

## Nix - Gross Margin for Red Deer

<b>A. Breeding and Finishing</b>					per 100 hinds	
Sales:						
	45 Stags (15-18 months)	55 kg dw @	£ 3.75 per kg	£		9,281
	35 Hinds (15-18 months)	45 kg dw @	£ 3.75 per kg	£		5,906
	8 Cull Hinds	@	£ 100	£		800
	Average Annual Value of Cull Stags		£ 70	£		100
<b>Less</b>	Average Annual Cost of Replacement Stags					<b>-£200</b>
<b>Output</b>				<b>£</b>		<b>15,888</b>
Variable Costs:						
	Concentrates	4 tonnes @	£ 180.00 per tonne	£		720
	Vet & Med			£		484
	Miscellaneous			£		400
<b>Total Variable Costs</b>				<b>£</b>		<b>1,604</b>
<b>Gross Margin</b> before deducting Forage Costs				<b>£</b>		<b>14,284</b>
	Forage Variable Costs (5.5 Hinds per hectare @	£ 151 per ha)		£		2,748
<b>Gross Margin</b> per 100 Hinds				<b>£</b>		<b>11,536</b>
<b>Gross Margin</b> per Forage hectare					18.2 ha	£ 634
<b>Gross Margin</b> per Forage acre					44.9 acres	£ 257

<b>B. Selling Store Calves to a Finisher</b>					per 100 Hinds	
Sales:						
	45 Stag calves	45 kg lw @	£ 94.50 per head	£		4,252.50
	35 Hind calves	40 kg lw @	£ 72.00 per head	£		2,880.00
	8 Cull Hinds	@	£ 100	£		800
	Average Annual Value of Cull Stags		£ 70	£		100
<b>Less</b>	Average Annual Cost of Replacement Stags					<b>-£200</b>
<b>Output</b>				<b>£</b>		<b>7,832.50</b>
Variable Costs:						
	Concentrates	1.3 tonnes @	£ 180.00 per tonne	£		234
	Vet & Med			£		279
	Miscellaneous			£		200
<b>Total Variable Costs</b>				<b>£</b>		<b>713</b>
<b>Gross Margin</b> before deducting Forage Costs				<b>£</b>		<b>7,120</b>
	Forage Variable Costs (6.5 Hinds per hectare @	£ 124 per ha)		£		1,910
<b>Gross Margin</b> per 100 Hinds				<b>£</b>		<b>5,210</b>
<b>Gross Margin</b> per Forage hectare					15.4 ha	£ 338
<b>Gross Margin</b> per Forage acre					38 acres	£ 137

### Additional Notes

Lowland systems assumed. Hind replacements home-reared in systems A & B.  
 Herd Life: hinds, 12 years; stags, 6 years; 33 hinds per stag. Calves reared per 100 hinds: 90  
 Purchase price of breeding stock (good quality): hinds £350 plus, yearling hinds £275 plus, stags £500 plus

<b>C. Finishing Stag Calves</b>					per 200 Stags	
Sales:						
	195 Stags (15-18 months)	55 kg dw @	£ 3.75 per kg	£		40,219
<b>Less</b>	200 Purchases	45 kg lw @	£ 94.50 per head	£		18,900
<b>Output</b>				<b>£</b>		<b>21,319</b>

Variable Costs:				
	Concentrates	12 tonnes @	£ 180.00 per tonne	£ 2,160
	Vet & Med			£ 600
	Miscellaneous			£ 975
<b>Total Variable Costs</b>				<b>£ 3,735</b>
<b>Gross Margin</b> before deducting Forage Costs				<b>£ 17,584</b>
	Forage Variable Costs (11.0 Stags per hectare @	£ 151	per ha)	£ 2,748
<b>Gross Margin</b> per 200 Stags				<b>£ 14,836</b>
<b>Gross Margin</b> per Forage hectare		18.2 ha		£ 815
<b>Gross Margin</b> per Forage acre		44.9 acres		£ 330

**Notes:**

The venison prices reflect 2008 sales to wholesale buyers. Higher prices will be obtained for direct sales to consumers (e.g. farm shops and farmers' markets) and caterers, but extra costs will normally be incurred.

**Sources of further information:** The British Deer Farmers Association, PO Box 7522, Matlock, DE4 9BR Tel: 08456 344 758 [www.bdfa.co.uk](http://www.bdfa.co.uk)

**Acknowledgements:** Ali Loder, BDFA; Nigel Sampson, Holme Farmed Venison [www.hfv.co.uk](http://www.hfv.co.uk)