

Wednesday 29th November 2023

Introduction to Farmbench

Zoe Kingham – Farmbench Manager AHDB



BEEF & LAMB

Let's get to know you... hands up

- Only Livestock Farmers / Arable / Mixed
- Has anyone taken part in benchmarking before?



What is benchmarking?

DLWG

Weaning age
and weight

Age at first
calving

Overhead
costs

Mortality

Sale
price

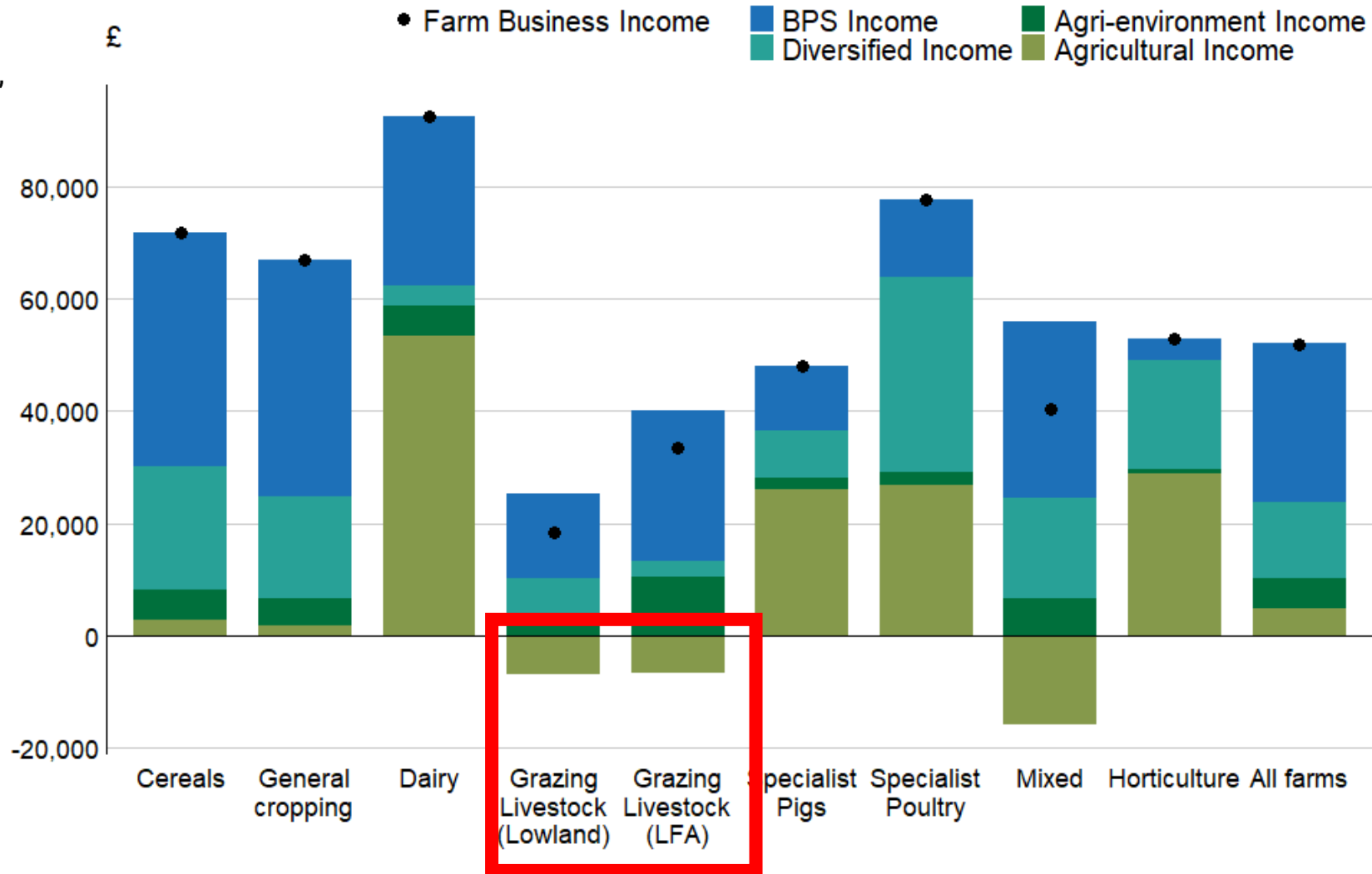
Replacement
rates

= £ PROFIT £



Farm Business Profitability

DEFRA- Cost
Centre^(a) breakdown for
Farm Business
Income^(b) by farm type^(c),
2020/21.



Farm Business

Farm
Er



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Breed.	
to the ra.	-86.81
Lamb (per he.	-54.42

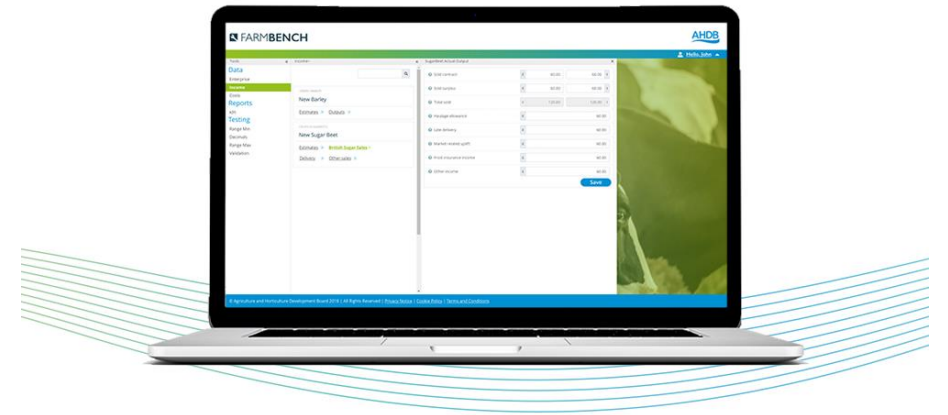
AHDB Farmbench Benchmarking Tool



Farmbench is an intuitive online benchmarking tool that helps to identify where strengths and weaknesses lie within a farm business.

Multi enterprise tool with functionality for:

- ☐ Arable Crops
- ☐ Forages
- ☐ Environmental / Stewardship
- ☐ Beef & Sheep



Allows you to split income and costs across different enterprises, rather than looking at whole farm profit and loss

AHDB Farmbench Benchmarking Tool



Farmbench is;

- ❖ Confidential

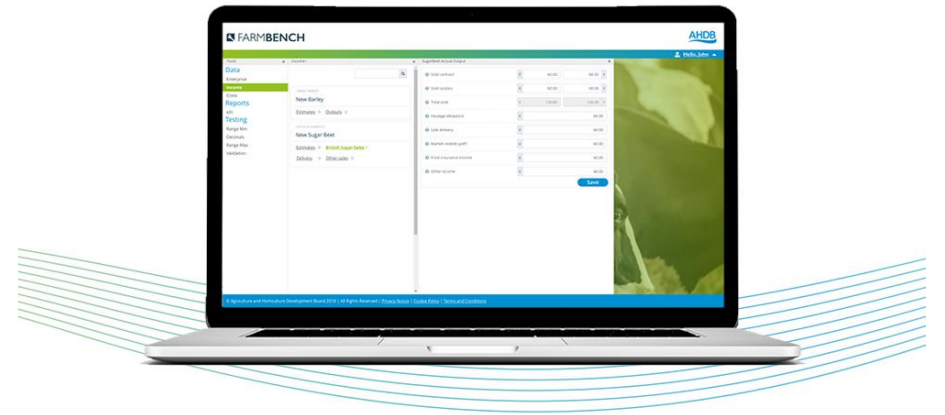
- ❖ Easy to use

- ❖ Validated

- ❖ Fully Supported by regional Farmbench Managers

 - ❖ B&L- annual online or on farm data collections, online & hard copy reports

 - ❖ C&O- initial set up upload and ongoing annual support, online reports, ability to join local Arable Business Groups



Production Years

- Arable- Harvest to Harvest



- Cattle- weaning to weaning



- Sheep- tuppings to tuppings

- Currently working on PY 22-23 collections



Enterprises

- ❑ Crops- both arable and stewardship options
- ❑ Forages- grazed and harvested
- ❑ Beef & sheep- split down into breeding herd/flocks, and store, finishing and replacement enterprises



Confidentiality



- By creating an account on Farmbench, even if AHDB upload the data, you own and are in control of the data
- All data is anonymised
- Within benchmark reports only averages can be seen, not individual inputs
- In group discussions rent and finance are excluded. Labour split into costs per ha / head of output etc
- We never pass on your data to any other organisations, e.g. DEFRA, RPA etc.
- Nominated consultants can have access only with your permission

C&O activity (UK)



47 groups across the UK facilitated by AHDB
(365 farms Harvest 2022)



Annual Farmbench feedback session



Additional meetings – on-farm meetings



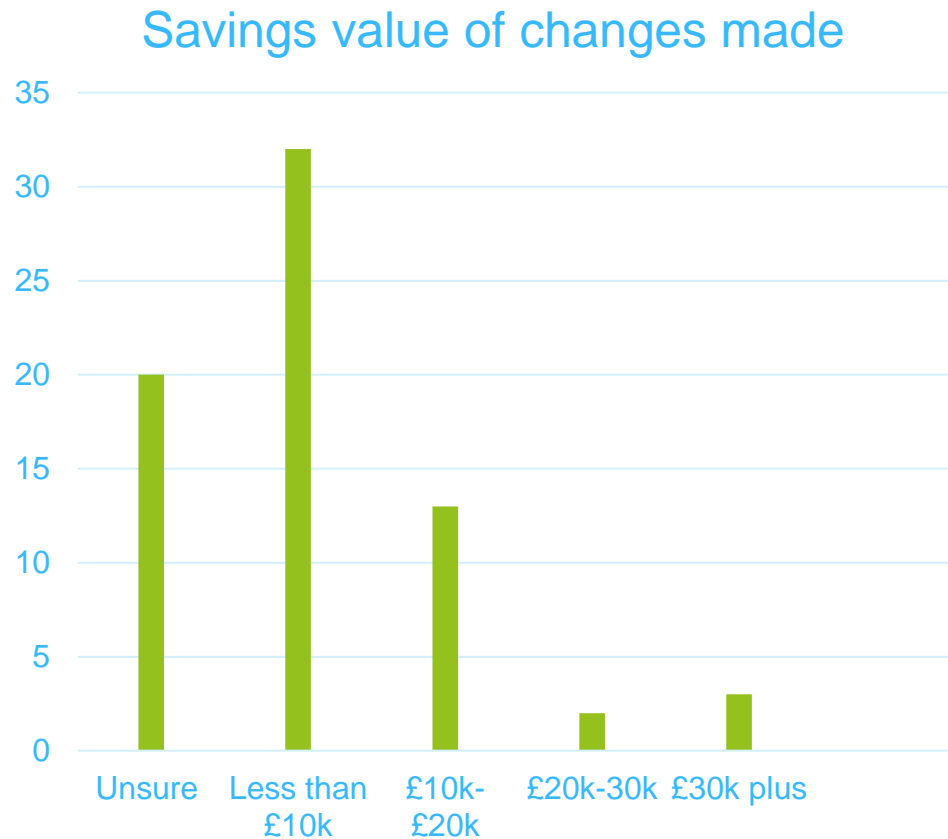
Anonymised reports produced for each group member – group reports exclude rent and finance



Farmer led; farmer driven

ABG Value

- 65% of attendees implemented changes as a result of attending the ABG in 2021/22



Themes	% of responses
Scrutinising costs e.g. overheads, sales, machinery, labour	27%
Fertiliser	27%
Changing cultivation e.g. drilling	17%
Crop protection	11%
Marketing	9%
Other	9%
Record keeping	7%
Cover crops / crop mixes	6%
Agronomy Fees	4%
Diversification	1%

Feedback & Testimonials

“ AHDB's Farmbench programme is allowing me to delve into the story behind the figures ”

Richard Orr, cereal and potato farmer,
Meadow Farm, Downpatrick

“ The beauty of Farmbench is its ability to pinpoint what is working and what is not and where I should focus my resources to make the business work better ”

Jill Bathgate, arable and livestock farmer,
Castleton Farm, Midlothian

“ The most powerful aspect is being able to go to a benchmarking group to see where your neighbours and peers are against all of your costs ”

Tom Rees, arable and livestock farmer,
Dudwell Farm, Pembrokeshire

“ A direct example of how Farmbench has helped us make a decision was when deciding which cropping enterprises to drop and which to increase. If we didn't have Farmbench, or hadn't been benchmarking our costs, we would just be guessing. But with Farmbench, we're making an informed decision ”

Andrew Booth, mixed livestock and arable farmer, Aberdeenshire

“ You've got to use something like Farmbench to see where you're going, get your costings, adapt and change ”

Gavin Hunter, arable and livestock farmer,
Tilbrook Grange, Cambridgeshire

Feedback & Testimonials



How to get started

About your account

The email address you provide here will be used to recognise you on AHDB online services.

This and other contact information you provide as part of this registration may also be used to send you relevant AHDB communications such as the latest research, market intelligence, disease alerts, invitations to events and news on consumer marketing campaigns which could help your business to become more competitive and sustainable.

For more information on how AHDB uses and protects your information, please read our [Privacy Notice](#).

Registration

To register you will need your own unique email address and password. If you are experiencing difficulties with this or any other part of the registration process please contact the help desk on 02475 189300

Email

Password

Passwords need to include...

- Eight or more characters
- At least one number
- At least one lower case letter
- At Least one capital letter

Cancel

Continue

Register for a Farmbench account online.
You own the data that is inputted and are in control of it

Set up your farm

FARMBENCH Menu Zoe Kingham Helpline: 02475189300 AHDB

Complete the details below to describe the farm.

Farm Name	IOW Farm
Farming system	Conventional
Average rainfall	750 – 1000 mm (30–40 inches)
Subsoil	Chalk
Topsoil	Loamy Sand
Address Line 1	IOW Farm
Address Line 2	Your address information
City/town	City

Setting up enterprises

AHDB
Enterprise Section - Suckler Herd
FARMBENCH

Enterprise name

Farming system Organic ☐ Conventional ☐

Land classification SDA ☐ Non-SDA ☐

Cow breed percentage (%) British Native x beef ☐ British Native x dairy ☐ Continental x beef ☐ Continental x dairy ☐
 British Native purebred ☐ Continental purebred ☐ Dairy purebred ☐ Composite (e.g. Stabiliser) ☐

Bull breed percentage (%) Aberdeen Angus ☐ British Blue ☐ Charolais ☐ Friesian/ Holstein ☐
 Simmental ☐ Welsh Black ☐ Stabiliser ☐ Other native purebred ☐
 Hereford ☐ Limousin ☐ Other dairy purebred ☐ Crossbred ☐

Average mature cow weight kg

Calving pattern All year round ☐ Autumn block ☐ Spring block ☐ Multiple block ☐

Age at first calving months

Housing type Cubicles ☐ Loose housed ☐ Slats ☐ Outdoor corrals ☐ No housing ☐

Housing period weeks

Opening Numbers Cows & Heifers Bulls Bulls used for service

Are EBV's used? *Estimated Breeding Values* Yes ☐ No ☐

	Number of cows & heifers	Block 1	Block 2	Block 3
Bulling number	<input style="width: 100px;" type="text"/>			
Scanned in calf	<input style="width: 100px;" type="text"/>			
Calved	<input style="width: 100px;" type="text"/>			
Aborted	<input style="width: 100px;" type="text"/>			
Empty	<input style="width: 100px;" type="text"/>			

Number of cows & heifers calving

Date bull introduced

Calved before 325 days after bull introduced

Date of first calving

Date of last calving

Once you have set up enterprises, the next year you can just 'carry forward' which copies details across for any editing required

Suckler Herd



Complete the details below to describe this suckler enterprise, then add grass and forage enterprises to record forage eaten.

? Name

? Farming system ☐ Organic ☒ Conventional

? Land classification ☐ SDA ☐ Non-SDA

? Breed composition percentages

? Cows Please select one ? Bulls Please select one

? Average mature cow weight 0 kg

? Calving Pattern Please select one

? Age at first calving 0 months

? Housing type Please select one

? Housing period 0 weeks

? Opening cows/heifers 0

? Opening bull numbers 0

? Bulls Used For Service 0

? Uses estimated breeding values (EBVs) ☐ No ☐ Yes

Save

Entering Production Data- Livestock

SucklerHerd : Cows and Heifers

Suckler Herd - Cows & Heifers

Click edit to enter production information relating to all suckler cows and heifers in this enterprise.

Opening animals		31
Breeding info	Edit	
Outgoing	Edit	5
Incoming	Edit	0
Closing animals		26
Calving block	Edit Block 1	

Breeding info

Breeding Info - Suckler

Enter the breeding information for the cows and heifers in this enterprise.

Bulling no		31
Scanned in calf		28
Calved		28
Aborted		0
Empty		3

Save

YoungStock : Heifers

Stores - Heifers

Use the edit buttons to enter details of heifers moving into and out of this enterprise in the benchmarking year.

Opening animals	Edit	18
Incoming animals		
Purchased beef	Edit	0
Purchased dairy replacements	Edit	0
Transferred In	Edit	0
Outgoing animals		

Opening animals

Youngstock - Opening Heifers

Enter opening details for heifers at the start of the benchmarking year.

Animals		
Quantity		18
Price	£/hd	600.00
Total	£	10,800.00
Live weight		
Per head		350.00 kg
Total		6,300.00 kg
Average age		323 days

Entering Cost Data

Tools
Costs

Data

- Enterprises
- Production
- Costs**
- Capital

Overviews

- View Enterprise ratios
- View Forage share percentages
- View Livestock forage costs

This is a test farm and cannot be submitted for validation

Costs

Click on the sections below to enter details about costs and allocate to enterprises.

Watch these short videos for help allocating fixed costs to [Combinable](#), [Livestock](#), [Forage](#) and [Potato](#) enterprises.

[Read this guide](#) on accurately allocating irrigation and storage costs to Potato enterprises.

- Crop costs
- Livestock costs
- Labour costs
- Machinery costs
- Property costs
- Administration and finance costs

- Costs split down into sections to allow you to stop and start as you wish

Costs
Seed cost

Seed Cost

Enter total **OR** per hectare seed costs for each enterprise in the year.

Include a market value for home-saved seed, in addition to any purchased seed costs. Include companion crop seed costs with the related harvested enterprise crop.

	Area (ha)	Cost (£/ha)	Total (£)
Grassland	80	10.50	840.00
OSR	50	81.00	4,050.00
Spring Malting Barley	138	79.00	10,902.00
Winter feed barley	38	87.00	3,306.00
Winter feed wheat	63	89.00	5,607.00

- Crop costs
- Seed cost**
- Inorganic fertiliser
- Organic fertiliser
- Trace elements
- Herbicides
- Fungicides
- Insecticides
- Molluscicides
- Growth regulators
- Other crop protection
- Agronomy fees
- Sundries
- Haulage
- Levy
- Livestock costs

Entering Cost Data

Tools
Costs

Data

Enterprises

Production

Costs

Capital

Costs

Click on the sections below to enter details about costs and allocate to enterprises.

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Crop costs

Livestock costs

Labour costs

Machinery costs

Property costs

Administration and finance costs

This is a test farm and cannot be submitted for validation

- Labour, machinery depreciation, property depreciation etc all carry over every year

- Fixed unpaid labour and rental/ owned land values to ensure that farms are comparable

Labour
Julie

Labour

Click Add, enter new labour details and save to create a staffing list below. Click on a name to edit details or amend cost allocations.

Choose an item to work with

Julie

Lucy

Scott

Add

Julie

Use this page to edit the item and enterprise group allocations. Click the edit buttons to view enterprise level auto allocations and manually adjust as necessary.

Name: Julie

Paid or unpaid labour: Unpaid

Hours worked this year: 2,200 hours

Weekly hours: 42 hours

Cost of wage this year: £ 30,000.00

Cost per hour: £ 13.64

Combinable: 85.00 % £ 25,500.00 Edit

Livestock: 10.00 % £ 3,000.00 Edit

Forages: 5.00 % £ 1,500.00 Edit

Unallocated: 0 % £ 0.00

Delete Save

Farmbench Outputs

- Farmers have access to pull their own reports
- B&L hard copy sent annually with analysis
- Reports include production and financial datapoints
 - **Individual enterprise report**
 - Multi-enterprise report for cereals only
 - Benchmark report
 - Choices on how you want the reports displayed- per enterprise, per hectare, per tonne (per cow put to the bull, per LW KG output etc)
 - Varying levels of detail available
 - 'Detailed' includes gross margins, full economic COP & cash only COP

Menu
ZK Primrose Farm - ZKPr6384 - Production Year: 2021 - 22

Individual report

Enterprise Category

Whole farm

Select Enterprise(s) to Report on;

Barley

Wheat

Oilseed Rape

Grass

Suckler Herd

☒ Suckler Herd

Youngstock/Beef

Show Values

Per cow put to the bull

Detail Level

Essential

☐ Debug metrics

Print

Export to Excel

View on screen

Farmbench Outputs

- Farmers have access to pull their own reports
- Reports include production and financial factors
 - **Individual enterprise report**
 - Multi-enterprise report for cereals
 - Benchmark report
 - Choices on how you want the reports displayed- per enterprise, per hectare, per tonne (per cow put to the bull, per LW KG output etc)
 - Varying levels of detail available
 - ‘Detailed’ includes gross margins, full economic COP & cash only COP

AHDB	
ZK Primrose Farm	FARMBENCH
2021-22	Suckler Herd
PerCowPutToTheBull	Suckler Herd (SucklerHerd)
Key Performance Indicators	
Cost of production per calf (£/kg)	8.08
200 day weaned calf weight per kg of cow bulled (%)	38.81
Age at first calving (months)	24
Cows and heifers calves first 6 weeks (%)	77.42
Replacement rate (%)	16.13
Enterprise Details	
Number of cows/heifers put to bull	31
Total forage area allocated to enterprise (ha)	47.42
Number of weeks housed (weeks)	22
Technical Performance	
Cow to bull ratio	31
Cows/heifers scanned in-calf (%)	90.32
Calves born alive per 100 cows/heifers put to bull (%)	96.77
Calves born dead per 100 cows/heifers put to bull (%)	0.00
Calves died from birth to weaning per 100 cows/heifers put to bull (%)	3.23
Calves weaned per 100 cows/heifers put to bull (%)	93.55
Calves reared per 100 cows/heifers put to bull (%)	93.55
Calf losses from birth to weaning (% of born alive)	3.33
Calving period - first to last calving (weeks)	26
Empty cows (%)	9.68
Cow mortality (%)	3.23
Age at weaning (days)	225
Weight at weaning (kg/hd)	275.00
Daily liveweight gain for weaned calves (kg/day)	1.04

Farmbench Outputs

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 - Choices on how you want the reports displayed- per enterprise, per hectare, per tonne (per cow put to the bull, per LW KG output etc)
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 - ‘Detailed’ includes gross margins, full economic COP & cash only COP

PerCowPutToTheBull	Suckler Herd (SucklerHerd)
Buildings, structures and drainage depreciation (£/cow put to the bull)	33.13
Electricity (£/cow put to the bull)	23.49
Total property and energy costs (£/cow put to the bull)	126.26
Telephone and office (£/cow put to the bull)	22.09
Subscriptions (£/cow put to the bull)	2.73
Professional fees (£/cow put to the bull)	40.09
Insurance (£/cow put to the bull)	86.11
Total administration costs (£/cow put to the bull)	151.02
Paid rent (£/cow put to the bull)	0.00
Imputed rent on owned land (£/cow put to the bull)	275.33
Livestock building rent (£/cow put to the bull)	0.00
Total rental value (£/cow put to the bull)	275.33
Overdraft interest and fees (£/cow put to the bull)	0.00
Loan interest and fees (£/cow put to the bull)	0.00
Hire purchase interest and fees (£/cow put to the bull)	0.00
Bank charges and fees (£/cow put to the bull)	1.82
Total finance costs (£/cow put to the bull)	1.82
Total overheads (£/cow put to the bull)	1,652.23
Cost of production and margins (Per cow put to the bull)	
Full economic cost of production (£/cow put to the bull)	2,079.81
Full economic net margin (£/cow put to the bull)	-1,635.45
Home-grown forage cost of production (£/cow put to the bull)	683.74
Cash only cost of production (£/cow put to the bull)	1,588.16
Cash only net margin (£/cow put to the bull)	-1,143.80

Farmbench Outputs

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 - **Multi-enterprise report for cereals**
 - Benchmark report
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 - ‘Detailed’ includes gross margins, full economic COP & cash only COP

AHDB					
ZK Primrose Farm 2021-22					FARMBENCH
MultiEnterprise	Oilseed Rape	Barley		Wheat	FarmAverage
PerHa	OSR (OilseedRape)	Spring Malting Barley (Barley)	Winter feed barley (Barley)	Winter feed wheat (Wheat)	Your enterprises
Enterprise Details					
Total area grown (ha)	50.00	138.00	38.00	63.00	289.00
Enterprise identifier	Winter	Spring	Winter	Winter	Mixed
Technical Performance					
Total production (t)	252	1,201	356	730	2,539
Yield (t/ha)	5.04	8.70	9.38	11.59	8.79
Price (£/t)	590.00	305.00	260.00	270.30	316.99
Income (Per hectare)					
Crop sales (£/ha)	2,973.60	2,653.50	2,438.80	3,132.00	2,784.96
Straw sales (£/ha)	0.00	173.00	225.00	186.00	152.74
Used on farm (£/ha)	0.00	0.00	0.00	0.00	0.00
Total income (£/ha)	2,973.60	2,826.50	2,663.80	3,318.00	2,937.70
Variable costs (Per hectare)					
Total seed costs (£/ha)	81.00	79.00	87.00	89.00	82.58
Inorganic fertiliser (£/ha)	313.00	254.00	396.00	392.00	312.96
Organic fertilisers e.g manure (£/ha)	6.00	6.00	6.00	6.00	6.00
Trace elements (£/ha)	59.00	7.10	6.29	6.60	15.86
Total fertilisers (£/ha)	378.00	267.10	408.29	404.60	334.83
Herbicides (£/ha)	31.44	33.37	46.82	39.17	36.07
Fungicides (£/ha)	117.00	58.66	85.16	149.70	92.08
Insecticides (£/ha)	35.58	0.00	0.00	0.00	6.16
Molluscicides (£/ha)	0.00	0.00	0.00	0.00	0.00
Plant growth regulators (£/ha)	0.00	0.00	19.26	24.41	7.85
Other crop protection (£/ha)	0.00	0.00	0.00	0.00	0.00
Total crop protection (£/ha)	184.02	92.03	151.24	213.28	142.16
Agromony fees (£/ha)	6.00	6.00	6.00	6.00	6.00
Levy (£/ha)	3.78	4.00	4.31	5.34	4.30
Haulage (£/ha)	0.00	0.00	0.00	0.00	0.00
Sundries (£/ha)	0.00	0.00	0.00	0.00	0.00
Total other variable costs (£/ha)	9.78	10.00	10.31	11.34	10.30
Total variable costs (£/ha)	652.80	448.13	656.84	718.22	569.86
Gross margin (£/ha)	2,320.80	2,378.37	2,006.96	2,599.78	2,367.84

Farmbench Outputs

- Farmers have access to pull their own reports
- Reports include production and financial factors
 - Individual enterprise report
 - Multi-enterprise report for cereals
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- Choices on how you want the reports displayed- per enterprise, per hectare, per tonne (per cow put to the bull, per LW KG output etc)
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Benchmark report

Show Values

Per LW kg of output

Detail Level

Detailed

Ranked by

Full economic net margin

Compare to

UK

Advanced Criteria

Criteria questions

Farm data

Calving Pattern

Please select one

Suckler Herd : Spring block

Age at first calving

Please select one

Suckler Herd : Less than 2 years (upto 24months)

Land classification

Please select one

Suckler Herd : SDA

Housing type

Please select one

Suckler Herd : Loose housing on bedding

Weeks housed

Please select one

Suckler Herd : 21 - 40 weeks

Farmbench Outputs

- Farmers have access to pull their own reports
- Reports include production and financial factors
 - Individual enterprise report
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AHDB				
ZK Primrose Farm		FARMBENCH		
2021-22	Suckler Herd	Benchmark		
PerCowPutToTheBull	Suckler Herd (SucklerHerd)	Top 25%	Middle 50%	Bottom 25%
Key Performance Indicators				
Enterprise income retained (%)	-294.83	27.52	-25.44	-172.23
Cost of production per calf (£/kg)	8.08	2.27	4.05	8.82
200 day weaned calf weight per kg of cow bulled (%)	38.81	35.84	33.09	30.41
Age at first calving (months)	24	24	27	31
Cows and heifers calves first 6 weeks (%)	77.42	83.87	60.33	67.13
Replacement rate (%)	16.13	16.01	22.69	10.73
Enterprise Details				
Number of cows/heifers put to bull	31	154	71	26
Total forage area allocated to enterprise (ha)	47.42	151.26	75.72	46.32
Number of weeks housed (weeks)	22	15	19	18
Technical Performance				
Cow to bull ratio	31	31	31	17
Cows/heifers scanned in-calf (%)	90.32	93.70	90.05	91.70
Calves born alive per 100 cows/heifers put to bull (%)	96.77	90.52	88.47	89.97
Calves born dead per 100 cows/heifers put to bull (%)	0.00	2.12	3.68	3.46
Calves died from birth to weaning per 100 cows/heifers put to bull (%)	3.23	1.53	2.15	4.50
Calves weaned per 100 cows/heifers put to bull (%)	93.55	88.64	86.76	85.47
Calves reared per 100 cows/heifers put to bull (%)	93.55	88.70	86.70	85.47
Calf losses from birth to weaning (% of born alive)	3.33	1.69	2.43	5.00
Calving period - first to last calving (weeks)	26	12	14	16
Empty cows (%)	9.68	6.30	9.93	8.30
Cow mortality (%)	3.23	1.06	1.16	1.38
Age at weaning (days)	225	214	239	231
Weight at weaning (kg/hd)	275.00	290.58	281.17	266.94

What next?

WE NEED YOU!



- Speak to Zoe/ Hazel if interested in benchmarking
- Arrange a data collection
- We need at least 4-12 people for a discussion group

ANY
QUESTIONS?

A vibrant landscape photograph featuring a lush green field in the foreground, with a narrow path leading towards the horizon. The sun is setting or rising, creating a warm, golden glow across the sky and casting long, soft shadows. The sky is filled with scattered clouds, some of which are illuminated by the low sun. In the distance, rolling hills and a few small buildings are visible. The overall mood is peaceful and inspiring.

**‘Inspiring our farmers, growers
and industry to succeed in a
rapidly changing world’**