



# Autumn survey on how farmers are adapting to and mitigating rising input costs

Friday, September 30, 2022

# Introduction

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400 Total Responses

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296 (74%) have a beef and / or sheep enterprise

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145 (38%) have a dairy enterprise

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28 (8%) have a poultry enterprise

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13 (4%) have a pig enterprise

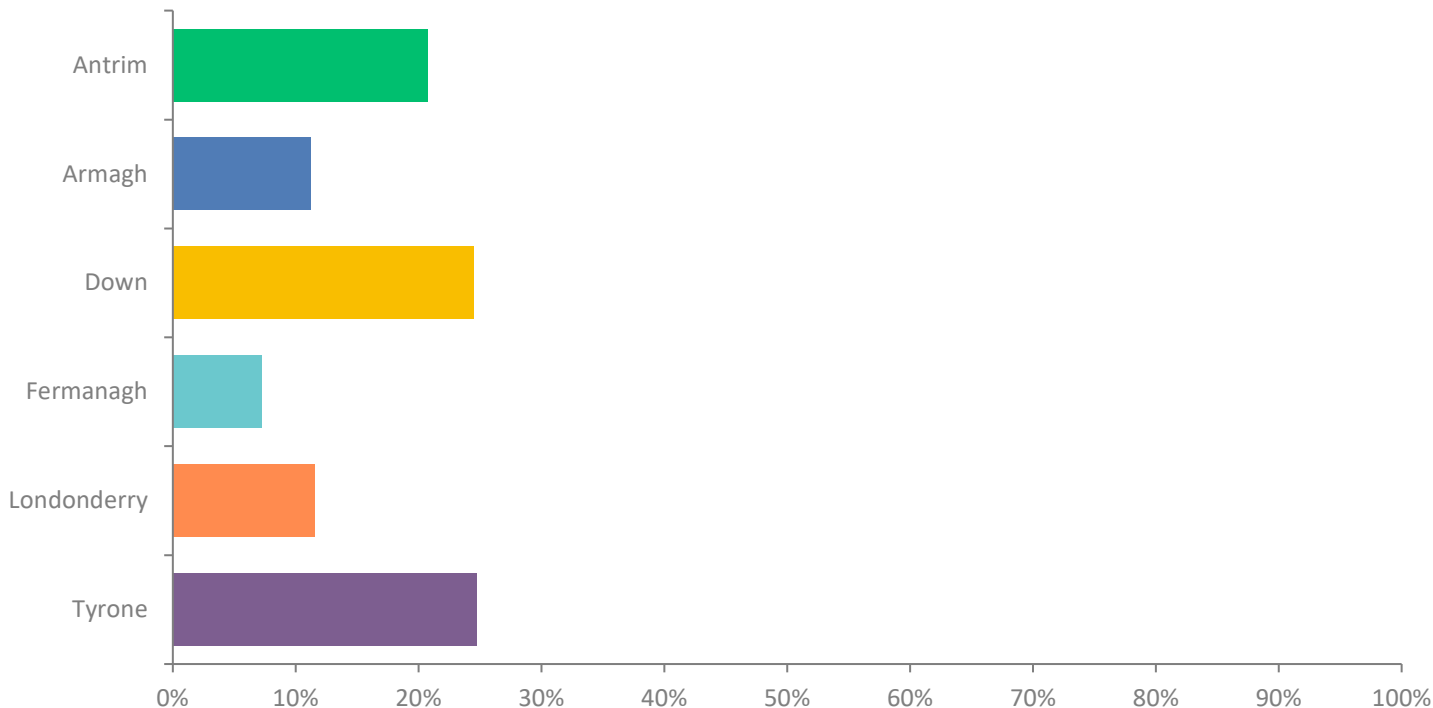
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76 (21%) have a cereal enterprise

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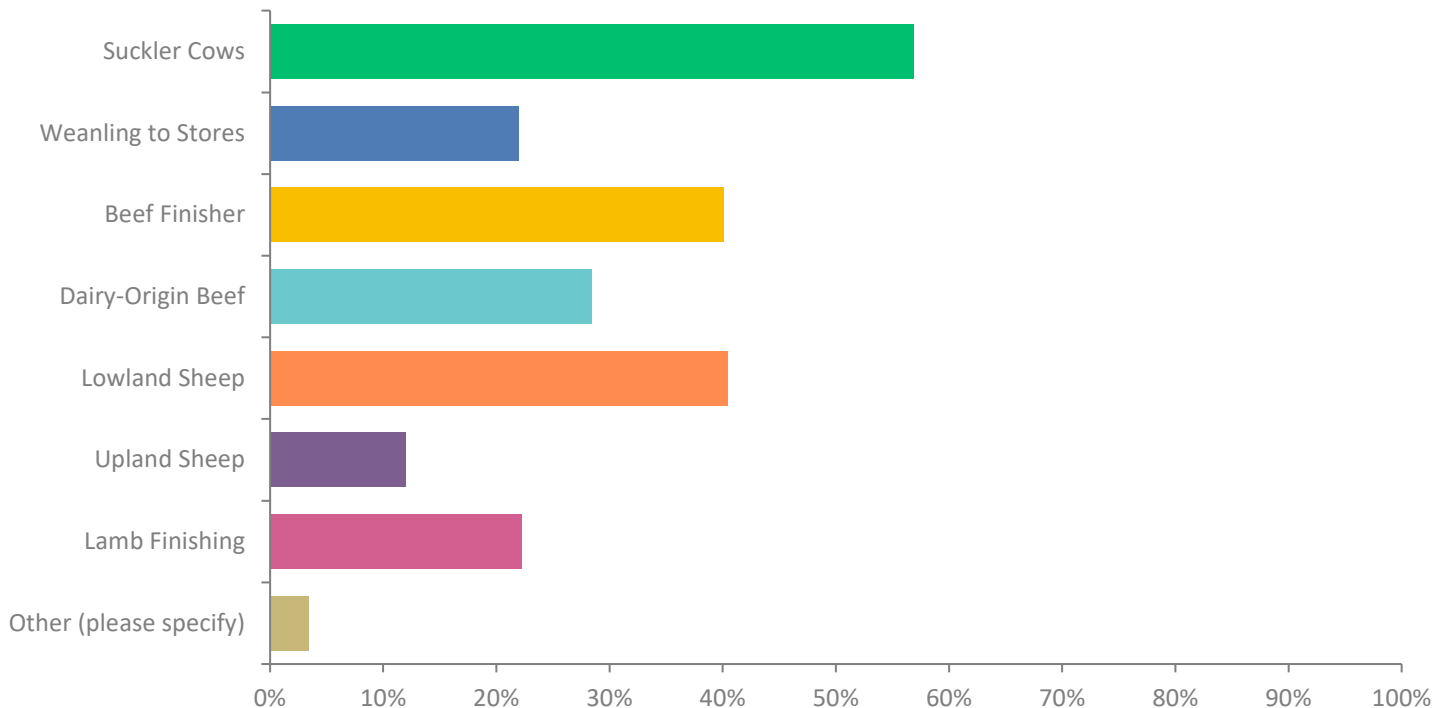
# Q1: Which County do you farm in?

Answered: 400 Skipped: 0



### Q3: Which Beef & Sheep Enterprises do you have? (Tick all that apply)

Answered: 292 Skipped: 108



## Q4: What are you intending to do with your stores this winter?

Answered: 282 Skipped: 118

ANSWER CHOICES	RESPONSES	
Sell them prior to housing (but I normally do that anyway)	15.25%	43
Sell them prior to housing (where in the past years we would have kept them)	9.22%	26
Keep them as normal	51.77%	146
I would like to sell stores but I am locked up with TB	12.41%	35
Not applicable	11.35%	32
TOTAL		282

## Q5: Are you intending to feed similar levels of concentrate (per head) this winter?

Answered: 282 Skipped: 118

ANSWER CHOICES	RESPONSES	
I will feed the same amount of concentrate per head	27.66%	78
I will feed the same amount of concentrate per head as along as the meal price doesn't go up much more	19.86%	56
I will feed a little less concentrate per head this winter	24.47%	69
I will feed a lot less concentrate per head this winter	16.67%	47
I will feed no concentrate this winter (and I normally would feed concentrate)	4.96%	14
I will feed no concentrate this winter (but I wouldn't normally feed concentrate anyway)	4.96%	14
I will feed more concentrate per head this winter	1.42%	4
TOTAL		282

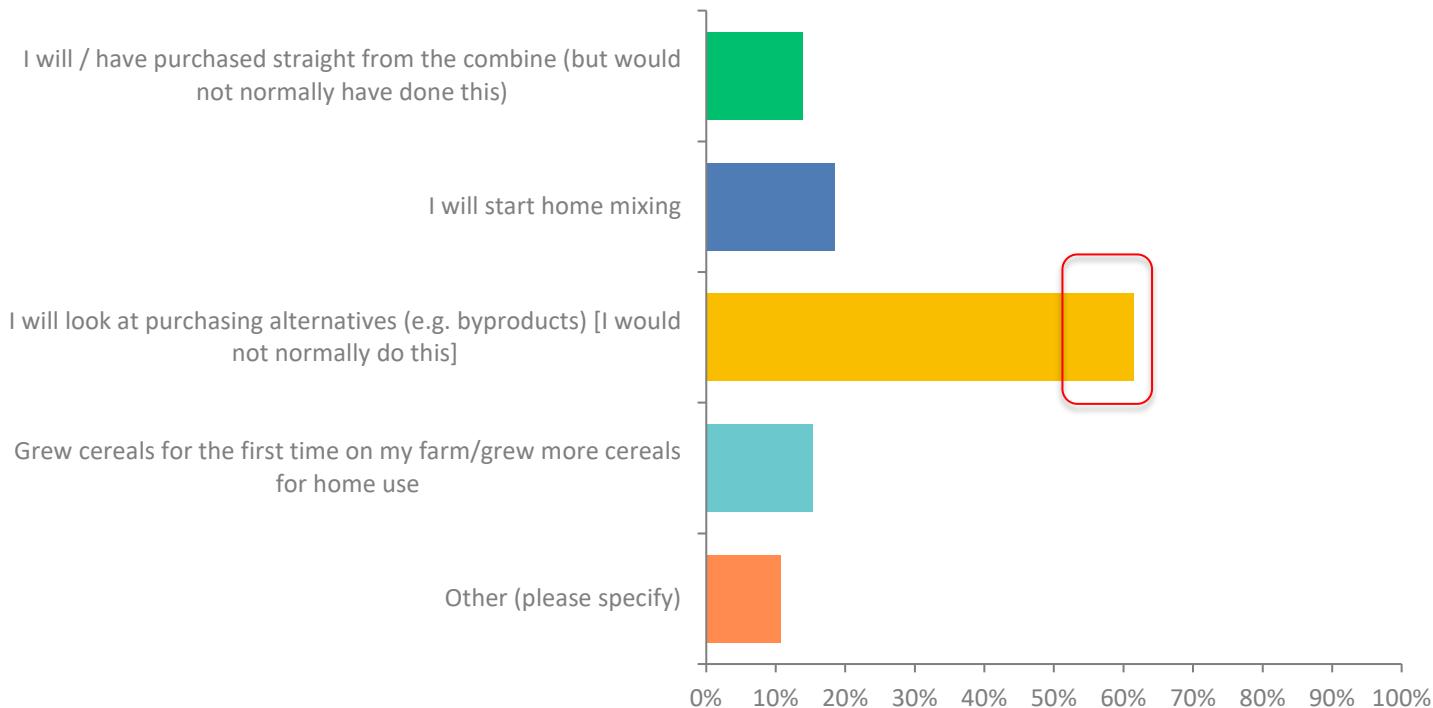
## Q6: Are you planning to make any changes to meal sourcing this winter?

Answered: 282 Skipped: 118

ANSWER CHOICES	RESPONSES	
Yes	23.76%	67
No	76.24%	215
TOTAL		282

## Q7: What changes will you make to meal sourcing

Answered: 65 Skipped: 335





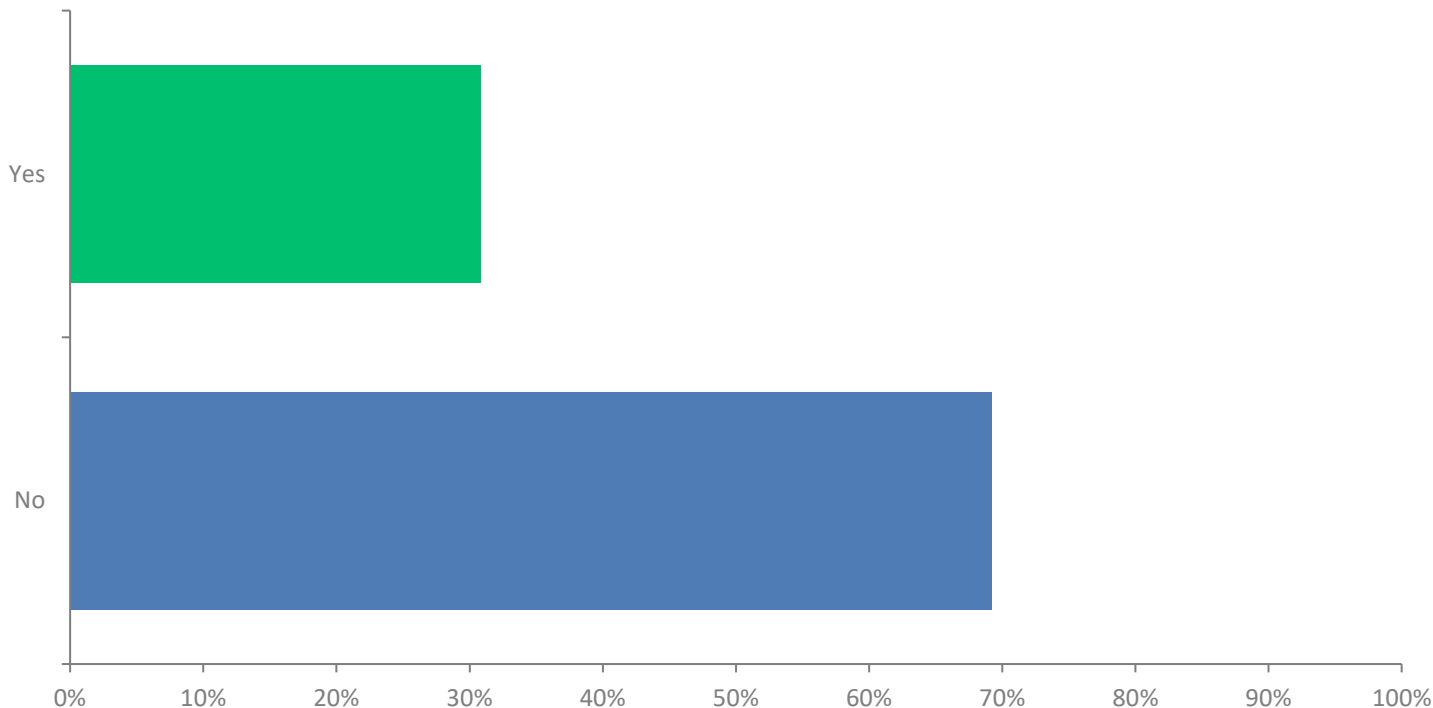
## Q8: Stocking Rates

Answered: 279 Skipped: 121

ANSWER CHOICES	RESPONSES	
Livestock numbers on my farm have increased	16.13%	45
Livestock numbers have not changed significantly	53.41%	149
I have reduced livestock numbers slightly (up to 10%)	20.43%	57
I have reduced livestock numbers significantly (more than 10%)	10.04%	28
TOTAL		279

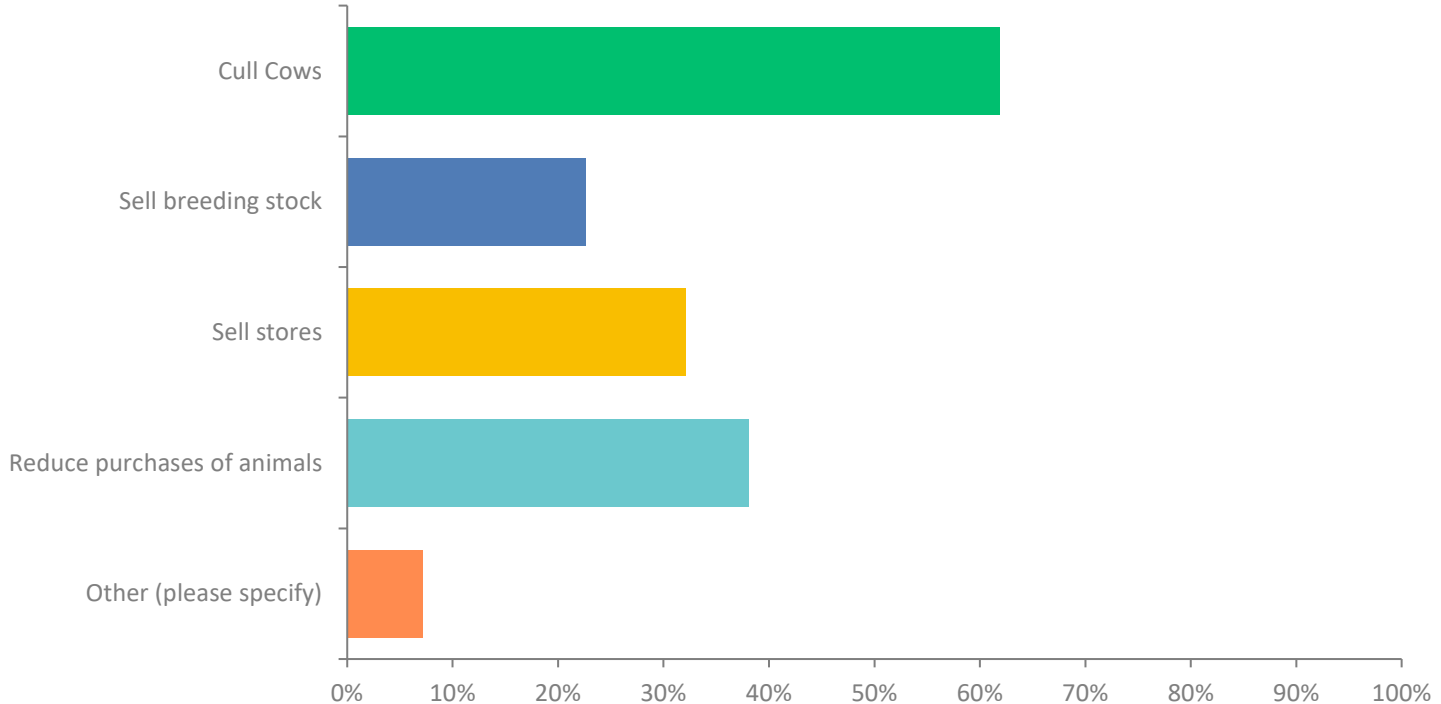
## Q9: Are you planning to reduce livestock numbers (more than you usually would) prior to the winter season?

Answered: 279 Skipped: 121



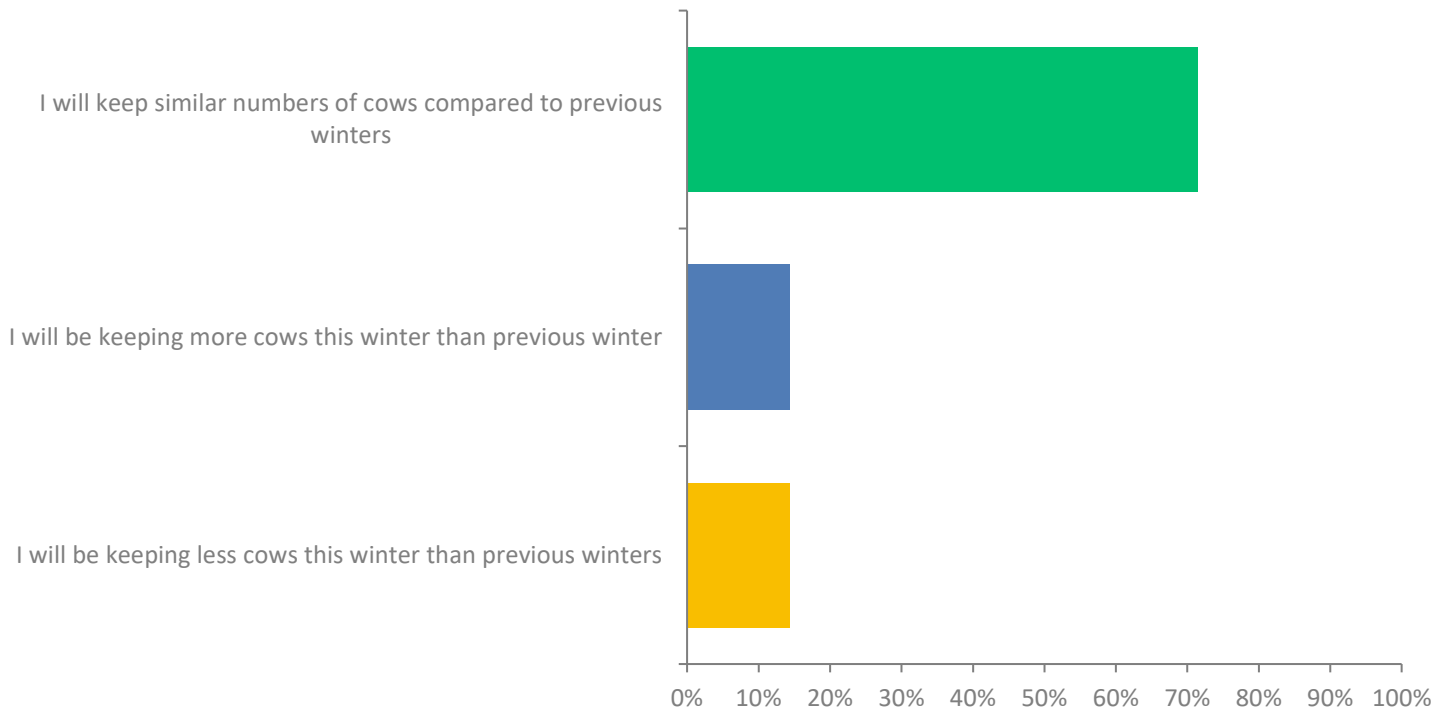
## Q10: How are you intending to reduce livestock numbers prior to the Winter season?

Answered: 84 Skipped: 316



## Q12: Are you intending to keep the same number of cows this winter (compared to previous years)

Answered: 140 Skipped: 260



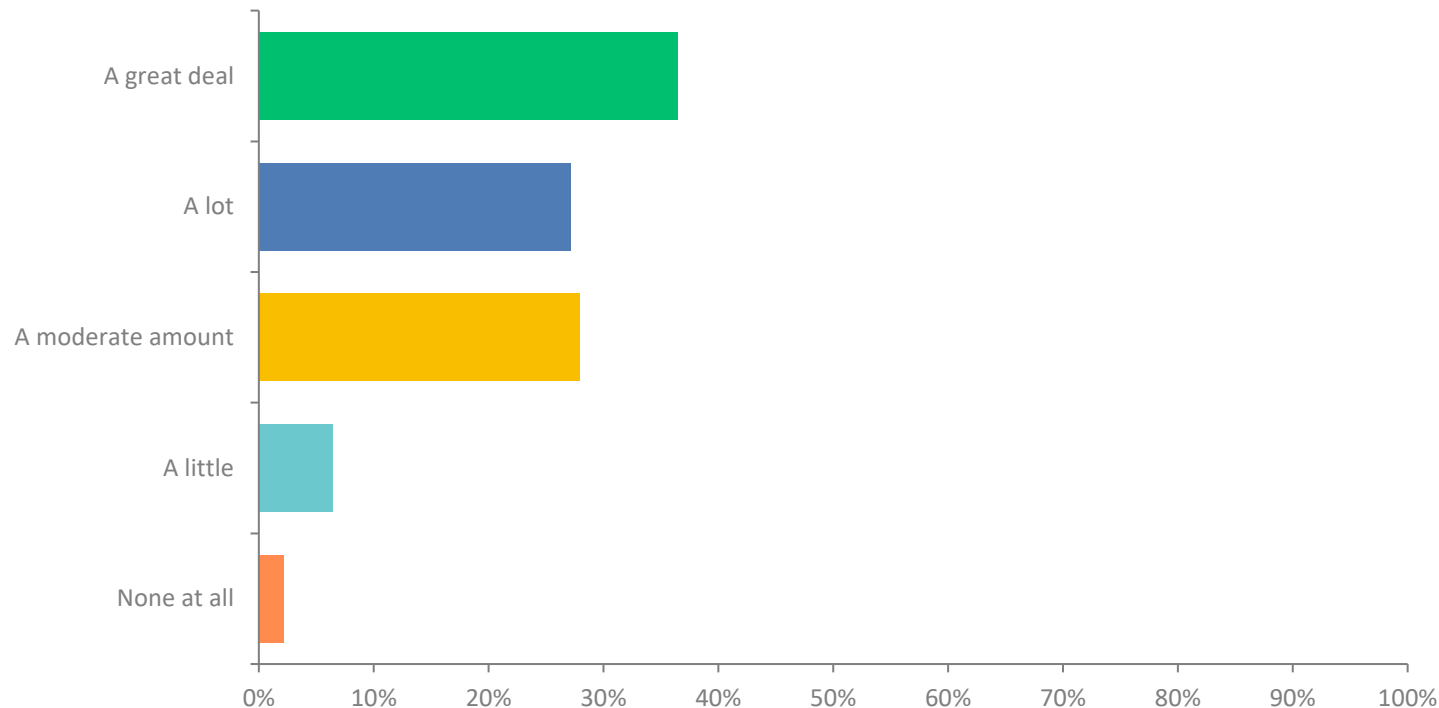
### Q13: Are you intending to feed similar levels of concentrate (per cow) this winter?

Answered: 140 Skipped: 260

ANSWER CHOICES	RESPONSES	
I will feed the same amount of concentrate per cow	50.71%	71
I will feed the same amount of concentrate per cow as long as the meal price doesn't go up much more	22.86%	32
I will feed less concentrate per cow this winter	11.43%	16
I will feed more concentrate per cow this winter	6.43%	9
Unsure / Have not decided	8.57%	12
TOTAL		140

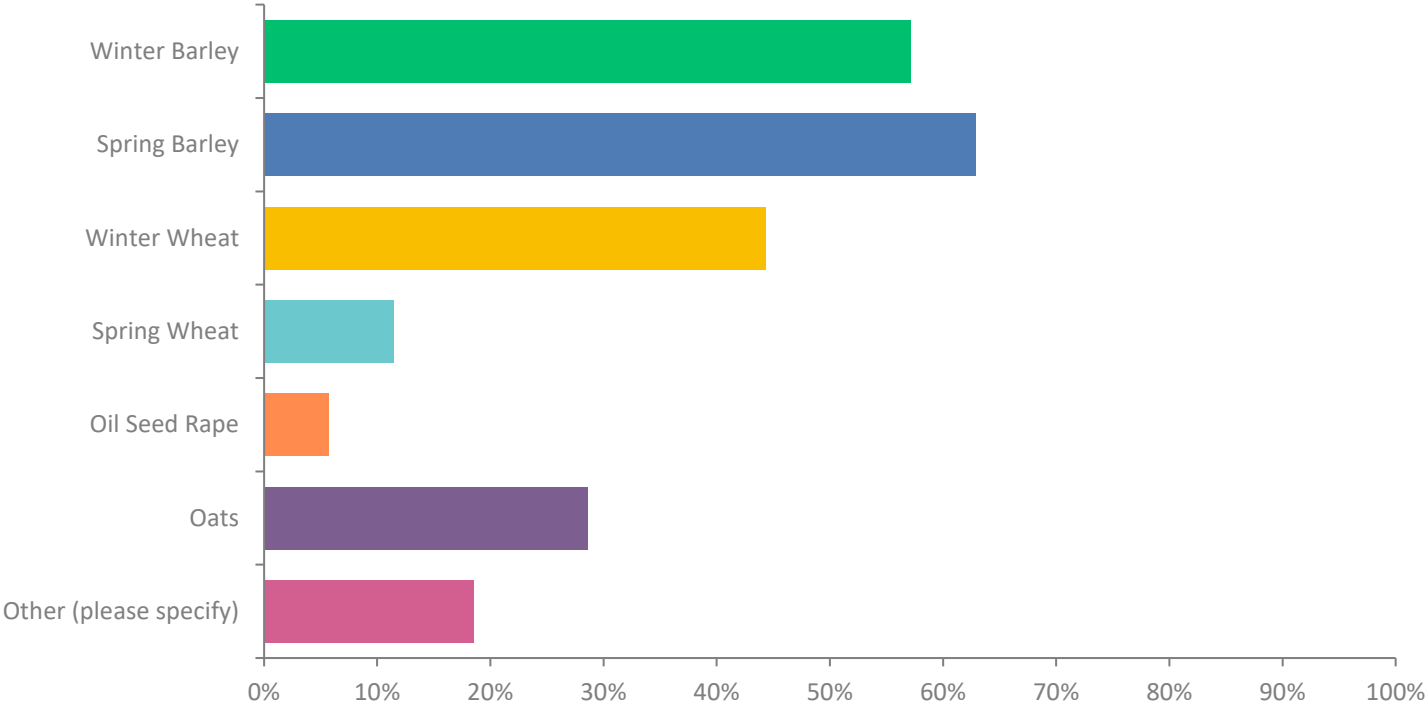
## Q14: Is the rising cost of energy (electric and gas) having a significant impact on your farm cash flow?

Answered: 140 Skipped: 260



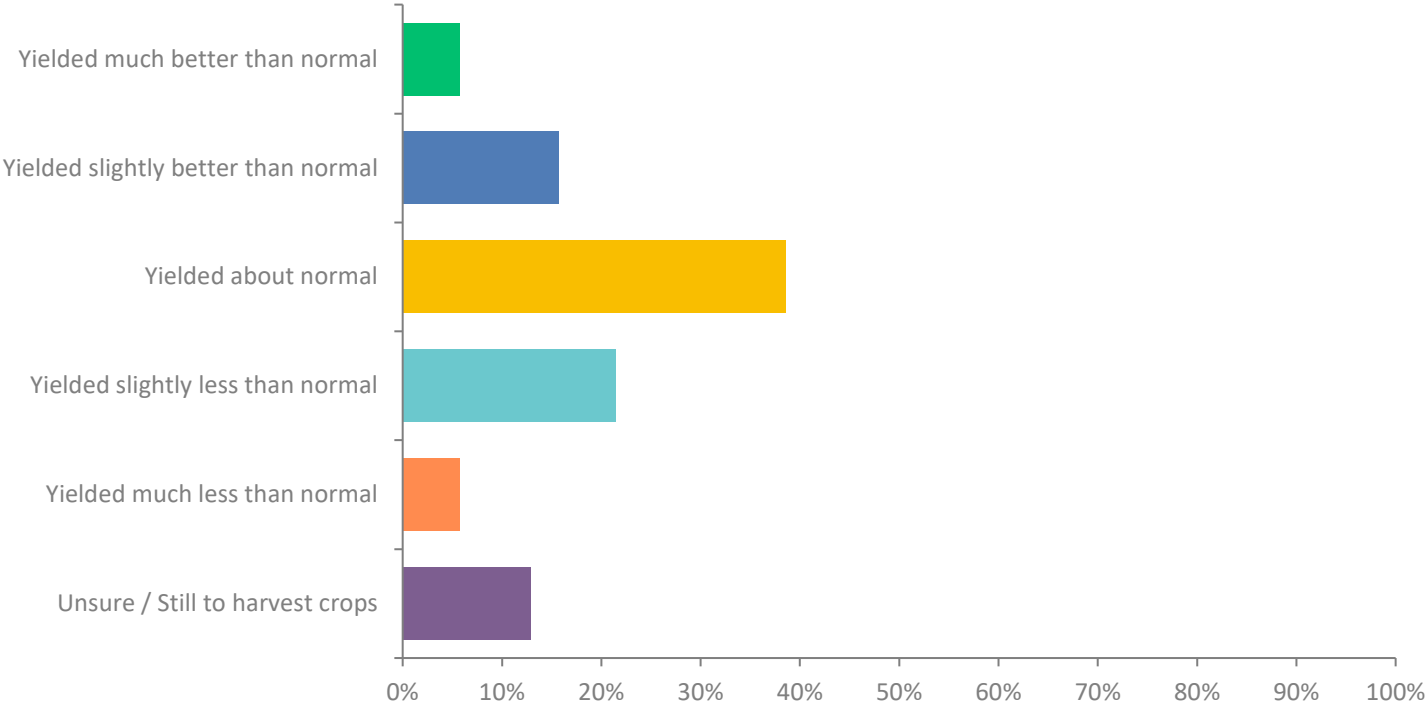
# Q17: What crops do you grow?

Answered: 70 Skipped: 330



# Q18: How have the winter crops yielded?

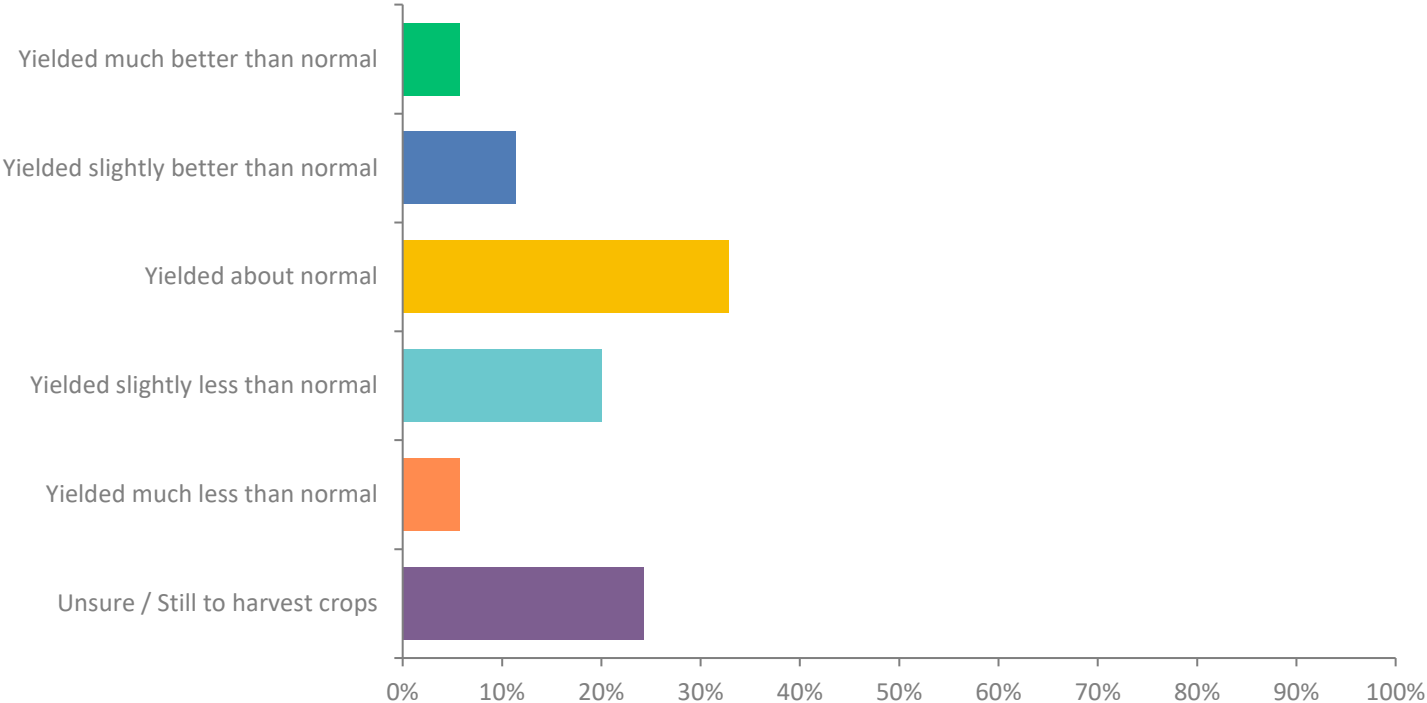
Answered: 70 Skipped: 330





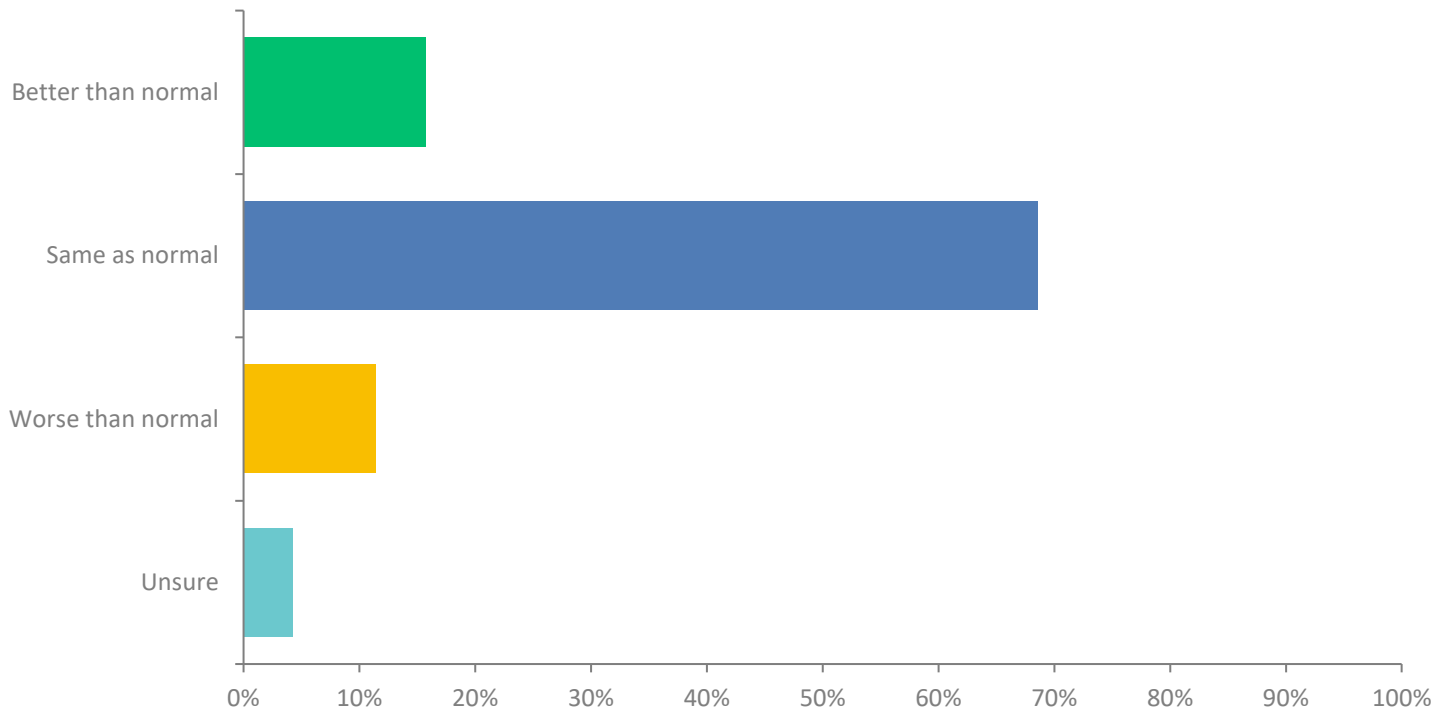
# Q19: How have the spring crops yielded?

Answered: 70   Skipped: 330



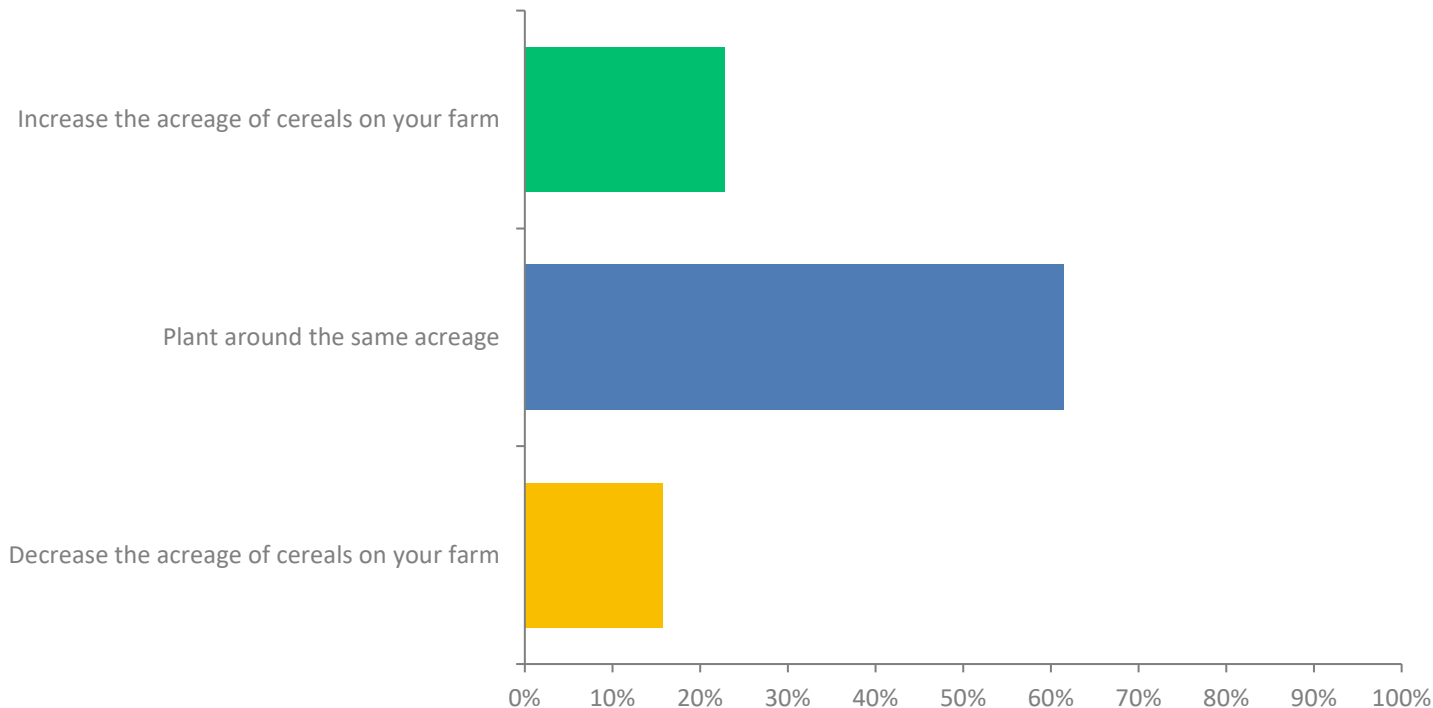
## Q20: Is the quality of the crops?

Answered: 70 Skipped: 330



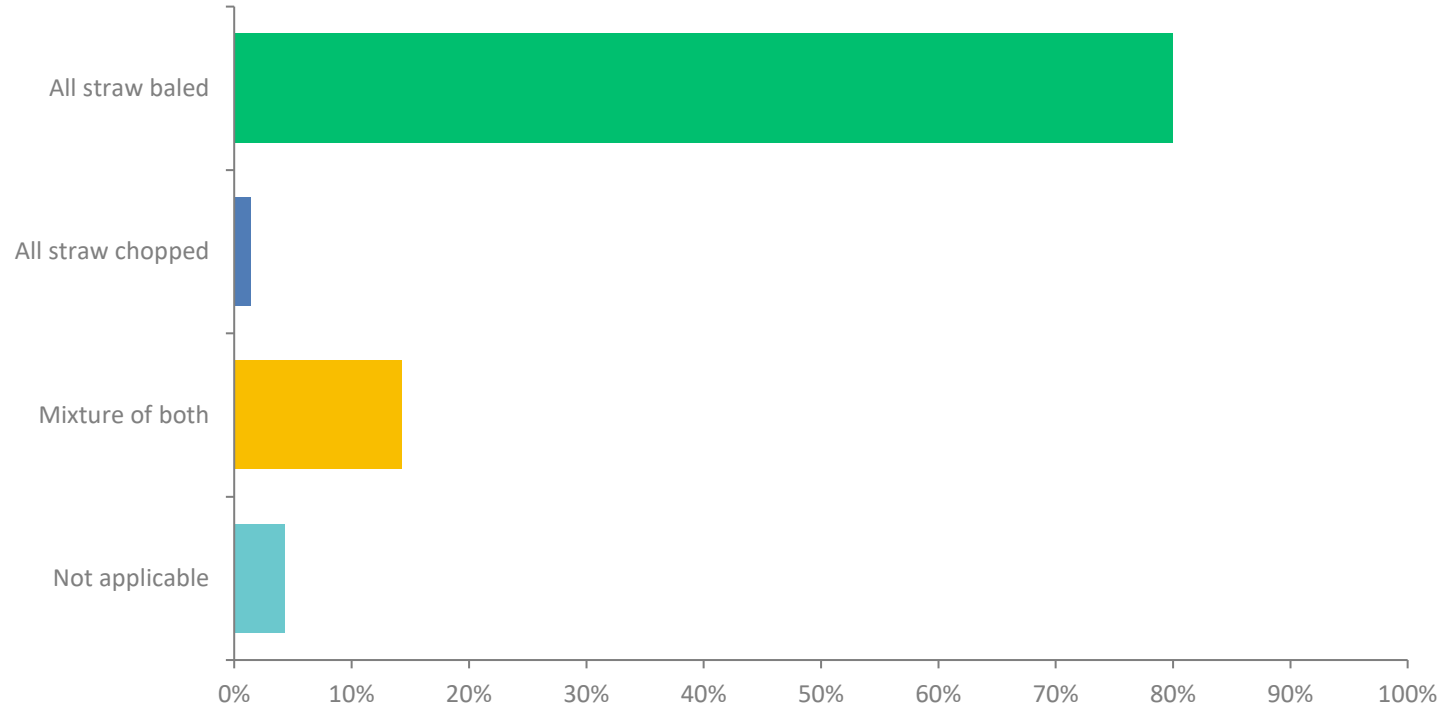
## Q21: During this autumn and the following spring do you intend to:

Answered: 70 Skipped: 330



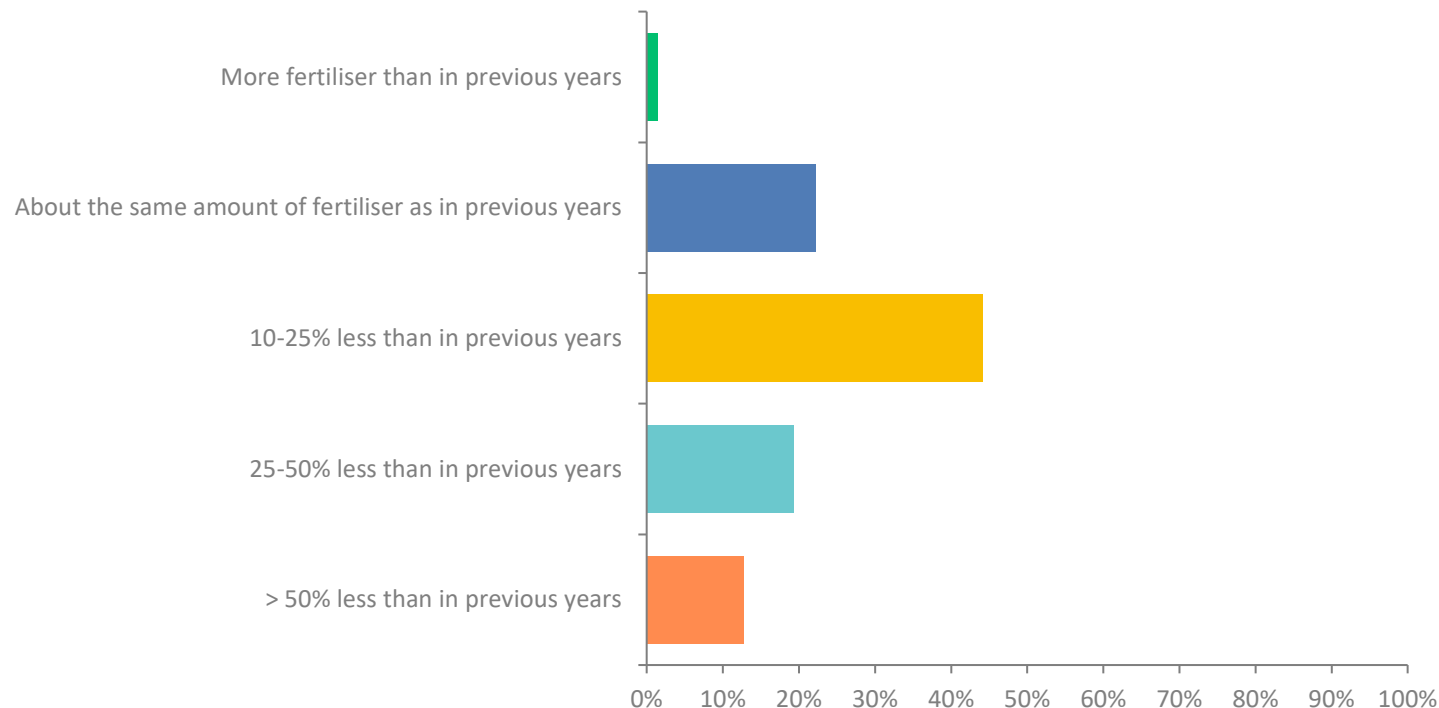
## Q22: When harvesting barley, wheat and / or oats did you / will you bale up the straw (either for own use and / or for sale) or was it chopped to plough in?

Answered: 70 Skipped: 330

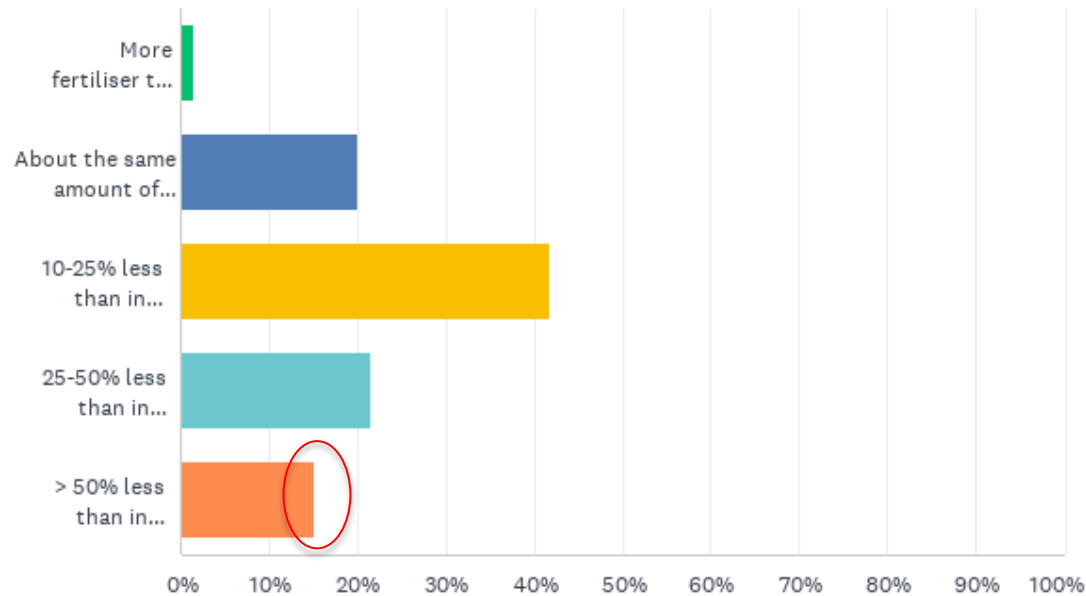


## Q24: How much fertiliser did you sow this year? (All farms)

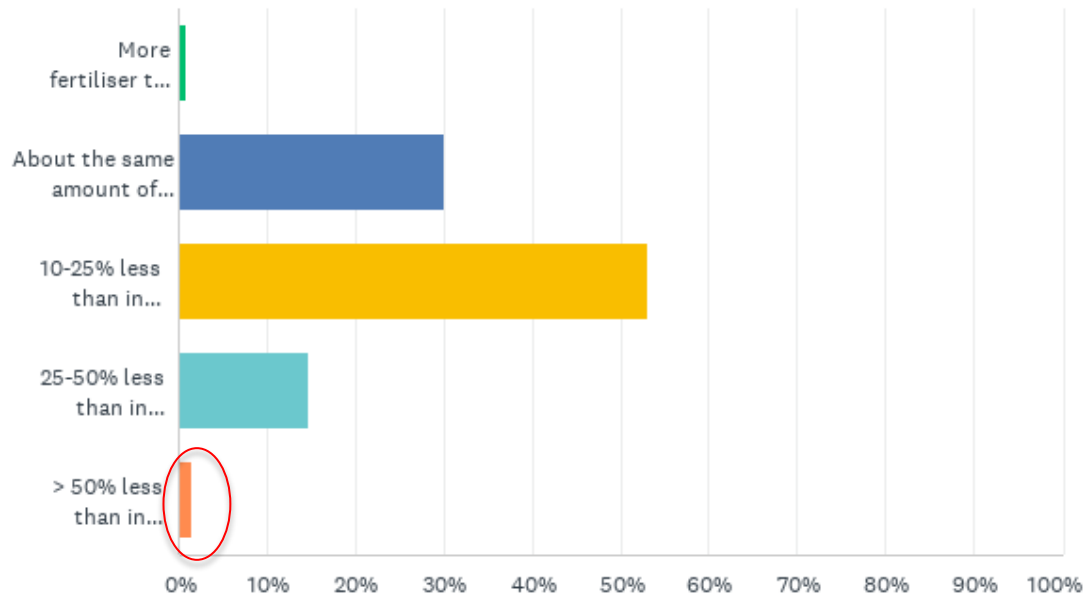
Answered: 351 Skipped: 49



## Q24 How much fertiliser did you sow this year? (Beef and Sheep)



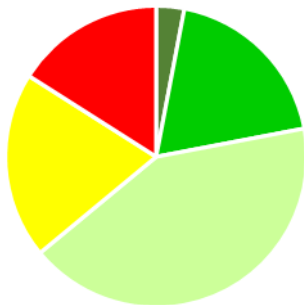
## Q24 How much fertiliser did you sow this year? (Dairy)



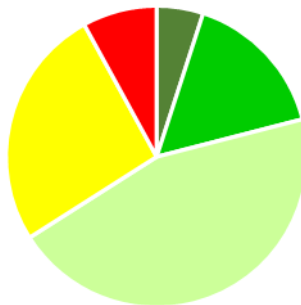
# How much fertiliser did you sow this year? (by county)

- More than in previous years
- About the same as previous years
- 10-25% less than previous years
- 25-50% less than previous years
- >50% less than previous years

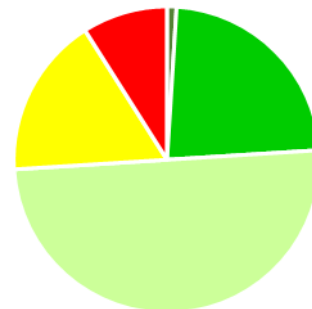
Antrim



Armagh



Down



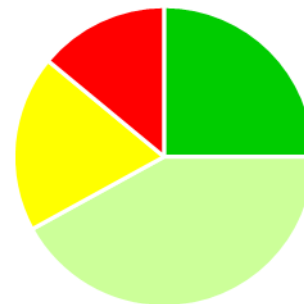
Fermanagh



Londonderry



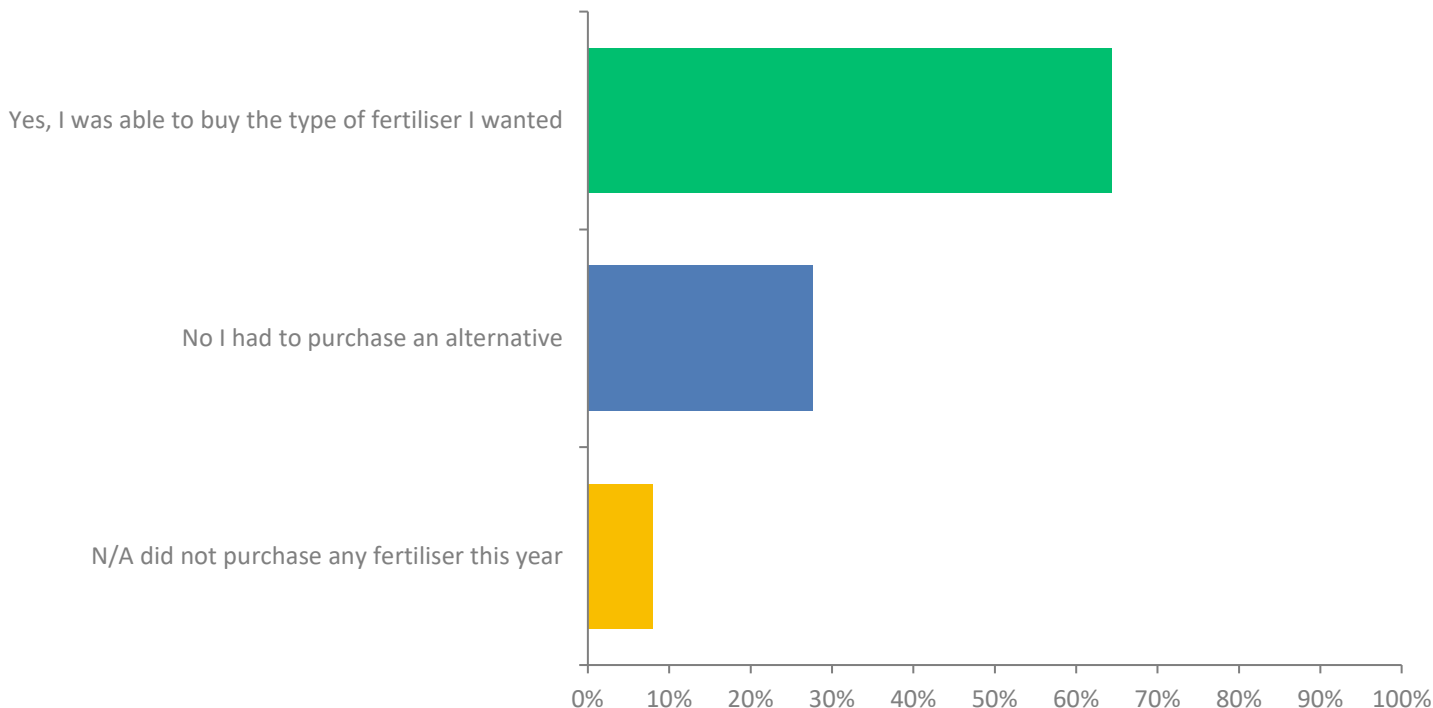
Tyrone





## Q25: Were you able to buy the fertiliser type you wanted (i.e. with the right amounts of P & K (e.g. 23:0:10))

Answered: 351 Skipped: 49



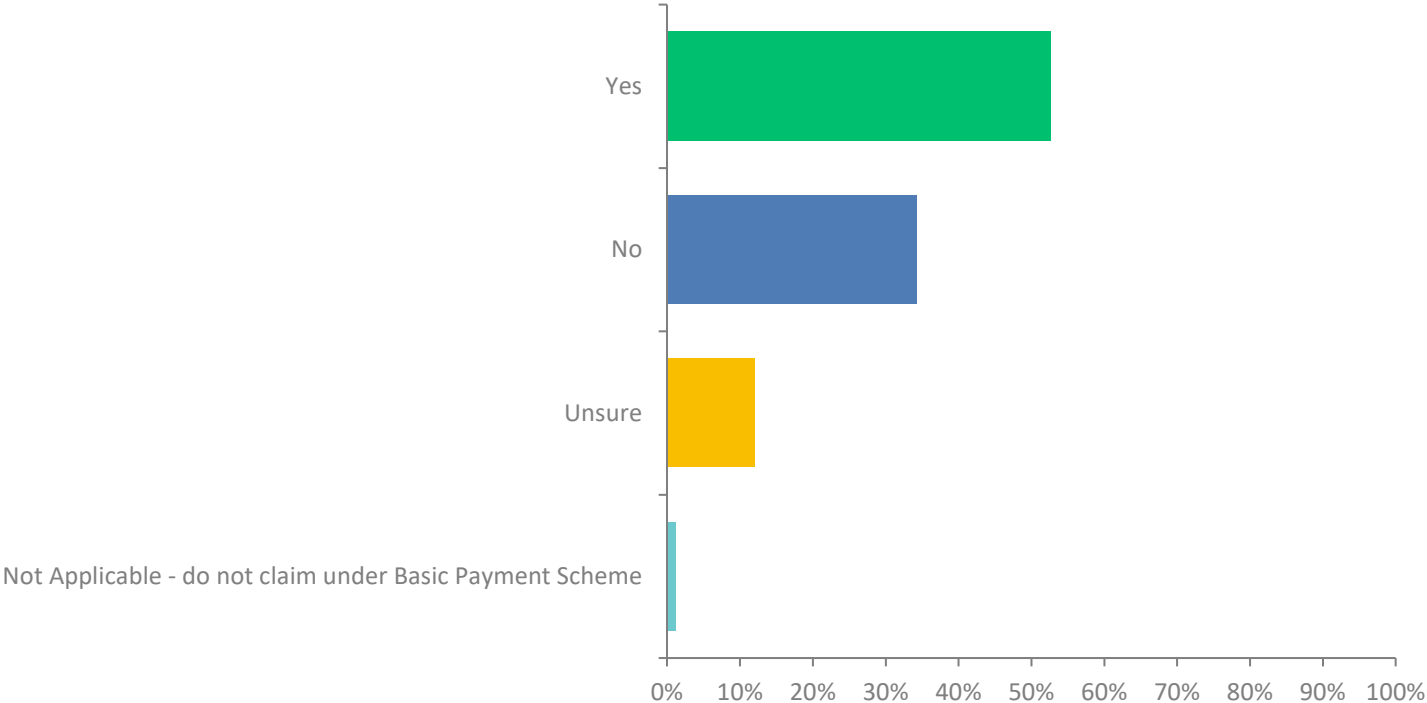
## Q26: How have you paid for fertiliser this year?

Answered: 342 Skipped: 58

ANSWER CHOICES	RESPONSES	
I was able to purchase fertiliser within existing farm finance facilities (overdraft limit / deposits)	66.67%	228
I required additional finance facilities (e.g. extension to overdraft / short term loan etc)	9.36%	32
I drew on personal / family funds to pay for fertiliser this year	16.96%	58
Other (please specify)	7.02%	24
TOTAL		342

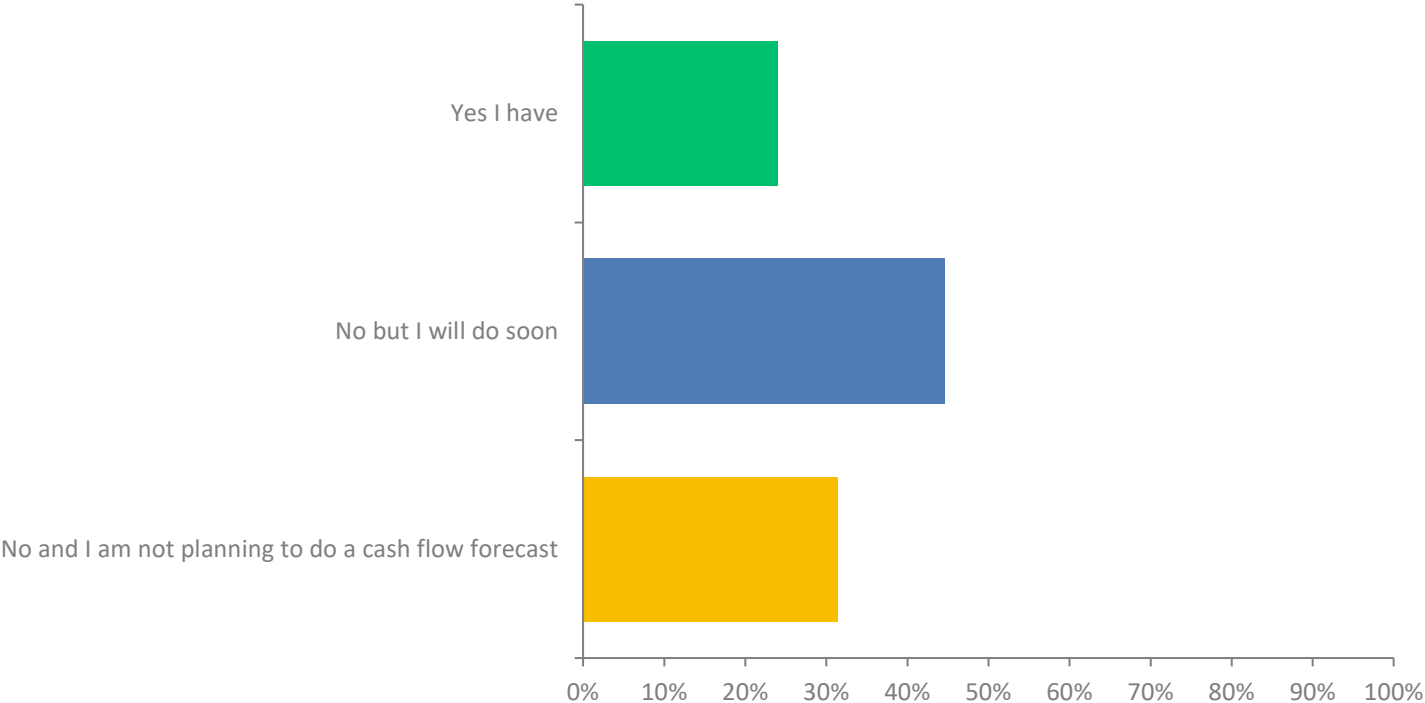
**Q27: Are you intending to devote more of your direct payment under the basic payment scheme (BPS) to clearing feed and fertiliser bills than usual?**

Answered: 350 Skipped: 50



# Q28: Have you completed a cash flow forecast for the coming months?

Answered: 350 Skipped: 50



## Q29: Do you have concerns over access to finance to fund purchase of feed and fertiliser this winter?

Answered: 347 Skipped: 53

ANSWER CHOICES	RESPONSES	
I have sufficient funds available	57.93%	201
I have already secured additional finance	9.22%	32
This is giving me cause for concern as I am already under pressure from creditors and/ or the Bank	25.07%	87
I have requested additional finance and this has been refused	2.31%	8
Other (please specify)	5.48%	19
TOTAL		347

## Q30: Are you intending to forward buy fertiliser for use next spring?

Answered: 351 Skipped: 49

ANSWER CHOICES	RESPONSES	
I already have	24.22%	85
I haven't purchased any for next Spring as have kept some that didn't sow this year (due to having adequate silage stocks / not sowing during dry weather etc)	2.85%	10
I haven't forward bought yet but intend to	11.40%	40
It depends on the price	31.62%	111
No I do not intend to forward buy fertiliser	29.91%	105
TOTAL		351

# Forward Purchasing (by county)

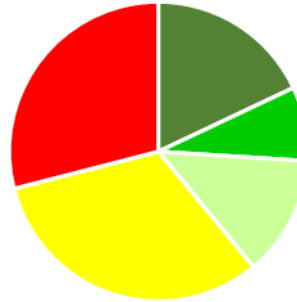
- Already have
- No but I intend to
- No

- No as have kept what I didn't sow this year
- Depends on price

Antrim



Armagh



Down



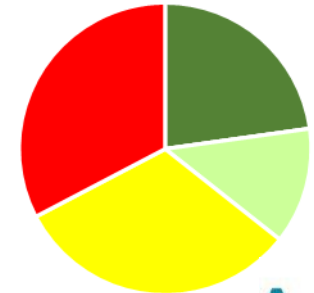
Fermanagh



Londonderry

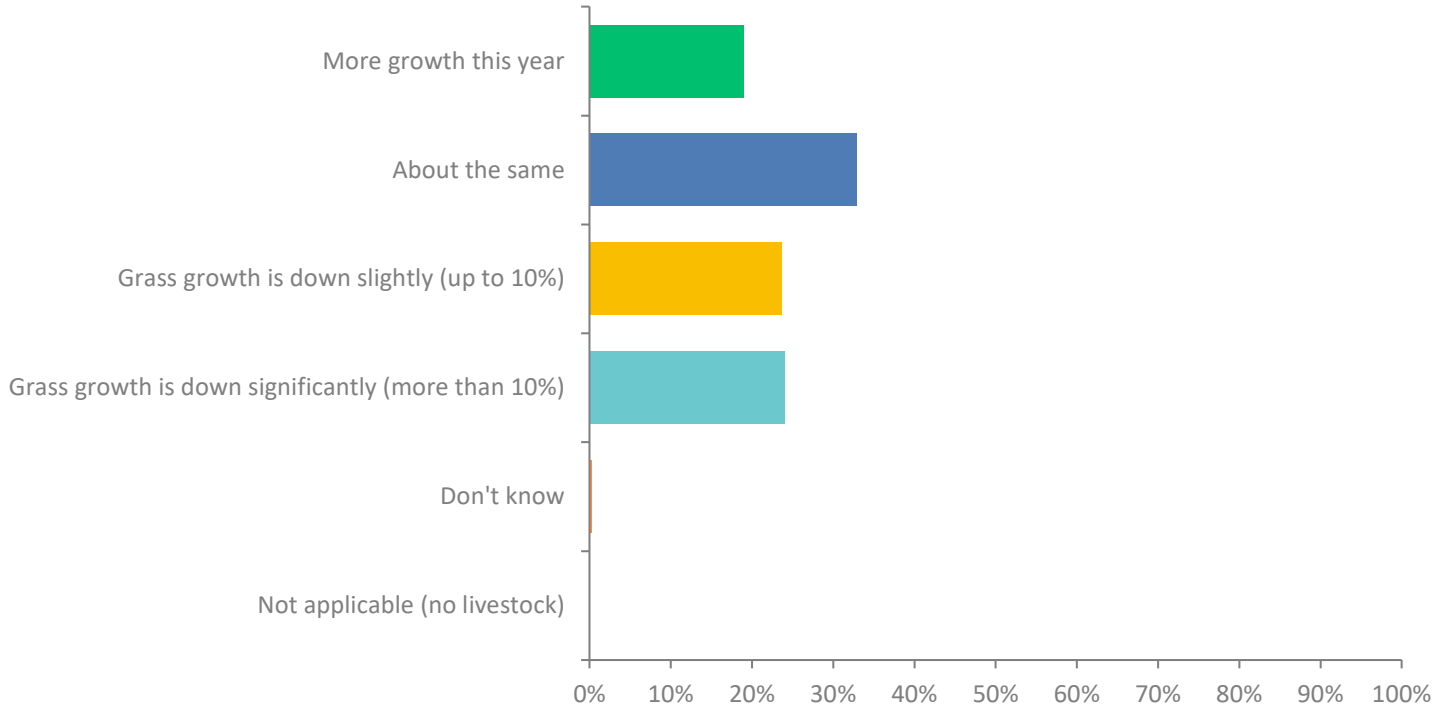


Tyrone



## Q32: How would you compare grass growth on your farm this year to previous years

Answered: 295 Skipped: 105

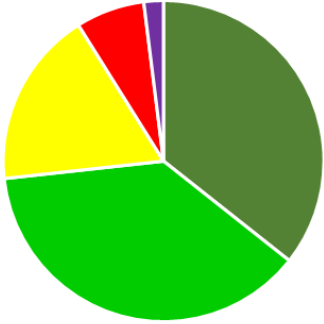




# Grass Growth Compared to previous years (by county)

■ More ■ Same ■ Down (10%) ■ Down (more than 10%) ■ Don't Know

Antrim



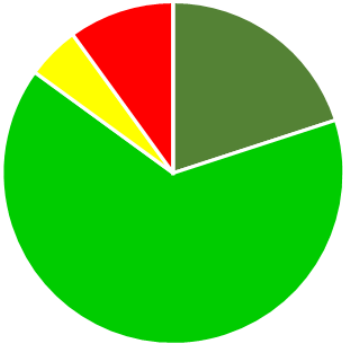
Armagh



Down



Fermanagh



Londonderry

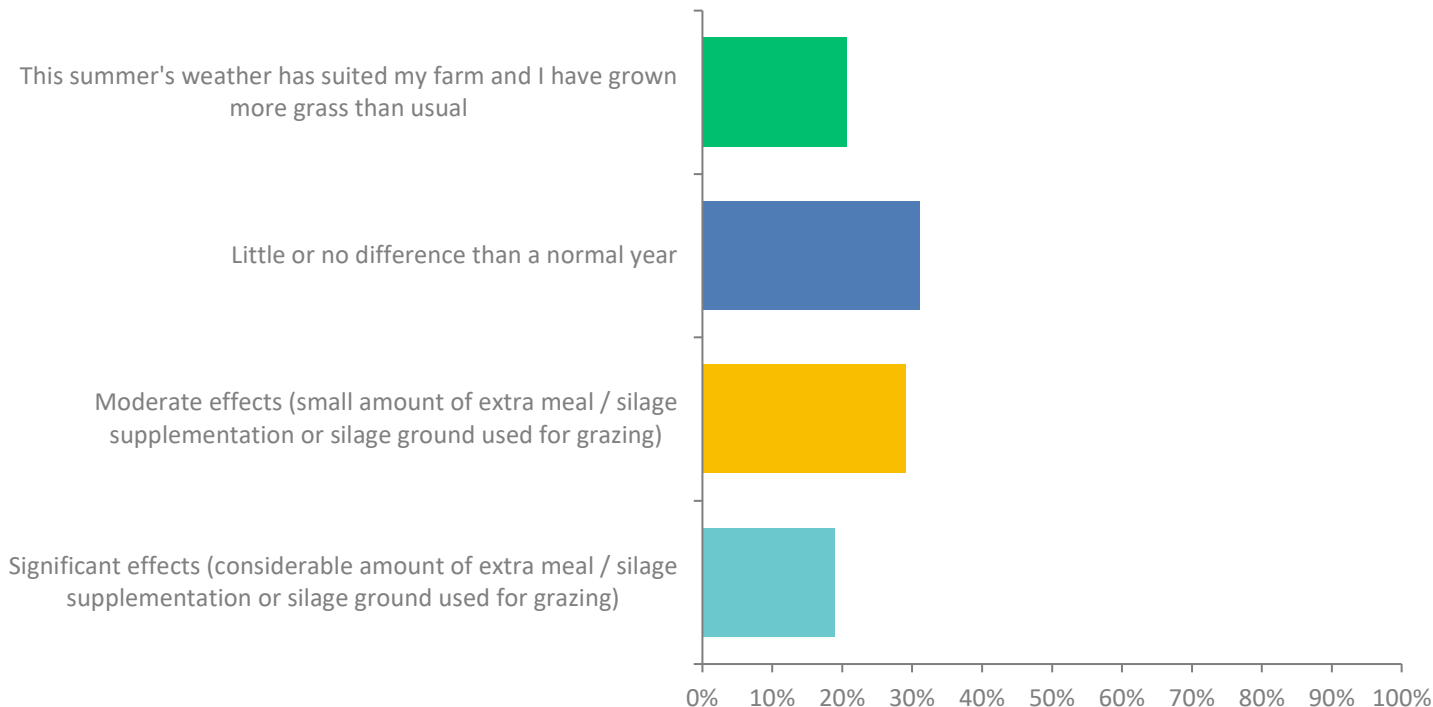


Tyrone



### Q33: Have the lower rainfall levels this summer negatively affected grass growth and covers on your farm?

Answered: 295 Skipped: 105



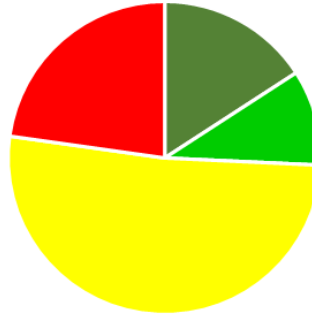
# How has low summer rainfall affected grass growth / cover on farm?

- Suited my farm and I have grown more grass
- Little to no difference
- Moderate effects
- Significant effects

Antrim



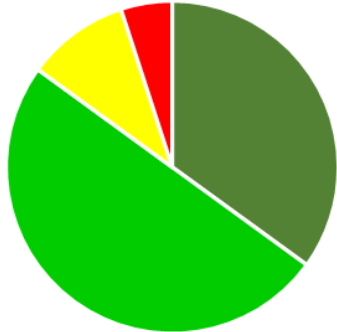
Armagh



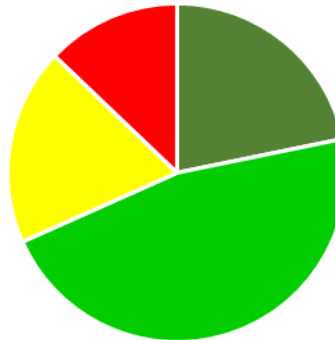
Down



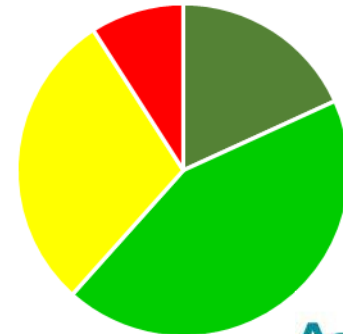
Fermanagh



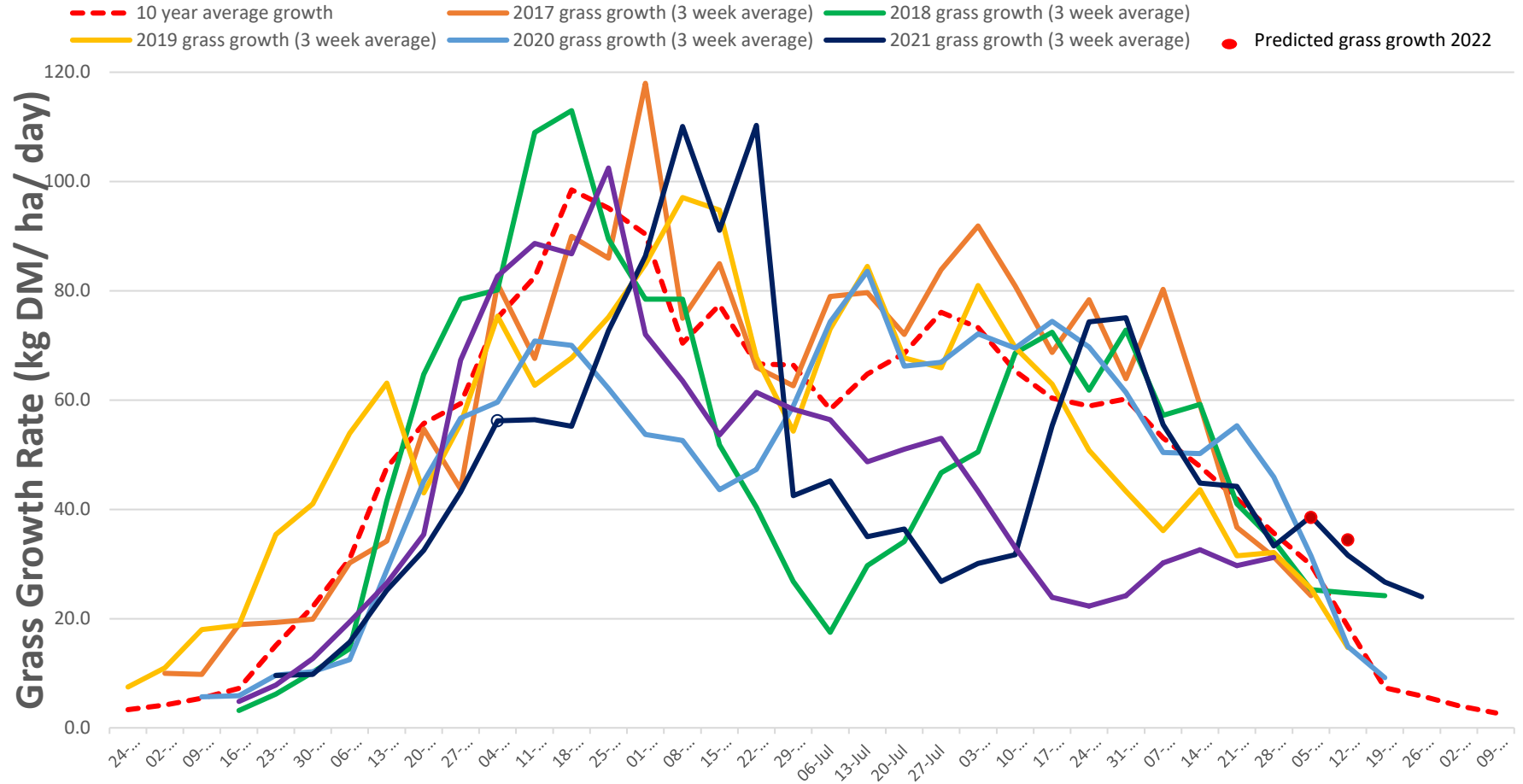
Londonderry



Tyrone



# Climate Adaptation – An increasing issue?



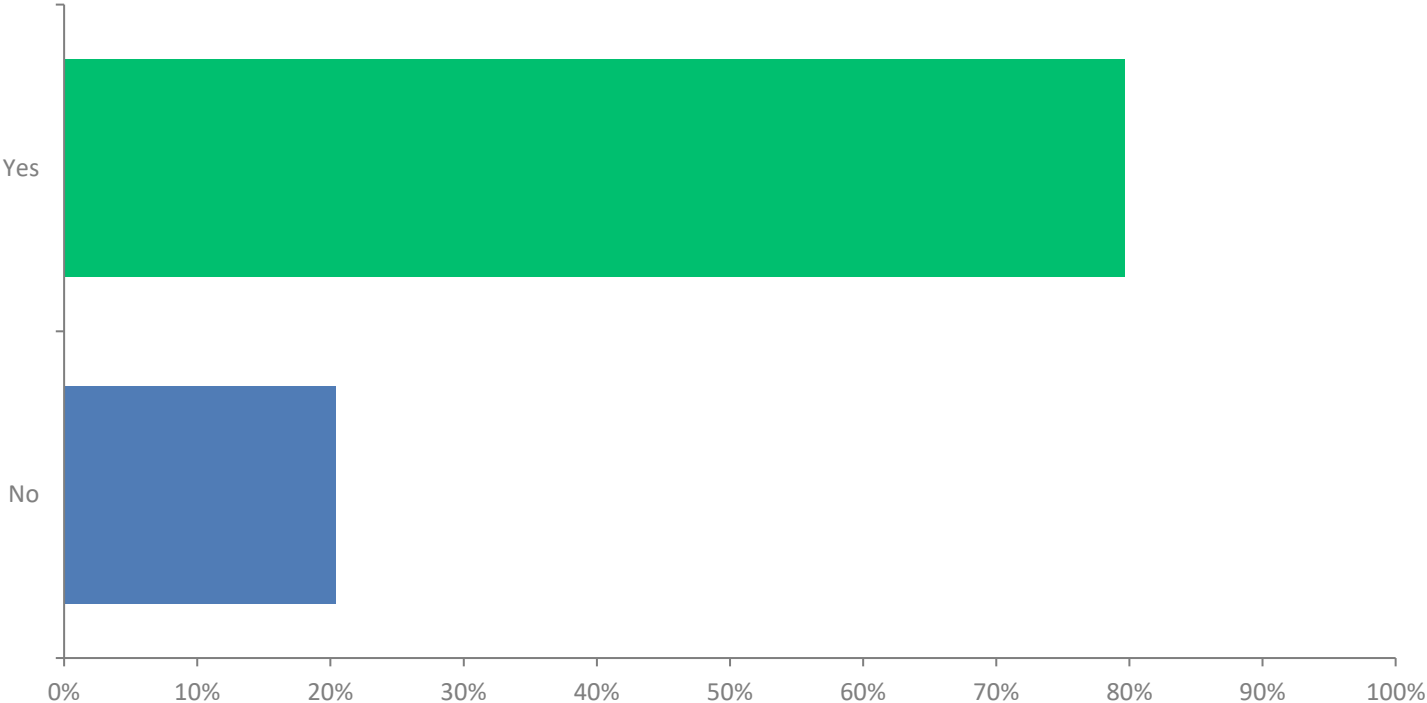
	Yes, I did this for the first time	Yes, but I normally do this	Yes, but I did less of it this year	No, but I would consider doing this	No, I would not consider doing this
Soil Analysis	7%	72%	9%	11%	1%
Lime Spreading	12%	52%	13%	20%	3%
Reseeding (without clover)	6%	29%	8%	30%	29%
Reseeding (with clover)	9%	31%	11%	36%	13%
Stitching in clover	7%	7%	2%	62%	22%
Established MSS	4%	4%	1%	56%	36%
Drawn up nutrient management plan	3%	35%	5%	49%	9%
Measured grass	3%	17%	6%	45%	30%
Rotationally grazed	7%	73%	8%	9%	4%
Drainage works	2%	29%	19%	37%	14%
Imported slurry/FYM/poultry litter	7%	20%	7%	27%	41%

BEEF AND/OR SHEEP	Yes, I did this for the first time	Yes, but I normally do this	Yes, but I did less of it this year	No, but I would consider doing this	No, I would not consider doing this
Soil Analysis	7%	70%	9%	12%	1%
Lime Spreading	11%	49%	13%	23%	4%
Reseeding (without clover)	5%	20%	9%	33%	34%
Reseeding (with clover)	10%	32%	11%	36%	12%
Stitching in clover	7%	7%	2%	64%	20%
Established MSS	4%	4%	0.5%	55%	37%
Drawn up nutrient management plan	3%	31%	5%	51%	9%
Measured grass	3%	14%	5%	47%	32%
Rotationally grazed	8%	72%	8%	8%	4%
Drainage works	2%	24%	18%	39%	16%
Imported slurry/FYM/poultry litter	7%	24%	6%	30%	33%

DAIRY	Yes, I did this for the first time	Yes, but I normally do this	Yes, but I did less of it this year	No, but I would consider doing this	No, I would not consider doing this
Soil Analysis	7%	76%	7%	9%	2%
Lime Spreading	15%	59%	11%	12%	2%
Reseeding (without clover)	8%	54%	5%	21%	12%
Reseeding (with clover)	9%	28%	12%	31%	20%
Stitching in clover	8%	5%	0%	53%	34%
Established MSS	5%	2%	2%	52%	40%
Drawn up nutrient management plan	3%	47%	4%	40%	7%
Measured grass	1%	25%	7%	39%	28%
Rotationally grazed	4%	81%	4%	8%	4%
Drainage works	0%	40%	18%	32%	10%
Imported slurry/FYM/poultry litter	3%	6%	2%	24%	65%

# Q35: Did you make better use of slurry this year?

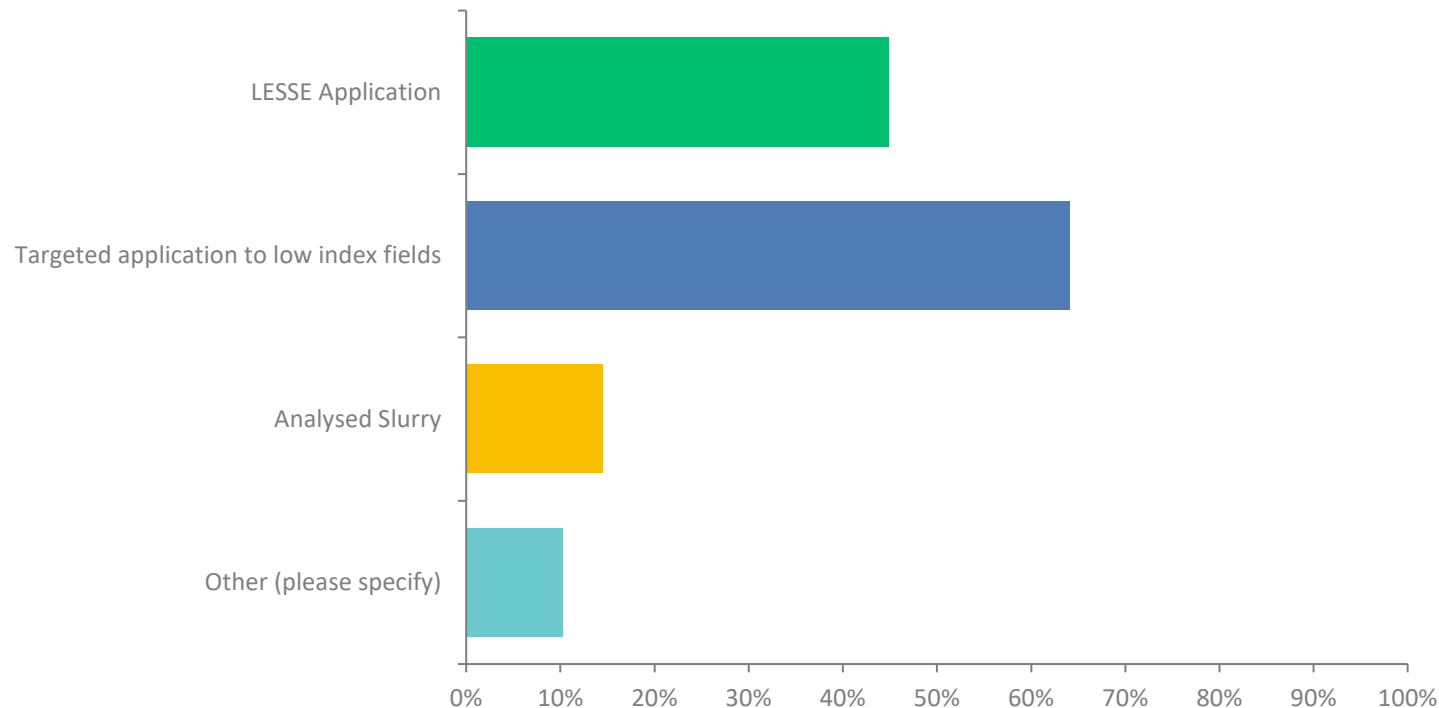
Answered: 295 Skipped: 105





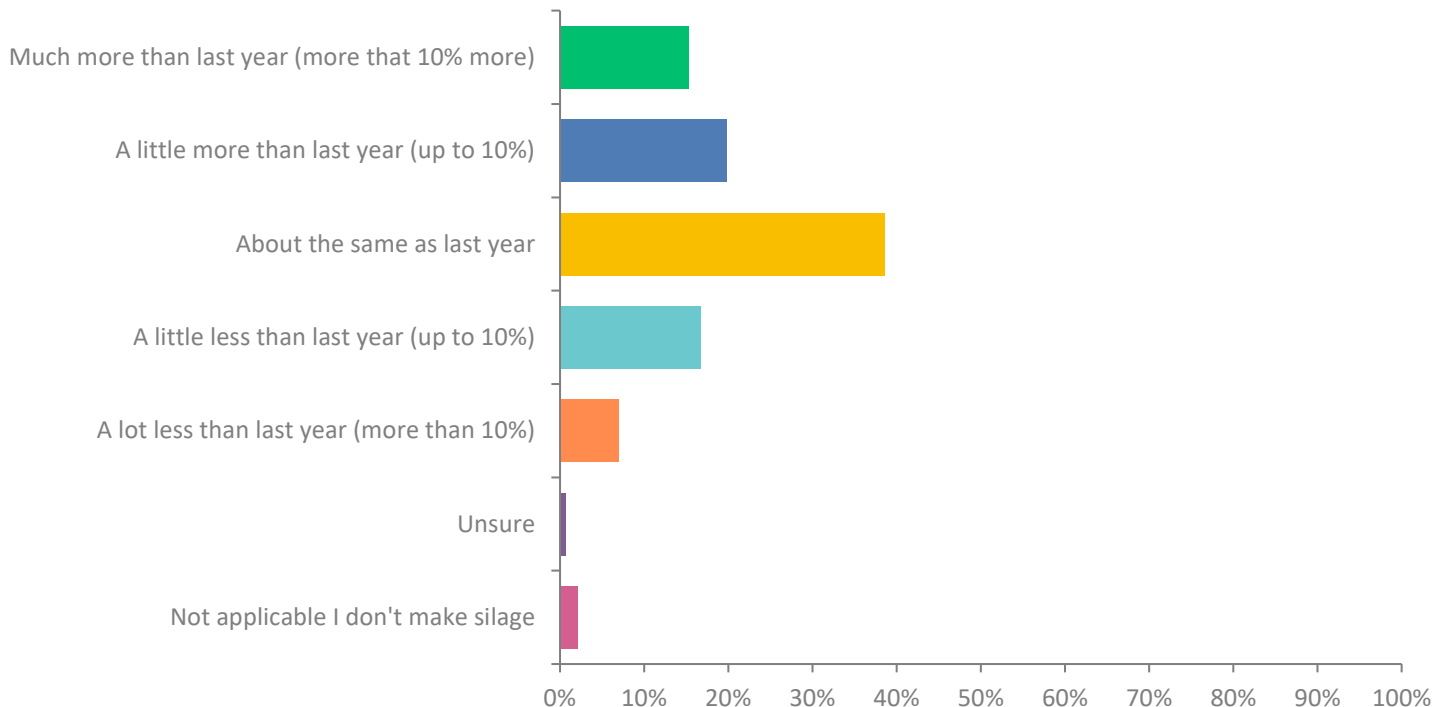
## Q36: How did you make better use of slurry?

Answered: 234 Skipped: 166



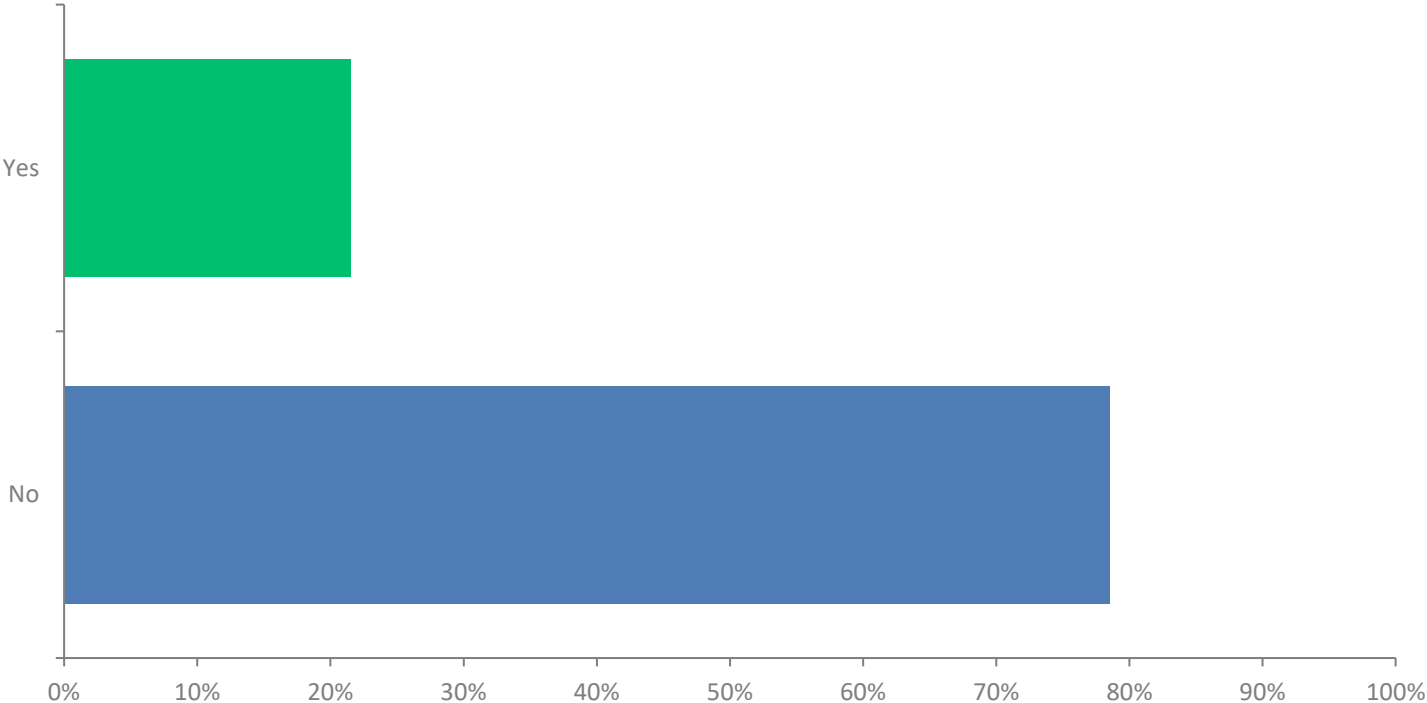
## Q37: Would you estimate the QUANTITY of silage you have in store?

Answered: 288 Skipped: 112



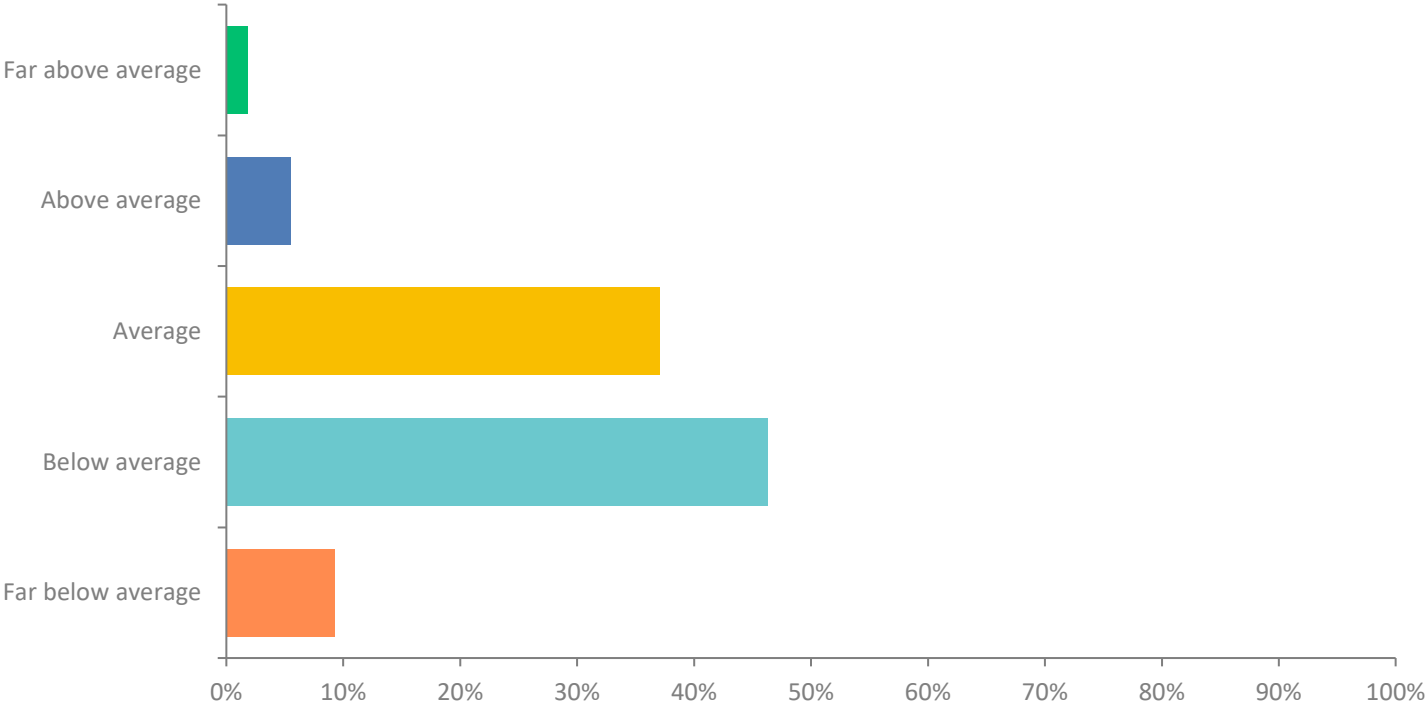
# Q38: Have you analysed any of your silage to date?

Answered: 288 Skipped: 112



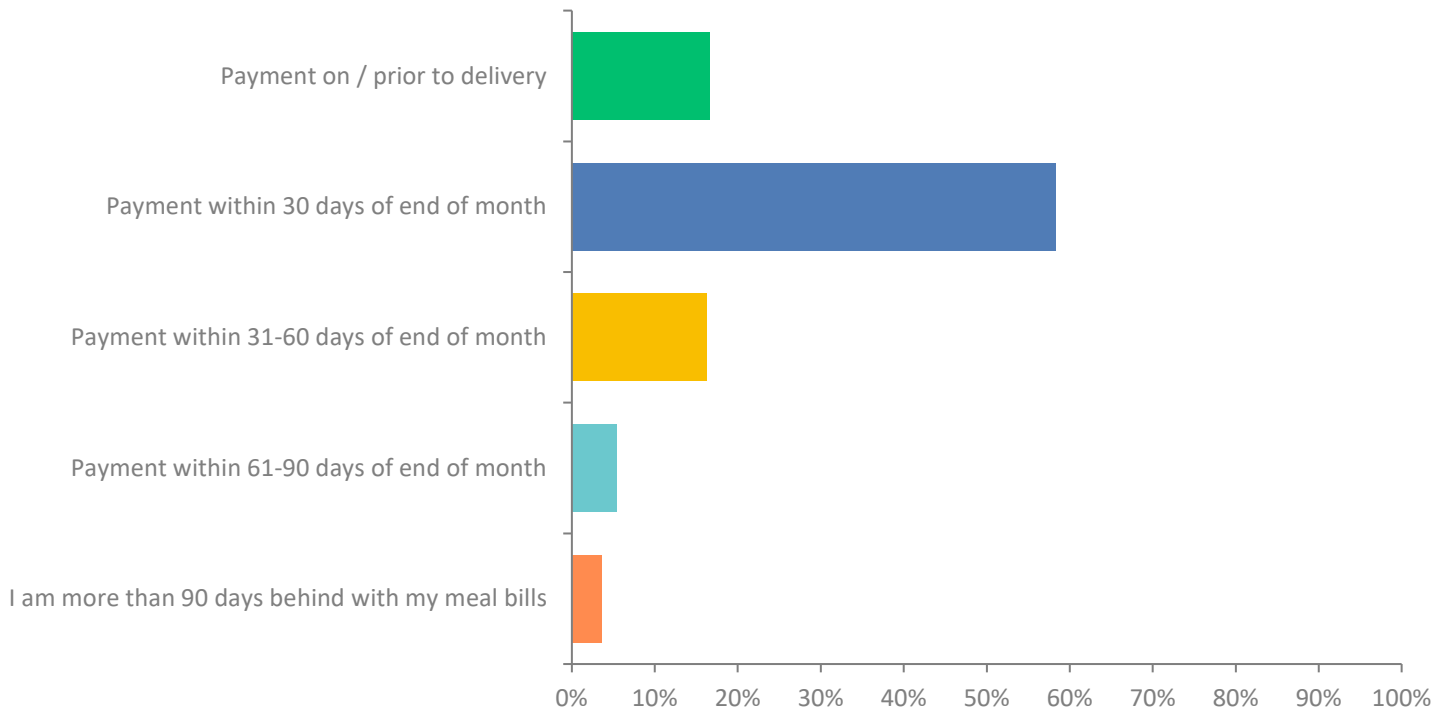
# Q41: Are these silages above or below your normal quality?

Answered: 54 Skipped: 346



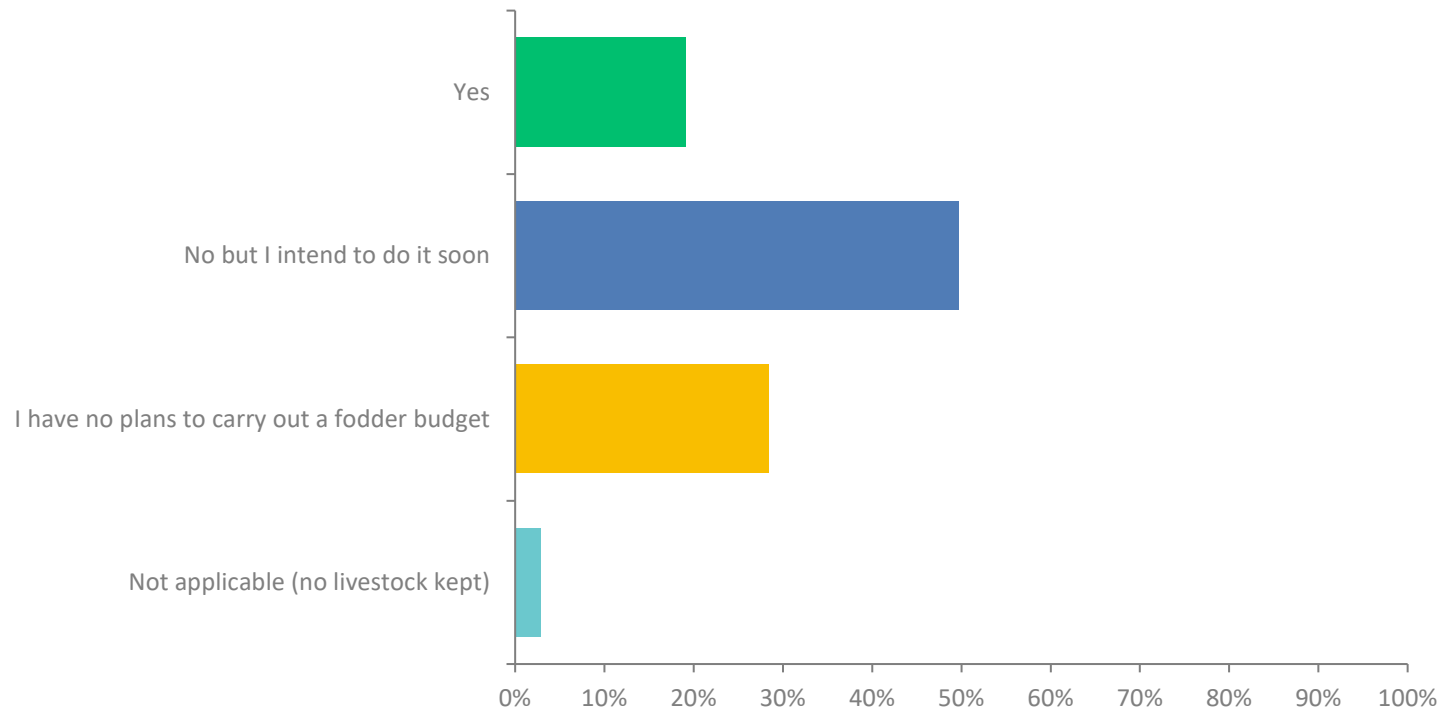
## Q42: How are you currently paying for purchased feed?

Answered: 278 Skipped: 122



## Q43: Have you carried out fodder plan for the coming winter?

Answered: 282 Skipped: 118



## Q45: With regard to forward planning for next year, do you plan to make changes?

Answered: 282 Skipped: 118

ANSWER CHOICES	RESPONSES	
I don't plan to make any changes	18.44%	52
Sow more clover	26.95%	76
Better use of slurry	51.42%	145
Use less fertiliser	37.59%	106
Reduce livestock numbers	28.01%	79
Other (please specify)	9.93%	28
TOTAL		486

# Summary (1)

- Not likely to be huge flush of extra stores in markets this winter (~9%)
- However, 30% of beef & sheep farmers do intend to reduce stock numbers (mainly culling cows & purchasing less)
- Over half of beef & sheep farmers have below average silage but still 46% intend to feed less concentrate
- Little change in dairy cow numbers. A minority of farmers (11%-43%) may feed less meal.
  - 57% have below average silage (of which 12% is far below average)
- Modest increases in acreage of cereals



# Summary (2)

- 76% of farmers sowed less fertiliser this year
- Silage yields up but overall grass growth about the same
- Considerable regional variations (78% of farmers in County Down affected by the dry weather)
- Less than 20% of farmers have completed a fodder plan
- Farmers generally on top of feed & fertiliser bills but more of SFP being used for these purposes this year
  - 27% say they are under pressure / have been refused finance
- Only 24% have completed a cash flow forecast
- Significant interest in forward buying fertiliser (only 30% ruled it out)
- Considerable interest in clover / MSS and nutrient management planning