to <£50,000	9	9
£12,500 to <£25,000	6	5
0 to <£12,500	6	3
-£12,500 to 0	4	4
-£25,000 to <-£12,500	1	2
-£50,000 to <-£25,000	0	2
Below -£50,000	0	1
<b>Total</b>	<b>45</b>	<b>41</b>

*\* no premium figures, sample too small*

**Table 2.15 Specialist hardy nursery stock businesses, mainly protected crops\***

	<i>Per business</i>		<i>Per hectare</i>		<i>Per £100 of gross output</i>	
	<b>2007/08</b>	<b>2008/09</b>	<b>2007/08</b>	<b>2008/09</b>	<b>2007/08</b>	<b>2008/09</b>
Number of businesses	15	15	15	15	15	15
Productive cropping area (ha)	1.31	1.65	1.31	1.65		
	<i>Average £/business</i>		<i>Average £/hectare</i>		<i>Average %</i>	
<b>Gross output</b>	<b>540,894</b>	<b>500,058</b>	<b>413,333</b>	<b>302,524</b>	<b>100</b>	<b>100</b>
<b>Variable costs</b>						
Seed & young plants	121,657	138,432	92,966	83,748	22.5	27.7
Fertilisers & composts	15,034	18,973	11,488	11,478	2.8	3.8
Crop protection	5,770	4,438	4,409	2,685	1.1	0.9
Market charges	19,413	14,309	14,835	8,657	3.6	2.9
Packing materials	11,696	13,645	8,938	8,255	2.2	2.7
Horticultural sundries	21,585	17,057	16,494	10,319	4.0	3.4
Glasshouse fuel	4,286	3,748	3,275	2,267	0.8	0.7
Other variable costs	0	0	0	0	0.0	0.0
<b>Total variable costs</b>	<b>199,441</b>	<b>210,601</b>	<b>152,406</b>	<b>127,409</b>	<b>36.9</b>	<b>42.1</b>
<b>Total gross margin</b>	<b>341,453</b>	<b>289,457</b>	<b>260,927</b>	<b>175,115</b>	<b>63.1</b>	<b>57.9</b>
<b>Fixed costs</b>						
Labour:						
Regular paid	133,540	125,049	102,046	75,652	24.7	25.0
Regular unpaid	28,315	32,718	21,637	19,794	5.2	6.5
Casual labour	18,983	13,392	14,506	8,102	3.5	2.7
Power & machinery costs:						
Contract & hire	2,015	1,729	1,540	1,046	0.4	0.3
Fuel & electricity	9,509	9,588	7,266	5,800	1.8	1.9
Repairs	11,010	6,006	8,413	3,633	2.0	1.2
Machinery depreciation	9,842	12,179	7,521	7,368	1.8	2.4
Glasshouse depreciation	6,913	7,742	5,282	4,684	1.3	1.5
Rent (incl. imputed)	12,279	9,737	9,383	5,890	2.3	1.9
Other costs:						
Occupier's repairs	7,295	7,844	5,575	4,745	1.3	1.6
Permanent crop depreciation	0	0	0	0	0.0	0.0
Water	2,466	2,086	1,885	1,262	0.5	0.4
Sundries	21,718	20,721	16,596	12,536	4.0	4.1
<b>Total fixed costs</b>	<b>263,884</b>	<b>248,790</b>	<b>201,651</b>	<b>150,512</b>	<b>48.8</b>	<b>49.8</b>
<b>Management &amp; investment income</b>	<b>77,569</b>	<b>40,667</b>	<b>59,275</b>	<b>24,603</b>	<b>14.3</b>	<b>8.1</b>
Minus: management salaries	8,185	2,448	6,255	1,481	1.5	0.5
Plus: farmer & spouse labour	21,014	25,097	16,058	15,183	3.9	5.0
<b>Net farm income</b>	<b>90,397</b>	<b>63,315</b>	<b>69,079</b>	<b>38,304</b>	<b>16.7</b>	<b>12.7</b>
<b>Farm business income</b>	<b>92,685</b>	<b>51,248</b>	<b>70,827</b>	<b>31,004</b>	<b>17.1</b>	<b>10.2</b>

### Crop output per cent of total crop output (%)

	Average 2007/08	Average 2008/09
Hardy nursery stock		
Glasshouse crops	90.3	80.3
Outdoor crops	9.7	19.7
Other crops	0.0	0.0
<b>Total</b>	<b>100.0</b>	<b>100.0</b>

### Distribution of tenant's type capital (%)

	Average 2007/08	Average 2008/09
Crops & tillages	31	35
Stores	12	9
Glasshouses	12	13
Equipment	12	13
Livestock	0	0
Other	33	30
<b>Total</b>	<b>100</b>	<b>100</b>

**Tenant's capital (£)**      **403,310** **407,019**

### Farm business income (FBI)

(distribution by number of businesses)

	Average 2007/08	Average 2008/09
Over £100,000	6	3
£50,000 to <£100,000	3	4
£25,000 to <£50,000	2	3
£12,500 to <£25,000	1	1
0 to <£12,500	1	2
-£12,500 to 0	1	0
-£25,000 to <-£12,500	1	1
-£50,000 to <-£25,000	0	1
Below -£50,000	0	0
<b>Total</b>	<b>15</b>	<b>15</b>

*\* no premium figures, sample too small*

**Table 2.16 Specialist hardy nursery stock businesses, mainly outdoor crops\***

	<i>Per business</i>		<i>Per hectare</i>		<i>Per £100 of gross output</i>	
	<b>2007/08</b>	<b>2008/09</b>	<b>2007/08</b>	<b>2008/09</b>	<b>2007/08</b>	<b>2008/09</b>
Number of businesses	25	23	25	23	25	23
Productive cropping area (ha)	5.13	4.93	5.13	4.93		
	<i>Average £/business</i>		<i>Average £/hectare</i>		<i>Average %</i>	
<b>Gross output</b>	<b>390,129</b>	<b>439,201</b>	<b>76,082</b>	<b>89,030</b>	<b>100</b>	<b>100</b>
<b>Variable costs</b>						
Seed & young plants	132,164	157,255	25,774	31,877	33.9	35.8
Fertilisers & composts	8,867	10,956	1,729	2,221	2.3	2.5
Crop protection	2,339	3,280	456	665	0.6	0.7
Market charges	12,404	16,922	2,419	3,430	3.2	3.9
Packing materials	3,860	7,197	753	1,459	1.0	1.6
Horticultural sundries	15,495	17,114	3,022	3,469	4.0	3.9
Glasshouse fuel	398	528	78	107	0.1	0.1
Other variable costs	0	0	0	0	0.0	0.0
<b>Total variable costs</b>	<b>175,527</b>	<b>213,251</b>	<b>34,231</b>	<b>43,228</b>	<b>45.0</b>	<b>48.6</b>
<b>Total gross margin</b>	<b>214,602</b>	<b>225,950</b>	<b>41,851</b>	<b>45,802</b>	<b>55.0</b>	<b>51.4</b>
<b>Fixed costs</b>						
Labour:						
Regular paid	85,189	95,062	16,613	19,270	21.8	21.6
Regular unpaid	18,816	18,450	3,669	3,740	4.8	4.2
Casual labour	3,506	4,229	684	857	0.9	1.0
Power & machinery costs:						
Contract & hire	1,722	2,442	336	495	0.4	0.6
Fuel & electricity	7,051	7,699	1,375	1,561	1.8	1.8
Repairs	6,068	5,572	1,183	1,129	1.6	1.3
Machinery depreciation	10,345	10,463	2,017	2,121	2.7	2.4
Glasshouse depreciation	3,704	2,771	722	562	0.9	0.6
Rent (incl. imputed)	7,341	7,754	1,432	1,572	1.9	1.8
Other costs:						
Occupier's repairs	5,083	4,639	991	940	1.3	1.1
Permanent crop depreciation	83	235	16	48	0.0	0.1
Water	1,414	1,389	276	281	0.4	0.3
Sundries	17,026	19,956	3,320	4,045	4.4	4.5
<b>Total fixed costs</b>	<b>167,347</b>	<b>180,660</b>	<b>32,635</b>	<b>36,621</b>	<b>42.9</b>	<b>41.1</b>
<b>Management &amp; investment income</b>	<b>47,255</b>	<b>45,290</b>	<b>9,216</b>	<b>9,181</b>	<b>12.1</b>	<b>10.3</b>
Minus: management salaries	0	0	0	0	0.0	0.0
Plus: farmer & spouse labour	15,796	15,650	3,081	3,172	4.0	3.6
<b>Net farm income</b>	<b>63,051</b>	<b>60,940</b>	<b>12,296</b>	<b>12,353</b>	<b>16.2</b>	<b>13.9</b>
<b>Farm business income</b>	<b>63,122</b>	<b>35,307</b>	<b>12,310</b>	<b>7,157</b>	<b>16.2</b>	<b>8.0</b>

### Crop output per cent of total crop output (%)

	<b>Average 2007/08</b>	<b>Average 2008/09</b>
Hardy nursery stock		
Glasshouse crops	4.8	2.4
Outdoor crops	95.2	97.6
Other crops	0.0	0.0
<b>Total</b>	<b>100.0</b>	<b>100.0</b>

### Distribution of tenant's type capital (%)

	<b>Average 2007/08</b>	<b>Average 2008/09</b>
Crops & tillages	39	35
Stores	3	5
Glasshouses	4	3
Equipment	21	20
Livestock	0	0
Other	33	37
<b>Total</b>	<b>100</b>	<b>100</b>

**Tenant's capital (£)**      **292,555** **322,804**

### Farm business income (FBI)

(distribution by number of businesses)

	<b>Average 2007/08</b>	<b>Average 2008/09</b>
Over £100,000	4	3
£50,000 to <£100,000	5	4
£25,000 to <£50,000	6	5
£12,500 to <£25,000	4	4
0 to <£12,500	5	0
-£12,500 to 0	1	4
-£25,000 to <-£12,500	0	1
-£50,000 to <-£25,000	0	1
Below -£50,000	0	1
<b>Total</b>	<b>25</b>	<b>23</b>

*\* no premium figures, sample too small*

**Table 2.17 All other horticulture businesses\***

	<i>Per business</i>		<i>Per hectare</i>		<i>Per £100 of gross output</i>	
	<b>2007/08</b>	<b>2008/09</b>	<b>2007/08</b>	<b>2008/09</b>	<b>2007/08</b>	<b>2008/09</b>
Number of businesses	33	33	33	33	33	33
Productive cropping area (ha)	51.10	47.18	51.10	47.18		
	<i>Average £/business</i>		<i>Average £/hectare</i>		<i>Average %</i>	
<b>Gross output</b>	<b>482,254</b>	<b>556,960</b>	<b>9,437</b>	<b>11,805</b>	<b>100</b>	<b>100</b>
<b>Variable costs</b>						
Seed & young plants	62,120	67,754	1,216	1,436	12.9	12.2
Fertilisers & composts	14,338	20,560	281	436	3.0	3.7
Crop protection	14,471	19,952	283	423	3.0	3.6
Market charges	20,831	37,529	408	795	4.3	6.7
Packing materials	33,812	69,123	662	1,465	7.0	12.4
Horticultural sundries	15,171	17,313	297	367	3.1	3.1
Glasshouse fuel	3,025	3,065	59	65	0.6	0.6
Other variable costs	1,391	2,877	27	61	0.3	0.5
<b>Total variable costs</b>	<b>165,159</b>	<b>238,174</b>	<b>3,232</b>	<b>5,048</b>	<b>34.2</b>	<b>42.8</b>
<b>Total gross margin</b>	<b>317,094</b>	<b>318,787</b>	<b>6,205</b>	<b>6,757</b>	<b>65.8</b>	<b>57.2</b>
<b>Fixed costs</b>						
Labour:						
Regular paid	86,584	115,175	1,694	2,441	18.0	20.7
Regular unpaid	19,255	20,561	377	436	4.0	3.7
Casual labour	62,410	40,187	1,221	852	12.9	7.2
Power & machinery costs:						
Contract & hire	13,301	10,885	260	231	2.8	2.0
Fuel & electricity	15,198	23,120	297	490	3.2	4.2
Repairs	17,781	16,737	348	355	3.7	3.0
Machinery depreciation	19,885	22,468	389	476	4.1	4.0
Glasshouse depreciation	1,069	1,134	21	24	0.2	0.2
Rent (incl. imputed)	29,452	28,554	576	605	6.1	5.1
Other costs:						
Occupier's repairs	6,245	6,867	122	146	1.3	1.2
Permanent crop depreciation	856	1,140	17	24	0.2	0.2
Water	3,128	3,042	61	64	0.6	0.5
Sundries	17,734	19,817	347	420	3.7	3.6
<b>Total fixed costs</b>	<b>292,898</b>	<b>309,688</b>	<b>5,732</b>	<b>6,564</b>	<b>60.7</b>	<b>55.6</b>
<b>Management &amp; investment income</b>	<b>24,197</b>	<b>9,099</b>	<b>474</b>	<b>193</b>	<b>5.0</b>	<b>1.6</b>
Minus: management salaries	421	412	8	9	0.1	0.1
Plus: farmer & spouse labour	17,084	18,538	334	393	3.5	3.3
<b>Net farm income</b>	<b>40,859</b>	<b>27,225</b>	<b>800</b>	<b>577</b>	<b>8.5</b>	<b>4.9</b>
<b>Farm business income</b>	<b>45,829</b>	<b>20,083</b>	<b>897</b>	<b>426</b>	<b>9.5</b>	<b>3.6</b>

### Crop output per cent of total crop output (%)

	Average 2007/08	Average 2008/09
Glasshouse crops	12.7	11.9
Outdoor vegetables:		
Brassicas	26.0	14.4
Legumes	0.0	0.1
Salad crops	28.8	38.8
Other outdoor vegetables	16.9	15.9
Flowers & nursery stock	3.7	5.6
Soft fruit	3.6	3.3
Top fruit	1.1	1.5
Farm crops	7.2	8.6
<b>Total</b>	<b>100.0</b>	<b>100.0</b>

### Distribution of tenant's type capital (%)

	Average 2007/08	Average 2008/09
Crops & tillages	11	18
Stores	9	8
Glasshouses	2	2
Equipment	35	30
Livestock	2	3
Other	40	39
<b>Total</b>	<b>100</b>	<b>100</b>

**Tenant's capital (£)**            **275,860** **279,983**

### Farm business income (FBI)

(distribution by number of businesses)

	Average 2007/08	Average 2008/09
Over £100,000	8	5
£50,000 to <£100,000	8	2
£25,000 to <£50,000	3	6
£12,500 to <£25,000	3	2
0 to <£12,500	4	8
-£12,500 to 0	1	1
-£25,000 to <-£12,500	0	2
-£50,000 to <-£25,000	1	2
Below -£50,000	5	5
<b>Total</b>	<b>33</b>	<b>33</b>

\* no premium figures, sample too small

**Table 2.18 Other horticulture businesses, mainly outdoor vegetable crops\***

	<i>Per business</i>		<i>Per hectare</i>		<i>Per £100 of gross output</i>	
	<b>2007/08</b>	<b>2008/09</b>	<b>2007/08</b>	<b>2008/09</b>	<b>2007/08</b>	<b>2008/09</b>
Number of businesses	20	15	20	15	20	15
Productive cropping area (ha)	66.59	93.44	66.59	93.44		
	<i>Average £/business</i>		<i>Average £/hectare</i>		<i>Average %</i>	
<b>Gross output</b>	<b>576,434</b>	<b>1,121,490</b>	<b>8,656</b>	<b>12,003</b>	<b>100</b>	<b>100</b>
<b>Variable costs</b>						
Seed & young plants	54,016	111,999	811	1,199	9.4	10.0
Fertilisers & composts	15,381	34,858	231	373	2.7	3.1
Crop protection	17,318	45,373	260	486	3.0	4.0
Market charges	27,915	87,508	419	937	4.8	7.8
Packing materials	47,614	175,895	715	1,883	8.3	15.7
Horticultural sundries	14,157	18,978	213	203	2.5	1.7
Glasshouse fuel	1,051	780	16	8	0.2	0.1
Other variable costs	189	872	3	9	0.0	0.1
<b>Total variable costs</b>	<b>177,641</b>	<b>476,262</b>	<b>2,668</b>	<b>5,097</b>	<b>30.8</b>	<b>42.5</b>
<b>Total gross margin</b>	<b>398,792</b>	<b>645,228</b>	<b>5,989</b>	<b>6,906</b>	<b>69.2</b>	<b>57.5</b>
<b>Fixed costs</b>						
Labour:						
Regular paid	85,333	222,114	1,281	2,377	14.8	19.8
Regular unpaid	20,966	23,389	315	250	3.6	2.1
Casual labour	78,776	83,944	1,183	898	13.7	7.5
Power & machinery costs:						
Contract & hire	18,809	23,589	282	252	3.3	2.1
Fuel & electricity	18,362	50,280	276	538	3.2	4.5
Repairs	21,792	34,509	327	369	3.8	3.1
Machinery depreciation	25,941	50,291	390	538	4.5	4.5
Glasshouse depreciation	420	906	6	10	0.1	0.1
Rent (incl. imputed)	37,274	59,933	560	641	6.5	5.3
Other costs:						
Occupier's repairs	8,022	14,846	120	159	1.4	1.3
Permanent crop depreciation	357	612	5	7	0.1	0.1
Water	4,029	6,869	61	74	0.7	0.6
Sundries	18,146	33,409	272	358	3.1	3.0
<b>Total fixed costs</b>	<b>338,229</b>	<b>604,691</b>	<b>5,079</b>	<b>6,472</b>	<b>58.7</b>	<b>53.9</b>
<b>Management &amp; investment income</b>	<b>60,564</b>	<b>40,537</b>	<b>909</b>	<b>434</b>	<b>10.5</b>	<b>3.6</b>
Minus: management salaries	580	998	9	11	0.1	0.1
Plus: farmer & spouse labour	19,247	21,284	289	228	3.3	1.9
<b>Net farm income</b>	<b>79,231</b>	<b>60,823</b>	<b>1,190</b>	<b>651</b>	<b>13.7</b>	<b>5.4</b>
<b>Farm business income</b>	<b>79,891</b>	<b>38,319</b>	<b>1,200</b>	<b>410</b>	<b>13.9</b>	<b>3.4</b>

### Crop output per cent of total crop output (%)

	Average 2007/08	Average 2008/09
Glasshouse crops	2.6	1.7
Outdoor vegetables:		
Brassicas	31.1	18.0
Legumes	0.0	0.1
Salad crops	38.1	52.5
Other outdoor vegetables	22.1	21.3
Flowers & nursery stock	0.0	0.0
Soft fruit	0.5	0.0
Top fruit	0.1	0.0
Farm crops	5.5	6.4
<b>Total</b>	<b>100.0</b>	<b>100.0</b>

### Distribution of tenant's type capital (%)

	Average 2007/08	Average 2008/09
Crops & tillages	9	12
Stores	5	5
Glasshouses	1	2
Equipment	38	38
Livestock	1	1
Other	46	41
<b>Total</b>	<b>100</b>	<b>100</b>

**Tenant's capital (£)**                      **322,807 501,816**

### Farm business income (FBI)

(distribution by number of businesses)

	Average 2007/08	Average 2008/09
Over £100,000	6	4
£50,000 to <£100,000	7	1
£25,000 to <£50,000	2	3
£12,500 to <£25,000	1	0
0 to <£12,500	1	3
-£12,500 to 0	1	1
-£25,000 to <-£12,500	0	0
-£50,000 to <-£25,000	0	1
Below -£50,000	2	2
<b>Total</b>	<b>20</b>	<b>15</b>

*\* no premium figures, sample too small*

**Table 2.19 Balance sheet data for horticultural businesses**

Group	All horticulture		Specialist glass		Specialist fruit	
Number of businesses						
Harvest year	2008/09 Opening	2008/09 Closing	2008/09 Opening	2008/09 Closing	2008/09 Opening	2008/09 Closing
<b>Assets</b>						
Fixed assets						
Land, buildings & SPS entitlement	349,494	374,197	259,649	273,825	596,341	629,775
Breeding livestock	587	622	0	0	2,011	2,333
Machinery & glasshouses	85,197	90,844	107,029	110,842	39,043	38,510
Permanent crops	11,350	11,865	8,604	9,435	37,746	40,608
Miscellaneous business assets	1,989	1,764	61	255	646	495
<b>Total fixed assets</b>	<b>448,617</b>	<b>479,292</b>	<b>375,343</b>	<b>394,359</b>	<b>675,787</b>	<b>711,722</b>
Current assets						
Crops & trading livestock	48,348	49,899	13,285	13,803	11,708	10,737
Goods in store	18,752	20,536	17,480	19,496	4,966	5,548
Liquid assets	83,358	89,139	83,369	83,651	60,452	55,661
<b>Total current assets</b>	<b>150,459</b>	<b>159,574</b>	<b>114,135</b>	<b>116,950</b>	<b>77,126</b>	<b>71,946</b>
<b>Total assets</b>	<b>599,076</b>	<b>638,866</b>	<b>489,478</b>	<b>511,308</b>	<b>752,913</b>	<b>783,668</b>
<b>Liabilities</b>						
Bank term loan	14,733	16,446	13,291	11,461	5,687	5,605
Other loans	35,516	36,506	46,995	48,118	25,712	31,932
Bank overdraft	32,146	33,996	18,794	19,555	31,979	25,921
Other short term loans	49,067	58,768	41,325	44,475	22,330	44,611
<b>Total external liabilities</b>	<b>131,463</b>	<b>145,715</b>	<b>120,405</b>	<b>123,609</b>	<b>85,708</b>	<b>108,070</b>
<b>Net worth</b>	<b>467,613</b>	<b>493,151</b>	<b>369,073</b>	<b>387,699</b>	<b>667,205</b>	<b>675,598</b>
Percentage equity (%)	78.1%	77.2%	75.4%	75.8%	88.6%	86.2%

**Table 2.20 A comparison of net worth and percentage equity by farm type**

	Average Assets 2008/09	Average Liabilities 2008/09	Average Net Worth 2008/09	Average % Equity 2008/09
<b>Defra main farm type</b>				
Lowland cattle & sheep	658,488	45,994	612,494	93.0%
Cereals	1,521,024	133,820	1,387,204	91.2%
Mixed	1,046,547	119,749	926,798	88.6%
General cropping	1,482,083	169,318	1,312,765	88.6%
Dairy	1,034,278	181,993	852,285	82.4%
Horticulture	618,971	138,589	480,382	77.6%
Pigs	612,633	286,647	325,987	53.2%
Poultry	718,763	250,544	468,219	65.1%
<b>All businesses</b>	<b>1,040,593</b>	<b>122,652</b>	<b>917,942</b>	<b>88.2%</b>

Group	Specialist HNS		Other horticulture	
Number of businesses				
Harvest year	2008/09	2008/09	2008/09	2008/09
	Opening	Closing	Opening	Closing
<b>Assets</b>				
Fixed assets				
Land, buildings & SPS entitlement	212,983	229,336	441,101	480,684
Breeding livestock	167	0	615	762
Machinery & glasshouses	81,036	81,837	108,796	128,186
Permanent crops	552	468	9,499	8,822
Miscellaneous business assets	4,219	4,163	1,307	409
<b>Total fixed assets</b>	<b>298,956</b>	<b>315,804</b>	<b>561,317</b>	<b>618,863</b>
Current assets				
Crops & trading livestock	96,500	100,120	33,927	35,189
Goods in store	25,927	28,049	19,711	21,717
Liquid assets	98,550	102,982	78,167	98,956
<b>Total current assets</b>	<b>220,976</b>	<b>231,151</b>	<b>131,805</b>	<b>155,862</b>
<b>Total assets</b>	<b>519,932</b>	<b>546,955</b>	<b>693,122</b>	<b>774,726</b>
<b>Liabilities</b>				
Bank term loan	25,687	21,883	6,405	20,927
Other loans	23,713	22,108	51,233	51,963
Bank overdraft	32,258	31,374	43,552	56,651
Other short term loans	47,653	46,552	78,705	100,598
<b>Total external liabilities</b>	<b>129,312</b>	<b>121,917</b>	<b>179,895</b>	<b>230,139</b>
<b>Net worth</b>	<b>390,620</b>	<b>425,039</b>	<b>513,227</b>	<b>544,587</b>
Percentage equity (%)	75.1%	77.7%	74.0%	70.3%

## **Glossary**

### **Costs**

Expenditure plus opening valuation less closing valuation (where appropriate). Interest on borrowed capital, including bank overdrafts is not included in these calculations.

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

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

### **Farm crops**

Comprise cereals and other non-horticultural cash crops, fodder crops and grassland.

### **Fixed costs**

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

### **Gross output**

Total revenue inclusive of marketing charges, where known, adjusted for changes in valuation of crops and tillage, and less purchases of livestock, or produce for resale. Gross output per hectare reflects the intensity of the system as well as the yields and prices obtained.

### **Labour**

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

### **Management and investment income**

Total gross output less all costs (including the value of unpaid labour) other than salaried management. It represents the reward to management and use of 'tenant's capital' whether that capital is borrowed or not.

### **Marketing charges**

Include, where known, packhouse charges, paid carriage and commission and handling charges levied on sales.

### **Net farm income**

Represents the return to the grower and spouse for their manual labour as well as for their management and capital investment.

### **Occupier's repairs**

This includes maintenance of glass and the associated heating equipment, as well as traditional tenant type repairs.

### **Per £100 gross output**

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

### **Power and machinery**

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

### **Rent**

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

### **Standards**

Average results are drawn from all holdings in a particular group.

### **Premium results**

Premium results refer to the top third within each sample with the highest management and investment income per hectare.

### **Tenant's capital**

Assets normally provided by tenants and includes growing crops, stores, machinery, livestock, cash and other assets needed to run the business. Permanent crops (including orchards) and glasshouses are also considered to be tenant-type capital. It represents approximately the capital currently invested in the horticultural business. The difficulties involved in making any realistic assessment of tenant's capital, particularly of permanent fruit crops, should be kept in mind when interpreting these results.

### **Total gross margin**

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

### **Variable costs**

These vary in direct proportion to the size of each holding enterprise and include all purchased seed & plants, fertiliser & composts, crop protection, market charges, packing materials, horticultural sundries, glasshouse fuel and other variable costs.

### **Abbreviations used in this Publication**

/	per
£	pounds (stirling)
Defra	Department for Environment, Food and Rural Affairs
Ave	Average
depn.	Depreciation
Fert	Fertiliser
ha	hectare
no.	number
n/a	not applicable

### **Rounding**

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

### **Derivation of Farm Business Income**

Net Farm Income

Plus:

Value of unpaid labour [excluding farmer & spouse; already taken into account in deriving Net Farm Income]  
Imputed rent and rental value  
Non-agricultural output historically not accounted for in Net Farm Income

Less:

Net interest payments  
Ownership charges [buildings & works depreciation; insurance of farm buildings; landlord-type repairs and upkeep]  
Non-agricultural input costs historically not accounted for in Net Farm Income  
Director's remuneration

Equals:

Farm Business Income

## Appendix 1: Reports in this series

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

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



RBR at Reading  
Agriculture and Food Investigation Team  
School of Agriculture, Policy and Development  
University of Reading  
4 Earley Gate  
Whiteknights  
PO Box 237  
Reading RG6 6AR

Phone 0118 378 7426  
Fax 0118 975 6467

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